

Quarterly Report to the Pennsylvania Public Utility Commission

**For the Period
March 1, 2016 through May 31, 2016
Program Year 7, Quarter 4**

For Pennsylvania Act 129 of 2008
Energy Efficiency and Conservation Plan

Prepared by West Penn Power Company and ADM Associates, Inc.

For

West Penn Power Company
Docket No. M-2012-2334398
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Acronyms

C&I	Commercial and Industrial
CATI	Computer-Aided Telephone Interview
CFL	Compact Fluorescent Lamp
Phase II	Cumulative Program/Portfolio Phase II Inception to Date (Phase II Savings)
Phase II-CO	Cumulative Program/Portfolio Phase II Inception to Date including Carry Over Savings from Phase I
Phase II-Q	Phase II verified gross savings from the beginning of Phase II + PYTD reported gross savings.
Phase II-Q-CO	Phase II verified gross savings from the beginning of Phase II + verified Carry Over Savings from Phase I + PYTD reported gross savings
CSP	Curtailed Service Provider
CVR	Conservation Voltage Reduction
CVRf	Conservation Voltage Reduction factor
DLC	Direct Load Control
DR	Demand Response
EDC	Electric Distribution Company
EE&C	Energy Efficiency and Conservation
EM&V	Evaluation, Measurement, and Verification
GNI	Government, Non-Profit, Institutional
HVAC	Heating, Ventilating, and Air Conditioning
ICSP	Implementation Conservation Service Provider
IQ	Incremental Quarter
kW	Kilowatt
kWh	Kilowatt-hour
LED	Light Emitting Diode
LEEP	Low-Income Energy Efficiency Program
LIURP	Low-Income Usage Reduction Program
M&V	Measurement and Verification
MW	Megawatt
MWh	Megawatt-hour
NTG	Net-to-Gross
PA PUC	Pennsylvania Public Utility Commission
PY5	Program Year 2013, from June 1, 2013 to May 31, 2014
PY6	Program Year 2014, from June 1, 2010 to May 31, 2015
PY7	Program Year 2015, from June 1, 2011 to May 31, 2016

PY8	Program Year 2016, from June 1, 2012 to May 31, 2017
PYX QX	Program Year X, Quarter X
PYTD	Program Year to Date
SEER	Seasonal Energy Efficiency Rating
SWE	Statewide Evaluator
TRC	Total Resource Cost
TRM	Technical Reference Manual

1 Overview of Portfolio

Pennsylvania Act 129 of 2008 signed on October 15, 2008, mandated energy savings and demand reduction goals for the largest electric distribution companies (EDCs) in Pennsylvania for Phase I (2008 through 2013). In 2009, each EDC submitted energy efficiency and conservation (EE&C) plans—which were approved by the Pennsylvania Public Utility Commission (PUC)—pursuant to these goals. The PUC established energy savings and demand reduction goals for Phase II (June 2013 through May 2016) of the Act 129 programs. Each EDC filed new EE&C plans with the PA PUC in late 2012 for Phase II. These plans were subsequently approved by the PUC in early 2013.

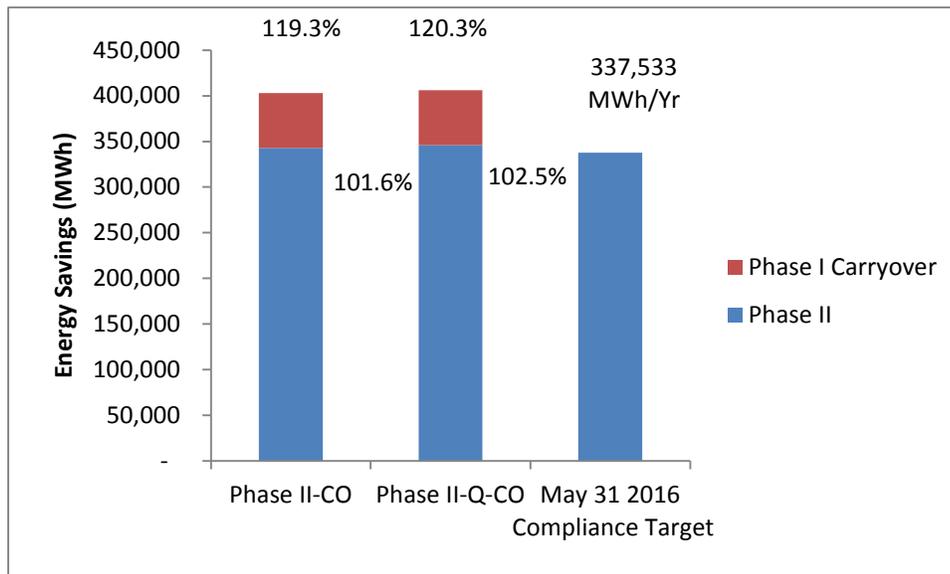
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for West Penn Power Company (West Penn Power or Company) in the 4th quarter of Program Year 7 (PY7), defined as March 1, 2016 through May 31, 2016, as well as the cumulative accomplishments of the programs since inception of Phase II. This report also includes the energy savings carried over from Phase I that will be applied towards the Company's savings compliance targets for Phase II. The Phase I carryover values as listed in this quarterly report are based on the Company's Final Phase I report to the Commission.

The Company's EM&V contractor, ADM Associates, is evaluating the programs, which includes measurement and verification of program savings.

1.1 Summary of Achievements

West Penn Power has achieved 101.6 percent of the May 31, 2016 energy savings compliance target, based on cumulative program inception to date (Phase II) reported gross energy savings¹, and 120.3 percent of the energy savings compliance target, based on Phase II-Q-CO² (or Phase II-CO until verified savings are available for PY7) gross energy savings achieved through PY7Q4, as shown in Figure 1-1. (Phase II-Q)³ is also shown in Figure 1-1.

Figure 1-1: Cumulative Portfolio Phase 2 Inception to Date (Phase II) Energy Impacts

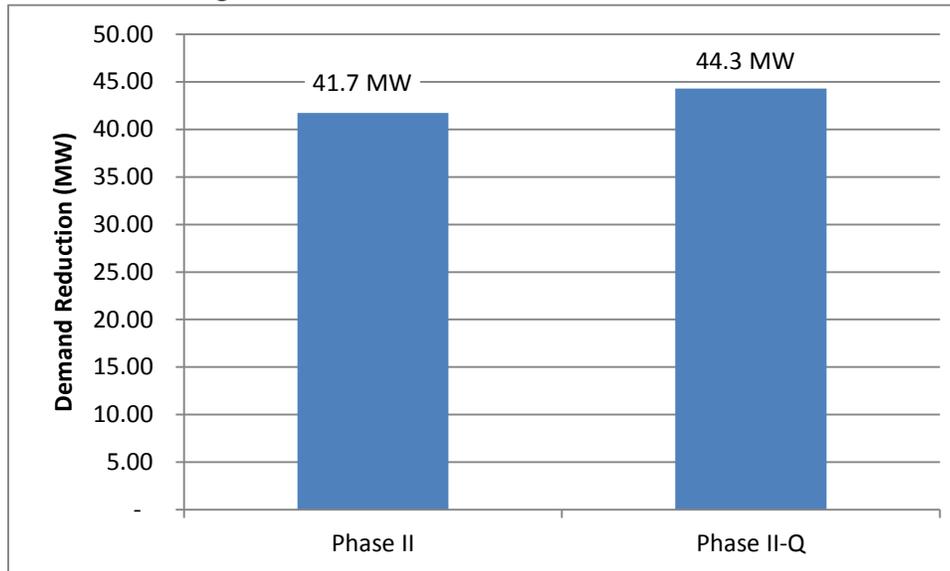


¹ Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

² Phase II-Q-CO Gross Savings = Phase II verified gross savings from the beginning of Phase II including verified Carry Over Savings from Phase I + PYTD reported gross savings. The carryover portion of the Phase II-Q-CO Gross Savings listed herein is based on verified impacts reported in the Company's Final Phase I report to the Commission.

³ Phase II-Q Gross Savings = CPITD Verified Gross Savings from the beginning of Phase II + PYTD Reported Gross Savings. This excludes Phase I carry over savings. All savings reported as Phase II-Q gross savings are computed this way. Phase II Verified Gross Savings will be reported in the annual report. For the first quarter of each program year, the Company reports Phase II-Q Gross Savings as Phase II Savings as verified savings will not be reported until November 15.

Figure 1-2: Phase II Portfolio Demand Reduction



West Penn Power has achieved 44.3 MW of demand reduction through PY7Q4⁴.

There are six broad groups of measures available to the low-income sector at no cost to the customer, compared to a total of 40 broad measure categories included in the Company’s EE&C Plan. These groups of measures offered to the low-income sector therefore comprise 15.0% of the total measures offered. As required by the Phase II goal, this exceeds the fraction of the electric consumption of the utility’s low-income households divided by the total electricity consumption in the West Penn Power territory which is 8.8%.⁵ The Phase II reported gross energy savings achieved in the low-income sector is 32,842 MWh/yr⁶; this is 9.6% percent of the Phase II total portfolio reported gross energy savings. This exceeds the goal of 4.5% of the Phase II savings.

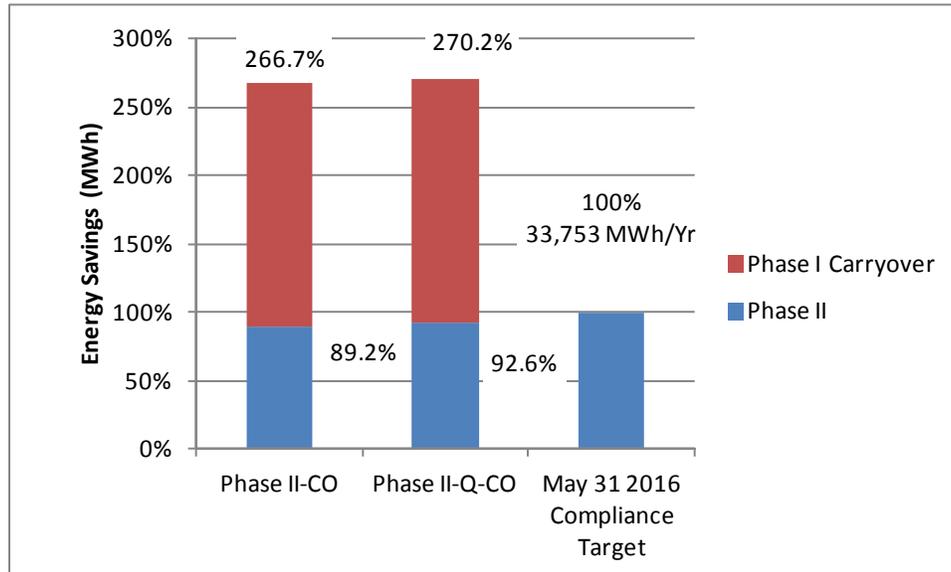
⁴ There is no compliance target for demand reduction in Phase II.

⁵ Act 129 includes a provision requiring electric distribution companies to offer a number of energy efficiency measures to low-income households that are “proportionate to those households’ share of the total energy usage in the service territory.” 66 Pa.C.S. §2806.1(b)(i)(G). The Company’s Act 129 EE&C Plan includes hundreds of distinct measures that are consolidated into 128 archetypal measures and 40 broad measure categories. For low-income reporting purposes, six of these 40 broad measure categories are offered at no cost to the Company’s low-income residential customers.

⁶ These estimates are extrapolated from official PY5 & PY6 verified results, which were calculated through participant surveys.

West Penn Power has also achieved 89.2% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and 270.2% of the target based on Phase II-Q-CO (or Phase II-CO until verified savings are available for PY7) gross energy savings achieved through PY7Q4, as shown in Figure 1-3.

Figure 1-3: Government, Nonprofit, and Institutional Sectors



1.2 Program Updates and Findings

- Appliance Turn-in:**
 On November 23, 2015, JACO Environmental unexpectedly ceased appliance recycling operations. KEY Recycling was contracted to pick up appliances that customers had scheduled to be picked up with JACO prior to the closure. They picked up and recycled appliances from 108 customers during PY7Q4 and rebates were paid to these customers.
- Energy Efficient Products:**
 Program continues to track ahead of goal primarily due to POS lighting and the consumer electronics program.
- Home Performance:**
 New Construction: During the quarter, 101 homes were completed under the program. Program participation in West Penn Power remains steady.

 Online Audit: West Penn Power continues to send Energy Conservation Kits to customers as a result of completing an Online Audit. During P7Q4 over 1,100 kits were delivered to West Penn Power customers.

Comprehensive Audit: The Company continues to market the program to customers. Bi-monthly program webinars are also hosted with contractors to go over best practices and program updates.

Behavior Modification: Approximately 230,000 customers across West Penn Power's service territory receive Home Energy Reports. These reports show a customer's energy usage, highlight PA Act 129 approved programs, and provide tips to help save energy.

Opt-in Kits: During PY7Q4, over 760 Opt-In Kits were delivered to customers in West Penn Power upon enrollment into the program.

Schools Education and Kits: Final performances of the "Energized Guyz" for Phase II were completed in November 2014 and requested kits were shipped through January 2015. Over 15,000 students participated in the School Education program from inception to date.

- **Low Income/WARM:**

Held a WARM Advisory Panel meeting in March that included a state quality control inspection standard work specification subcommittee update, mobile home procedure/priority list subcommittee approval, final approval of the Barriers to Installation procedure, and ductless mini-splits.

Worked with the Dollar Energy Fund to create a process aimed at increasing applications for WARM Programs.

Met with Garrison Hughes Advertising in May and received their proposal for marketing the WARM Programs. The EC group is finalizing plans and aspires to begin the campaign in August 2016.

Worked with the Housing Alliance of Pennsylvania to add FirstEnergy's WARM Program information and website link to their website.

- **Low Income/WARM Extra Measures/WARM Plus:**

Two heat pump water heater installations were completed in the West Penn Power area during PY7Q4.

Program Managers reviewed numerous contractor bid proposals that resulted from the January Requests for Proposals (RFP) process, awarded implementation contracts, and trained new contractors.

APPRISE Inc. provided WARM Plus and Extra Measures Program recommendations, and EC staff will implement as appropriate.

- **Low Income/Multi-Family:**

Program Managers reviewed numerous contractor bid proposals that resulted from the January Requests for Proposals (RFP) process, awarded implementation contracts, and trained new contractors.

- **C/I Small Energy Efficient Equipment:**

West Penn Power continues to receive and process applications under Phase II for this program. This quarter, the Company continued two communications as follows:

- 1) The End of Phase II Communication
- 2) Farewell to T12 Fluorescent Lighting

These communications are targeted at both, customers and program allies:

- i. Company posted both communications on the program website;
- ii. Customers and Program Allies received these communications via an e-campaign

The ICSP continues with its past strategy to conduct outreach campaign through program ally network, direct marketing and one-on-one outreach by the program staff.

- **C/I Small Energy Efficient Buildings:**

West Penn Power continues to receive and process applications under Phase II. This quarter, the Company continued the End of Phase II Communication; this communication is targeted at both, customers and program allies:

- i. Company posted this communication on the program website
- ii. Customers and Program Allies received this communication via an e-campaign

The ICSP continues with its outreach and marketing efforts that are focused on direct marketing to building owners/operators, design/build contractors, and engineering and architectural firms by promoting the Building Program Guidelines document plus number of marketing pieces that are targeted at professionals and decision makers in this market segment. Based on the year-to-date results, the ICSP has revised its 60-Day outlook marketing plan to build a momentum in this program. An uptick in new project applications coming through this program are also a result of outreach to upstream program allies. 1,084 kits were shipped to customers this quarter.

- **C/I Large Energy Efficient Equipment:**

West Penn Power continues to receive and process applications under Phase II. This quarter, the Company continued two communications as follows:

- 1) The End of Phase II Communication
- 2) Farewell to T12 Fluorescent Lighting

These communications are targeted at both, customers and program allies:

- i. Company posted both communications on the program website;
- ii. Customers and Program Allies received these communications via an e-campaign

The ICSP markets this program through program ally network and one-on-one outreach by the program staff.

- **C/I Large Energy Efficient Buildings:**

West Penn Power continues to receive and process applications under Phase II. Also, in this quarter, the Company continued the End of Phase II Communication which is targeted at both, customers and program allies:

- i. Company posted this communication on the program website;
- ii. Customers and Program Allies received this communication via an e-campaign

The ICSP continues with its outreach and marketing efforts that are focused on direct marketing to building owners/operators, design/build contractors, and engineering and architectural firms by promoting the Building Program Guidelines document plus number of marketing pieces that are targeted at professionals and decision makers in this market segment. No kits were shipped to customers this quarter.

- **Government & Institutional:**

West Penn Power continues to receive and process applications under Phase II. This quarter, Company continued two communications as follows:

- 1) The End of Phase II Communication
- 2) Farewell to T12 Fluorescent Lighting

These communications are targeted at both, customers and program allies:

- i. Company posted both communications on the program website
- ii. Customers and Program Allies received these communications via an e-campaign

The Company also utilized Customer Support Account Mangers and Area Managers to get these communications out to GNI customers. The ICSP continues to market the program through traditional marketing channels plus a direct one-on-one outreach by the program staff.

1.3 Evaluation Updates and Findings

- **Appliance Turn-in**
- **Energy Efficient Products**
- **Home Performance**
- **Low Income / WARM**
- **C/I Small Energy Efficient Equipment**
- **C/I Small Energy Efficient Buildings**
- **C/I Large Energy Efficient Equipment**
- **C/I Large Energy Efficient Buildings**
- **Government & Institutional**

ADM has communicated to the Company's implementation staff the data collection requirements and calculation procedures outlined in the 2015 PA TRM for measures offered under each program. Nonresidential lighting projects with ex ante savings above 800 MWh and other nonresidential projects with ex ante savings above 400 MWh are sampled with certainty and evaluated on an ongoing basis by ADM. Nonresidential lighting projects with ex ante savings above 500 MWh and other nonresidential projects with ex ante savings above 250 MWh are reviewed for evaluability on an ongoing basis by ADM, and data acquisition requirements for these projects are communicated to the ICSP. ADM has pulled samples for all programs and has conducted on-site verifications for C/I programs and surveys for online programs.

2 Summary of Energy Impacts by Program

A summary of the reported energy savings by program is presented in Figure 2-1 and Figure 2-2.

Figure 2-1: Phase II Reported Gross Energy Savings by Program

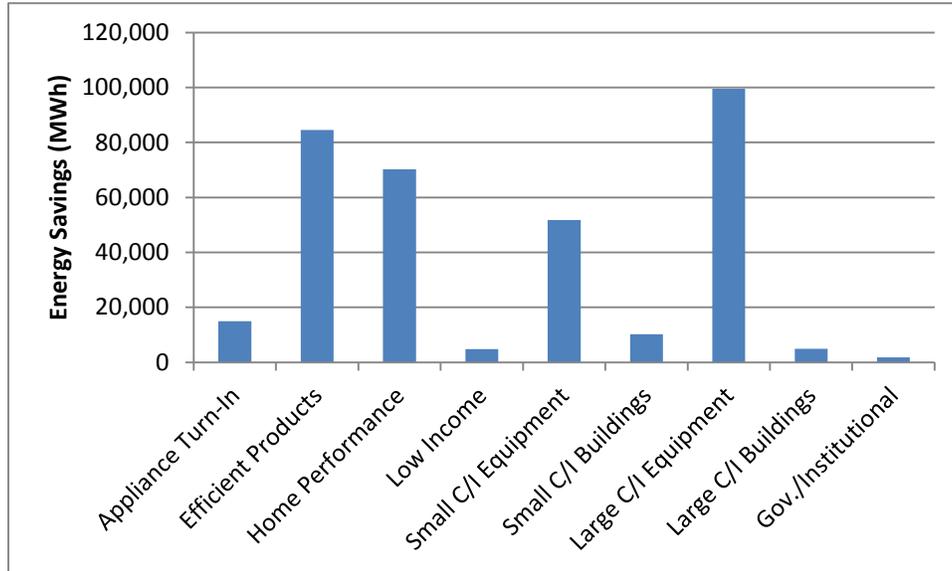
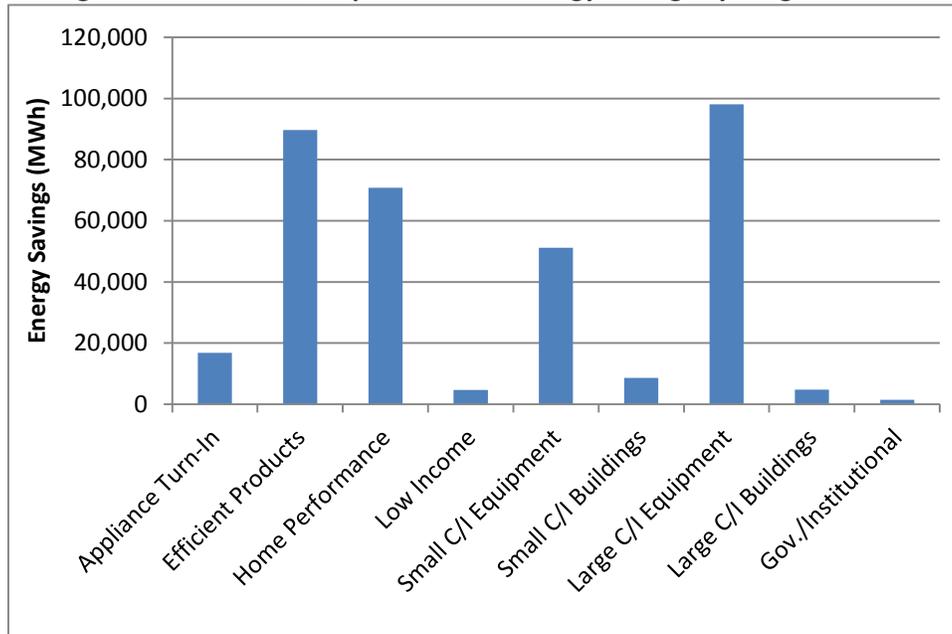


Figure 2-2: Phase II-Q Reported Gross Energy Savings by Program



A summary of energy impacts by program through PY7Q4 is presented in Table 2-1.

Table 2-1: EDC Reported Participation and Gross Energy Savings by Program (MWh/Year)

Program	Participants			Reported Gross Impact (MWh/Year)			
	IQ	PYTD	Phase II	IQ	PYTD	Phase II	Phase II- Q ⁷
Appliance Turn-In	100	4,126	17,386	130	4,612	15,020	16,812
Energy Efficient Products	69,714	309,690	789,181	5,389	23,348	84,504	89,710
Home Performance	2,053	14,725	46,696	12,661	55,303	70,192	70,759
Low Income / WARM	426	1,564	12,407	350	1,230	4,871	4,694
C/I Small Energy Efficient Equipment	116	610	1,535	5,177	20,824	51,761	51,161
C/I Small Energy Efficient Buildings	451	3,214	9,420	380	4,180	10,244	8,589
C/I Large Energy Efficient Equipment	21	77	238	8,778	33,618	99,530	98,133
C/I Large Energy Efficient Buildings	1	12	41	0	3,047	4,958	4,753
Government, & Institutional	34	73	102	186	548	1,821	1,413
TOTAL PORTFOLIO	72,916	334,091	877,006	33,049	146,710	342,902	346,023
Carry Over Savings from Phase I ⁸							59,929
Total Phase II-Q-CO							405,952

⁷ Phase II cumulative savings reflect PY5 and PY6 verified savings and reported savings for PY7.

⁸ The Phase I carryover values as listed in this quarterly report are based on verified impacts reported in the Company's Final Phase I report to the Commission all remaining values for all periods are shown ex-ante.

3 Summary of Demand Impacts by Program

A summary of the reported demand reduction by program is presented in Figure 3-1 and Figure 3-2.

Figure 3-1: Phase II Demand Reduction by Program

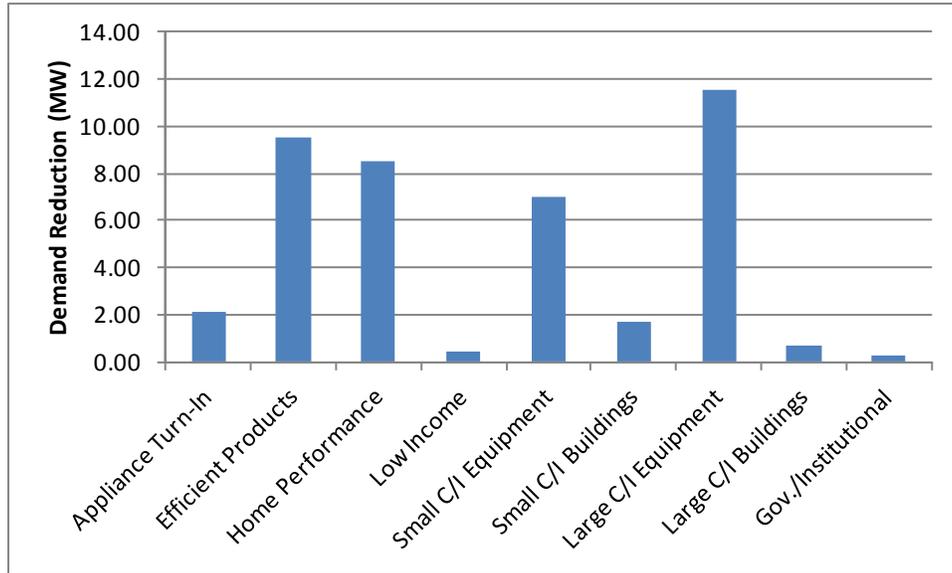
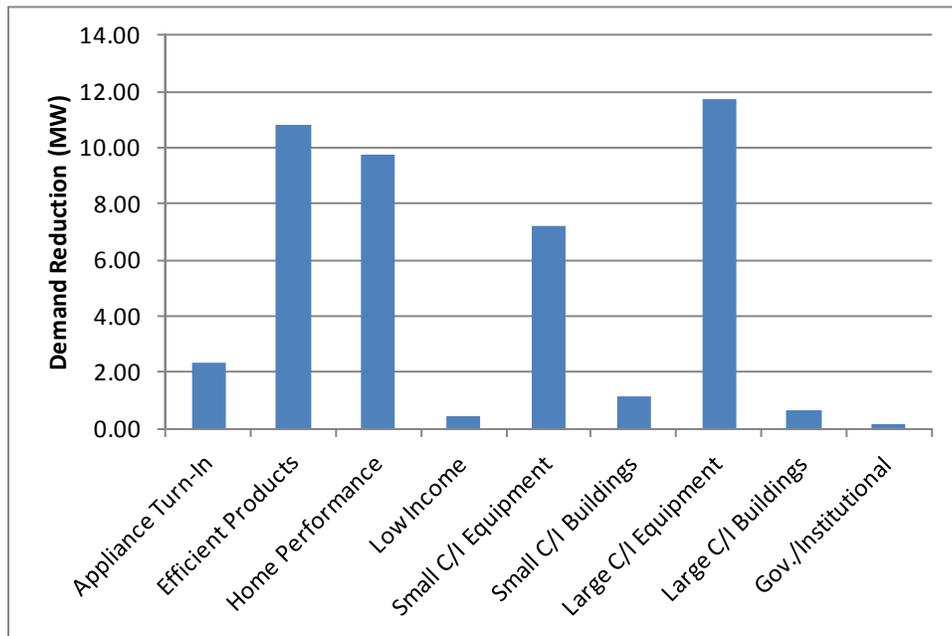


Figure 3-2: Phase II-Q Demand Reduction by Program



A summary of total demand reduction impacts by program through PY7Q4 is presented in Table 3-1.

Table 3-1: Participation and Reported Gross Demand Reduction by Program

Program	Participants			Reported Gross Impact (MW)			
	IQ	PYTD	Phase II	IQ	PYTD	Phase II	Phase II- Q ⁹
Appliance Turn-In	100	4,126	17,386	0.02	0.56	2.10	2.35
Energy Efficient Products	69,714	309,690	789,181	0.73	3.40	9.53	10.82
Home Performance	2,053	14,725	46,696	6.63	7.36	8.51	9.71
Low Income / WARM	426	1,564	12,407	0.04	0.13	0.43	0.42
C/I Small Energy Efficient Equipment	116	610	1,535	0.67	2.53	6.98	7.23
C/I Small Energy Efficient Buildings	451	3,214	9,420	0.07	0.45	1.70	1.17
C/I Large Energy Efficient Equipment	21	77	238	1.18	4.41	11.55	11.76
C/I Large Energy Efficient Buildings	1	12	41	0.00	0.40	0.67	0.67
Government, & Institutional	34	73	102	0.05	0.10	0.28	0.19
TOTAL PORTFOLIO	72,916	334,091	877,006	9.37	19.34	41.74	44.31

⁹ Phase II cumulative demand impacts reflect PY5 and PY6 verified savings and reported savings for PY7.

4 Summary of Finances

4.1 Portfolio Level Expenditures

A breakdown of the portfolio finances is presented in Table 4-1.

Table 4-1: Summary of Portfolio Finances

	Quarter 4 (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$1,298	\$6,570	\$17,615
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$1,298	\$6,570	\$17,615
Design & Development	\$8	\$131	\$292
Administration, Management and Technical Assistance ^[1]	\$1,698	\$7,238	\$27,777
Marketing	\$142	\$829	\$2,901
Subtotal EDC Implementation Costs	\$1,847	\$8,199	\$30,970
EDC Evaluation Costs	\$175	\$648	\$1,423
SWE Audit Costs	\$0	\$81	\$1,148
Total EDC Costs^[2]	\$3,321	\$15,498	\$51,156
Participant Costs^[3]			
Total TRC Costs^[4]			
NOTES			
Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.			
Costs shown above include startup expenses prior to June 1, 2013.			
Negative values are the result of prior period adjustments in the current quarter and are reflected throughout the program level tables.			
¹ Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance			
² Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.			
³ Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			
⁴ Total TRC Costs = Total EDC Costs + Participant Costs			

4.2 Program Level Expenditures

Program-specific finances are shown in the following tables.

Table 4-2: Summary of Program Finances – Res Appliance Turn-In

	Quarter 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$6	\$287	\$967
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$6	\$287	\$967
Design & Development	\$1	\$11	\$25
Administration, Management and Technical Assistance ^[1]	\$27	\$383	\$1,662
Marketing	\$2	\$100	\$464
Subtotal EDC Implementation Costs	\$30	\$494	\$2,151
EDC Evaluation Costs	\$5	\$20	\$43
SWE Audit Costs	\$0	\$7	\$99
Total EDC Costs^[2]	\$41	\$809	\$3,260
Participant Costs^[3]			
Total TRC Costs^[4]			
NOTES			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.</i>			
<i>Costs shown above include startup expenses prior to June 1, 2013.</i>			
¹ Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance			
² Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.			
³ Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			
⁴ Total TRC Costs = Total EDC Costs + Participant Costs			

Table 4-3: Summary of Program Finances – Res Energy Efficient Products

	Quarter 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$385	\$1,838	\$4,983
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$385	\$1,838	\$4,983
Design & Development	\$1	\$15	\$34
Administration, Management and Technical Assistance ^[1]	\$231	\$947	\$3,699
Marketing	\$13	\$111	\$511
Subtotal EDC Implementation Costs	\$245	\$1,073	\$4,244
EDC Evaluation Costs	\$14	\$107	\$211
SWE Audit Costs	\$0	\$9	\$133
Total EDC Costs^[2]	\$644	\$3,028	\$9,570
Participant Costs^[3]			
Total TRC Costs^[4]			

NOTES

Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.

Costs shown above include startup expenses prior to June 1, 2013.

¹ Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

² Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

³ Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

Table 4-4: Summary of Program Finances – Res Home Performance

	Quarter 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$173	\$1,063	\$2,840
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$173	\$1,063	\$2,840
Design & Development	\$2	\$38	\$84
Administration, Management and Technical Assistance ^[1]	\$193	\$1,398	\$8,995
Marketing	\$9	\$131	\$505
Subtotal EDC Implementation Costs	\$204	\$1,566	\$9,583
EDC Evaluation Costs	\$19	\$90	\$164
SWE Audit Costs	\$0	\$23	\$329
Total EDC Costs^[2]	\$395	\$2,742	\$12,917
Participant Costs^[3]			
Total TRC Costs^[4]			

NOTES

Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.

Costs shown above include startup expenses prior to June 1, 2013.

¹ Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

² Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

³ Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

Table 4-5: Summary of Program Finances – Res Low Income

	Quarter 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$0	\$0	\$1
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$0	\$0	\$1
Design & Development	\$1	\$25	\$55
Administration, Management and Technical Assistance ^[1]	\$720	\$2,279	\$5,746
Marketing	\$10	\$41	\$123
Subtotal EDC Implementation Costs	\$731	\$2,345	\$5,923
EDC Evaluation Costs	\$32	\$91	\$264
SWE Audit Costs	\$0	\$15	\$214
Total EDC Costs^[2]	\$763	\$2,451	\$6,402
Participant Costs^[3]			
Total TRC Costs^[4]			

NOTES

Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.

Costs shown above include startup expenses prior to June 1, 2013.

¹ Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

² Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

³ Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

⁵ Negative values represent accounting adjustments from prior periods.

Table 4-6: Summary of Program Finances – Small CI Efficient Equipment

	Quarter 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$273	\$1,262	\$3,107
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$273	\$1,262	\$3,107
Design & Development	\$1	\$22	\$48
Administration, Management and Technical Assistance ^[1]	\$249	\$1,047	\$3,701
Marketing	\$52	\$212	\$619
Subtotal EDC Implementation Costs	\$303	\$1,281	\$4,368
EDC Evaluation Costs	\$38	\$120	\$254
SWE Audit Costs	\$0	\$13	\$188
Total EDC Costs^[2]	\$614	\$2,675	\$7,917
Participant Costs^[3]			
Total TRC Costs^[4]			

NOTES

Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.

Costs shown above include startup expenses prior to June 1, 2013.

¹ Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

² Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

³ Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

Table 4-7: Summary of Program Finances – Small C/I Efficient Buildings

	Quarter 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$25	\$209	\$554
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$25	\$209	\$554
Design & Development	\$0	\$8	\$17
Administration, Management and Technical Assistance ^[1]	\$95	\$411	\$1,235
Marketing	\$23	\$104	\$277
Subtotal EDC Implementation Costs	\$118	\$522	\$1,529
EDC Evaluation Costs	\$3	\$12	\$31
SWE Audit Costs	\$0	\$5	\$67
Total EDC Costs^[2]	\$147	\$748	\$2,181
Participant Costs^[3]			
Total TRC Costs^[4]			

NOTES

Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.

Costs shown above include startup expenses prior to June 1, 2013.

¹ Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

² Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

³ Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

Table 4-8: Summary of Program Finances – Large C/I Efficient Equipment

	Quarter 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$401	\$1,732	\$4,797
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$401	\$1,732	\$4,797
Design & Development	\$0	\$5	\$12
Administration, Management and Technical Assistance ^[1]	\$93	\$371	\$1,322
Marketing	\$13	\$52	\$166
Subtotal EDC Implementation Costs	\$106	\$429	\$1,501
EDC Evaluation Costs	\$60	\$190	\$401
SWE Audit Costs	\$0	\$3	\$47
Total EDC Costs^[2]	\$568	\$2,355	\$6,745
Participant Costs^[3]			
Total TRC Costs^[4]			

NOTES

Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.

Costs shown above include startup expenses prior to June 1, 2013.

¹ Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

² Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

³ Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

Table 4-9: Summary of Program Finances – Large C/I Efficient Buildings

	Quarter 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$26	\$149	\$278
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$26	\$149	\$278
Design & Development	\$0	\$3	\$7
Administration, Management and Technical Assistance ^[1]	\$35	\$163	\$468
Marketing	\$7	\$29	\$81
Subtotal EDC Implementation Costs	\$43	\$195	\$556
EDC Evaluation Costs	\$3	\$12	\$38
SWE Audit Costs	\$0	\$2	\$26
Total EDC Costs^[2]	\$72	\$358	\$899
Participant Costs^[3]			
Total TRC Costs^[4]			

NOTES

Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.

Costs shown above include startup expenses prior to June 1, 2013.

¹ Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

² Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

³ Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

Table 4-10: Summary of Program Finances – Government and Institutional

	Quarter 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$9	\$28	\$88
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$9	\$28	\$88
Design & Development	\$0	\$5	\$11
Administration, Management and Technical Assistance ^[1]	\$55	\$240	\$949
Marketing	\$12	\$48	\$154
Subtotal EDC Implementation Costs	\$68	\$293	\$1,115
EDC Evaluation Costs	\$2	\$8	\$18
SWE Audit Costs	\$0	\$3	\$43
Total EDC Costs^[2]	\$79	\$332	\$1,264
Participant Costs^[3]			
Total TRC Costs^[4]			

NOTES

Negative values represent accrual reversals that are greater than the current period expense.

Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.

Costs shown above include startup expenses prior to June 1, 2013.

¹ Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

² Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

³ Per the 2013 Total Resource Cost Test Order – Net participant costs; in PA, the costs of the end-use customer.

⁴ Total TRC Costs = Total EDC Costs + Participant Costs