

Quarterly Report to the Pennsylvania Public Utility Commission

**For the Period
June 1, 2015 through August 31, 2015
Program Year 7, Quarter 1**

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
October 15, 2015

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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	Curtailement 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.

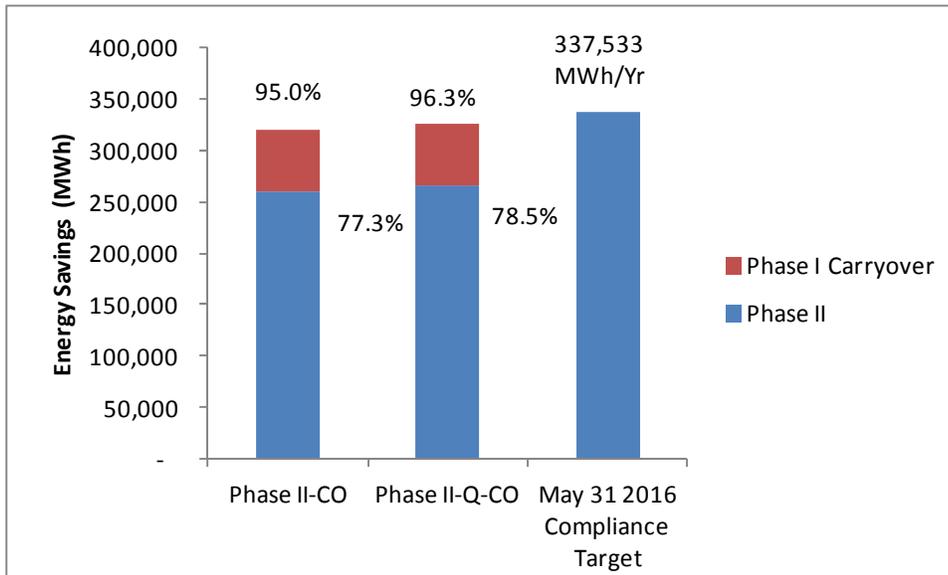
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for West Penn Power Company (West Penn Power or Company) in the 1st quarter of Program Year 7 (PY7), defined as June 1, 2015 through August 31, 2015, 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 77.3 percent of the May 31, 2016 energy savings compliance target, based on cumulative program inception to date (Phase II) reported gross energy savings¹, and 95.0 percent of the energy savings compliance target, based on Phase II-Q-CO² (or Phase II-CO until verified savings are available for PY6) gross energy savings achieved through PY7Q1, 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



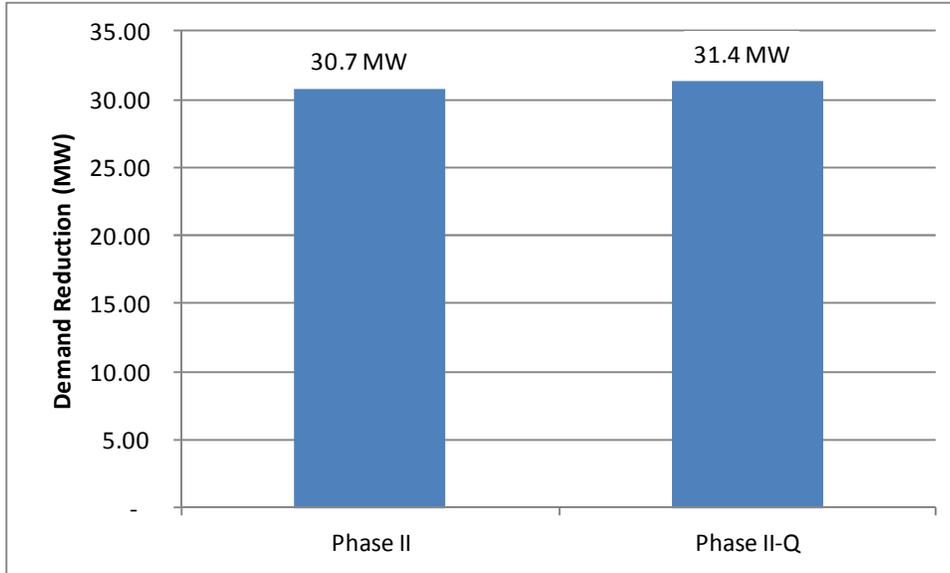
¹ Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

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.

West Penn Power has achieved 31.4 MW of demand reduction through PY7Q1⁴.

Figure 1-2: Phase II Portfolio Demand Reduction



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 23,809 MWh/yr⁶; this is 9.1% percent of the Phase II total portfolio reported gross energy savings. This exceeds the goal of 4.5% of the Phase II savings.

West Penn Power has also achieved 62.6% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and

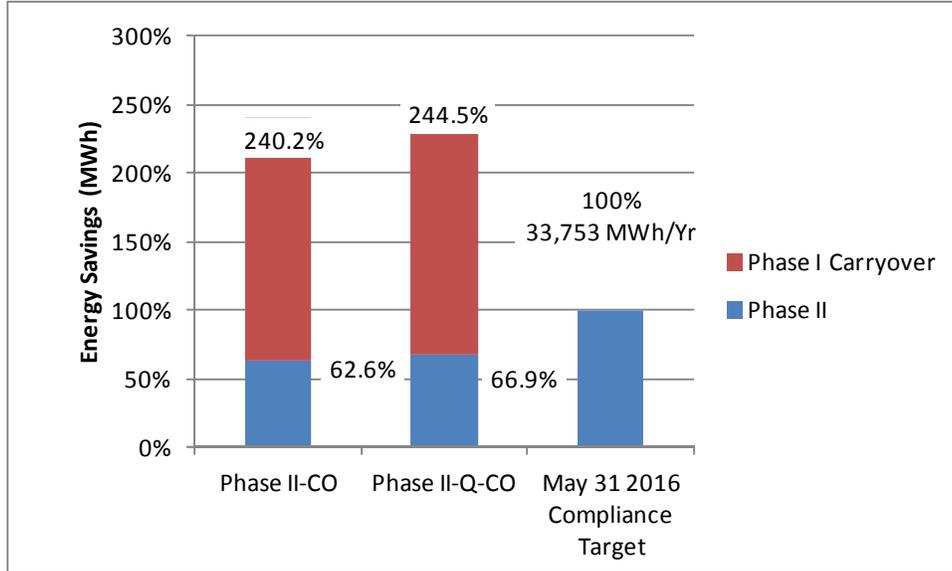
⁴ There is no compliance target for demand reduction in Phase II.

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 verified results, which were calculated through participant surveys.

240.2% of the target based on Phase II-Q-CO (or Phase II-CO until verified savings are available for PY6) gross energy savings achieved through PY7Q1, as shown in Figure 1-3.

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



1.2 Program Updates and Findings

- **Appliance Turn-in:**

Over 2,200 appliances were picked up and recycled during PY7Q1. Retail store visits were conducted during this period at Sears Department Stores across the territory to educate employees about the benefits of this program. During this period, the Company continued to market the program through bill inserts, television, radio newspaper, and internet advertisements.

- **Energy Efficient Products:**

Program continues to track ahead of goal in all four FirstEnergy PA EDCs primarily due to POS lighting sales and the consumer electronics program.

- **Home Performance:**

New Construction: During the quarter, 94 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 P7Q1 over 350 kits were delivered to West Penn Power customers.

Comprehensive Audit: The program continues to recruit new contractors into the program network and markets the program to customers. The program continues hosting bi-monthly program webinars 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. The Home Energy Reports in PY7Q1 highlighted the Comprehensive Audit program.

Opt-in Kits: During PY7Q1, over 1,100 Opt-In Kits were delivered to customers in West Penn Power upon enrollment into the program.

Schools Education and Kits: This program concluded in late 2014 and has no activity updates. Final performances of the “Energized Guyz” for Phase II were completed in November 2014 and requested kits were shipped through January. Over 15,000 students participated in the School Education program during Phase II of Act 129.

- **Low Income / WARM:**

The Program continued its marketing efforts to identify and reach income-qualified customers in the West Penn territory during PY7Q1. A 30-second WARM TV commercial was made available on the FE Home Page YouTube link. Also, a Request for Proposal (RFP) for Quality Assurance Inspectors for the WARM, WARM Plus/Multi Family and Act 129 Programs was prepared and issued on August 31, 2015. Interested vendors have until September 3, 2015 to submit their Intent to Bid responses.

WARM Extra Measures/WARM Plus: Procedures for coordination with Peoples Gas and the WARM Program have been finalized and all aspects of joint delivery are underway.

Multi Family: West Penn Power continues to identify and serve Multi-Family units/customers for WARM Plus.

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

The ICSP initiated planning of four (4) outreach events this quarter that will be held across the West Penn Power region in September and October, 2015. The main focus of these events:

- a. Increase participation in this program;
- b. Motivate customers and program allies to move forward with their projects as the Phase II Programs will end effective May 2016;
- c. To provide a broad overview of Phase III.

West Penn Power continues to receive and process applications under Phase II for this program. 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:**

The ICSP initiated planning of four (4) outreach events this quarter that will be held across the West Penn Power region in September and October, 2015. The main focus of these events:

- a. Increase participation in this program;
- b. Motivate customers and program allies to move forward with their projects as the Phase II Programs will end effective May 2016;
- c. To provide a broad overview of Phase III.

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. No kits were shipped to customers this quarter.

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

The ICSP initiated planning of four (4) outreach events this quarter that will be held across the West Penn Power region in September and October, 2015. The main focus of these events –

- a. Increase participation in this program;
- b. Motivate customers and program allies to move forward with their projects as the Phase II Programs will end effective May 2016;
- c. To provide a broad overview of Phase III.

West Penn Power continues to receive and process applications under Phase II. The ICSP markets this program through trade ally network and one-on-one outreach by the program staff.

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

The ICSP initiated planning of four (4) outreach events this quarter that will be held across the West Penn Power region in September and October, 2015. The main focus of these events:

- a. Increase participation in this program;
- b. Motivate customers and program allies to move forward with their projects as the Phase II Programs will end effective May 2016;
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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. No kits were shipped to customers this quarter.

- **Government & Institutional:**

The ICSP initiated planning of four (4) outreach events this quarter that will be held across the West Penn Power region in September and October, 2015. The main focus of these events:

- a. Increase participating in this program;
- b. Motivate customers and program allies to move forward with their projects as the Phase II Programs will end effective May 2016;
- c. To provide a broad overview of Phase III.

ICSP is promoting these outreach events via the Program website, e-Blast, trade ally newsletter and EnergyLine newsletter. The Company is also using its Customer Support Account Mangers and Area Managers to promote these events to assigned accounts & 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.

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

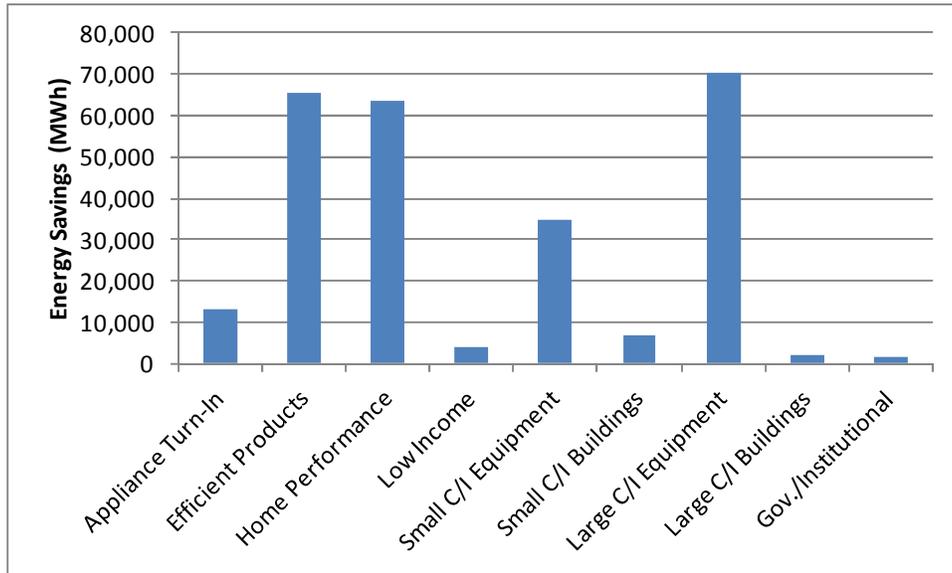
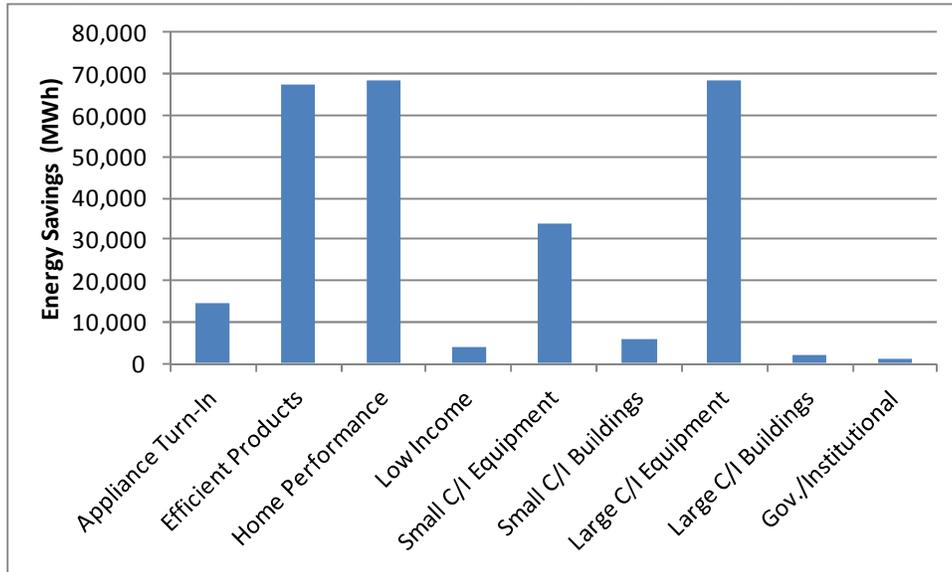


Figure 2-2: Phase II-Q Reported Gross Energy Savings by Program



A summary of energy impacts by program through PY7Q1 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	2,222	2,222	15,468	2,479	2,479	12,877	14,394
Energy Efficient Products	46,541	46,541	526,032	4,459	4,459	65,658	67,208
Home Performance	-4,235	-4,235	266,943	7,624	7,624	63,413	68,577
Low Income / WARM	363	363	11,206	286	286	3,922	3,857
C/I Small Energy Efficient Equipment	111	111	1,034	3,675	3,675	34,612	33,746
C/I Small Energy Efficient Buildings	797	797	7,003	833	833	6,897	5,879
C/I Large Energy Efficient Equipment	23	23	184	4,196	4,196	70,108	68,357
C/I Large Energy Efficient Buildings	1	1	30	1	1	1,912	1,912
Government, & Institutional	5	5	35	59	59	1,381	1,158
TOTAL PORTFOLIO	45,828	45,828	827,935	23,613	23,613	260,780	265,088
Carry Over Savings from Phase I⁸							59,929
Total Phase II-Q-CO							325,017

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

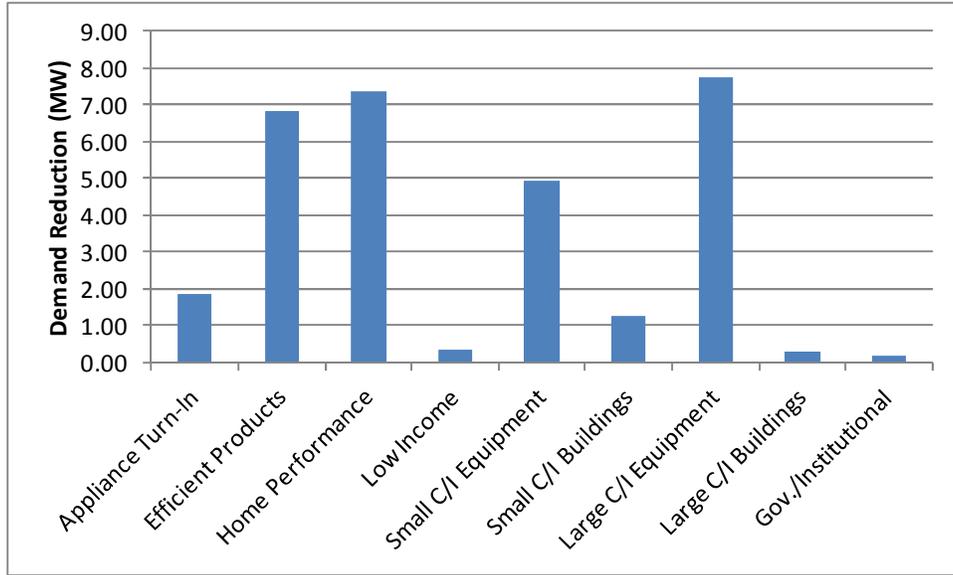
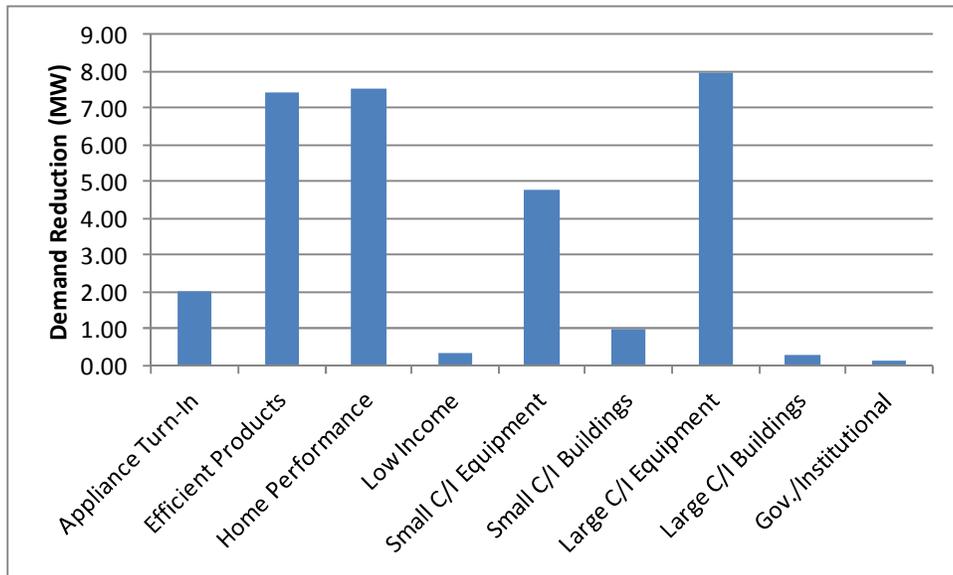


Figure 3-2: Phase II-Q Demand Reduction by Program



A summary of total demand reduction impacts by program through PY7Q1 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	2,222	2,222	15,468	0.30	0.30	1.84	2.00
Energy Efficient Products	46,541	46,541	526,032	0.73	0.73	6.84	7.42
Home Performance	-4,235	-4,235	266,943	6.24	6.24	7.39	7.55
Low Income / WARM	363	363	11,206	0.03	0.03	0.34	0.33
C/I Small Energy Efficient Equipment	111	111	1,034	0.46	0.46	4.91	4.75
C/I Small Energy Efficient Buildings	797	797	7,003	-0.02	-0.02	1.24	0.97
C/I Large Energy Efficient Equipment	23	23	184	0.58	0.58	7.72	7.96
C/I Large Energy Efficient Buildings	1	1	30	0.00	0.00	0.27	0.27
Government, & Institutional	5	5	35	0.01	0.01	0.18	0.14
TOTAL PORTFOLIO	45,828	45,828	827,935	8.33	8.33	30.72	31.39

⁹ Phase II cumulative demand impacts reflect PY5 verified savings and reported savings for PY6 and 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 1 (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$1,303	\$1,303	\$12,348
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$1,303	\$1,303	\$12,348
Design & Development	\$43	\$43	\$204
Administration, Management and Technical Assistance ^[1]	\$1,875	\$1,875	\$22,414
Marketing	\$264	\$264	\$2,336
Subtotal EDC Implementation Costs	\$2,182	\$2,182	\$24,953
EDC Evaluation Costs	\$194	\$194	\$969
SWE Audit Costs	\$189	\$189	\$1,256
Total EDC Costs^[2]	\$3,868	\$3,868	\$39,526
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 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$119	\$119	\$798
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$119	\$119	\$798
Design & Development	\$4	\$4	\$18
Administration, Management and Technical Assistance ^[1]	\$203	\$203	\$1,481
Marketing	\$58	\$58	\$423
Subtotal EDC Implementation Costs	\$264	\$264	\$1,921
EDC Evaluation Costs	\$7	\$7	\$30
SWE Audit Costs	\$16	\$16	\$109
Total EDC Costs^[2]	\$407	\$407	\$2,858
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 4-3: Summary of Program Finances – Res Energy Efficient Products

	Quarter 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$382	\$382	\$3,527
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$382	\$382	\$3,527
Design & Development	\$5	\$5	\$24
Administration, Management and Technical Assistance ^[1]	\$218	\$218	\$2,970
Marketing	\$33	\$33	\$432
Subtotal EDC Implementation Costs	\$255	\$255	\$3,426
EDC Evaluation Costs	\$28	\$28	\$132
SWE Audit Costs	\$22	\$22	\$145
Total EDC Costs^[2]	\$688	\$688	\$7,230
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 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$211	\$211	\$1,988
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$211	\$211	\$1,988
Design & Development	\$12	\$12	\$58
Administration, Management and Technical Assistance ^[1]	\$393	\$393	\$7,990
Marketing	\$52	\$52	\$425
Subtotal EDC Implementation Costs	\$457	\$457	\$8,473
EDC Evaluation Costs	\$26	\$26	\$100
SWE Audit Costs	\$54	\$54	\$360
Total EDC Costs^[2]	\$748	\$748	\$10,922
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 1 (\$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
EDC Implementation Costs			
Design & Development	\$8	\$8	\$38
Administration, Management and Technical Assistance ^[1]	\$515	\$515	\$3,982
Marketing	\$10	\$10	\$92
Subtotal EDC Implementation Costs	\$533	\$533	\$4,112
EDC Evaluation Costs			
EDC Evaluation Costs	\$25	\$25	\$198
SWE Audit Costs	\$36	\$36	\$235
Total EDC Costs^[2]	\$594	\$594	\$4,545
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 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$227	\$227	\$2,072
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$227	\$227	\$2,072
Design & Development	\$7	\$7	\$33
Administration, Management and Technical Assistance ^[1]	\$260	\$260	\$2,913
Marketing	\$53	\$53	\$461
Subtotal EDC Implementation Costs	\$320	\$320	\$3,407
EDC Evaluation Costs	\$37	\$37	\$171
SWE Audit Costs	\$31	\$31	\$206
Total EDC Costs^[2]	\$615	\$615	\$5,857
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 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$53	\$53	\$398
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$53	\$53	\$398
Design & Development	\$3	\$3	\$12
Administration, Management and Technical Assistance ^[1]	\$107	\$107	\$932
Marketing	\$26	\$26	\$198
Subtotal EDC Implementation Costs	\$135	\$135	\$1,142
EDC Evaluation Costs	\$2	\$2	\$21
SWE Audit Costs	\$11	\$11	\$74
Total EDC Costs^[2]	\$202	\$202	\$1,635
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 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$305	\$305	\$3,370
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$305	\$305	\$3,370
Design & Development	\$2	\$2	\$8
Administration, Management and Technical Assistance ^[1]	\$83	\$83	\$1,034
Marketing	\$13	\$13	\$127
Subtotal EDC Implementation Costs	\$98	\$98	\$1,169
EDC Evaluation Costs	\$64	\$64	\$274
SWE Audit Costs	\$8	\$8	\$51
Total EDC Costs^[2]	\$475	\$475	\$4,864
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 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$1	\$1	\$130
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$1	\$1	\$130
Design & Development	\$1	\$1	\$5
Administration, Management and Technical Assistance ^[1]	\$37	\$37	\$342
Marketing	\$7	\$7	\$59
Subtotal EDC Implementation Costs	\$46	\$46	\$406
EDC Evaluation Costs	\$3	\$3	\$30
SWE Audit Costs	\$4	\$4	\$29
Total EDC Costs^[2]	\$54	\$54	\$595
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 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$4	\$4	\$64
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$4	\$4	\$64
Design & Development	\$2	\$2	\$8
Administration, Management and Technical Assistance ^[1]	\$60	\$60	\$770
Marketing	\$12	\$12	\$118
Subtotal EDC Implementation Costs	\$74	\$74	\$896
EDC Evaluation Costs	\$2	\$2	\$12
SWE Audit Costs	\$7	\$7	\$47
Total EDC Costs^[2]	\$87	\$87	\$1,020
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