

Quarterly Report to the Pennsylvania Public Utility Commission

**For the Period
December 1, 2014 through February 28, 2015
Program Year 6, Quarter 3**

For Pennsylvania Act 129 of 2008
Energy Efficiency and Conservation Plan

Prepared by Pennsylvania Electric Company and ADM Associates, Inc.

For

Pennsylvania Electric Company

Docket No. M-2012-2334392

April 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	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.

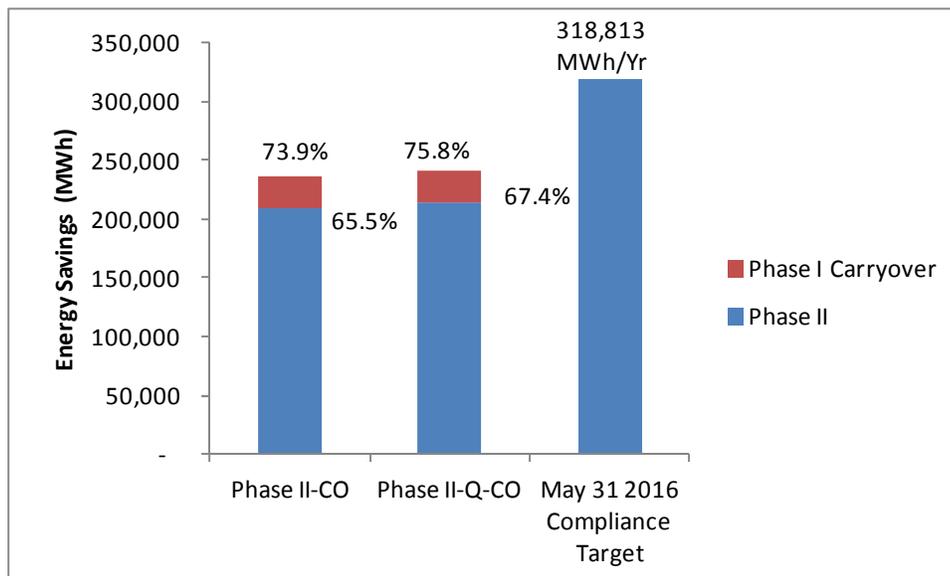
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for Pennsylvania Electric Company (Penelec or Company) in the 3rd quarter of Program Year 6 (PY6), defined as December 1, 2014 through February 28, 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

Penelec has achieved 67.4 percent of the May 31, 2016 energy savings compliance target, based on cumulative program inception to date (Phase II) reported gross energy savings¹, and 75.8 percent of the energy savings compliance target, based on Phase II-Q-CO² “(or Phase II-CO until verified savings are available for PY5) gross energy savings achieved through PY6Q3, 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



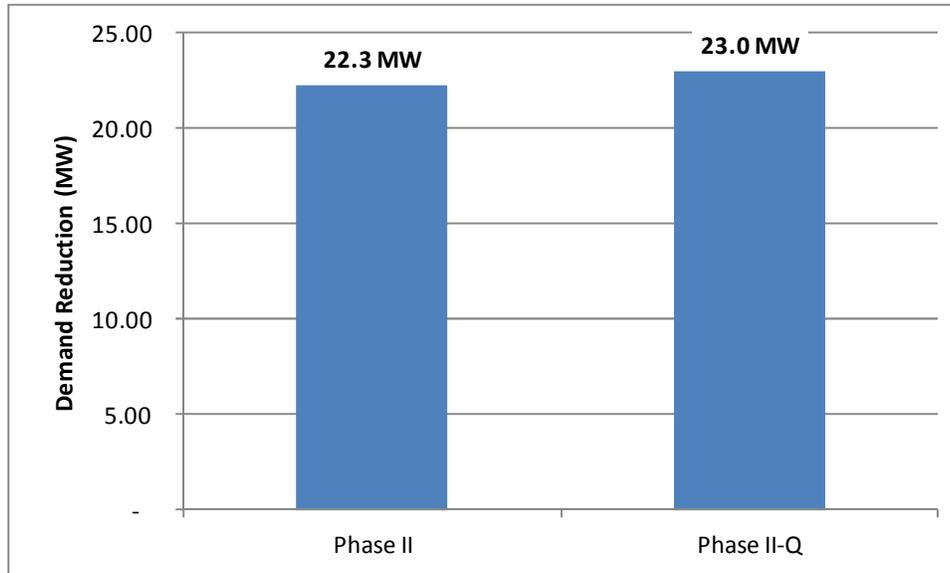
¹ Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

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.

Penelec has achieved 23.0 MW of demand reduction through PY6Q3⁴.

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 Penelec territory which is 10.2%.⁵ The Phase II reported gross energy savings achieved in the low-income sector is 29,111 MWh/yr⁶; this is 13.9% percent of the Phase II total portfolio reported gross energy savings. This exceeds the goal of 4.5% of the Phase II savings.

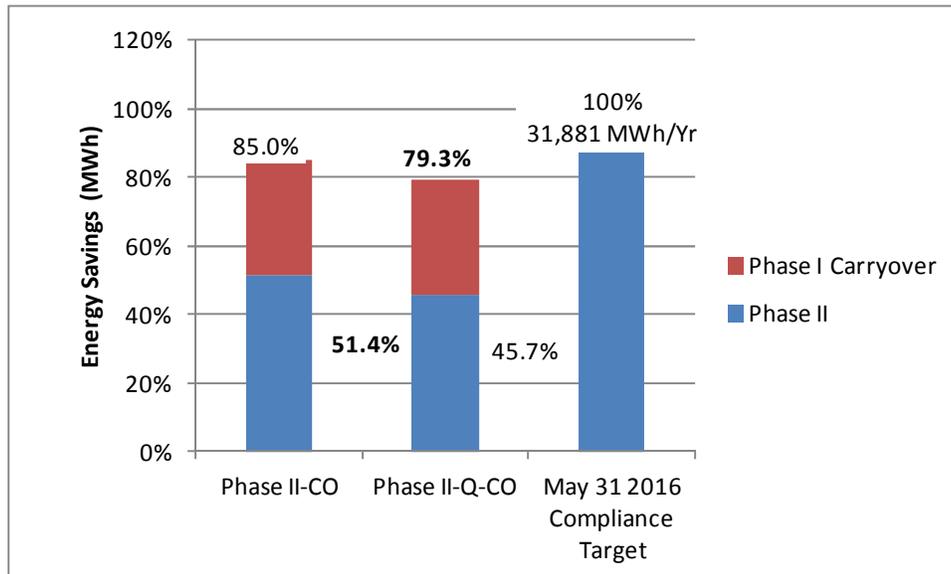
⁴ There is no compliance target for demand reduction in Phase II.

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 verified results, which were calculated through participant surveys.

Penelec has also achieved 51.4% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and 79.3% of the target based on Phase II-Q-CO gross energy savings achieved through PY6Q3, as shown in Figure 1-3.

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



1.2 Program Updates and Findings

- Appliance Turn-in:**
 Residential participation is tracking to PY6 forecasts. 765 appliances were picked up and recycled during PY6Q3. New marketing materials launched in January 2015 focus on the convenience of appliance recycling and the financial benefits (rebates and electric savings). During this period, the Company continued to market the program through bill inserts, radio newspaper, and internet advertisements.
- Energy Efficient Products:**
 Program continues to track ahead of goal in Penelec primarily due to POS lighting sales and the consumer electronics program.
- Home Performance:**
 New Construction: During the quarter we continued to promote and recruit program participants. In response to feedback from program participants, the Pennsylvania Energy Efficient New Homes Program launched a new incentive tier for homes built at or above 30% of code (February).

Online Audit: Penelec continues to send Energy Conservation Kits to customers as a result of completing an Online Audit. During PY6Q3, over 700 kits were delivered to Penelec customers.

Comprehensive Audit: Penelec continues to recruit new contractors into program and market program to customers. Penelec also continues to host bi-monthly program webinars with contractors to go over best practices and program updates.

Behavior Modification: Over 265,000 residential customers continue to receive Home Energy Reports with energy savings tips. 55,000 residential customers were added to the program during PY6Q3.

Opt-in Kits: During PY6Q3, over 8,600 Opt-In Kits were delivered to customers in Penelec upon enrollment into the program. An e-mail was sent to customers in February promoting 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. Over 13,900 students participated in the School Education program from inception to date.

- **Low Income / WARM:**

The Program continued its marketing efforts to identify and reach income-qualified customers in the Penelec territory during PY6Q3.

WARM Extra Measures/WARM Plus: Two heat pump water heater installations were completed in the Penelec area during PY6Q3. Also, procedures for coordination with Peoples, Equitable and TW Phillips Gas Companies and WARM Program are being finalized and preliminary coordination efforts have begun.

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

During December, information regarding Energy Conservation was added to Twitter and Facebook for all PA Operating Companies with a link to the company specific websites. Penelec customers can now access a direct link to the Penelec WARM Program website.

Low Income Low Use: Penelec distributed energy savings CFLs at one low income event which was held in its service area.

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

Penelec continues to receive and process applications under Phase II for this program. To increase participation in this program, the ICSP continues with its outreach campaign through trade ally network, direct marketing and one-on-one outreach by the program staff. In February, Company hosted two (2) outreach events where the ICSP rolled out two (2) new initiatives – a) PC Power Management, & b) Compressed Air Direct Action. These events also gave the Company an opportunity to reemphasize the current GNI bonus campaign that runs through April 30, 2015.

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

This quarter, Penelec has shipped out 1,524 kits to customers in this program. The ICSP continues to market this program using the Building Program Guidelines plus other marketing pieces that were developed in the last quarter. The outreach and marketing efforts are focused on direct marketing to building owners/operators, design/build contractors, and engineering and architectural firms. The February outreach events gave the Company an opportunity to market this program to a new set of customers and program allies.

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

Penelec continues to receive and process applications under Phase II. This program continues to trend above target; the ICSP markets this program through trade ally network and one-on-one outreach by the program staff. In February, Company hosted two (2) outreach events where the ICSP rolled out two (2) new initiatives – a) PC Power Management, & b) Compressed Air Direct Action. These events also gave the Company an opportunity to reemphasize the current GNI bonus campaign that runs through April 30, 2015.

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

In this quarter, Penelec did not ship out any kits to customers in this program. The ICSP continues to market this program using the Building Program Guidelines plus other marketing pieces that were developed in the last quarter. The outreach and marketing efforts are focused on direct marketing to building owners/operators, design/build contractors, and engineering and architectural firms. The February outreach events gave the Company an opportunity to market this program to a new set of customers and program allies.

Government & Institutional:

Penelec continues to receive and process applications under Phase II. The second bonus program that was launched November 1, 2014 runs through April 30, 2015. Through this bonus program, the Company is offering an additional \$0.02/kWh saved for lighting and non-lighting projects. The February outreach events gave the Company an opportunity to re-emphasize this bonus programs to our customers and program allies.

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 2014 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 launched PY6 verification surveys for residential programs and will begin on-site verification work on smaller non-residential projects in April 2015.

Reporting Update Regarding the Home Energy Reports Program Component

Starting with the PY6 Q3 reports, the number of CPITD participants in the Home Performance Program includes the average number of participants in Home Energy Reports program component. The IQ and PYTD participant numbers also reflect the change in the number of participants since last quarter or last program year. Due to the large number of participants in the Home Energy reports program component, the IQ and to a lesser extent PYTD participant counts for the overall Home Performance program are essentially determined by net changes in the Home Energy Report participant counts. Due to data acquisition and processing lead times, the energy saving and demand reduction impacts for the last month in the quarter are generally not available for the Home Energy Reports program component. As a result, the PYTD MWh impacts in this report will be approximately equal to the sum of the PYTD MWh impacts for last quarter, the IQ MWh impacts from this quarter, and the MWh impacts from the last month of last quarter from the Home Energy Reports program.

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

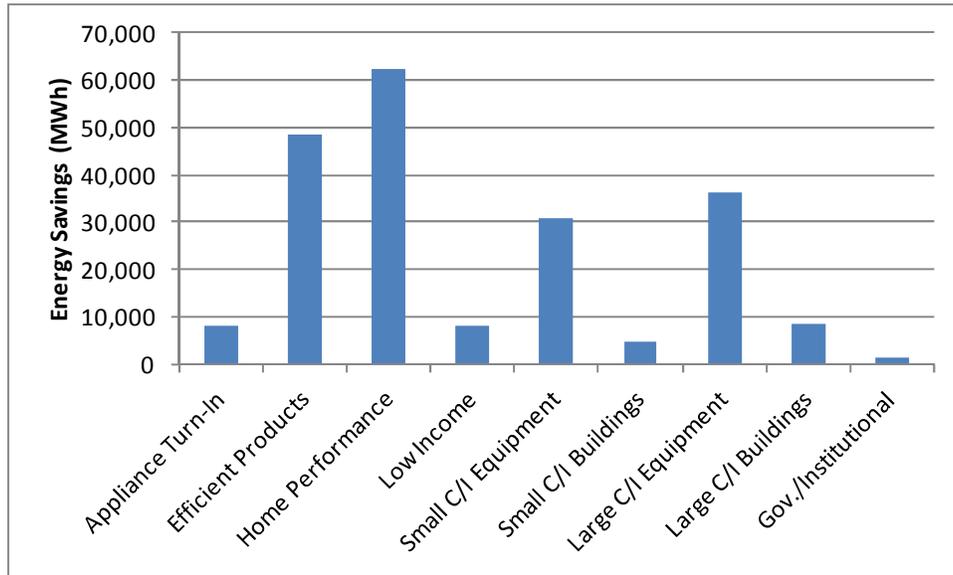
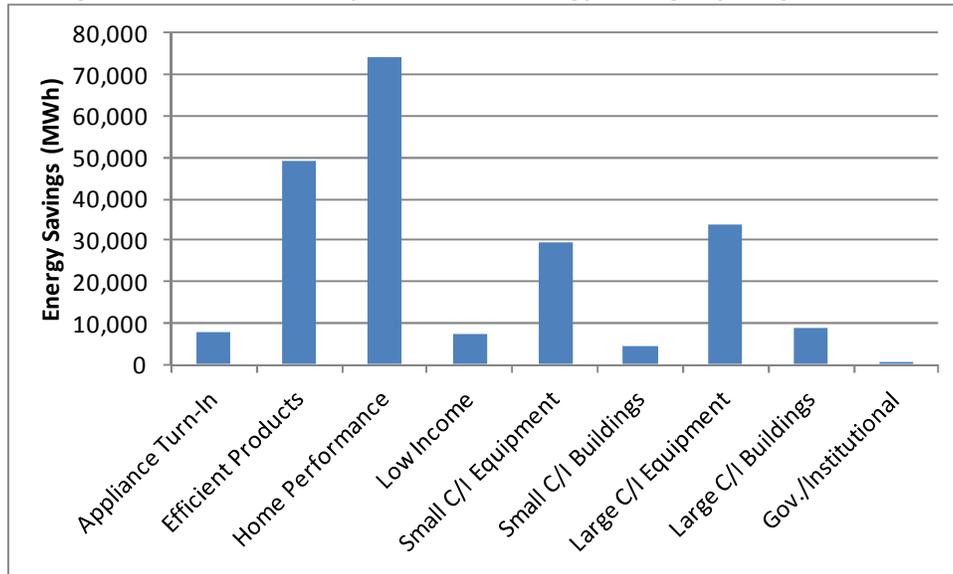


Figure 2-2: Phase II-Q Reported Gross Energy Savings by Program



A summary of energy impacts by program through PY6Q3 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	766	4,232	10,386	586	3,268	8,061	8,005
Energy Efficient Products	59,592	152,398	371,347	6,262	17,198	48,277	48,998
Home Performance	8,006	23,774	282,470	9,350	29,063	62,333	73,975
Low Income / WARM	944	6,868	19,223	423	2,455	8,122	7,506
C/I Small Energy Efficient Equipment	136	396	767	5,312	14,675	30,844	29,254
C/I Small Energy Efficient Buildings	625	2,412	4,613	1,184	2,717	4,883	4,193
C/I Large Energy Efficient Equipment	28	95	167	11,458	22,071	36,292	33,603
C/I Large Energy Efficient Buildings	3	36	65	7,735	8,441	8,673	8,518
Government, & Institutional	3	6	23	51	112	1,422	679
TOTAL PORTFOLIO	70,103	190,217	689,061	42,361	100,000	208,907	214,730
Carry Over Savings from Phase I⁸							26,805
Total Phase II-Q-CO							241,535

⁷ Phase II cumulative savings reflect PY5 verified savings as reported in the PY5 annual report in November 2014.

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

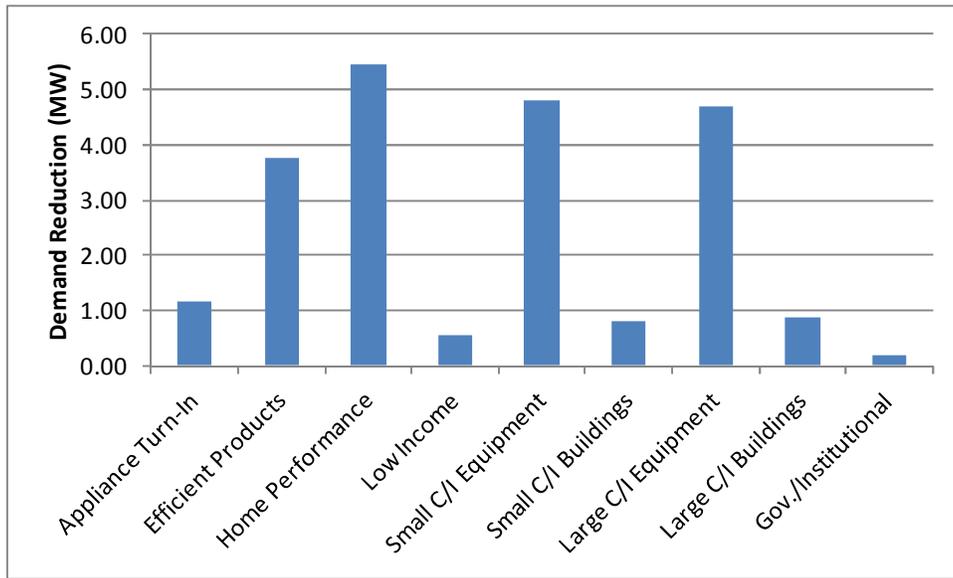
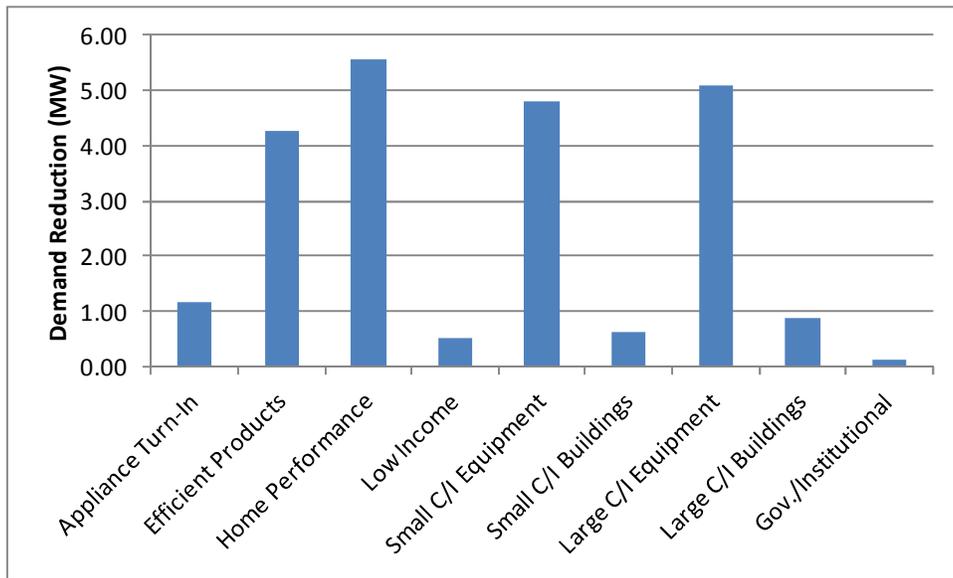


Figure 3-2: Phase II-Q Demand Reduction by Program



A summary of total demand reduction impacts by program through PY6Q3 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	766	4,232	10,386	0.08	0.49	1.17	1.16
Energy Efficient Products	59,592	152,398	371,347	0.66	1.85	3.77	4.27
Home Performance	8,006	23,774	282,470	0.27	-1.09	5.44	5.55
Low Income / WARM	944	6,868	19,223	0.04	0.22	0.54	0.51
C/I Small Energy Efficient Equipment	136	396	767	0.81	2.17	4.79	4.80
C/I Small Energy Efficient Buildings	625	2,412	4,613	0.09	0.36	0.81	0.62
C/I Large Energy Efficient Equipment	28	95	167	1.73	2.96	4.68	5.11
C/I Large Energy Efficient Buildings	3	36	65	0.82	0.85	0.88	0.87
Government, & Institutional	3	6	23	0.01	0.02	0.20	0.11
TOTAL PORTFOLIO	70,103	190,217	689,061	4.52	7.83	22.27	22.99

⁹ Phase II cumulative demand impacts reflect PY5 verified savings as reported in the PY5 annual report in November 2014.

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 3 (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$2,136	\$5,277	\$11,472
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$2,136	\$5,277	\$5,277
EDC Implementation Costs			
Design & Development	\$8	\$12	\$144
Administration, Management and Technical Assistance ¹	\$1,648	\$4,810	\$14,664
Marketing	\$167	\$665	\$1,505
Subtotal EDC Implementation Costs	\$1,824	\$5,487	\$16,314
EDC Evaluation Costs			
EDC Evaluation Costs	\$180	\$524	\$690
SWE Audit Costs	\$131	\$142	\$892
Total EDC Costs²	\$4,271	\$11,429	\$29,368
Participant Costs³	\$0	\$0	\$0
Total TRC Costs⁴			
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 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$41	\$226	\$555
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$41	\$226	\$555
Design & Development	\$1	\$1	\$10
Administration, Management and Technical Assistance ^[1]	\$70	\$371	\$1,004
Marketing	\$20	\$111	\$274
Subtotal EDC Implementation Costs	\$91	\$483	\$1,288
EDC Evaluation Costs	\$8	\$18	\$22
SWE Audit Costs	\$9	\$10	\$63
Total EDC Costs^[2]	\$149	\$737	\$1,929
Participant Costs^[3]	\$0	\$0	\$0
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 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$206	\$745	\$2,138
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$206	\$745	\$2,138
Design & Development	\$1	\$1	\$14
Administration, Management and Technical Assistance ^[1]	\$197	\$575	\$1,856
Marketing	\$26	\$109	\$187
Subtotal EDC Implementation Costs	\$224	\$685	\$2,058
EDC Evaluation Costs	\$45	\$82	\$98
SWE Audit Costs	\$12	\$13	\$86
Total EDC Costs^[2]	\$488	\$1,526	\$4,380
Participant Costs^[3]	\$0	\$0	\$0
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 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$476	\$1,628	\$4,296
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$476	\$1,628	\$4,296
Design & Development	\$2	\$6	\$43
Administration, Management and Technical Assistance ^[1]	\$380	\$1,137	\$5,101
Marketing	\$45	\$211	\$596
Subtotal EDC Implementation Costs	\$428	\$1,355	\$5,740
EDC Evaluation Costs	\$16	\$35	\$73
SWE Audit Costs	\$39	\$58	\$265
Total EDC Costs^[2]	\$959	\$3,076	\$10,374
Participant Costs^[3]	\$0	\$0	\$0
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 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$0	\$0	\$0
Design & Development	\$2	\$0	\$38
Administration, Management and Technical Assistance ^[1]	\$426	\$1,339	\$3,592
Marketing	\$0	\$1	\$17
Subtotal EDC Implementation Costs	\$428	\$1,340	\$3,647
EDC Evaluation Costs	\$35	\$72	\$103
SWE Audit Costs	\$35	\$22	\$236
Total EDC Costs^[2]	\$498	\$1,434	\$3,986
Participant Costs^[3]	\$0	\$0	\$0
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 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$306	\$877	\$1,778
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$306	\$877	\$1,778
Design & Development	\$1	\$2	\$18
Administration, Management and Technical Assistance ^[1]	\$209	\$592	\$1,354
Marketing	\$32	\$98	\$178
Subtotal EDC Implementation Costs	\$242	\$692	\$1,550
EDC Evaluation Costs	\$20	\$90	\$127
SWE Audit Costs	\$16	\$18	\$111
Total EDC Costs^[2]	\$584	\$1,677	\$3,565
Participant Costs^[3]	\$0	\$0	\$0
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 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$71	\$156	\$282
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$71	\$156	\$282
Design & Development	\$0	\$1	\$8
Administration, Management and Technical Assistance ^[1]	\$107	\$257	\$611
Marketing	\$19	\$63	\$124
Subtotal EDC Implementation Costs	\$127	\$321	\$742
EDC Evaluation Costs	\$2	\$16	\$19
SWE Audit Costs	\$7	\$7	\$47
Total EDC Costs^[2]	\$206	\$500	\$1,091
Participant Costs^[3]	\$0	\$0	\$0
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 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$607	\$1,153	\$1,891
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$607	\$1,153	\$1,891
Design & Development	\$0	\$0	\$6
Administration, Management and Technical Assistance ^[1]	\$134	\$289	\$531
Marketing	\$10	\$30	\$58
Subtotal EDC Implementation Costs	\$144	\$320	\$595
EDC Evaluation Costs	\$55	\$187	\$210
SWE Audit Costs	\$5	\$6	\$35
Total EDC Costs^[2]	\$811	\$1,665	\$2,732
Participant Costs^[3]	\$0	\$0	\$0
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 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$419	\$479	\$483
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$419	\$479	\$483
Design & Development	\$0	\$0	\$4
Administration, Management and Technical Assistance ^[1]	\$93	\$184	\$330
Marketing	\$8	\$24	\$42
Subtotal EDC Implementation Costs	\$101	\$208	\$377
EDC Evaluation Costs	-\$1	\$19	\$31
SWE Audit Costs	\$4	\$4	\$27
Total EDC Costs^[2]	\$522	\$711	\$917
Participant Costs^[3]	\$0	\$0	\$0
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 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$10	\$12	\$48
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$10	\$12	\$48
Design & Development	\$0	\$0	\$3
Administration, Management and Technical Assistance ^[1]	\$32	\$66	\$285
Marketing	\$6	\$18	\$30
Subtotal EDC Implementation Costs	\$38	\$84	\$318
EDC Evaluation Costs	\$0	\$6	\$7
SWE Audit Costs	\$3	\$3	\$21
Total EDC Costs^[2]	\$51	\$105	\$394
Participant Costs^[3]	\$0	\$0	\$0
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