

# **Quarterly Report to the Pennsylvania Public Utility Commission**

**For the Period  
March 1, 2015 through May 31, 2015  
Program Year 6, Quarter 4**

For Pennsylvania Act 129 of 2008  
Energy Efficiency and Conservation Plan

Prepared by Pennsylvania Power Company and ADM Associates, Inc.

For

Pennsylvania Power Company

Docket No. M-2012-2334395

July 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.

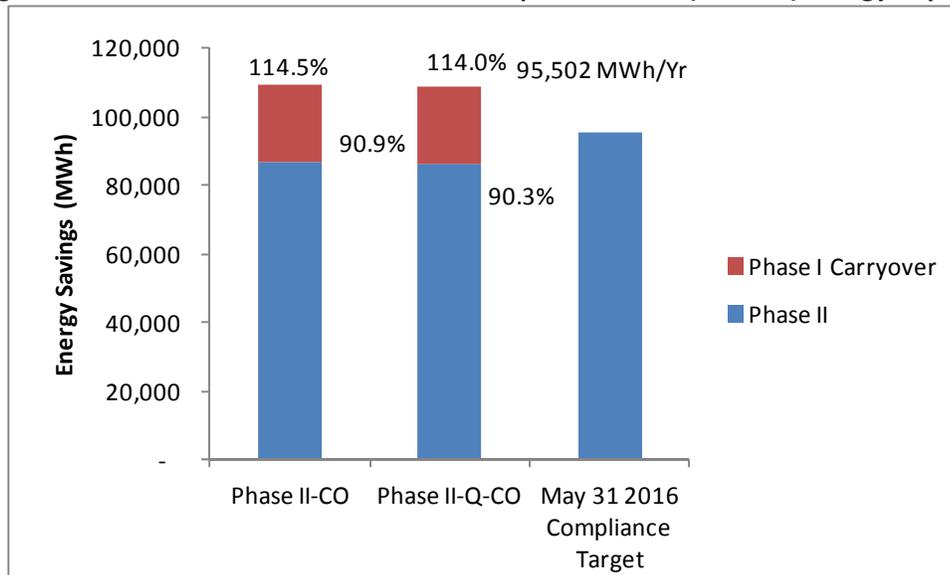
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for Pennsylvania Power Company (Penn Power or Company) in the 4th quarter of Program Year 6 (PY6), defined as March 1, 2015 through May 31, 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

Penn Power has achieved 90.9 percent of the May 31, 2016 energy savings compliance target, based on cumulative program inception to date (Phase II) reported gross energy savings<sup>1</sup>, and 114.0 percent of the energy savings compliance target, based on Phase II-Q-CO<sup>2</sup> “(or Phase II-CO until verified savings are available for PY6) gross energy savings achieved through PY6Q4, as shown in Figure 1-1. (Phase II-Q)<sup>3</sup> is also shown in Figure 1-1.

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



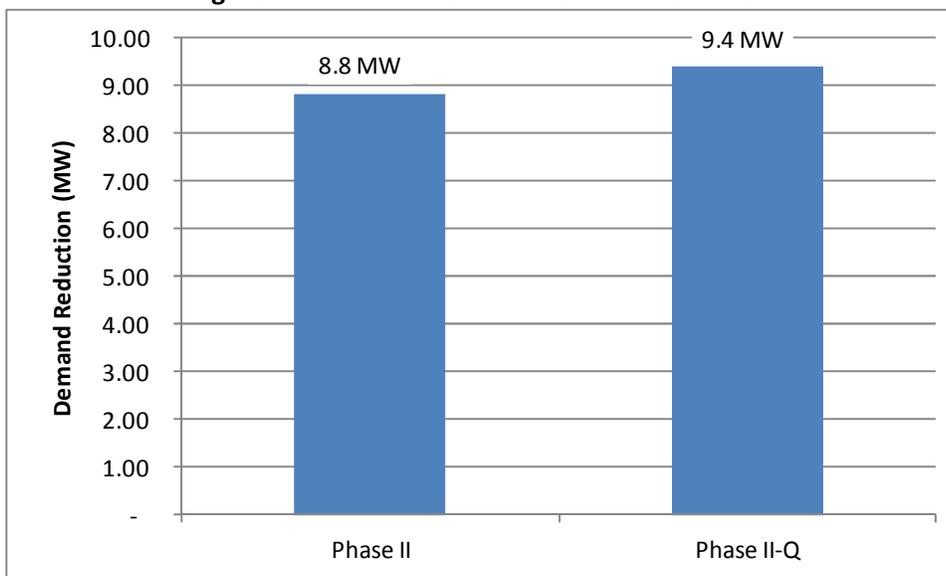
<sup>1</sup> Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

<sup>2</sup> 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.

<sup>3</sup> 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.

Penn Power has achieved 9.4 MW of demand reduction through PY6Q4<sup>4</sup>.

**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 Penn Power territory which is 10.6%.<sup>5</sup> The Phase II reported gross energy savings achieved in the low-income sector is 10,844 MWh/yr<sup>6</sup>; this is 12.5% percent of the Phase II total portfolio reported gross energy savings. This exceeds the goal of 4.5% of the Phase II savings.

Penn Power has also achieved 90.8% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and

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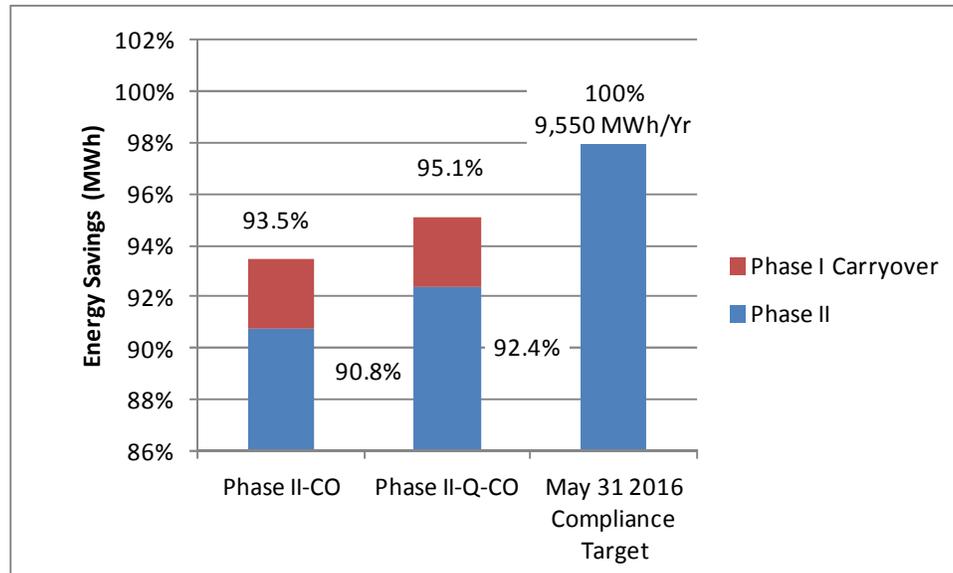
<sup>4</sup> There is no compliance target for demand reduction in Phase II.

<sup>5</sup> 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.

<sup>6</sup> These estimates are extrapolated from official PY5 verified results, which were calculated through participant surveys.

95.1% of the target based on Phase II-Q-CO gross energy savings achieved through PY6Q4, 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. 420 appliances were picked up and recycled during PY6Q4. 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, 85 ENERGY STAR rated homes were completed under the program. We continued to promote the program in area publications such as a “Green Team” article in the March issue of the Mercer-Lawrence Business Chronicle and presentation at the North Suburban Builders Association membership meeting (April).

**Online Audit:** Penn Power continues to send Energy Conservation Kits to customers as a result of completing an Online Audit. During PY6Q4, over 250 kits were delivered to Penn Power customers.

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

**Behavior Modification:** The Home Energy Reports highlighted the benefits of the Appliance Recycling program in all reports delivered in May.

**Opt-in Kits:** During PY6Q4, over 4,800 Opt-In Kits were delivered to customers in 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. Over 3,440 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 throughout the Penn Power service territory during PY6Q4.

**WARM Extra Measures/WARM Plus:** Procedures for coordination with Peoples, Equitable and TW Phillips Gas Companies and WARM Program continued to be finalized and preliminary coordination efforts have begun.

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

The Penn Power WARM Program’s electronic application process went live March 2015. Customers now have the opportunity and ability to sign up for the WARM program and submit an application on-line simply by accessing the [energysavePA.com](http://energysavePA.com) website.

A postcard mailing to advertise the WARM Program was sent to all Penn Power customers during PY6Q4.

**Low Income Low Use:** Penn Power distributed energy saving CFLs at two low income events which were held within the service area.

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

Penn Power continues to receive and process applications under Phase II for this program. In this quarter, the ICSP concluded outreach events that were initiated in the 3<sup>rd</sup> Quarter. Main focus was to continue to build on the momentum generated through these outreach events by conducting call-out campaign and following up on potential leads. The ICSP has revised its 60-Day outlook marketing plan and, based on the year-to-date results in this sector, the ICSP is planning to do targeting mailing and outreach to program allies and customer in this sector.

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

The ICSP focused on following up on potential leads generated at the Outreach events initiated in the 3<sup>rd</sup> Quarter and completed in 4<sup>th</sup> Quarter. 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:**

Penn Power continues to receive and process applications under Phase II for this program. In this quarter, the ICSP concluded outreach events that were initiated in the 3<sup>rd</sup> Quarter. Main focus was to continue to process received applications and follow up on potential leads. The ICSP has revised its 60-Day outlook marketing plan and, based on the year-to-date results in this sector.

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

The ICSP focused on following up on potential leads generated at the Outreach events initiated in the 3<sup>rd</sup> Quarter and completed in 4<sup>th</sup> Quarter. 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:**

Penn Power continues to receive and process applications under Phase II. The bonus program that was launched on November 1, 2014, in which the Company offered an additional \$0.02/kWh saved for lighting and non-lighting projects, ended April 30, 2015. Based on the year-to-date results, the ICSP has revised its 60-Day outlook marketing plan to build on the momentum achieved during the bonus period.

### 1.3 Evaluation Updates and Findings

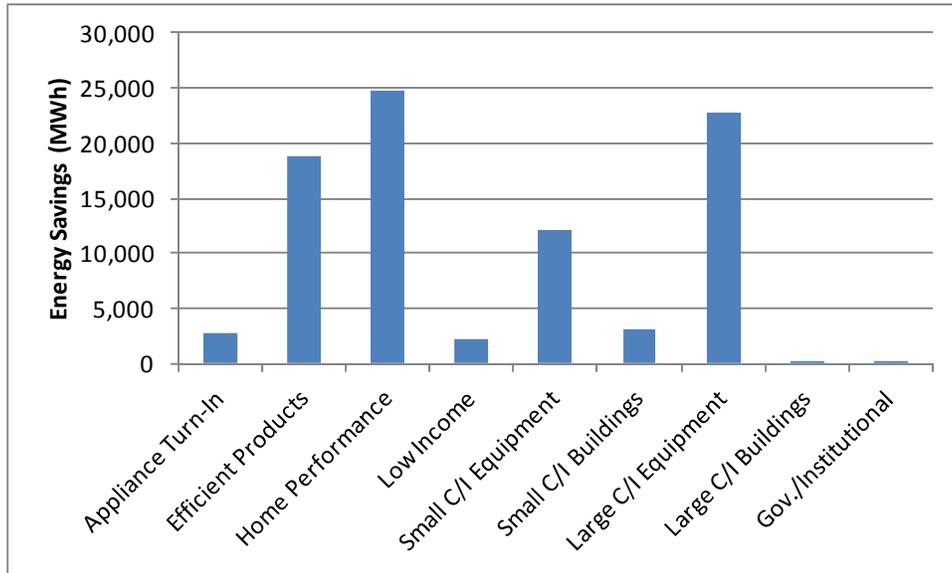
- **Appliance Turn-in**
- **Energy Efficient Products**
- **Home Performance**
- **Low Income / WARM**
- **C/I Small Energy Efficient Equipment**
- **C/I Small Energy Efficient Buildings**
- **C/I Large Energy Efficient Equipment**
- **C/I Large Energy Efficient Buildings**
- **Government & Institutional**

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 has started on-site verification work on smaller non-residential projects in April 2015. Initial survey and calculation review results indicate that the gross realization rates for residential programs will be similar to those observed in PY5.

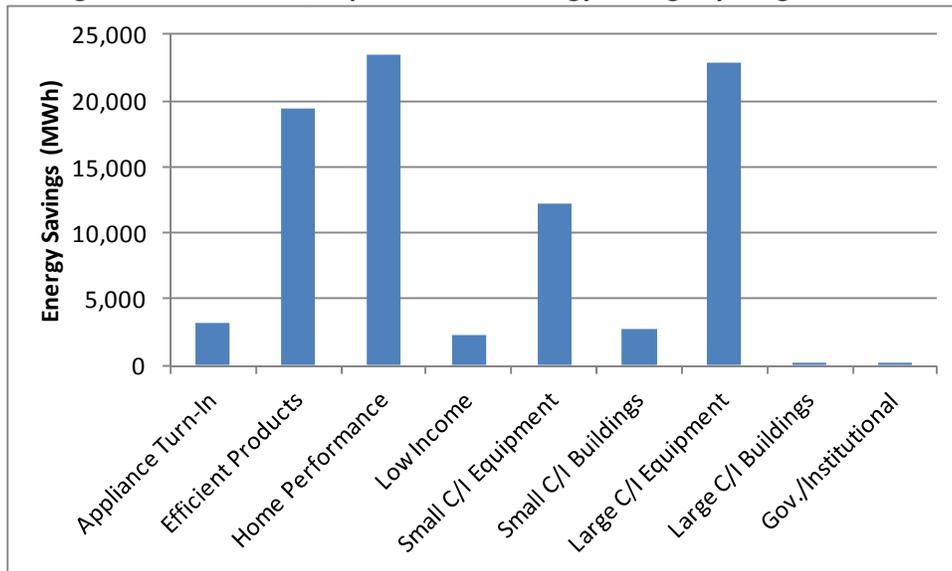
## 2 Summary of Energy Impacts by Program

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 PY6Q4 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<br>(MWh/Year) |        |          |                             |
|--|--------------|--------|----------|-------------------------------------|--------|----------|-----------------------------|
|  | IQ           | PYTD   | Phase II | IQ                                  | PYTD   | Phase II | Phase II-<br>Q <sup>7</sup> |
| Appliance Turn-In                                  | 420          | 1,707  | 3,512    | 323                                 | 1,305  | 2,708    | 3,186                       |
| Energy Efficient Products                          | 12,064       | 58,734 | 160,735  | 1,148                               | 5,859  | 18,855   | 19,393                      |
| Home Performance                                   | 4,976        | 14,308 | 70,552   | 5,087                               | 14,756 | 24,821   | 23,497                      |
| Low Income / WARM                                  | 462          | 3,957  | 7,581    | 146                                 | 1,048  | 2,224    | 2,215                       |
| C/I Small Energy Efficient Equipment               | 29           | 127    | 220      | 4,635                               | 8,498  | 12,145   | 12,169                      |
| C/I Small Energy Efficient Buildings               | 193          | 1,237  | 1,860    | 200                                 | 2,349  | 3,091    | 2,685                       |
| C/I Large Energy Efficient Equipment               | 4            | 21     | 30       | 822                                 | 19,173 | 22,792   | 22,938                      |
| C/I Large Energy Efficient Buildings               | 0            | 8      | 8        | 0                                   | 27     | 27       | 27                          |
| Government, & Institutional                        | 0            | 1      | 2        | 0                                   | 113    | 136      | 136                         |
| <b>TOTAL PORTFOLIO</b>                             | 18,148       | 80,100 | 244,500  | 12,362                              | 53,128 | 86,800   | 86,247                      |
| <b>Carry Over Savings from Phase I<sup>8</sup></b> |              |        |          |                                     |        |          | 22,580                      |
| <b>Total Phase II-Q-CO</b>                         |              |        |          |                                     |        |          | 108,827                     |

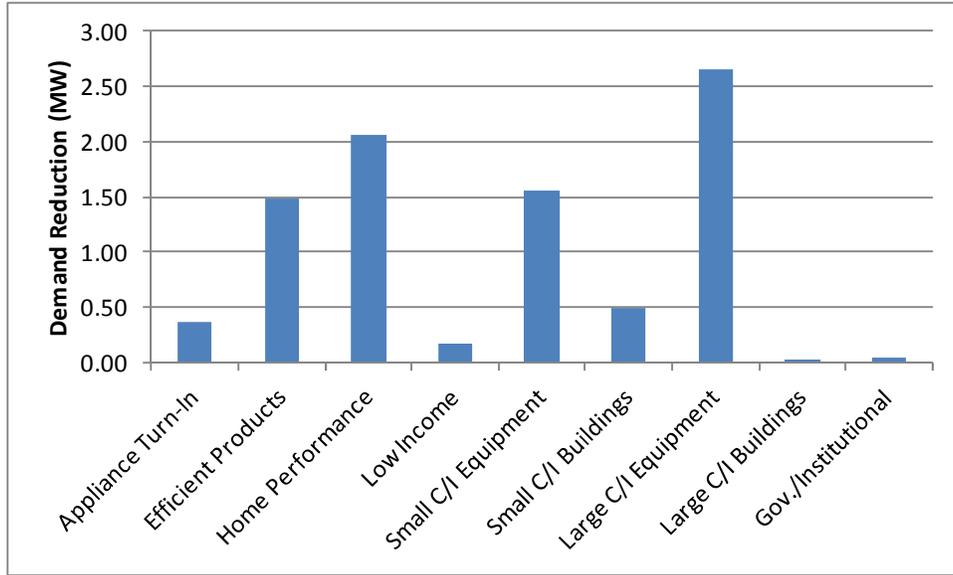
<sup>7</sup> Phase II cumulative savings reflect PY5 verified savings as reported in the PY5 annual report in November 2014.

<sup>8</sup> 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.

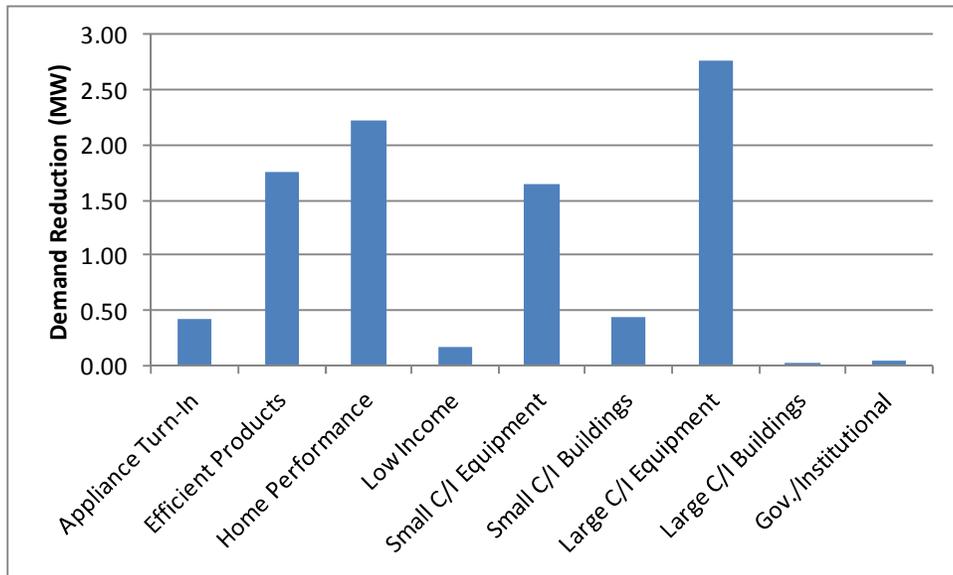
### 3 Summary of Demand Impacts by Program

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 PY6Q4 is presented in Table 3-1.

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

| Program                              | Participants |        |          | Reported Gross Impact<br>(MW) |      |          |                         |
|--------------------------------------|--------------|--------|----------|-------------------------------|------|----------|-------------------------|
|                                      | IQ           | PYTD   | Phase II | IQ                            | PYTD | Phase II | Phase II-Q <sup>9</sup> |
| Appliance Turn-In                    | 420          | 1,707  | 3,512    | 0.04                          | 0.17 | 0.37     | 0.42                    |
| Energy Efficient Products            | 12,064       | 58,734 | 160,735  | 0.15                          | 0.75 | 1.49     | 1.75                    |
| Home Performance                     | 4,976        | 14,308 | 70,552   | 1.14                          | 1.58 | 2.06     | 2.21                    |
| Low Income / WARM                    | 462          | 3,957  | 7,581    | 0.01                          | 0.10 | 0.17     | 0.17                    |
| C/I Small Energy Efficient Equipment | 29           | 127    | 220      | 0.53                          | 1.02 | 1.55     | 1.64                    |
| C/I Small Energy Efficient Buildings | 193          | 1,237  | 1,860    | 0.04                          | 0.36 | 0.49     | 0.43                    |
| C/I Large Energy Efficient Equipment | 4            | 21     | 30       | 0.06                          | 2.22 | 2.65     | 2.76                    |
| C/I Large Energy Efficient Buildings | 0            | 8      | 8        | 0.00                          | 0.01 | 0.01     | 0.01                    |
| Government, & Institutional          | 0            | 1      | 2        | 0.00                          | 0.04 | 0.04     | 0.04                    |
| <b>TOTAL PORTFOLIO</b>               | 18,148       | 80,100 | 244,500  | 1.97                          | 6.25 | 8.83     | 9.42                    |

<sup>9</sup> 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 4<br>(\$000) | PYTD<br>(\$000) | Phase II<br>(\$000) |
|--|----------------------|-----------------|---------------------|
| EDC Incentives to Participants   | \$508                | \$2,666         | \$4,667             |
| EDC Incentives to Trade Allies   | \$0                  | \$0             | \$0                 |
| <b>Subtotal EDC Incentive Costs</b>  | <b>\$508</b>         | <b>\$2,666</b>  | <b>\$4,667</b>      |
| Design & Development   | \$10                 | \$14            | \$39                |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | \$724                | \$2,329         | \$5,239             |
| Marketing  | \$58                 | \$262           | \$507               |
| <b>Subtotal EDC Implementation Costs</b>   | <b>\$792</b>         | <b>\$2,605</b>  | <b>\$5,785</b>      |
| EDC Evaluation Costs   | \$67                 | \$248           | \$304               |
| SWE Audit Costs  | \$18                 | -\$124          | \$626               |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>\$1,385</b>       | <b>\$5,395</b>  | <b>\$11,382</b>     |
| <b>Participant Costs<sup>[3]</sup></b>   |                      |                 |                     |
| <b>Total TRC Costs<sup>[4]</sup></b>   |                      |                 |                     |
| <b>NOTES</b>   |                      |                 |                     |
| 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.   |                      |                 |                     |
| <sup>1</sup> 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 |                      |                 |                     |
| <sup>2</sup> 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.  |                      |                 |                     |
| <sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.   |                      |                 |                     |
| <sup>4</sup> 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<br>(\$1,000) | PYTD<br>(\$1,000) | Phase II<br>(\$1,000) |
|--|------------------------|-------------------|-----------------------|
| EDC Incentives to Participants                                     | \$20                   | \$121             | \$218                 |
| EDC Incentives to Trade Allies                                     | \$0                    | \$0               | \$0                   |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$20</b>            | <b>\$121</b>      | <b>\$218</b>          |
| Design & Development   | \$1                    | \$1               | \$3                   |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$36                   | \$150             | \$336                 |
| Marketing  | \$10                   | \$44              | \$92                  |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$47</b>            | <b>\$195</b>      | <b>\$431</b>          |
| EDC Evaluation Costs   | \$1                    | \$6               | \$9                   |
| SWE Audit Costs  | \$1                    | -\$10             | \$50                  |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$69</b>            | <b>\$313</b>      | <b>\$708</b>          |
| <b>Participant Costs<sup>[3]</sup></b>                             |                        |                   |                       |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                        |                   |                       |

### 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.

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$84                           | \$374                     | \$967                         |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$84</b>                    | <b>\$374</b>              | <b>\$967</b>                  |
| Design & Development   | \$1                            | \$1                       | \$3                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$28                           | \$196                     | \$669                         |
| Marketing  | -\$2                           | \$24                      | \$42                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$27</b>                    | <b>\$220</b>              | <b>\$714</b>                  |
| EDC Evaluation Costs   | \$8                            | \$34                      | \$40                          |
| SWE Audit Costs  | \$1                            | -\$9                      | \$49                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$120</b>                   | <b>\$619</b>              | <b>\$1,770</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$282                          | \$919                     | \$1,836                       |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$282</b>                   | <b>\$919</b>              | <b>\$1,836</b>                |
| Design & Development   | \$3                            | \$4                       | \$10                          |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$358                          | \$700                     | \$1,781                       |
| Marketing  | \$25                           | \$91                      | \$207                         |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$385</b>                   | <b>\$795</b>              | <b>\$1,998</b>                |
| EDC Evaluation Costs   | \$6                            | \$21                      | \$28                          |
| SWE Audit Costs  | \$5                            | -\$15                     | \$159                         |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$678</b>                   | <b>\$1,721</b>            | <b>\$4,021</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$0                            | \$0                       | \$0                           |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$0</b>                     | <b>\$0</b>                | <b>\$0</b>                    |
| Design & Development   | \$3                            | \$4                       | \$13                          |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$133                          | \$495                     | \$1,029                       |
| Marketing  | \$0                            | \$1                       | \$2                           |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$136</b>                   | <b>\$499</b>              | <b>\$1,044</b>                |
| EDC Evaluation Costs   | \$24                           | \$51                      | \$65                          |
| SWE Audit Costs  | \$6                            | -\$58                     | \$206                         |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$166</b>                   | <b>\$493</b>              | <b>\$1,316</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

<sup>5</sup> Negative values represent accounting adjustments from prior periods.

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$69                           | \$338                     | \$539                         |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$69</b>                    | <b>\$338</b>              | <b>\$539</b>                  |
| Design & Development   | \$1                            | \$2                       | \$5                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$95                           | \$372                     | \$699                         |
| Marketing  | \$12                           | \$47                      | \$76                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$108</b>                   | <b>\$422</b>              | <b>\$780</b>                  |
| EDC Evaluation Costs   | \$10                           | \$43                      | \$54                          |
| SWE Audit Costs  | \$2                            | -\$16                     | \$84                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$190</b>                   | <b>\$786</b>              | <b>\$1,456</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$11                           | \$204                     | \$240                         |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$11</b>                    | <b>\$204</b>              | <b>\$240</b>                  |
| Design & Development   | \$0                            | \$1                       | \$2                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$27                           | \$121                     | \$222                         |
| Marketing  | \$6                            | \$26                      | \$42                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$33</b>                    | <b>\$147</b>              | <b>\$266</b>                  |
| EDC Evaluation Costs   | \$1                            | \$6                       | \$7                           |
| SWE Audit Costs  | \$1                            | -\$5                      | \$27                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$46</b>                    | <b>\$351</b>              | <b>\$540</b>                  |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$40                           | \$695                     | \$852                         |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$40</b>                    | <b>\$695</b>              | <b>\$852</b>                  |
| Design & Development   | \$0                            | \$0                       | \$1                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$21                           | \$177                     | \$287                         |
| Marketing  | \$3                            | \$12                      | \$20                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$24</b>                    | <b>\$190</b>              | <b>\$308</b>                  |
| EDC Evaluation Costs   | \$16                           | \$73                      | \$87                          |
| SWE Audit Costs  | \$1                            | -\$4                      | \$20                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$80</b>                    | <b>\$953</b>              | <b>\$1,266</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$0                            | \$2                       | \$2                           |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$0</b>                     | <b>\$2</b>                | <b>\$2</b>                    |
| Design & Development   | \$0                            | \$0                       | \$1                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$16                           | \$64                      | \$123                         |
| Marketing  | \$2                            | \$10                      | \$15                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$19</b>                    | <b>\$74</b>               | <b>\$139</b>                  |
| EDC Evaluation Costs   | \$1                            | \$11                      | \$11                          |
| SWE Audit Costs  | \$0                            | -\$3                      | \$17                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$20</b>                    | <b>\$83</b>               | <b>\$169</b>                  |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$0                            | \$14                      | \$14                          |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$0</b>                     | <b>\$14</b>               | <b>\$14</b>                   |
| Design & Development   | \$0                            | \$0                       | \$1                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$11                           | \$55                      | \$93                          |
| Marketing  | \$2                            | \$7                       | \$11                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$13</b>                    | <b>\$62</b>               | <b>\$104</b>                  |
| EDC Evaluation Costs   | \$1                            | \$2                       | \$3                           |
| <b>SWE Audit Costs</b>   | <b>\$0</b>                     | <b>-\$3</b>               | <b>\$13</b>                   |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$14</b>                    | <b>\$75</b>               | <b>\$135</b>                  |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

# **Quarterly Report to the Pennsylvania Public Utility Commission**

**For the Period  
March 1, 2015 through May 31, 2015  
Program Year 6, Quarter 4**

For Pennsylvania Act 129 of 2008  
Energy Efficiency and Conservation Plan

Prepared by Pennsylvania Power Company and ADM Associates, Inc.

For

Pennsylvania Power Company

Docket No. M-2012-2334395

July 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.

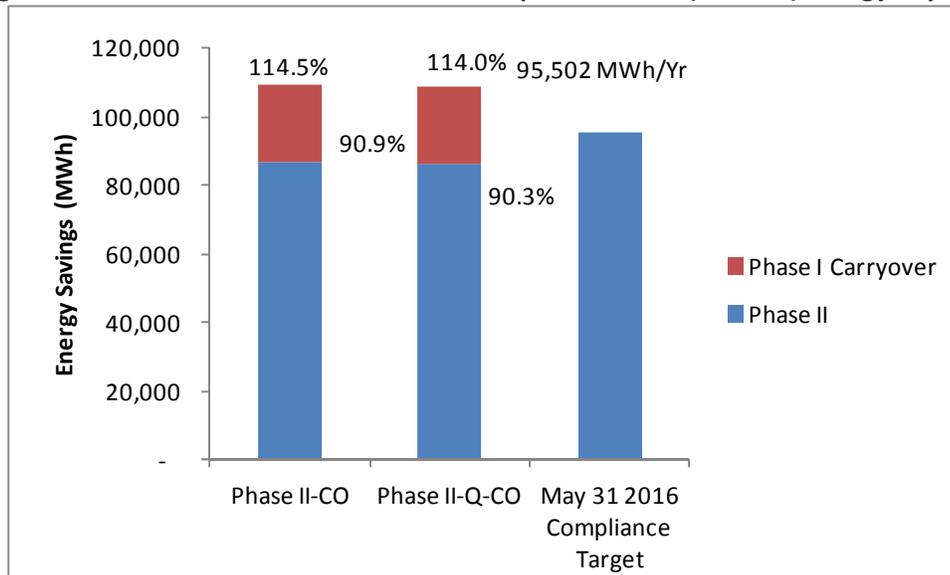
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for Pennsylvania Power Company (Penn Power or Company) in the 4th quarter of Program Year 6 (PY6), defined as March 1, 2015 through May 31, 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

Penn Power has achieved 90.9 percent of the May 31, 2016 energy savings compliance target, based on cumulative program inception to date (Phase II) reported gross energy savings<sup>1</sup>, and 114.0 percent of the energy savings compliance target, based on Phase II-Q-CO<sup>2</sup> “(or Phase II-CO until verified savings are available for PY6) gross energy savings achieved through PY6Q4, as shown in Figure 1-1. (Phase II-Q)<sup>3</sup> is also shown in Figure 1-1.

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



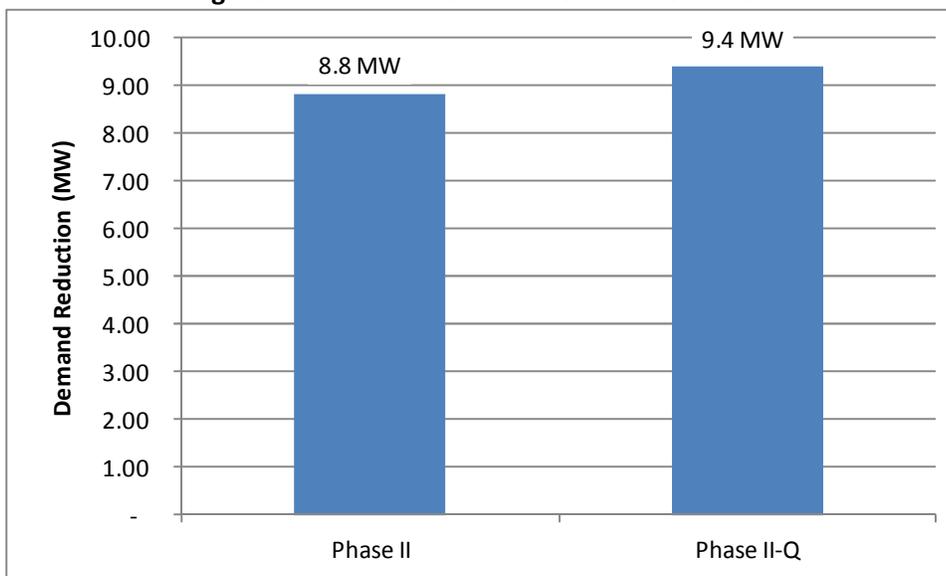
<sup>1</sup> Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

<sup>2</sup> 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.

<sup>3</sup> 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.

Penn Power has achieved 9.4 MW of demand reduction through PY6Q4<sup>4</sup>.

**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 Penn Power territory which is 10.6%.<sup>5</sup> The Phase II reported gross energy savings achieved in the low-income sector is 10,844 MWh/yr<sup>6</sup>; this is 12.5% percent of the Phase II total portfolio reported gross energy savings. This exceeds the goal of 4.5% of the Phase II savings.

Penn Power has also achieved 90.8% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and

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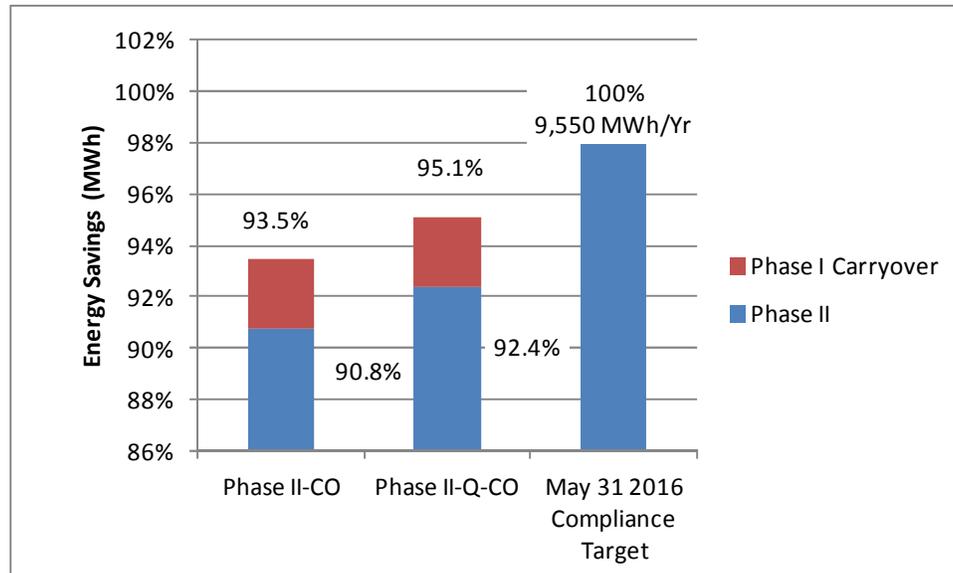
<sup>4</sup> There is no compliance target for demand reduction in Phase II.

<sup>5</sup> 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.

<sup>6</sup> These estimates are extrapolated from official PY5 verified results, which were calculated through participant surveys.

95.1% of the target based on Phase II-Q-CO gross energy savings achieved through PY6Q4, 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. 420 appliances were picked up and recycled during PY6Q4. 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, 85 ENERGY STAR rated homes were completed under the program. We continued to promote the program in area publications such as a “Green Team” article in the March issue of the Mercer-Lawrence Business Chronicle and presentation at the North Suburban Builders Association membership meeting (April).  
  
 Online Audit: Penn Power continues to send Energy Conservation Kits to customers as a result of completing an Online Audit. During PY6Q4, over 250 kits were delivered to Penn Power customers.

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

**Behavior Modification:** The Home Energy Reports highlighted the benefits of the Appliance Recycling program in all reports delivered in May.

**Opt-in Kits:** During PY6Q4, over 4,800 Opt-In Kits were delivered to customers in 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. Over 3,440 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 throughout the Penn Power service territory during PY6Q4.

**WARM Extra Measures/WARM Plus:** Procedures for coordination with Peoples, Equitable and TW Phillips Gas Companies and WARM Program continued to be finalized and preliminary coordination efforts have begun.

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

The Penn Power WARM Program’s electronic application process went live March 2015. Customers now have the opportunity and ability to sign up for the WARM program and submit an application on-line simply by accessing the [energysavePA.com](http://energysavePA.com) website.

A postcard mailing to advertise the WARM Program was sent to all Penn Power customers during PY6Q4.

**Low Income Low Use:** Penn Power distributed energy saving CFLs at two low income events which were held within the service area.

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

Penn Power continues to receive and process applications under Phase II for this program. In this quarter, the ICSP concluded outreach events that were initiated in the 3<sup>rd</sup> Quarter. Main focus was to continue to build on the momentum generated through these outreach events by conducting call-out campaign and following up on potential leads. The ICSP has revised its 60-Day outlook marketing plan and, based on the year-to-date results in this sector, the ICSP is planning to do targeting mailing and outreach to program allies and customer in this sector.

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

The ICSP focused on following up on potential leads generated at the Outreach events initiated in the 3<sup>rd</sup> Quarter and completed in 4<sup>th</sup> Quarter. 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:**

Penn Power continues to receive and process applications under Phase II for this program. In this quarter, the ICSP concluded outreach events that were initiated in the 3<sup>rd</sup> Quarter. Main focus was to continue to process received applications and follow up on potential leads. The ICSP has revised its 60-Day outlook marketing plan and, based on the year-to-date results in this sector.

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

The ICSP focused on following up on potential leads generated at the Outreach events initiated in the 3<sup>rd</sup> Quarter and completed in 4<sup>th</sup> Quarter. 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:**

Penn Power continues to receive and process applications under Phase II. The bonus program that was launched on November 1, 2014, in which the Company offered an additional \$0.02/kWh saved for lighting and non-lighting projects, ended April 30, 2015. Based on the year-to-date results, the ICSP has revised its 60-Day outlook marketing plan to build on the momentum achieved during the bonus period.

### 1.3 Evaluation Updates and Findings

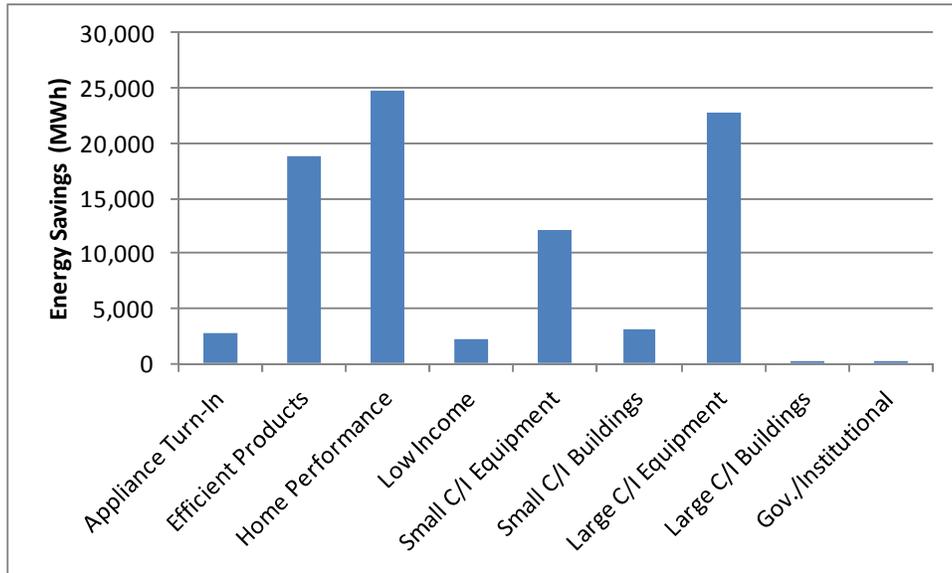
- **Appliance Turn-in**
- **Energy Efficient Products**
- **Home Performance**
- **Low Income / WARM**
- **C/I Small Energy Efficient Equipment**
- **C/I Small Energy Efficient Buildings**
- **C/I Large Energy Efficient Equipment**
- **C/I Large Energy Efficient Buildings**
- **Government & Institutional**

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 has started on-site verification work on smaller non-residential projects in April 2015. Initial survey and calculation review results indicate that the gross realization rates for residential programs will be similar to those observed in PY5.

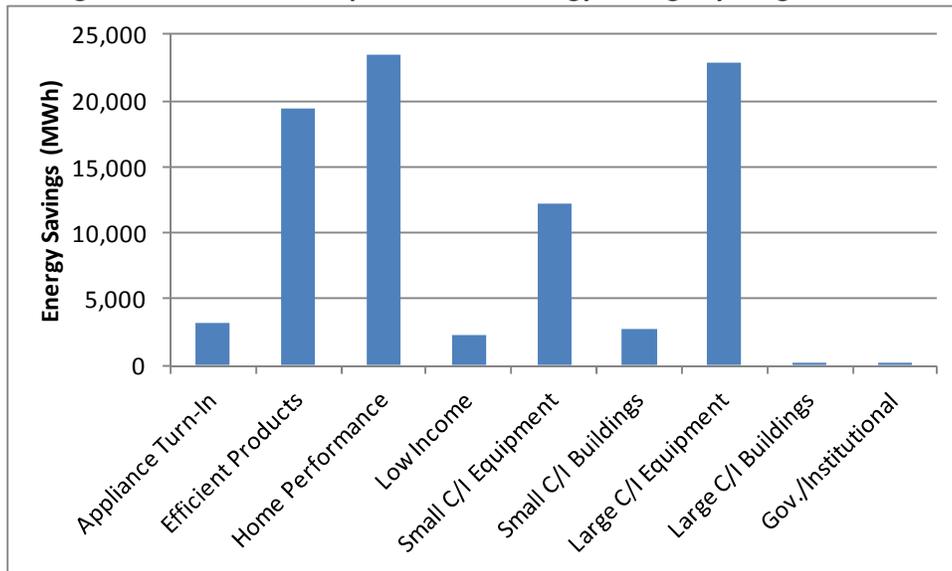
## 2 Summary of Energy Impacts by Program

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 PY6Q4 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<br>(MWh/Year) |        |          |                         |
|--|--------------|--------|----------|-------------------------------------|--------|----------|-------------------------|
|  | IQ           | PYTD   | Phase II | IQ                                  | PYTD   | Phase II | Phase II-Q <sup>7</sup> |
| Appliance Turn-In                                  | 420          | 1,707  | 3,512    | 323                                 | 1,305  | 2,708    | 3,186                   |
| Energy Efficient Products                          | 12,064       | 58,734 | 160,735  | 1,148                               | 5,859  | 18,855   | 19,393                  |
| Home Performance                                   | 4,976        | 14,308 | 70,552   | 5,087                               | 14,756 | 24,821   | 23,497                  |
| Low Income / WARM                                  | 462          | 3,957  | 7,581    | 146                                 | 1,048  | 2,224    | 2,215                   |
| C/I Small Energy Efficient Equipment               | 29           | 127    | 220      | 4,635                               | 8,498  | 12,145   | 12,169                  |
| C/I Small Energy Efficient Buildings               | 193          | 1,237  | 1,860    | 200                                 | 2,349  | 3,091    | 2,685                   |
| C/I Large Energy Efficient Equipment               | 4            | 21     | 30       | 822                                 | 19,173 | 22,792   | 22,938                  |
| C/I Large Energy Efficient Buildings               | 0            | 8      | 8        | 0                                   | 27     | 27       | 27                      |
| Government, & Institutional                        | 0            | 1      | 2        | 0                                   | 113    | 136      | 136                     |
| <b>TOTAL PORTFOLIO</b>                             | 18,148       | 80,100 | 244,500  | 12,362                              | 53,128 | 86,800   | 86,247                  |
| <b>Carry Over Savings from Phase I<sup>8</sup></b> |              |        |          |                                     |        |          | 22,580                  |
| <b>Total Phase II-Q-CO</b>                         |              |        |          |                                     |        |          | 108,827                 |

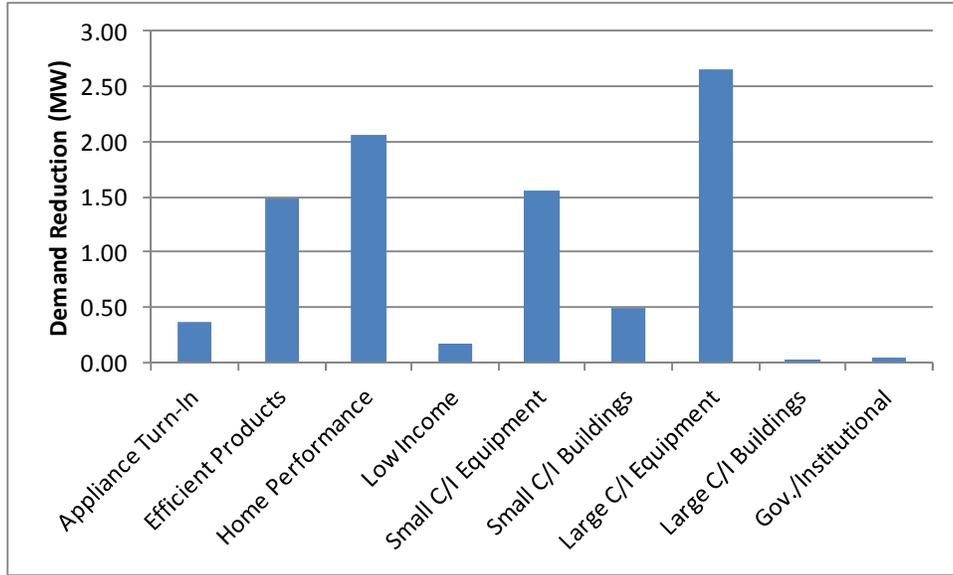
<sup>7</sup> Phase II cumulative savings reflect PY5 verified savings as reported in the PY5 annual report in November 2014.

<sup>8</sup> 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.

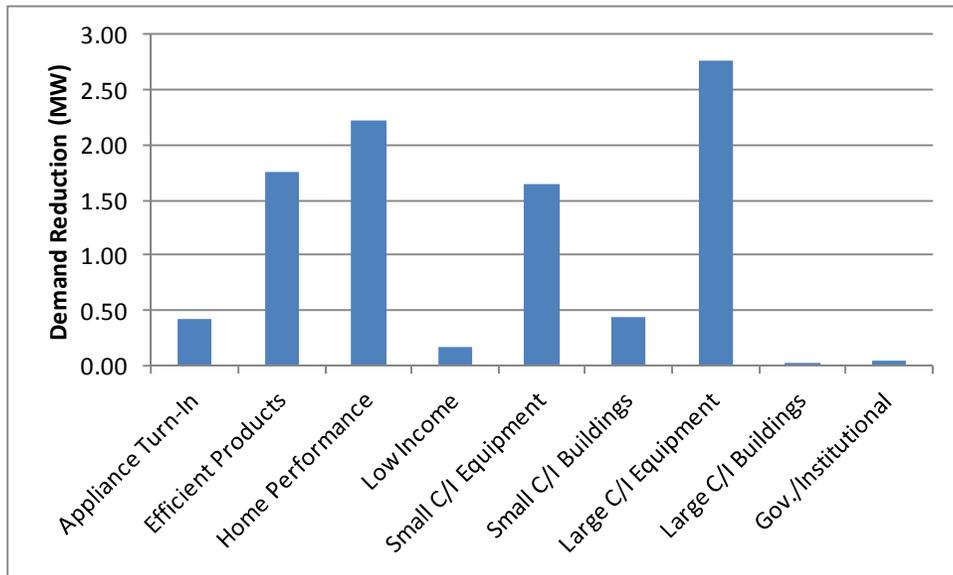
### 3 Summary of Demand Impacts by Program

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 PY6Q4 is presented in Table 3-1.

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

| Program                              | Participants |        |          | Reported Gross Impact<br>(MW) |      |          |                         |
|--------------------------------------|--------------|--------|----------|-------------------------------|------|----------|-------------------------|
|                                      | IQ           | PYTD   | Phase II | IQ                            | PYTD | Phase II | Phase II-Q <sup>9</sup> |
| Appliance Turn-In                    | 420          | 1,707  | 3,512    | 0.04                          | 0.17 | 0.37     | 0.42                    |
| Energy Efficient Products            | 12,064       | 58,734 | 160,735  | 0.15                          | 0.75 | 1.49     | 1.75                    |
| Home Performance                     | 4,976        | 14,308 | 70,552   | 1.14                          | 1.58 | 2.06     | 2.21                    |
| Low Income / WARM                    | 462          | 3,957  | 7,581    | 0.01                          | 0.10 | 0.17     | 0.17                    |
| C/I Small Energy Efficient Equipment | 29           | 127    | 220      | 0.53                          | 1.02 | 1.55     | 1.64                    |
| C/I Small Energy Efficient Buildings | 193          | 1,237  | 1,860    | 0.04                          | 0.36 | 0.49     | 0.43                    |
| C/I Large Energy Efficient Equipment | 4            | 21     | 30       | 0.06                          | 2.22 | 2.65     | 2.76                    |
| C/I Large Energy Efficient Buildings | 0            | 8      | 8        | 0.00                          | 0.01 | 0.01     | 0.01                    |
| Government, & Institutional          | 0            | 1      | 2        | 0.00                          | 0.04 | 0.04     | 0.04                    |
| <b>TOTAL PORTFOLIO</b>               | 18,148       | 80,100 | 244,500  | 1.97                          | 6.25 | 8.83     | 9.42                    |

<sup>9</sup> 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 4<br>(\$000) | PYTD<br>(\$000) | Phase II<br>(\$000) |
|--|----------------------|-----------------|---------------------|
| EDC Incentives to Participants   | \$508                | \$2,666         | \$4,667             |
| EDC Incentives to Trade Allies   | \$0                  | \$0             | \$0                 |
| <b>Subtotal EDC Incentive Costs</b>  | <b>\$508</b>         | <b>\$2,666</b>  | <b>\$4,667</b>      |
| Design & Development   | \$10                 | \$14            | \$39                |
| Administration, Management and<br>Technical Assistance <sup>[1]</sup>  | \$724                | \$2,329         | \$5,239             |
| Marketing  | \$58                 | \$262           | \$507               |
| <b>Subtotal EDC Implementation Costs</b>   | <b>\$792</b>         | <b>\$2,605</b>  | <b>\$5,785</b>      |
| <b>EDC Evaluation Costs</b>  | <b>\$67</b>          | <b>\$248</b>    | <b>\$304</b>        |
| <b>SWE Audit Costs</b>   | <b>\$18</b>          | <b>-\$124</b>   | <b>\$626</b>        |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>\$1,385</b>       | <b>\$5,395</b>  | <b>\$11,382</b>     |
| <b>Participant Costs<sup>[3]</sup></b>   |                      |                 |                     |
| <b>Total TRC Costs<sup>[4]</sup></b>   |                      |                 |                     |
| <b>NOTES</b>   |                      |                 |                     |
| 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.   |                      |                 |                     |
| <sup>1</sup> 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 |                      |                 |                     |
| <sup>2</sup> 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.  |                      |                 |                     |
| <sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.   |                      |                 |                     |
| <sup>4</sup> 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<br>(\$1,000) | PYTD<br>(\$1,000) | Phase II<br>(\$1,000) |
|--|------------------------|-------------------|-----------------------|
| EDC Incentives to Participants                                     | \$20                   | \$121             | \$218                 |
| EDC Incentives to Trade Allies                                     | \$0                    | \$0               | \$0                   |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$20</b>            | <b>\$121</b>      | <b>\$218</b>          |
| Design & Development   | \$1                    | \$1               | \$3                   |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$36                   | \$150             | \$336                 |
| Marketing  | \$10                   | \$44              | \$92                  |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$47</b>            | <b>\$195</b>      | <b>\$431</b>          |
| EDC Evaluation Costs   | \$1                    | \$6               | \$9                   |
| SWE Audit Costs  | \$1                    | -\$10             | \$50                  |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$69</b>            | <b>\$313</b>      | <b>\$708</b>          |
| <b>Participant Costs<sup>[3]</sup></b>                             |                        |                   |                       |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                        |                   |                       |

### 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.

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$84                           | \$374                     | \$967                         |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$84</b>                    | <b>\$374</b>              | <b>\$967</b>                  |
| Design & Development   | \$1                            | \$1                       | \$3                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$28                           | \$196                     | \$669                         |
| Marketing  | -\$2                           | \$24                      | \$42                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$27</b>                    | <b>\$220</b>              | <b>\$714</b>                  |
| EDC Evaluation Costs   | \$8                            | \$34                      | \$40                          |
| SWE Audit Costs  | \$1                            | -\$9                      | \$49                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$120</b>                   | <b>\$619</b>              | <b>\$1,770</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$282                          | \$919                     | \$1,836                       |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$282</b>                   | <b>\$919</b>              | <b>\$1,836</b>                |
| Design & Development   | \$3                            | \$4                       | \$10                          |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$358                          | \$700                     | \$1,781                       |
| Marketing  | \$25                           | \$91                      | \$207                         |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$385</b>                   | <b>\$795</b>              | <b>\$1,998</b>                |
| EDC Evaluation Costs   | \$6                            | \$21                      | \$28                          |
| SWE Audit Costs  | \$5                            | -\$15                     | \$159                         |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$678</b>                   | <b>\$1,721</b>            | <b>\$4,021</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$0                            | \$0                       | \$0                           |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$0</b>                     | <b>\$0</b>                | <b>\$0</b>                    |
| Design & Development   | \$3                            | \$4                       | \$13                          |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$133                          | \$495                     | \$1,029                       |
| Marketing  | \$0                            | \$1                       | \$2                           |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$136</b>                   | <b>\$499</b>              | <b>\$1,044</b>                |
| EDC Evaluation Costs   | \$24                           | \$51                      | \$65                          |
| SWE Audit Costs  | \$6                            | -\$58                     | \$206                         |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$166</b>                   | <b>\$493</b>              | <b>\$1,316</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

<sup>5</sup> Negative values represent accounting adjustments from prior periods.

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$69                           | \$338                     | \$539                         |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$69</b>                    | <b>\$338</b>              | <b>\$539</b>                  |
| Design & Development   | \$1                            | \$2                       | \$5                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$95                           | \$372                     | \$699                         |
| Marketing  | \$12                           | \$47                      | \$76                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$108</b>                   | <b>\$422</b>              | <b>\$780</b>                  |
| EDC Evaluation Costs   | \$10                           | \$43                      | \$54                          |
| SWE Audit Costs  | \$2                            | -\$16                     | \$84                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$190</b>                   | <b>\$786</b>              | <b>\$1,456</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$11                           | \$204                     | \$240                         |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$11</b>                    | <b>\$204</b>              | <b>\$240</b>                  |
| Design & Development   | \$0                            | \$1                       | \$2                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$27                           | \$121                     | \$222                         |
| Marketing  | \$6                            | \$26                      | \$42                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$33</b>                    | <b>\$147</b>              | <b>\$266</b>                  |
| EDC Evaluation Costs   | \$1                            | \$6                       | \$7                           |
| SWE Audit Costs  | \$1                            | -\$5                      | \$27                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$46</b>                    | <b>\$351</b>              | <b>\$540</b>                  |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$40                           | \$695                     | \$852                         |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$40</b>                    | <b>\$695</b>              | <b>\$852</b>                  |
| Design & Development   | \$0                            | \$0                       | \$1                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$21                           | \$177                     | \$287                         |
| Marketing  | \$3                            | \$12                      | \$20                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$24</b>                    | <b>\$190</b>              | <b>\$308</b>                  |
| EDC Evaluation Costs   | \$16                           | \$73                      | \$87                          |
| SWE Audit Costs  | \$1                            | -\$4                      | \$20                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$80</b>                    | <b>\$953</b>              | <b>\$1,266</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$0                            | \$2                       | \$2                           |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$0</b>                     | <b>\$2</b>                | <b>\$2</b>                    |
| Design & Development   | \$0                            | \$0                       | \$1                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$16                           | \$64                      | \$123                         |
| Marketing  | \$2                            | \$10                      | \$15                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$19</b>                    | <b>\$74</b>               | <b>\$139</b>                  |
| EDC Evaluation Costs   | \$1                            | \$11                      | \$11                          |
| SWE Audit Costs  | \$0                            | -\$3                      | \$17                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$20</b>                    | <b>\$83</b>               | <b>\$169</b>                  |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

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

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$0                            | \$14                      | \$14                          |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$0</b>                     | <b>\$14</b>               | <b>\$14</b>                   |
| Design & Development   | \$0                            | \$0                       | \$1                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$11                           | \$55                      | \$93                          |
| Marketing  | \$2                            | \$7                       | \$11                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$13</b>                    | <b>\$62</b>               | <b>\$104</b>                  |
| EDC Evaluation Costs   | \$1                            | \$2                       | \$3                           |
| SWE Audit Costs  | \$0                            | -\$3                      | \$13                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$14</b>                    | <b>\$75</b>               | <b>\$135</b>                  |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**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.*

<sup>1</sup> 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

<sup>2</sup> 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.

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

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs