

Quarterly Report to the Pennsylvania Public Utility Commission

**For the Period
June 1, 2014 through August 31, 2014
Program Year 6, Quarter 1**

For Pennsylvania Act 129 of 2008
Energy Efficiency and Conservation Plan

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

For

West Penn Power Company
Docket No. M-2012-2334398
October 15, 2014

Table of Contents

TABLE OF CONTENTS.....	I
ACRONYMS.....	II
1 OVERVIEW OF PORTFOLIO.....	4
1.1 SUMMARY OF ACHIEVEMENTS	5
1.2 PROGRAM UPDATES AND FINDINGS.....	7
1.3 EVALUATION UPDATES AND FINDINGS.....	10
2 SUMMARY OF ENERGY IMPACTS BY PROGRAM	11
3 SUMMARY OF DEMAND IMPACTS BY PROGRAM	13
4 SUMMARY OF FINANCES	15
4.1 PORTFOLIO LEVEL EXPENDITURES	15
4.2 PROGRAM LEVEL EXPENDITURES	16

Acronyms

C&I	Commercial and Industrial
CATI	Computer-Aided Telephone Interview
CFL	Compact Fluorescent Lamp
Phase II	Cumulative Program/Portfolio Phase II Inception to Date (Phase II Savings)
Phase II-CO	Cumulative Program/Portfolio Phase II Inception to Date including Carry Over Savings from Phase I
Phase II-Q	Phase II verified gross savings from the beginning of Phase II + PYTD reported gross savings.
Phase II-Q-CO	Phase II verified gross savings from the beginning of Phase II + verified Carry Over Savings from Phase I + PYTD reported gross savings
CSP	Curtailement Service Provider
CVR	Conservation Voltage Reduction
CVRf	Conservation Voltage Reduction factor
DLC	Direct Load Control
DR	Demand Response
EDC	Electric Distribution Company
EE&C	Energy Efficiency and Conservation
EM&V	Evaluation, Measurement, and Verification
GNI	Government, Non-Profit, Institutional
HVAC	Heating, Ventilating, and Air Conditioning
ICSP	Implementation Conservation Service Provider
IQ	Incremental Quarter
kW	Kilowatt
kWh	Kilowatt-hour
LED	Light Emitting Diode
LEEP	Low-Income Energy Efficiency Program
LIURP	Low-Income Usage Reduction Program
M&V	Measurement and Verification
MW	Megawatt
MWh	Megawatt-hour
NTG	Net-to-Gross
PA PUC	Pennsylvania Public Utility Commission
PY5	Program Year 2013, from June 1, 2013 to May 31, 2014
PY6	Program Year 2014, from June 1, 2010 to May 31, 2015
PY7	Program Year 2015, from June 1, 2011 to May 31, 2016
PY8	Program Year 2016, from June 1, 2012 to May 31, 2017
PYX QX	Program Year X, Quarter X

PYTD	Program Year to Date
SEER	Seasonal Energy Efficiency Rating
SWE	Statewide Evaluator
TRC	Total Resource Cost
TRM	Technical Reference Manual

1 Overview of Portfolio

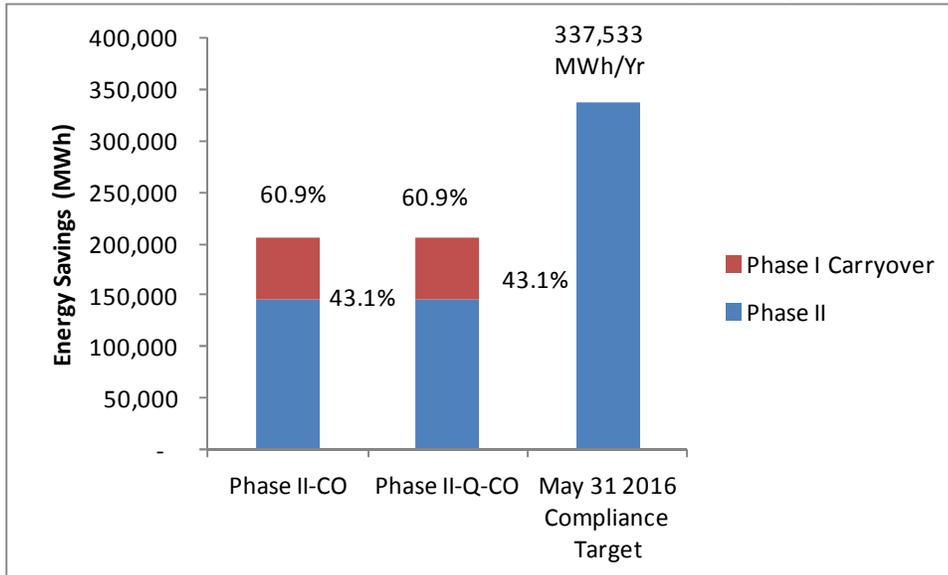
Pennsylvania Act 129 of 2008 signed on October 15, 2008, mandated energy savings and demand reduction goals for the largest electric distribution companies (EDCs) in Pennsylvania for Phase I (2008 through 2013). In 2009, each EDC submitted energy efficiency and conservation (EE&C) plans—which were approved by the Pennsylvania Public Utility Commission (PUC)—pursuant to these goals. The PUC established energy savings and demand reduction goals for Phase II (June 2013 through May 2016) of the Act 129 programs. Each EDC filed new EE&C plans with the PA PUC in late 2012 for Phase II (June 2013 through May 2016) of the Act 129 programs. These plans were subsequently approved by the PUC in early 2013. Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for West Penn Power Company (West Penn Power or Company) in the 1st quarter of Program Year 6 (PY6), defined as June 1, 2014 through August 31, 2014, 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. The verified savings for PY6 will be reported in an annual report, to be filed November 15, 2015.

1.1 Summary of Achievements

West Penn Power has achieved 43.1 percent of the May 31, 2016 energy savings compliance target, based on cumulative program inception to date (Phase II) reported gross energy savings¹, and 60.9 percent of the energy savings compliance target, based on Phase II-Q-CO² “(or Phase II-CO until verified savings are available for PY5) gross energy savings achieved through PY6Q1, as shown in Figure 1-1. (Phase II-Q)³ is also shown in Figure 1-1.

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



West Penn Power has achieved 16.6 MW of demand reduction through PY6Q1⁴.

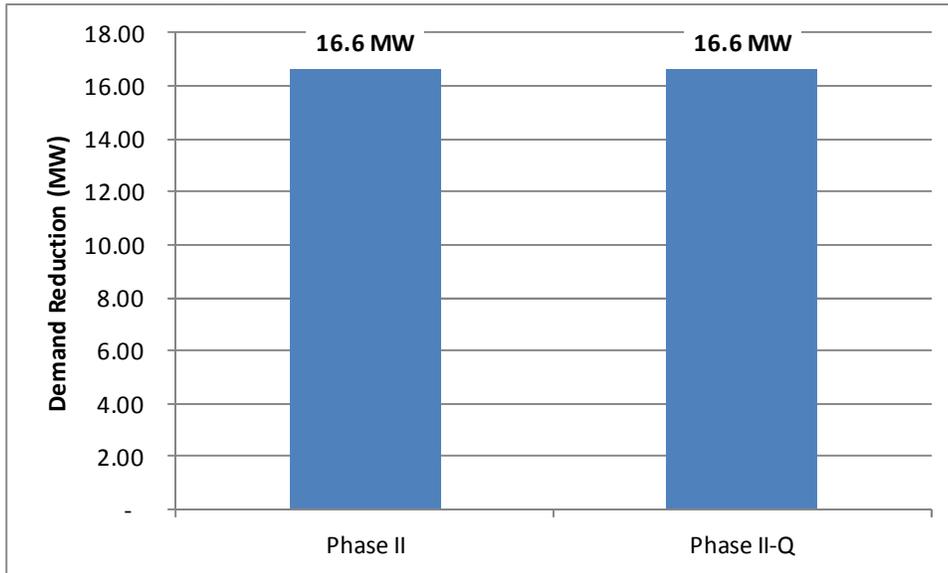
¹ Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

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

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

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

Figure 1-2: Phase II Portfolio Demand Reduction



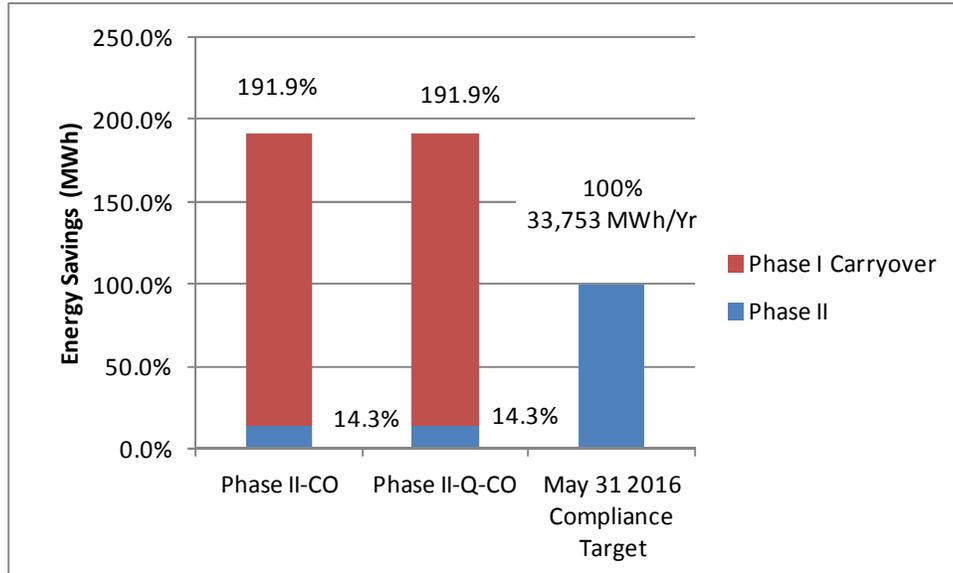
There are six broad groups of measures available to the low-income sector at no cost to the customer, compared to a total of 39 broad measure categories included in the Company’s EE&C Plan. These groups of measures offered to the low-income sector therefore comprise 15.0% of the total measures offered. As required by the Phase II goal, this exceeds the fraction of the electric consumption of the utility’s low-income households divided by the total electricity consumption in the West Penn Power territory which is 8.8%.⁵ The Phase II reported gross energy savings achieved in the low-income sector is 17,714 MWh/yr⁶; this is 12.2% percent of the Phase II total portfolio reported gross energy savings. This exceeds the goal of 4.5% of the Phase II savings.

West Penn Power has also achieved 14.3% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and 191.9% of the target based on Phase II-Q-CO (or Phase II-CO until verified savings are available for PY5) gross energy savings achieved through PY6Q1, as shown in Figure 1-3.

⁵ Act 129 includes a provision requiring electric distribution companies to offer a number of energy efficiency measures to low-income households that are “proportionate to those households’ share of the total energy usage in the service territory.” 66 Pa.C.S. §2806.1(b)(i)(G). The Company’s Act 129 EE&C Plan includes hundreds of distinct measures that are consolidated into 126 archetypal measures and 39 broad measure categories. For low-income reporting purposes, six of these 39 broad measure categories are offered at no cost to the Company’s low-income residential customers.

⁶ These are preliminary estimates and are subject to change. Official results will be calculated through participant surveys.

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



1.2 Program Updates and Findings

- Appliance Turn-in:**
 Residential participation is tracking to PY6 forecasts. The company continues to market the program through bill inserts, television commercials, newspaper advertisements, and internet advertisements. Over 2,100 appliances were picked up and recycled during PY6Q1.
- 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, 134 ENERGY STAR rated homes were completed under the program across the four FirstEnergy PA EDCs. We continued program promotion such as the article titled 'Incentivizing Efficiency' in At Home in Berks Magazine.

Online Audit: The Company continues to send Energy Conservation Kits to customers as a result of completing an Online Audit. During PY6Q1, over 500 kits were sent to West Penn Power customers.

Comprehensive Audit: The program continues to track above goal in West Penn Power primarily due to the work being performed by a particular contractor. We continued to recruit new contractors into program and market program to customers. The Company started hosting bi-monthly program webinars in August to go over best practices and program updates with contractors.

Behavior Modification: Customers continue to receive Home Energy Reports with energy savings tips.

Opt-in Kits: During PY6Q1, over 400 Opt-In Kits were shipped to customers in West Penn Power upon enrollment into the program.

Schools Kits: The focus in PY6Q1 has been enrolling schools for performances of the “Energized Guyz”, a 25-minute performance about energy conservation, in schools for fall 2014.

- **Low Income / WARM:**

WARM Extra Measures/WARM Plus: Six heat pump water heater Installations were completed in the FE service areas during first quarter. Also, several meetings were held between FirstEnergy and Peoples Gas (now includes Equitable and TW Phillips Gas) for coordination of joint delivery of services to our customers.

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

Low Income Low Use: The Company distributed energy savings measures such as kitchen faucet aerators, showerheads, furnace filter whistles, and CFLs at low income events which were held throughout the FE service areas.

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

The Company continues to receive and process applications under Phase II for this program. The ICSP has launched a program website, including an On-line Application Portal. This On-line Application Portal allows customers and program allies to submit their project applications, including all associated documents, on-line. Through this Portal, customers and program allies are also able to track the status of their project applications. Through end of August 2014, 96% of all applications received are through this Portal. The ICSP has developed a 60-Day outlook marketing plan that is updated and refined based on market intelligence. The trade ally team has also reached out to many of the trade allies that were active under Phase I.

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

West Penn Power has shipped out 10,271 kits to customers in this program. The ICSP has launched a program website, including an On-line Application Portal. This On-line Application Portal allows customers and program allies to submit their project applications, including all associated documents, on-line. Through this Portal, customers and program allies are also able to track the status of their project applications. The ICSP has developed a 60-Day outlook marketing plan that is refined and updated based on market intelligence. New project applications coming through this program are also a result of outreach to upstream program allies.

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

The Company continues to receive and process applications under Phase II. The ICSP has launched a program website, including an On-line Application Portal. This On-line Application Portal allows customers and program allies to access program information and submit their project applications, including all associated documents, on-line. Through this Portal, customers and program allies are also able to track the status of their project applications. Through end of August 2014, nearly all applications received are through this Portal. The ICSP has developed a 60-Day marketing plan that is refined and updated based on market intelligence. The trade ally team has also reached out to many of the trade allies that were active under Phase I.

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

West Penn Power has shipped out 222 kits to customers in this program. The ICSP has launched a program website, including an On-line Application Portal. This On-line Application Portal allows customers and program allies to access program information and submit their project applications, including all associated documents, on-line. Through this Portal, customers and program allies are also able to track the status of their project applications. The ICSP has developed a 60-Day outlook marketing plan that is refined and updated based on market intelligence. New project applications coming through this program are also a result of outreach to upstream program allies.

- **Government & Institutional:**

The Company continues to receive and process applications under Phase II. Starting July 1, 2014, the Company launched a limited time offer bonus incentive targeted at customers in this sector. This limited time offer includes an additional incentive of \$0.03/kWh for lighting projects and \$0.05/kWh for non-lighting projects

The ICSP has launched a program website, including an On-line Application Portal. This On-line Application Portal allows customers and program allies to access program information and submit their project applications, including all associated documents, on-line. Through this Portal, customers and program allies are also able to track the status of their project applications. The ICSP has developed a 60-Day outlook marketing plan that is refined and updated based on market intelligence. The trade ally team has also reached out to many of the trade allies that were active under Phase I.

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.

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

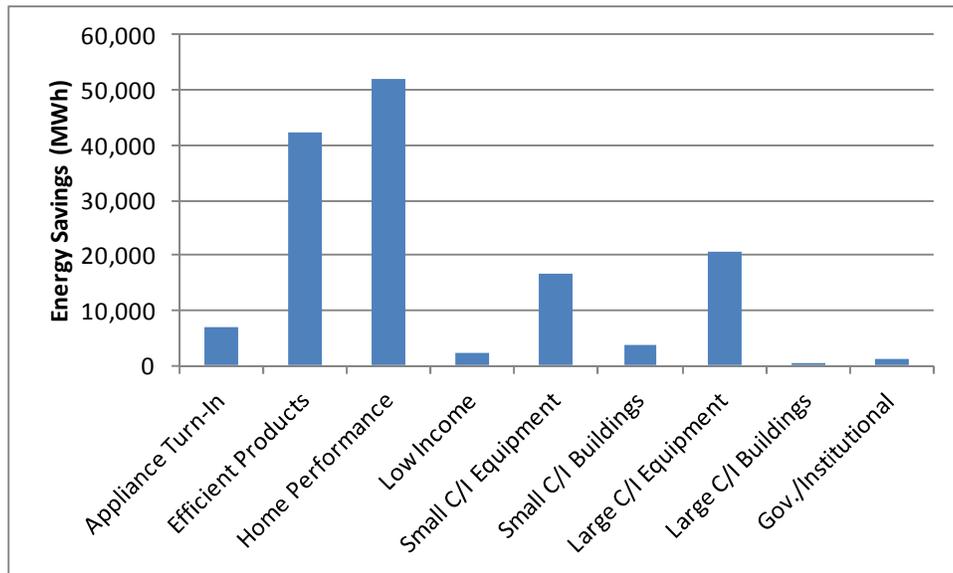
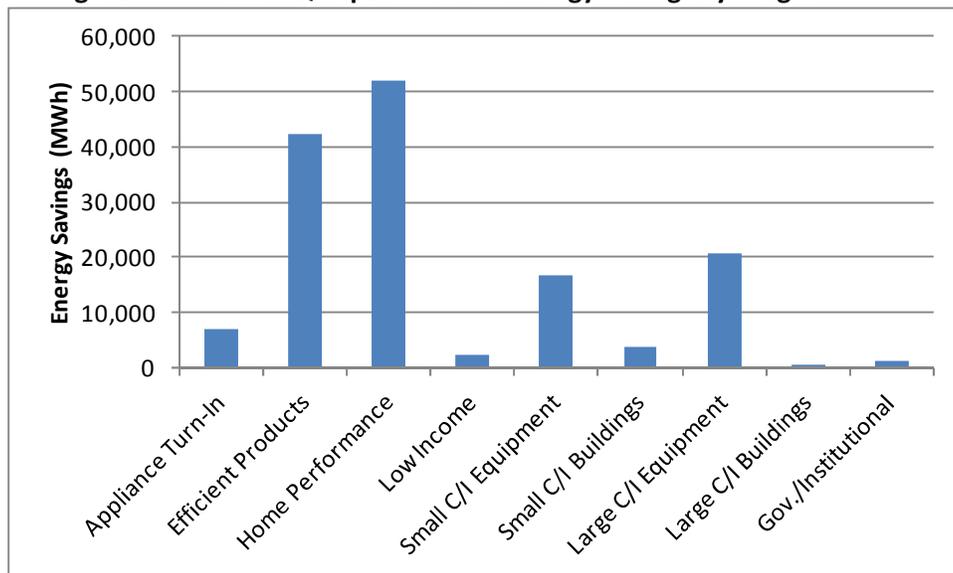


Figure 2-2: Phase II-Q Reported Gross Energy Savings by Program



A summary of energy impacts by program through PY6Q1 is presented in Table 2-1.

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

Program	Participants			Reported Gross Impact (MWh/Year)			
	IQ	PYTD	Phase II	IQ	PYTD	Phase II	Phase II-Q ⁷
Appliance Turn-In	2,118	2,118	8,924	1,658	1,658	7,004	7,004
Energy Efficient Products	49,040	49,040	294,372	6,132	6,132	42,382	42,382
Home Performance	-322	-322	244,805	6,337	6,337	51,998	51,998
Low Income / WARM	897	897	6,512	415	415	2,206	2,206
C/I Small Energy Efficient Equipment	96	96	488	2,619	2,619	16,805	16,805
C/I Small Energy Efficient Buildings	1,294	1,294	3,914	1,080	1,080	3,591	3,591
C/I Large Energy Efficient Equipment	19	19	77	2,398	2,398	20,523	20,523
C/I Large Energy Efficient Buildings	3	3	3	21	21	21	21
Government, & Institutional	4	4	21	203	203	1,037	1,037
TOTAL PORTFOLIO	53,149	53,149	559,116	20,862	20,862	145,567	145,567
Carry Over Savings from Phase I⁸							59,929
Total Phase II-Q-CO							205,496

⁷ Phase II cumulative savings will reflect PY5 verified savings after completion of the PY5 annual report in November.

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

3 Summary of Demand Impacts by Program

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

Figure 3-1: Phase II Demand Reduction by Program

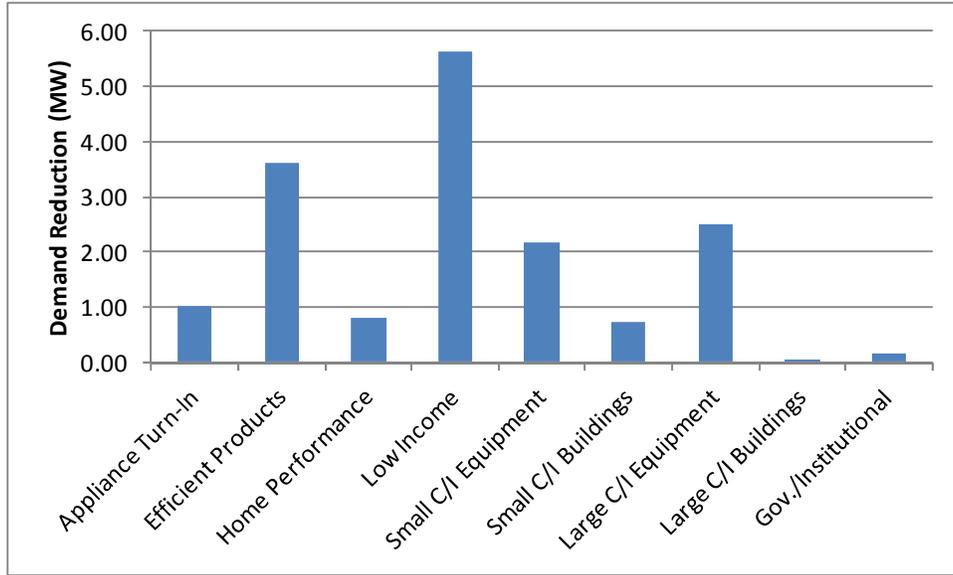
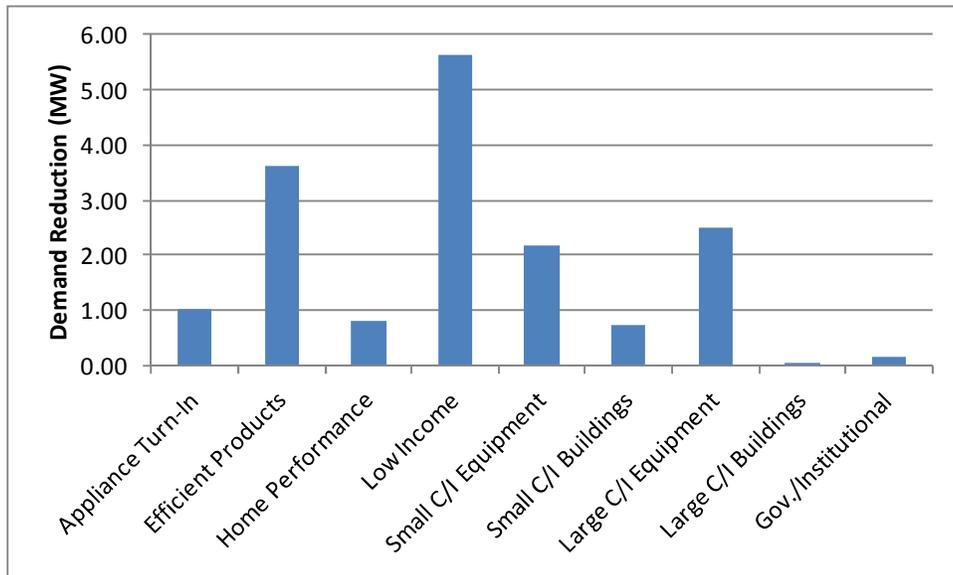


Figure 3-2: Phase II-Q Demand Reduction by Program



A summary of total demand reduction impacts by program through PY6Q1 is presented in Table 3-1.

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

Program	Participants			Reported Gross Impact (MW)			
	IQ	PYTD	Phase II	IQ	PYTD	Phase II	Phase II- Q ⁹
Appliance Turn-In	2,118	2,118	8,924	0.24	0.24	1.02	1.02
Energy Efficient Products	49,040	49,040	294,372	0.90	0.90	3.61	3.61
Home Performance	-322	-322	244,805	5.63	5.63	0.80	0.80
Low Income / WARM	897	897	6,512	0.03	0.03	5.65	5.65
C/I Small Energy Efficient Equipment	96	96	488	0.37	0.37	2.18	2.18
C/I Small Energy Efficient Buildings	1,294	1,294	3,914	0.19	0.19	0.74	0.74
C/I Large Energy Efficient Equipment	19	19	77	0.43	0.43	2.49	2.49
C/I Large Energy Efficient Buildings	3	3	3	0.00	0.00	0.00	0.00
Government, & Institutional	4	4	21	0.02	0.02	0.13	0.13
TOTAL PORTFOLIO	53,149	53,149	559,116	7.82	7.82	16.63	16.63

⁹ Phase II cumulative demand impacts will reflect PY5 verified savings after completion of the PY5 annual report in November.

4 Summary of Finances

4.1 Portfolio Level Expenditures

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

Table 4-1: Summary of Portfolio Finances

	Quarter 1 (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$898	\$898	\$6,020
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$898	\$898	\$6,020
Design & Development	\$6	\$6	\$113
Administration, Management and Technical Assistance ^[1]	\$1,800	\$1,800	\$13,433
Marketing	\$350	\$350	\$1,401
Subtotal EDC Implementation Costs	\$2,156	\$2,156	\$14,948
EDC Evaluation Costs	\$137	\$137	\$319
SWE Audit Costs	-\$142	-\$142	\$608
Total EDC Costs^[2]	\$3,048	\$3,048	\$21,894
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

Negative values are the result of prior period adjustments in the current quarter and are reflected throughout the program level tables.

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

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

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

4 Total TRC Costs = Total EDC Costs + Participant Costs

4.2 Program Level Expenditures

Program-specific finances are shown in the following tables.

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

	Quarter 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$113	\$113	\$481
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$113	\$113	\$481
Design & Development	\$1	\$1	\$10
Administration, Management and Technical Assistance ^[1]	\$190	\$190	\$875
Marketing	\$56	\$56	\$251
Subtotal EDC Implementation Costs	\$247	\$247	\$1,136
EDC Evaluation Costs	\$3	\$3	\$10
SWE Audit Costs	-\$12	-\$12	\$53
Total EDC Costs^[2]	\$351	\$351	\$1,679
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$305	\$305	\$1,977
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$305	\$305	\$1,977
Design & Development	\$1	\$1	\$13
Administration, Management and Technical Assistance ^[1]	\$239	\$239	\$2,029
Marketing	\$69	\$69	\$265
Subtotal EDC Implementation Costs	\$309	\$309	\$2,307
EDC Evaluation Costs	\$10	\$10	\$27
SWE Audit Costs	-\$16	-\$16	\$71
Total EDC Costs^[2]	\$607	\$607	\$4,382
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$136	\$136	\$1,392
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$136	\$136	\$1,392
Design & Development	\$4	\$4	\$33
Administration, Management and Technical Assistance ^[1]	\$446	\$446	\$5,149
Marketing	\$98	\$98	\$316
Subtotal EDC Implementation Costs	\$547	\$547	\$5,498
EDC Evaluation Costs	\$13	\$13	\$32
SWE Audit Costs	-\$28	-\$28	\$175
Total EDC Costs^[2]	\$669	\$669	\$7,097
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$0	\$0	\$0
Design & Development	-\$1	-\$1	\$21
Administration, Management and Technical Assistance ^[1]	\$372	\$372	\$1,916
Marketing	\$10	\$10	\$50
Subtotal EDC Implementation Costs	\$381	\$381	\$1,987
EDC Evaluation Costs	\$18	\$18	\$88
SWE Audit Costs	-\$40	-\$40	\$113
Total EDC Costs^[2]	\$360	\$360	\$2,188
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

⁵ Negative values represent accounting adjustments from prior periods.

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

	Quarter 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$158	\$158	\$916
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$158	\$158	\$916
Design & Development	\$1	\$1	\$19
Administration, Management and Technical Assistance ^[1]	\$247	\$247	\$1,739
Marketing	\$50	\$50	\$248
Subtotal EDC Implementation Costs	\$299	\$299	\$2,005
EDC Evaluation Costs	\$30	\$30	\$56
SWE Audit Costs	-\$23	-\$23	\$100
Total EDC Costs^[2]	\$463	\$463	\$3,077
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$59	\$59	\$202
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$59	\$59	\$202
Design & Development	\$0	\$0	\$7
Administration, Management and Technical Assistance ^[1]	\$79	\$79	\$471
Marketing	\$25	\$25	\$97
Subtotal EDC Implementation Costs	\$104	\$104	\$574
EDC Evaluation Costs	\$4	\$4	\$8
SWE Audit Costs	-\$8	-\$8	\$36
Total EDC Costs^[2]	\$159	\$159	\$819
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$123	\$123	\$1,013
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$123	\$123	\$1,013
Design & Development	\$0	\$0	\$5
Administration, Management and Technical Assistance ^[1]	\$120	\$120	\$566
Marketing	\$22	\$22	\$175
Subtotal EDC Implementation Costs	\$142	\$142	\$646
EDC Evaluation Costs	\$50	\$50	\$84
SWE Audit Costs	\$-6	\$-6	\$25
Total EDC Costs^[2]	\$309	\$309	\$1,768
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$1	\$1	\$1
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$1	\$1	\$1
Design & Development	\$0	\$0	\$3
Administration, Management and Technical Assistance ^[1]	\$48	\$48	\$196
Marketing	\$10	\$10	\$29
Subtotal EDC Implementation Costs	\$58	\$58	\$227
EDC Evaluation Costs	\$7	\$7	\$9
SWE Audit Costs	\$-3	\$-3	\$14
Total EDC Costs^[2]	\$63	\$63	\$251
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 1 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$2	\$2	\$38
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$2	\$2	\$38
Design & Development	\$0	\$0	\$4
Administration, Management and Technical Assistance ^[1]	\$59	\$59	\$493
Marketing	\$9	\$9	\$70
Subtotal EDC Implementation Costs	\$68	\$68	\$567
EDC Evaluation Costs	\$2	\$2	\$2
SWE Audit Costs	\$-5	\$-5	\$23
Total EDC Costs^[2]	\$68	\$68	\$633
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

Negative values represent accrual reversals that are greater than the current period expense.
 Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.
 Costs shown above include startup expenses prior to June 1, 2013.
¹ Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance
² Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.
³ Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.
⁴ Total TRC Costs = Total EDC Costs + Participant Costs