

Quarterly Report to the Pennsylvania Public Utility Commission

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

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
April 15, 2015

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Acronyms

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

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

1 Overview of Portfolio

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

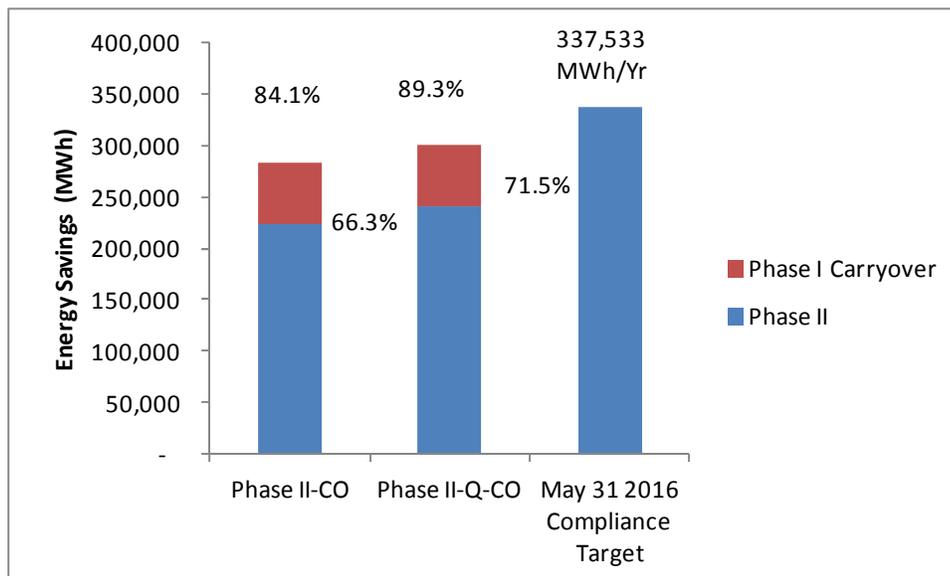
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for West Penn Power Company (West Penn Power or Company) in the 3rd quarter of Program Year 6 (PY6), defined as December 1, 2014 through February 28, 2015, as well as the cumulative accomplishments of the programs since inception of Phase II. This report also includes the energy savings carried over from Phase I that will be applied towards the Company’s savings compliance targets for Phase II. The Phase I carryover values as listed in this quarterly report are based on the Company’s Final Phase I report to the Commission.

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

1.1 Summary of Achievements

West Penn Power has achieved 71.5 percent of the May 31, 2016 energy savings compliance target, based on cumulative program inception to date (Phase II) reported gross energy savings¹, and 89.3 percent of the energy savings compliance target, based on Phase II-Q-CO² “(or Phase II-CO until verified savings are available for PY5) gross energy savings achieved through PY6Q3, as shown in Figure 1-1. (Phase II-Q)³ is also shown in Figure 1-1.

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



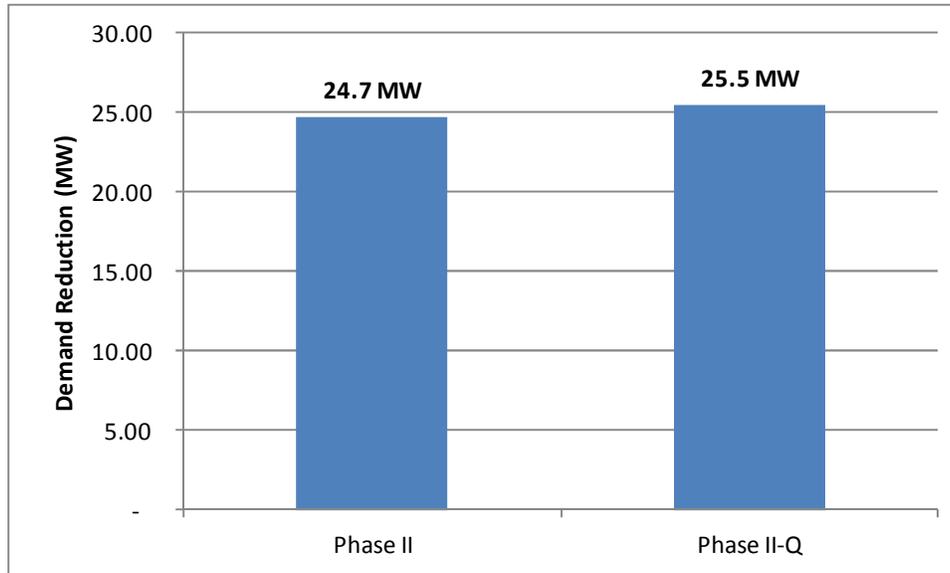
¹ Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

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

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

West Penn Power has achieved 25.5 MW of demand reduction through PY6Q3⁴.

Figure 1-2: Phase II Portfolio Demand Reduction



There are six broad groups of measures available to the low-income sector at no cost to the customer, compared to a total of 40 broad measure categories included in the Company’s EE&C Plan. These groups of measures offered to the low-income sector therefore comprise 15.0% of the total measures offered. As required by the Phase II goal, this exceeds the fraction of the electric consumption of the utility’s low-income households divided by the total electricity consumption in the West Penn Power territory which is 8.8%.⁵ The Phase II reported gross energy savings achieved in the low-income sector is 20,369 MWh/yr⁶; this is 9.1% percent of the Phase II total portfolio reported gross energy savings. This exceeds the goal of 4.5% of the Phase II savings.

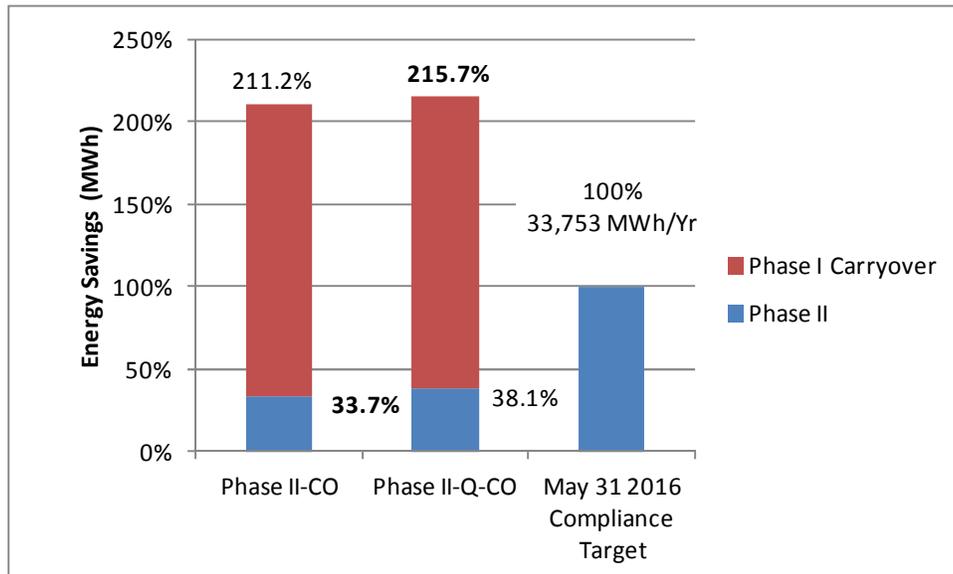
⁴ There is no compliance target for demand reduction in Phase II.

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

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

West Penn Power has also achieved 33.7% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and 215.7% of the target based on Phase II-Q-CO gross energy savings achieved through PY6Q3, as shown in Figure 1-3.

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



1.2 Program Updates and Findings

- Appliance Turn-in:**
 Residential participation is tracking to PY6 forecasts. Over 870 appliances were picked up and recycled during PY6Q3. New marketing materials launched in January 2015 focus on the convenience of appliance recycling and the financial benefits (rebates and electric savings). During this period, the Company continued to market the program through bill inserts, radio newspaper, and internet advertisements.
- Energy Efficient Products:**
 Program continues to track ahead of goal in West Penn Power primarily due to POS lighting sales and the consumer electronics program.
- Home Performance:**
 New Construction: During the quarter, 77 ENERGY STAR rated homes were completed under the program. In response to feedback from program participants, the Pennsylvania Energy Efficient New Homes Program launched a new incentive tier for homes built at or above 30% of code (February).

Online Audit: West Penn Power continues to send Energy Conservation Kits to customers as a result of completing an Online Audit. During PY6Q23 615 kits were delivered to West Penn Power customers.

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

Behavior Modification: Over 240,000 residential customers continue to receive Home Energy Reports with energy savings tips. Customers in West Penn Power received a “Winter of 68” module in reports focusing on energy saving by adjusting thermostats to 68 degrees in the winter months.

Opt-in Kits: During PY6Q3, 180 Opt-In Kits were delivered to customers in West Penn Power upon enrollment into the program. An e-mail was sent to customers in February promoting the program.

Schools Education and Kits: Final performances of the “Energized Guyz” for Phase II were completed in November 2014 and requested kits were shipped through January. Over 15,000 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 West Penn Power service territory during PY6Q3.

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

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

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

FirstEnergy was a sponsor of the Dollar Energy Fund (DEF) WARMathon, which raises money for the Energy Fuel Funds. DEF had the opportunity to provide information about West Penn Power's low income programs thru on-air interviews and radio spots throughout this event which was held January and February 2015.

Low Income Low Use: West Penn Power distributed energy savings CFLs at five low income events which were held throughout the West Penn Power service areas.

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

West Penn Power continues to receive and process applications under Phase II for this program. The On-line Application Portal that was launched in June 2014 has been accepted in the market place by customers and program allies. Through the end of September 2014, 99% of all applications received are through this Portal. The ICSP continues to provide direct assistance to customers that are unable to submit an online application. 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:**

To date, West Penn Power has shipped out 12,844 kits to customers in this program. The On-line Application Portal that was launched in June 2014 has been well accepted in the market place by customers and program allies. To increase participation in this program, the ICSP has developed a Building Program Guidelines 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.

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

West Penn Power continues to receive and process applications under Phase II. The On-line Application Portal that was launched in June 2014 has been well accepted in the market place by customers and program allies. Through the end of September 2014, 99% of all applications received are through this Portal. The ICSP continues to provide direct assistance to customers that are unable to submit an online application. Based on the year-to-date results, the ICSP has revised its 60-Day marketing plan to maintain the current momentum in this program.

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

West Penn Power has shipped out 222 kits to customers in this program. The On-line Application Portal that was launched in June 2014, has been well accepted in the market place by customers and program allies. To increase participation in this program, the ICSP has developed a Building Program Guidelines 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.

Government & Institutional:

West Penn Power continues to receive and process applications under Phase II. The bonus program that was launched ended at the end of September, 2014. To continue to build momentum from the first bonus program, Company launched a second bonus program that runs from November 1, 2014 through April 30, 2015. Through this new bonus program,

Company is offering an additional \$0.02/kWh saved for lighting and non-lighting projects.

The On-line Application Portal that was launched in June 2014 has been well received in the market place by customers and program allies. 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 will begin on-site verification work on smaller non-residential projects in April 2015.

Reporting Update Regarding the Home Energy Reports Program Component

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

2 Summary of Energy Impacts by Program

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

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

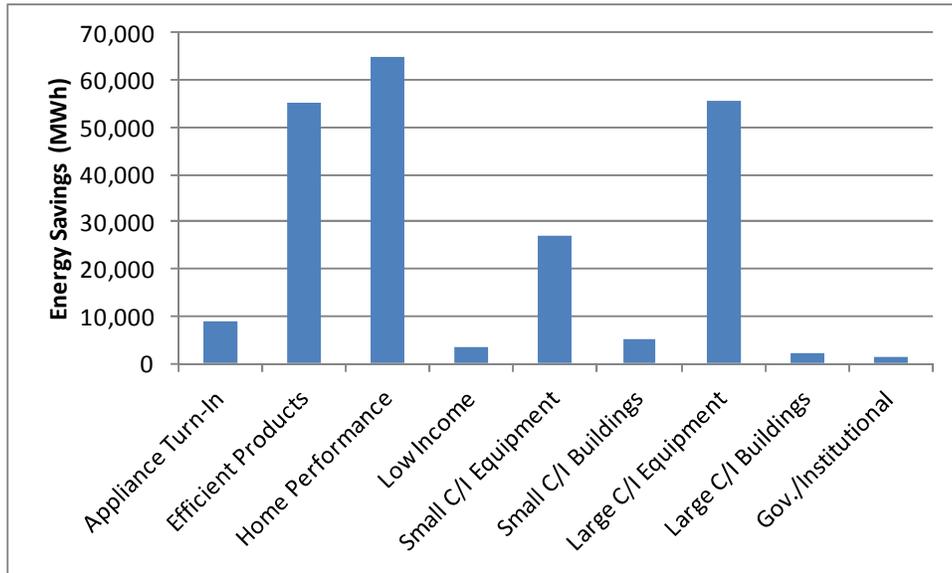
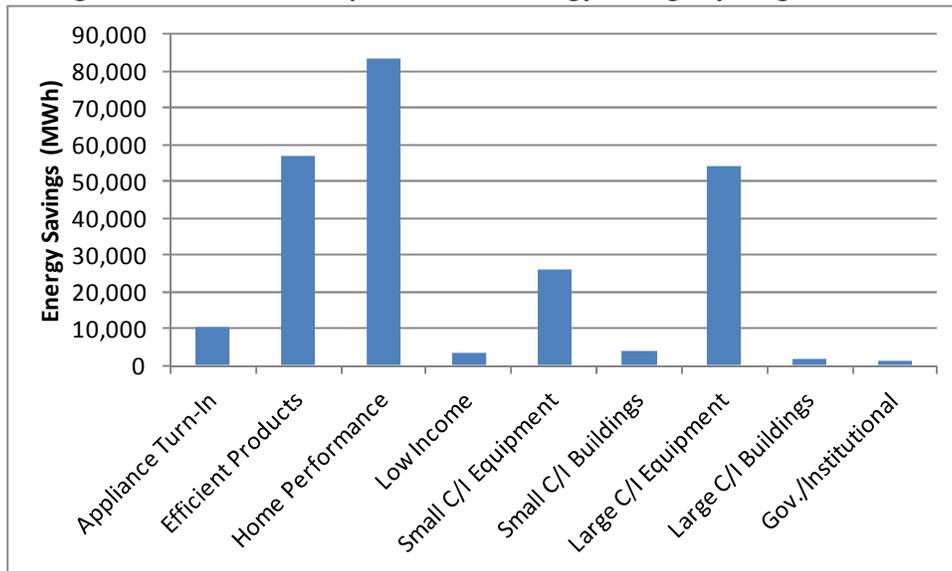


Figure 2-2: Phase II-Q Reported Gross Energy Savings by Program



A summary of energy impacts by program through PY6Q3 is presented in Table 2-1.

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

Program	Participants			Reported Gross Impact (MWh/Year)			
	IQ	PYTD	Phase II	IQ	PYTD	Phase II	Phase II-Q ⁷
Appliance Turn-In	879	4,812	11,618	680	3,761	9,108	10,625
Energy Efficient Products	69,515	178,051	423,383	6,743	19,055	55,304	56,855
Home Performance	-252	-7,088	229,011	12,698	31,173	64,951	83,434
Low Income / WARM	881	4,811	10,426	319	1,581	3,368	3,303
C/I Small Energy Efficient Equipment	150	407	788	4,762	12,991	27,022	26,156
C/I Small Energy Efficient Buildings	506	2,415	5,047	527	2,410	4,982	4,108
C/I Large Energy Efficient Equipment	35	88	142	23,049	37,647	55,716	53,965
C/I Large Energy Efficient Buildings	3	29	35	1,548	1,911	2,062	1,911
Government, & Institutional	2	10	27	78	459	1,292	1,069
TOTAL PORTFOLIO	71,719	183,535	680,477	50,404	110,989	223,805	241,426
Carry Over Savings from Phase I⁸							59,929
Total Phase II-Q-CO							301,355

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

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

3 Summary of Demand Impacts by Program

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

Figure 3-1: Phase II Demand Reduction by Program

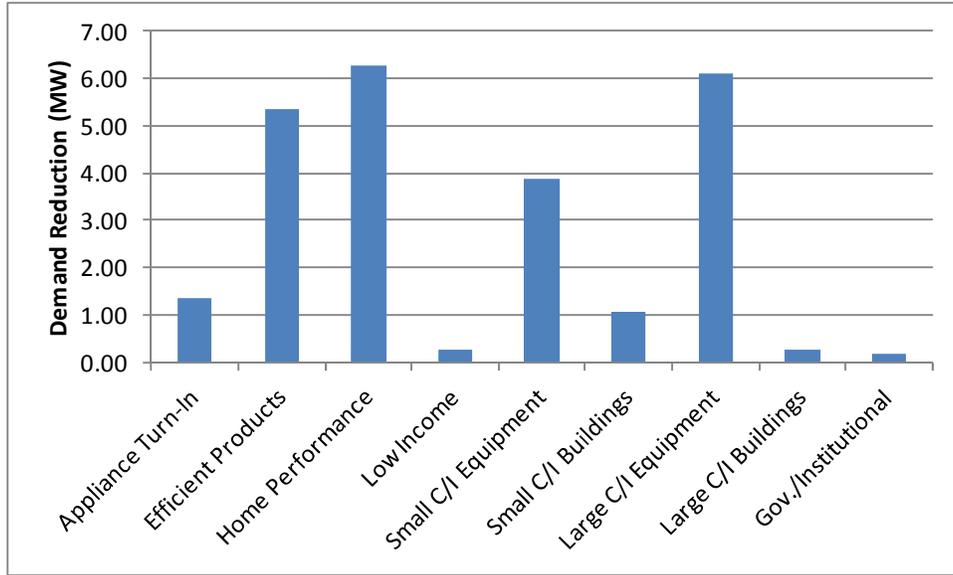
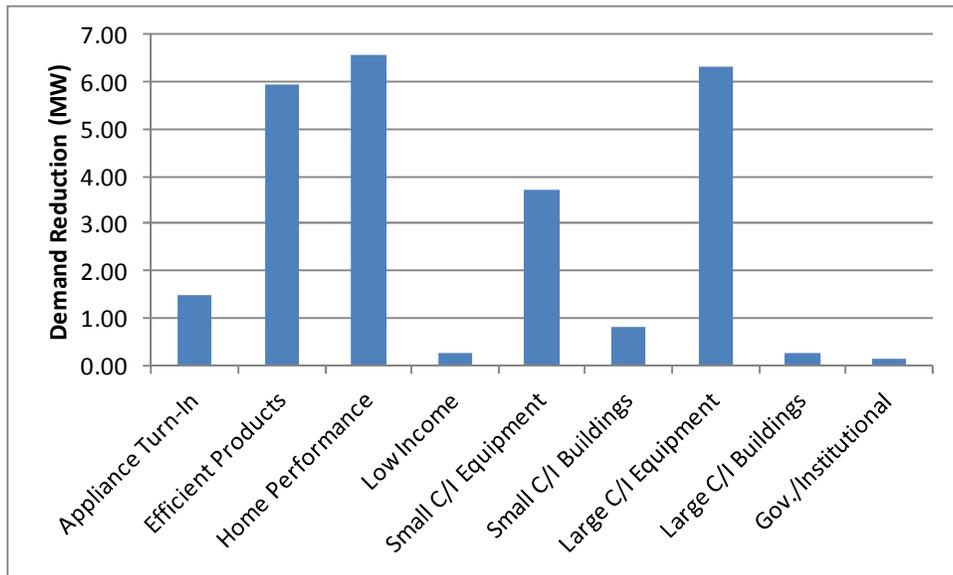


Figure 3-2: Phase II-Q Demand Reduction by Program



A summary of total demand reduction impacts by program through PY6Q3 is presented in Table 3-1.

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

Program	Participants			Reported Gross Impact (MW)			
	IQ	PYTD	Phase II	IQ	PYTD	Phase II	Phase II- Q ⁹
Appliance Turn-In	879	4,812	11,618	0.09	0.56	1.34	1.50
Energy Efficient Products	69,515	178,051	423,383	0.82	2.65	5.35	5.93
Home Performance	-252	-7,088	229,011	0.05	0.22	6.28	6.56
Low Income / WARM	881	4,811	10,426	0.04	0.16	0.28	0.27
C/I Small Energy Efficient Equipment	150	407	788	0.85	2.06	3.88	3.72
C/I Small Energy Efficient Buildings	506	2,415	5,047	0.07	0.52	1.08	0.81
C/I Large Energy Efficient Equipment	35	88	142	2.17	4.06	6.09	6.33
C/I Large Energy Efficient Buildings	3	29	35	0.24	0.27	0.28	0.27
Government, & Institutional	2	10	27	0.01	0.05	0.17	0.12
TOTAL PORTFOLIO	71,719	183,535	680,477	4.34	10.54	24.74	25.52

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

4 Summary of Finances

4.1 Portfolio Level Expenditures

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

Table 4-1: Summary of Portfolio Finances

	Quarter 3 (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$1,908	\$4,549	\$9,672
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$1,908	\$4,549	\$9,672
Design & Development	\$9	\$16	\$124
Administration, Management and Technical Assistance ^[1]	\$2,052	\$5,831	\$17,464
Marketing	\$204	\$760	\$1,811
Subtotal EDC Implementation Costs	\$2,265	\$6,607	\$19,399
EDC Evaluation Costs	\$151	\$445	\$627
SWE Audit Costs	\$162	\$236	\$986
Total EDC Costs^[2]	\$4,486	\$11,837	\$30,683
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 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$64	\$225	\$593
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$64	\$225	\$593
Design & Development	\$1	\$1	\$11
Administration, Management and Technical Assistance ^[1]	\$117	\$442	\$1,127
Marketing	\$32	\$127	\$322
Subtotal EDC Implementation Costs	\$149	\$570	\$1,459
EDC Evaluation Costs	\$7	\$14	\$21
SWE Audit Costs	\$14	\$20	\$85
Total EDC Costs^[2]	\$234	\$830	\$2,158
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 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$295	\$1,121	\$2,793
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$295	\$1,121	\$2,793
Design & Development	\$1	\$2	\$14
Administration, Management and Technical Assistance ^[1]	\$247	\$721	\$2,511
Marketing	\$33	\$136	\$332
Subtotal EDC Implementation Costs	\$281	\$859	\$2,857
EDC Evaluation Costs	\$39	\$66	\$83
SWE Audit Costs	\$19	\$27	\$114
Total EDC Costs^[2]	\$633	\$2,073	\$5,848
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$97	\$372	\$1,628
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$97	\$372	\$1,628
Design & Development	\$2	\$6	\$35
Administration, Management and Technical Assistance ^[1]	\$452	\$1,318	\$6,021
Marketing	\$21	\$131	\$349
Subtotal EDC Implementation Costs	\$476	\$1,455	\$6,406
EDC Evaluation Costs	\$15	\$39	\$58
SWE Audit Costs	\$46	\$80	\$283
Total EDC Costs^[2]	\$634	\$1,946	\$8,374
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$1	\$3	\$3
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$1	\$3	\$3
Design & Development	\$2	\$1	\$23
Administration, Management and Technical Assistance ^[1]	\$530	\$1,386	\$2,930
Marketing	\$10	\$31	\$71
Subtotal EDC Implementation Costs	\$542	\$1,418	\$3,024
EDC Evaluation Costs	\$28	\$63	\$133
SWE Audit Costs	\$31	\$32	\$184
Total EDC Costs^[2]	\$601	\$1,516	\$3,344
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

⁵ Negative values represent accounting adjustments from prior periods.

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$340	\$854	\$1,612
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$340	\$854	\$1,612
Design & Development	\$1	\$3	\$20
Administration, Management and Technical Assistance ^[1]	\$313	\$892	\$2,383
Marketing	\$53	\$157	\$354
Subtotal EDC Implementation Costs	\$367	\$1,051	\$2,758
EDC Evaluation Costs	\$22	\$83	\$110
SWE Audit Costs	\$27	\$39	\$162
Total EDC Costs^[2]	\$756	\$2,028	\$4,641
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$29	\$148	\$290
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$29	\$148	\$290
Design & Development	\$1	\$1	\$7
Administration, Management and Technical Assistance ^[1]	\$126	\$331	\$723
Marketing	\$23	\$72	\$144
Subtotal EDC Implementation Costs	\$150	\$404	\$874
EDC Evaluation Costs	\$3	\$13	\$16
SWE Audit Costs	\$9	\$14	\$58
Total EDC Costs^[2]	\$191	\$578	\$1,238
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$966	\$1,675	\$2,566
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$966	\$1,675	\$2,566
Design & Development	\$0	\$1	\$5
Administration, Management and Technical Assistance ^[1]	\$151	\$404	\$850
Marketing	\$13	\$48	\$101
Subtotal EDC Implementation Costs	\$164	\$452	\$956
EDC Evaluation Costs	\$34	\$138	\$172
SWE Audit Costs	\$7	\$10	\$40
Total EDC Costs^[2]	\$1,171	\$2,276	\$3,735
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$110	\$129	\$129
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$110	\$129	\$129
Design & Development	\$0	\$0	\$3
Administration, Management and Technical Assistance ^[1]	\$38	\$120	\$268
Marketing	\$7	\$25	\$45
Subtotal EDC Implementation Costs	\$46	\$146	\$316
EDC Evaluation Costs	\$3	\$23	\$24
SWE Audit Costs	\$4	\$5	\$23
Total EDC Costs^[2]	\$163	\$304	\$492
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$5	\$22	\$58
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$5	\$22	\$58
Design & Development	\$0	\$1	\$5
Administration, Management and Technical Assistance ^[1]	\$78	\$217	\$651
Marketing	\$12	\$33	\$94
Subtotal EDC Implementation Costs	\$90	\$251	\$750
EDC Evaluation Costs	\$1	\$6	\$8
SWE Audit Costs	\$6	\$9	\$37
Total EDC Costs^[2]	\$103	\$288	\$853
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