

Quarterly and Preliminary Annual Report to the Pennsylvania Public Utility Commission

**For the Period
March 1, 2014 through May 31, 2014
Program Year 5, Quarter 4**

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
July 15, 2014

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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	Conservation Service Provider or Curtailment 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
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. 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.

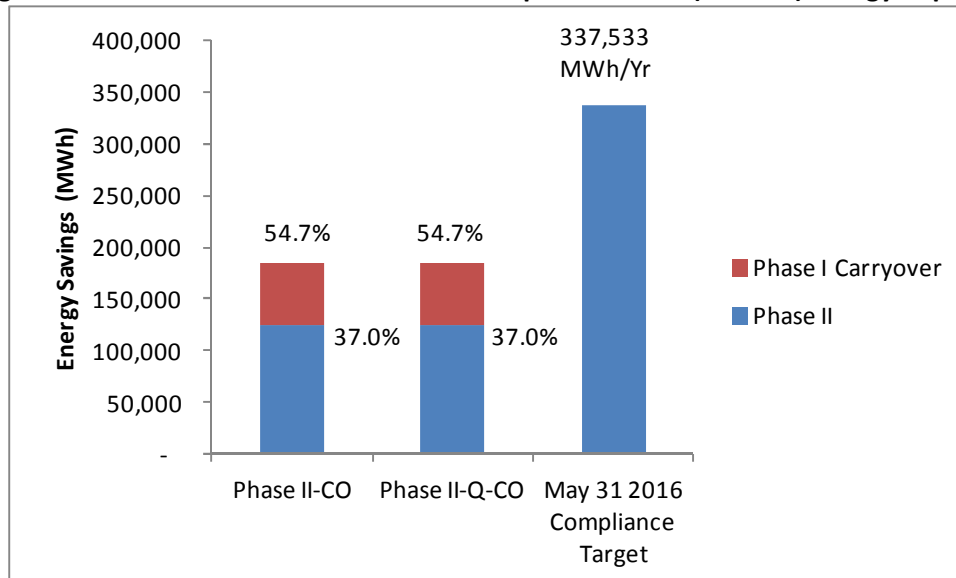
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for West Penn Power Company (West Penn Power or Company) in the 4th quarter of Program Year 5 (PY5), defined as March 1, 2014 through May 31, 2014, as well as the cumulative accomplishments of the programs since inception of Phase II. This report documents 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 the savings. The verified savings for PY5 will be reported in the annual report, to be filed November 15, 2014.

1.1 Summary of Achievements

West Penn Power has achieved 37.0 percent of the May 31, 2016 energy savings compliance target, based on cumulative program inception to date (Phase II) reported gross energy savings¹, and 54.7 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 PY5Q4, 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



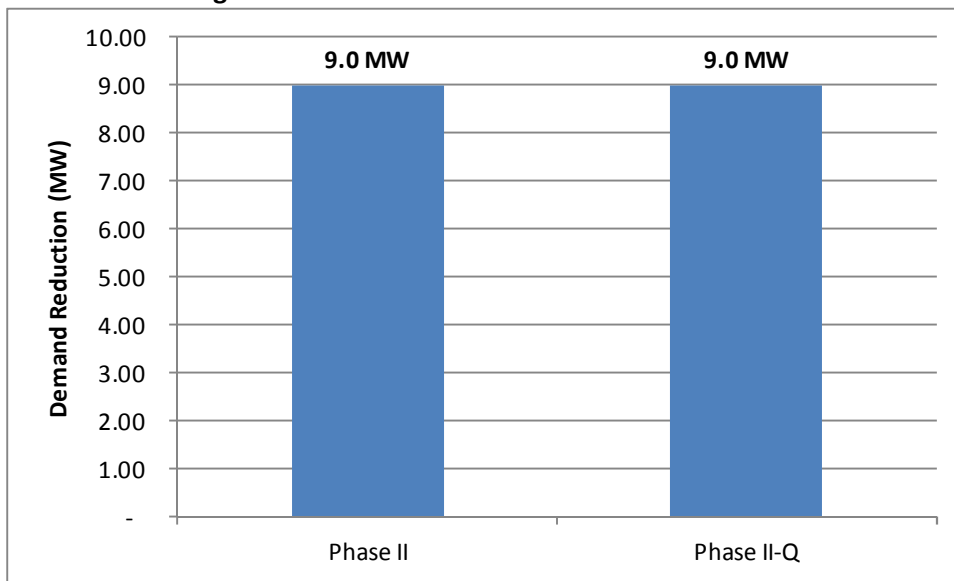
¹ Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

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 program year of Phase II (Program Year 5), Phase II-Q Savings and CPP2ITD Savings will be the same as no savings will be verified for Phase II until November, after the end of Program Year 5.

West Penn Power has achieved 9.0 MW of demand reduction through PY5Q4⁴.

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. 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 14,968 MWh/yr⁶; this is 12.0% 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 achieved 12.4% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and

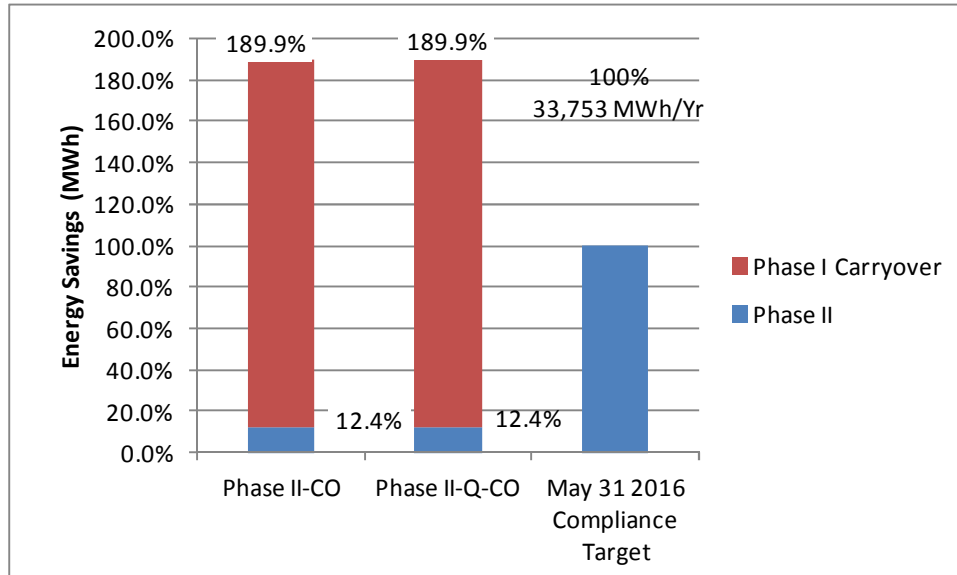
⁴ There is no compliance target for demand reduction in Phase II.

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 126 archetypal measures and 39 broad measure categories. For low-income reporting purposes, five 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. The survey instrument will be made available to SWE and other stakeholders for review.

189.9% 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 PY5Q4, as shown in Figure 1-3.

Figure 1-3: Government, Nonprofit, and Institutional Sectors⁷



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 and internet advertisements.
- Energy Efficient Products:**
 A direct mail piece was sent during Q4. Program is tracking ahead of goal in all four PA OPCOs primarily due to POS lighting sales and the consumer electronics program.
- Home Performance:**
 New Construction: Program participation is on pace to meet goals as of Q4.

Online Audit The Company continues to send Energy Conservation Kits to customers as a result of completing an Online Audit. During Q4, over 1,200 kits were sent to West Penn Power customers as a result of completing an Online Audit

⁷ GNI results are comprised of participating customers in the Company’s Government, Non-profit, and Institutional program, as well as GNI customers participating in the Company’s Small and Large Commercial and Industrial Equipment and building programs.

Comprehensive Audit: There are no changes to the Comprehensive Audit program for Q4. Program is tracking below goal primarily due to lack of participating contractors and customer participation in those territories. Continue to recruit new contractors into program and market program to customers.

Behavior Modification: The HVAC portion of the Energy Efficient Products Program was highlighted in April reports.

Opt-in Kits: During Q4, over 6,000 Opt In Kits were shipped to West Penn Power customer upon enrollment into the program.

Schools Kits: In April, the final performance of the Energized Guyz, a 25 minute performance about energy conservation, was performed for the 2013-2014 school year. Recruitment is underway to enroll schools for Fall 2014. During Q4, over 2,600 kits were sent as a result of the School Education Program in West Penn Power.

- **Low Income / WARM:**

WARM Extra Measures/WARM Plus: Three heat pump water heater Installations were completed in the FE service areas. Two heat pump water heater webinars for all WARM (LIURP) and WARM Plus contractors were held March 25 and 27, 2014. Also, a concentrated effort is underway to increase coordination efforts between the gas companies and all WARM and WARM Plus contractors in serving our customers.

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

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

Behavioral Modification Program: WARM (LIURP) marketing module was issued to targeted FE low income customers that are receiving the Home Energy Report.

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

This program has been in operation since June 1, 2013; Company continues to receive and process applications under Phase II. The new CSP has updated the program website, including the on-line application forms, and has incorporated new measures that were approved under Phase II. The CSP has also developed new marketing plan and outreach strategies to customer and trade allies. The trade ally team has already reached out to many of the trade allies that were active under Phase I.

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

This program has been in operation since June 1, 2013. To date, West Penn Power has sent 2,623 kits out to customers. The new CSP has updated the program website, including the on-line application forms, and has incorporated new measures that were approved under Phase II.

The CSP has developed new marketing plan and outreach strategies to reach market actors in this market segment.

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

This program has been in operation since June 1, 2013; Company continues to receive and process applications under Phase II. The new CSP has updated the program website, including the on-line application forms, and has incorporated new measures that were approved under Phase II. The CSP has also developed new marketing plan and outreach strategies to customer and trade allies. The trade ally team has already reached out to many of the trade allies that were active under Phase I.

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

This program has been in operation since June 1, 2013. However, to date, we have no approved projects in this program. The new CSP has updated the program website, including the on-line application forms, and has incorporated new measures that were approved under Phase II. The CSP has developed new marketing plan and outreach strategies to reach market actors in this market segment.

- **Government & Institutional:**

This program has been in operation since June 1, 2013; Company continues to receive and process applications under Phase II. The new CSP has updated the program website, including the on-line application forms, and has incorporated new measures that were approved under Phase II. The CSP has also developed new marketing plan and outreach strategies to customer and trade allies. The trade ally team has already 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**

The PY5 EM&V plan for each program was completed in early September. ADM has communicated to the Company's implementation staff the data collection requirements and calculation procedures outlined in the 2013 PA TRM for measures offered under each program. Nonresidential lighting projects with ex ante savings above 1,000 MWh and other nonresidential projects with ex ante savings above 500 MWh are sampled with certainty and evaluated on an ongoing basis by ADM. In January 2014 ADM made the first formal data request for C/I project documentation. In addition to up-front evaluations for the larger projects, ADM has conducted approximately 20 on-site visits from the initial sample. ADM has pulled a second sample from all projects that are in the tracking and reporting system as of this writing. Upon reviewing program activity in PY5Q4, ADM has decided to increase the level of evaluation rigor associated with CFL conservation kits mailed to C/I customers⁸. As a result, ADM will meter 100 to 150 additional facilities to establish hours of use and coincidence factors for CFLs installed in the nonresidential sector.

ADM has completed a desk review of CFL wattage equivalency for the upstream CFL program. ADM found general agreement between reported and verified impacts, and some minor differences between reported and verified parameters for certain lamps have been communicated with the Company's implementation team.

To date, ADM has completed approximately 1,700 online and telephone verification surveys (across the four FirstEnergy PA EDCs) for residential programs. The surveys are expected to continue through July

⁸ According to ADM's PY5 evaluation plan, groups of individual projects that are expected to have correlated realization rates may be promoted to "high-impact" measures, and would warrant evaluation at high level of rigor.

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

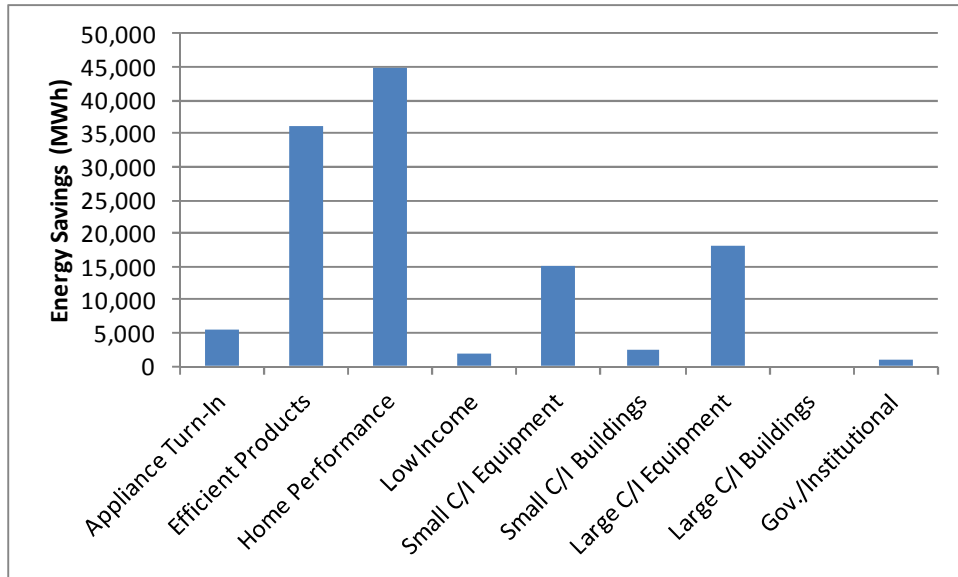
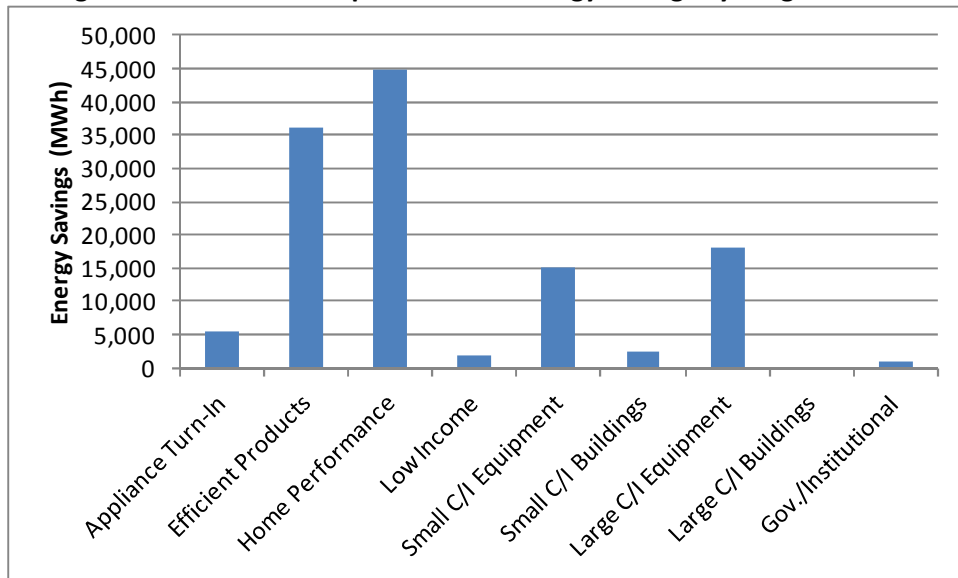


Figure 2-2: Phase II-Q Reported Gross Energy Savings by Program



A summary of energy impacts by program through PY5Q4 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
Appliance Turn-In	1,640	6,805	6,805	1,296	5,346	5,346	5,346
Energy Efficient Products	62,738	245,200	245,200	10,478	36,247	36,247	36,247
Home Performance	10,008	26,313	26,313	13,498	44,739	44,739	44,739
Low Income / WARM	1,139	5,615	5,615	392	1,792	1,792	1,792
C/I Small Energy Efficient Equipment	184	388	388	8,591	15,121	15,121	15,121
C/I Small Energy Efficient Buildings	2,623	2,623	2,623	2,513	2,513	2,513	2,513
C/I Large Energy Efficient Equipment	41	48	48	14,291	17,975	17,975	17,975
C/I Large Energy Efficient Buildings	0	0	0	0	0	0	0
Government, & Institutional	30	38	38	836	1,055	1,055	1,055
TOTAL PORTFOLIO	78,403	287,030	287,030	51,894	124,786	124,786	124,786
Carry Over Savings from Phase I ⁹							59,929
Total Phase II-Q-CO							184,715

⁹ The Phase I carryover values as listed in this quarterly report are preliminary and are based on verified impacts reported in the Company's Final Phase I report to the Commission.

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

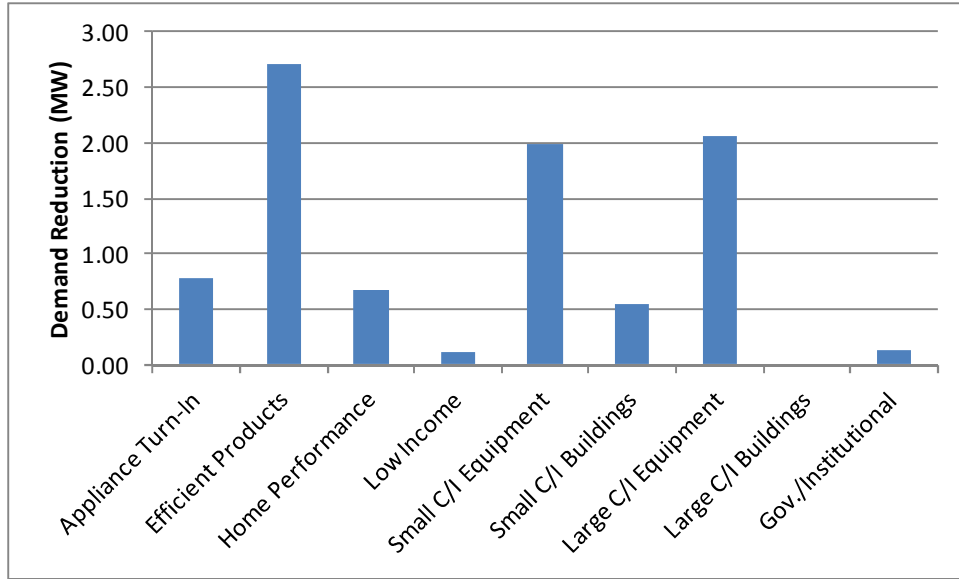
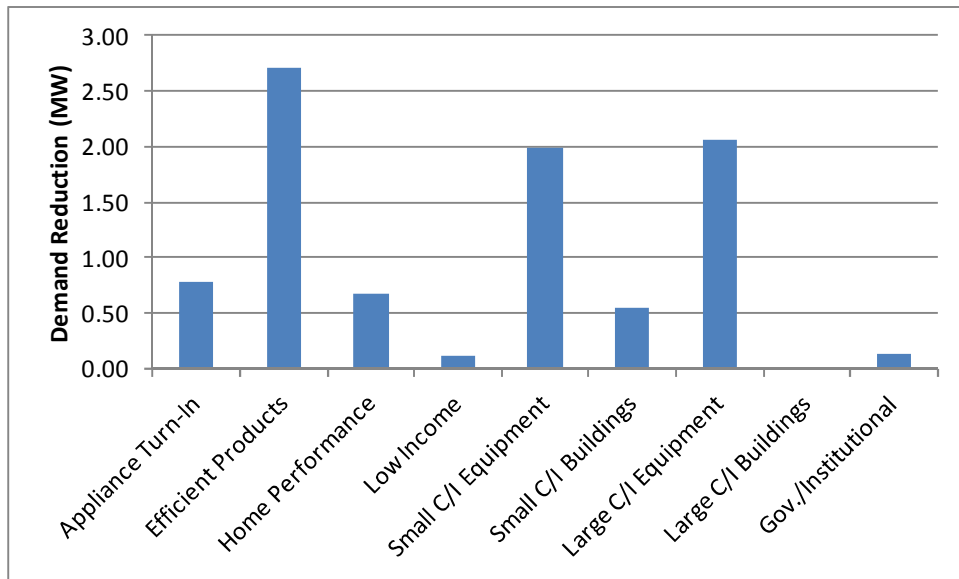


Figure 3-2: Phase II-Q Demand Reduction by Program



A summary of total demand reduction impacts by program through PY5Q4 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
Appliance Turn-In	1,640	6,805	6,805	0.19	0.78	0.78	0.78
Energy Efficient Products	62,738	245,200	245,200	0.92	2.70	2.70	2.70
Home Performance	10,008	26,313	26,313	0.25	0.67	0.67	0.67
Low Income / WARM	1,139	5,615	5,615	0.03	0.11	0.11	0.11
C/I Small Energy Efficient Equipment	184	388	388	0.97	1.99	1.99	1.99
C/I Small Energy Efficient Buildings	2,623	2,623	2,623	0.55	0.55	0.55	0.55
C/I Large Energy Efficient Equipment	41	48	48	1.64	2.06	2.06	2.06
C/I Large Energy Efficient Buildings	0	0	0	0.00	0.00	0.00	0.00
Government, & Institutional	30	38	38	0.10	0.13	0.13	0.13
TOTAL PORTFOLIO	78,403	287,030	287,030	4.65	9.00	9.00	9.00

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 (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$2,155	\$5,124	\$5,124
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$2,155	\$5,124	\$5,124
Design & Development	\$5	\$108	\$108
Administration, Management and Technical Assistance ^[1]	\$3,377	\$11,632	\$11,632
Marketing	\$263	\$1,051	\$1,051
Subtotal EDC Implementation Costs	\$3,645	\$12,791	\$12,791
EDC Evaluation Costs	\$104	\$181	\$181
SWE Audit Costs	\$250	\$750	\$750
Total EDC Costs^[2]	\$6,154	\$18,846	\$18,846
Participant Costs^[3]	\$0	\$0	\$0
Total TRC Costs^[4]			
NOTES			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.</i>			
<i>Costs shown above include startup expenses prior to June 1, 2013.</i>			
¹ Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$92	\$368	\$368
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$92	\$368	\$368
Design & Development	\$0	\$9	\$9
Administration, Management and Technical Assistance ^[1]	\$159	\$685	\$685
Marketing	\$46	\$194	\$194
Subtotal EDC Implementation Costs	\$205	\$889	\$889
EDC Evaluation Costs	\$4	\$6	\$6
SWE Audit Costs	\$22	\$65	\$65
Total EDC Costs^[2]	\$322	\$1,328	\$1,328
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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$267	\$1,672	\$1,672
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$267	\$1,672	\$1,672
Design & Development	\$1	\$13	\$13
Administration, Management and Technical Assistance ^[1]	\$350	\$1,790	\$1,790
Marketing	\$36	\$196	\$196
Subtotal EDC Implementation Costs	\$386	\$1,999	\$1,999
EDC Evaluation Costs	\$10	\$17	\$17
SWE Audit Costs	\$29	\$87	\$87
Total EDC Costs^[2]	\$692	\$3,775	\$3,775
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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$491	\$1,256	\$1,256
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$491	\$1,256	\$1,256
Design & Development	\$1	\$29	\$29
Administration, Management and Technical Assistance ^[1]	\$1,724	\$4,703	\$4,703
Marketing	\$42	\$219	\$219
Subtotal EDC Implementation Costs	\$1,767	\$4,951	\$4,951
EDC Evaluation Costs	\$11	\$20	\$20
SWE Audit Costs	\$67	\$202	\$202
Total EDC Costs^[2]	\$2,336	\$6,429	\$6,429
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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 4 (\$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	\$1	\$22	\$22
Administration, Management and Technical Assistance ^[1]	\$451	\$1,543	\$1,543
Marketing	\$10	\$40	\$40
Subtotal EDC Implementation Costs	\$462	\$1,604	\$1,604
EDC Evaluation Costs	\$29	\$70	\$70
SWE Audit Costs	\$51	\$152	\$152
Total EDC Costs^[2]	\$543	\$1,828	\$1,828
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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$428	\$758	\$758
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$428	\$758	\$758
Design & Development	\$1	\$18	\$18
Administration, Management and Technical Assistance ^[1]	\$275	\$1,384	\$1,384
Marketing	\$45	\$180	\$180
Subtotal EDC Implementation Costs	\$321	\$1,581	\$1,581
EDC Evaluation Costs	\$19	\$26	\$26
SWE Audit Costs	\$41	\$123	\$123
Total EDC Costs^[2]	\$808	\$2,489	\$2,489
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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$142	\$142	\$142
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$142	\$142	\$142
Design & Development	\$0	\$6	\$6
Administration, Management and Technical Assistance ^[1]	\$48	\$202	\$202
Marketing	\$28	\$41	\$41
Subtotal EDC Implementation Costs	\$77	\$250	\$250
EDC Evaluation Costs	\$2	\$4	\$4
SWE Audit Costs	\$15	\$44	\$44
Total EDC Costs^[2]	\$235	\$440	\$440
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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$699	\$890	\$890
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$699	\$890	\$890
Design & Development	\$0	\$4	\$4
Administration, Management and Technical Assistance ^[1]	\$239	\$790	\$790
Marketing	\$41	\$108	\$108
Subtotal EDC Implementation Costs	\$280	\$902	\$902
EDC Evaluation Costs	\$28	\$34	\$34
SWE Audit Costs	\$10	\$31	\$31
Total EDC Costs^[2]	\$1,017	\$1,857	\$1,857
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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 4 (\$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	\$0	\$2	\$2
Administration, Management and Technical Assistance ^[1]	\$56	\$223	\$223
Marketing	\$13	\$31	\$31
Subtotal EDC Implementation Costs	\$70	\$256	\$256
EDC Evaluation Costs	\$1	\$2	\$2
SWE Audit Costs	\$6	\$17	\$17
Total EDC Costs^[2]	\$76	\$275	\$275
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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 4 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$36	\$36	\$36
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$36	\$36	\$36
Design & Development	\$0	\$4	\$4
Administration, Management and Technical Assistance ^[1]	\$75	\$313	\$313
Marketing	\$2	\$42	\$42
Subtotal EDC Implementation Costs	\$77	\$359	\$359
EDC Evaluation Costs	\$1	\$2	\$2
SWE Audit Costs	\$9	\$28	\$28
Total EDC Costs^[2]	\$124	\$425	\$425
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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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