

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

**For the Period  
June 1, 2012 through August 31, 2012  
Program Year 4, Quarter 1**

For Pennsylvania Act 129 of 2008  
Energy Efficiency and Conservation Plan

Prepared by ADM Associates, Inc.

For

Pennsylvania Power Company

October 15, 2012

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## Acronyms

C & I	Commercial and Industrial
CATI	Computer-Aided Telephone Interview
CFL	Compact Fluorescent Lamp
CPITD	Cumulative Program/Portfolio Inception to Date
CPITD-Q	Cumulative Program/Portfolio Inception through Current Quarter
CVR	Conservation Voltage Reduction
CVRf	Conservation Voltage Reduction factor
DLC	Direct Load Control
EDC	Electric Distribution Company
EE&C	Energy Efficiency and Conservation
EM&V	Evaluation, Measurement, and Verification
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
PUC	Public Utility Commission
PY1	Program Year 2009
PY2	Program Year 2010
PY3	Program Year 2011
PY4	Program Year 2012
PY4TD	Program/Portfolio Year Three 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. Each EDC submitted energy efficiency and conservation (EE&C) plans—which were approved by the Pennsylvania Public Utility Commission (PUC)—pursuant to these goals. This report documents the progress and effectiveness of the EE&C accomplishments for Pennsylvania Power Company (“Penn Power” or “Company”) in the fourth quarter of Program Year Four (PY4) defined as June 1, 2012 through August 31, 2012, as well as the cumulative accomplishments of the programs since inception.

### Other Observations and Risks That May Affect Portfolio Success

The Company continues to have ongoing concerns about its ability to achieve the 4½ percent demand reduction target based on: (i) the magnitude of the MW goal; (ii) customers’ ability and willingness to curtail sufficient load for approximately 20 days within a four month window specific to the top 100 hours; (iii) the Company’s ability to accurately forecast when the top 100 hours will occur recognizing weather and economic factors; and (iv) budget constraints which limit the Company’s ability to overcome forecasting and participation risks.

Regarding the budget constraint, in the implementation order for Phase II of Act 129, the Commission has recognized the imbalance among EDCs regarding the amount of funding available to meet the Phase I goals.

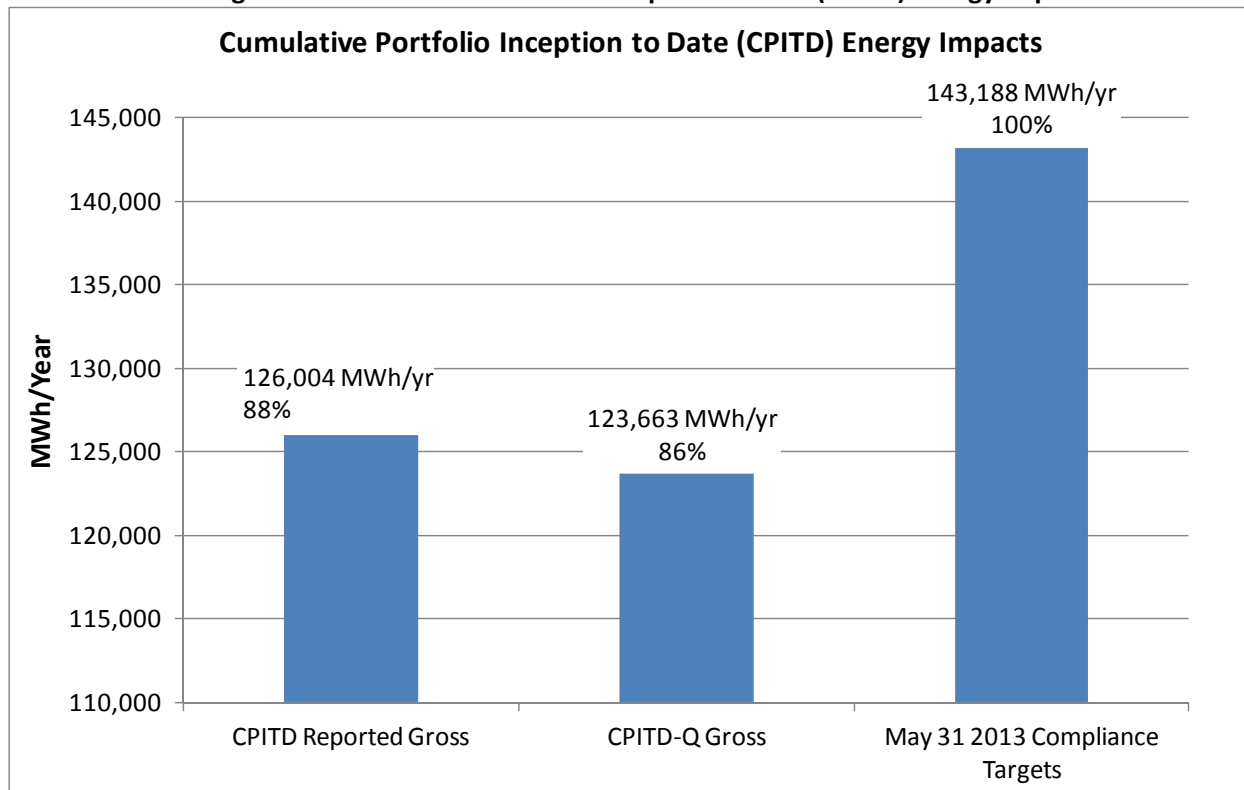
Additionally, given the current economic conditions and their impact on government and institutional budgets, achieving 10% of Act 129 target savings from Federal/State/local/municipal governments, school districts, institutions of higher education, and nonprofit entities may prove challenging.

Notwithstanding these difficulties, the Company is diligently working with its implementation and evaluation Conservation Service Providers (“CSPs”) to evaluate current programs and identify the most effective and economic approach for achieving Act 129 targets.

## 1.1 Summary of Achievements

Penn Power has achieved 86 percent of the May 31, 2013 energy savings compliance target, based on cumulative program inception to date (CPITD) reported gross energy savings<sup>1</sup>, and 84 percent of the energy savings compliance target, based on CPITD gross energy savings achieved through Quarter 1 (CPITD-Q)<sup>2</sup>, as shown in **Figure 1-1**.

**Figure 1-1 Cumulative Portfolio Inception to Date (CPITD) Energy Impacts**

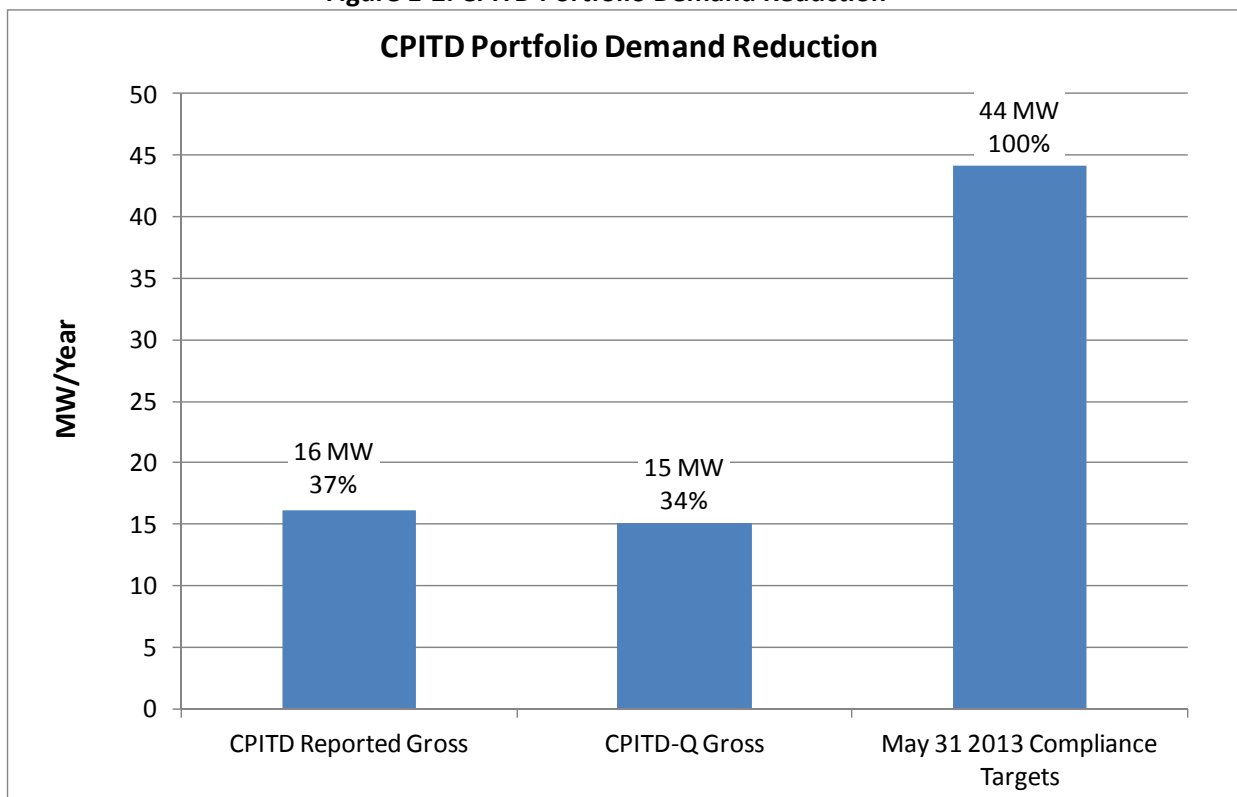


<sup>1</sup> CPITD Reported Gross Savings = CPITD Reported Gross Savings through PY3 + PYTD Reported Gross Savings. All savings reported as CPITD reported gross savings are computed this way.

<sup>2</sup> CPITD-Q Gross Savings = CPITD Verified Gross Savings through PY2 + (PY3 + PYTD) Reported Gross Savings. All savings reported as CPITD-Q gross savings are computed this way. CPITD-Q savings provide the best available estimate of savings achieved through the current quarter. CPITD Verified Gross Savings will be reported in the annual report.

Penn Power has achieved 37 percent of the May 31, 2013 demand reduction compliance target, based on CPITD reported gross demand reduction and 34 percent of the demand reduction compliance target based on CPITD gross demand reduction achieved through Quarter 1 (CPITD-Q)<sup>3</sup>, as shown in **Figure 1-2**<sup>4</sup>.

**Figure 1-2. CPITD Portfolio Demand Reduction**



There are 7 measures available to the low-income sector. The measures offered to the low-income sector therefore comprise 17 percent of the total measures offered. As required by Act 129, this exceeds the fraction of the electric consumption of the utility’s low-income households divided by the total

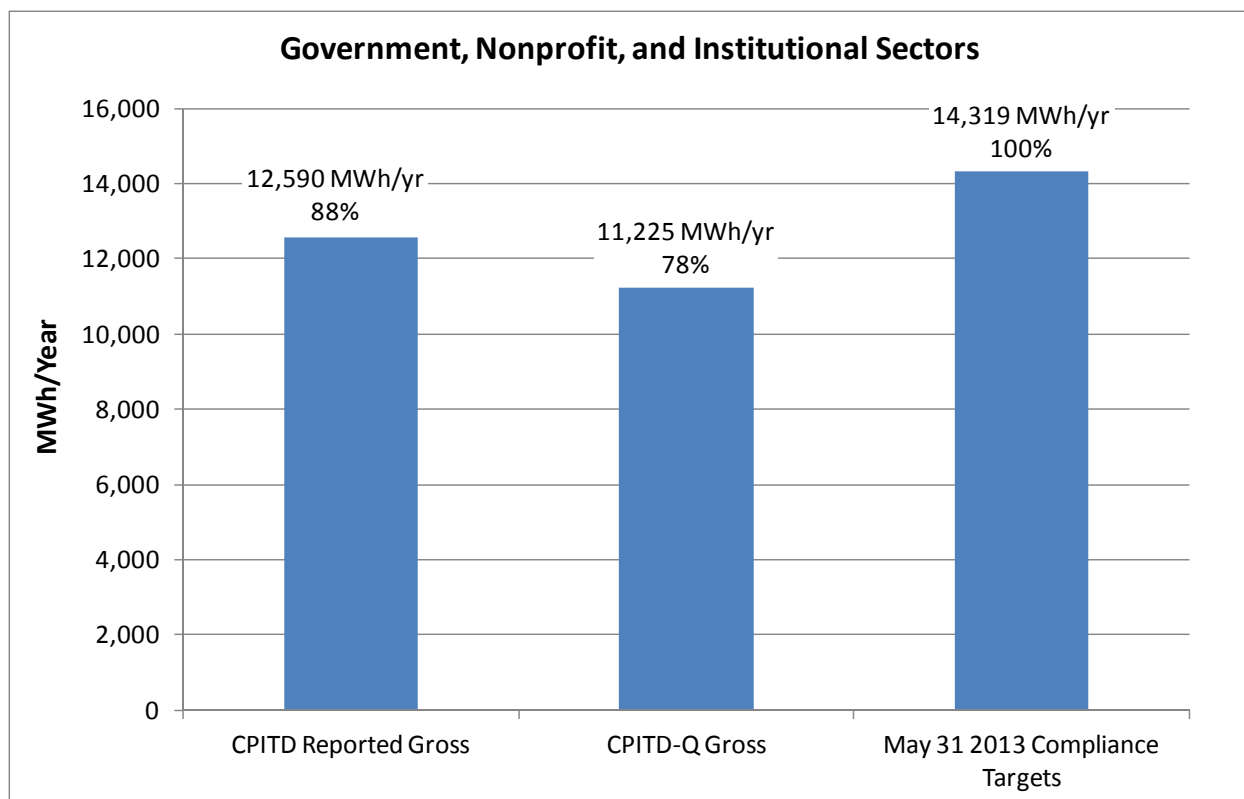
<sup>3</sup> CPITD-Q Gross Savings = CPITD Verified Gross Savings through PY2 + (PY3 + PYTD) Reported Gross Savings. All savings reported as CPITD-Q gross savings are computed this way. CPITD-Q savings provide the best available estimate of savings achieved through the current quarter. CPITD Verified Gross Savings will be reported in the annual report.

<sup>4</sup> These figures only include contributions from Energy Efficiency programs.

electricity consumption in the Penn Power territory. (11 percent).<sup>5</sup> The CPITD reported gross energy savings achieved in the low-income sector is 15,975 MWh/yr; this is 13 percent of the CPITD total portfolio reported gross energy savings.

Penn Power achieved 88 percent of the May 31, 2013, energy reduction compliance target for government, nonprofit and institutional sector, based on CPITD reported gross energy savings, and 78 percent of the target based on CPITD gross energy savings achieved through Quarter 1 (CPITD-Q)<sup>6</sup>, as shown in **Figure 1-3**.

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



<sup>5</sup> Act 129 includes a provision requiring electric distribution companies to offer a number of energy efficiency measures to low-income households that are “proportionate to those households’ share of the total energy usage in the service territory.” 66 Pa.C.S. §2806.1(b)(i)(G). The legislation contains no provisions regarding targets for participation, or energy or demand savings.

<sup>6</sup> CPITD-Q Gross Savings = CPITD Verified Gross Savings through PY2 + (PY3 + PYTD) Reported Gross Savings. All savings reported as CPITD-Q gross savings are computed this way. CPITD-Q savings provide the best available estimate of savings achieved through the current quarter. CPITD Verified Gross Savings will be reported in the annual report.

## 1.2 Program Updates and Findings

- **Residential Demand Reduction Program:** The program began operation starting June 1 with curtailment events being called based on forecasted Top 100 hour days. The program will continue to operate through September 30, 2012.
- **Residential Home Energy Audits and Outreach Program:** There were no changes to this program during PY4 Q1.
- **Residential Appliance Turn-In Program:** There were no changes to this program during PY4 Q1.
- **Residential Energy Efficiency HVAC Program:** There were no changes to this program during PY4 Q1.
- **Residential Energy Efficient Products Program:** There were no changes to this program during PY4 Q1.
- **Residential New Construction Program:** There were no changes to this program during PY4 Q1.
- **Residential Behavioral Modification and Education Program:** The first of seven reports were mailed to selected participants in August 2012.
- **Residential Multiple Family Program:** There were no changes to this program during PY4Q1.
- **Residential Low-Income (WARM) Programs;** Penn Power Plus closed at the end of January 2012 and Extra Measures closed in March 2012.
- **Commercial / Industrial Small Sector Equipment Program:** There were no changes to this program during PY4 Q1.
- **Commercial / Industrial Large Sector Performance Contracting / Equipment Program:** There were no changes to this program during PY4 Q1.
- **Commercial / Industrial Large Sector Demand Response Program – CSP Mandatory and Voluntary Curtailment Program (“PJM Demand Response”):** The program began operation starting June 1 with curtailment events being called based on forecasted Top 100 hour days. The program will continue to operate through September 30, 2012.
- **Governmental / Non-Profit Street Lighting Program:** There were no changes to this program during PY4 Q1.
- **Governmental / Non-Profit Program:** There were no changes to this program during PY4 Q1.
- **Governmental / Remaining Non-Profit Program:** There were no changes to this program during PY4 Q1.



### 1.3 Evaluation Updates and Findings

- **Residential Demand Reduction Program**

The program has run its course for the top 100 hours and the results will be evaluated in the coming months. No impacts are reported for PY4 Q1.

- **Residential Home Energy Audits and Outreach Program**

This program has three distinct components: (i) conservation kits sent to customers that complete online or telephone home energy audits; (ii) direct installation of low cost measures; and (iii), comprehensive walk through audits with direct installation of low-cost measures coupled with incentives on capital cost improvements. The conservation kits have accounted for nearly all of the program impacts in PY4.

**Table 1.3.1 Residential Home Energy Audits and Outreach Program Evaluation Summary**

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Conservation Kits	Conduct up to 23 on-site visits and several hundred online surveys.	PY4 evaluation will begin in November.
Direct Install of Low-Cost Measures	Sample once for entire PY4, conduct engineering review and verification surveys.	PY4 evaluation will begin in November.
Whole House Comprehensive Audits with Capital Cost Measures Installed	Sample once for entire PY4, conduct engineering review and verification surveys.	PY4 evaluation will begin in November.

- **Residential Appliance Turn-In Program**

A tracking system review has found that some rebates in early PY4 have been entered in the tracking system with the PY2 TRM savings. A minor adjustment is expected as the “gross verified” savings will be recalculated with the PY4 TRM in the PY4 annual report.

**Table 1.3.2 Residential Appliance Turn-In Program Evaluation Summary**

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Refrigerator	Tracking System/TRM Review Verification Surveys	PY4 evaluation will begin in November.
Freezer		
Room air conditioner		

- **Residential Energy Efficiency HVAC Program**

The sampling scheme for this program includes four qualitative strata. Evaluation activities for the strata are listed below.

**Table 1.3.3 Residential Energy Efficiency HVAC Program Evaluation Summary**

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Air Source Heat Pump	Invoice + calculation review (large sample) On-Site inspection (smaller sample)	PY4 evaluation will begin in November.
Ground Source Heat Pump	Invoice + calculation review (large sample) On-Site inspection (smaller sample)	
Central Air Conditioning	Invoice + calculation review (large sample) On-Site inspection (smaller sample)	
HVAC tune-ups	Invoice + calculation review (large sample) Telephone Verification Survey (smaller sample)	

- **Residential Energy Efficient Products Program**

The sampling scheme for this program includes several qualitative strata for lighting and appliances. Evaluation activities for the strata are listed below.

**Table 1.3.4 Residential Energy Efficient Products Program Evaluation Summary**

Program Component	Evaluation Activities Planned	Evaluation Activities Status
CFL Buydowns	Invoice + calculation review	PY4 evaluation will begin in November.
CFL Giveaways	Invoice + calculation review	
Appliances	Invoice + calculation review (large sample, stratified by appliance type) On-Site inspection (smaller sample, focus on clothes washers)	

- **Residential New Construction Program:**

This program accounts for less than 1% of the PYTD portfolio impacts.

**Table 1.3.5 Residential New Construction Program Evaluation Summary**

Program Component	Evaluation Activities Planned	Evaluation Activities Status
New Homes	Stratified Sample REM/Rate modeling and calculation review (largest sample) Implementer QC Inspection review (smaller sample) On-Site inspection (smallest sample)	PY4 evaluation will begin in November.

- **Residential Behavioral Modification and Education Program**

Program launch is underway. No impacts are reported for PY4 Q1.

- **Residential Multiple Family Program**

This program accounts for less than 1% of the PYTD portfolio impacts. The program recruits multifamily housing management or maintenance staff to distribute or install conservation kits that contain CFLs and LED night lights. The evaluation sample is stratified with multifamily housing complexes as the sampling units.

**Table 1.3.6 Residential Multiple Family Program Evaluation Summary**

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Conservation Kits	Telephone Verification Surveys	PY4 evaluation will begin in November.

- **Residential Low-Income (WARM) Programs**

For the PY4 evaluation, ADM will conduct billing analysis of all WARM Plus participants from PY2. The results of the billing analysis will be averaged with the 2009 and 2008 LIURP evaluation report findings to develop deemed savings for the PY4 installations.

**Table 1.3.7 Residential Low-Income (WARM) Programs Evaluation Summary**

Program Component	Evaluation Activities Planned	Evaluation Activities Status
WARM Plus	Billing analysis planned on PY3 participants.	PY4 evaluation will begin in November.
WARM Extra Measures	Invoice + calculation review	PY4 evaluation will begin in November.

- **Commercial / Industrial Small Sector Equipment Program**

This program offers energy efficiency measures to small commercial/industrial customers. The impact evaluation utilizes stratified sampling. First, the population is stratified into qualitative strata that consist of standardized measure groups as listed below. Each qualitative stratum may contain several quantitative strata based on the expected magnitude of the impacts. The sample sizes are based on past program experience regarding the variability of the realization rates for sampled projects.

**Table 1.3.8 Commercial / Industrial Small Sector Equipment Program Evaluation Summary**

Program Component	Evaluation Activities Planned	Evaluation Activities Status
“Non-Standard Lighting for Business” Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.
“Standard Lighting for Business” Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.
Prescriptive HVAC, Motor, and Refrigeration Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.
Custom Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.

- **Commercial / Industrial Large Sector Performance Contracting / Equipment Program**

This program offers similar measures as the Small C/I and Government Equipment programs. The evaluation approach for this program is similar to the one employed for the Small C/I program.

**Table 1.3.9 Commercial / Industrial Large Sector Equipment Program Evaluation Summary**

Program Component	Evaluation Activities Planned	Evaluation Activities Status
“Non-Standard Lighting for Business” Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.
“Standard Lighting for Business” Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.
Prescriptive HVAC, Motor, and Refrigeration Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.
Custom Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.

- **Commercial / Industrial Large Sector Demand Response Program – CSP Mandatory and Voluntary Curtailment Program (“PJM Demand Response”)**

The program is operational and will generate demand reductions in PY4Q1 and PY4Q2. No impacts are reported for PY4 Q1.

- **Governmental / Non-Profit Street Lighting Program**

This program accounts for less than 1% of the PYTD portfolio impacts.

**Table 1.3.10 Governmental / Non-Profit Street Lighting Program Evaluation Summary**

Program Component	Evaluation Activities Planned	Evaluation Activities Status
“Street and Area Lights” Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.

- **Governmental / Non-Profit Program:**

This program accounts for less than 1% of the PYTD portfolio impacts.

**Table 1.3.11 Governmental / Non-Profit Program Evaluation Summary**

Program Component	Evaluation Activities Planned	Evaluation Activities Status
“Non-Standard Lighting for Business” Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.
“Standard Lighting for Business” Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.
Prescriptive HVAC, Motor, and Refrigeration Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.
Custom Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.

- **Governmental / Remaining Non-Profit Program:**

This program offers similar measures as the Large and Small C/I Equipment programs. The evaluation approach for this program is similar to the one employed for the Small C/I program.

**Table 1.3.11 Governmental / Remaining Non-Profit Program Evaluation Summary**

Program Component	Evaluation Activities Planned	Evaluation Activities Status
“Non-Standard Lighting for Business” Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.
“Standard Lighting for Business” Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.
Prescriptive HVAC, Motor, and Refrigeration Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.
Custom Applications	Stratified sampling and on-site visits	PY4 evaluation will begin in November.

## 2 Summary of Energy Impacts by Program

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

**Figure 2-1. CPITD Reported Gross Energy Savings by Program**

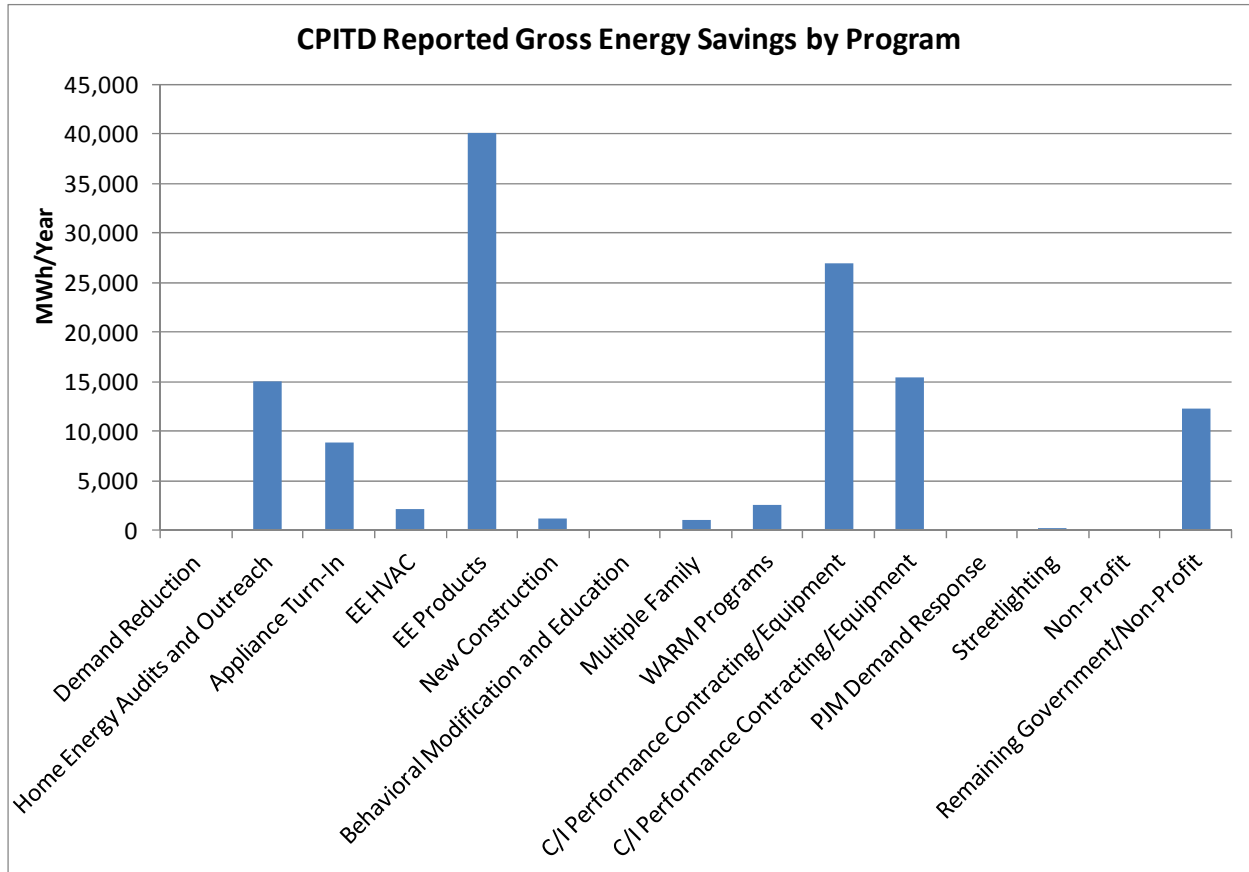
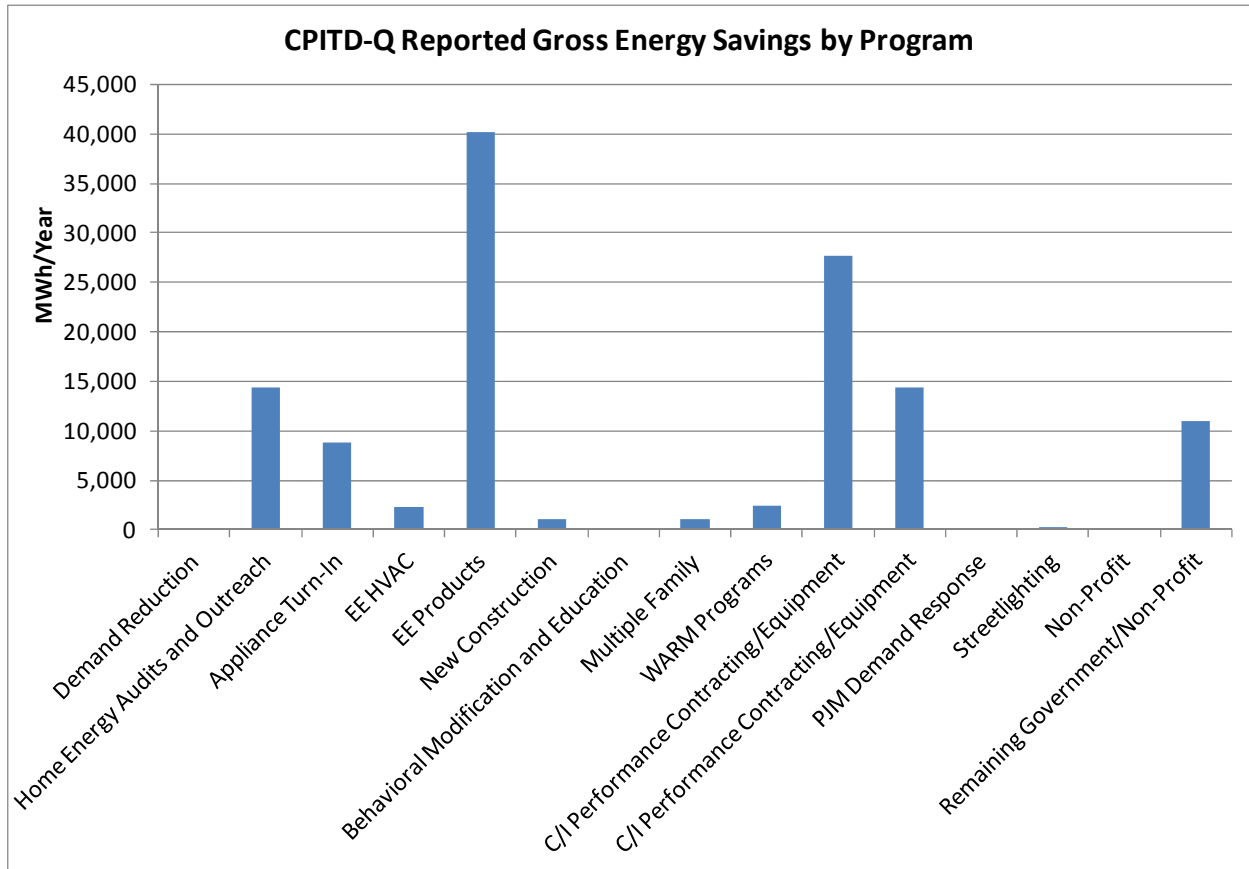




Figure 2-2. CPITD-Q Reported Gross Energy Savings by Program



A summary of energy impacts by program through PY4 Q1 is presented in **Table 2-1**.

**Table 2-1. EDC Reported Participation and Gross Energy Savings by Program**

Program	Participants			Reported Gross Impact (MWh/Year)				Preliminary Realization Rate <sup>1</sup>
	IQ	PYTD	CPITD	IQ	PYTD	CPITD	CPITD-Q	PYTD
Demand Reduction	-56	-56	2,627	n/a	n/a	n/a	n/a	n/a
Home Energy Audits and Outreach	6,311	6,311	26,257	3,998	3,998	15,075	14,441	n/a
Appliance Turn-In	529	529	4,882	930	930	8,846	8,844	n/a
EE HVAC	607	607	3,181	291	291	2,140	2,289	n/a
EE Products	24,674	24,674	225,125	4,193	4,193	40,080	40,120	n/a
New Construction	0	0	382	0	0	1,166	1,121	n/a
Behavioral Modification and Education	27,775	27,775	27,775	0	0	0	0	n/a
Multiple Family	3	3	2,958	51	51	1,113	1,124	n/a
WARM Programs	0	0	4,908	0	0	2,548	2,468	n/a
Small C/I Equipment	25	25	219	865	865	26,934	27,640	n/a
Large C/I Equipment	1	1	47	61	61	15,513	14,390	n/a
PJM Demand Response	50	50	50	0	0	0	0	n/a
Street lighting	0	0	0	0	0	247	246	n/a
Non-Profit	0	0	4	0	0	90	37	n/a
Remaining Government/Non-Profit	0	0	79	0	0	12,253	10,942	n/a
<b>TOTAL PORTFOLIO</b>	<b>59,919</b>	<b>59,919</b>	<b>298,494</b>	<b>10,390</b>	<b>10,390</b>	<b>126,004</b>	<b>123,663</b>	<b>N/A</b>
<b>NOTES:</b>								
1. Preliminary Realization Rates are based on evaluation activities and findings conducted on a partial sample set. These realization rates are not based on a statistically significant sample and are subject to change until the full evaluation is complete at the end of the program year.								

### 3 Summary of Demand Impacts by Program

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

**Figure 3-1. CPITD Reported Demand Reduction by Program.**

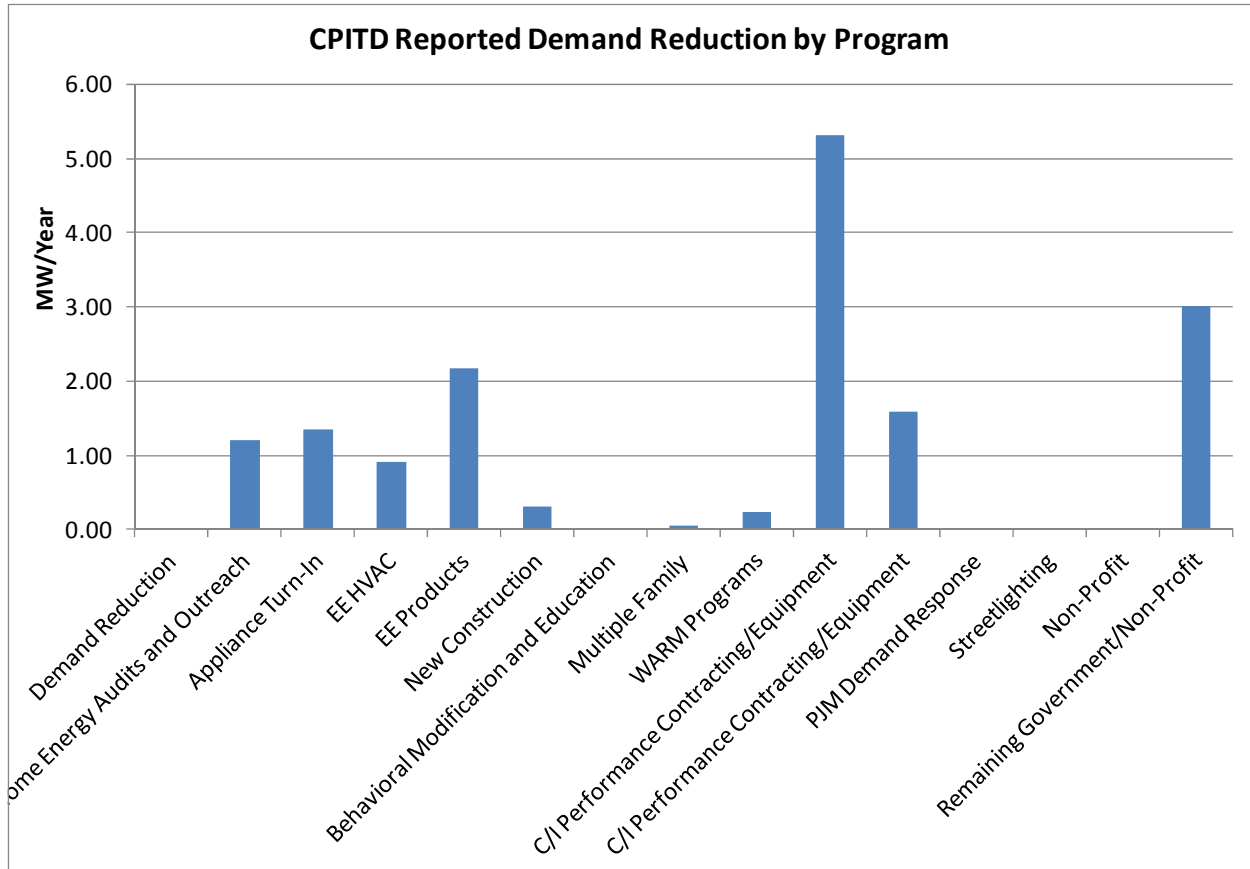
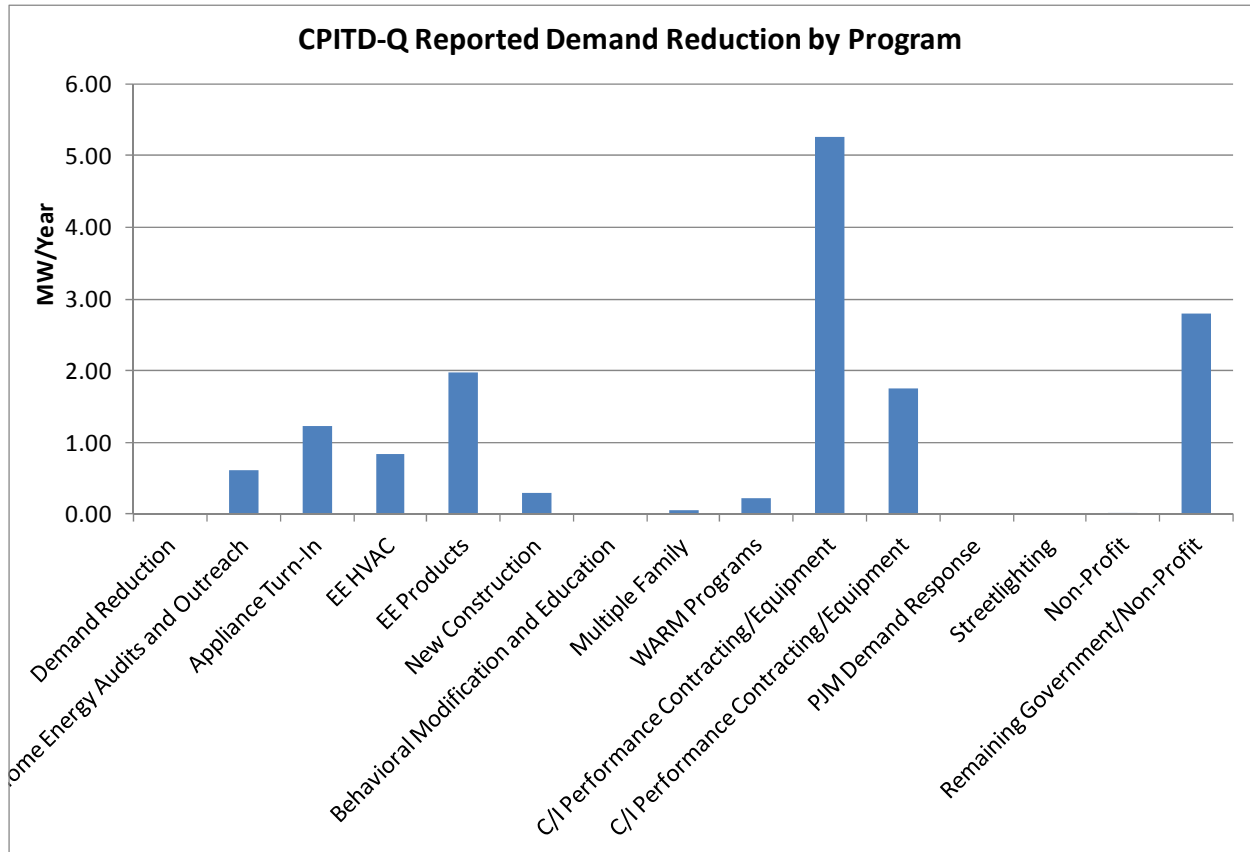


Figure 3-2. CPITD-Q Reported Demand Reduction by Program



A summary of demand reduction impacts by program through PY4 Q1 is presented in **Table 3-1**.

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

Program	Participants			Reported Gross Impact (MW)				Preliminary Realization Rate <sup>1</sup>
	IQ	PYTD	CPITD	IQ	PYTD	CPITD	CPITD-Q	PYTD
Demand Reduction	-56	-56	2,627	n/a	n/a	n/a	n/a	n/a
Home Energy Audits and Outreach	6,311	6,311	26,257	0.32	0.32	1.20	0.62	n/a
Appliance Turn-In	529	529	4,882	0.12	0.12	1.35	1.23	n/a
EE HVAC	607	607	3,181	0.18	0.18	0.91	0.83	n/a
EE Products	24,674	24,674	225,125	0.23	0.23	2.17	1.97	n/a
New Construction	0	0	382	0.00	0.00	0.32	0.30	n/a
Behavioral Modification and Education	27,775	27,775	27,775	0.00	0.00	0.00	0.00	n/a
Multiple Family	3	3	2,958	0.00	0.00	0.05	0.05	n/a
WARM Programs	0	0	4,908	0.00	0.00	0.23	0.21	n/a
Small C/I Equipment	25	25	219	0.17	0.17	5.32	5.25	n/a
Large C/I Equipment	1	1	47	0.00	0.00	1.59	1.76	n/a
PJM Demand Response	50	50	50	0.00	0.00	0.00	0.00	n/a
Street lighting	0	0	0	0.00	0.00	0.00	0.00	n/a
Non-Profit	0	0	4	0.00	0.00	0.02	0.01	n/a
Remaining Government/Non-Profit	0	0	79	0.00	0.00	3.02	2.80	n/a
<b>TOTAL PORTFOLIO</b>	<b>59,919</b>	<b>59,919</b>	<b>298,494</b>	<b>1.02</b>	<b>1.02</b>	<b>16.17</b>	<b>15.03</b>	<b>N/A</b>
<b>NOTES:</b>								
1. Preliminary Realization Rates are based on evaluation activities and findings conducted on a partial sample set. These realization rates are not based on a statistically significant sample and are subject to change until the full evaluation is complete at the end of the program year.								

## 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**

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$2,189	\$2,189	\$10,319
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$2,189	\$2,189	\$10,319
Design & Development <sup>1</sup>	\$1	\$1	\$82
Administration <sup>2</sup>	\$0	\$0	\$3,967
Management <sup>3</sup>	\$410	\$410	\$953
Marketing <sup>4</sup>	\$56	\$56	\$290
Technical Assistance <sup>5</sup>	\$10	\$10	\$102
<b>Subtotal EDC Implementation Costs</b>	\$477	\$477	\$5,394
<b>EDC Evaluation Costs</b>	\$77	\$77	\$468
<b>SWE Audit Costs</b>	\$24	\$24	\$167
<b>Total EDC Costs</b>	\$2,767	\$2,767	\$16,348
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

## 4.2 Program Level Expenditures

Program-specific finances are shown in the following tables.

**Table 4-2. Summary of Program Finances – Residential Demand Reduction**

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$2	\$2	\$100
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$2	\$2	\$100
Design & Development <sup>1</sup>	\$0	\$0	\$4
Administration <sup>2</sup>	\$0	\$0	\$887
Management <sup>3</sup>	\$30	\$30	\$56
Marketing <sup>4</sup>	\$0	\$0	\$7
Technical Assistance <sup>5</sup>	\$0	\$0	\$3
<b>Subtotal EDC Implementation Costs</b>	\$30	\$30	\$957
<b>EDC Evaluation Costs</b>	\$3	\$3	\$19
<b>SWE Audit Costs</b>	\$0	\$0	\$7
<b>Total EDC Costs</b>	\$34	\$34	\$1,083
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

**Table 4-3. Summary of Program Finances – Residential Home Energy Audits and Outreach**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$445	\$445	\$1,641
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$445	\$445	\$1,641
Design & Development <sup>1</sup>	\$0	\$0	\$12
Administration <sup>2</sup>	\$0	\$0	\$319
Management <sup>3</sup>	\$60	\$60	\$125
Marketing <sup>4</sup>	\$50	\$50	\$103
Technical Assistance <sup>5</sup>	\$4	\$4	\$41
<b>Subtotal EDC Implementation Costs</b>	\$115	\$115	\$600
<b>EDC Evaluation Costs</b>	\$7	\$7	\$48
<b>SWE Audit Costs</b>	\$3	\$3	\$20
<b>Total EDC Costs</b>	\$569	\$569	\$2,308
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			



**Table 4-4. Summary of Program Finances – Residential Appliance Turn-In**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$31	\$31	\$252
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$31	\$31	\$252
Design & Development <sup>1</sup>	\$0	\$0	\$6
Administration <sup>2</sup>	\$0	\$0	\$517
Management <sup>3</sup>	\$71	\$71	\$94
Marketing <sup>4</sup>	\$0	\$0	\$7
Technical Assistance <sup>5</sup>	\$0	\$0	\$3
<b>Subtotal EDC Implementation Costs</b>	\$71	\$71	\$627
<b>EDC Evaluation Costs</b>	\$2	\$2	\$26
<b>SWE Audit Costs</b>	\$1	\$1	\$8
<b>Total EDC Costs</b>	\$106	\$106	\$913
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

**Table 4-5. Summary of Program Finances – Residential Energy Efficient HVAC**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$59	\$59	\$466
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$59	\$59	\$466
Design & Development <sup>1</sup>	\$0	\$0	\$3
Administration <sup>2</sup>	\$0	\$0	\$243
Management <sup>3</sup>	\$53	\$53	\$86
Marketing <sup>4</sup>	\$1	\$1	\$39
Technical Assistance <sup>5</sup>	\$0	\$0	\$3
<b>Subtotal EDC Implementation Costs</b>	\$54	\$54	\$374
<b>EDC Evaluation Costs</b>	\$2	\$2	\$22
<b>SWE Audit Costs</b>	\$1	\$1	\$8
<b>Total EDC Costs</b>	\$118	\$118	\$870
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

**Table 4-6. Summary of Program Finances – Residential Energy Efficient Products**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$123	\$123	\$1,204
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$123	\$123	\$1,204
Design & Development <sup>1</sup>	\$0	\$0	\$5
Administration <sup>2</sup>	\$0	\$0	\$679
Management <sup>3</sup>	\$101	\$101	\$147
Marketing <sup>4</sup>	\$4	\$4	\$121
Technical Assistance <sup>5</sup>	\$1	\$1	\$5
<b>Subtotal EDC Implementation Costs</b>	\$106	\$106	\$956
<b>EDC Evaluation Costs</b>	\$5	\$5	\$30
<b>SWE Audit Costs</b>	\$3	\$3	\$15
<b>Total EDC Costs</b>	\$237	\$237	\$2,204
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

**Table 4-7. Summary of Program Finances – Residential New Construction**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$567
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$0	\$0	\$567
Design & Development <sup>1</sup>	\$0	\$0	\$6
Administration <sup>2</sup>	\$0	\$0	\$19
Management <sup>3</sup>	\$1	\$1	\$37
Marketing <sup>4</sup>	\$0	\$0	\$11
Technical Assistance <sup>5</sup>	\$0	\$0	\$5
<b>Subtotal EDC Implementation Costs</b>	\$1	\$1	\$78
<b>EDC Evaluation Costs</b>	\$3	\$3	\$15
<b>SWE Audit Costs</b>	\$1	\$1	\$11
<b>Total EDC Costs</b>	\$5	\$5	\$671
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

**Table 4-8. Summary of Program Finances – Residential Behavioral Modification and Education**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$0	\$0	\$0
Design & Development <sup>1</sup>	\$0	\$0	\$0
Administration <sup>2</sup>	\$0	\$0	\$307
Management <sup>3</sup>	\$28	\$28	\$28
Marketing <sup>4</sup>	\$1	\$1	\$1
Technical Assistance <sup>5</sup>	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	\$29	\$29	\$336
<b>EDC Evaluation Costs</b>	\$1	\$1	\$1
<b>SWE Audit Costs</b>	\$2	\$2	\$2
<b>Total EDC Costs</b>	\$32	\$32	\$339
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

**Table 4-9. Summary of Program Finances – Residential Multiple Family**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$61
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$0	\$0	\$61
Design & Development <sup>1</sup>	\$0	\$0	\$1
Administration <sup>2</sup>	\$0	\$0	\$51
Management <sup>3</sup>	\$0	\$0	\$2
Marketing <sup>4</sup>	\$0	\$0	\$1
Technical Assistance <sup>5</sup>	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	\$0	\$0	\$54
<b>EDC Evaluation Costs</b>	\$0	\$0	\$7
<b>SWE Audit Costs</b>	\$0	\$0	\$1
<b>Total EDC Costs</b>	\$0	\$0	\$123
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

**Table 4-10 Summary of Program Finances – Residential Low-Income (WARM)**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$735
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$0	\$0	\$735
Design & Development <sup>1</sup>	\$0	\$0	\$6
Administration <sup>2</sup>	\$0	\$0	\$40
Management <sup>3</sup>	\$7	\$7	\$74
Marketing <sup>4</sup>	\$0	\$0	\$1
Technical Assistance <sup>5</sup>	\$0	\$0	\$12
<b>Subtotal EDC Implementation Costs</b>	\$8	\$8	\$134
<b>EDC Evaluation Costs</b>	\$2	\$2	\$27
<b>SWE Audit Costs</b>	\$1	\$1	\$6
<b>Total EDC Costs</b>	\$11	\$11	\$902
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

**Table 4-11. Summary of Program Finances – Commercial / Industrial Small Sector Equipment**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$231	\$231	\$1,770
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$231	\$231	\$1,770
Design & Development <sup>1</sup>	\$0	\$0	\$13
Administration <sup>2</sup>	\$0	\$0	\$428
Management <sup>3</sup>	\$19	\$19	\$82
Marketing <sup>4</sup>	\$0	\$0	\$0
Technical Assistance <sup>5</sup>	\$0	\$0	\$7
<b>Subtotal EDC Implementation Costs</b>	\$19	\$19	\$530
<b>EDC Evaluation Costs</b>	\$44	\$44	\$88
<b>SWE Audit Costs</b>	\$1	\$1	\$19
<b>Total EDC Costs</b>	\$294	\$294	\$2,408
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			



**Table 4-12. Summary of Program Finances – Commercial / Industrial PJM Demand Response**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$1,254	\$1,254	\$1,444
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$1,254	\$1,254	\$1,444
Design & Development <sup>1</sup>	\$0	\$0	\$4
Administration <sup>2</sup>	\$0	\$0	\$0
Management <sup>3</sup>	\$10	\$10	\$107
Marketing <sup>4</sup>	\$0	\$0	\$0
Technical Assistance <sup>5</sup>	\$1	\$1	\$13
<b>Subtotal EDC Implementation Costs</b>	\$11	\$11	\$124
<b>EDC Evaluation Costs</b>	\$3	\$3	\$17
<b>SWE Audit Costs</b>	\$0	\$0	\$33
<b>Total EDC Costs</b>	\$1,268	\$1,268	\$1,618
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

**Table 4-13. Summary of Program Finances – Commercial / Industrial Large Sector Equipment**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$5	\$5	\$1,304
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$5	\$5	\$1,304
Design & Development <sup>1</sup>	\$0	\$0	\$20
Administration <sup>2</sup>	\$0	\$0	\$234
Management <sup>3</sup>	\$1	\$1	\$62
Marketing <sup>4</sup>	\$0	\$0	\$0
Technical Assistance <sup>5</sup>	\$0	\$0	\$5
<b>Subtotal EDC Implementation Costs</b>	\$1	\$1	\$320
<b>EDC Evaluation Costs</b>	-\$2	-\$2	\$146
<b>SWE Audit Costs</b>	\$0	\$0	\$18
<b>Total EDC Costs</b>	\$4	\$4	\$1,788
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

**Table 4-14. Summary of Program Finances – Governmental / Non-Profit Street Lighting**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$181
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$0	\$0	\$181
Design & Development <sup>1</sup>	\$0	\$0	\$1
Administration <sup>2</sup>	\$0	\$0	\$30
Management <sup>3</sup>	\$1	\$1	\$5
Marketing <sup>4</sup>	\$0	\$0	\$0
Technical Assistance <sup>5</sup>	\$1	\$1	\$1
<b>Subtotal EDC Implementation Costs</b>	\$2	\$2	\$38
<b>EDC Evaluation Costs</b>	\$1	\$1	\$10
<b>SWE Audit Costs</b>	\$2	\$2	\$4
<b>Total EDC Costs</b>	\$5	\$5	\$232
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

**Table 4-15. Summary of Program Finances – Governmental / Non-Profit**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$10
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$0	\$0	\$10
Design & Development <sup>1</sup>	\$0	\$0	\$0
Administration <sup>2</sup>	\$0	\$0	\$21
Management <sup>3</sup>	\$4	\$4	\$4
Marketing <sup>4</sup>	\$0	\$0	\$0
Technical Assistance <sup>5</sup>	\$1	\$1	\$1
<b>Subtotal EDC Implementation Costs</b>	\$5	\$5	\$27
<b>EDC Evaluation Costs</b>	\$2	\$2	\$2
<b>SWE Audit Costs</b>	\$4	\$4	\$4
<b>Total EDC Costs</b>	\$11	\$11	\$43
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			

**Table 4-16. Summary of Program Finances – Governmental / Remaining Non-Profit**

	<b>IQ (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$39	\$39	\$583
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$39	\$39	\$583
Design & Development <sup>1</sup>	\$0	\$0	\$2
Administration <sup>2</sup>	\$0	\$0	\$192
Management <sup>3</sup>	\$23	\$23	\$41
Marketing <sup>4</sup>	\$0	\$0	\$0
Technical Assistance <sup>5</sup>	\$1	\$1	\$4
<b>Subtotal EDC Implementation Costs</b>	\$24	\$24	\$239
<b>EDC Evaluation Costs</b>	\$5	\$5	\$12
<b>SWE Audit Costs</b>	\$5	\$5	\$12
<b>Total EDC Costs</b>	\$73	\$73	\$845
<b>Participant Costs</b>	\$0	\$0	\$0
<b>Total TRC Costs</b>			
<b>Notes:</b>			
<sup>1</sup> Includes cost of EE Expert			
<sup>2</sup> Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
<sup>3</sup> Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
<sup>4</sup> Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
<sup>5</sup> Includes costs for Tracking and Reporting System			