

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

**For the Period  
September 1, 2013 through November 30, 2013  
Program Year 5, Quarter 2**

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  
January 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.

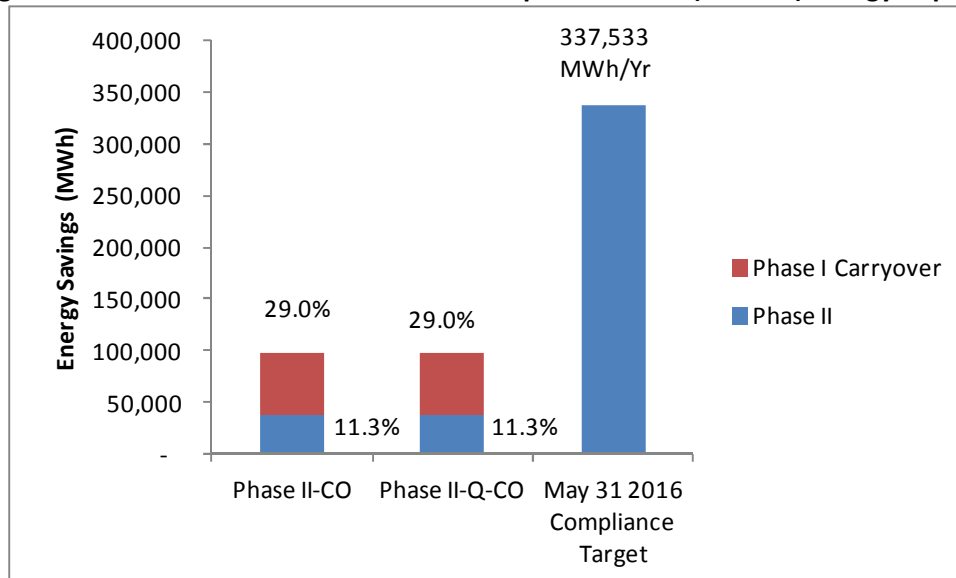
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for West Penn Power Company (West Penn Power or Company) in the 2nd quarter of Program Year 5 (PY5), defined as September 1, 2013 through November 30, 2013, 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 11.3 percent of the May 31, 2016 energy savings compliance target, based on cumulative program inception to date (Phase II) reported gross energy savings<sup>1</sup>, and 29.0 percent of the energy savings compliance target, based on Phase II-Q-CO<sup>2</sup> (or Phase II-CO until verified savings are available for PY5) gross energy savings achieved through PY5Q2, as shown in Figure 1-1. (Phase II-Q)<sup>3</sup> is also shown in Figure 1-1.

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



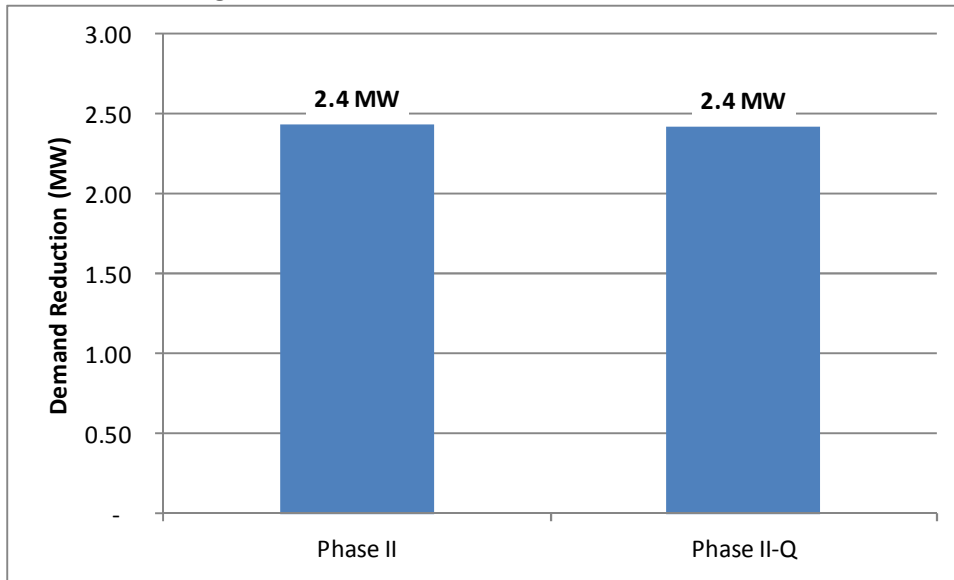
<sup>1</sup> Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

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

<sup>3</sup> Phase II-Q Gross Savings = CPITD Verified Gross Savings from the beginning of Phase II + PYTD Reported Gross Savings. This excludes Phase I carry over savings. All savings reported as Phase II-Q gross savings are computed this way. Phase II Verified Gross Savings will be reported in the annual report. For the first 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 2.4 MW of demand reduction through PY5Q2<sup>4</sup>.

**Figure 1-2: Phase II Portfolio Demand Reduction**



There are five 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 12.8% 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 9.7%.<sup>5</sup> The Phase II reported gross energy savings achieved in the low-income sector is 5,788 MWh/yr<sup>6</sup>; this is 15.2% 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 0.7% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and

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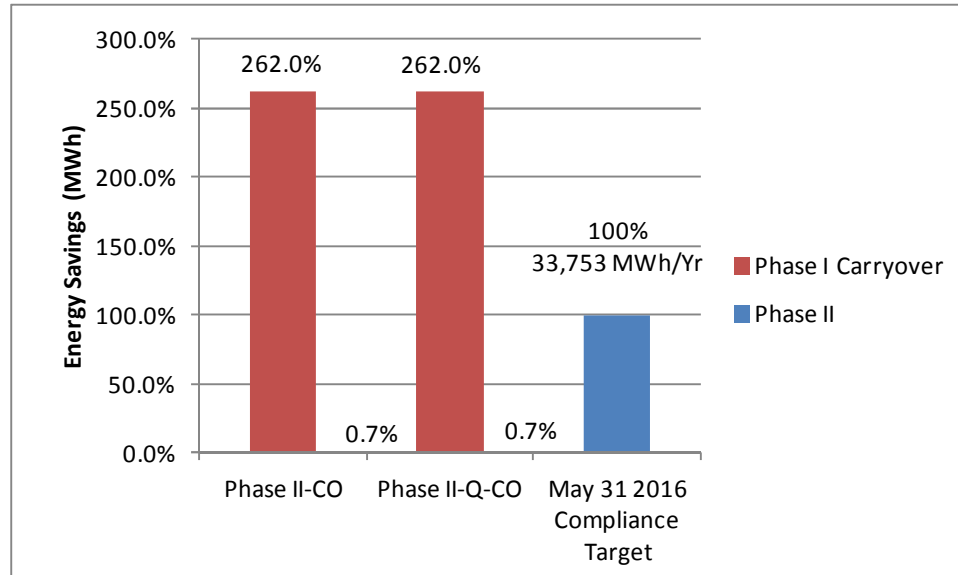
<sup>4</sup> There is no compliance target for demand reduction in Phase II.

<sup>5</sup> Act 129 includes a provision requiring electric distribution companies to offer a number of energy efficiency measures to low-income households that are “proportionate to those households’ share of the total energy usage in the service territory.” 66 Pa.C.S. §2806.1(b)(i)(G). The Company’s Act 129 EE&C Plan includes hundreds of distinct measures that are consolidated into 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.

<sup>6</sup> 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.

262.0% 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 PY5Q2, 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 at forecast through Q2. The marketing materials have been very effective thus far, maintaining a call volume to keep pace with the filed goals. Television and newspaper have been the primary drivers of customer calls. Small commercial pick-ups are lagging slightly, marketing strategies are being reviewed for spring 2014 implementation.
- Energy Efficient Products:**  
 Program participation continued to increase up to projected levels through Q2. Program websites have been updated and rebate forms are now available online. The new Consumer Electronics Program was launched in Q2 with two major retailers, with additional retailers to be added in 2014.
- Home Performance:**  
 New Construction: Participation is on pace to meet goals as of Q2. National builders continue to provide a steady stream of homes in suburban areas. Marketing materials being developed for smaller builders to increase participation in 2014, and to increase participation from multi-family builders as well.  
  
 Online Audit: Work is underway with our CSP to upgrade the Online Audit platform, targeted for completion in Q1 2014. Customers will continue to enter information about their home to receive a personalized savings report. Added features will allow the customer to create an



action plan for their household on how to save energy. Upon completion of the online audit, customers will be eligible to receive an Energy Conservation Kit.

**Comprehensive Audit:** This measure continued under the Phase I format and was re-launched in Q2 with modifications designed to increase participation and make the program more cost effective. New contractor agreements were completed along with updated rebate forms in Q2. There are plans for a direct mail piece and email campaign to occur in the early 2014.

**Behavior Modification:** A CSP contract was signed for Phase II and was subsequently approved on September 27, 2013. Approximately, 175,000 customers received Home Energy reports in October and November with energy saving tips. An additional 36,000 customers will begin receiving reports in early 2014.

**Opt-in Kits:** This sub-program launched in September 2013. Marketing is done through direct mail pieces, e-mails, and outbound phone calls. Approximately 8,000 kits were delivered to customers, higher than initial projections.

**Schools Kits:** A CSP was selected as the vendor for this sub-program. Professionally trained actors will visit elementary schools and deliver a live performance on energy conservation. A companion curriculum is sent to the schools prior to the performance for teachers / students to continue to learn about energy conservation in the classroom. Parents/Guardians will have the opportunity to request an Energy Conservation Kit. A similar program was recently launched in our Ohio operating companies with positive feedback from educators.

**Low Income / WARM:**

**WARM Plus:** WARM Plus contractors are becoming acclimated to new Phase II measures and policies. Contractor training held at Penn State on November 4, 2013.

**WARM Extra Measures:** Heat pump water heater installation is slowly ramping up.

**Multi Family:** Continuing to identify Multi Family units/customers.

**Low Income Low Use:** Large mailing occurred the first week of November.

**Amended Plan filing included:**

**Targeted low income Behavioral Modification Program:** Identified low income customers will begin receiving home energy reports in January/February 2014.

The Company shifted \$170,593 from residential programs to the low income program to support the targeted increase in energy savings by at least 10% through the dedicated low income programs.

- **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. 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.

- **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.

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- **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**

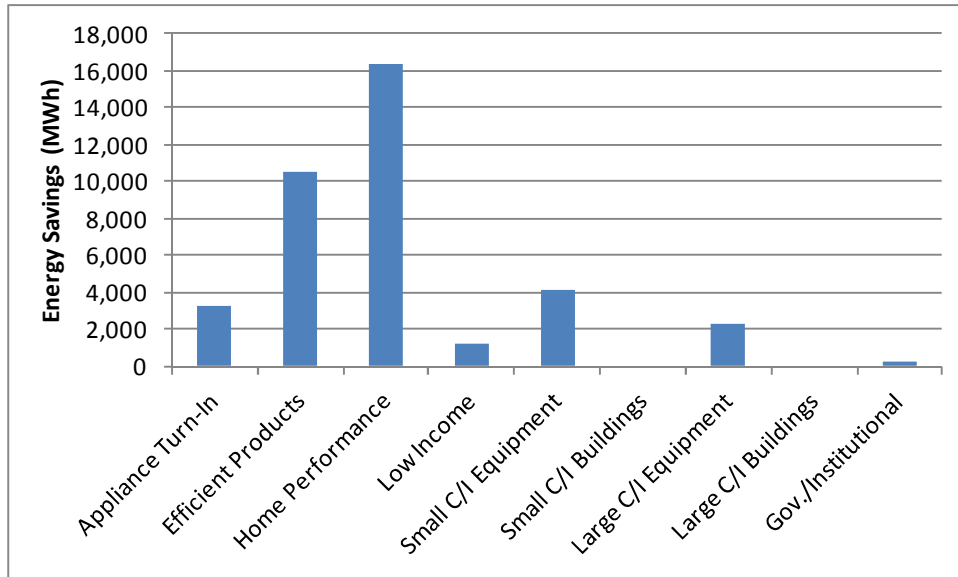
- **Appliance Turn-in**
- **Energy Efficient Products**
- **Home Performance**
- **Low Income / WARM**
- **C/I Small Energy Efficient Equipment**
- **C/I Small Energy Efficient Buildings**
- **C/I Large Energy Efficient Equipment**
- **C/I Large Energy Efficient Buildings**
- **Government & Institutional**

The PY5 EM&V plan for each program was completed in early September. ADM has communicated to the 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. The first formal sample will be pulled from Q1 and Q2 data in late January 2014.

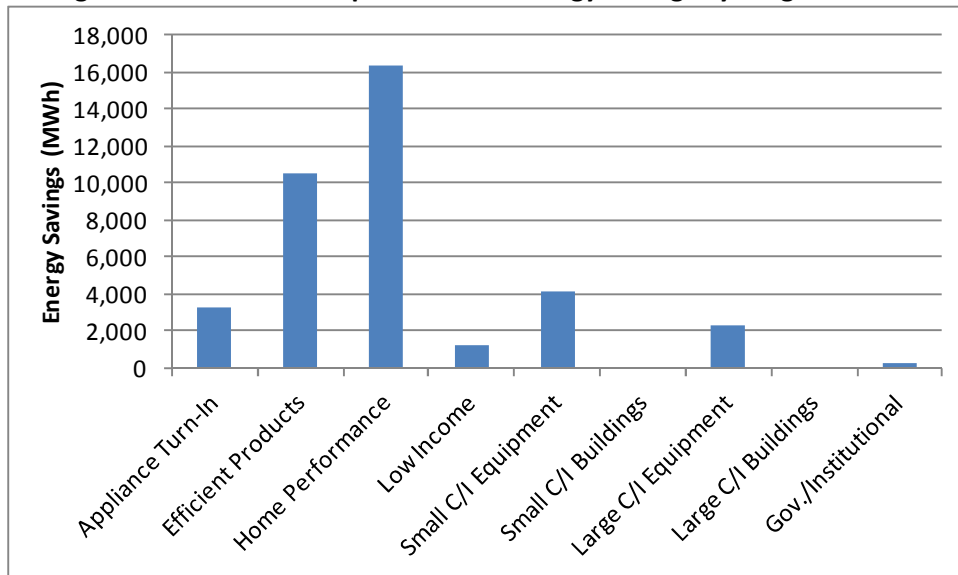
## 2 Summary of Energy Impacts by Program

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 PY5Q2 is presented in Table 2-1.

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

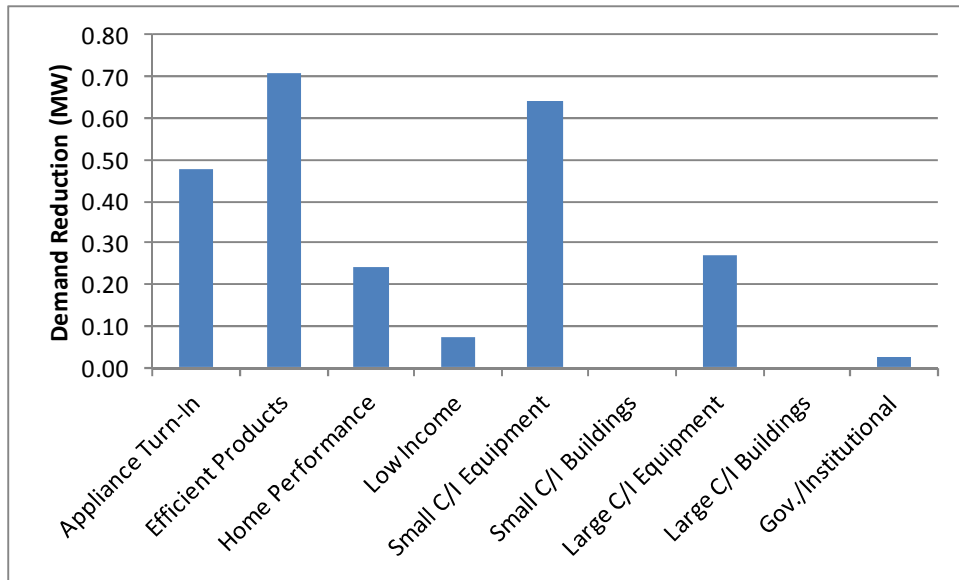
Program	Participants			Reported Gross Impact (MWh/Year)			
	IQ	PYTD	Phase II	IQ	PYTD	Phase II	Phase II-Q
Appliance Turn-In	1,877	4,140	4,140	1,475	3,250	3,250	3,250
Energy Efficient Products	67,009	67,661	68,971	10,347	10,521	10,521	10,521
Home Performance	8,825	186,731	186,731	8,890	16,402	16,402	16,402
Low Income / WARM	3,832	4,167	4,168	1,022	1,230	1,230	1,230
C/I Small Energy Efficient Equipment	72	117	117	3,216	4,126	4,126	4,126
C/I Small Energy Efficient Buildings	0	0	0	0	0	0	0
C/I Large Energy Efficient Equipment	2	4	4	1,421	2,296	2,296	2,296
C/I Large Energy Efficient Buildings	0	0	0	0	0	0	0
Government, & Institutional	6	8	8	36	219	219	219
<b>TOTAL PORTFOLIO</b>	81,623	262,828	264,139	26,407	38,044	38,044	38,044
<b>Carry Over Savings from Phase I<sup>7</sup></b>							59,929
<b>Total Phase II-Q-CO</b>							97,973

<sup>7</sup> 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.

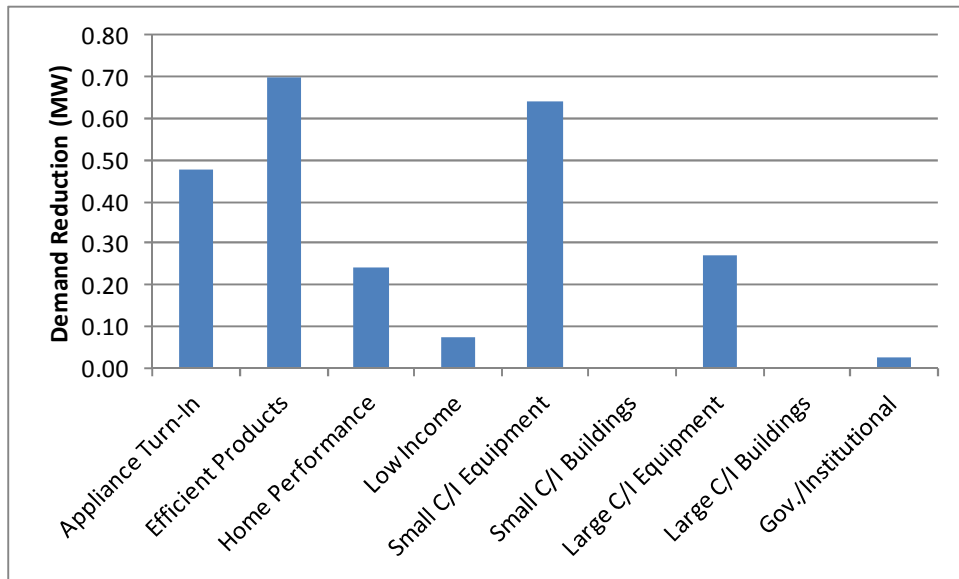
### 3 Summary of Demand Impacts by Program

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 PY5Q2 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	1,877	4,140	4,140	0.22	0.48	0.48	0.48
Energy Efficient Products	67,009	67,661	68,971	0.64	0.70	0.71	0.70
Home Performance	8,825	186,731	186,731	0.23	0.24	0.24	0.24
Low Income / WARM	3,832	4,167	4,168	0.06	0.07	0.07	0.07
C/I Small Energy Efficient Equipment	72	117	117	0.49	0.64	0.64	0.64
C/I Small Energy Efficient Buildings	0	0	0	0.00	0.00	0.00	0.00
C/I Large Energy Efficient Equipment	2	4	4	0.14	0.27	0.27	0.27
C/I Large Energy Efficient Buildings	0	0	0	0.00	0.00	0.00	0.00
Government, & Institutional	6	8	8	0.01	0.03	0.03	0.03
<b>TOTAL PORTFOLIO</b>	81,623	262,828	264,139	1.79	2.42	2.43	2.42

## 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 2 (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$1,570	\$2,102	\$2,102
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$1,570</b>	<b>\$2,102</b>	<b>\$2,102</b>
Design & Development	\$22	\$98	\$98
Administration, Management and Technical Assistance <sup>[1]</sup>	\$4,944	\$5,629	\$5,629
Marketing	\$449	\$586	\$586
<b>Subtotal EDC Implementation Costs</b>	<b>\$5,414</b>	<b>\$6,312</b>	<b>\$6,312</b>
<b>EDC Evaluation Costs</b>	\$5	\$5	\$5
<b>SWE Audit Costs</b>	\$250	\$250	\$250
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$7,239</b>	<b>\$8,669</b>	<b>\$8,669</b>
<b>Participant Costs<sup>[3]</sup></b>	\$0	\$0	\$0
<b>Total TRC Costs<sup>[4]</sup></b>			

#### NOTES

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

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

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

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

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

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



## 4.2 Program Level Expenditures

Program-specific finances are shown in the following tables.

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

	Quarter 2 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$100	\$224	\$224
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$100</b>	<b>\$224</b>	<b>\$224</b>
Design & Development	\$2	\$8	\$8
Administration, Management and Technical Assistance <sup>[1]</sup>	\$230	\$430	\$430
Marketing	\$61	\$123	\$123
<b>Subtotal EDC Implementation Costs</b>	<b>\$294</b>	<b>\$561</b>	<b>\$561</b>
<b>EDC Evaluation Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>SWE Audit Costs</b>	<b>\$22</b>	<b>\$22</b>	<b>\$22</b>
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$415</b>	<b>\$807</b>	<b>\$807</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total TRC Costs<sup>[4]</sup></b>			

### NOTES

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

<sup>1</sup> 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

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

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

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

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

	<b>Quarter 2 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$315	\$407	\$407
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$315</b>	<b>\$407</b>	<b>\$407</b>
Design & Development	\$3	\$11	\$11
Administration, Management and Technical Assistance <sup>[1]</sup>	\$827	\$1,042	\$1,042
Marketing	\$110	\$136	\$136
<b>Subtotal EDC Implementation Costs</b>	<b>\$940</b>	<b>\$1,189</b>	<b>\$1,189</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	\$29	\$29	\$29
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$1,284</b>	<b>\$1,626</b>	<b>\$1,626</b>
Participant Costs <sup>[3]</sup>	\$0	\$0	\$0
<b>Total TRC Costs<sup>[4]</sup></b>			

**NOTES**

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

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

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

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

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

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

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

	<b>Quarter 2 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$421	\$445	\$445
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$421</b>	<b>\$445</b>	<b>\$445</b>
Design & Development	\$6	\$26	\$26
Administration, Management and Technical Assistance <sup>[1]</sup>	\$2,345	\$2,408	\$2,408
Marketing	\$142	\$148	\$148
<b>Subtotal EDC Implementation Costs</b>	<b>\$2,493</b>	<b>\$2,582</b>	<b>\$2,582</b>
EDC Evaluation Costs	\$0	\$0	\$0
<b>SWE Audit Costs</b>	<b>\$68</b>	<b>\$68</b>	<b>\$68</b>
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$2,981</b>	<b>\$3,094</b>	<b>\$3,094</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total TRC Costs<sup>[4]</sup></b>			

**NOTES**

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

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

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

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

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

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

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

	<b>Quarter 2 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$500	\$738	\$738
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$500</b>	<b>\$738</b>	<b>\$738</b>
Design & Development	\$4	\$20	\$20
Administration, Management and Technical Assistance <sup>[1]</sup>	\$119	\$163	\$163
Marketing	\$12	\$19	\$19
<b>Subtotal EDC Implementation Costs</b>	<b>\$135</b>	<b>\$202</b>	<b>\$202</b>
EDC Evaluation Costs	\$5	\$5	\$5
SWE Audit Costs	\$50	\$50	\$50
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$691</b>	<b>\$995</b>	<b>\$995</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total TRC Costs<sup>[4]</sup></b>			

**NOTES**

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

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

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

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

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

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

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

	<b>Quarter 2 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$119	\$172	\$172
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$119</b>	<b>\$172</b>	<b>\$172</b>
Design & Development	\$4	\$16	\$16
Administration, Management and Technical Assistance <sup>[1]</sup>	\$760	\$849	\$849
Marketing	\$71	\$91	\$91
<b>Subtotal EDC Implementation Costs</b>	<b>\$835</b>	<b>\$956</b>	<b>\$956</b>
EDC Evaluation Costs	\$0	\$0	\$0
<b>SWE Audit Costs</b>	<b>\$41</b>	<b>\$41</b>	<b>\$41</b>
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$995</b>	<b>\$1,169</b>	<b>\$1,169</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total TRC Costs<sup>[4]</sup></b>			

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

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

	<b>Quarter 2 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Design & Development	\$1	\$6	\$6
Administration, Management and Technical Assistance <sup>[1]</sup>	\$59	\$61	\$61
Marketing	\$1	\$1	\$1
<b>Subtotal EDC Implementation Costs</b>	<b>\$61</b>	<b>\$68</b>	<b>\$68</b>
EDC Evaluation Costs	\$0	\$0	\$0
<b>SWE Audit Costs</b>	<b>\$15</b>	<b>\$15</b>	<b>\$15</b>
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$76</b>	<b>\$82</b>	<b>\$82</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total TRC Costs<sup>[4]</sup></b>			

**NOTES**

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

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

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

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

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

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

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

	<b>Quarter 2 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$115	\$116	\$116
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$115</b>	<b>\$116</b>	<b>\$116</b>
Design & Development	\$1	\$4	\$4
Administration, Management and Technical Assistance <sup>[1]</sup>	\$354	\$365	\$365
Marketing	\$24	\$27	\$27
<b>Subtotal EDC Implementation Costs</b>	<b>\$379</b>	<b>\$396</b>	<b>\$396</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	\$10	\$10	\$10
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$504</b>	<b>\$523</b>	<b>\$523</b>
Participant Costs <sup>[3]</sup>	\$0	\$0	\$0
<b>Total TRC Costs<sup>[4]</sup></b>			

**NOTES**

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

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

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

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

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

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

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

	<b>Quarter 2 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Design & Development	\$0	\$2	\$2
Administration, Management and Technical Assistance <sup>[1]</sup>	\$96	\$98	\$98
Marketing	\$5	\$5	\$5
<b>Subtotal EDC Implementation Costs</b>	<b>\$101</b>	<b>\$104</b>	<b>\$104</b>
EDC Evaluation Costs	\$0	\$0	\$0
<b>SWE Audit Costs</b>	<b>\$6</b>	<b>\$6</b>	<b>\$6</b>
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$107</b>	<b>\$110</b>	<b>\$110</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total TRC Costs<sup>[4]</sup></b>			

**NOTES**

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

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

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

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

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

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



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

	<b>Quarter 2 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Design & Development	\$1	\$4	\$4
Administration, Management and Technical Assistance <sup>[1]</sup>	\$153	\$213	\$213
Marketing	\$22	\$37	\$37
<b>Subtotal EDC Implementation Costs</b>	<b>\$176</b>	<b>\$254</b>	<b>\$254</b>
EDC Evaluation Costs	\$0	\$0	\$0
<b>SWE Audit Costs</b>	<b>\$9</b>	<b>\$9</b>	<b>\$9</b>
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$185</b>	<b>\$263</b>	<b>\$263</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total TRC Costs<sup>[4]</sup></b>			

**NOTES**

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

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

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

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

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

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