

Quarterly Report to the Pennsylvania Public Utility Commission

**For the Period
September 1, 2015 through November 30, 2015
Program Year 7, 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
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Acronyms

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

| | |
|--------|-----------------------------------|
| PYX QX | Program Year X, Quarter X |
| PYTD | Program Year to Date |
| SEER | Seasonal Energy Efficiency Rating |
| SWE | Statewide Evaluator |
| TRC | Total Resource Cost |
| TRM | Technical Reference Manual |

1 Overview of Portfolio

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

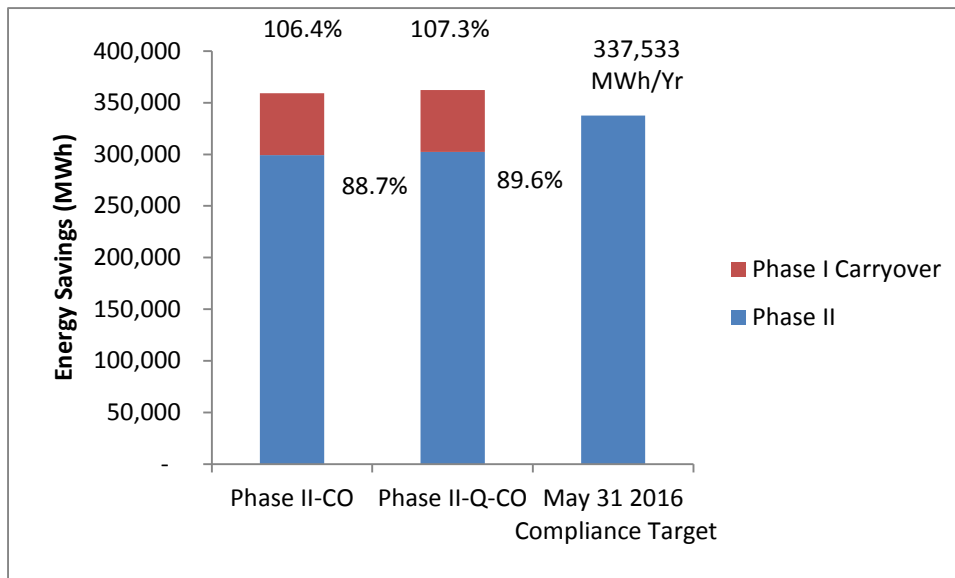
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for West Penn Power Company (West Penn Power or Company) in the 2nd quarter of Program Year 7 (PY7), defined as September 1, 2015 through November 30, 2015, as well as the cumulative accomplishments of the programs since inception of Phase II. This report also includes the energy savings carried over from Phase I that will be applied towards the Company's savings compliance targets for Phase II. The Phase I carryover values as listed in this quarterly report are based on the Company's Final Phase I report to the Commission.

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

1.1 Summary of Achievements

West Penn Power has achieved 88.7 percent of the May 31, 2016 energy savings compliance target, based on cumulative program inception to date (Phase II) reported gross energy savings¹, and 107.3 percent of the energy savings compliance target, based on Phase II-Q-CO² (or Phase II-CO until verified savings are available for PY6) gross energy savings achieved through PY7Q2, as shown in Figure 1-1. (Phase II-Q)³ is also shown in Figure 1-1.

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



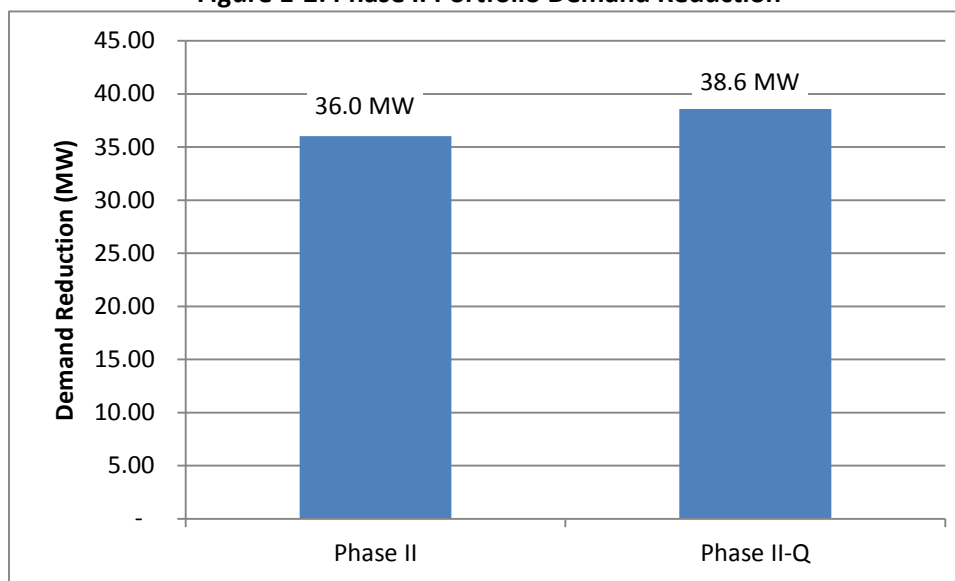
¹ Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

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

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

West Penn Power has achieved 38.6 MW of demand reduction through PY7Q2⁴.

Figure 1-2: Phase II Portfolio Demand Reduction



There are six broad groups of measures available to the low-income sector at no cost to the customer, compared to a total of 40 broad measure categories included in the Company’s EE&C Plan. These groups of measures offered to the low-income sector therefore comprise 15.0% of the total measures offered. As required by the Phase II goal, this exceeds the fraction of the electric consumption of the utility’s low-income households divided by the total electricity consumption in the West Penn Power territory which is 8.8%.⁵ The Phase II reported gross energy savings achieved in the low-income sector is 29,188 MWh/yr⁶; this is 9.8% percent of the Phase II total portfolio reported gross energy savings. This exceeds the goal of 4.5% of the Phase II savings.

West Penn Power has also achieved 78.6% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and

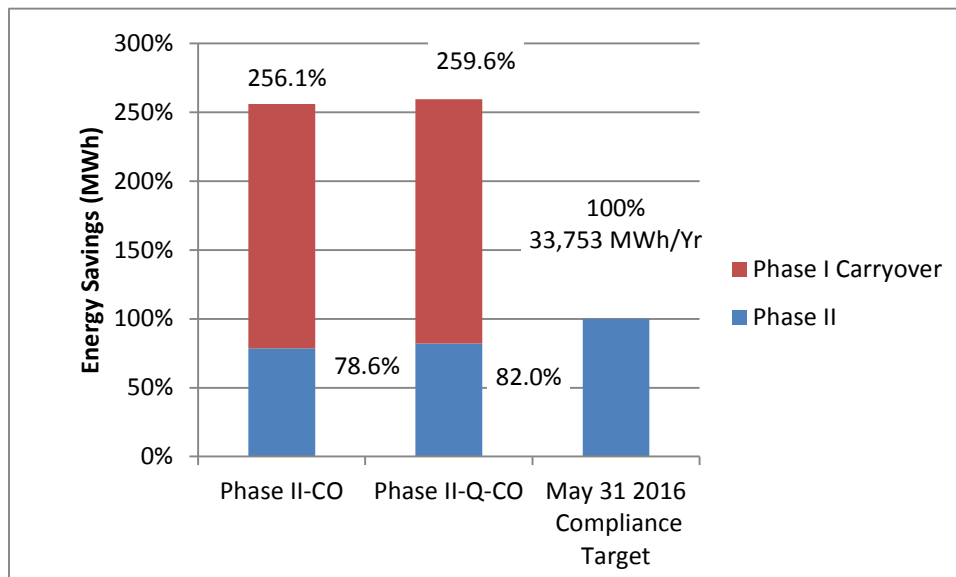
⁴ There is no compliance target for demand reduction in Phase II.

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 128 archetypal measures and 40 broad measure categories. For low-income reporting purposes, six of these 40 broad measure categories are offered at no cost to the Company’s low-income residential customers.

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

259.6% of the target based on Phase II-Q-CO (or Phase II-CO until verified savings are available for PY6) gross energy savings achieved through PY7Q2, as shown in Figure 1-3.

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



1.2 Program Updates and Findings

- Appliance Turn-in:**
 On November 23, 2015, JACO Environmental unexpectedly ceased appliance recycling operations. The Company is working to ensure that all customer owed rebates are paid. Prior to the program suspension, over 1,870 appliances were picked up and recycled during PY7Q2.
- Energy Efficient Products:**
 The program continues to track ahead of goal in all four FirstEnergy PA EDCs primarily due to POS lighting and the consumer electronics program.
- Home Performance:**
 New Construction: During the quarter, 126 homes were completed under the program. Program participation in West Penn Power remains steady.

Online Audit: West Penn Power continues to send Energy Conservation Kits to customers as a result of completing an Online Audit. During P7Q2 over 1,100 kits were delivered to West Penn Power customers.

Comprehensive Audit: The program continues to track above goal in Met-Ed primarily due to the work being performed by a particular contractor. The Company continues to recruit new contractors into program and market the program to customers. B-monthly program webinars are also hosted with contractors to go over best practices and program updates.

Behavior Modification:

Approximately 230,000 customers across West Penn Power's service territory receive Home Energy Reports. These reports show a customer's energy usage, highlight PA Act 129 approved programs, and provide tips to help save energy. Reports received in November, highlighted a campaign titled "Winter of 68." This will show the benefits of having a thermostat set to 68 degrees over a series of reports.

Opt-in Kits: During PY7Q2, over 4,600 Opt-In Kits were delivered to customers in West Penn Power upon enrollment into the program.

Schools Education and Kits: Final performances of the "Energized Guyz" for Phase II were completed in November 2014 and requested kits were shipped through January 2015. Over 15,000 students participated in the School Education program from inception to date.

- **Low Income / WARM:**

The Program continued its marketing efforts to identify and reach income-qualified customers in the West Penn Power territory during PY7Q2.

Contracts were awarded to three Quality Assurance vendors that bid on the Request for Proposal (RFP) for Quality Assurance Inspectors. The successful bidders were Pure Energy Coach, ACTION Housing, and Performance Systems Development (PSD). Their work will begin January 1, 2016.

The West Penn Power Annual Contractors meeting was held in October and was attended by more than 35 contractors. Topics included PA Act 129 updates, procedure changes, new measures, etc.

Performance reviews were conducted with WARM installation contractors by program administrators to assess their workmanship during the past year.

Staff attended the PUC Be Utility Wise event held in September to explain West Penn Power's low-income programs to social service agencies.

WARM Extra Measures/WARM Plus: Two heat pump water heater installations were completed in the West Penn Power area during PY7Q2.

Procedures for coordination with Columbia Gas's Low-Income Usage Reduction Program and the WARM Program have been finalized and all aspects of joint delivery are underway.

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

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

This quarter, the ICSP held four (4) outreach events across the West Penn Power region in September and October, 2015.

The main focus of these events is to:

- a. Increase participation in this program;
- b. Motivate customers and program allies to move forward with their projects as the Phase II Programs will end effective May 2016;
- c. To provide a broad overview of Phase III.

West Penn Power continues to receive and process applications under Phase II for this program. The ICSP continues with its past strategy to conduct outreach campaign through program ally network, direct marketing and one-on-one outreach by the program staff.

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

This quarter, the ICSP held four (4) outreach events across the West Penn Power region in September and October, 2015.

The main focus of these events is to:

- a. Increase participation in this program;
- b. Motivate customers and program allies to move forward with their projects as the Phase II Programs will end effective May 2016;
- c. To provide a broad overview of Phase III.

The ICSP continues with its outreach and marketing efforts that are focused on direct marketing to building owners/operators, design/build contractors, and engineering and architectural firms by promoting the Building Program Guidelines document plus number of marketing pieces that are targeted at professionals and decision makers in this market segment. Based on the year-to-date results, the ICSP has revised its 60-Day outlook marketing plan to build a momentum in this program. An uptick in new project applications coming through this program are also a result of outreach to upstream program allies. 769 kits were shipped to customers this quarter.

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

This quarter, the ICSP held four (4) outreach events across the West Penn Power region in September and October, 2015.

The main focus of these events is to:

- a. Increase participation in this program;
- b. Motivate customers and program allies to move forward with their projects as the Phase II Programs will end effective May 2016;
- c. To provide a broad overview of Phase III.

West Penn Power continues to receive and process applications under Phase II. The ICSP markets this program through program ally network and one-on-one outreach by the program staff.

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

This quarter, the ICSP held four (4) outreach events across the West Penn Power region in September and October, 2015.

The main focus of these events is to:

- a. Increase participation in this program;
- b. Motivate customers and program allies to move forward with their projects as the Phase II Programs will end effective May 2016;
- c. To provide a broad overview of Phase III.

The ICSP continues with its outreach and marketing efforts that are focused on direct marketing to building owners/operators, design/build contractors, and engineering and architectural firms by promoting the Building Program Guidelines document plus number of marketing pieces that are targeted at professionals and decision makers in this market segment. Based on the year-to-date results, the ICSP has revised its 60-Day outlook marketing plan to build a momentum in this program. An uptick in new project applications coming through this program are also a result of outreach to upstream program allies. No kits were shipped to customers this quarter.

- **Government & Institutional:**

This quarter, the ICSP held four (4) outreach events across the West Penn Power region in September and October, 2015.

The main focus of these events is to:

- a. Increase participation in this program;
- b. Motivate customers and program allies to move forward with their projects as the Phase II Programs will end effective May 2016;
- c. To provide a broad overview of Phase III.

ICSP promoted outreach events via the Program website, e-Blast, program ally newsletter and EnergyLine newsletter. The Company utilized Customer Support Account Managers and Area Managers to promote these events to assigned accounts & GNI customers. The ICSP continues to market the program through traditional marketing channels plus a direct one-on-one outreach by the program staff.

1.3 Evaluation Updates and Findings

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

ADM has communicated to the Company's implementation staff the data collection requirements and calculation procedures outlined in the 2015 PA TRM for measures offered under each program. Nonresidential lighting projects with ex ante savings above 800 MWh and other nonresidential projects with ex ante savings above 400 MWh are sampled with certainty and evaluated on an ongoing basis by ADM. Nonresidential lighting projects with ex ante savings above 500 MWh and other nonresidential projects with ex ante savings above 250 MWh are reviewed for evaluability on an ongoing basis by ADM, and data acquisition requirements for these projects are communicated to the ICSP.

ADM has pulled initial samples for all nonresidential programs. On-site inspections for sampled nonresidential projects are expected to start in February 2016.

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

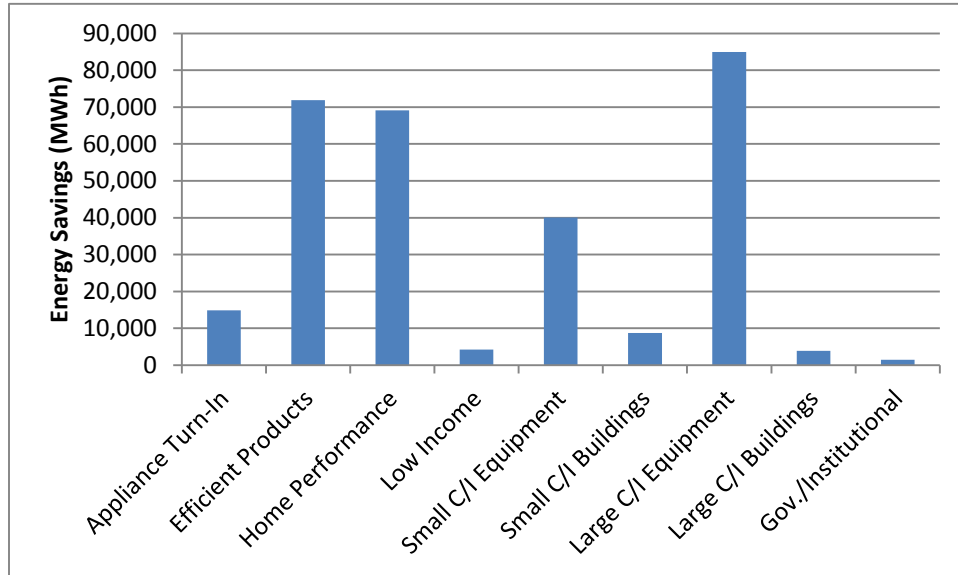
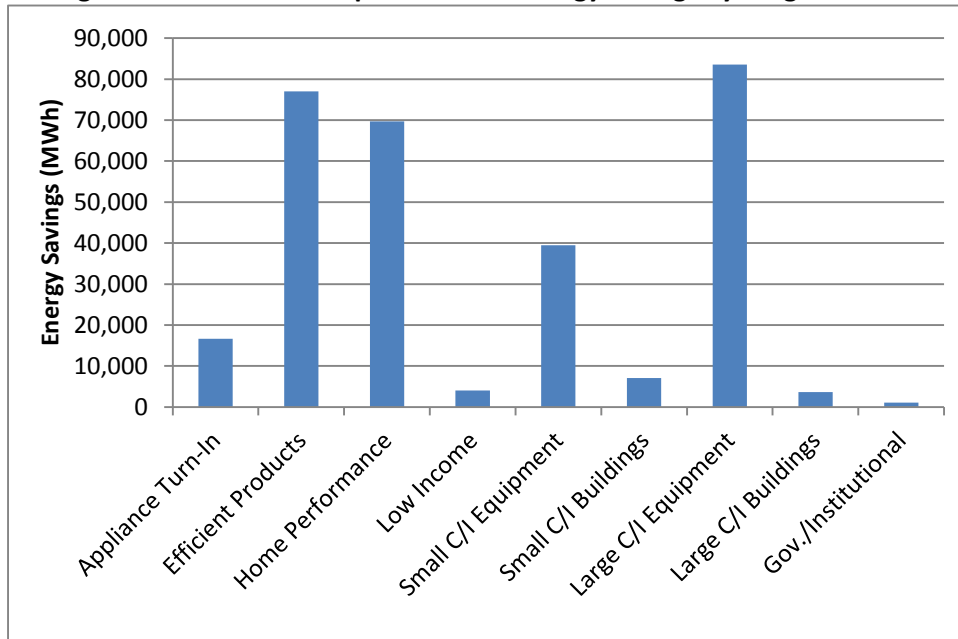


Figure 2-2: Phase II-Q Reported Gross Energy Savings by Program



A summary of energy impacts by program through PY7Q2 is presented in Table 2-1.

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

| Program | Participants | | | Reported Gross Impact (MWh/Year) | | | |
|--|--------------|---------|----------|-------------------------------------|--------|----------|-------------------------|
| | IQ | PYTD | Phase II | IQ | PYTD | Phase II | Phase II-Q ⁷ |
| Appliance Turn-In | 1,875 | 4,035 | 17,281 | 2,089 | 4,492 | 14,890 | 16,691 |
| Energy Efficient Products | 89,232 | 135,773 | 615,264 | 6,229 | 10,689 | 71,887 | 77,051 |
| Home Performance | 5,936 | 7,559 | 278,707 | 9,596 | 21,373 | 69,151 | 69,718 |
| Low Income / WARM | 377 | 740 | 11,583 | 278 | 565 | 4,206 | 4,029 |
| C/I Small Energy Efficient Equipment | 169 | 340 | 1,270 | 5,380 | 9,130 | 40,067 | 39,467 |
| C/I Small Energy Efficient Buildings | 784 | 1,581 | 7,787 | 1,820 | 2,652 | 8,717 | 7,061 |
| C/I Large Energy Efficient Equipment | 20 | 43 | 204 | 14,881 | 19,077 | 84,988 | 83,592 |
| C/I Large Energy Efficient Buildings | 7 | 8 | 37 | 1,954 | 1,954 | 3,865 | 3,660 |
| Government, & Institutional | 5 | 10 | 39 | 121 | 181 | 1,454 | 1,046 |
| TOTAL PORTFOLIO | 98,405 | 150,089 | 932,172 | 42,347 | 70,112 | 299,224 | 302,314 |
| Carry Over Savings from Phase I⁸ | | | | | | | 59,929 |
| Total Phase II-Q-CO | | | | | | | 362,243 |

⁷ Phase II cumulative savings reflect PY5 verified savings and reported savings for PY6 and PY7.

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

3 Summary of Demand Impacts by Program

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

Figure 3-1: Phase II Demand Reduction by Program

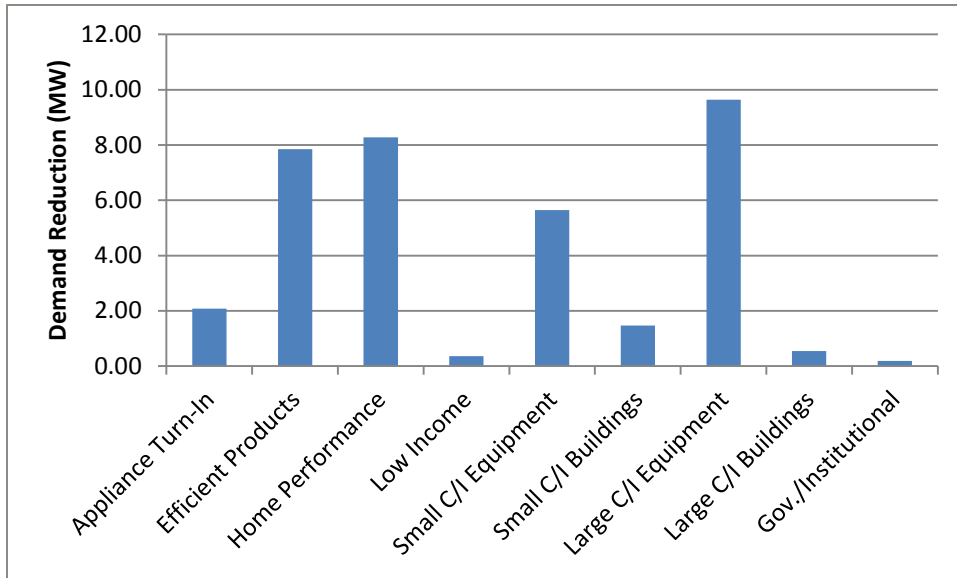
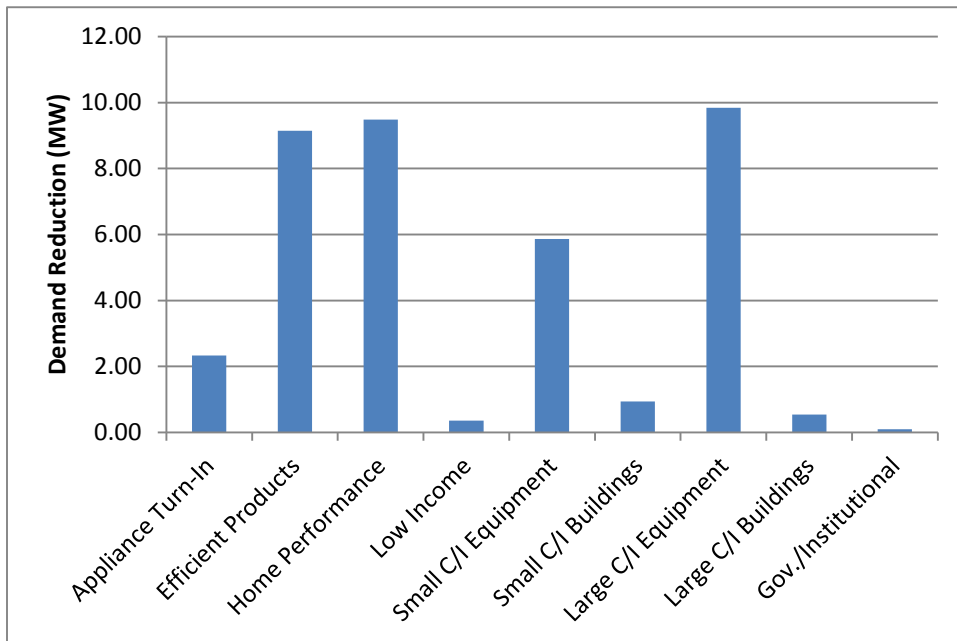


Figure 3-2: Phase II-Q Demand Reduction by Program



A summary of total demand reduction impacts by program through PY7Q2 is presented in Table 3-1.

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

| Program | Participants | | | Reported Gross Impact (MW) | | | |
|--------------------------------------|---------------|----------------|----------------|-------------------------------|--------------|--------------|-----------------------------|
| | IQ | PYTD | Phase II | IQ | PYTD | Phase II | Phase II- Q ⁹ |
| Appliance Turn-In | 1,875 | 4,035 | 17,281 | 0.25 | 0.55 | 2.08 | 2.33 |
| Energy Efficient Products | 89,232 | 135,773 | 615,264 | 1.01 | 1.74 | 7.84 | 9.15 |
| Home Performance | 5,936 | 7,559 | 278,707 | 7.04 | 7.13 | 8.28 | 9.48 |
| Low Income / WARM | 377 | 740 | 11,583 | 0.03 | 0.06 | 0.36 | 0.36 |
| C/I Small Energy Efficient Equipment | 169 | 340 | 1,270 | 0.70 | 1.16 | 5.64 | 5.86 |
| C/I Small Energy Efficient Buildings | 784 | 1,581 | 7,787 | 0.23 | 0.21 | 1.47 | 0.94 |
| C/I Large Energy Efficient Equipment | 20 | 43 | 204 | 1.91 | 2.49 | 9.64 | 9.84 |
| C/I Large Energy Efficient Buildings | 7 | 8 | 37 | 0.27 | 0.27 | 0.54 | 0.54 |
| Government, & Institutional | 5 | 10 | 39 | 0.01 | 0.02 | 0.19 | 0.10 |
| TOTAL PORTFOLIO | 98,405 | 150,089 | 932,172 | 11.45 | 13.63 | 36.04 | 38.59 |

⁹ Phase II cumulative demand impacts reflect PY5 verified savings and reported savings for PY6 and PY7.

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 | \$2,270 | \$3,573 | \$14,618 |
| EDC Incentives to Trade Allies | \$0 | \$0 | \$0 |
| Subtotal EDC Incentive Costs | \$2,270 | \$3,573 | \$14,618 |
| Design & Development | \$54 | \$97 | \$258 |
| Administration, Management and Technical Assistance ^[1] | \$1,795 | \$3,670 | \$24,209 |
| Marketing | \$235 | \$499 | \$2,571 |
| Subtotal EDC Implementation Costs | \$2,085 | \$4,267 | \$27,038 |
| EDC Evaluation Costs | \$190 | \$384 | \$1,158 |
| SWE Audit Costs | \$162 | \$351 | \$1,418 |
| Total EDC Costs^[2] | \$4,707 | \$8,575 | \$44,233 |
| Participant Costs^[3] | | | |
| Total TRC Costs^[4] | | | |

NOTES

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

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

4.2 Program Level Expenditures

Program-specific finances are shown in the following tables.

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

| | Quarter 2 (\$1,000) | PYTD (\$1,000) | Phase II (\$1,000) |
|--|------------------------|-------------------|-----------------------|
| EDC Incentives to Participants | \$99 | \$218 | \$897 |
| EDC Incentives to Trade Allies | \$0 | \$0 | \$0 |
| Subtotal EDC Incentive Costs | \$99 | \$218 | \$897 |
| Design & Development | \$5 | \$8 | \$22 |
| Administration, Management and Technical Assistance ^[1] | \$128 | \$330 | \$1,609 |
| Marketing | \$40 | \$98 | \$463 |
| Subtotal EDC Implementation Costs | \$173 | \$437 | \$2,094 |
| EDC Evaluation Costs | \$5 | \$12 | \$35 |
| SWE Audit Costs | \$14 | \$30 | \$123 |
| Total EDC Costs^[2] | \$290 | \$697 | \$3,148 |
| Participant Costs^[3] | | | |
| Total TRC Costs^[4] | | | |

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

| | Quarter 2 (\$1,000) | PYTD (\$1,000) | Phase II (\$1,000) |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants | \$562 | \$944 | \$4,089 |
| EDC Incentives to Trade Allies | \$0 | \$0 | \$0 |
| Subtotal EDC Incentive Costs | \$562 | \$944 | \$4,089 |
| Design & Development | \$6 | \$11 | \$30 |
| Administration, Management and Technical Assistance ^[1] | \$240 | \$458 | \$3,210 |
| Marketing | \$34 | \$67 | \$466 |
| Subtotal EDC Implementation Costs | \$281 | \$536 | \$3,707 |
| EDC Evaluation Costs | \$47 | \$75 | \$179 |
| SWE Audit Costs | \$19 | \$40 | \$164 |
| Total EDC Costs^[2] | \$908 | \$1,595 | \$8,138 |
| Participant Costs^[3] | | | |
| Total TRC Costs^[4] | | | |

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

| | Quarter 2 (\$1,000) | PYTD (\$1,000) | Phase II (\$1,000) |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants | \$334 | \$545 | \$2,322 |
| EDC Incentives to Trade Allies | \$0 | \$0 | \$0 |
| Subtotal EDC Incentive Costs | \$334 | \$545 | \$2,322 |
| Design & Development | \$15 | \$28 | \$74 |
| Administration, Management and Technical Assistance ^[1] | \$392 | \$785 | \$8,382 |
| Marketing | \$38 | \$90 | \$464 |
| Subtotal EDC Implementation Costs | \$446 | \$903 | \$8,919 |
| EDC Evaluation Costs | \$33 | \$59 | \$133 |
| SWE Audit Costs | \$46 | \$100 | \$406 |
| Total EDC Costs^[2] | \$859 | \$1,607 | \$11,781 |
| Participant Costs^[3] | | | |
| Total TRC Costs^[4] | | | |

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

| | Quarter 2 (\$1,000) | PYTD (\$1,000) | Phase II (\$1,000) |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants | \$0 | \$0 | \$1 |
| EDC Incentives to Trade Allies | \$0 | \$0 | \$0 |
| Subtotal EDC Incentive Costs | \$0 | \$0 | \$1 |
| EDC Implementation Costs | | | |
| Design & Development | \$10 | \$18 | \$48 |
| Administration, Management and Technical Assistance ^[1] | \$435 | \$949 | \$4,417 |
| Marketing | \$10 | \$21 | \$102 |
| Subtotal EDC Implementation Costs | \$455 | \$988 | \$4,567 |
| EDC Evaluation Costs | | | |
| EDC Evaluation Costs | \$27 | \$52 | \$225 |
| SWE Audit Costs | \$31 | \$66 | \$265 |
| Total EDC Costs^[2] | \$512 | \$1,106 | \$5,058 |
| Participant Costs^[3] | | | |
| Total TRC Costs^[4] | | | |

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

⁵ Negative values represent accounting adjustments from prior periods.

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

| | Quarter 2 (\$1,000) | PYTD (\$1,000) | Phase II (\$1,000) |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants | \$373 | \$600 | \$2,446 |
| EDC Incentives to Trade Allies | \$0 | \$0 | \$0 |
| Subtotal EDC Incentive Costs | \$373 | \$600 | \$2,446 |
| Design & Development | \$9 | \$16 | \$42 |
| Administration, Management and Technical Assistance ^[1] | \$265 | \$525 | \$3,178 |
| Marketing | \$54 | \$107 | \$514 |
| Subtotal EDC Implementation Costs | \$328 | \$648 | \$3,735 |
| EDC Evaluation Costs | \$28 | \$64 | \$199 |
| SWE Audit Costs | \$27 | \$58 | \$233 |
| Total EDC Costs^[2] | \$755 | \$1,370 | \$6,612 |
| Participant Costs^[3] | | | |
| Total TRC Costs^[4] | | | |

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

| | Quarter 2 (\$1,000) | PYTD (\$1,000) | Phase II (\$1,000) |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants | \$59 | \$112 | \$457 |
| EDC Incentives to Trade Allies | \$0 | \$0 | \$0 |
| Subtotal EDC Incentive Costs | \$59 | \$112 | \$457 |
| Design & Development | \$3 | \$6 | \$15 |
| Administration, Management and Technical Assistance ^[1] | \$108 | \$215 | \$1,040 |
| Marketing | \$26 | \$52 | \$224 |
| Subtotal EDC Implementation Costs | \$137 | \$272 | \$1,279 |
| EDC Evaluation Costs | \$4 | \$6 | \$25 |
| SWE Audit Costs | \$9 | \$21 | \$83 |
| Total EDC Costs^[2] | \$209 | \$411 | \$1,844 |
| Participant Costs^[3] | | | |
| Total TRC Costs^[4] | | | |

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

| | Quarter 2 (\$1,000) | PYTD (\$1,000) | Phase II (\$1,000) |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants | \$763 | \$1,069 | \$4,133 |
| EDC Incentives to Trade Allies | \$0 | \$0 | \$0 |
| Subtotal EDC Incentive Costs | \$763 | \$1,069 | \$4,133 |
| Design & Development | \$2 | \$4 | \$11 |
| Administration, Management and Technical Assistance ^[1] | \$115 | \$198 | \$1,149 |
| Marketing | \$13 | \$26 | \$140 |
| Subtotal EDC Implementation Costs | \$130 | \$228 | \$1,299 |
| EDC Evaluation Costs | \$41 | \$105 | \$315 |
| SWE Audit Costs | \$7 | \$14 | \$58 |
| Total EDC Costs^[2] | \$942 | \$1,416 | \$5,806 |
| Participant Costs^[3] | | | |
| Total TRC Costs^[4] | | | |

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

| | Quarter 2 (\$1,000) | PYTD (\$1,000) | Phase II (\$1,000) |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants | \$74 | \$74 | \$204 |
| EDC Incentives to Trade Allies | \$0 | \$0 | \$0 |
| Subtotal EDC Incentive Costs | \$74 | \$74 | \$204 |
| Design & Development | \$1 | \$2 | \$6 |
| Administration, Management and Technical Assistance ^[1] | \$47 | \$84 | \$389 |
| Marketing | \$7 | \$15 | \$67 |
| Subtotal EDC Implementation Costs | \$56 | \$101 | \$462 |
| EDC Evaluation Costs | \$4 | \$7 | \$33 |
| SWE Audit Costs | \$4 | \$8 | \$33 |
| Total EDC Costs^[2] | \$137 | \$191 | \$732 |
| Participant Costs^[3] | | | |
| Total TRC Costs^[4] | | | |

NOTES

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

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

| | Quarter 2 (\$1,000) | PYTD (\$1,000) | Phase II (\$1,000) |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants | \$6 | \$10 | \$70 |
| EDC Incentives to Trade Allies | \$0 | \$0 | \$0 |
| Subtotal EDC Incentive Costs | \$6 | \$10 | \$70 |
| Design & Development | \$2 | \$4 | \$10 |
| Administration, Management and Technical Assistance ^[1] | \$65 | \$126 | \$836 |
| Marketing | \$12 | \$24 | \$130 |
| Subtotal EDC Implementation Costs | \$80 | \$154 | \$976 |
| EDC Evaluation Costs | \$2 | \$5 | \$15 |
| SWE Audit Costs | \$6 | \$13 | \$54 |
| Total EDC Costs^[2] | \$94 | \$181 | \$1,114 |
| Participant Costs^[3] | | | |
| Total TRC Costs^[4] | | | |

NOTES

Negative values represent accrual reversals that are greater than the current period expense.

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

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

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

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

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

⁴ Total TRC Costs = Total EDC Costs + Participant Costs

