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September 29, 2023

***VIA ELECTRONIC FILING***

Rosemary Chiavetta
Secretary
Pennsylvania Public Utility Commission
Commonwealth Keystone Building
400 North Street, 2nd Floor North
P.O. Box 3265
Harrisburg, PA 17105-3265

**Re: Petition of PPL Electric Utilities Corporation for Approval of its Act 129 Phase IV Energy Efficiency and Conservation Plan**
**Docket No. M-2020-3020824**

Dear Secretary Chiavetta:

Pursuant to the Pennsylvania Public Utility Commission's ("Commission") Order entered August 24, 2023, in the above-captioned proceeding, enclosed for filing on behalf of PPL Electric Utilities Corporation ("PPL Electric" or the "Company") is the Company's Amended Act 129 Phase IV Energy Efficiency and Conservation ("EE&C") Plan. The Amended Phase IV EE&C Plan includes the modifications approved in the Joint Petition for Settlement of All Issues and the modifications to the reporting requirements contained in Ordering Paragraph 1 of the Commission's August 24, 2023 Order.

Copies will be provided as indicated on the Certificate of Service.

Respectfully submitted,

Devin Ryan

DR/dmc
Enclosures

cc: The Honorable Mark A. Hoyer (*via e-mail; w/attachments*)

The Honorable Emily I. DeVoe (*via e-mail; w/attachments*)
Certificate of Service

**CERTIFICATE OF SERVICE**
**(Docket No. M-2020-3020824)**

I hereby certify that a true and correct copy of the foregoing has been served upon the following persons, in the manner indicated, in accordance with the requirements of 52 Pa. Code § 1.54 (relating to service by a participant).

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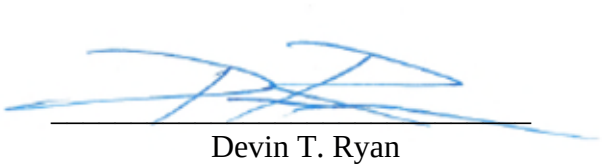
Dated: September 29, 2023



Devin T. Ryan

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Before the

**PENNSYLVANIA PUBLIC UTILITY COMMISSION**

# PPL Electric Utilities Corporation

# Energy Efficiency and Conservation Plan

# Act 129 Phase IV

Docket No. M-2020-3020824

Revised September 30, 2023, in accordance with

PUC's Opinion and Order entered August 24, 2023

~~Revised May 24, 2021 in accordance with~~

~~PUC's Opinion and Order entered March 25, 2021~~

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**Tables**



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## Figures



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## Acronyms and Abbreviations

| Acronym | Definition |
|---|---|
| ACR | Act 129 Compliance Rider |
| Act 129 | Act 129 of 2008, P.L. 1592, 66 Pa. C.S. §§ 2806.1, 2806.2 |
| BPM | Brushless permanent magnet |
| C&I | Commercial and industrial |
| CCFL | Cold-cathode fluorescent lamp |
| cfm | Cubic feet per minute |
| CHP | Combined heat and power |
| CIP | Continuous improvement process |
| Commission | Pennsylvania Public Utility Commission |
| CRAC | Computer room air conditioning |
| CRAH | Computer room air handling |
| CSP | Conservation service provider |
| DEER | California Database for Energy -Efficiency Resources |
| DLC | DesignLights Consortium |
| DOE | U.S. Department of Energy |
| EC | Electronically commutated |
| ECM | Electronically commutated motor |
| EDC | Electric distribution company |
| EE&C Plan | Act 129 Phase IV Energy Efficiency and Conservation Plan |
| EE&C Plan Template | EE&C Plan Template issued by the Commission on September 9, 2020, at Docket No. M-2020-3015228 |
| EISA | Energy Independence and Security Act of 2007 |
| EM&V | Evaluation, measurement, and verification |
| FCM | Forward capacity market |
| FHPC | Floating Head Pressure Control |
| FPIG | Federal Poverty Income Guidelines |
| GNE | Government/Nonprofit/Educational |
| GNI | Government, nonprofit, and institutional |
| HER | Home energy report |
| HID | High intensity discharge |
| HP | Horsepower |
| HVLS | High Volume Low Speed |
| IECC | International Energy Conservation Code |
| IMP | Interim Measure Protocol |
| Implementation Order | Pennsylvania Public Utility Commission's Final Implementation Order entered on June 18, 2020, at Docket No. M-2020-3015228 |
| IRR | Internal rate of return |
| kW | Kilowatt |
| kWh | Kilowatt-hour |
| LED | Light Emitting Diode |
| LEED | Leadership in Energy and Environmental Design |
| LIURP | Low-Income Usage Reduction Program |
| M&V | Measurement and verification |
| MW | Megawatt |
| MWh | Megawatt-hour |
| MWh/year | MWh credited towards compliance target in the year a measure is installed |

| Acronym | Definition |
|---|---|
| NTG | Net-to-gross |
| NYMEX | New York Mercantile Exchange |
| Pa PUC | Pennsylvania Public Utility Commission |
| Phase IV Plan | Act 129 Phase IV Energy Efficiency and Conservation Plan |
| PJM | PJM Interconnection LLC |
| PMS | Permanent magnet synchronous |
| PSC | Permanent split capacitor |
| psi | Pounds per square inch |
| psig | Pounds per square in gauge |
| QA/QC | Quality assurance and quality control |
| RFP | Request for proposals |
| SCOP | Seasonal coefficient of performance |
| SCR | Silicon controlled rectifier |
| SCT | Saturated condensing temperature |
| SEM | Strategic energy management |
| SP | Shaded-pole |
| SWE | Statewide Evaluator |
| T&D | Transmission and distribution |
| TRC | Total resource cost |
| TRM | Pennsylvania Technical Reference Manual |
| VFD | Variable-frequency drive |
| VSD | Variable speed drive |
| WRAP | Winter Relief Assistance Program |

# 1 Overview of PPL Electric Utilities' Act 129 Phase IV Plan

## *1.1 Summary Description of the Plan*

PPL Electric Utilities Corporation ("PPL Electric Utilities" or the "Company") hereby submits its Act 129 Phase IV Energy Efficiency and Conservation Plan ("EE&C Plan," "Plan," or "Phase IV Plan") in compliance with Act 129 of 2008, P.L. 1592, 66 Pa. C.S. §§ 2806.1, 2806.2 ("Act 129"). This Plan is being filed pursuant to the Pennsylvania Public Utility Commission's ("Pa PUC" or the "Commission") Final Implementation Order entered on June 18, 2020, at Docket No. M-2020-3015228,[1] the Commission's 2021 TRC Test Order at Docket No. M-2019-3006868,[2] and the Phase IV EE&C Plan Template served by Secretarial Letter on September 9, 2020, at Docket No. M-2020-3015228. The portfolio comprises the three continuing comprehensive programs and nine associated components listed in Table 1~~Table 1~~.

**Table 1. PPL Electric Utilities' Phase IV Programs and Components**

| # | Programs and Components |
|---|---|
| **1. Residential Program** | |
| 1.1 | Appliance Recycling |
| 1.2 | Efficient Lighting – Specialty Bulbs |
| 1.3 | Energy Efficient Homes |
| 1.4 | Student Energy Efficient Education |
| **2. Low-Income Program** | |
| 2.1 | Low-Income Assessment |
| **3. Non-Residential Program** | |
| 3.1 | Small Commercial and Industrial Efficient Equipment Prescriptive Rebate |
| 3.2 | Large Commercial and Industrial Efficient Equipment Prescriptive Rebate |
| 3.3 | Small Commercial and Industrial Custom |
| 3.4 | Large Commercial and Industrial Custom |

The portfolio offers PPL Electric Utilities' customers a cost-effective, equitable, flexible, and comprehensive set of programmatic choices, incentives, information, and educational opportunities. Together, these programs meet the goals set forth in the Implementation Order, including cost-effectively achieving all savings objectives within the required budget caps (Table 2~~Table 2~~). The three programs, along with their associated program components, are described in Section 3.

[1] *Energy Efficiency and Conservation Program*, Docket No. M-2020-3015228 (Order entered June 18, 2020) ("Implementation Order").

[2] *2021 Total Resource Cost (TRC) Test*, Docket No. M-2019-3006868 (Order entered Dec. 19, 2019) ("2021 TRC Test Order").

**Table 2. Summary of Compliance Targets**

| - | Compliance Target[1] | EE&C Plan[2] |
|---|---|---|
| Overall Energy Reductions (MWh) | 1,250,157 | 1,376,015 |
| Overall Peak Demand Reductions (MW)[3] | 229 | 250 |
| Low-Income Energy Reductions (MWh)[4] | 72,509 | 71,005 |
| Budget Cap (excluding SWE costs) | $307,506,880 | $307,491,409 |
| Cost-Effectiveness (per TRC) | 1 | 1.15 |

[1] Per the Implementation Order, there are no government, nonprofit, and institutional ("GNI") compliance targets for Phase IV, page 5. PPL Electric Utilities will continue to serve the GNI sector through the Non-Residential Program.
[2] The overall energy reductions (MWh/year) exclude 306,275 MWh/year of carryover program savings from Phase III. Low-Income energy reductions (MWh/year) exclude 31,089 MWh/year of carryover program savings from Phase III.
[3] Peak Demand is at generation.
[4] Total includes Low-Income Small C&I and will not match Low Income Program/Sector total.

| ~~Compliance Target[1]~~ | ~~EE&C Plan[2]~~ |
|---|---|
| ~~Overall Energy Reductions (MWh/year)~~ | ~~1,250,157~~ | ~~1,602,794~~ |
| ~~Overall Peak Demand Reductions (MW)[3]~~ | ~~229~~ | ~~251~~ |
| ~~Low-Income Energy Reductions (MWh/year)[4]~~ | ~~72,509~~ | ~~68,342~~ |
| ~~Budget Cap (excluding SWE costs)~~ | ~~$307,506,880~~ | ~~$307,491,409~~ |
| ~~Cost-Effectiveness (per TRC)~~ | ~~1.0~~ | ~~1.15~~ |

~~[1] Per the Implementation Order, there are no government, nonprofit, and institutional ("GNI") compliance targets for Phase IV, page 5. PPL Electric Utilities will continue to serve the GNI sector through the Non-Residential Program.~~
~~[2] The overall energy reductions (MWh/year) exclude 200,000 MWh/year of carryover program savings from Phase III. Low-Income energy reductions (MWh/year) exclude 20,000 MWh/year of carryover program savings from Phase III.~~
~~[3] Peak Demand is at generation.~~
~~[4] Total includes Low-Income Small C&I and will not match Low Income Program/Sector total.~~

### 1.1.1 Portfolio Objectives

PPL Electric Utilities designed the Phase IV Plan to meet the requirements set forth by the Commission's Implementation Order:

- Offer programs for a five-year term, beginning on June 1, 2021, and concluding on May 31, 2026.
- Comply with the designated expenditure cap of 2% of 2006 annual revenues for each year of the five-year Plan, which equates to a total energy efficiency budget of approximately $307.5 million,[3] over the five-year Phase IV period, and an average program acquisition cost of approximately $0.246 per kWh saved.
- Achieve 3.3% reduction in overall energy consumption, which is equivalent to 1,250,157 MWh/year of gross verified savings. The EE&C Plan must be designed to achieve at least 15% of the total cumulative energy reduction target in each of the five program years, which equates to 187,524 MWh/year each year.

[3] This dollar amount excludes approximately $5 million for PPL Electric Utilities' portion of the statewide evaluator ("SWE") costs that are not subject to the funding cap.

- Achieve required energy reduction set-aside target from the low-income customer sector (those who are at or below 150% of the Federal Poverty Income Guidelines ["FPIG"]), which is equal to a minimum of 5.8% (72,509 MWh per year of gross verified savings) of the total portfolio energy reductions. Compliance savings must come entirely from income-qualified programs and may not accrue from low-income customer participation in non-low-income-specific residential programs.
- Achieve compliance target of cumulative peak demand reduction of 229 MW gross verified savings exclusively through deployment of energy efficiency measures offering coincident peak reduction benefits. The EE&C Plan must be designed to achieve at least 15% of the total cumulative demand reduction target in each of the five program years, which equates to 34.35 MW per year.
- Offer at least one comprehensive program for residential customers and one comprehensive program for non-residential customers.
- Provide a portfolio cost recovery tariff mechanism.
- Dedicate at least 50% of funds to incentives at the portfolio level.
- Ensure the portfolio is cost-effective based on the total resource cost ("TRC") test and compliance with TRC guidance.[4]
- Include high-level plans to measure, evaluate, and verify the performance of individual programs and the Plan as a whole.
- Allocate the cost of measures to the customer class that receives the benefit of those measures.

In addition, PPL Electric Utilities designed the EE&C Plan to accomplish several corporate objectives:

- Exceed compliance targets, by approximately 35~~44~~% MWh[5] and 9~~10~~% MW, to allow for evaluation and other uncertainties.
- Enhance program comprehensiveness by offering overarching programs to serve residential, low-income, small commercial and industrial ("C&I"), and large C&I customers. These programs comprise customizable measure offerings bundled into components that span end uses, consolidate administrative functions, and eliminate arbitrary program designations that may serve as a barrier to participation.
- Achieve broad stakeholder consensus to the extent practical.
- Provide significant energy efficiency education to encourage customers to take a more comprehensive, holistic approach to energy efficiency (such as upgrading multiple measures, like weatherization and HVAC and water heating systems, or conducting whole-house and whole-building upgrades).
- Provide programs that achieve high customer satisfaction.
- Provide a transition for customers from Phase III to Phase IV program:

[4] This TRC guidance is outline in the Commission's 2021 TRC Test Order.

[5] This includes 306,275~~200,000~~ MWh/year of carryover savings from Phase III (10~~28~~% without carryover savings).

  - Offer residential customers a comparable mix of measures and incentive levels as those provided during Phase III for at least the first three months of Phase IV.
  - Offer comparable incentives to customers with non-residential projects on the Phase III waitlist that are completed in early Phase IV.
- Allow Phase III non-residential projects on the waitlist that are completed in Phase IV within the first three months to be eligible for a rebate based on Phase III eligibility requirements.
- Provide low-income programs at no cost to participants, although Act 129 Compliance Rider ("ACR") charges will appear on their bills.
- Provide a number of energy efficiency measures to low-income households that are proportionate to those households' share of total energy usage in the service territory (17.07~~19~~%).
- Deliver programs using a customer-sector approach that is flexible enough to control the pace of programs if customer preferences or market conditions change.
- Achieve a reasonable net-to-gross ("NTG") ratio for each program.
- Continue to support an effective trade ally network that stocks and promotes efficient equipment.
- Achieve an equitable distribution of programs, savings, and costs for all customer sectors.
- Nominate a portion of the portfolio's peak demand reduction into the PJM Interconnection LLC ("PJM") Forward Capacity Market ("FCM").

PPL Electric Utilities is well-positioned to deliver a portfolio of programs that will meet customers' needs, fulfill the Company's Plan objectives, and achieve the results required for Phase IV. The Company designed its programs to provide residential, low-income, and non-residential (small and large C&I) customers with a comprehensive range of options intended to drive participation. PPL Electric Utilities uses targeted marketing techniques that capitalize on ongoing market research and on customer and trade ally feedback to match outreach and messaging strategies with likely participants' primary participation drivers. The common features of all programs are education, customer care, technical support, quality assurance and quality control ("QA/QC"), and evaluation, measurement, and verification ("EM&V").

The entire portfolio is supported by financial incentives, an active trade ally network, tracking, and a delivery approach focused on providing customers the support they need to achieve their energy efficiency objectives and encourage their continued engagement with PPL Electric Utilities' programs. Implementation activities range from simple, common energy efficiency measures that can be installed with minimal oversight or administration to more complex measures that may be (but are not required to be) part of a facility-wide energy management strategy. The Plan identifies opportunities for customers in all sectors to participate in one or more program components.

### 1.1.2 Overall Strategy to Achieve Energy Efficiency and Conservation Goals

In Phase IV, PPL Electric Utilities' savings acquisition cost will increase from $0.20 to $0.246. In Phase III, to achieve compliance with a lower budget allocation, the Company implemented several operational and delivery strategies aimed at increasing cost efficiencies and ratepayer value. In Phase IV, PPL Electric Utilities will continue these efforts but also recognizes the need to increase the amount of savings per customer interaction to meet its Phase IV goals. Therefore, in the Phase IV portfolio, the Company will offer customers a more holistic path to achieving deep energy savings. To facilitate this approach, PPL Electric Utilities developed budgets, savings targets, and performance objectives based on comprehensive program offerings for its primary customer sectors: residential, low-income, and non-residential. To accomplish this, the Company relied on Phase IV market potential studies, its Phase III program delivery experience and evaluation results, and an analysis of the Phase IV compliance requirements including the overall residential, low-income, and non-residential savings targets.

PPL Electric Utilities then issued requests for proposals ("RFPs") for the design and delivery of residential, low-income, and non-residential (targeting both small C&I and large C&I customers) programs. The Company used the responses to the RFPs to confirm that its savings targets and budgets were achievable and to determine an appropriate mix of measures and delivery strategies to include in the EE&C Plan. In addition, PPL Electric Utilities engaged The Cadmus Group LLC ("Cadmus") to conduct a cost-effectiveness analysis of the EE&C Plan.[6]

This process enabled PPL Electric Utilities to identify overarching programs that target each key customer segment and encompass more granular paths for participation in the form of program components. These program components are based on measure bundles or delivery strategies so customers can participate at the level that best meets their needs without having to face administrative hurdles or participation barriers.

PPL Electric Utilities' sector-level programs include four Residential Program components, one Low-Income Program component, and four Non-Residential Program components (*i.e.*, two small C&I and two large C&I), together comprising the Phase IV EE&C portfolio. PPL Electric Utilities will continue to administer its programs, support its trade allies and strategic partners, and track and report its portfolio performance at the more granular component level. To customers, component-level administrative and delivery designations will be invisible, and the benefits of a holistic approach to efficiency will be clearly articulated. The portfolio is projected to be cost-effective and to comply with Act 129 targets, at or below the Company's budget cap.

[6] Cadmus is a 100% employee-owned consulting firm. For more than 30 years, Cadmus has been helping organizations forecast energy demand and trends, design programs and portfolios to capture the energy savings, and assess achievement of energy savings and demand reduction.

To further support achievement of its Phase IV energy efficiency and conservation goals, PPL Electric Utilities has several additional portfolio strategies:

- ***Continue to deliver programs that optimize cost efficiency and deliver the greatest value to ratepayers.*** The Phase IV programs have a slightly higher acquisition cost than the Phase III programs,[7] primarily due to the loss of residential lighting opportunities, which were some of the least expensive savings. To address this, PPL Electric Utilities will continue to seek opportunities to reduce and control program administrative costs:
  - Offer comprehensive programs that focus on cost-effective measures with high savings and reasonable NTG ratios to all customer segments throughout the service territory.
  - Emphasize energy efficiency measures with coincident peak demand benefits to achieve demand reduction goals.
  - Create simple incentive applications in multiple submission formats (such as hard copy mail-in, online, and tablet entry by trade allies).
  - Continue to focus on providing personalized and flexible customer service to help ensure customers receive timely feedback to questions, information and educational resources that are directly relatable and immediately applicable, and rapid rebate processing.

- ***Work directly with conservation service providers ("CSPs") that have institutional knowledge of PPL Electric Utilities' market and implementation environment***. These CSPs will implement comprehensive residential, low-income, and non-residential (small C&I and large C&I) programs and enable PPL Electric Utilities to accomplish several goals:
  - Provide a smooth ~~a~~ transition from Phase III to Phase IV programs to maximize customer satisfaction and allow seamless distribution of incentives (and savings) for projects that straddle both phases.[8]
  - Create economies of scale associated with cross-program functions (such as the customer call center, rebate processing, market analytics, marketing, website development, and program management).
  - Facilitate integrated customer engagement across all programs to improve the effectiveness of marketing, customer communications, and cross-promotion of efficiency opportunities, thereby increasing the extent of participation and project comprehensiveness and reducing outreach and recruitment costs.
  - Provide journey mapping to help identify pain points for PPL Electric Utilities' customers~~.~~, so it can create an enhanced and effortless customer experience.
  - Journey mapping will enable PPL Electric Utilities to segment its customers based on distinct characteristics and create customized approaches to their needs.

[7] The program acquisition cost is defined as PPL Electric Utilities' total cost to implement the program (including administration and incentives) divided by the annual kilowatt-hours saved.

[8] The Company uses the in-service date of the project to determine whether to provide the funding under Phase III or Phase IV.

- Implement contracts that tie payments to CSP performance (in terms of costs and savings), ensuring that these providers are accountable for successful program delivery.
- Continue to provide automated rebate applications and processing, QA/QC, performance tracking, reporting, and other functions where practical.

- ***Emphasize comprehensive solutions for all customers.*** PPL Electric Utilities' redesigned portfolio will accomplish three tasks:
  - Offer multiple savings opportunities (in terms of measures, end uses, delivery channels, and incentive mechanisms) in each program.
  - Provide customers with high-quality energy efficiency education through both digital and traditional print outreach and engagement channels as well as through direct communications with trade allies, CSPs, strategic partners, and PPL Electric Utilities' staff.
  - Promote the benefits of multiple-measure, comprehensive projects (whole-home and whole-building approaches).

- ***Ensure that program staff are effective, knowledgeable, and accountable to defined performance metrics.*** Engaged and knowledgeable staff are essential to successful programs. To this end, PPL Electric Utilities is committed to ensuring several qualities about its staff:
  - Have a full understanding of all aspects of their programs and the markets in which they operate.
  - Adhere to program-specific performance metrics to track, monitor, and analyze program success.
  - Benchmark program performance metrics against similar Pennsylvania and national programs.
  - Maintain effective relationships with trade allies through frequent communications and by striving to understand trade ally practices and business needs.
  - Possess a strong knowledge of customer preferences, behavioral triggers, motivations, and barriers.

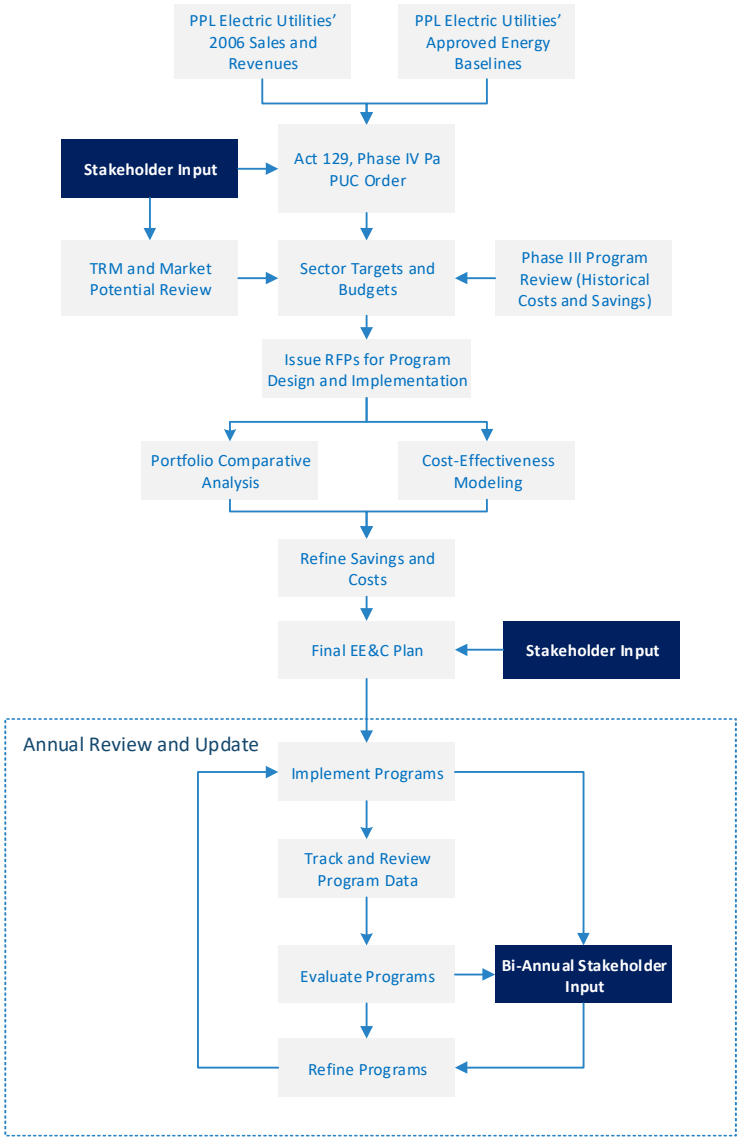
### *1.2 Plan Development Process and Key Assumptions*

PPL Electric Utilities began developing the EE&C Plan shortly after the Pa PUC entered the Tentative Implementation Order on March 12, 2020, at Docket No. M-2020-3015228. After more than a decade of offering Act 129 programs, PPL Electric Utilities has cultivated an experienced professional staff of program managers who work closely with CSPs, trade allies, customers, and stakeholders to seek their input on programs and measures.

The Company designed the Plan to comply with Act 129's requirements and the Commission's Implementation Order and to draw on the Phase IV market potential studies (for energy efficiency and demand response), experience from Phase I through Phase III, stakeholder input, and the RFP responses from program implementers who informed the overarching strategy.

To achieve the Commission's energy savings targets within the required budget caps, PPL Electric Utilities looked to the implementation market for solutions. By issuing competitive RFPs requesting innovative strategies from potential implementation contractors, the Company was able to identify an optimal mix of measures and programs that can achieve significant energy savings at a comparatively low acquisition cost. Figure 1 summarizes PPL Electric Utilities' process for developing the Plan and ensuring continuous improvement.

**Figure 1. Process for Developing the Plan**



### 1.2.1 Principles Guiding Development of the Plan

PPL Electric Utilities has a longstanding commitment to energy efficiency and helping customers use electricity wisely and save on their electricity bills. The Company relies on several principles to guide development of the measures, programs, and implementation strategies in its portfolio:

- ***Customer focus.*** During Phase I through Phase III, PPL Electric Utilities has consistently focused on the customer and improved its programs to meet changing customer and market preferences. The Company designed its portfolio to educate and empower customers to take actions that save energy and money by providing personalized customer service, accelerated rebate processing, and clear and easy-to-understand program information on its website and program applications. Phase IV will continue to build on the virtual strategies the Company began in Phase III for the sake of customer safety and convenience. Through the Plan, PPL Electric Utilities offers a diverse range of information, education, and incentives to help its customers engage in energy efficiency and make informed, sustainable choices that will have a lasting impact on their energy costs.
- ***Compliance with Act 129.*** Consistent with the requirements of Act 129 and the Implementation Order, PPL Electric Utilities developed a portfolio of cost-effective energy efficiency programs that consider stakeholders' input and will generate the energy savings and peak demand reductions needed to meet the goals required by Act 129 and the Commission. The Plan is designed to exceed PPL Electric Utilities' compliance targets by approximately 35~~44~~% MWh[9] and 9~~10~~% MW and within the budget cap.
- ***Flexibility to address changing market conditions.*** PPL Electric Utilities designed its Plan to achieve its EE&C targets within its designated budget cap even as market conditions and customer preferences change over time. The Company achieves this objective through specific actions:
  - Rely on a diverse set of proven, market-ready, and cost-effective energy efficiency (electric) technologies and conservation strategies.
  - Use an overarching program structure and CSPs that will help achieve economies of scale by consolidating program component-level administrative and delivery functions and by encouraging customer participation in multiple program components through effective cross-promotion and having a single view of the customer across all measures and components.
  - Provide multiple program options and controls that help PPL Electric Utilities manage the pace of programs (to achieve the savings and costs in the EE&C Plan) and reduce the frequency of formal EE&C Plan changes. These include modifying marketing tactics, adjusting incentive levels within specified ranges, offering different measures at different times, and offering multiple delivery channels.

[9] This includes ~~200,000~~306,275 MWh/year of carryover savings from Phase III (~~28~~10% without carryover savings).

- ***Effective program design.*** To design these programs, the Company relied on proven, cost-effective technologies and delivery strategies and based its participation, savings, and cost projections on well-researched market potential data, historical performance, and analysis of regional and national trends in similar markets.
- ***Equitable programs.*** PPL Electric Utilities examined Phase III evaluation findings to identify the priorities, opportunities, and challenges faced by the variety of customer sectors, trade allies, and market partners that its programs serve. The Company designed the EE&C Plan to prioritize equity by capitalizing on identified opportunities and by mitigating challenges for disadvantaged customers. The Plan includes a range of measures and programs designed to meet the needs of all of PPL Electric Utilities' customers, with savings and costs distributed equitably across all customer sectors.
- ***Market acceptance.*** PPL Electric Utilities designed its Plan to stimulate market acceptance and installation of energy efficient technologies. The Company works closely with retailers, distributors, contractors, and other trade allies to encourage them to stock, specify, and promote energy efficient technologies. The EE&C Plan includes provisions for training and education; outreach to trade allies, distributors, and stakeholders; and an active awareness campaign to increase customer knowledge about and acceptance of the benefits of energy efficient equipment and to keep them informed about new advances in energy efficient products. PPL Electric Utilities will continue to encourage the wide availability of program-eligible energy efficiency measures and to support increasing demand for energy efficient products and equipment. The Company will monitor and adjust its programs' performance as required if programs are not successful or if NTG ratios are low.
- ***Commitment to low-income customers.*** The EE&C Plan continues PPL Electric Utilities' commitment to helping low-income customers reduce their electricity consumption. PPL Electric Utilities will continue its successful Low-Income Assessment component.

### 1.2.2 Developing the Portfolio

In its RFPs, the Company challenged bidders to propose a portfolio of program components that could achieve the required savings targets within the allocated budget. Specifically, each program must be designed to achieve verified gross energy savings and peak demand reduction that is approximately proportional to its customer mix and based on historical program performance over the five-year Plan period and to capture at least 15% of the total cumulative savings each year. Additionally, the Company required each program to meet its savings objective at a proportional total direct program cost (including incentives and non-incentives incurred by the CSP and excluding the allocation of common, portfolio-level costs) and overall cost (including common costs) within its overall budget cap. See Section 2 for program costs and savings detail in Table 10.

PPL Electric Utilities further directed its CSPs to adhere to its overall guiding principles and to comply with additional design features tailored to each customer sector, as described below.

- Residential Program
  - Achieve acceptable NTG ratios as determined by PPL Electric Utilities, its evaluator, or the SWE.
  - Wherever possible, be cost-effective as determined by the Pennsylvania 2021 TRC test method.
  - Offer diverse and comprehensive measure choices to all residential customers across PPL Electric Utilities' entire service territory.
  - Achieve high customer satisfaction (where at least 85% of customers rate themselves as *very satisfied* or *satisfied*).
- Low-Income Program
  - Offer a low-income component at no cost to households that are at or below 150% of the FPIG according to the U.S. Department of Health and Human Services in January of each program year.[10]
  - Provide a variety of energy efficiency measures and strive to maximize savings, within budget constraints, from direct install measures.
  - Achieve high customer satisfaction where at least 85% of customers rate themselves as *very satisfied* or *satisfied*).
  - Provide a broad selection of energy efficiency measures to qualifying low-income households.
  - Address renters and owners of single-family homes, multifamily buildings that are in the residential customer class and are occupied by low-income customers, and manufactured homes.
  - Offer information to Low-Income Assessment participants regarding PPL Electric Utilities' other universal service and energy conservation programs, such as the Company's Customer Assistance Program (*i.e.*, OnTrack).[11]
- Non-Residential Program
  - Achieve high customer satisfaction (where at least 85% of customers rate themselves as *very satisfied* or *satisfied*).
  - Offer a broad selection of energy efficiency measures across multiple end uses as well as to both the small C&I and large C&I customer segments across PPL Electric Utilities' service territory.

[10] The Low-Income Program is not required to be cost-effective (per the 2021 TRC Test Order) as long as the EE&C portfolio overall is cost-effective.

[11] Through its OnTrack Program, PPL Electric Utilities offers reduced monthly payments to assist low-income customers with account balances in arrears.

- Achieve acceptable NTG ratios as determined by PPL Electric Utilities, its evaluator, or the SWE.
- Be cost-effective as determined by the TRC test method.

PPL Electric Utilities worked with Cadmus to model program- and portfolio-level cost-effectiveness based on projected peak load reductions, energy savings, and costs (such as delivery, incentives, incremental measure, and participant costs). PPL Electric Utilities provided the lifecycle costs, savings, and avoided cost benefits, enabling Cadmus to compute the cost-effectiveness from a TRC perspective.[12] The key assumptions used to estimate energy savings and peak demand reduction, calculate costs, and determine cost-effectiveness are listed in Section 8.

Finally, PPL Electric Utilities iteratively adjusted the expected number of participants and customer incentive levels for each program component and for each measure to balance the portfolio, meet all savings targets, increase cost-effectiveness, and stay within the budget for each customer sector.

### *1.3 Summary Tables of Portfolio Savings Goals, Budgets, and Cost-Effectiveness*

The tables in this section summarize the estimated savings, budget, and cost-effectiveness for PPL Electric Utilities' entire portfolio. The tables are numbered sequentially, with the formats matching those provided in the EE&C Plan Template issued by the Commission on September 9, 2020, at Docket No. M-2020-3015228. Each table caption includes a reference to the corresponding table number provided in the EE&C Plan Template:

- Table 3. Pa PUC Table 1 - Portfolio Summary of Lifetime Costs and Benefits of Energy Efficiency Measures
- Table 4. Pa PUC Table 2 - Summary of Portfolio Energy and Demand Savings (Meter-Level)
- Table 5. Pa PUC Table 3 - Summary of Portfolio Energy and Demand Savings (System-Level)
- Table 6. Pa PUC Table 4 - Summary of Portfolio Costs

**Table 3. Pa PUC Table 1 - Portfolio Summary of Lifetime Costs and Benefits of Energy**

| Portfolio | Total Discounted Lifetime Costs ($000)[1] | Total Discounted Lifetime Benefits ($000) | Total Discounted Net[2] Lifetime Benefits ($000) | Cost-Benefit Ratio (TRC) |
|---|---|---|---|---|
| Residential (exclusive of Low-Income)[3] | $101,594 | $121,262 | $19,667 | 1.19 |
| Residential Low-Income | $43,018 | $42,905 | ($113) | 0.997 |
| Commercial/Industrial Small | $408,476 | $489,879 | $81,403 | 1.20 |
| Commercial/Industrial Large | $245,686 | $266,899 | $21,212 | 1.09 |
| **Total** | **$798,773** | **$920,944** | **$122,171** | **1.15** |

[1] Discounted common costs are included in the appropriate sector totals. See Table 55 (Pa PUC Table 11) for the allocation of common costs.
[2] "Net" refers to the arithmetic difference between the previous two columns. It does not refer to net verified savings.
[3] The Implementation Order disallowed the inclusion of low-income participation in standard, non-low-income-specific residential programs in the calculation of savings towards the low-income carve-out.

[12] The calculation methods and assumptions used for estimating all program costs are provided in Appendix C.

| Portfolio | Total Discounted Lifetime Costs ($000)[1] | Total Discounted Lifetime Benefits ($000) | Total Discounted Net[2] Lifetime Benefits ($000) | Cost-Benefit Ratio (TRC) |
|---|---|---|---|---|
| Residential (exclusive of Low-Income)[3] | $97,641 | $98,235 | $593 | 1.01 |
| Low-Income | $43,976 | $21,155 | $(22,821) | 0.48 |
| Commercial/Industrial Small | $245,746 | $367,754 | $122,008 | 1.50 |
| Commercial/Industrial Large | $396,663 | $414,347 | $17,684 | 1.04 |
| **Total** | **$784,026** | **$901,490** | **$117,464** | **1.15** |

[1] Discounted common costs are included in the appropriate sector totals. See Table 55 (Pa PUC Table 11) for the allocation of common costs.

[2] "Net" refers to the arithmetic difference between the previous two columns. It does not refer to net verified savings.

[3] The Implementation Order disallowed the inclusion of low-income participation in standard, non-low-income-specific residential programs in the calculation of savings towards the low-income carve-out.

**Table 4. Pa PUC Table 2 - Summary of Portfolio Energy and Demand Savings**

| MWh Saved for Consumption Reductions (Meter-Level) | PY13 | | PY14 | | PY15 | | PY16 | | PY17 | | Total | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1st-Year MWh | Lifetime MWh | 1st-Year MWh | Lifetime MWh | 1st-Year MWh | Lifetime MWh | 1st-Year MWh | Lifetime MWh | 1st-Year MWh | Lifetime MWh | 1st-Year MWh | Lifetime MWh |
| Baseline[1] | 38,214,368 | - | 38,214,368 | - | 38,214,368 | - | 38,214,368 | - | 38,214,368 | - | 38,214,368 | - |
| Residential Sector *(exclusive of Low-Income)* – Cumulative Projected Portfolio Savings | 38,050 | 397,724 | 75,377 | 788,944 | 111,131 | 1,181,820 | 144,148 | 1,537,351 | 179,089 | 1,923,813 | 179,089 | 1,923,813 |
| Low-Income Sector – Cumulative Projected Portfolio Savings | 12,247 | 75,631 | 25,132 | 155,192 | 39,749 | 247,203 | 54,320 | 338,597 | 67,093 | 417,095 | 67,093 | 417,095 |
| Commercial/Industrial Small Sector – Cumulative Projected Portfolio Savings | 103,668 | 1,413,687 | 215,698 | 2,949,905 | 366,717 | 5,089,980 | 512,111 | 7,146,518 | 648,725 | 9,082,875 | 648,725 | 9,082,875 |
| Commercial/Industrial Large Sector – Cumulative Net Weather Adjusted Savings | 138,124 | 1,976,773 | 284,686 | 4,080,107 | 347,974 | 4,943,970 | 413,278 | 5,837,977 | 481,108 | 6,760,162 | 481,108 | 6,760,162 |
| EE&C Plan Total – Cumulative Projected Savings | 292,089 | 3,863,816 | 600,893 | 7,974,148 | 865,571 | 11,462,973 | 1,123,857 | 14,860,442 | 1,376,015 | 18,183,946 | 1,376,015 | 18,183,946 |
| Phase III Carryover Savings | - | - | - | - | - | - | - | - | - | - | -306,275 | - |
| Total Cumulative Projected Savings Phase IV + Phase III Carryover Savings | **292,089** | - | **600,893** | - | **865,571** | - | **1,123,857** | - | **1,376,015** | - | **1,682,290** | - |
| EE&C Plan Total – Percentage of Target to be Met[2] | **23%** | - | **48%** | - | **69%** | - | **90%** | - | **110%** | - | **135%** | - |
| Percent Reduction from Baseline | **1%** | - | **2%** | - | **2%** | - | **3%** | - | **4%** | - | **4%** | - |
| Commission-Identified Goal[1] | - | - | - | - | - | - | - | - | - | - | **-1,250,157** | - |

| MWh Saved for Consumption Reductions (Meter-Level) | PY13 | | PY14 | | PY15 | | PY16 | | PY17 | | Total | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1st-Year MWh | Lifetime MWh | 1st-Year MWh | Lifetime MWh | 1st-Year MWh | Lifetime MWh | 1st-Year MWh | Lifetime MWh | 1st-Year MWh | Lifetime MWh | 1st-Year MWh | Lifetime MWh |
| Percent Savings due to Portfolio Above or Below Commission-Identified Goal | - | - | - | - | - | - | - | - | - | - | 35% | - |

[1] As defined in the Implementation Order.
[2] The Implementation Order directed that electric distribution companies ("EDCs") achieve at least 15% of the target amount in each program year.

| ~~MWh Saved for Consumption Reductions (Meter-Level)~~ | ~~PY13~~ | | ~~PY14~~ | | ~~PY15~~ | | ~~PY16~~ | | ~~PY17~~ | | ~~Total~~ | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | ~~1st-Year MWh~~ | ~~Lifetime MWh~~ | ~~1st-Year MWh~~ | ~~Lifetime MWh~~ | ~~1st-Year MWh~~ | ~~Lifetime MWh~~ | ~~1st-Year MWh~~ | ~~Lifetime MWh~~ | ~~1st-Year MWh~~ | ~~Lifetime MWh~~ | ~~1st-Year MWh~~ | ~~Lifetime MWh~~ |
| ~~Baseline[1]~~ | ~~38,214,368~~ | | ~~38,214,368~~ | | ~~38,214,368~~ | | ~~38,214,368~~ | | ~~38,214,368~~ | | ~~38,214,368~~ | |
| ~~Residential Sector (*exclusive of Low-Income*) – Cumulative Projected Portfolio Savings~~ | ~~38,050~~ | ~~397,724~~ | ~~75,377~~ | ~~788,944~~ | ~~106,735~~ | ~~1,092,123~~ | ~~135,900~~ | ~~1,369,165~~ | ~~163,896~~ | ~~1,637,331~~ | ~~163,896~~ | ~~1,637,331~~ |
| ~~Low-Income Sector – Cumulative Projected Portfolio Savings~~ | ~~12,247~~ | ~~75,631~~ | ~~25,132~~ | ~~155,192~~ | ~~38,658~~ | ~~238,700~~ | ~~52,183~~ | ~~322,207~~ | ~~64,430~~ | ~~397,838~~ | ~~64,430~~ | ~~397,838~~ |
| ~~Commercial/Industrial Small Sector – Cumulative Projected Portfolio Savings~~ | ~~103,668~~ | ~~1,413,687~~ | ~~215,698~~ | ~~2,949,905~~ | ~~337,035~~ | ~~4,631,436~~ | ~~454,890~~ | ~~6,266,471~~ | ~~574,229~~ | ~~7,926,062~~ | ~~574,229~~ | ~~7,926,062~~ |
| ~~Commercial/Industrial Large Sector – Cumulative Net Weather-Adjusted Savings~~ | ~~138,124~~ | ~~1,976,773~~ | ~~284,686~~ | ~~4,080,107~~ | ~~458,449~~ | ~~6,596,092~~ | ~~629,601~~ | ~~9,077,539~~ | ~~800,239~~ | ~~11,552,208~~ | ~~800,239~~ | ~~11,552,208~~ |
| ~~EE&C Plan Total – Cumulative Projected Savings~~ | ~~292,089~~ | ~~3,863,816~~ | ~~600,893~~ | ~~7,974,148~~ | ~~940,878~~ | ~~12,558,350~~ | ~~1,272,574~~ | ~~17,035,383~~ | ~~1,602,794~~ | ~~21,513,439~~ | ~~1,602,794~~ | ~~21,513,439~~ |
| ~~Estimated Phase III Carryover Savings~~ | | | | | | | | | | | ~~200,000~~ | |
| ~~Total Cumulative Projected Savings Phase IV + Estimated Phase III Carryover Savings~~ | ~~292,089~~ | | ~~600,893~~ | | ~~940,878~~ | | ~~1,272,574~~ | | ~~1,602,794~~ | | ~~1,802,794~~ | |

| MWh Saved for Consumption Reductions (Meter-Level) | PY13 | | PY14 | | PY15 | | PY16 | | PY17 | | Total | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1st Year MWh | Lifetime MWh | 1st Year MWh | Lifetime MWh | 1st Year MWh | Lifetime MWh | 1st Year MWh | Lifetime MWh | 1st Year MWh | Lifetime MWh | 1st Year MWh | Lifetime MWh |
| EE&C Plan Total – Percentage of Target to be Met[2] | 23% | | 48% | | 75% | | 102% | | 128% | | 144% | |
| Percent Reduction from Baseline | 1% | | 2% | | 2% | | 3% | | 4% | | 5% | |
| Commission-Identified Goal[1][2] | | | | | | | | | | | 1,250,157 | |
| Percent Savings due to Portfolio Above or Below Commission-Identified Goal | | | | | | | | | | | 44% | |

[1] As defined in the Implementation Order.

[2] The Implementation Order directed that electric distribution companies ("EDCs") achieve at least 15% of the target amount in each program year.

**Table 5. Pa PUC Table 3 - Summary of Portfolio Energy and Demand Savings**

| MW Saved for Consumption Reductions (System-Level) | PY13 | | PY14 | | PY15 | | PY16 | | PY17 | | Total[3] | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1st-Year MW | Lifetime MW | 1st-Year MW | Lifetime MW | 1st-Year MW | Lifetime MW | 1st-Year MW | Lifetime MW | 1st-Year MW | Lifetime MW | 1st-Year MW | Lifetime MW |
| Baseline[1] | - | - | - | - | - | - | - | - | - | - | - | - |
| Residential Sector (*exclusive of Low-Income*) – Cumulative Projected Portfolio Savings | 8.30 | 8.30 | 16.48 | 16.48 | 22.15 | 22.15 | 27.86 | 27.86 | 33.86 | 33.86 | 33.86 | 33.86 |
| Low-Income Sector – Cumulative Projected Portfolio Savings | 1.86 | 1.86 | 3.83 | 3.83 | 5.93 | 5.93 | 8.02 | 8.02 | 9.82 | 9.82 | 9.82 | 9.82 |
| Commercial/Industrial Small Sector – Cumulative Projected Portfolio Savings | 17.16 | 17.16 | 35.44 | 35.44 | 70.57 | 70.57 | 104.04 | 104.04 | 135.23 | 135.23 | 135.23 | 135.23 |
| Commercial/Industrial Large Sector – Cumulative Net Weather Adjusted Savings | 19.59 | 19.59 | 40.26 | 40.26 | 50.16 | 50.16 | 60.32 | 60.32 | 70.89 | 70.89 | 70.89 | 70.89 |
| EE&C Plan Total – Cumulative Projected Savings | 46.92 | 46.92 | 96.00 | 96.00 | 148.81 | 148.81 | 200.25 | 200.25 | 249.81 | 249.81 | 249.81 | 249.81 |
| EE&C Plan Total – Percentage of Target to be Met[2] | 20% | 20% | 42% | 42% | 65% | 65% | 87% | 87% | 109% | 109% | 109% | 109% |
| Percent Reduction from Baseline | - | - | - | - | - | - | - | - | - | - | - | - |
| Commission-Identified Goal[1] | - | - | - | - | - | - | - | - | - | - | 229 | 229 |
| Percent Savings due to Portfolio Above or Below Commission-Identified Goal | - | - | - | - | - | - | - | - | - | - | 9% | 9% |

[1] As defined in the Implementation Order.

[2] The Implementation Order directed that EDCs achieve at least 15% of the target amount in each program year.

[3] Demand savings in this table are at generation.

| MW Saved for Consumption Reductions (System-Level) | PY13 | | PY14 | | PY15 | | PY16 | | PY17 | | Total[3] | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1st Year MW | Lifetime MW | 1st Year MW | Lifetime MW | 1st Year MW | Lifetime MW | 1st Year MW | Lifetime MW | 1st Year MW | Lifetime MW | 1st Year MW | Lifetime MW |
| Baseline[1] | | | | | | | | | | | | |
| Residential Sector (*exclusive of Low-Income*) – Cumulative Projected Portfolio Savings | 8.30 | 8.30 | 16.48 | 16.48 | 23.59 | 23.59 | 30.36 | 30.36 | 36.96 | 36.96 | 36.96 | 36.96 |
| Low-Income Sector – Cumulative Projected Portfolio Savings | 1.86 | 1.86 | 3.83 | 3.83 | 5.89 | 5.89 | 7.95 | 7.95 | 9.82 | 9.82 | 9.82 | 9.82 |
| Commercial/Industrial Small Sector – Cumulative Projected Portfolio Savings | 17.16 | 17.16 | 35.44 | 35.44 | 55.06 | 55.06 | 74.10 | 74.10 | 93.37 | 93.37 | 93.37 | 93.37 |
| Commercial/Industrial Large Sector – Cumulative Net Weather Adjusted Savings | 19.59 | 19.59 | 40.26 | 40.26 | 64.15 | 64.15 | 87.64 | 87.64 | 111.05 | 111.05 | 111.05 | 111.05 |
| EE&C Plan Total – Cumulative Projected Savings | 46.92 | 46.92 | 96.00 | 96.00 | 148.69 | 148.69 | 200.05 | 200.05 | 251.20 | 251.20 | 251.20 | 251.20 |
| EE&C Plan Total – Percentage of Target to be Met[2] | 20% | 20% | 42% | 42% | 65% | 65% | 87% | 87% | 110% | 110% | 110% | 110% |
| Percent Reduction from Baseline | | | | | | | | | | | | |
| Commission-Identified Goal[1] | | | | | | | | | | | 229 | 229 |
| Percent Savings due to Portfolio Above or Below Commission-Identified Goal | | | | | | | | | | | 10% | 10% |

[1] As defined in the Implementation Order.

[2] The Implementation Order directed that EDCs achieve at least 15% of the target amount in each program year.

[3] Demand savings in this table are at generation.

**Table 6. Pa PUC Table 4 - Summary of Portfolio Costs[1]**

| Sector | PY13 | | PY14 | | PY15 | | PY16 | | PY17 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | $000 | % | $000 | % | $000 | % | $000 | % | $000 | % |
| Residential Portfolio Annual Budget | 13,479 | 22% | 13,639 | 21% | 12,406 | 20% | 12,399 | 20% | 12,823 | 21% |
| Low-Income Portfolio Annual Budget | 8,063 | 13% | 8,380 | 13% | 8,781 | 14% | 8,727 | 14% | 7,949 | 13% |
| Commercial/Industrial Small Portfolio Annual Budget | 14,966 | 24% | 15,662 | 25% | 22,491 | 36% | 21,679 | 35% | 20,040 | 33% |
| Commercial/Industrial Large Portfolio Annual Budget | 16,696 | 27% | 17,413 | 27% | 11,052 | 17% | 11,113 | 18% | 11,633 | 19% |
| Common Costs[2] | 8,620 | 14% | 8,620 | 14% | 8,620 | 14% | 8,620 | 14% | 8,620 | 14% |
| **Total Portfolio Annual Budget** | **61,824** | **100%** | **63,715** | **100%** | **63,349** | **100%** | **62,538** | **100%** | **61,066** | **100%** |

[1] Values in this table are nominal.

[2] Includes $5 million of SWE costs.

| Sector | PY13 | | PY14 | | PY15 | | PY16 | | PY17 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | $000 | % | $000 | % | $000 | % | $000 | % | $000 | % |

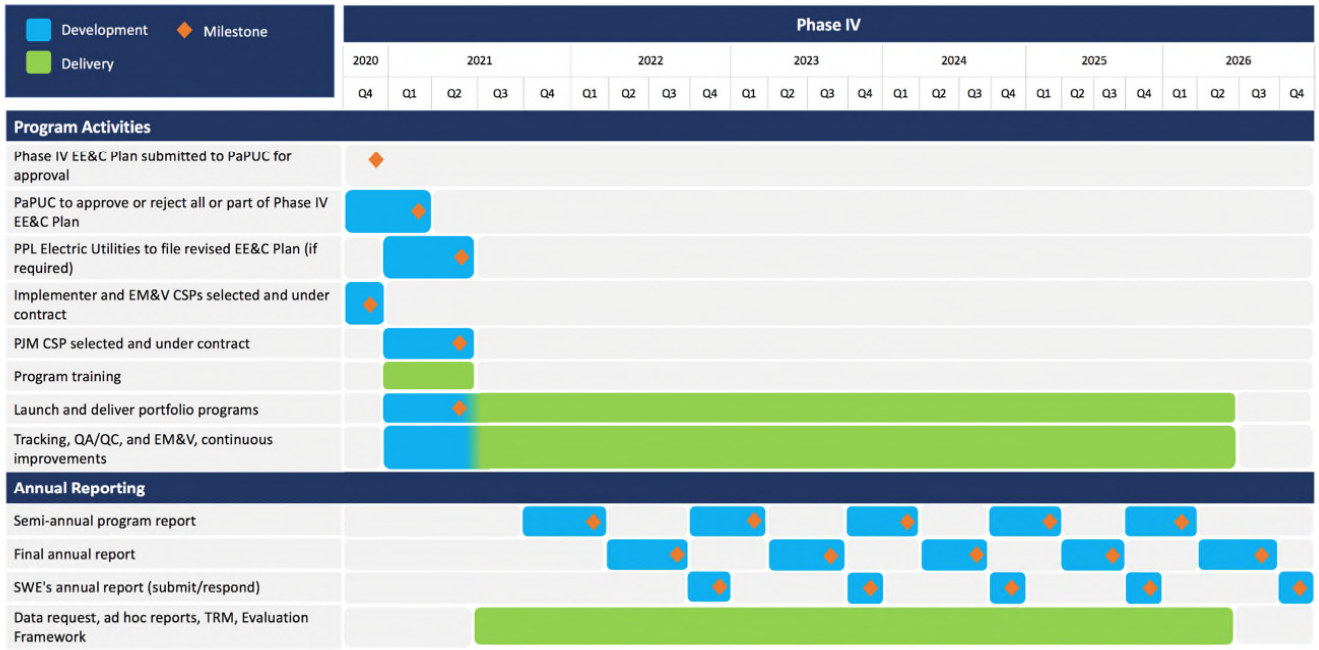
| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Residential Portfolio Annual Budget | $13,479 | 22% | $13,639 | 21% | $12,701 | 20% | $12,453 | 20% | $12,475 | 20% |
| Low-Income Portfolio Annual Budget | $8,063 | 13% | $8,380 | 13% | $8,697 | 14% | $8,697 | 14% | $8,063 | 13% |
| Commercial/Industrial Small Portfolio Annual Budget | $14,966 | 24% | $15,662 | 25% | $15,638 | 25% | $15,225 | 24% | $15,348 | 25% |
| Commercial/Industrial Large Portfolio Annual Budget | $16,696 | 27% | $17,413 | 27% | $17,456 | 28% | $17,180 | 28% | $17,162 | 28% |
| Common Costs[2] | $8,620 | 14% | $8,620 | 14% | $8,620 | 14% | $8,620 | 14% | $8,620 | 14% |
| **Total Portfolio Annual Budget** | **$61,824** | **100%** | **$63,715** | **100%** | **$63,112** | **100%** | **$62,174** | **100%** | **$61,667** | **100%** |

[1] Values in this table are nominal.
[2] Includes $5 million of SWE costs.

### *1.4 Summary of Program Implementation Schedule*

Table 7~~Table 7~~ provides a visual summary of PPL Electric Utilities' implementation schedule in accordance with the Commission's EE&C Plan Template.

**Table 7. PPL Electric Utilities Implementation Schedule**



### *1.5 Strategy to Acquire 15% of Consumption Reduction and Peak Demand Reduction Target Each Program Year*

Consistent with the Implementation Order, PPL Electric Utilities designed its programs to achieve at least 15% of the total consumption reduction target in each program year. The Company directed its CSPs to develop implementation strategies that also reflect this objective. The EE&C Plan includes many components and measures that will continue from Phase III. PPL Electric Utilities has significant experience with these measures and programs and believes it can control the programs' pace, as it has in previous phases. In addition, PPL Electric Utilities designed the EE&C Plan to focus on energy efficiency measures that provide coincident peak demand reduction opportunities.

PPL Electric Utilities will monitor actual performance, adjusting marketing, advertising, incentive levels, and eligible measures to manage participation as necessary to achieve at least 15% of its portfolio target annually.

### *1.6 Summary Description of the Programs or Measure Categories from which the Electric Distribution Company (EDC) Intends to Nominate Peak Demand Reduction into PJM's Forward Capacity Market (FCM), along with the Projected Megawatt Totals to be Bid by Year*

Per the Implementation Order, PPL Electric Utilities will rely on energy efficiency measures with coincident peak demand reduction potential, such as lighting and cooling, in all its sector-level programs to achieve its annual and total peak demand reduction targets. Relying on this strategy will help the Company deliver consistent long-term peak demand reduction benefits at a lower cost than through targeted demand response programs.

PPL Electric Utilities will solicit bids from qualified CSPs to implement the nomination of a portion of its peak demand reduction as a capacity resource into PJM Interconnection LLC's ("PJM") Forward Capacity Market ("FCM"). At that time, PPL Electric Utilities will identify eligible peak demand reduction measures for nomination for each program. PPL Electric Utilities will own the forward capacity rights and the ability to bid this capacity into the PJM FCM for any energy efficiency project, measure installed, or product purchased, that includes an upstream/downstream/midstream discount, direct discount, rebate or incentive paid, or free measures installed or provided by PPL Electric Utilities, their representative CSP, partners, trade allies or distributors. By no later than January 1, 2022, PPL Electric Utilities will provide the other Joint Petitioners with details on the selected CSP's plan to nominate that capacity resource into the FCM, including how the CSP will ensure that the Company and its ratepayers are not exposed to the potential risk of penalties. At the Company's Act 129 EE&C stakeholder meetings throughout Phase IV, PPL Electric will provide updates on the nomination of this capacity resource.

### *1.7 Strategy to Manage EE&C Portfolio and Engage Customers and Trade Allies*

For its implementation strategy, PPL Electric Utilities will rely on a broad range of CSPs, employees, trade allies, community agencies, stakeholders, and other entities engaged in energy efficiency to promote, deliver, and support the effective deployment of programs.

PPL Electric Utilities will use two program-level CSPs—one CSP will implement the residential and non-residential (small C&I and large C&I) programs and one CSP will deliver the low-income program—to deliver its portfolio. These CSPs will have the primary responsibility to design and deliver the EE&C programs, including marketing, customer care, application and rebate processing, and development and maintenance of effective trade ally networks, while jointly developing marketing plans with PPL Electric Utilities. In addition, PPL Electric Utilities will provide some overarching marketing and customer care for EE&C programs. PPL Electric Utilities ~~will~~ may also enhance its marketing efforts and customer experience by developing an energy analyzer.

PPL Electric Utilities based its implementation strategy on an assessment of features needed to engage customers in EE&C programs and encourage them to take energy efficient actions. The engagement approach involves active, ongoing outreach to customers and trade allies. The Company follows several key strategies:

- Conduct annual EM&V to obtain several objectives:
  - Identify marketing channels and tactics most likely to elicit responses from customers and trade allies.
  - Understand drivers, motivations, and challenges to implementing energy efficiency upgrades among specific customer segments and related to common customer characteristics.
  - Develop messaging strategies matched to key customer and trade ally drivers.
  - Assess customer response to programs and evaluate whether programs are meeting customer needs.
- Offer a range of voluntary customer programs that provide tangible benefits.
- Emphasize customer service among PPL Electric Utilities staff, CSPs, and trade allies.
- Evaluate customer satisfaction and response.
- Modify programs as necessary to improve programs and customer satisfaction.
- Coordinate with trade allies, community-based organizations, and other local market participants through outreach, training, and co-marketing so that these partners are aware of PPL Electric Utilities' programs, can effectively articulate program features and benefits to potential customers, and can support customers in their decision to take energy efficiency actions.

In addition to CSPs' and PPL Electric Utilities' marketing, the success of Phase IV programs will depend on trade allies and other market partners to engage customers, promote programs, evaluate projects, and stock and install energy efficient equipment. The Company's objective is to strike a reasonable

balance of costs, ratepayer value, customer choice, quality service, and energy and capacity savings. If necessary to achieve savings objectives, the Company will offer incentives to trade allies that promote, stock, and install efficient measures included in the EE&C Plan.

## *1.8 Data Management, Quality Assurance, and Evaluation Processes*

The following sections describe the Company's approach to implementing data management, QA/QC, and evaluation processes.

### 1.8.1 Data Management

Each CSP's tracking system and PPL Electric Utilities' tracking database allow for program activities to be tracked daily. These systems generate reports and queries to allow for ongoing monitoring, management, analysis, and reporting of activities.

### 1.8.2 Quality Assurance and Quality Control

During planning and design, PPL Electric Utilities will continue to follow QA procedures to promote consistency and avoid errors. QC activities and inspection points during the implementation and evaluation phases help guide the correction of errors and identification of areas for improvement. Together, QA and QC will improve program performance.

PPL Electric Utilities will employ QA/QC procedures for Act 129 at various levels of program implementation, including CSP recruitment and training, data tracking, program operations, and inspections:

- Anticipate, detect, and prevent problems or errors rather than reacting to them.
- Strive to perform work correctly the first time.
- Establish screening and qualification protocols to confirm that qualified individuals perform all work functions.
- Train staff, CSPs, and trade allies to maintain current knowledge and skills needed for their positions.
- Document data collection and QA/QC protocols and conduct a full review to confirm that the proper data are collected consistently, resources are allocated appropriately, and program performance can be measured accurately.
- Conduct adequate planning, coordination, supervision, and technical direction.
- Define and develop a clear understanding of job requirements and procedures.
- Conduct post-installation inspections of an appropriately sized random sample of participants to confirm that the program-reported measures were installed, followed best practices and procedures, and function as expected.

A detailed description of PPL Electric Utilities' QA/QC protocols and standards is provided in Section 6**.**

### 1.8.3 Evaluation Processes

PPL Electric Utilities' EM&V CSP will conduct ongoing and annual evaluations of each program in compliance with all Pa PUC requirements and the Evaluation Framework. As part of this process, the EM&V CSP will develop an Evaluation Plan that describes the EM&V scope of work, objectives, methods, and activities for evaluating program impacts, processes, cost-effectiveness, net savings analysis, and QA/QC protocols.

The EM&V CSP will develop this Evaluation Plan in accordance with Evaluation Framework requirements and submit it to the SWE for review and approval. PPL Electric Utilities and the EM&V CSP will review (at least annually) and may update the Evaluation Plan if changes are made to programs, participation levels, savings levels, or Act 129 evaluation requirements.

The EM&V CSP will conduct evaluations annually, focusing the impact evaluation on developing accurate estimates of the programs' actual savings based on protocols developed by the SWE and the Commission, as summarized in the Evaluation Framework and the Pennsylvania Technical Reference Manual ("TRM"), as well as in the Pa PUC's Implementation Order. The impact evaluation also will include an assessment to confirm that all data required for the impact evaluation are collected (evaluability assessment). For the process evaluation, the CSP will focus on qualitative assessments of the programs' design, operation, and implementation.

The CSP will also conduct annual evaluations to determine the cost-effectiveness of the programs and portfolio using the TRC test method specified by the Commission in its 2021 TRC Test Order.

Finally, the CSP will conduct net savings evaluations as indicated by the Evaluation Framework and outlined in the Evaluation Plan to determine the net verified savings of each program. Net savings include the effects of free ridership and spillover. The EM&V CSP may also propose to conduct market effects studies to understand changes in the market and to further inform net savings. Guidance for net savings analyses are provided in the Evaluation Framework, with periodic updates from the SWE and the NTG Working Group.

Over the life of the Phase IV EE&C Plan, PPL Electric Utilities expects to revisit and revise a number of assumptions to reflect updated market conditions. The Company will submit required revisions to the Commission for review and approval in accordance with the Commission's requirements for revising EE&C Plans.

## *1.9 Cost Recovery Mechanism*

Act 129 directs each EDC to establish a reconcilable cost recovery tariff mechanism in accordance with 66 Pa. C.S. § 1307 and to include this mechanism in its EE&C Plan (66 Pa. C.S. § 2806.1(b)(1)(i)(H), (k)(1)).

## 2 Energy Efficiency Portfolio/Program Summary Tables and Charts

The following tables provide a quantitative overview of the Phase IV Plan. Note that tables in this section are numbered sequentially, but the applicable table formats are based on those provided in the Commission's EE&C Plan Template (as noted below). The table captions include references to the corresponding table numbers provided in the EE&C Plan Template.

Tables in this section are the following:

- Table 8. Pa PUC Table 5 – Residential, C&I Small, and C&I Large Portfolio Summaries
- Table 9. Pa PUC Table 6 – Budget and Parity Analysis
- Table 10. Summary of Costs and Savings by Program and Customer Sector

**Table 8. Pa PUC Table 5 - Residential, C&I Small, and C&I Large Portfolio Summaries**

| Program Name | Component Name | Program Market | Program Two-Sentence Summary | Program Years Operated | Lifetime MWh Savings | Lifetime MW Savings | Percentage of Portfolio Resource Savings (MWh% and MW%) | |
|---|---|---|---|---|---|---|---|---|
| **Residential Portfolio Programs** (*exclusive of Low-Income)* | Appliance Recycling | All customers (primarily residential) | Free pick up and recycling of inefficient refrigerators, freezers, room air conditioners and dehumidifiers. Incentive paid for each eligible appliance. | PY13 - PY17 | 190,462 | 9 | 1% | 4% |
| | Efficient Lighting – Specialty Bulbs | All customers (primarily residential) | Upstream retail promotion and incentives applied to eligible light emitting diode ("LED") specialty bulbs. Other distribution channels include online, mail, directly to customers, welcome kits, etc. | PY13 - PY17 | 253,458 | 3 | 1% | 1% |
| | Energy Efficient Homes | Existing and new residential single family and multifamily homes | Offers rebates on a wide range of energy efficient measures for retrofit and new construction applications. | PY13 - PY17 | 1,194,754 | 17 | 7% | 7% |
| | Student Energy Efficient Education | Residential customers: students and teachers | Energy efficiency education targeting primary and secondary grades, including classroom presentations, curriculum, and energy efficiency kits. | PY13 - PY17 | 285,139 | 3 | 2% | 1% |
| | Home Energy Efficiency Report[1] | Residential single and multifamily | Education, online home energy surveys and Home Energy Reports comparing energy use to other customers in PPL Electric Utilities' service territory, and offering energy efficiency and demand response tips. | PY15 - PY17 | - | - | 0% | 0% |
| | **Totals for Residential Sector** | | | | 1,923,813 | 31 | 11% | 13% |
| **Low-Income-Sector Programs** | Low-Income Assessment | Income-qualified single family, multifamily and manufactured homes | Offers a range of free direct install energy efficiency measures to customers whose incomes are at or below 150% of FPIG. | PY13 - PY17 | 417,095 | 9 | 2% | 4% |
| | Low-Income Assessment | Small C&I | Offers a range of free direct install energy efficiency measures in the tenant units of low-income residents living in master-metered multifamily buildings in the Small C&I rate class. | PY13 - PY17 | 58,681 | 0.5 | 0% | 0% |
| | **Totals for Low-Income Sector[2]** | | | | 475,777 | 10 | 3% | 4% |

| Program Name | Component Name | Program Market | Program Two-Sentence Summary | Program Years Operated | Lifetime MWh Savings | Lifetime MW Savings | Percentage of Portfolio Resource Savings (MWh% and MW%) | |
|---|---|---|---|---|---|---|---|---|
| Commercial/Industrial Small Portfolio Programs | SCI- Custom and Efficient Equipment | Small C&I | Provides rebates/incentives for a list of qualified energy efficiency measures and custom measures not included in PPL Electric Utilities' other programs. Includes combined heat and power ("CHP"), process upgrades, retro-commissioning, and other measures. | Custom PY13 - PY17 | 3,849,414 | 64 | 21% | 27% |
| | | | | Efficient Equipment PY13 - PY17 | 5,174,781 | 60 | 28% | 26% |
| | Totals for C&I Small Sector[3] | | | | 9,024,194 | 124 | 50% | 53% |
| Commercial/Industrial Large Portfolio Programs | LCI-Custom and Efficient Equipment | Large C&I | Provides rebates/incentives for a list of qualified energy efficiency measures and custom measures not included in PPL Electric Utilities' other programs. Includes CHP, process upgrades, retro-commissioning, and other measures. | Custom PY13 - PY17 | 3,495,417 | 31 | 19% | 13% |
| | | | | Efficient Equipment PY13 - PY17 | 3,264,745 | 37 | 18% | 16% |
| | Totals for C&I Large Sector | | | | 6,760,162 | 68 | 37% | 29% |
| Totals for Plan | | | | | 18,183,946 | 233 | 100% | 100% |

[1] Although PPL Electric Utilities does not currently project participation for HERs in the Phase IV Plan, the Company may decide to offer HERs within the Phase IV period, within the approved budget, and therefore includes the HERS component in this table.
[2] Includes savings from master-metered multifamily buildings with low-income occupants. These savings count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness. The total will not match Table 10.
[3] Excludes savings from master-metered multifamily buildings with low-income occupants. These savings count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness. The total will not match Table 10.

| ~~Program Name~~ | ~~Component Name~~ | ~~Program Market~~ | ~~Program Two-Sentence Summary~~ | ~~Program Years Operated~~ | ~~Lifetime MWh Savings~~ | ~~Lifetime MW Savings~~ | ~~Percentage of Portfolio Resource Savings (MWh% and MW%)~~ | |
|---|---|---|---|---|---|---|---|---|
| ~~Residential Portfolio Program (exclusive of Low-Income)~~ | ~~Appliance Recycling~~ | ~~All customers (primarily residential)~~ | ~~Free pick-up and recycling of inefficient refrigerators, freezers, room air conditioners and possibly dehumidifiers. Incentive paid for each eligible appliance.~~ | ~~PY13 - PY17~~ | ~~251,392~~ | ~~12~~ | ~~1%~~ | ~~5%~~ |
| | ~~Efficient Lighting – Specialty Bulbs~~ | ~~All customers (primarily residential)~~ | ~~Upstream retail promotion and incentives applied to eligible light emitting diode ("LED") specialty~~ | ~~PY13 - PY17~~ | ~~305,678~~ | ~~3~~ | ~~1%~~ | ~~1%~~ |

| Program Name | Component Name | Program Market | Program Two-Sentence Summary | Program Years Operated | Lifetime MWh Savings | Lifetime MW Savings | Percentage of Portfolio Resource Savings (MWh% and MW%) | |
|---|---|---|---|---|---|---|---|---|
| | | | bulbs. Other distribution channels include online, mail, directly to customers, welcome kits, etc. | | | | | |
| | Energy Efficient Homes | Existing and new residential single family and multifamily homes | Offers rebates on a wide range of energy efficient measures for retrofit and new construction applications. | PY13 – PY17 | 754,102 | 16 | 4% | 7% |
| | Student Energy Efficient Education | Residential customers: students and teachers | Energy efficiency education targeting primary and secondary grades, including classroom presentations, curriculum, and energy efficiency kits. | PY13 – PY17 | 326,158 | 3 | 2% | 1% |
| | Home Energy Efficiency Report[1] | Residential single and multifamily | Education, online home energy surveys and Home Energy Reports comparing energy use to other customers in PPL Electric Utilities' service territory, and offering energy efficiency and demand response tips. | PY15 – PY17 | - | - | 0% | 0% |
| | **Totals for Residential Sector** | | | | 1,637,331 | 34 | 8% | 14% |
| **Low-Income Sector Program** | Low-Income Assessment | Income-qualified single family, multifamily and manufactured homes | Offers a range of free direct install energy efficiency measures to customers whose incomes are at or below 150% of FPIG. | PY13 – PY17 | 397,838 | 9 | 2% | 4% |
| | Low-Income Assessment | Small C&I | Offers a range of free direct install energy efficiency measures in the tenant units of low-income residents living in master-metered multifamily buildings in the Small C&I rate class. | PY13 – PY17 | 58,681 | 0.5 | 0% | 0% |
| | **Totals for Low-Income Sector[2]** | | | | 456,519 | 10 | 2% | 4% |

| Program Name | Component Name | Program Market | Program Two-Sentence Summary | Program Years Operated | Lifetime MWh Savings | Lifetime MW Savings | Percentage of Portfolio Resource Savings (MWh% and MW%) | |
|---|---|---|---|---|---|---|---|---|
| Commercial/Industrial Small Portfolio Program | SCI- Custom and Efficient Equipment | Small C&I | Provides rebates/incentives for a list of qualified energy efficiency measures and custom measures not included in PPL Electric Utilities' other programs. Includes combined heat and power ("CHP"), process upgrades, retro-commissioning, and other measures. | Custom PY13 - PY17 | 2,382,043 | 23 | 11% | 10% |
| | | | | Efficient Equipment PY13 - PY17 | 5,485,338 | 63 | 25% | 27% |
| | Totals for C&I Small Sector[3] | | | | 7,867,381 | 85 | 37% | 36% |
| Commercial/Industrial Large Portfolio Program | LCI-Custom and Efficient Equipment | Large C&I | Provides rebates/incentives for a list of qualified energy efficiency measures and custom measures not included in PPL Electric Utilities' other programs. Includes CHP, , process upgrades, retro-commissioning, and other measures. | Custom PY13 - PY17 | 8,152,152 | 68 | 38% | 29% |
| | | | | Efficient Equipment PY13 - PY17 | 3,400,056 | 38 | 16% | 16% |
| | Totals for C&I Large Sector | | | | 11,552,208 | 107 | 54% | 45% |
| Totals for Plan | | | | | 21,513,439 | 235 | 100% | 100% |

[1] Although PPL Electric Utilities does not currently project participation for HERs in the Phase IV Plan, the Company may decide to offer HERs within the Phase IV period, within the approved budget, and therefore includes the HERS component in this table.

[2] Includes savings from master-metered multifamily buildings with low-income occupants. These savings count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness. The total will not match Table 10.

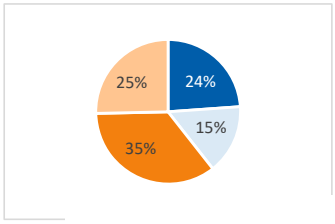
[3] Excludes savings from master-metered multifamily buildings with low-income occupants. These savings count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness. The total will not match Table 10.

**Table 9. Pa PUC Table 6 - Budget and Parity Analysis**

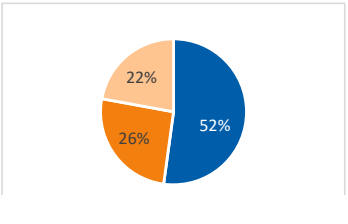
| Customer Sector | Phase IV EE&C Budget (inclusive of allocated common cost) | % of Total EDC EE&C Budget | % of EDC Total Annual Revenue | % of EDC Total MWh Sales |
|---|---|---|---|---|
| Residential Sector (*exclusive of Low-Income*) | $74,769,386 | 24% | 52% | 39% |
| Low Income Sub-Sector[1] | $48,386,210 | 15% | | |
| **Residential Subtotal** | $123,155,596 | 39% | 52% | 39% |
| Commercial/Industrial Small Sector | $109,936,679 | 35% | 26% | 39% |
| Commercial/Industrial Large Sector | $79,399,134 | 25% | 22% | 22% |
| **Non-Residential Subtotal** | $189,335,813 | 61% | 48% | 61% |
| **EDC Total** | **$312,491,409** | **100%** | **100%** | **100%** |

[1] Customers in the Low-Income sector are all customers in the residential customer class. Therefore, the Low-Income sector's figures are included in the Residential part of this table.

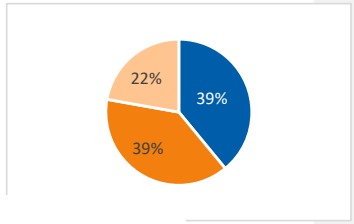
**% Budget by Customer Sector**

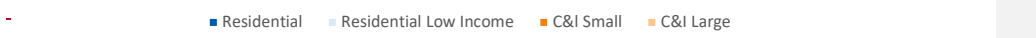



**% Revenue by Customer Sector**




**% MWh Sales by Customer Sector**

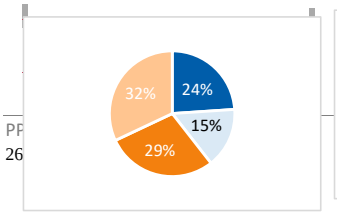


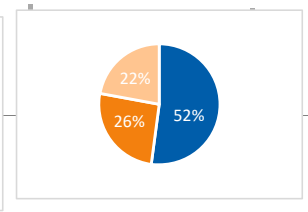

| ~~Customer Sector~~ | ~~Phase IV EE&C Budget (inclusive of allocated common cost)~~ | ~~% of Total EDC EE&C Budget~~ | ~~% of EDC Total Annual Revenue~~ | ~~% of EDC Total MWh Sales~~ |
|---|---|---|---|---|
| ~~Residential Sector (*exclusive of Low-Income*)~~ | ~~$74,769,386~~ | ~~24%~~ | ~~52%~~ | ~~39%~~ |
| ~~Low Income Sector[1]~~ | ~~$48,386,210~~ | ~~15%~~ | | |
| ~~**Residential Subtotal**~~ | ~~$123,155,596~~ | ~~39%~~ | ~~52%~~ | ~~39%~~ |
| ~~Commercial/Industrial Small Sector~~ | ~~$89,392,278~~ | ~~29%~~ | ~~26%~~ | ~~39%~~ |
| ~~Commercial/Industrial Large Sector~~ | ~~$99,943,535~~ | ~~32%~~ | ~~22%~~ | ~~22%~~ |
| ~~**Non-Residential Subtotal**~~ | ~~$189,335,813~~ | ~~61%~~ | ~~48%~~ | ~~61%~~ |
| ~~**EDC TOTAL**~~ | ~~**$312,491,409**~~ | ~~**100%**~~ | ~~**100%**~~ | ~~**100%**~~ |

~~[1] Customers in the Low-Income sector are all customers in the residential customer class. Therefore, the Low-Income sector's figures are included in the Residential part of this table.~~

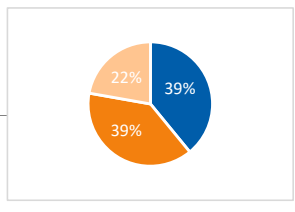
~~**% Budget by Customer Sector**~~




~~**% Revenue by Customer Sector**~~




~~**% MWh Sales by Customer Sector**~~



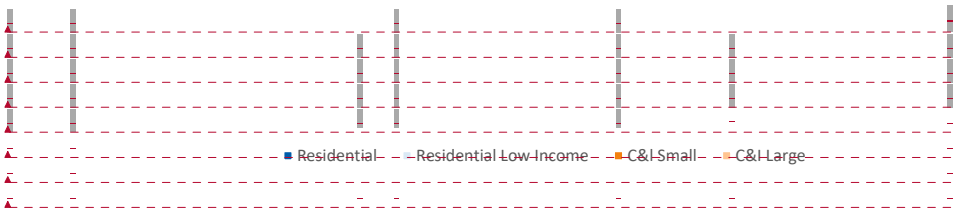



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**Table 10. Summary of Costs and Savings by Program and Customer Sector[1]**

| Component | Residential | | | Low-Income | | | Small C&I | | | Large C&I | | | Total Cost ($1000) | Total MWh/yr. Reduction[2,3,10] | $/kWh[4] | Total MW Reduction[2,5] | $/KW[4,8] | TRC Ratio[9] |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Costs ($1000) | Savings MWh/yr.[2] | Savings MW/yr.[2] | Costs ($1000) | Savings MWh/yr.[2] | Savings MW/yr.[2] | Costs ($1000) | Savings MWh/yr.[2] | Savings MW/yr.[2] | Costs ($1000) | Savings MWh/yr.[2] | Savings MW/yr.[2] | | | | | | |
| **Total Residential Program** | $64,747 | 179,089 | 34 | - | - | - | - | - | - | - | - | - | $64,747 | 179,089 | $0.36 | 34 | $1,912 | 1.32 |
| **Total Low Income Program** | - | - | - | $41,900 | 67,093 | 10 | $2,000 | 3,912 | 1 | - | - | - | $43,900 | 71,005 | $0.62 | 10 | $4,242 | 1.17 |
| **Total Non-Residential Program** | - | - | - | - | - | - | $92,838 | 644,813 | 135 | $67,907 | 481,108 | 71 | $160,745 | 1,125,921 | $0.14 | 206 | $782 | 1.21 |
| **Total - Direct Program Costs** | **$64,747** | - | - | **$41,900** | - | - | **$94,838** | - | - | **$67,907** | - | - | **$269,391** | - | - | - | - | **1.22** |
| Percent of Total Direct Costs [6] | 24.03% | - | - | 15.55% | - | - | 35.20% | - | - | 25.21% | - | - | 100% | - | - | - | - | - |
| Common Costs Allocation [7] | $10,023 | - | - | $6,486 | - | - | $15,098 | - | - | $11,493 | - | - | $43,100 | - | - | - | - | - |
| **TOTAL ESTIMATED EE&C PLAN COST[7]** | **$74,769** | - | - | **$48,386** | - | - | **$109,937** | - | - | **$79,399** | - | - | **$312,491** | - | - | - | - | **1.15** |
| **Estimated SWE Cost** | - | - | - | - | - | - | - | - | - | - | - | - | **$5,000** | - | - | - | - | - |
| **Total Cost excluding SWE Costs** | - | - | - | - | - | - | - | - | - | - | - | - | **$307,491** | - | - | - | - | - |
| Total Estimated Phase IV MWh/Yr Reduction [3] | - | 179,089 | - | - | 67,093 | - | - | 648,725 | - | - | 481,108 | - | - | 1,376,015 | - | - | - | - |
| Total Estimated Phase IV MW Reduction [5] | - | - | 34 | - | - | 10 | - | - | 135 | - | - | 71 | - | - | - | 250 | - | - |
| Phase IV Cost Cap | - | - | - | - | - | - | - | - | - | - | - | - | $307,506 | - | - | - | - | - |
| Energy Reduction Compliance Target (MWh/year) [3] | - | - | - | - | 72,509 | - | - | - | - | - | - | - | - | 1,250,157 | - | - | - | - |
| Peak Demand Reduction Compliance Target (MW) [5] | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | 229 | - | - |
| $/kWh (direct & common) for Energy Efficiency Programs | $0.42 | - | - | $0.72 | - | - | $0.17 | - | - | $0.17 | - | - | - | - | $0.23 | - | - | - |
| Carryover from Phase III | - | - | - | - | 31,089 | - | - | - | - | - | - | - | - | 306,275 | - | - | - | - |
| Total Plan and Carryover MWh/yr | - | - | - | - | 98,182 | - | - | - | - | - | - | - | - | 1,682,290 | - | - | - | - |

[1] Peak demand savings are gross verified MW at the generator level (grossed up to reflect transmission and distribution ("T&D") line losses).
[2] Savings are for measures installed and operable from June 1, 2021, through May 31, 2026.
[3] MWh/year are on a verified gross basis.
[4] Program acquisition cost for energy efficiency programs equals program costs divided by first year's savings.
[5] MW are on a verified gross basis.
[6] Direct percentages are slightly different for common costs as none of the Key Account Management costs are allocated to residential or low income sectors.
[7] Includes $5 million SWE costs that are not subject to the cost cap.
[8] $/kW are rounded values.
[9] Costs and savings from master metered multifamily are associated with the Non-Residential Program. Program TRC ratio excludes common costs.
[10] Master metered multifamily savings to be applied to the low income sector compliance target

| Component | Residential | | | Low-Income | | | Small C&I | | | Large C&I | | | Total Cost ($1000) | Total MWh/yr. Reduc-tion[2,3,10] | $/kWh[4] | Total MW Reduc-tion[2,5] | $/kW[4,8] | TRC Ratio[9] |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Costs ($1000) | Savings MWh/yr[2] | Savings MW/yr[2] | Costs ($1000) | Savings MWh/yr[2] | Savings MW/yr[2] | Costs ($1000) | Savings MWh/yr[2] | Savings MW/yr[2] | Costs ($1000) | Savings MWh/yr[2] | Savings MW/yr[2] | | | | | | |
| Total Residential Program | $64,747 | 163,896 | 37 | | | | | | | | | | $64,747 | 163,896 | $0.40 | 37 | $1,752 | 1.11 |
| Total Low-Income Program | | | | $41,900 | 64,430 | 10 | $2,000 | 3,912 | 1 | | | | $43,900 | 68,342 | $0.64 | 10 | $4,245 | 0.56 |
| Total Non-Residential Program | | | | | | | $74,838 | 570,317 | 93 | $85,906 | 800,239 | 111 | $160,745 | 1,370,556 | $0.12 | 204 | $788 | 1.27 |
| Total - Direct Program Costs | $64,747 | | | $41,900 | | | $76,838 | | | $85,906 | | | $269,391 | | | | | 1.21 |
| Percent of Total Direct Costs[6] | 24.03% | | | 15.55% | | | 28.52% | | | 31.89% | | | 100% | | | | | |
| Common Costs Allocation[7] | $10,023 | | | $6,486 | | | $12,554 | | | $14,037 | | | $43,100 | | | | | |
| TOTAL ESTIMATED EE&C PLAN COST[7] | $74,769 | | | $48,386 | | | $89,392 | | | $99,944 | | | $312,491 | | | | | 1.15 |
| Estimated SWE Cost | | | | | | | | | | | | | $5,000 | | | | | |
| Total Cost excluding SWE Costs | | | | | | | | | | | | | $307,491 | | | | | |
| Total Estimated Phase IV MWh/Yr Reduction [1] | | 163,896 | | | 64,430 | | | 574,229 | | | 800,239 | | | 1,602,794 | | | | |
| Total Estimated Phase IV MW Reduction[5] | | | 37 | | | 10 | | | 93 | | | 111 | | | | 251 | | |
| Phase IV Cost Cap | | | | | | | | | | | | | $307,506 | | | | | |
| Energy Reduction Compliance Target (MWh/year)[3] | | | | | 72,509 | | | | | | | | | 1,250,157 | | | | |
| Peak Demand Reduction Compliance Target (MW)[5] | | | | | | | | | | | | | | | | 229 | | |
| $/kWh (direct & common) for energy efficiency programs | $0.46 | | | $0.75 | | | $0.16 | | | $0.12 | | | | | $0.19 | | | |
| Carryover from Phase III | | | | | 20,000 | | | | | | | | | 200,000 | | | | |
| Total Plan and Carryover MWh/yr | | | | | 84,430 | | | | | | | | | 1,802,794 | | | | |

[1] Peak demand savings are gross verified MW at the generator level (grossed up to reflect transmission and distribution ("T&D") line losses).
[2] Savings are for measures installed and operable from June 1, 2021, through May 31, 2026.
[3] MWh/year are on a verified gross basis.
[4] Program acquisition cost for energy efficiency programs equals program costs divided by first year's savings.
[5] MW are on a verified gross basis.
[6] Direct percentages are slightly different for common costs as none of the Key Account Management costs are allocated to residential or low-income sectors.
[7] Includes $5 million SWE costs that are not subject to the cost cap.
[8] $/kW are rounded values.
[9] Costs and savings from master metered multifamily are associated with the Non-Residential Program. Program TRC ratio excludes common costs.
[10] Master metered multifamily savings to be applied to the low-income sector compliance target

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# 3 Program and Component Descriptions

## *3.1 Process Used for Selection of Programs and Components*

To enhance customer engagement in energy efficiency, PPL Electric Utilities revised the structure of its program offerings for Phase IV. Rather than offering a portfolio of individual programs consisting of bundled measure offerings, PPL Electric Utilities' Phase IV Plan will focus on providing each target customer sector with comprehensive solutions. PPL Electric Utilities will contract with implementation CSPs that will be tasked with providing balanced, integrated offerings to customers in the sector(s) over which they are responsible.

Customers are typically unaware of the existence of program designations; they simply want to find information easily, have a smooth participation process, and receive their incentive quickly. Under the new design, customers in the key sector will have the opportunity to implement as many, or as few, of individual energy efficiency and peak demand improvements as they like. PPL Electric Utilities designed its Phase IV programs to facilitate a seamless customer experience and provide the flexibility to enable customers who want deeper, more comprehensive efficiency upgrades to implement the project that best fits their needs and budget.

Because implementation CSPs will be tasked with (and will receive incentives for) delivering comprehensive solutions across an entire customer sector, they will be empowered to educate customers on the benefits of holistic energy efficiency strategies and to cross-promote appropriate solutions that result in more complete retrofits and higher energy and peak demand savings per participant. This comprehensive, solutions-based portfolio approach is consistent with best practices and industry trends.

The revised portfolio structure offers PPL Electric Utilities an opportunity to capture operational efficiencies, facilitate more extensive promotion and participation, encourage deeper energy efficiency and peak demand enhancements per customer, and have greater flexibility and control to manage program delivery and achieve objectives. Each program comprises components through which PPL Electric Utilities can deliver targeted offerings to its customers based on the predominant operational and delivery characteristics of that component.

These program components are very similar to the successful offerings in Phases I through III. Under its revised program design strategy, PPL Electric Utilities will continue to administer, evaluate, and report on program performance at a component level. PPL Electric Utilities developed separate budgets, savings targets, and performance objectives for each program—residential, low-Income, and non-residential—and for the associated program components. Delineation of components will be largely invisible from a customer perspective, especially in the residential sector. Access to individual measures or whole home solutions will be broadly customizable and solely at the customer's discretion. This strategy allows PPL Electric Utilities and its CSPs and trade allies to capitalize on the existing portfolio's momentum and enhance the customer experience by broadening customers' choices.

The remainder of this section provides details on individual programs, program components, and the analysis PPL Electric Utilities conducted to construct its Phase IV portfolio.

### 3.1.1 Portfolio Objectives and Metrics that Define Success

#### Portfolio Objectives

PPL Electric Utilities designed the Phase IV EE&C Plan to meet the requirements set forth by the Implementation Order and to achieve additional objectives associated with customer satisfaction and operational efficiency. These objectives are described in detail in Section 1 of this Plan.

#### Metrics that Define Success

The primary objectives of this Plan are to meet the requirements of Act 129 and encourage more efficient use of electric power by PPL Electric Utilities' customers. PPL Electric Utilities will monitor its progress in meeting these objectives by tracking specific performance indicators and, when deficiencies are found, identifying corrective action. The Company will employ a range of EM&V, QA/QC, and data tracking activities to assess and monitor program and component performance and customer and trade ally satisfaction throughout Phase IV. Table 11 identifies the performance indicators and metrics PPL Electric Utilities will use to measure program and component success.

**Table 11. Key Indicators and Metrics for Monitoring Portfolio Success**

| Key Indicator | Metrics |
|---|---|
| Market Response | • Number of participants<br>• Number of measures installed per participant<br>• Participation benchmarked against industry norms<br>• Feedback from trade allies |
| Impacts | • kWh/year savings<br>• kW/year savings<br>• Average project size |
| Customer and Trade Ally Satisfaction | • Responses to participant surveys administered as part of QA and/or EM&V<br>• Feedback from trade allies |
| Operating Efficiency | • Application processing time<br>• Incentive processing time<br>• Expenditures in each category<br>• Acquisition cost ($/kWh saved)[1]<br>• Levelized cost ($/kWh saved)[1] |
| Cost-Effectiveness | • TRC benefit/cost ratio |

[1] Acquisition cost is ratio of total EDC expenditures to annual kWh. Levelized cost is the full TRC cost (including participant cost) over lifetime kWh.

### 3.1.2 How Program Components Were Constructed

PPL Electric Utilities relied on its Phase III program designs as a template for assigning eligible energy efficiency and peak demand measures to specific program components for analyzing cost-effectiveness and impacts. The Company then examined new measures identified through the Phase IV market

potential studies, its Phase III experience, and other market research to assess the ability of these measures to supplement or enhance existing customer offerings. PPL Electric Utilities assigned each promising measure to one or more components and then estimated participation and costs based on previous experience and an analysis of Phase IV requirements, including compliance targets and associated budgets.

After defining sector-level budgets and targets, PPL Electric Utilities issued RFPs for the design and implementation (i.e., delivery) of the residential, non-residential, and low-income programs. These RFPs were intended to confirm that PPL Electric Utilities' savings targets and budgets were achievable and realistic for each sector and to confirm the types of programs, components, and measures to include in the EE&C Plan.

Each measure underwent an extensive technical and economic screening analysis (see Section 8) to determine component, program, and portfolio-level cost-effectiveness. This analysis was the basis for iteratively adjusting individual elements to balance the portfolio and provide a reasonable mix of programs to meet all the Act 129 requirements. These requirements include the low-income set-aside targets, the overall cost cap, equity and comprehensiveness across customer segments, and cost-effectiveness at the portfolio level. The result is a mix of proven energy efficiency and peak demand strategies that will enable PPL Electric Utilities to reach its program goals within the parameters set forth in Act 129 and the Implementation Order.

For the launch and delivery of programs in Phase IV, PPL Electric Utilities will capitalize on existing activities and relationships with market partners, rely on the implementation CSPs' delivery experience, and account for the seasonality of some program components to achieve its Act 129 goals.

PPL Electric Utilities' Phase IV programs are intended to provide comprehensive energy and peak demand savings across end uses, as shown in Figure 2~~Figure 2~~.

**Figure 2. End Uses Addressed, by Program**

| End-Use | Residential | Low Income | Non-Residential |
|---|---|---|---|
| Agricultural | | | ● |
| Appliances | ● | ● | |
| Appliance Recycling | ● | ● | ● |
| Audits | ● | ● | |
| CHP | | | ● |
| Compressed Air | | | ● |
| Cooling | ● | | |
| Cooling Chillers | | | ● |
| Food Service | | | ● |
| Heat Pump | ● | ● | ● |
| Heating | ● | | |
| HVAC | | | ● |
| Industrial | | | ● |
| Kits | ● | ● | |
| Lighting | ● | ● | ● |
| Lighting Controls | | | ● |
| Miscellaneous | ● | ● | ● |
| Motors, Pumps & Fans | | | ● |
| New Homes | ● | | |
| Office Equipment | | | ● |
| Plug Loads | ● | ● | |
| Pool Pumps | ● | | |
| Refrigeration (Commercial) | | | ● |
| Thermostats | ● | ● | |
| Ventilation | | | ● |
| Water Heat | ● | ● | ● |
| Weatherization | ● | ● | |

### 3.1.3 Measures Included in the Portfolio of Program Components

Measures to be offered in the Phase IV program components are described in Sections 3.2 through 3.4 (see the Eligible Measures and Incentive Strategy section in each program component description).

### 3.1.4 Comprehensive Measures to Be Offered

The Implementation Order directs EDCs to "include at least one comprehensive program for residential customers and at least one comprehensive program for non-residential customers."[13] To satisfy this requirement for residential customers, PPL Electric Utilities will offer two programs: (1) the Residential Program targeting its non-low-income customers; and (2) the Low-Income Program targeting its low-

[13] Implementation Order at 23.

income customers. Both programs will provide a comprehensive mix of cost-effective energy efficiency measures for all building types (single-family, multifamily, and manufactured homes and existing and new construction). Both programs will offer in-home energy audits that assess end uses, including weatherization, water heating, lighting (available through the Efficient Lighting component), HVAC, and appliances. Residential customers will receive energy efficiency and peak demand education and be encouraged to implement multiple measures and to take a comprehensive approach to energy efficiency.

To meet the requirement for non-residential customers, PPL Electric Utilities will offer the Non-Residential Program that will target business customers of all sizes and in every segment, as well as government and educational institutions and master metered low-income multifamily buildings, with a comprehensive range of prescriptive measures (including HVAC, lighting, and water heating) as well as opportunities to implement a custom efficiency project for measures not included in PPL Electric Utilities' Energy Efficient Equipment (prescriptive) component and not included in the TRM. Custom component measures cover a comprehensive set of non-residential needs, including new or replacement energy efficient and peak demand-saving equipment, retro-commissioning, repairs, equipment optimization, building management or industrial process controls, new construction projects, CHP, and operational and process improvements that result in cost-effective energy efficiency savings.

### *3.2 Residential Program (2021-2026)*

The following sections describe the components in PPL Electric Utilities' Residential Program:

- Appliance Recycling
- Efficient Lighting – Specialty Bulbs
- Energy Efficient Homes
- Student Energy Efficient Education

The next sections describe each component and their objectives; target market; implementation strategy; issues, risks, and risk management strategy; anticipated costs to participating customers; ramp-up strategy; marketing strategy; eligible measures and incentive strategy; deadline for rebate applications; start date with key schedule milestones; EM&V; administrative requirements; and estimated savings and participation. Please note that participation levels, savings, costs, and incentive ranges are estimates as directed by the Pa PUC EE&C Plan Template.

Table 12 lists estimated savings and costs by program year. The Residential Program budget is 20.7% of the total portfolio budget.[14]

**Table 12. Pa PUC Table 9 - Residential Costs and Benefits by Program Year and Total ($1000)**

| Cost Element | | PY13 | PY14 | PY15 | PY16 | PY17 | Phase IV Total[1] |
|---|---|---|---|---|---|---|---|
| **Total Budget ($000)** | | $13,479 | $13,639 | $12,406 | $12,399 | $12,823 | $64,747 |
| **Incentives ($000)** | Rebates | $3,939 | $3,999 | $3,287 | $3,337 | $3,391 | $17,953 |
| | Upstream/Midstream Buydown | $2,981 | $2,912 | $2,518 | $2,475 | $2,819 | $13,706 |
| | Kits | $1,003 | $1,002 | $946 | $949 | $953 | $4,854 |
| | Direct Install Materials & Labor | $678 | $631 | $538 | $490 | $444 | $2,780 |
| | **Incentive Total** | **$8,601** | **$8,545** | **$7,288** | **$7,251** | **$7,608** | **$39,293** |
| **Non-Incentives ($000)** | CSP Program Design | $46 | - | - | - | - | $46 |
| | CSP Administrative | $644 | $675 | $708 | $736 | $761 | $3,524 |
| | CSP Delivery Fees | $3,478 | $3,706 | $3,696 | $3,689 | $3,719 | $18,288 |
| | CSP Marketing | $490 | $493 | $495 | $503 | $515 | $2,496 |
| | EDC Administrative | $220 | $220 | $220 | $220 | $220 | $1,100 |
| | EDC Other | - | - | - | - | - | - |
| | **Non-Incentive Total** | **$4,878** | **$5,094** | **$5,119** | **$5,148** | **$5,216** | **$25,453** |
| **Percent Incentives** | | 64% | 63% | 59% | 58% | 59% | 61% |

[1] Total values may not equal the sum of all program year values due to rounding.

[14] This percentage represents the program budget without common costs over the total portfolio budget, which includes common costs.

| Cost Element | | PY13 | PY14 | PY15 | PY16 | PY17 | Phase IV Total[1] |
|---|---|---|---|---|---|---|---|
| Total Budget ($000) | | $13,479 | $13,639 | $12,701 | $12,453 | $12,475 | $64,747 |
| Incentives ($000) | Rebates | $3,939 | $4,001 | $4,035 | $4,063 | $4,101 | $20,138 |
| | Upstream/Midstream Buydown | $2,981 | $2,911 | $1,932 | $1,687 | $1,685 | $11,195 |
| | Kits | $1,003 | $1,002 | $967 | $971 | $926 | $4,870 |
| | Direct Install Materials & Labor | $678 | $631 | $649 | $584 | $548 | $3,090 |
| | Incentive Total | $8,601 | $8,545 | $7,582 | $7,305 | $7,259 | $39,293 |
| Non-Incentives ($000) | CSP Program Design | $46 | – | – | – | – | $46 |
| | CSP Administrative | $644 | $675 | $708 | $736 | $761 | $3,524 |
| | CSP Delivery Fees | $3,478 | $3,706 | $3,696 | $3,689 | $3,719 | $18,288 |
| | CSP Marketing | $490 | $493 | $495 | $503 | $515 | $2,496 |
| | EDC Administrative | $220 | $220 | $220 | $220 | $220 | $1,100 |
| | EDC Other | – | – | – | – | – | – |
| | Non-Incentive Total | $4,878 | $5,094 | $5,119 | $5,148 | $5,216 | $25,453 |
| Percent Incentives | | 64% | 63% | 60% | 59% | 58% | 61% |

[1]Total values may not equal the sum of all program year values due to rounding.

The Residential Program is projected to be cost-effective, with a TRC test ratio of 1.~~0~~19. Table 13~~Table 13~~ shows net present value benefits and costs, net benefits, and the overall benefit/cost ratio.

**Table 13. Residential Program Cost-Effectiveness Results, TRC Test ($1,000)**

| | |
|---|---|
| **NPV Benefits** | $121,262~~$98,235~~ |
| **NPV Costs** | $101,594~~$97,641~~ |
| **Net Benefits** | $19,667~~$593~~ |
| **Benefit/Cost Ratio** | 1.19~~1.01~~ |

As noted in Section 1.6, PPL Electric Utilities will rely on energy efficiency measures with coincident peak demand reduction potential to achieve its annual and total demand reduction goals. PPL Electric Utilities will target end uses to nominate roughly 1 to 20% of eligible PJM peak demand savings from the Residential Program over the five-year Plan. PPL Electric Utilities is not aware at this time which measures will be nominated; however, they will likely include cooling and lighting. PPL Electric Utilities will competitively select a qualified third-party vendor to provide technical support in nominating a portion of its peak demand reductions as a capacity resource in PJM's FCM.

***Appliance Recycling***

**Description**

PPL Electric Utilities offers free pick-up and recycling of refrigerators, freezers, dehumidifiers, room air conditioners, and compact refrigerators~~, and possibly consumer electronics (without savings or incentive)~~. The Company offers customers a rebate for each recycled appliance, which must be plugged in and functioning when picked up. Room air conditioners~~, consumer electronics (if offered),~~ and dehumidifiers are eligible for pick up with a refrigerator or freezer. PPL Electric Utilities may decide to

allow dehumidifiers and room air conditioners as stand-alone measures. If feasible, the Company will offer small appliance pick-up events to which customers may bring room air conditioners, ~~and/or~~ dehumidifiers, and/or small compact refrigerators for disposal and receive PPL Electric Utilities' incentives. The component will have the flexibility to offer in-person home pick-up or contactless curbside pick-up.

PPL Electric Utilities offers scheduling, pick-up, and decommissioning of refrigerators and freezers units and transports the units to a Pennsylvania-based processing center for disposal in an environmentally responsible manner. The disposal process involves removing hazardous materials, such as chlorinated fluorocarbons, from the refrigerant and foam insulation, preparing refrigerant for reclamation, and recycling other materials including metal and plastic.

### Objectives

The objectives of Appliance Recycling are:

- Encourage customers to dispose of their existing, inefficient refrigerators, freezers, air-conditioning units, and dehumidifiers in an environmentally responsible manner.
- Reduce the use of secondary, inefficient refrigerators, freezers, and air-conditioning units.
- Enhance relationships with box stores and independent retailers to encourage participation in the "buy new and recycle" component.
- Decommission appliances on the site to prevent resale in a secondary market.
- Promote other PPL Electric Utilities energy efficiency programs.
- Achieve a total energy reduction of approximately ~~48,311~~36,174 MWh/year and ~~913~~.28 MW[15] gross verified savings.
- Achieve high customer and trade ally satisfaction.

### Target Market

Appliance Recycling targets residential customers but is available to customers in all sectors with working, residential-grade refrigerators, freezers, dehumidifiers, and room air-conditioning units. PPL Electric Utilities also encourages landlords and multifamily property managers/owners in its service territory to recycle refrigerators and freezers in their tenant units.

### Implementation Strategy

The Residential CSP will manage and deliver Appliance Recycling to customers, which involves scheduling, picking up appliances, decommissioning, recycling, training retailer staff to promote the component, and tracking data. The Residential CSP will also support program-level functions by operating a customer call center, marketing and advertising, processing incentives, and tracking component activities. PPL Electric Utilities' energy efficiency staff will provide overall strategic direction and management. The EM&V CSP will provide evaluation services.

[15] Peak Demand is at generation.

### Issues, Risks, and Risk Management Strategy

Table 14~~Table 14~~ presents market risks associated with Appliance Recycling and strategies PPL Electric Utilities will use to manage each risk.

**Table 14. Appliance Recycling Issues, Risks, and Risk Management Strategies**

| Component Issue | Risk | Risk Management Strategies |
|---|---|---|
| Convenient time required for customer to be available for pick-up. | Customer may have the interest to recycle but not have time available. | Residential CSP works with customers to provide as convenient a pick-up as possible. On a case-by-case basis, special pick-up times may be arranged to meet customer needs. |
| Lack of component awareness among customers. | Customer participation might be low. | Residential CSP manages a robust marketing strategy, including distributing materials at community events and to retailers, running a media campaign, and designing PPL Electric Utilities bill inserts. |
| Customer may not see benefit of recycling qualified appliance(s). | Customer disposes of units through channels other than this component. | Residential CSP works with retailers where new units are sold to display information about the benefits of recycling. PPL Electric Utilities offers free pick-up services plus an incentive to encourage customers to recycle appliances. |

### Anticipated Costs to Participating Customers

There are no direct costs incurred by customers in this component.

### Ramp-up Strategy

Appliance Recycling is an existing, mature offering being carried forward from Phase III. The Residential CSP will develop marketing materials to facilitate the transition to Phase IV.

### Marketing Strategy

PPL Electric Utilities' staff will work with the Residential CSP to develop and execute a marketing plan that captures sector-level economies of scale and employs targeted outreach where practical. The marketing strategy may include, but will not be limited to, the following:

- Promote component through "Connect," bill inserts, the Customer Engagement Hub, and email blasts.
- Provide online access to the component via the Company's EE&C website.
- Distribute materials at community events.
- Advertise through multiple channels.
- Educate retailer staff and customers through in-store events.
- Distribute point-of-purchase materials to local retailers.
- Train local retailer staff to cross-promote component when customers purchase a new refrigerator.
- Conduct targeted outreach to PPL Electric Utilities' customers who submit a new refrigerator rebate application.

### Eligible Measures and Incentive Strategy

Qualified customers receive free pick-up and disposal and an incentive for recycling working refrigerators, freezers, dehumidifiers, ~~and~~ room air conditioners, and compact refrigerators~~, and possibly consumer electronics (without savings or incentives)~~. Room air conditioners~~, consumer electronics,~~ and dehumidifiers may be picked up along with a qualified refrigerator or freezer. PPL Electric Utilities may decide to allow dehumidifiers and room air conditioners as stand-alone measures.

Table 15~~Table 15~~ lists PPL Electric Utilities' measures, minimum eligibility qualifications, and ranges of incentive levels. (**Bolded** text indicates a new measure or change in measure attribute, see Appendix D for May 2021 Tables.)

**Table 15. Pa PUC Table 7-Appliance Recycling Eligible Measures and Incentives**

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Dehumidifier Recycling | Per Product | No | Retirement and recycling without direct EDC replacement of an operable but older and inefficient room dehumidifier unit that would not have otherwise been recycled. | $10 | 4 | **Up to $25** |
| Recycle Fridge | Per Product | No | **Working unit, ≤ 30 cubic feet** | $35 | 6 | **Up to $100** |
| Recycle Freezer | Per Product | No | **Working unit, ≤ 30 cubic feet** | $35 | 5 | **Up to $100** |
| RAC Recycling | Per Product | No | Retirement and recycling without direct EDC replacement of an operable but older and inefficient room AC (RAC) unit that would not have otherwise been recycled. | $10 | 3 | **Up to $25** |
| **Compact Refrigerators** | **Per Product** | **No** | **Working unit, < 10 cubic feet** | **$10** | **5** | **Up to $25** |

Not all measures may be available at all times. PPL Electric Utilities may suspend a measure depending on popularity, pace of the component (savings and costs), free ridership, evaluation requirements, complexity of information required from customers, administrative requirements for the measure, or other reasons. PPL Electric Utilities will review the component continually and may adjust available measures or eligibility qualifications to achieve savings and cost budgets. The Company may offer tiered incentives that encourage the recycling of older equipment, installation of multiple measures, or a more comprehensive whole-home or facility approach.

### Deadline for Rebate Applications

There is no rebate application for this component.

### Start Date with Key Schedule Milestones

Appliance Recycling is currently offered in Phase III, and PPL Electric Utilities will manage the transition to Phase IV. Table 16~~Table 16~~ lists estimated key schedule milestones for Appliance Recycling. PPL Electric Utilities will lead implementation or provide management oversight of all tasks.

**Table 16. Appliance Recycling Schedule and Milestones**

| Schedule | Milestones |
|---|---|
| 11/30/2020 | Phase IV EE&C Plan submitted to Pa PUC |
| 06/01/2021 | Launch Phase IV component |
| Annually starting 01/15/2022 | EDCs submit semiannual program report |
| Annually starting 09/30/2022 | EDCs submit final annual program report |
| 05/31/2026 | Program ends |

### Evaluation, Measurement, and Verification

EM&V requirements will be detailed in PPL Electric Utilities' Evaluation Plan, which will be submitted to the SWE for review. PPL Electric Utilities and its EM&V CSP will conduct annual evaluations of each program component in compliance with all Pa PUC requirements and the Evaluation Framework. As part of this process, the EM&V CSP will review a sample of CSP records to verify quantity, efficiency level, and qualifying equipment. The EM&V CSP will follow all applicable methods in the TRM and the Evaluation Framework to calculate energy savings and peak demand reduction. For the Appliance Recycling component, PPL Electric Utilities anticipates conducting annual impact evaluations and conducting one process evaluation during Phase IV (activities vary by year).

### Administrative Requirements

The Residential CSP will provide overall administrative and operational management of Appliance Recycling. PPL Electric Utilities will provide oversight and operational support to establish effective deployment.

### Estimated Savings and Participation

Table 17~~Table 17~~ shows the order of magnitude participation estimates for Appliance Recycling. Actual quantities will vary, and PPL Electric Utilities will manage the component to stay within budget. **(Bolded** text indicates a change in measure impacts, see Appendix D for May 2021 Tables.)

**Table 17. Pa PUC Table 8-Appliance Recycling Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Dehumidifier Recycling | Energy Savings (MWh/year) | 2,334 | 2,334 | **1,123** | **935** | **824** | **7,549** |
| | Demand Reduction (MW) | 0.522 | 0.522 | **0.251** | **0.209** | **0.184** | **1.689** |
| | Projected Participation | 3,120 | 3,120 | **1,501** | **1,250** | **1,101** | **10,092** |
| Recycle Fridge | Energy Savings (MWh/year) | 6,006 | 5,460 | **3,362** | **3,115** | **2,928** | **20,871** |
| | Demand Reduction (MW) | 0.672 | 0.611 | **0.376** | **0.349** | **0.328** | **2.335** |
| | Projected Participation | 14,300 | 13,000 | **8,004** | **7,416** | **6,972** | **49,692** |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Recycle Freezer | Energy Savings (MWh/year) | 1,539 | 1,539 | 1,076 | 942 | 726 | 5,822 |
| | Demand Reduction (MW) | 0.172 | 0.172 | 0.120 | 0.105 | 0.081 | 0.652 |
| | Projected Participation | 2,860 | 2,860 | 1,999 | 1,750 | 1,350 | 10,819 |
| RAC Recycling | Energy Savings (MWh/year) | 606 | 594 | 283 | 237 | 198 | 1,920 |
| | Demand Reduction (MW) | 1.218 | 1.194 | 0.569 | 0.477 | 0.398 | 3.857 |
| | Projected Participation | 4,597 | 4,506 | 2,148 | 1,800 | 1,500 | 14,551 |
| Compact Refrigerators | Energy Savings (MWh/year) | - | - | 3 | 4 | 5 | 12 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | 100 | 120 | 150 | 370 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding

***Efficient Lighting - Specialty Bulbs***

### Description

PPL Electric Utilities encourages residential customers to purchase and install specialty LED bulbs.[16] Participating customers can purchase a variety of discounted LED bulbs at local retail stores and the Company's Online Marketplace. The Residential CSP will manage operations and provide support to participating retailers and manufacturers that promote and sell eligible bulbs.

### Objectives

The objectives of Efficient Lighting are:

- Provide a mechanism for customers to easily obtain discounted specialty LED bulbs in local retail stores and/or the Online Marketplace.
- Achieve widespread visibility through independent and regional retailers that carry eligible specialty LED bulbs.
- Develop and execute strategies aimed at continuing the transformation of the market for specialty LED bulbs.
- Educate customers on new lighting technologies.
- Engage retailers by educating and training retail sales associates about specialty LED bulbs.
- Achieve a total energy reduction of approximately ~~20,379~~16,897 MWh/year and 3.01~~7~~ MW[17] gross verified savings.
- Achieve high customer and trade ally satisfaction.

[16] Based on actual results from Phase III, PPL Electric Utilities estimated a portion of costs and savings associated with the Efficient Lighting Component for the small C&I sector from cross-sector sales. The actual costs and savings for the small C&I sector will be determined by the EM&V CSP during the annual evaluation.

[17] Peak Demand is at generation.

### Target Market

Efficient Lighting targets residential customers but is available to all PPL Electric Utilities customers.

### Implementation Strategy

The Residential CSP will administer the component by managing retailer/manufacturer recruitment, delivering incentives to participating energy efficient light bulb manufacturers, providing marketing and educational support, and overseeing marketing and product placement in retail stores. The Residential CSP will also support program-level functions by operating a customer call center, following PPL Electric Utilities' marketing and branding guidelines, and tracking activities. PPL Electric Utilities' energy efficiency staff will provide overall strategic direction and management. The EM&V CSP will provide evaluation services.

### Issues, Risks, and Risk Management Strategy

Table 18~~Table 18~~ presents market risks associated with Efficient Lighting and the strategies PPL Electric Utilities will use to manage each risk.

**Table 18. Efficient Lighting Issues, Risks, and Risk Management Strategies**

| Component Issue | Risk | Risk Management Strategies |
|---|---|---|
| Cost of energy efficient bulbs may be higher than the customer is willing to pay. | • Low sales translating to low savings.<br>• Customers may not be willing to purchase new, more efficient light bulbs if their current light bulbs are functioning.<br>• Economic conditions may limit customers' ability to purchase energy efficient bulbs. | • PPL Electric Utilities offers incentives to offset the cost of efficient bulbs at retail locations. PPL Electric Utilities will likely use other distribution channels such as offering free bulbs at customer giveaway events, and through the Online Marketplace.<br>• PPL Electric Utilities educates customers on the long-term energy cost-saving benefits of higher efficiency lighting. |
| Lack of customer awareness about energy usage associated with different types of bulbs. | Customers do not see a need to use more efficient bulbs. | Residential CSP manages a robust marketing and education strategy, including point-of-sale promotions and discounts. |
| Reduction in savings due to Energy Independence and Securities Act of 2007 standards. | Specialty bulb market saturation. | PPL Electric Utilities determines the proper product mix of bulbs to reduce reliance on savings for specific bulbs |
| Energy efficient bulb performance. | Customer may not purchase energy efficient bulbs if they perceive bulbs do not perform well. | Residential CSP conducts ongoing communication with retailers, including training, outreach, and education. |
| Changing technology may affect lifecycle cost. | Customer decision-making process may change as new technology becomes available in the market. | PPL Electric Utilities adds new measures as efficiency improves. |

### Anticipated Costs to Participating Customers

Although the incentives will cover a portion of the efficient products' incremental costs, participating customers will be responsible for the remaining costs of purchased LED bulbs. Customer-incurred costs will vary by bulb type.

### Ramp-up Strategy

This is a relaunch of the Efficient Lighting offering from Phase III, but focusing specifically on specialty bulbs. The Residential CSP will develop marketing material to facilitate the transition to Phase IV.

### Marketing Strategy

PPL Electric Utilities will work with the Residential CSP to develop and execute a marketing plan that captures sector-level economies of scale and employs targeted outreach where practical. The marketing strategy may include, but will not be limited to, the following:

- Promote the component through "Connect," bill inserts, the Customer Engagement Hub, and email blasts.
- Provide online access to the program via the Company's EE&C website.
- Advertise through multiple channels.
- Educate retailer staff and customers through in-store events.
- Distribute point-of-purchase materials to local retailers.
- Collaborate with ENERGY STAR® and lighting manufacturers.
- Cross-promote the lighting component with other energy efficiency educational materials.

### Eligible Measures and Incentive Strategy

Table 19~~Table 19~~ identifies PPL Electric Utilities' list of measures, minimum eligibility qualifications, and range of incentive levels. In general, the incentives provided at the retail level are designed to cover up to 50% of the retail cost of LEDs. (**Bolded** text indicates a new measure or changed measure attribute, see Appendix D for May 2021 Tables.)

**Table 19. Pa PUC Table 7- Efficient Lighting Eligible Measures and Incentives**

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| TCP 11.68 Downlight Solid State Retrofit | **Per Bulb** | No | Downlight fixture, ≥ 400 lumens | **$5** | 15 | **Up to $8** |
| Decorative and Min-Base AVG | **Per Bulb** | No | Decorative, mini-base, or globe, 250- 2,600 lumens | **$3** | 15 | **Up to $8** |
| Globe AVG | **Per Bulb** | No | Decorative, mini-base, or globe, 250- 2,600 lumens | **$5** | 15 | **Up to $8** |
| Reflectors AVG | **Per Bulb** | No | Reflectors or outdoor, 250- 2,600 lumens | **$5** | 15 | **Up to $8** |
| Outdoor AVG | **Per Bulb** | No | Reflectors or outdoor, 250- 2,600 lumens | **$5** | 15 | **Up to $8** |

All measures may not be available at all times. PPL Electric Utilities may suspend a measure depending on popularity, pace of the component (savings and costs), free ridership, evaluation requirements, administrative requirements for the measure, or other reasons. PPL Electric Utilities will review the component continually and may adjust available measures or eligibility qualifications to achieve savings and cost budgets.

### Deadline for Rebate Applications

PPL Electric Utilities offers Efficient Lighting incentives at the point of sale; therefore, there is no rebate application.

### Start Date with Key Schedule Milestones

Efficient Lighting was offered in Phase III, and PPL Electric Utilities will facilitate its relaunch as a component in Phase IV, but focus on specialty lighting. Table 20~~Table 20~~ lists the estimated key schedule milestones.

**Table 20. Efficient Lighting Schedule and Milestones**

| Schedule | Milestones |
|---|---|
| 11/30/2020 | Phase IV EE&C Plan submitted to Pa PUC |
| 06/01/2021 | Launch Phase IV component |
| Annually starting 01/15/2022 | EDCs submit semiannual program report |
| Annually starting 09/30/2022 | EDCs submit final annual program report |
| 05/31/2026 | Program ends |

### Evaluation, Measurement, and Verification

The EM&V requirements will be detailed in PPL Electric Utilities' Evaluation Plan, which will be submitted to the SWE for review. PPL Electric Utilities and its EM&V CSP will conduct annual evaluations of each component in compliance with all Pa PUC requirements and the Evaluation Framework. As part of this process, the EM&V CSP will verify savings attributable to this component. The EM&V CSP will verify bulb quantities and savings for lighting distributed through other channels (such as giveaways) where the specific participant is known. The EM&V CSP will follow all applicable methods in the TRM and the Evaluation Framework to calculate energy savings and peak demand reduction. For Efficient Lighting, PPL Electric Utilities anticipates conducting annual impact and process evaluations (activities vary by year).

### Administrative Requirements

The Residential CSP will provide overall administrative and operational management of Efficient Lighting. PPL Electric Utilities will provide oversight and operational support to establish effective deployment.

### Estimated Participation

Table 21~~Table 21~~ shows the order of magnitude participation estimates for Efficient Lighting. Actual quantities will vary, and PPL Electric Utilities will manage the component to stay within budget. (**Bolded** text indicates a change in measure impacts, see Appendix D for May 2021 Tables)

**Table 21. Pa PUC Table 8-Efficient Lighting Projected Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| TCP 11.68 Downlight Solid State Retrofit | Energy Savings (MWh/year) | 1,175 | 914 | - | - | - | **2,089** |
| | Demand Reduction (MW) | 0.113 | 0.088 | - | - | - | **0.201** |
| | Projected Participation | 135,040 | 105,000 | - | - | - | **240,040** |
| Decorative and Min-Base AVG | Energy Savings (MWh/year) | 1,330 | 1,136 | - | - | - | **2,466** |
| | Demand Reduction (MW) | 0.128 | 0.109 | - | - | - | **0.237** |
| | Projected Participation | 275,000 | 235,000 | - | - | - | **510,000** |
| Globe AVG | Energy Savings (MWh/year) | 609 | 533 | - | - | - | **1,143** |
| | Demand Reduction (MW) | 0.585 | 0.512 | - | - | - | **1.097** |
| | Projected Participation | 120,000 | 105,000 | - | - | - | **225,000** |
| Reflectors AVG | Energy Savings (MWh/year) | 4,712 | 4,749 | - | - | - | **9,462** |
| | Demand Reduction (MW) | 0.452 | 0.456 | - | - | - | **0.908** |
| | Projected Participation | 382,000 | 385,000 | - | - | - | **767,000** |
| Outdoor AVG | Energy Savings (MWh/year) | 864 | 873 | - | - | - | **1,737** |
| | Demand Reduction (MW) | 0.164 | 0.165 | - | - | - | **0.329** |
| | Projected Participation | 89,037 | 90,000 | - | - | - | **179,037** |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding

***Energy Efficient Homes***

### Description

PPL Electric Utilities provides comprehensive energy efficiency options for new and existing homes. The Company offers a range of energy efficient measures, rebates, education, and services that help its customers increase their homes' efficiency. The component contains these delivery channels:

- The **new homes channel** encourages construction of energy efficient new homes through a rebate to builders or homeowners who exceed the energy efficiency performance required by current building codes in newly constructed homes. This offer is for both single-family and multifamily buildings.
- In the **comprehensive in-home audit and weatherization channel**, customers learn about the benefits of energy efficiency measures, such as appliance recycling, lighting, HVAC, and water heating. Depending on audit recommendations, customers may receive direct-install or giveaway measures and may qualify for insulation and air sealing rebates. Energy efficiency kits may also be offered to PPL Electric Utilities' customers interested in learning more about energy efficiency and the programs offered by the Company.

- In the **midstream, reduced point of sale costs, and/or downstream energy efficiency equipment channel** PPL Electric Utilities provides rebates for high-performance heat pumps, heat pump water heaters, pool pumps, and central air conditioners, as well as other energy efficient appliances.

PPL Electric Utilities is also considering offering an enhanced bonus incentive to customers who install a comprehensive package of measures.

### Objectives

The objectives of Energy Efficient Homes are:

- Encourage customers to view energy efficiency in a holistic manner.
- Provide customers with education, audits, and energy-saving solutions.
- Promote construction of energy efficient new homes.
- Educate construction industry professionals and other trade allies about the benefits of energy efficient homes.
- Achieve a total energy reduction of approximately ~~57,777~~93,175 MWh/year and ~~16.93~~18.81 MW[18] gross verified savings.
- Achieve high customer and trade ally satisfaction.

### Target Market

Energy Efficient Homes is targeted to residential homebuilders and customers residing in single-family and individually metered multifamily homes.

### Implementation Strategy

The Residential CSP will deliver Energy Efficient Homes to customers and homebuilders through marketing, participant recruitment, and trade ally recruitment and support. Because the component consists of three separate channels, trade ally support will vary. These are the responsibilities of the Residential CSP and PPL Electric Utilities:

- ***New homes.*** The Residential CSP will identify, recruit, and train potential builders; assist new home builders with paperwork; answer specific questions; test new home performance; and issue incentives to builders and homeowners.
- ***Audit and weatherization.*** The Residential CSP will conduct in-home audits; identify, recruit, and train HVAC contractors; form and maintain a trade ally network; and answer questions.
- ***Energy efficient equipment.*** The Residential CSP will work with retailers, distributors, trade allies, and manufacturers to promote energy efficient equipment such as HVAC equipment ~~and pool pumps~~ through a midstream approach that builds on its current and new relationships with distributors in PPL Electric Utilities' service territory and may decide to offer an HVAC Tune-Up Optimization measure within this component. PPL Electric Utilities will continue to broaden its market reach by offering rebates for qualified products at the point of sale.

[18] Peak Demand is at generation.

- ***Online Marketplace***. PPL Electric Utilities will offer customers the opportunity to purchase energy efficient lighting and equipment through a virtual storefront.

The Residential CSP will also support program-level functions by operating a customer call center, managing marketing and advertising, processing incentives to customers, and tracking activities. PPL Electric Utilities will provide overall strategic direction and management. The EM&V CSP will provide evaluation services.

### Issues, Risks, and Risk Management Strategy

Table 22~~Table 22~~ presents market risks associated with Energy Efficient Homes and the strategies PPL Electric Utilities will use to manage each risk.

**Table 22. Energy Efficient Homes Issues, Risks, and Risk Management Strategies**

| Component Issue | Risk | Risk Management Strategies |
|---|---|---|
| Efficiency is not a common priority for builders and customers. | Builders do not take advantage of rebates, resulting in lower savings. | Residential CSP educates builders on the value and benefits associated with energy efficiency. |
| Builders may not abide by the efficient building practices required to qualify for the rebate | Builders may choose cheaper, less efficient equipment and building practices. | Residential CSP educates builders on the performance standards and building practices required to qualify for program rebates. |
| The economic environment may limit the ability of builders and customers to purchase energy efficient equipment and appliances for these reasons:<br>• High-efficiency equipment is viewed as too expensive.<br>• There is little incentive to upgrade equipment that is still operational or to weatherize a home. | Builders or customers may choose to install cheaper, less efficient equipment. | • Residential CSP conducts robust program marketing and provides general energy efficiency information to customers.<br>• PPL Electric Utilities offers rebates that help reduce incremental costs.<br>• Residential CSP educates customers on the long-term energy cost-saving benefits of higher-efficiency equipment and home weatherization. |

### Anticipated Costs to Participating Customers

Costs incurred by Energy Efficient Homes participants will vary by delivery channel and type of qualifying equipment installed through the component.

### Ramp-up Strategy

Energy Efficient Homes is an existing, mature offering carried forward from Phase III. The Residential CSP will develop marketing material to facilitate the transition to Phase IV. The CSP also plans to make rebates for HVAC equipment ~~and pool pumps~~ available through a midstream channel. PPL Electric Utilities may continue to offer downstream rebates on these measures.

### Marketing Strategy

PPL Electric Utilities will work with the Residential CSP to develop and execute a marketing plan that captures sector-level economies of scale and employs targeted outreach where practical. The marketing strategy may include, but will not be limited to, the following:

- Promote component through "Connect," bill inserts, the Customer Engagement Hub, and email blasts.
- Provide online access to the component via the Company's EE&C website.
- Advertise through multiple marketing channels.
- Identify builders through collaboration with state and regional builders' associations and provide them with component details.
- Educate retailer staff and customers through in-store events.
- Distribute point-of-purchase materials to local retailers.
- Recruit and train retailers and distributors on qualifying technology, rebates, and cross-promotion.

The Residential CSP will also conduct outreach to previously participating and new trade allies (retailers, manufacturers, distributors, homebuilders, and contractors) and provide them with rebate information, educate them on Phase IV changes, and offer ongoing support. After the Residential Program CSP's contract is approved by the Commission, PPL Electric Utilities will develop and implement a detailed marketing plan to foster increased Residential Program participation. This marketing plan will support all components of the Residential Program after the Phase IV EE&C Plan is approved, including the Energy Efficient Homes Component, and will be designed to achieve the 93,175 ~~122,803~~ MWh/year of projected savings targeted in the Energy Efficient Homes Component. Copies of this marketing plan will be provided to the other Joint Petitioners by no later than January 1, 2022.

### Eligible Measures and Incentive Strategy

Table 23~~Table 23~~ lists PPL Electric Utilities' expected measures, minimum eligibility qualifications, and incentive level ranges. (**Bolded** text indicates a new measure or changed measure attribute, see Appendix D for May 2021 Tables.)

**Table 23. Pa PUC Table 7-Energy Efficient Homes Eligible Measures and Incentives**

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Connected Thermostat-Electric Heat AVG (downstream) | Per Product | No | ENERGY STAR Certified Product List | $140 | 11 | Up to $200 |
| Connected Thermostat- CAC AVG (downstream) | Per Product | No | ENERGY STAR Certified Product List | $140 | 11 | Up to $200 |
| New Homes-Connected Thermostat-Electric Heat (downstream) | Per Product | No | ENERGY STAR Certified Product List | $140 | 11 | Up to $200 |
| New Homes-Connected Thermostat-CAC (downstream) | Per Product | No | ENERGY STAR Certified Product List | $140 | 11 | Up to $200 |
| Fuel Switching – Central Heating (downstream) Maximum of 75 units for residential customers | Per Project | No | Must replace electric equipment with ENERGY STAR certified natural gas, propane, or fuel oil equipment | $8,600 | 15 | Up to $300 |
| Fuel Switching – DHW (downstream) Maximum of 75 units for residential customers | Per Project | No | Must replace electric water heater with ENERGY STAR certified natural gas or propane equipment | $1,416 | 11 | Up to $300 |
| HPWH-AVG | Per Project | No | ENERGY STAR | $671 | 10 | Up to $500 |
| Air Sealing -AVG (weatherization - downstream) | Per Project | No | Must be performed in accordance with BPI standards with pre- and post-blower door testing. Must have a 10% minimum improvement. Home must have a main source electric heating or central air conditioning. | $1,596 | 15 | Up to $200 |
| ENERGY STAR Dehumidifiers (downstream) | Per Product | No | ENERGY STAR | $11 | 12 | Up to $25 |
| **Ductless Mini-Split Heat Pump (16 SEER/9.0 HSPF)** | Per Project | No | ENERGY STAR | **$1,311** | 15 | Up to $500 |
| **Ductless Mini-Split Heat Pump (15.2 SEER2 / 7.8 HSPF2 or Higher)** | **Per Product** | **No** | **ENERGY STAR** | **$1,234** | **15** | **Up to $500** |
| ENERGY STAR Air Source Heat Pump 16 SEER/9.0 HSPF/12.5 EER or Higher | Per Project | No | ENERGY STAR | $987 | 15 | Up to $400 |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| ENERGY STAR Air Source Heat Pump 17.5 SEER/9.7 HSPF/EER 13.5 or Higher | Per Project | No | ENERGY STAR | $1,222 | 15 | Up to $500 |
| **ENERGY STAR Air Source Heat Pump 15.2 SEER2/7.8 HSPF2/EER2 11.7 or Higher** | **Per Project** | **No** | **ENERGY STAR** | **$1,222** | **15** | **Up to $500** |
| ENERGY STAR Refrigerator (downstream) | Per Product | No | ENERGY STAR, at least 15% more efficient than baseline | $68 | 14 | Up to $75 |
| Ceiling Insulation AVG-Electric Heat (weatherization – downstream) | Per Project | No | The existing R-value cannot exceed R-30. Final R-value must be ≥ R-49, home has electric main source heat. Rebate cannot exceed the cost of the measure. | $2,401 | 15 | 75% of cost, up to $500 |
| Ceiling Insulation AVG-Non-Electric Heat (weatherization – downstream) | Per Project | No | The existing R-value cannot exceed R-30. Final R-value must be ≥ R-49, home has central air conditioning. Rebate cannot exceed the cost of the measure. | $2,401 | 15 | 75% of cost, up to $300 |
| **Wall Insulation (Electric Heat)** | **Per Project** | **No** | **R-11 Minimum** | **$2,590** | **15** | **75% of cost, up to $500** |
| **Wall Insulation (Non-Electric Heat with Central Air Conditioning)** | **Per Project** | **No** | **R-11 Minimum** | **$2,590** | **15** | **75% of cost, up to $300** |
| **Floor and Rim Joist Insulation (Electric Heat)** | **Per Project** | **No** | **For Floor Insulation, the installation must achieve a finished floor insulation R-value of R-30 or higher, except for homes in IECC Climate Zone 4, where R-19 is permissible. For Rim Joist Insulation, the insulation should have either a minimum R-10 continuous insulated sheathing on the interior or exterior of the home, or R-13 cavity insulation at the interior of the rim joist.** | **$1,500** | **15** | **75% of cost up to $500** |
| **Floor and Rim Joist Insulation (Non-Electric Heat with Central Air Conditioner)** | **Per Project** | **No** | **For Floor Insulation, the installation must achieve a finished floor insulation R-value of R-30 or higher, except for homes in IECC Climate Zone 4, where R-19 is permissible. For Rim Joist** | **$1,500** | **15** | **75% of cost up to $300** |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| | | | **Insulation, the insulation should have either a minimum R-10 continuous insulated sheathing on the interior or exterior of the home, or R-13 cavity insulation at the interior of the rim joist** | | | |
| Basement Wall Insulation AVG (weatherization – downstream) | Per Project | No | Home has electric main source heat or central air conditioning. Basement or crawl space insulation should have either a minimum R-10 continuous insulated sheathing on the interior or exterior of the home, or R-13 cavity insulation at the interior of the crawl space wall in International Energy Conservation Code ("IECC") Climate Zone 4, and R-15 continuous or R-19 cavity insulation in zones 5 or 6. | $1,870 | 15 | 75% of cost, up to $500 |
| ENERGY STAR Central Air Conditioner (13 SEER/12EER to 16 SEER/12.5EER) | Per Project | No | ENERGY STAR | $1,037 | 15 | Up to $400 |
| ENERGY STAR Central Air Conditioner (14 SEER/12EER to 17.5 SEER/13.5EER) | Per Project | No | ENERGY STAR | $719 | 15 | Up to $500 |
| **ENERGY STAR Central Air Conditioner (13.9 SEER/11.6EER to 21.8 SEER/12.8 EER equival. or 15.2 SEER2/12 EER2 or Higher)** | **Per Project** | **No** | **ENERGY STAR** | **$719** | **15** | **Up to $500** |
| Variable speed pool pump | Per Project | No | Replace constant speed | $396 | 10 | Up to $350 |
| New Homes-15% or higher better than code-Electric Heat | Per Project | No | Individually metered, must have own heating, < 6 stories, dwellings must occupy 80% or more of occupiable space, 15% or higher better than code | $1,930 | 15 | Up to $4,500 |
| New Homes-15% or higher better than code-Gas Heat | Per Project | No | Individually metered, must have own heating, < 6 stories, dwellings must | $1,930 | 15 | Up to $4,500 |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| | | | occupy 80% or more of occupiable space, 15% or higher better than code | | | |
| In-Home Audit Incentive (Elec Heat + AC) | Per Project | No | Home has electric main source heat and central air conditioning | $0 | 0 | Up to $350 |
| In-Home Audit Incentive (Elec Heat or Central AC) | Per Project | No | Home has electric main source heat or central air conditioning | $0 | 0 | Up to $200 |
| Comprehensive Retrofit Bonus-Tier 1 | Per Project | No | Tier 1 | $0 | 0 | Up to $250 |
| Comprehensive Retrofit Bonus-Tier 2 | Per Project | No | Tier 2 | $0 | 0 | Up to $350 |
| Electric Hot Water Kit (Single Family – In-Home Audits) | Per Kit | No | Electric hot water only | $38 | 7 | $38 |
| Gas Hot Water Kit (Single Family – In-Home Audits) | Per Kit | No | Gas hot water only | $29 | 6 | $29 |
| Electric Hot Water Kit (Single Family ) | Per Kit | No | Electric hot water only | $38 | 7 | $38 |
| Gas Hot Water Kit (Single Family) | Per Kit | No | Gas hot water only | $29 | 6 | $29 |
| Smart Thermostat (Online Marketplace ) | Per Product | No | ENERGY STAR | $140 | 11 | Up to $75 |
| Weatherstrip (Online Marketplace, **Point of Sale**) | Per Project | No | Must be installed on doors, windows, or attic hatches/doors | $2 | 15 | Up $5 |
| Advanced Power Strip (Online Marketplace) | Per Product | No | Tier 1 **and Tier 2** | $32 | 5 | Up to $15 |
| Occupancy Sensor Switch (Online Marketplace) | Per Product | No | Installation of occupancy sensors and/or connected ("smart") lighting | $26 | 10 | **Up to $30** |
| ENERGY STAR Dehumidifier (Online Marketplace) | Per Product | No | ENERGY STAR | $11 | 12 | Up to $25 |
| Electric Hot Water Kit (Single Family – Virtual Assessments) | Per Kit | No | Electric hot water only | $38 | 7 | $38 |
| Gas Hot Water Kit (Single Family – Virtual Assessments) | Per Kit | No | Gas hot water only | $29 | 6 | $29 |
| ENERGY STAR Air Purifier (downstream rebates and online marketplace) | Per Product | No | ENERGY STAR | $74 | 9 | **Up to $75** |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Water Heater Pipe Insulation (online marketplace) | Per Foot | No | ≥ R-3 | $4 | 15 | **Up to $15** |
| Holiday Lights (online marketplace) | Per Product | No | Replace incandescent holiday lights | $6 | 10 | **Up to $10** |
| ENERGY STAR Clothes Washers (downstream rebates) | Per Product | No | ENERGY STAR | $187 | 11 | **Up to $75** |
| ENERGY STAR Ceiling Fans (downstream rebates) | Per Product | No | ENERGY STAR | $15 | 15 | **Up to $50** |
| **ENERGY STAR Ceiling Fans (point of sale)** | **Per Product** | **No** | **ENERGY STAR** | **$15** | **15** | **Up to $50** |
| GSHP DeSuperheaters (midstream) | **Per Product** | No | Installation on new or existing Ground Source Heat Pump to replace any type of electric water heater | $1,811 | 15 | **Up to $1,500** |
| Solar Water Heaters (midstream) | **Per Product** | No | Existing electric water heater | $6,655 | 15 | **Up to $1,000** |
| **Solar Water Heaters (downstream)** | **Per Product** | **No** | **Existing electric water heater** | **$6,655** | **15** | **Up to $1,000** |
| Water Heater Tank Wrap (online marketplace) | Per Project | No | Installation of R-8 wrap insulation to existing electric water heater with R-24 or less | $72 | 7 | **Up to $25** |
| **Compact Refrigerators (point of sales or online marketplace)** | **Per Product** | **No** | **ENERGY STAR** | **$36** | **14** | **Up to $25** |
| Compact Refrigerators (downstream rebates) | Per Product | No | ENERGY STAR | $36 | 14 | **Up to $25** |
| **Duct Sealing - Prescriptive** | **Per Product** | **No** | **All accessible duct work will be sealed throughout the unconditioned space in the home. Duct sealing will be done in compliance with the PA TRM.** | **$479** | **15** | **Up to $150** |
| **Duct Insulation** | **Per Product** | **No** | **All accessible duct work will be insulated to a minimum of R-2 insulation throughout the unconditioned space in the home. Duct insulation will be done in compliance with the PA TRM.** | **$540** | **15** | **Up to $500** |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Duct Sealing 50% unvented crawlspace, 30% attic (average) | Per Product | No | Home with electric ducted heating system. Requires duct leakage test by BPI certified trade allies. | $479 | 15 | **Up to $300** |
| Duct Sealing & Insulation 50% unvented crawlspace, 30% attic (average) | Per Product | No | Home with electric ducted heating system. Requires duct leakage test by BPI certified trade allies. | $1,702 | 15 | **Up to $1,000** |
| **ENERGY STAR Dehumidifiers (point of sales)** | **Per Unit** | **No** | **ENERGY STAR** | **$11** | **12** | **Up to $25** |
| **Deep Energy Retrofit Bonus** | **Per Project** | **No** | **Must include air sealing, attic, wall and basement insulation when applicable, HVAC upgrades, including duct sealing when applicable.** | **$0** | **0** | **Up to $1,000** |
| **Room AC** | **Per Project** | **No** | **Must meet ENERGY STAR product specifications** | **$65** | **9** | **Up to $50** |
| **Advanced Power Strip (Point of Sales)** | **Per Product** | **No** | **Tier 1 and Tier 2** | **$32** | **5** | **Up to $15** |
| **High Efficiency Bath Fan** | **Per Project** | **No** | **Must meet ENERGY STAR product specifications** | **$44** | **15** | **Up to $25** |
| **Spray Foam** | **Per Project** | **No** | **Spray foam must be applied sealing gaps that allow infiltration from the exterior of the home.** | **$9** | **15** | **Up to $15** |
| **Door Sweep** | **Per Project** | **No** | **The door sweep must be installed on an exterior door.** | **$6** | **15** | **Up to $15** |
| **Air Filter** | **Per Project** | **No** | **The air filter should be checked and replaced with the correct size air filter.** | **$5** | **1** | **Up to $15** |
| **Door Seal (Point of Sales)** | **Per Project** | **No** | **The door seal must be installed on an exterior door.** | **$2** | **15** | **Up to $5** |
| **Clothes Dryer (downstream)** | **Per Project** | **No** | **Must meet ENERGY STAR product specifications with moisture sensor** | **$358** | **12** | **Up to $75** |
| **Clothes Dryer (point of sale)** | **Per Project** | **No** | **Must meet ENERGY STAR product specifications with moisture sensor** | **$358** | **12** | **Up to $75** |
| **Heat Pump Clothes Dryer** | **Per Project** | **No** | **For units that are ≥ 4.4 cubic feet capacity the CEF must be ≥ 4.5. For units that are < 4.4 cubic feet capacity the CEF must be ≥ 4.71.** | **$358** | **12** | **Up to $175** |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Cold Climate Ductless Heat Pump (downstream) 15.2 SEER2, 8.5HSPF2, 11.7EER2 or Higher | Per Project | No | Must meet ENERGY STAR product specifications | $1,637 | 15 | Up to $700 |
| Cold Climate Ductless Heat Pump (midstream) 15.2 SEER2, 8.5 HSPF2, 11.7 EER2 or Higher | Per Project | No | Must meet ENERGY STAR product specifications | $1,637 | 15 | Up to $700 |
| New Construction- High Performance Homes | Per Project | No | High Performance homes must meet the Zero Energy Ready Homes, Passive Home or Net Zero Energy Homes certification. | $8,964 | 15 | Up to $6,000 |
| Kits (Foodbanks) | Per Kit | No | Foodbank kits | $23 | 7 | $23 |

[1]PPL Electric Utilities may provide measures through various delivery mechanisms, including reduced point of sale costs, and not necessarily those listed in the table.

All measures may not be available at all times. PPL Electric Utilities may suspend a measure depending on popularity, pace of the component (savings and costs), free ridership, evaluation requirements, complexity of information required by customer, administrative requirements for the measure, or other reasons. PPL Electric Utilities will review the component continually and may add or adjust available measures, eligibility qualifications, or incentives to achieve savings and cost budgets. It may offer tiered incentives that encourage installation of multiple measures or a more comprehensive whole home or facility approach. PPL Electric Utilities plans to work with other EDCs and stakeholders to offer a consistent mechanism for new home construction delivery.

PPL Electric Utilities will offer comprehensive in-home diagnostic audits throughout Phase IV. The cost of a comprehensive audit may vary depending on the auditor chosen by the customer. Customers will receive a rebate, the amount of which may vary depending on the type of heating and cooling equipment installed in the home.

To the extent that a project is eligible under the new construction offering, the Company will work with interested stakeholders to help ensure that the Act 129 funds allocated for multifamily affordable housing projects are not substituted for funds otherwise provided through state or federal assistance programs.

### Deadline for Rebate Applications

The rebate application will list the deadline for its submission. The deadline will not exceed 180 days from the date the measure was installed or purchased. For some measures, PPL Electric Utilities may allow customers to request project preapproval to lock in the stipulated incentive level and guarantee project funding.

### Start Date with Key Schedule Milestones

Table 24~~Table 24~~ lists the estimated key schedule milestones for Energy Efficient Homes. PPL Electric Utilities will lead implementation or provide management oversight of all tasks.

**Table 24. Energy Efficient Homes Schedule and Milestones**

| Schedule | Milestones |
|---|---|
| 11/30/2020 | Phase IV EE&C Plan submitted to Pa PUC |
| 06/01/2021 | Launch Phase IV component |
| Annually starting 01/15/2022 | EDCs submit semiannual program report |
| Annually starting 09/30/2022 | EDCs submit final annual program report |
| 05/31/2026 | Program ends |

### Evaluation, Measurement, and Verification

The EM&V requirements will be detailed in PPL Electric Utilities' Evaluation Plan, which will be submitted to the SWE for review. PPL Electric Utilities and its EM&V CSP will conduct annual evaluations of each component in compliance with all Pa PUC requirements and the Evaluation Framework. The EM&V CSP will follow all applicable methods in the TRM and the Evaluation Framework to calculate

energy savings and peak demand reduction. For Energy Efficient Homes, PPL Electric Utilities anticipates conducting annual impact and process evaluations (activities vary by year).

Through Energy Efficient Homes, PPL Electric Utilities offers incentives for new home construction, in-home energy audits, and a variety of weatherization and equipment. Each of these requires an evaluation approach specifically tailored to the product.

As part of the savings verification and evaluation, the EM&V CSP will review a sample of participant rebates and Residential CSP records to verify the quantity, efficiency level, and rebate qualifications by measure type. Because the Company offers a variety of equipment and services, the EM&V CSP will stratify the verification sample accordingly, designating a sample size appropriate for each stratum and technology. Overall, the sample size will meet the level of rigor specified in the Evaluation Framework, which will probably be 85% confidence with 15% precision (85/15) at the component level, the same as in Phase III. In its annual reports, PPL Electric Utilities will provide the Energy Efficient Homes Component's actual incentive costs, electric savings, and demand reductions broken down by the following three categories: (a) new homes; (b) audit and weatherization; and (c) energy efficient equipment.

**Administrative Requirements**

The Residential CSP will provide overall administrative and operational management of Energy Efficient Homes. PPL Electric Utilities will provide oversight and operational support to establish effective deployment.

**Estimated Participation**

Table 25~~Table 25~~ shows the order of magnitude participation estimates for Energy Efficient Homes. Actual quantities will vary, and PPL Electric Utilities will manage the component to stay within budget. (**Bolded** text indicates a change in measure impacts, see Appendix D for May 2021 Tables.)

**Table 25. Pa PUC Table 8-Energy Efficient Homes Projected Participation [1]**

| Measure[3] | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Connected Thermostat-Electric Heat AVG (downstream) | Energy Savings (MWh/year) | 439 | 447 | 457 | 465 | 475 | 2,283 |
| | Demand Reduction (MW) | 0.019 | 0.019 | 0.020 | 0.020 | 0.021 | 0.099 |
| | Projected Participation | 720 | 735 | 750 | 764 | 780 | 3,749 |
| Connected Thermostat- CAC AVG (downstream)- | Energy Savings (MWh/year) | 60 | 61 | 62 | 63 | 65 | 311 |
| | Demand Reduction (MW) | 0.009 | 0.009 | 0.009 | 0.010 | 0.010 | 0.047 |
| | Projected Participation | 343 | 350 | 358 | 364 | 372 | 1,786 |
| New Homes-Connected Thermostat-Electric Heat (downstream) | Energy Savings (MWh/year) | 198 | 202 | 206 | 210 | 214 | 1,029 |
| | Demand Reduction (MW) | 0.007 | 0.007 | 0.007 | 0.007 | 0.008 | 0.039 |
| | Projected Participation | 455 | 464 | 473 | 482 | 493 | 2,367 |
| New Homes-Connected Thermostat-CAC (downstream) | Energy Savings (MWh/year) | 47 | 48 | 49 | 50 | 51 | 243 |
| | Demand Reduction (MW) | 0.008 | 0.008 | 0.008 | 0.008 | 0.008 | 0.039 |
| | Projected Participation | 455 | 464 | 473 | 482 | 493 | 2,367 |
| Fuel Switching – Central Heating (downstream) Maximum of 75 units for residential customers | Energy Savings (MWh/year) | 96 | 96 | 96 | 96 | 96 | 481 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 15 | 15 | 15 | 15 | 15 | 75 |
| Fuel Switching – DHW (downstream) Maximum of 75 units for residential customers | Energy Savings (MWh/year) | 41 | 41 | 41 | 41 | 41 | 207 |
| | Demand Reduction (MW) | 0.003 | 0.003 | 0.003 | 0.003 | 0.003 | 0.017 |
| | Projected Participation | 15 | 15 | 15 | 15 | 15 | 75 |
| HPWH-AVG | Energy Savings (MWh/year) | 722 | 722 | **957** | **975** | **1,027** | **4,402** |
| | Demand Reduction (MW) | 0.060 | 0.060 | **0.078** | **0.079** | **0.083** | **0.361** |
| | Projected Participation | 516 | 516 | 535 | 545 | 574 | 2,686 |
| Air Sealing -AVG (weatherization - downstream) | Energy Savings (MWh/year) | 32 | 31 | 29 | 27 | 27 | 146 |
| | Demand Reduction (MW) | 0.0004 | 0.0004 | **0.0022** | **0.0020** | **0.0020** | **0.0069** |
| | Projected Participation | 30 | 29 | 27 | 25 | 25 | 136 |
| ENERGY STAR Dehumidifiers (downstream) | Energy Savings (MWh/year) | 640 | 654 | - | - | - | **1,294** |
| | Demand Reduction (MW) | 0.161 | 0.164 | - | - | - | **0.325** |
| | Projected Participation | 3,318 | 3,390 | - | - | - | **6,708** |

| Measure[3] | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Ductless Mini-Split Heat Pump (16 SEER/9.0 HSPF) | Energy Savings (MWh/year) | 1,677 | 1,711 | **8,438** | - | - | **11,826** |
| | Demand Reduction (MW) | 0.125 | 0.127 | **0.042** | - | - | **0.294** |
| | Projected Participation | 514 | 525 | **1,250** | - | - | **2,289** |
| **Ductless Mini-Split Heat Pump (15.2 SEER2 / 7.8 HSPF2 or Higher)** | **Energy Savings (MWh/year)** | - | - | **2,608** | **7,823** | **8,605** | **19,036** |
| | **Demand Reduction (MW)** | - | - | **0.127** | **0.381** | **0.419** | **0.927** |
| | **Projected Participation** | - | - | **500** | **1,500** | **1,650** | **3,650** |
| ENERGY STAR Air Source Heat Pump 16 SEER/9.0 HSPF/12.5 EER or Higher | Energy Savings (MWh/year) | 763 | 778 | **533** | - | - | **2,073** |
| | Demand Reduction (MW) | 0.214 | 0.218 | **0.149** | - | - | **0.581** |
| | Projected Participation | 1,288 | 1,313 | **900** | - | - | **3,501** |
| ENERGY STAR Air Source Heat Pump 17.5 SEER/9.7 HSPF/EER 13.5 or Higher | Energy Savings (MWh/year) | - | - | **178** | - | - | **178** |
| | Demand Reduction (MW) | - | - | **0.026** | - | - | **0.026** |
| | Projected Participation | - | - | **300** | - | - | **300** |
| **ENERGY STAR Air Source Heat Pump 15.2 SEER2/7.8 HSPF2/EER2 11.7 or Higher** | **Energy Savings (MWh/year)** | - | - | **82** | **829** | **889** | **1,800** |
| | **Demand Reduction (MW)** | - | - | **0.009** | **0.091** | **0.097** | **0.197** |
| | **Projected Participation** | - | - | **138** | **1,400** | **1,500** | **3,038** |
| ENERGY STAR Refrigerator (downstream) | Energy Savings (MWh/year) | 80 | 82 | 84 | 85 | 87 | 418 |
| | Demand Reduction (MW) | 0.017 | 0.017 | 0.017 | 0.018 | 0.018 | 0.086 |
| | Projected Participation | 1,711 | 1,745 | 1,780 | 1,816 | 1,852 | 8,904 |
| Ceiling Insulation AVG-Electric Heat (weatherization – downstream) | Energy Savings (MWh/year) | 183 | 187 | 190 | 194 | 198 | 953 |
| | Demand Reduction (MW) | 0.004 | 0.005 | 0.005 | 0.005 | 0.005 | 0.023 |
| | Projected Participation | 232 | 237 | 241 | 246 | 251 | 1,207 |
| Ceiling Insulation AVG-Non-Electric Heat (weatherization – downstream) | Energy Savings (MWh/year) | 45 | 46 | 47 | 48 | 49 | 236 |
| | Demand Reduction (MW) | 0.002 | 0.003 | 0.003 | 0.003 | 0.003 | 0.013 |
| | Projected Participation | 131 | 134 | 136 | 139 | 142 | 682 |
| Basement Wall Insulation AVG (weatherization – downstream) | Energy Savings (MWh/year) | 34 | 34 | 34 | 34 | 34 | 169 |
| | Demand Reduction (MW) | 0.0017 | 0.0017 | 0.0017 | 0.0017 | 0.0017 | 0.0086 |
| | Projected Participation | 20 | 20 | 20 | 20 | 20 | 100 |

| Measure[3] | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| ENERGY STAR Central Air Conditioner (13 SEER/12EER to 16 SEER/12.5EER) | Energy Savings (MWh/year) | 271 | 291 | **145** | - | - | **707** |
| | Demand Reduction (MW) | 0.161 | 0.173 | **0.086** | - | - | **0.420** |
| | Projected Participation | 932 | 1,000 | **500** | - | - | **2,432** |
| ENERGY STAR Central Air Conditioner (14 SEER/12EER to 17.5 SEER/13.5EER) | Energy Savings (MWh/year) | - | - | **144** | - | - | **144** |
| | Demand Reduction (MW) | - | - | **0.088** | - | - | **0.088** |
| | Projected Participation | - | - | **500** | - | - | **500** |
| **ENERGY STAR Central Air Conditioner (13.9 SEER/11.6EER to 21.8 SEER/12.8 EER equival. or 15.2 SEER2/12 EER2 or Higher)** | **Energy Savings (MWh/year)** | - | - | **101** | **430** | **430** | **961** |
| | **Demand Reduction (MW)** | - | - | **0.013** | **0.054** | **0.054** | **0.120** |
| | **Projected Participation** | - | - | **200** | **850** | **850** | **1,900** |
| Variable speed pool pump | Energy Savings (MWh/year) | 687 | 701 | - | - | - | **1,388** |
| | Demand Reduction (MW) | 0.226 | 0.230 | - | - | - | **0.456** |
| | Projected Participation | 472 | 481 | - | - | - | **953** |
| New Homes-15% or higher better than code-Electric Heat | Energy Savings (MWh/year) | 2,887 | 2,946 | **2,193** | **2,236** | **2,281** | **12,543** |
| | Demand Reduction (MW) | 1.126 | 1.149 | **0.680** | **0.693** | **0.707** | **4.356** |
| | Projected Participation | 1,088 | 1,110 | **1,132** | **1,154** | **1,178** | **5,663** |
| New Homes-15% or higher better than code-Gas Heat | Energy Savings (MWh/year) | 781 | 796 | **593** | **604** | **616** | **3,390** |
| | Demand Reduction (MW) | 0.690 | 0.704 | **0.417** | **0.425** | **0.433** | **2.669** |
| | Projected Participation | 667 | 680 | **694** | **707** | **722** | **3,470** |
| In-Home Audit Incentive (Elec Heat + AC) | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 50 | 51 | 52 | 53 | 54 | 260 |
| In-Home Audit Incentive (Elec Heat or Central AC) | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 26 | 26 | 27 | 27 | 28 | 134 |
| Comprehensive Retrofit Bonus-Tier 1 | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 75 | 70 | **70** | **70** | **70** | **355** |

| Measure[3] | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Comprehensive Retrofit Bonus-Tier 2 | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 25 | 36 | **20** | 20 | 20 | **121** |
| Electric Hot Water Kit (Single Family – In-Home Audits) | Energy Savings (MWh/year) | 8 | 8 | 8 | 8 | 8 | 39 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.004 |
| | Projected Participation | 50 | 51 | 52 | 53 | 54 | 260 |
| Gas Hot Water Kit (Single Family – In-Home Audits) | Energy Savings (MWh/year) | 2 | 3 | 3 | 3 | 3 | 13 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0002 | 0.0003 | 0.0003 | 0.0012 |
| | Projected Participation | 26 | 27 | 27 | 28 | 28 | 136 |
| Electric Hot Water Kit (Single Family ) | Energy Savings (MWh/year) | 569 | 578 | 586 | 595 | 604 | 2,931 |
| | Demand Reduction (MW) | 0.061 | 0.062 | 0.063 | 0.064 | 0.065 | 0.316 |
| | Projected Participation | 3,753 | 3,808 | 3,864 | 3,922 | 3,980 | 19,327 |
| Gas Hot Water Kit (Single Family) | Energy Savings (MWh/year) | 229 | 233 | 237 | 240 | 244 | 1,183 |
| | Demand Reduction (MW) | 0.022 | 0.022 | 0.023 | 0.023 | 0.023 | 0.113 |
| | Projected Participation | 2,489 | 2,529 | 2,569 | 2,611 | 2,653 | 12,851 |
| Smart Thermostat (Online Marketplace ) | Energy Savings (MWh/year) | 224 | 229 | 233 | 238 | 243 | 1,166 |
| | Demand Reduction (MW) | 0.034 | 0.035 | 0.035 | 0.036 | 0.037 | 0.177 |
| | Projected Participation | 1,290 | 1,316 | 1,342 | 1,369 | 1,396 | 6,712 |
| Weatherstrip (Online Marketplace, **Point of Sale**) | Energy Savings (MWh/year) | 20 | 22 | 23 | 24 | 24 | 112 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0004 |
| | Projected Participation | 580 | 620 | 660 | 680 | 680 | 3,220 |
| Advanced Power Strip (Online Marketplace) | Energy Savings (MWh/year) | 15 | 15 | 15 | 16 | 16 | 77 |
| | Demand Reduction (MW) | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.008 |
| | Projected Participation | 182 | 186 | 189 | 193 | 197 | 947 |
| Occupancy Sensor Switch (Online Marketplace) | Energy Savings (MWh/year) | 0.5 | 0.5 | - | - | - | **1** |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 17 | 17 | - | - | - | **34** |

| Measure[3] | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| ENERGY STAR Dehumidifier (Online Marketplace) | Energy Savings (MWh/year) | 154 | 154 | **26** | **21** | **21** | **377** |
| | Demand Reduction (MW) | 0.039 | 0.039 | **0.006** | **0.005** | **0.005** | **0.095** |
| | Projected Participation | 800 | 800 | **239** | **200** | **200** | **2,239** |
| Electric Hot Water Kit (Single Family – Virtual Assessments) | Energy Savings (MWh/year) | 84 | 85 | 87 | 89 | 90 | 435 |
| | Demand Reduction (MW) | 0.009 | 0.009 | 0.009 | 0.010 | 0.010 | 0.047 |
| | Projected Participation | 551 | 562 | 573 | 584 | 596 | 2,866 |
| Gas Hot Water Kit (Single Family – Virtual Assessments) | Energy Savings (MWh/year) | 10 | 10 | 11 | 11 | 11 | 53 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.005 |
| | Projected Participation | 110 | 112 | 115 | 117 | 119 | 573 |
| ENERGY STAR Air Purifier (downstream rebates and online marketplace) | Energy Savings (MWh/year) | - | 90 | **129** | **207** | **334** | **760** |
| | Demand Reduction (MW) | - | 0.010 | **0.148** | **0.237** | **0.383** | **0.779** |
| | Projected Participation | - | 163 | **250** | **400** | **646** | **1,459** |
| Water Heater Pipe Insulation (online marketplace) | Energy Savings (MWh/year) | - | 4.8 | 4.8 | 4.8 | 4.8 | 19.1 |
| | Demand Reduction (MW) | - | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0006 |
| | Projected Participation | - | 125 | 125 | 125 | 125 | 500 |
| Holiday Lights (online marketplace) | Energy Savings (MWh/year) | - | 2 | 2 | 2 | 2 | 10 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | 125 | 125 | 125 | 125 | 500 |
| ENERGY STAR Clothes Washers (downstream rebates) | Energy Savings (MWh/year) | - | 12 | **200** | **211** | **221** | **644** |
| | Demand Reduction (MW) | - | 0.001 | **0.022** | **0.023** | **0.025** | **0.072** |
| | Projected Participation | - | 125 | **2,067** | **2,172** | **2,281** | **6,645** |
| ENERGY STAR Ceiling Fans (downstream rebates) | Energy Savings (MWh/year) | - | 4 | 4 | 4 | 4 | 15 |
| | Demand Reduction (MW) | - | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0011 |
| | Projected Participation | - | 125 | 125 | 125 | 125 | 500 |
| **ENERGY STAR Ceiling Fans (point of sale)** | **Energy Savings (MWh/year)** | - | - | **4** | **4** | **4** | **11** |
| | **Demand Reduction (MW)** | - | - | **0.0003** | **0.0003** | **0.0003** | **0.0008** |
| | **Projected Participation** | - | - | **125** | **125** | **125** | **375** |

| Measure[3] | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| GSHP DeSuperheaters (midstream) | Energy Savings (MWh/year) | - | 1 | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | - | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | - | 3 | 3 | 3 | 3 | 10 |
| Solar Water Heaters (midstream) | Energy Savings (MWh/year) | - | 12 | 12 | 12 | 12 | 47 |
| | Demand Reduction (MW) | - | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | - | 6 | 6 | 6 | 6 | 25 |
| **Solar Water Heaters (downstream)** | **Energy Savings (MWh/year)** | - | - | **11** | **11** | **11** | **34** |
| | **Demand Reduction (MW)** | - | - | **0.001** | **0.001** | **0.001** | **0.004** |
| | **Projected Participation** | - | - | **6** | **6** | **6** | **18** |
| Water Heater Tank Wrap (online marketplace) | Energy Savings (MWh/year) | - | 17 | 17 | 17 | 17 | 68 |
| | Demand Reduction (MW) | - | 0.002 | 0.002 | 0.002 | 0.002 | 0.008 |
| | Projected Participation | - | 125 | 125 | 125 | 125 | 500 |
| **Compact Refrigerators (point of sales or online marketplace)** | **Energy Savings (MWh/year)** | - | - | **0.4** | **0.4** | **0.4** | **1.3** |
| | **Demand Reduction (MW)** | - | - | **0.0001** | **0.0001** | **0.0001** | **0.0002** |
| | **Projected Participation** | - | - | **13** | **13** | **13** | **39** |
| Compact Refrigerators (downstream rebates) | Energy Savings (MWh/year) | - | 0.4 | 0.4 | 0.4 | 0.4 | 1.7 |
| | Demand Reduction (MW) | - | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | - | 13 | 13 | 13 | 13 | 50 |
| Duct Sealing 50% unvented crawlspace, 30% attic (average) | Energy Savings (MWh/year) | - | 9 | 9 | 9 | 9 | 38 |
| | Demand Reduction (MW) | - | 0.001 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | - | 19 | 19 | 19 | 19 | 75 |
| Duct Sealing & Insulation 50% unvented crawlspace, 30% attic (average) | Energy Savings (MWh/year) | - | 15 | 15 | 15 | 15 | 59 |
| | Demand Reduction (MW) | - | 0.002 | 0.002 | 0.002 | 0.002 | 0.010 |
| | Projected Participation | - | 19 | 19 | 19 | 19 | 75 |
| **Room AC** | **Energy Savings (MWh/year)** | - | - | **29** | **30** | **32** | **91** |
| | **Demand Reduction (MW)** | - | - | **0.513** | **0.539** | **0.566** | **1.619** |
| | **Projected Participation** | - | - | **2,908** | **3,053** | **3,207** | **9,168** |

| Measure[3] | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Advanced Power Strip (Point of Sales) | Energy Savings (MWh/year) | - | - | 2,599 | 2,728 | 2,865 | 8,192 |
| | Demand Reduction (MW) | - | - | 0.332 | 0.348 | 0.365 | 1.045 |
| | Projected Participation | - | - | 19,392 | 20,352 | 21,372 | 61,116 |
| High Efficiency Bath Fan | Energy Savings (MWh/year) | - | - | 43 | 45 | 48 | 136 |
| | Demand Reduction (MW) | - | - | 0.006 | 0.006 | 0.007 | 0.019 |
| | Projected Participation | - | - | 1,620 | 1,692 | 1,788 | 5,100 |
| Air Filter | Energy Savings (MWh/year) | - | - | 316 | 332 | 348 | 996 |
| | Demand Reduction (MW) | - | - | 0.356 | 0.373 | 0.392 | 1.121 |
| | Projected Participation | - | - | 25,908 | 27,204 | 28,560 | 81,672 |
| Spray Foam | Energy Savings (MWh/year) | - | - | 1,198 | 1,258 | 1,321 | 3,777 |
| | Demand Reduction (MW) | - | - | 0.020 | 0.021 | 0.022 | 0.064 |
| | Projected Participation | - | - | 51,654 | 54,232 | 56,946 | 162,832 |
| Door Sweep | Energy Savings (MWh/year) | - | - | 31 | 32 | 34 | 97 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.002 |
| | Projected Participation | - | - | 6,358 | 6,676 | 7,012 | 20,046 |
| Door Seal (Point of Sales) | Energy Savings (MWh/year) | - | - | 277 | 291 | 306 | 874 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | - | - | 3,876 | 4,070 | 4,276 | 12,222 |
| Clothes Dryer (downstream) | Energy Savings (MWh/year) | - | - | 12 | 13 | 13 | 38 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.002 | 0.004 |
| | Projected Participation | - | - | 775 | 814 | 856 | 2,445 |
| Clothes Dryer (point of sale) | Energy Savings (MWh/year) | - | - | 2 | 2 | 2 | 5 |
| | Demand Reduction (MW) | - | - | 0.0002 | 0.0002 | 0.0002 | 0.0005 |
| | Projected Participation | - | - | 100 | 100 | 100 | 300 |
| Cold Climate Ductless Heat Pump (downstream) 15.2 SEER2, 8.5HSPF2, 11.7EER2 or Higher | Energy Savings (MWh/year) | - | - | 51 | 51 | 51 | 153 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.002 | 0.005 |
| | Projected Participation | - | - | 10 | 10 | 10 | 30 |

| Measure[3] | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Cold Climate Ductless Heat Pump (midstream) 15.2 SEER2, 8.5 HSPF2, 11.7 EER2 or Higher | Energy Savings (MWh/year) | - | - | 367 | 916 | 1,833 | 3,115 |
| | Demand Reduction (MW) | - | - | 0.030 | 0.074 | 0.148 | 0.252 |
| | Projected Participation | - | - | 100 | 250 | 500 | 850 |
| New Construction- High Performance Homes | Energy Savings (MWh/year) | - | - | 4 | 4 | 4 | 11 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.002 | 0.005 |
| | Projected Participation | - | - | 2 | 2 | 2 | 6 |
| Heat Pump Clothes Dryer | Energy Savings (MWh/year) | - | - | 1 | 1 | 1 | 2 |
| | Demand Reduction (MW) | - | - | 0.0001 | 0.0001 | 0.0001 | 0.0004 |
| | Projected Participation | - | - | 10 | 10 | 10 | 30 |
| Wall Insulation (Electric Heat) | Energy Savings (MWh/year) | - | - | 57 | 58 | 59 | 174 |
| | Demand Reduction (MW) | - | - | 0.006 | 0.007 | 0.007 | 0.020 |
| | Projected Participation | - | - | 60 | 61 | 63 | 184 |
| Wall Insulation (Non-Electric Heat with Central Air Conditioning) | Energy Savings (MWh/year) | - | - | 4 | 4 | 4 | 11 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.003 | 0.007 |
| | Projected Participation | - | - | 26 | 26 | 30 | 82 |
| Floor and Rim Joist Insulation (Electric Heat) | Energy Savings (MWh/year) | - | - | 16 | 16 | 16 | 48 |
| | Demand Reduction (MW) | - | - | 0.0005 | 0.0005 | 0.0005 | 0.0015 |
| | Projected Participation | - | - | 20 | 20 | 20 | 60 |
| Floor and Rim Joist Insulation (Non-Electric Heat with Central Air Conditioner) | Energy Savings (MWh/year) | - | - | 0.4 | 0.4 | 0.4 | 1.2 |
| | Demand Reduction (MW) | - | - | 0.0002 | 0.0002 | 0.0002 | 0.0007 |
| | Projected Participation | - | - | 10 | 10 | 10 | 30 |
| Duct Sealing - Prescriptive | Energy Savings (MWh/year) | - | - | 2 | 2 | 2 | 7 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.004 |
| | Projected Participation | - | - | 20 | 20 | 20 | 60 |
| Duct Insulation | Energy Savings (MWh/year) | - | - | 1 | 1 | 1 | 2 |
| | Demand Reduction (MW) | - | - | 0.0004 | 0.0004 | 0.0004 | 0.0011 |
| | Projected Participation | - | - | 10 | 10 | 10 | 30 |

| Measure[3] | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Kits (Foodbanks) | Energy Savings (MWh/year) | - | - | 10 | 10 | 10 | 29 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | - | - | 100 | 100 | 100 | 300 |
| ENERGY STAR Dehumidifiers (point of sales) | Energy Savings (MWh/year) | - | - | 268 | 321 | 508 | 1,097 |
| | Demand Reduction (MW) | - | - | 0.067 | 0.080 | 0.126 | 0.273 |
| | Projected Participation | - | - | 2,500 | 3,000 | 4,750 | 10,250 |
| Deep Energy Retrofit Bonus | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | 50 | 75 | 100 | 225 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.
[3] PPL Electric Utilities may provide measures through various delivery mechanisms, including reduced point of sale costs, and not necessarily those listed in the table.

***Student Energy Efficient Education***

**Description**

PPL Electric Utilities offers energy efficiency kits and education to students and teachers. The component consists of these three channels:

- **Primary Grade Energy Efficiency Education**, in which the Company offers an interactive classroom presentation to students in grades 2-3.
- **Intermediate Grade Energy Efficiency Education**, in which the Company offers an interactive classroom presentation to students in grades 5-7.
- **Secondary Grade Energy Efficiency Education**, in which the Company offers an interactive classroom presentation to students in grades 9-12.

The presentation educates students about energy and conservation topics using hands-on activities. Content is correlated to Pennsylvania Education Academic Standards for the appropriate grade levels and endorsed by the Pennsylvania Department of Education. Students who participate in the presentation receive a take-home energy efficiency kit.

The CSP will offer a poster contest and innovation challenge, which will support the component by giving students an additional opportunity to reflect on what they learned and how they acted on tips provided during the presentations.

PPL Electric Utilities will provide participating teachers with energy efficiency measures, such as smart power strips, to use as instructional aides to educate students about energy efficiency.

**Objectives**

The objectives of Student Energy Efficient Education are:

- Expand and promote energy efficiency literacy through education outreach components.
- Provide energy efficiency education to students offered through school assemblies and classroom curriculum.
- Confirm energy efficiency education correlates to Pennsylvania Education Academic Standards.
- Provide students and teachers with a take-home kit of energy efficiency measures that can be installed at home.
- Provide teachers with energy efficiency information, lesson plans, activities, training, materials, and support for classroom use.
- Achieve a total energy reduction of approximately 32,843~~7,429~~ MWh/year and 2.753~~.1~~ MW[19] gross verified savings.
- Achieve high customer and teacher satisfaction.

[19] Peak Demand is at generation.

### Target Market

PPL Electric Utilities targets Student Energy Efficient Education to residential customers throughout its service territory by using schools as an outreach mechanism.

### Implementation Strategy

The Residential CSP will deliver the component to schools and have sole responsibility for marketing to and recruiting potential schools and teachers, creating curriculum correlated to Pennsylvania Education Academic Standards, securing endorsement by the Pennsylvania Department of Education, conducting the energy efficiency presentations, and assembling and shipping the take-home energy efficiency kits. The Residential CSP will also provide support by operating a customer call center, following PPL Electric Utilities' marketing and branding guidelines, and tracking activities.

PPL Electric Utilities' energy efficiency staff will provide overall strategic direction and management. The EM&V CSP will provide evaluation services.

### Issues, Risks, and Risk Management Strategy

Table 26~~Table 26~~ presents market risks associated with Student Energy Efficient Education and the strategies PPL Electric Utilities will use to manage each risk.

**Table 26. Student EE Education Issues, Risks, and Risk Management Strategies**

| Component Issue | Risk | Risk Management Strategies |
|---|---|---|
| Teachers may not have time in their schedules to incorporate the presentations. | Lesson plans are often created far in advance and teachers may not see value in the presentation and, therefore, may not participate. | Residential CSP ensures that the curriculum is correlated to the Pennsylvania Education Academic Standards and fits into teachers' existing lesson plans. |
| Customers do not install the energy efficiency measures or complete the survey included in their take-home kits | Although the education component would be completed, measurable energy savings would not be achieved. | • Residential CSP provides instructions on how to install the devices in the kits.<br>• Residential CSP manages a customer call center for participants who have questions about the kits or how to install the measures. |
| Virtual presentations. | Not as much direct interactions with students, so it may be more difficult to capture their attention. | • Residential CSP may provide follow-up calls with teachers and email follow-ups with students after the presentation. |

### Anticipated Costs to Participating Customers

There are no direct costs incurred by customers in this component.

### Ramp-up Strategy

Student Energy Efficient Education is an existing, mature offering being carried forward from Phase III. The Residential CSP will develop marketing material to facilitate the transition to Phase IV.

### Marketing Strategy

To recruit teachers and schools to participate in Student Energy Efficient Education, the Residential CSP will work with PPL Electric Utilities to secure a list of qualified schools in the PPL Electric Utilities' service territory. The Residential CSP will issue promotional materials directly to potential participants via email and direct mail.

### Eligible Measures and Incentive Strategy

Participants in each component receive a take-home energy efficiency kit that contains a variety of low-cost measures, such as LEDs and water-saving measures. PPL Electric Utilities will review the component continually and may adjust available measures or eligibility qualifications to achieve savings and cost budgets. (**Bolded** text indicates a new measure or changed measure attribute, see Appendix D for May 2021 Tables.)

**Table 27. Pa PUC Table 7-Student EE Education Eligible Measures and Incentives**

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Bright Kids (Primary School) Kit | Per Kit | No | Meets current TRM requirements | **$23** | 5 | **$23** |
| Take Action (Middle School) Kit | Per Kit | No | Meets current TRM requirements | **$40** | 9 | **$40** |
| Innovation (High School) TI Strip Kit | Per Kit | No | Meets current TRM requirements | **$36** | 9 | **$36** |

### Deadline for Rebate Applications

PPL Electric Utilities offers Student Energy Efficient Education services at no cost to customers; therefore, there is no rebate application.

### Start Date with Key Schedule Milestones

Student Energy Efficient Education is currently offered in Phase III, and PPL Electric Utilities will facilitate the transition to Phase IV. Table 28~~Table 28~~ lists the estimated key schedule milestones for Student Energy Efficient Education. PPL Electric Utilities will lead implementation or provide management oversight of all tasks.

**Table 28. Student Energy Efficient Education Schedule and Milestones**

| Schedule | Milestones |
|---|---|
| 11/30/2020 | Phase IV EE&C Plan submitted to Pa PUC |
| 06/01/2021 | Launch Phase IV component |
| Annually starting 01/15/2022 | EDCs submit semiannual program report |
| Annually starting 09/30/2022 | EDCs submit final annual program report |
| 05/31/2026 | Program ends |

### Evaluation, Measurement, and Verification

The EM&V requirements will be detailed in PPL Electric Utilities' Evaluation Plan, which will be submitted to the SWE for review. PPL Electric Utilities and its EM&V CSP will conduct annual evaluations of each component in compliance with all Pa PUC requirements and the Evaluation Framework. As part of this process, the EM&V CSP will review a sample of CSP records and student surveys and will follow all applicable methods in the TRM and the Evaluation Framework to calculate energy savings and peak demand reduction. For the Student Energy Efficient Education component, PPL Electric Utilities anticipates conducting annual impact and process evaluations (activities vary by year).

Through Student Energy Efficient Education, PPL Electric Utilities offers classroom training for students and delivers energy conservation kits free of charge to participants. Typically, the energy efficiency kits include a paper/online survey for students to complete. As part of the evaluation, the EM&V CSP will analyze data collected from all returned student surveys.

### Administrative Requirements

The Residential CSP will provide overall administrative and operational management of Student Energy Efficient Education. PPL Electric Utilities will provide oversight and operational support to establish effective deployment.

### Estimated Participation

Table 29 shows order of magnitude participation estimates for Student Energy Efficient Education. Actual quantities will vary, and PPL Electric Utilities will manage the component to stay within budget. (**Bolded** text indicates a change in measure impacts, see Appendix D for May 2021 Tables.)

**Table 29. Pa PUC Table 8-Student Energy Efficient Education Projected Participation[1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Bright Kids (Primary School) Kit | Energy Savings (MWh/year) | 557 | 562 | **497** | **497** | **497** | **2,611** |
| | Demand Reduction (MW) | 0.048 | 0.048 | **0.043** | **0.043** | **0.043** | **0.224** |
| | Projected Participation | 5,594 | 5,652 | **5,000** | **5,000** | **5,000** | **26,246** |
| Take Action (Middle School) Kit | Energy Savings (MWh/year) | 5,302 | 5,238 | **3,481** | **3,481** | **3,481** | **20,983** |
| | Demand Reduction (MW) | 0.402 | 0.397 | **0.264** | **0.264** | **0.264** | **1.591** |
| | Projected Participation | 15,230 | 15,045 | **10,000** | **10,000** | **10,000** | **60,275** |
| Innovation (High School) TI Strip Kit | Energy Savings (MWh/year) | 2,016 | 2,016 | **1,738** | **1,738** | **1,738** | **9,248** |
| | Demand Reduction (MW) | 0.156 | 0.156 | **0.135** | **0.135** | **0.135** | **0.717** |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| | Projected Participation | 5,800 | 5,800 | **5,000** | **5,000** | **5,000** | **26,600** |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2]Total values may not equal the sum of all program year values due to rounding.

***Residential Pilot Programs***

**Description**

During Program Year 13 (i.e., June 1, 2021, to May 31, 2022), PPL Electric Utilities will work with its Residential CSP or other contractors to develop proposals for a Deep Energy Retrofits pilot program and a Net Zero Building pilot program. As part of the pilot programs, PPL Electric Utilities will examine program designs and incentive structures that are offered in other jurisdictions for similar programs and pilots. The Company's proposals will include a description of the pilots' goals, how the performance of the pilots will be measured, data to be tracked, projected cost, performance and participation, and schedule. Each of the pilot programs will have a budget of no less than $500,000 and no more than $1 million. PPL Electric Utilities will present the proposals to stakeholders in Program Year 13. The Company will submit, within a reasonable time, a description of the pilot program(s) to the Commission and stakeholders prior to implementation in accordance with Section 9.1.4 of the Phase IV EE&C Plan. If either or both of the pilots require a change to the Phase IV EE&C Plan, the Company will review the change with stakeholders and submit the change to the Commission in a petition to modify the Phase IV EE&C Plan. Assuming that no Phase IV EE&C Plan change is required to implement these pilot programs, PPL Electric Utilities will begin implementing these pilot programs no later than Program Year 14 to allow sufficient time to analyze the pilot programs' results and incorporate learnings within Phase IV. PPL Electric Utilities' EM&V CSP will assess the pilot programs' performance and will recommend changes to PPL Electric Utilities' full-scale energy efficiency offerings based on the EM&V CSP's assessment of the pilot programs' performance.

### *3.3 Low-Income Program (2021-2026)*

This section summarizes PPL Electric Utilities' Low-Income Program component (*i.e.*, Low-Income Assessment) and the component's objectives, target market, implementation strategy, issues, risks and risk management strategy, anticipated costs to participating customers, ramp-up strategy, marketing strategy, eligible measures and incentive strategy, deadline for rebate applications, start date with key schedule milestones, EM&V, administrative requirements, estimated savings and participation, and plans for achieving compliance with the Implementation Order.

Table 30 lists estimated savings and costs by program year. The Low-Income Program budget is 13.4% of the total portfolio budget.[20]

**Table 30. Pa PUC Table 9 - Low-Income Costs and Benefits by Program Year ($1000)** [1]

| Cost Element | | PY13 | PY14 | PY15 | PY16 | PY17 | Phase IV Total[2] |
|---|---|---|---|---|---|---|---|
| **Total Budget ($000)** | | $8,063 | $8,380 | $8,781 | $8,727 | $7,949 | $41,900 |
| **Incentives ($000)** | Rebates | - | - | - | - | - | - |
| | Upstream/Midstream Buydown | - | - | - | - | - | - |
| | Kits | $151 | $159 | $132 | $114 | $44 | $600 |
| | Direct Install Materials & Labor | $4,281 | $4,453 | $4,744 | $4,708 | $4,275 | $22,461 |
| | **Incentive Total** | **$4,432** | **$4,613** | **$4,876** | **$4,822** | **$4,319** | **$23,062** |
| **Non-Incentives ($000)** | CSP Program Design | - | - | - | - | - | - |
| | CSP Administrative | $806 | $806 | $806 | $806 | $806 | $4,031 |
| | CSP Delivery Fees | $2,462 | $2,592 | $2,721 | $2,721 | $2,462 | $12,958 |
| | CSP Marketing | - | - | - | - | - | - |
| | EDC Administrative | $220 | $220 | $220 | $220 | $220 | $1,100 |
| | EDC Other | $143 | $150 | $157 | $157 | $142 | $750 |
| | **Non-Incentive Total** | **$3,631** | **$3,768** | **$3,905** | **$3,905** | **$3,631** | **$18,839** |
| **Percent Incentives** | | 55% | 55% | 56% | 55% | 54% | 55% |

[1] Excludes benefits and costs from master-metered multifamily buildings with low-income occupants. These savings count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness.
[2] Total values may not equal the sum of all program year values due to rounding.

| ~~Cost Element~~ | | ~~PY13~~ | ~~PY14~~ | ~~PY15~~ | ~~PY16~~ | ~~PY17~~ | ~~Phase IV Total[2]~~ |
|---|---|---|---|---|---|---|---|
| ~~Total Budget ($000)~~ | | ~~$8,063~~ | ~~$8,380~~ | ~~$8,697~~ | ~~$8,697~~ | ~~$8,063~~ | ~~$41,900~~ |
| ~~Incentives ($000)~~ | ~~Rebates~~ | ~~-~~ | ~~-~~ | ~~-~~ | ~~-~~ | ~~-~~ | ~~-~~ |
| | ~~Upstream/Midstream Buydown~~ | ~~-~~ | ~~-~~ | ~~-~~ | ~~-~~ | ~~-~~ | ~~-~~ |
| | ~~Kits~~ | ~~$151~~ | ~~$159~~ | ~~$167~~ | ~~$167~~ | ~~$151~~ | ~~$796~~ |

[20] This percentage represents the program budget without common costs over the total portfolio budget, which includes common costs.

| Cost Element | | PY13 | PY14 | PY15 | PY16 | PY17 | Phase IV Total[2] |
|---|---|---|---|---|---|---|---|
| | Direct Install Materials & Labor | $4,281 | $4,453 | $4,625 | $4,625 | $4,281 | $22,265 |
| | **Incentive Total** | **$4,432** | **$4,613** | **$4,792** | **$4,792** | **$4,432** | **$23,062** |
| Non-Incentives ($000) | CSP Program Design | - | - | - | - | - | - |
| | CSP Administrative | $806 | $806 | $806 | $806 | $806 | $4,031 |
| | CSP Delivery Fees | $2,462 | $2,592 | $2,721 | $2,721 | $2,462 | $12,958 |
| | CSP Marketing | - | - | - | - | - | - |
| | EDC Administrative | $220 | $220 | $220 | $220 | $220 | $1,100 |
| | EDC Other | $143 | $150 | $157 | $157 | $142 | $750 |
| | **Non-Incentive Total** | **$3,631** | **$3,768** | **$3,905** | **$3,905** | **$3,631** | **$18,839** |
| **Percent Incentives** | | 55% | 55% | 55% | 55% | 55% | 55% |

[1] Excludes benefits and costs from master-metered multifamily buildings with low-income occupants. These savings count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness.
[2] Total values may not equal the sum of all program year values due to rounding.

The Low-Income Program is projected not to be nearly cost-effective, with a TRC test ratio of 0.9970.48. Table 31Table 31 shows net present value benefits and costs, net benefits, and the overall benefit/cost ratio.

**Table 31. Low-Income Program Cost-Effectiveness Results, TRC Test ($1,000) [1]**

| | |
|---|---|
| **NPV Benefits** | $42,905 $21,155 |
| **NPV Costs** | $43,018 $43,976 |
| **Net Benefits** | $(113)($22,821) |
| **Benefit/Cost Ratio** | 0.9970.48 |

[1] Excludes benefits and costs from master-metered multifamily buildings with low-income occupants. These savings count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness.

As noted in Section 1.6, PPL Electric Utilities will rely on energy efficiency measures with coincident peak demand reduction potential to achieve its annual and total peak demand reduction goals. PPL Electric Utilities will target end uses to nominate roughly 1 to 20% of eligible PJM peak demand savings from the low-income program over the five-year Plan. PPL Electric Utilities is not aware at this time which measures will be nominated; however, they will likely include cooling and lighting. PPL Electric Utilities will competitively select a qualified third-party vendor to provide technical support in nominating a portion of its peak demand reductions as a capacity resource in PJM's FCM.

***Low-Income Assessment***

**Description**

Through Low-Income Assessment, PPL Electric Utilities will offer a broad selection of no-cost energy-saving improvements and education to qualifying low-income customers residing in single-family homes,

individually metered multifamily units, and manufactured homes.[21] Direct installation of energy efficiency measures for lighting, water aeration, and weatherization will be offered through PPL Electric Utilities' in-home and remote assessment delivery channels. Additionally, PPL Electric Utilities will offer comprehensive measures, such as ductless mini-split heat pumps, heat pump maintenance, heat pump water heaters, building shell measures, and smart thermostats through the in-home assessment delivery channel.

Low-income residents in individually metered multifamily units will be eligible for all measures provided in the Low-Income Assessment, but specific measures may require landlord approval. Common space in multifamily buildings will be treated separately through PPL Electric Utilities' Non-Residential Program. Multifamily buildings' eligibility requirements are not affected by the number of living units in the buildings. PPL Electric Utilities also will provide the same measures available under the Low-Income Program inside the tenant units of low-income residents in master-metered multifamily buildings at no direct cost to the building owners or those tenants, subject to: (1) the measures' eligibility qualifications; (2) landlord approval; (3) available program funds; (4) the overall Low-Income Program acquisition cost; and (5) a limit on cumulative spending of $2.5~~2.0~~ million in direct costs during Phase IV. All delivery channels are subject to available funding and must fall within the overall acquisition cost of the program.

**Objectives**

The objectives of the Low-Income Assessment component are:

- Provide low-income customers with no-cost energy-saving improvements and education to help them reduce their energy and peak demand usage.
- Achieve high customer, preferred partner, and trade ally satisfaction.
- Promote other PPL Electric Utilities energy efficiency program components.
- Provide low-income customers several options for receiving services safely and in consideration of their preferences.
- Achieve a total energy reduction of approximately ~~64,430~~67,093 MWh/year and 9.8 MW/year[22] of gross verified savings.
- Increase the safety of low-income customers' homes by installing no-cost measures such as smoke and carbon monoxide detectors, which will be coordinated with the Low-Income Usage Reduction Program ("LIURP") Assessment.

[21] Under Low-Income Assessment, individually metered and master-metered low-income multifamily residences are eligible for the same measures as individually metered single family low-income residences. Individually metered manufactured homes are also eligible for the same measures as any other type of individually metered home receiving services from Low-Income Assessment as long as they meet income guidelines.

[22] Peak Demand is at generation.

### Target Market

Through Low-Income Assessment, PPL Electric Utilities targets low-income customers (renters and owners) living in single-family homes, individually metered multifamily buildings (residential customer class), master-metered multifamily buildings (small C&I customer class) and manufactured homes. To qualify as low-income, household income must be at or below 150% of the Federal Poverty Income Guidelines (FPIG). Enrollees in PPL Electric Utilities' OnTrack Program are eligible.[23] Tenants must obtain landlord approval for certain measures to participate in the component. The number of units in a multifamily building does not affect the eligibility of its residents to receive energy-saving improvements and education.

### Implementation Strategy

The Low-Income CSP will deliver the Low-Income Assessment component and will be responsible for outreach, customer recruitment, assessments, education, and equipment installation. The Low-Income CSP will also support sector-level functions, including operating a customer call center, marketing, and tracking activities. PPL Electric Utilities' energy efficiency staff will provide overall strategic direction and management. The EM&V CSP will provide evaluation services.

### Issues, Risks, and Risk Management Strategy

Table 32~~Table 32~~ presents market risks associated with Low-Income Assessment and the strategies PPL Electric Utilities will use to manage each risk.

**Table 32. Low-Income Assessment Issues, Risks, and Risk Management Strategies**

| Component Issue | Risk | Risk Management Strategies |
|---|---|---|
| Homeowner and landlord lack of component awareness. | Low participation | • Low-Income CSP markets directly to income-eligible customers and through other partners and trade allies.<br>• Low-Income CSP conducts neighborhood sweeps where few customers have participated in assessments.<br>• Low-Income CSP markets at town hall gatherings and other venues |
| Difficulty getting landlord approval for participation by low-income tenants. | Low participation among renters | • Low-Income CSP markets directly to landlords.<br>• Low-Income CSP seeks joint ventures with equipment suppliers, trade allies, and other organizations to provide additional incentives/discounts (such as financial incentives to eliminate code violations) to remove landlord barriers. |
| Possible saturation of eligible assessment participants. | Low participation and savings | • PPL Electric Utilities strongly encourages that all OnTrack Program enrollees also participate in Low-Income Assessment.<br>• Low-Income CSP installs additional measures for customers who previously participated.<br>• Low-Income CSP reaches out to landlords who previously declined participation. |

[23] Through its OnTrack Program, PPL Electric Utilities offers reduced monthly payments to assist low-income customers with account balances in arrears.

### Anticipated Costs to Participating Customers

There are no direct costs incurred by customers in this component.

### Ramp-up Strategy

The Low-Income Assessment is an existing, mature component being carried forward from Phase III. The Low-Income CSP will develop marketing materials and an implementation strategy to facilitate the transition to Phase IV.

### Marketing Strategy

PPL Electric Utilities will work with the Low-Income CSP to develop and execute a marketing plan that captures sector-level economies of scale and employs targeted outreach where practical. In addition to the current outreach encouraging OnTrack customers to participate in Low-Income Assessment, the Company will work with the Low-Income CSP to create and target marketing and outreach to eligible low-income customers who are not enrolled in OnTrack. The Company will describe its Low-Income Assessment marketing efforts at its Act 129 EE&C stakeholder meetings and ask stakeholders for feedback and recommendations.

The marketing strategy may include, but will not be limited to, the following:

- Promote the component in PPL Electric Utilities' publications.
- Provide online access to the component through the Company's EE&C website.
- Introduce a welcome kit to recruit customers for the Low-Income Assessment component.
- Implement direct outreach, such as neighborhood sweeps, community and town hall events, and door-to-door canvassing, to create awareness about the Low-Income Assessment component; such outreach will involve identifying low-income neighborhoods, multifamily buildings, and manufactured home parks that may benefit from services and canvassing with door hangers.
- Conduct targeted telemarketing and direct mailing to customers participating in the OnTrack Program and Low-Income Home Energy Assistance Program ("LIHEAP") and to other income-eligible customers.
- Develop partnerships with housing and redevelopment authorities, community action groups, and other social service agencies. PPL Electric Utilities will develop a list of available assistance programs for each county in its service territory that it can provide to households served through its Act 129 programs and will work with its CBOs and other members of its Universal Service Advisory Committee to help create and maintain these lists for use by PPL Electric Utilities' Low-Income Program CSP.
- Recruit multifamily building owners and tenants to implement energy efficiency measures.

### Eligible Measures and Incentive Strategy

Table 33 identifies PPL Electric Utilities' list of measures, minimum eligibility qualifications, and range of incentive levels. (**Bolded** text indicates a new measure or change in measure attribute, see Appendix D for original May 2021 Tables)

**Table 33. Pa PUC Table 7-Low-Income Assessment Eligible Measures and Incentives**

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Full Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Welcome Kit REA | Per Kit | Yes | Must be current OnTrack customer | $9 | 15 | $9 |
| Welcome Kit On-site | Per Kit | Yes | Must be current OnTrack customer | $9 | 15 | $9 |
| Water Kit SF REA | Per Kit | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | **$10** | **9** | **$10** |
| Kitchen Aerator SF REA | Per Product | Yes | **Electric hot water only, maximum flow rate is 1.25 gallons per minute** | $3 | 10 | $3 |
| Kitchen Aerator MF REA | Per Product | Yes | **Electric hot water only, maximum flow rate is 1.25 gallons per minute** | $3 | 10 | $3 |
| Bath Aerator SF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 0.5 gallons per minute | $2 | 10 | $2 |
| Bath Aerator MF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 0.5 gallons per minute | $2 | 10 | $2 |
| Water Heater Pipe Insulation REA | Per Foot | Yes | Electric hot water only | **$2** | **13** | **$2** |
| Low Flow Showerhead SF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $9 | 9 | $9 |
| Low Flow Showerhead MF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $9 | 9 | $9 |
| Low Flow Showerhead Hand Held SF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $15 | 9 | $15 |
| Low Flow Showerhead Hand Held MF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $15 | 9 | $15 |
| Thermostatic Shower Restriction Valve SF REA | Per Product | Yes | Electric hot water only, Meets current TRM requirements | **$26** | **15** | **$26** |
| Thermostatic Shower Restriction Valve MF REA | Per Product | Yes | Electric hot water only, Meets current TRM requirements | **$26** | **15** | **$26** |
| LED Night Light REA | Per Product | Yes | Meets current TRM requirements, Replaces incandescent night light | $2 | 8 | $2 |
| LED Specialty (Globe/Candelabra) REA | Per Bulb | Yes | Meets current TRM requirements, ENERGY STAR | $8 | 15 | $8 |
| LED GSL A-Line (9 Watt or other) REA | Per Bulb | Yes | Meets current TRM requirements, ENERGY STAR | $7 | 15 | $7 |
| LED Reflector (Par/BR/R/downlight) REA | Per Bulb | Yes | Meets current TRM requirements, ENERGY STAR | $10 | 15 | $10 |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Full Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Smart Strips - Tier 1 REA | Per Product | Yes | Meets current TRM requirement | $25 | 5 | $25 |
| Remote assessment & Energy Education REA | Per Project | Yes | Must be PPL Electric Utilities customer regardless of heating fuel | $60 | 1 | $60 |
| Carbon Monoxide Detector REA | Per Product | Yes | Must be recommended by auditor | $20 | 1 | $20 |
| Smoke Alarm REA | Per Product | Yes | Must be recommended by auditor | $7 | 1 | $7 |
| Kitchen Aerator SF On-site | Per Product | Yes | **Electric hot water only, maximum flow rate is 1.25 gallons per minute** | $3 | 10 | $3 |
| Kitchen Aerator MF On-site | Per Product | Yes | **Electric hot water only, maximum flow rate is 1.25 gallons per minute** | $3 | 10 | $3 |
| Bath Aerator SF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 0.5 gallons per minute | $2 | 10 | $2 |
| Bath Aerator MF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 0.5 gallons per minute | $2 | 10 | $2 |
| Water Heater Pipe Insulation On-site | Per Foot | Yes | Electric hot water only | $2 | 13 | $2 |
| Low Flow Showerhead SF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $9 | 9 | $9 |
| Low Flow Showerhead MF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $9 | 9 | $9 |
| Low Flow Showerhead Hand Held SF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $15 | 9 | $15 |
| Low Flow Showerhead Hand Held MF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $15 | 9 | $15 |
| Thermostatic Shower Restriction Valve SF On-site | Per Product | Yes | Electric hot water only, Meets current TRM requirements | **$26** | **15** | **$26** |
| Thermostatic Shower Restriction Valve MF On-site | Per Product | Yes | Electric hot water only, Meets current TRM requirements | **$26** | **15** | **$26** |
| Water Heater Temperature Setback On-site | Per Product | Yes | Electric hot water only, Meets current TRM requirements | $10 | 2 | $10 |
| Heat Pump Water Heater Replacement On-site | Per Project | Yes | Electric hot water only, ENERGY STAR | $2,768 | 10 | $2,768 |
| LED Night Light On-site | Per Product | Yes | Meets current TRM requirements, Replaces incandescent night light | $2 | 8 | $2 |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Full Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| LED Specialty (Globe/Candelabra) On-site | Per Bulb | Yes | Meets current TRM requirements, ENERGY STAR | $8 | 15 | $8 |
| LED A-Line (9 Watt or other) On-site | Per Bulb | Yes | Meets current TRM requirements, ENERGY STAR | $7 | 15 | $7 |
| LED Reflector (Par/BR/R/downlight) On-site | Per Bulb | Yes | Meets current TRM requirements, ENERGY STAR | $10 | 15 | $10 |
| Recycle and Replace Refrigerator On-site | Per Product | Yes | Existing, working refrigerator or freezer 10-30 cubic feet in size, unit is primary or secondary unit | $923 | 6 | $923 |
| Removal/Disposal of Extra Refrigeration Unit On-site | Per Product | Yes | Existing, working refrigerator or freezer 10-30 cubic feet in size, unit is primary or secondary unit | **$50** | **5** | **$50** |
| Recycle and Replace Freezer On-site | Per Product | Yes | Existing, working refrigerator or freezer 10-30 cubic feet in size, unit is primary or secondary unit | $696 | 5 | $696 |
| Smart Strips - Tier 1 On-site | Per Product | Yes | Meets current TRM requirement | $25 | 5 | $25 |
| Energy Star Dehumidifier On-site | Per Product | Yes | ENERGY STAR | **$285** | **12** | **$285** |
| Carbon Monoxide Detector On-site | Per Product | Yes | Must be recommended by auditor | $20 | 1 | $20 |
| Smoke Alarm On-site | Per Product | Yes | Must be recommended by auditor | $7 | 1 | $7 |
| Smart Thermostat Heat Pump On-site | Per Product | Yes | ENERGY STAR | $320 | 11 | $320 |
| Smart Thermostat Electric Furnace On-site | Per Product | Yes | ENERGY STAR | **$320** | **11** | **$320** |
| Heat Pump Maintenance On-site | Per Product | Yes | Repair or replacement, Meets current TRM requirements | $250 | 3 | $250 |
| On-site Assessment & Energy Education On-site | Per Product | Yes | Must be PPL Electric Utilities customer regardless of heating fuel | $135 | 1 | $135 |
| Ductless Mini-split Heat Pumps On-site | Per Product | Yes | Repair or replacement, Meets current TRM requirements. ENERGY STAR | **Up to $14,000** | 15 | **Up to $14,000** |
| Ceiling/Attic or Wall Insulation - Baseboard Heat | Per Home | Yes | Meets current TRM requirements. | Up to $2,500 | 15 | Up to $2,500 |
| Ceiling/Attic or Wall Insulation - Heat Pump | Per Home | Yes | Meets current TRM requirements. | Up to $2,500 | 15 | Up to $2,500 |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Full Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Energy Star Air Purifiers | Per Product | Yes | Meets current TRM requirements. | **$250** | **9** | **$250** |
| Residential Air Sealing - Baseboard Heat | Per Home | Yes | Meets current TRM requirements. **Not applicable for individually metered multifamily units.** | Up to $800 | 15 | Up to $800 |
| Residential Air Sealing - Heat Pump | Per Home | Yes | Meets current TRM requirements. **Not applicable for individually metered multifamily units.** | Up to $800 | 15 | Up to $800 |
| Room AC (RAC) Retirement | Per Product | Yes | Meets current TRM requirements. | **$100** | **3** | **$100** |
| Energy Star Room AC (RAC) Replacement | Per Product | Yes | Meets current TRM requirements. | **$450** | **9** | **$450** |
| SCI MMMF Direct Install - Master Meter[1] | Per Project | No | Participants must be low-income residents in a master-metered multifamily building. Must meet current TRM requirements. | $315 | 15 | $315 |

[1] Represents eligible measures for master-metered multifamily buildings with low-income occupants. These measures count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness.

PPL Electric Utilities and the Low-Income CSP will work with stakeholders, community based organizations ("CBOs"), preferred partners, and trade allies to create partnerships that can take advantage of additional incentives or cost savings for low-income customers. The Low-Income CSP will make reasonable efforts to meet with the natural gas distribution companies ("NGDCs") that operate within PPL Electric Utilities' service territory to identify and evaluate opportunities for coordination of low-income EE&C programs that are funded by residential customers. At its annual EE&C stakeholder meetings, PPL Electric Utilities will present information about these coordination efforts and will allow stakeholders to provide feedback and recommendations.

All measures may not be available at all times. PPL Electric Utilities will review the component continually and may adjust available measures or eligibility qualifications to achieve savings and cost budgets. Additionally, up to $2.5~~2.0~~ million of the Low-Income Assessment's budget will be dedicated to: (1) space heating and cooling; (2) building shell measures; (3) water heater maintenance, repair, or replacement; and (4) appliance replacement/recycling.

PPL Electric Utilities will coordinate Low-Income Assessment with its LIURP Assessment consistent with the Company's coordination in Phase III to maximize the effectiveness of measures and services provided to participants. If measures are jointly funded by PPL Electric Utilities' LIURP and Low-Income Program, PPL Electric Utilities will allocate the actual costs and savings for jointly funded measures based upon the percentage of total costs paid by each funding source. In addition, to further coordinate delivery of services to low-income households and help minimize the number of LIURP and Low-Income Program contractors who visit a customer's service location, the Low-Income CSP will consider, when selecting potential subcontractors, the efficiencies that can be gained by subcontracting work under the Low-Income Assessment component to CBOs who provide services under the Company's LIURP. The Low-Income CSP will also provide all of those CBOs with any invites to bid or requests for proposals to serve as subcontractors.

If a low-income home is eligible for full cost treatment,[24] the Company will install eligible measures through both LIURP Assessment and Low-Income Assessment budgets, provided that the following conditions are all met:

- The customer receives landlord approval, as appropriate.
- The customer has installed electric heat in at least 50% of the home.
- The customer's home did not previously receive full cost services through the Low-Income Winter Relief Assistance Program (WRAP) in Phase III.
- The customer's home has no health or safety concerns that prevent the installation of full cost measures.
- The cost of the full cost measures can be accommodated in the LIURP Assessment or Low-Income Assessment budget.

[24] Full cost treatment may include weatherization and other measures outside scope of traditional assessments.

Some measures provided in a home will be covered by Low-Income Assessment and others by LIURP Assessment. PPL Electric Utilities intends to increase the coordination and provide additional efficiencies between the Low-Income Assessment and LIURP Assessment, including:

- Single source for coordinated marketing campaigns.
- Reduced customer acquisition cost.
- Integrated intake and customer eligibility screening.
- Additional LIURP pre-screening opportunities for enhanced delivery of the program.
- Streamlined administrative and management processes.
- Consistent QA/QC procedures.

Potential LIURP Assessment measures will be identified during the Low-Income Assessment. If eligibility is determined, a Personal Energy Guide will refer the customer to a Preferred Partner for the installation of the LIURP measures.[25]

The Low-Income Assessment will provide baseload measures for LIURP Assessment customers whose income is less than 150% of the FPIG, allowing more of the LIURP budget to focus on comprehensive measures. Baseload measures for customers whose income is between 150% and 200% of the FPIG will be funded through the LIURP budget.

### Deadline for Rebate Applications

PPL Electric Utilities offers Low-Income Assessment services at no cost to customers; therefore, there is no rebate application.

### Start Date with Key Schedule Milestones

Table 34~~Table 34~~ lists the estimated key schedule milestones for Low-Income Assessment. PPL Electric Utilities staff will lead implementation or provide management oversight of all tasks.

**Table 34. Low-Income Assessment Schedule and Milestones**

| Schedule | Milestones |
|---|---|
| 11/30/2020 | Phase IV EE&C Plan submitted to Pa PUC |
| 06/01/2021 | Launch Phase IV component |
| Annually starting 01/15/2022 | EDCs submit semiannual program report |
| Annually starting 09/30/2022 | EDCs submit final annual program report |
| 05/31/2026 | Program ends |

### Evaluation, Measurement, and Verification

The EM&V requirements will be detailed in PPL Electric Utilities' Evaluation Plan, which will be submitted to the SWE for review. The EM&V CSP will follow all applicable methods in the TRM to

[25] See page 127 for Preferred Partner definition.

calculate energy savings and peak demand reduction. PPL Electric Utilities anticipates conducting annual impact evaluations and conducting process evaluations at least once during Phase IV.

The EM&V CSP will review a sample of participant records to verify the quantity, efficiency level, and qualification based on measure type and job type. If a home receives measures from Low-Income Assessment and LIURP Assessment, the Evaluation Plan will describe how their savings will be allocated.

**Administrative Requirements**

The Low-Income CSP will provide overall administrative and operational management of Low-Income Assessment. PPL Electric Utilities will provide oversight and operational support to establish effective deployment.

**Estimated Participation**

Table 35 shows the order of magnitude participation estimates for Low-Income Assessment. Actual quantities will vary, and PPL Electric Utilities will manage the component to stay within budget. (**Bolded** text indicates a change in measure impacts, see Appendix D for May 2021 Tables.)

**Table 35. Pa PUC Table 8-Low-Income Assessment Projected Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| *Welcome Kit REA* | Energy Savings (MWh/year) | 251 | 265 | **99** | **83** | **17** | **714** |
| | Demand Reduction (MW) | 0.142 | 0.149 | **0.012** | **0.010** | **0.002** | **0.315** |
| | Projected Participation | 11,765 | 12,385 | **6,000** | **5,000** | **1,000** | **36,150** |
| *Welcome Kit On-site* | Energy Savings (MWh/year) | 108 | 113 | **50** | **33** | **8** | **312** |
| | Demand Reduction (MW) | 0.061 | 0.064 | **0.006** | **0.004** | **0.001** | **0.136** |
| | Projected Participation | 5,042 | 5,308 | **3,000** | **2,000** | **500** | **15,850** |
| *Water Kit SF REA* | Energy Savings (MWh/year) | - | - | **798** | **798** | **479** | **2,075** |
| | Demand Reduction (MW) | - | - | **0.082** | **0.082** | **0.049** | **0.214** |
| | Projected Participation | - | - | **5,000** | **5,000** | **3,000** | **13,000** |
| *Kitchen Aerator SF REA* | Energy Savings (MWh/year) | 1,128 | 1,187 | 1,246 | 1,246 | 1,128 | 5,935 |
| | Demand Reduction (MW) | 0.156 | 0.164 | 0.173 | 0.173 | 0.156 | 0.822 |
| | Projected Participation | 4,681 | 4,927 | 5,174 | 5,174 | 4,681 | 24,637 |
| *Kitchen Aerator MF REA* | Energy Savings (MWh/year) | 44 | 47 | 49 | 49 | 44 | 234 |
| | Demand Reduction (MW) | 0.006 | 0.006 | 0.007 | 0.007 | 0.006 | 0.032 |
| | Projected Participation | 246 | 259 | 272 | 272 | 246 | 1,297 |
| *Bath Aerator SF REA* | Energy Savings (MWh/year) | 536 | 564 | 592 | 592 | 536 | 2,818 |
| | Demand Reduction (MW) | 0.074 | 0.078 | 0.082 | 0.082 | 0.074 | 0.390 |
| | Projected Participation | 7,021 | 7,391 | 7,761 | 7,761 | 7,021 | 36,955 |
| *Bath Aerator MF REA* | Energy Savings (MWh/year) | 35 | 37 | 39 | 39 | 35 | 185 |
| | Demand Reduction (MW) | 0.005 | 0.005 | 0.005 | 0.005 | 0.005 | 0.026 |
| | Projected Participation | 370 | 389 | 408 | 408 | 370 | 1,945 |
| ***Water Heater Pipe Insulation REA*** | Energy Savings (MWh/year) | - | - | **2** | **2** | **1** | **5** |
| | Demand Reduction (MW) | - | - | **0.0001** | **0.0002** | **0.0001** | **0.0004** |
| | Projected Participation | - | - | **200** | **300** | **101** | **601** |
| *Low Flow Showerhead SF REA* | Energy Savings (MWh/year) | 301 | 316 | 332 | 332 | 301 | 1,582 |
| | Demand Reduction (MW) | 0.025 | 0.026 | 0.028 | 0.028 | 0.025 | 0.131 |
| | Projected Participation | 1,040 | 1,095 | 1,150 | 1,150 | 1,040 | 5,475 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| *Low Flow Showerhead MF REA* | Energy Savings (MWh/year) | 16 | 16 | 17 | 17 | 16 | 82 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.007 |
| | Projected Participation | 55 | 58 | 61 | 61 | 55 | 288 |
| *Low Flow Showerhead Hand Held SF REA* | Energy Savings (MWh/year) | 1,052 | 1,107 | 1,163 | 1,163 | 1,052 | 5,536 |
| | Demand Reduction (MW) | 0.087 | 0.092 | 0.096 | 0.096 | 0.087 | 0.458 |
| | Projected Participation | 3,641 | 3,832 | 4,024 | 4,024 | 3,641 | 19,162 |
| *Low Flow Showerhead Hand Held MF REA* | Energy Savings (MWh/year) | 55 | 58 | 61 | 61 | 55 | 288 |
| | Demand Reduction (MW) | 0.005 | 0.005 | 0.005 | 0.005 | 0.005 | 0.024 |
| | Projected Participation | 192 | 202 | 212 | 212 | 192 | 1,009 |
| ***Thermostatic Shower Restriction Valve SF REA*** | **Energy Savings (MWh/year)** | - | - | **2** | **2** | **1** | **5** |
| | **Demand Reduction (MW)** | - | - | **0.0001** | **0.0001** | **0.0001** | **0.0004** |
| | **Projected Participation** | - | - | **30** | **30** | **19** | **79** |
| ***Thermostatic Shower Restriction Valve MF REA*** | **Energy Savings (MWh/year)** | - | - | **2** | **2** | **1** | **4** |
| | **Demand Reduction (MW)** | - | - | **0.0001** | **0.0001** | **0.0001** | **0.0004** |
| | **Projected Participation** | - | - | **30** | **30** | **15** | **75** |
| *LED Night Light REA* | Energy Savings (MWh/year) | 156 | 158 | 162 | 162 | 156 | 796 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 6,584 | 6,664 | 6,836 | 6,835 | 6,584 | 33,503 |
| *LED Specialty (Globe/Candelabra) REA* | Energy Savings (MWh/year) | 853 | 898 | 942 | 942 | 853 | 4,488 |
| | Demand Reduction (MW) | 0.120 | 0.127 | 0.133 | 0.133 | 0.120 | 0.634 |
| | Projected Participation | 31,937 | 33,618 | 35,298 | 35,298 | 31,937 | 168,088 |
| *LED GSL A-Line (9 Watt or other) REA* | Energy Savings (MWh/year) | 3,411 | 3,590 | 3,770 | 3,770 | 3,411 | 17,952 |
| | Demand Reduction (MW) | 0.599 | 0.631 | 0.662 | 0.662 | 0.599 | 3.155 |
| | Projected Participation | 127,747 | 134,470 | 141,194 | 141,194 | 127,747 | 672,350 |
| *LED Reflector (Par/BR/R/downlight) REA* | Energy Savings (MWh/year) | 187 | 197 | 206 | 206 | 187 | 983 |
| | Demand Reduction (MW) | 0.027 | 0.028 | 0.030 | 0.030 | 0.027 | 0.141 |
| | Projected Participation | 4,562 | 4,803 | 5,043 | 5,043 | 4,562 | 24,013 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| *Smart Strips - Tier 1 REA* | Energy Savings (MWh/year) | 1,787 | 1,881 | 1,975 | 1,975 | 1,787 | 9,403 |
| | Demand Reduction (MW) | 0.185 | 0.194 | 0.204 | 0.204 | 0.185 | 0.972 |
| | Projected Participation | 20,074 | 21,131 | 22,188 | 22,188 | 20,074 | 105,655 |
| *Remote assessment & Energy Education REA* | Energy Savings (MWh/year) | 487 | 513 | 539 | 539 | 487 | 2,565 |
| | Demand Reduction (MW) | 0.004 | 0.004 | 0.005 | 0.005 | 0.004 | 0.022 |
| | Projected Participation | 9,125 | 9,605 | 10,085 | 10,085 | 9,125 | 48,025 |
| *Carbon Monoxide Detector REA* | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 650 | 726 | 753 | 753 | 650 | 3,532 |
| *Smoke Alarm REA* | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 6,475 | 6,814 | 7,154 | 7,154 | 6,474 | 34,071 |
| *Kitchen Aerator SF On-site* | Energy Savings (MWh/year) | 199 | 209 | **602** | **602** | **482** | **2,095** |
| | Demand Reduction (MW) | 0.028 | 0.029 | **0.083** | **0.083** | **0.067** | **0.290** |
| | Projected Participation | 826 | 870 | **2,500** | **2,500** | **2,000** | **8,696** |
| *Kitchen Aerator MF On-site* | Energy Savings (MWh/year) | 8 | 8 | **99** | **99** | **98** | **311** |
| | Demand Reduction (MW) | 0.001 | 0.001 | **0.014** | **0.014** | **0.014** | **0.043** |
| | Projected Participation | 43 | 46 | **548** | **548** | **543** | **1,728** |
| *Bath Aerator SF On-site* | Energy Savings (MWh/year) | 95 | 99 | 104 | 104 | 95 | 497 |
| | Demand Reduction (MW) | 0.013 | 0.014 | 0.014 | 0.014 | 0.013 | 0.069 |
| | Projected Participation | 1,239 | 1,304 | 1,370 | 1,370 | 1,239 | 6,522 |
| *Bath Aerator MF On-site* | Energy Savings (MWh/year) | 6 | 7 | 7 | 7 | 6 | 33 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.005 |
| | Projected Participation | 65 | 69 | 72 | 72 | 65 | 343 |
| *Water Heater Pipe Insulation On-site* | Energy Savings (MWh/year) | 13 | 13 | 14 | 14 | 13 | 66 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.005 |
| | Projected Participation | 1,610 | 1,695 | 1,780 | 1,780 | 1,612 | 8,477 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| *Low Flow Showerhead SF On-site* | Energy Savings (MWh/year) | 53 | 56 | 59 | 59 | 53 | 279 |
| | Demand Reduction (MW) | 0.004 | 0.005 | 0.005 | 0.005 | 0.004 | 0.023 |
| | Projected Participation | 183 | 193 | 203 | 203 | 183 | 965 |
| *Low Flow Showerhead MF On-site* | Energy Savings (MWh/year) | 3 | 3 | 3 | 3 | 3 | 15 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0003 | 0.0003 | 0.0002 | 0.0012 |
| | Projected Participation | 10 | 10 | 11 | 11 | 10 | 52 |
| *Low Flow Showerhead Hand Held SF On-site* | Energy Savings (MWh/year) | 186 | 195 | 205 | 205 | 186 | 977 |
| | Demand Reduction (MW) | 0.015 | 0.016 | 0.017 | 0.017 | 0.015 | 0.081 |
| | Projected Participation | 642 | 676 | 710 | 710 | 642 | 3,382 |
| *Low Flow Showerhead Hand Held MF On-site* | Energy Savings (MWh/year) | 10 | 10 | 11 | 11 | 10 | 51 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.004 |
| | Projected Participation | 34 | 36 | 37 | 37 | 34 | 178 |
| *Thermostatic Shower Restriction Valve SF On-site* | Energy Savings (MWh/year) | - | - | **1** | **1** | **0** | **1** |
| | Demand Reduction (MW) | - | - | **0.00005** | **0.00005** | **0.00002** | **0.00012** |
| | Projected Participation | - | - | **10** | **10** | **5** | **25** |
| *Thermostatic Shower Restriction Valve MF On-site* | Energy Savings (MWh/year) | - | - | **1** | **1** | **0** | **1** |
| | Demand Reduction (MW) | - | - | **0.00005** | **0.00005** | **0.00002** | **0.00012** |
| | Projected Participation | - | - | **10** | **10** | **5** | **25** |
| *Water Heater Temperature Setback On-site* | Energy Savings (MWh/year) | 34 | 35 | 37 | 37 | 34 | 177 |
| | Demand Reduction (MW) | 0.003 | 0.003 | 0.003 | 0.003 | 0.003 | 0.015 |
| | Projected Participation | 338 | 356 | 374 | 374 | 338 | 1,780 |
| *Heat Pump Water Heater Replacement On-site* | Energy Savings (MWh/year) | 146 | 153 | **183** | **179** | 146 | **807** |
| | Demand Reduction (MW) | 0.008 | 0.009 | **0.010** | **0.010** | 0.008 | **0.045** |
| | Projected Participation | 80 | 84 | **100** | **98** | 80 | **442** |
| *LED Night Light On-site* | Energy Savings (MWh/year) | 29 | 30 | 32 | 32 | 29 | 151 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 1,208 | 1,271 | 1,335 | 1,335 | 1,208 | 6,356 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| *LED Specialty (Globe/Candelabra) On-site* | Energy Savings (MWh/year) | 74 | 78 | 82 | 82 | 74 | 391 |
| | Demand Reduction (MW) | 0.010 | 0.011 | 0.012 | 0.012 | 0.010 | 0.055 |
| | Projected Participation | 2,780 | 2,927 | 3,073 | 3,073 | 2,780 | 14,633 |
| *LED A-Line (9 Watt or other) On-site* | Energy Savings (MWh/year) | 559 | 588 | 618 | 618 | 559 | 2,942 |
| | Demand Reduction (MW) | 0.098 | 0.103 | 0.109 | 0.109 | 0.098 | 0.517 |
| | Projected Participation | 20,933 | 22,035 | 23,137 | 23,137 | 20,933 | 110,175 |
| *LED Reflector (Par/BR/R/downlight) On-site* | Energy Savings (MWh/year) | 33 | 35 | 36 | 36 | 33 | 173 |
| | Demand Reduction (MW) | 0.005 | 0.005 | 0.005 | 0.005 | 0.005 | 0.025 |
| | Projected Participation | 805 | 848 | 890 | 890 | 805 | 4,238 |
| *Recycle and Replace Refrigerator On-site* | Energy Savings (MWh/year) | 4 | 4 | 4 | 4 | 4 | 20 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.002 |
| | Projected Participation | 8 | 8 | 9 | 9 | 8 | 42 |
| *Removal/Disposal of Extra Refrigeration Unit On-site* | Energy Savings (MWh/year) | - | - | **13** | **13** | **8** | **33** |
| | Demand Reduction (MW) | - | - | **0.002** | **0.002** | **0.001** | **0.006** |
| | Projected Participation | - | - | **15** | **15** | **9** | **39** |
| *Recycle and Replace Freezer On-site* | Energy Savings (MWh/year) | 4 | 4 | 4 | 4 | 4 | 20 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.002 |
| | Projected Participation | 8 | 8 | 9 | 9 | 8 | 42 |
| *Smart Strips - Tier 1 On-site* | Energy Savings (MWh/year) | 215 | 226 | 238 | 238 | 215 | 1,131 |
| | Demand Reduction (MW) | 0.022 | 0.023 | 0.025 | 0.025 | 0.022 | 0.117 |
| | Projected Participation | 2,415 | 2,543 | 2,670 | 2,670 | 2,415 | 12,713 |
| *Energy Star Dehumidifier On-site* | Energy Savings (MWh/year) | - | - | **1** | **1** | **0** | **2** |
| | Demand Reduction (MW) | - | - | **0.0002** | **0.0002** | **0.0001** | **0.0005** |
| | Projected Participation | - | - | **5** | **5** | **3** | **13** |
| *Carbon Monoxide Detector On-site* | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 175 | 190 | 212 | 212 | 175 | 964 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| *Smoke Alarm On-site* | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 950 | 1,000 | 1,050 | 1,050 | 950 | 5,000 |
| *Smart Thermostat Heat Pump On-site* | Energy Savings (MWh/year) | 11 | 12 | 12 | 12 | 11 | 59 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | 19 | 20 | 21 | 21 | 19 | 102 |
| *Smart Thermostat Electric Furnace On-site* | Energy Savings (MWh/year) | - | - | **3** | **1** | **1** | **6** |
| | Demand Reduction (MW) | - | - | **0.0001** | **0.0001** | **0.0001** | **0.0002** |
| | Projected Participation | - | - | **2** | **1** | **1** | **4** |
| *Heat Pump Maintenance On-site* | Energy Savings (MWh/year) | 4 | 4 | 5 | 5 | 4 | 22 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.004 |
| | Projected Participation | 19 | 20 | 21 | 21 | 19 | 102 |
| *On-site Assessment & Energy Education On-site* | Energy Savings (MWh/year) | 86 | 91 | 95 | 95 | 86 | 453 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.004 |
| | Projected Participation | 1,610 | 1,695 | 1,780 | 1,780 | 1,610 | 8,475 |
| *Ductless Mini-split Heat Pumps On-site* | Energy Savings (MWh/year) | 21 | 22 | **4** | **4** | **2** | **54** |
| | Demand Reduction (MW) | **0.0020** | **0.0021** | **0.0004** | **0.0004** | **0.0002** | **0.0052** |
| | Projected Participation | 10 | 10 | **2** | **2** | **1** | **25** |
| *Ceiling/Attic or Wall Insulation - Baseboard Heat* | Energy Savings (MWh/year) | 8 | 9 | **16** | **14** | **13** | **61** |
| | Demand Reduction (MW) | 0.0001 | 0.0002 | **0.0003** | 0.0002 | **0.0002** | **0.0010** |
| | Projected Participation | 8 | 8 | **15** | **13** | **12** | **56** |
| *Ceiling/Attic or Wall Insulation - Heat Pump* | Energy Savings (MWh/year) | **2.1** | **2.2** | **0.4** | **0.4** | **0.4** | **5.6** |
| | Demand Reduction (MW) | **0.00008** | **0.00008** | **0.00002** | **0.00002** | **0.00002** | **0.00021** |
| | Projected Participation | 5 | 5 | **1** | **1** | **1** | **13** |
| ***Energy Star Air Purifiers*** | **Energy Savings (MWh/year)** | - | - | **2** | **2** | **2** | **5** |
| | **Demand Reduction (MW)** | - | - | **0.0002** | **0.0002** | **0.0002** | **0.0006** |
| | **Projected Participation** | - | - | **5** | **5** | **4** | **14** |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| *Residential Air Sealing - Baseboard Heat* | Energy Savings (MWh/year) | 30 | 31 | 33 | 33 | 30 | 157 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | 23 | 24 | 26 | 26 | 23 | 122 |
| *Residential Air Sealing - Heat Pump* | Energy Savings (MWh/year) | 11 | 12 | **1** | **1** | **1** | **25** |
| | Demand Reduction (MW) | **0.00012** | **0.00013** | **0.00001** | **0.00001** | **0.00001** | **0.00028** |
| | Projected Participation | 14 | 15 | **1** | **1** | **1** | **32** |
| ***Room AC (RAC) Retirement*** | **Energy Savings (MWh/year)** | - | - | **28** | **25** | **12** | **65** |
| | **Demand Reduction (MW)** | - | - | **0.056** | **0.050** | **0.025** | **0.131** |
| | **Projected Participation** | - | - | **225** | **200** | **100** | **525** |
| ***Energy Star Room AC (RAC) Replacement*** | **Energy Savings (MWh/year)** | - | - | **20** | **16** | **8** | **44** |
| | **Demand Reduction (MW)** | - | - | **0.040** | **0.032** | **0.016** | **0.089** |
| | **Projected Participation** | - | - | **250** | **200** | **100** | **550** |
| *SCI MMMF Direct Install - Master Meter*[3] | Energy Savings (MWh/year) | 744 | 783 | 821 | 821 | 743 | 3,912 |
| | Demand Reduction (MW) | 0.092 | 0.097 | 0.102 | 0.102 | 0.092 | 0.483 |
| | Projected Participation | 845 | 889 | 933 | 933 | 844 | 4,444 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.
[3] Includes savings from master-metered multifamily buildings with low-income occupants. These savings count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness.

### Plans for Achieving Compliance with the Implementation Order

PPL Electric Utilities designed its EE&C Plan to achieve its low-income targets with Phase IV transactions (projects that are implemented during Phase IV) through an income-qualified component only, the Low-Income Assessment.

### Health and Safety Pilot Program

PPL Electric Utilities' Low-Income CSP will implement a low-income health and safety pilot program to remediate health and safety hazards that prevent low-income customers from receiving comprehensive energy efficiency measures. The pilot program will be funded at no less than $400,000 and no more than $750,000 over the five-year Phase IV and will prioritize high usage customers. Through this pilot, PPL Electric will assess the extent to which addressing health and safety barriers will allow it to increase energy and bill savings and decrease other universal service program costs. PPL Electric Utilities also will track which EE&C measures were allowed to be installed through the installation of the various health and safety measures in the participating customers' homes.

## *3.4 Non-Residential Program (2021-2026)*

PPL Electric Utilities' Non-Residential Program will be offered to all large C&I and small C&I customers, including government and educational institutions and master metered low-income multifamily buildings. The following sections describe the two components in PPL Electric Utilities' Non-Residential Program:

- Efficient Equipment (Prescriptive)
- Custom

The component sections below provide the component description; objectives; target market; implementation strategy; issues, risks, and risk management strategy; anticipated costs to participating customers; ramp-up strategy; marketing strategy; eligible measures and incentive strategy; deadline for rebate applications; start date with key schedule milestones; EM&V; administrative requirements; and estimated savings and participation. Please note that participation levels, savings, costs, and incentive ranges are estimates as directed by the Pa PUC EE&C Plan Template.

Table 36 and Table 37 list estimated savings and costs by program year and in total for the Non-Residential Program (large C&I and small C&I, respectively). The Non-Residential Large C&I budget is 27.5% of the total portfolio budget, and the Non-Residential Small C&I budget is 24.6% of the total portfolio budget.[26]

[26] This percentage represents the program budget without common costs over the total portfolio budget, which includes common costs.

**Table 36. Pa PUC Table 9 - Large C&I Costs and Benefits by Program Year ($1000)**

| Cost Element | | PY13 | PY14 | PY15 | PY16 | PY17 | Phase IV Total[1] |
|---|---|---|---|---|---|---|---|
| Total Budget ($000) | | $16,696 | $17,413 | $11,052 | $11,113 | $11,633 | $67,907 |
| Incentives ($000) | Rebates | $10,733 | $11,191 | $7,204 | $7,212 | $7,618 | $43,958 |
| | Upstream/Midstream Buydown | $537 | $552 | $541 | $515 | $509 | $2,653 |
| | Kits | - | - | - | - | - | - |
| | Direct Install Materials & Labor | - | - | - | - | - | - |
| | Incentive Total | $11,270 | $11,742 | $7,745 | $7,726 | $8,128 | $46,611 |
| Non-Incentives ($000) | CSP Program Design | $101 | - | - | - | - | $101 |
| | CSP Administrative | $769 | $849 | $885 | $906 | $934 | $4,343 |
| | CSP Delivery Fees | $4,032 | $4,254 | $1,835 | $1,883 | $1,959 | $13,963 |
| | CSP Marketing | $414 | $457 | $477 | $488 | $503 | $2,339 |
| | EDC Administrative | $110 | $110 | $110 | $110 | $110 | $550 |
| | EDC Other | - | - | - | - | - | - |
| | Non-Incentive Total | $5,426 | $5,671 | $3,307 | $3,387 | $3,505 | $21,295 |
| Percent Incentives | | 68% | 67% | 70% | 70% | 70% | 69% |

[1] Total values may not equal the sum of all program year values due to rounding.

| ~~Cost Element~~ | | ~~PY13~~ | ~~PY14~~ | ~~PY15~~ | ~~PY16~~ | ~~PY17~~ | ~~Phase IV Total[1]~~ |
|---|---|---|---|---|---|---|---|
| ~~Total Budget ($000)~~ | | ~~$16,696~~ | ~~$17,413~~ | ~~$17,456~~ | ~~$17,180~~ | ~~$17,162~~ | ~~$85,906~~ |
| ~~Incentives ($000)~~ | ~~Rebates~~ | ~~$10,733~~ | ~~$11,191~~ | ~~$11,189~~ | ~~$10,993~~ | ~~$10,955~~ | ~~$55,060~~ |
| | ~~Upstream/Midstream Buydown~~ | ~~$537~~ | ~~$552~~ | ~~$533~~ | ~~$507~~ | ~~$501~~ | ~~$2,630~~ |
| | ~~Kits~~ | ~~-~~ | ~~-~~ | ~~-~~ | ~~-~~ | ~~-~~ | ~~-~~ |
| | ~~Direct Install Materials & Labor~~ | - | - | - | - | - | - |
| | ~~Incentive Total~~ | ~~$11,270~~ | ~~$11,742~~ | ~~$11,722~~ | ~~$11,500~~ | ~~$11,456~~ | ~~$57,690~~ |
| ~~Non-Incentives ($000)~~ | ~~CSP Program Design~~ | ~~$101~~ | - | - | - | - | ~~$101~~ |
| | ~~CSP Administrative~~ | ~~$769~~ | ~~$849~~ | ~~$885~~ | ~~$906~~ | ~~$934~~ | ~~$4,343~~ |
| | ~~CSP Delivery Fees~~ | ~~$4,032~~ | ~~$4,254~~ | ~~$4,262~~ | ~~$4,176~~ | ~~$4,159~~ | ~~$20,884~~ |
| | ~~CSP Marketing~~ | ~~$414~~ | ~~$457~~ | ~~$477~~ | ~~$488~~ | ~~$503~~ | ~~$2,339~~ |
| | ~~EDC Administrative~~ | ~~$110~~ | ~~$110~~ | ~~$110~~ | ~~$110~~ | ~~$110~~ | ~~$550~~ |
| | ~~EDC Other~~ | ~~-~~ | ~~-~~ | ~~-~~ | ~~-~~ | ~~-~~ | ~~-~~ |
| | ~~Non-Incentive Total~~ | ~~$5,426~~ | ~~$5,671~~ | ~~$5,734~~ | ~~$5,680~~ | ~~$5,706~~ | ~~$28,216~~ |
| ~~Percent Incentives~~ | | ~~68%~~ | ~~67%~~ | ~~67%~~ | ~~67%~~ | ~~67%~~ | ~~67%~~ |

~~[1] Total values may not equal the sum of all program year values due to rounding.~~

**Table 37. Pa PUC Table 9 - Small C&I Costs and Benefits by Program Year ($1000) [1]**

| Cost Element | | PY13 | PY14 | PY15 | PY16 | PY17 | Phase IV Total[2] |
|---|---|---|---|---|---|---|---|
| **Total Budget ($000)** | | $14,966 | $15,662 | $22,491 | $21,679 | $20,040 | $94,838[3] |
| **Incentives ($000)** | Rebates | $8,331 | $8,781 | $13,036 | $12,568 | $11,639 | $54,355 |
| | Upstream/Midstream Buydown | $1,461 | $1,483 | $1,534 | $1,482 | $1,458 | $7,418 |
| | Kits | - | - | - | - | - | - |
| | Direct Install Materials & Labor | $416 | $458 | $294 | $294 | $266 | $1,729 |
| | **Incentive Total** | **$10,208** | **$10,722** | **$14,864** | **$14,344** | **$13,363** | **$63,501** |
| **Non-Incentives ($000)** | CSP Program Design | $129 | - | - | - | - | $129 |
| | CSP Administrative | $822 | $875 | $887 | $888 | $906 | $4,378 |
| | CSP Delivery Fees | $3,319 | $3,548 | $6,218 | $5,924 | $5,237 | $24,246 |
| | CSP Marketing | $378 | $407 | $413 | $413 | $423 | $2,034 |
| | EDC Administrative | $110 | $110 | $110 | $110 | $110 | $550 |
| | EDC Other | - | - | - | - | - | - |
| | **Non-Incentive Total** | **$4,758** | **$4,940** | **$7,627** | **$7,335** | **$6,677** | **$31,337** |
| **Percent Incentives** | | 68% | 68% | 66% | 66% | 67% | 67% |

[1] Includes benefits and costs from master-metered multifamily buildings with low-income occupants. These savings count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness.
[2] Total values may not equal the sum of all program year values due to rounding.
[3] As set forth in the Order entered August 24, 2023, at Docket No. M-2020-3020824, approximately $2.5 million of the approximately $18 million that was diverted from the Large C&I budget to the Small C&I budget can be used to fund measures for affordable MMMF projects,.

| ~~Cost Element~~ | | ~~PY13~~ | ~~PY14~~ | ~~PY15~~ | ~~PY16~~ | ~~PY17~~ | ~~Phase IV Total[2]~~ |
|---|---|---|---|---|---|---|---|
| ~~Total Budget ($000)~~ | | ~~$14,966~~ | ~~$15,662~~ | ~~$15,638~~ | ~~$15,225~~ | ~~$15,348~~ | ~~$76,838~~ |
| ~~Incentives ($000)~~ | ~~Rebates~~ | ~~$8,331~~ | ~~$8,781~~ | ~~$8,768~~ | ~~$8,523~~ | ~~$8,622~~ | ~~$43,025~~ |
| | ~~Upstream/Midstream Buydown~~ | ~~$1,461~~ | ~~$1,483~~ | ~~$1,445~~ | ~~$1,393~~ | ~~$1,370~~ | ~~$7,152~~ |
| | ~~Kits~~ | ~~–~~ | ~~–~~ | ~~–~~ | ~~–~~ | ~~–~~ | ~~–~~ |
| | ~~Direct Install Materials & Labor~~ | ~~$416~~ | ~~$458~~ | ~~$470~~ | ~~$467~~ | ~~$433~~ | ~~$2,245~~ |
| | ~~Incentive Total~~ | ~~$10,208~~ | ~~$10,722~~ | ~~$10,683~~ | ~~$10,384~~ | ~~$10,425~~ | ~~$52,422~~ |
| ~~Non-Incentives ($000)~~ | ~~CSP Program Design~~ | ~~$129~~ | ~~–~~ | ~~–~~ | ~~–~~ | ~~–~~ | ~~$129~~ |
| | ~~CSP Administrative~~ | ~~$822~~ | ~~$875~~ | ~~$887~~ | ~~$888~~ | ~~$906~~ | ~~$4,378~~ |
| | ~~CSP Delivery Fees~~ | ~~$3,319~~ | ~~$3,548~~ | ~~$3,546~~ | ~~$3,430~~ | ~~$3,482~~ | ~~$17,325~~ |
| | ~~CSP Marketing~~ | ~~$378~~ | ~~$407~~ | ~~$413~~ | ~~$413~~ | ~~$423~~ | ~~$2,034~~ |
| | ~~EDC Administrative~~ | ~~$110~~ | ~~$110~~ | ~~$110~~ | ~~$110~~ | ~~$110~~ | ~~$550~~ |
| | ~~EDC Other~~ | ~~–~~ | ~~–~~ | ~~–~~ | ~~–~~ | ~~–~~ | ~~–~~ |
| | ~~Non-Incentive Total~~ | ~~$4,758~~ | ~~$4,940~~ | ~~$4,955~~ | ~~$4,841~~ | ~~$4,922~~ | ~~$24,416~~ |
| ~~Percent Incentives~~ | | ~~68%~~ | ~~68%~~ | ~~68%~~ | ~~68%~~ | ~~68%~~ | ~~68%~~ |

~~[1] Includes benefits and costs from master-metered multifamily buildings with low-income occupants. These savings count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness.~~
~~[2] Total values may not equal the sum of all program year values due to rounding.~~

Table 38~~Table 38~~ and Table 39~~Table 39~~ show net present value benefits and costs, net benefits, and the overall benefit/cost ratio for the large C&I and small C&I sectors, respectively.

**Table 38. Large C&I Cost-Effectiveness Results, TRC Test ($1,000)**

| | |
|---|---|
| **NPV Benefits** | $266,899~~$414,347~~ |
| **NPV Costs** | $245,686~~$396,663~~ |
| **Net Benefits** | $21,213~~$17,684~~ |
| **Benefit/Cost Ratio** | 1.09~~1.04~~ |

**Table 39. Small C&I Cost-Effectiveness Results, TRC Test ($1,000) [1]**

| | |
|---|---|
| **NPV Benefits** | $489,879~~$367,754~~ |
| **NPV Costs** | $408,476~~$245,746~~ |
| **Net Benefits** | $81,403~~$122,008~~ |
| **Benefit/Cost Ratio** | 1.20~~1.50~~ |

[1] Includes benefits and costs from master-metered multifamily buildings with low-income occupants. These savings count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness.

As noted in Section 1.6, PPL Electric Utilities will rely on energy efficiency measures with coincident peak demand reduction potential to achieve its annual and total peak demand reduction goals. PPL Electric Utilities will target end uses to nominate roughly 1% to 20% of eligible PJM peak demand savings from the Non-Residential Program over the five-year Plan. PPL Electric Utilities is not aware at this time which measures will be nominated; however, they will likely include cooling and lighting. PPL Electric Utilities will competitively select a qualified third-party vendor to provide technical support in nominating a portion of its peak demand reductions as a capacity resource in PJM's FCM.

***Efficient Equipment Component***

The Efficient Equipment component is the same for both large C&I and small C&I customers unless noted otherwise.

**Description**

Through the Efficient Equipment component, PPL Electric Utilities promotes the purchase and installation of a wide range of high-efficiency measures, including lighting, HVAC, refrigeration, motors/drives, commercial kitchen equipment, agricultural equipment, equipment controls, and new construction projects. The Company provides customers financial incentives based on the measure installed and savings achieved, which offset the higher purchase costs of energy efficient and peak demand-saving equipment.

The component has four delivery channels:

- **Downstream rebates.** In Phase IV, PPL Electric Utilities will continue to offer rebate submissions, similar to the downstream channel successfully used in Phase III. Customers, contractors, or trade allies will submit applications for review and validation by the Non-Residential CSP. The CSP will review and validate all submitted applications and eligible projects will be processed and incentives paid upon project completion and final savings calculations.
- **Direct discount.** PPL Electric Utilities will implement the direct discount delivery channel to engage small C&I customers. This approach is supported by a network of qualified contractors and higher incentives that motivate them to complete projects that would otherwise not receive their attention. The Non-Residential CSP helps the contractor orchestrate the project from beginning to end on behalf of the customer. Small C&I customers benefit by having an expert identify the applicable measures, manage the project, and apply for and secure incentives to offset the upfront cost of the project. The amount of the incentive appears on the project invoice, and the customer is responsible for the remaining project cost. Once the project is complete and the application is updated, the Non-Residential CSP commences measurement and verification. The CSP then reimburses the contractor with a check for the incentive.
- **Direct install.** In Phase IV, PPL Electric Utilities will build on the successful direct discount~~install~~ offering from Phase III. The Non-Residential CSP will target hard-to-reach small C&I customers and provide a no-cost assessment to identify and implement select lighting and water retrofit measures and note operational improvements to lower energy consumption and costs and to install energy efficiency measures. After the assessment, the Non-Residential CSP will send customers an assessment report with additional recommendations to support their overall energy efficiency and peak demand needs and goals and recommendations for qualified trade allies with whom they can work.
- **Midstream**. PPL Electric Utilities will continue using a midstream delivery channel to help customers choose and procure certain high-efficiency products more quickly and easily than through typical downstream methods. In the midstream approach, trade allies and customers may purchase high-efficiency products that meet eligibility requirements outlined in the TRM or IMPs directly from participating and qualified midstream distributors and receive an immediate rebate at the point of purchase.~~listed by ENERGY STAR or DesignLights Consortium ("DLC") directly from participating and qualified midstream distributors and receive an immediate rebate at the point of purchase~~. This approach has proven to raise customer and trade ally satisfaction; reduce administrative expenses; increase the volume of installed, high-efficiency lighting and socket upgrades, particularly for customers implementing routine projects; and lower the number of contractors and customers who use high-efficiency lighting products but fail to submit program applications.

The Non-Residential CSP will manage and coordinate the Efficient Equipment component, maintain a call and rebate processing center, recruit and educate trade allies, and conduct marketing to achieve the desired participation and encourage customers to take a whole-building approach or implement multiple measures.

### Objectives

The objectives of the Efficient Equipment component are:

- Provide energy and peak demand-savings opportunities and incentives to qualified customers.
- Increase the market penetration of high-efficiency technologies and building systems for customers by offering incentives for high-efficiency and ENERGY STAR-rated appliances, lighting equipment, and HVAC systems.
- Increase customer awareness of the features and benefits of energy efficient equipment.
- Support emerging technologies and nontypical efficiency solutions in cost-effective applications.
- Engage trade allies to stock, promote, and provide high-efficiency technology options to customers.
- Promote other PPL Electric Utilities energy efficiency program components.
- Collect energy, peak demand, and operating data from customers, as required to confirm customer and measure eligibility and to determine energy and peak demand savings and cost-effectiveness.
- Achieve a total energy reduction of approximately ~~665,361~~635,078 MWh/year and 10~~4.558~~ MW[27] gross verified savings for large C&I and small C&I customers, or business types.

### Implementation Strategy

The Non-Residential CSP will deliver the Efficient Equipment component promoting the various energy efficiency options available to the non-residential customer segment with a range of marketing and outreach tactics. The Efficient Equipment component relies on projects being initiated by customers, trade allies, distributors, and the Non-Residential CSP. The Non-Residential CSP will build on trade ally and distributor relationships to co-market energy efficient equipment and the value of participation.

Key steps include the following:

- Educate customers on energy efficiency opportunities and direct them to the appropriate path through marketing activities, the website, or direct contact with equipment distributors or equipment installation contractors/trade allies.
- Have customers complete applications or work with customers, equipment/appliance retailers, midstream distributors, and installation contractors to complete program applications.
- Ensure customers/contractors submit the required documentation for processing.
- Review pending and completed project documentation to verify applicant is a PPL Electric Utilities customer and the completed project and installed equipment meet program eligibility criteria.
- When possible, work with customers to confirm project preapproval before ordering energy efficiency equipment.
- Recruit and develop an effective trade ally network.

[27] Peak Demand is at generation.

- Process applications and issue rebates for qualified projects/equipment.
- Verify completed equipment/appliance installation for a sample of participants to confirm program integrity as part of M&V.

### Issues, Risks, and Risk Management Strategy

Table 40~~Table 40~~ presents market risks associated with the Efficient Equipment component and the strategies that PPL Electric Utilities will use to manage each risk.

**Table 40. Efficient Equipment Issues, Risks, and Risk Management Strategies**

| Component Issue | Risk | Risk Management Strategies |
|---|---|---|
| Customer or building owner does not prioritize energy efficiency. | • Decision-makers choose to install cheaper, less efficient equipment with shorter payback/internal rate of return ("IRR"), resulting in lower savings.<br>• Owners are not informed about how their facility uses energy.<br>• Existing debt may limit funds to purchase new efficient equipment.<br>• Customers place a priority on fluctuating commodity prices. | • PPL Electric Utilities offers incentives to reduce payback and IRR for business owners.<br>• Non-Residential CSP offers planning assistance to enhance energy savings.<br>• Non-Residential CSP educates customers about the long-term benefits of energy efficiency, available incentives, and other components. |
| Customers typically replace equipment only upon failure. | • Customers see no need to replace functioning equipment.<br>• Customers are not informed about the most efficient equipment available when the need to replace it is immediate. Some efficient equipment may have a longer delivery time that would affect customer operations. | • Non-Residential CSP educates trade allies and customers about available energy efficient choices before equipment fails and encourages businesses to plan for equipment replacement.<br>• PPL Electric Utilities provides incentives for trade allies to stock, promote, and install efficient measures. |
| Customers are unaware of the benefits of installing and properly maintaining energy efficient equipment. | • Customers do not properly maintain equipment, and savings benefits erode over time. | • Non-Residential CSP promotes the importance and value of equipment maintenance and training. |

### Anticipated Costs to Participating Customers

Costs incurred by customers participating in Efficient Equipment will vary by the specific type of efficient equipment installed.

### Ramp-Up Strategy

Efficient Equipment component is an existing, mature offering being carried forward from Phase III. The Non-Residential CSP will develop marketing material to facilitate the transition to Phase IV. The Non-Residential CSP has developed a transitional strategy to bridge incentives for customers whose participation in the program spans Phase III and Phase IV.

PPL Electric Utilities expects to implement the following transition plan between Phase III and Phase IV:

- Projects on the Phase III waitlist will receive comparable incentives if completed and installed early in Phase IV. Comparable is defined as the Phase III rebate, up to $0.05/annual kWh saved and subject to Phase III per project or per customer incentive caps. Projects must be completed by August 31, 2021, for most measures. PPL Electric Utilities will consider exceptions to that deadline on a case-by-case basis, depending on the project details.
- Projects approved (funds reserved) in Phase III that are installed (placed in service) in Phase IV may be eligible for the approved Phase III rebate and will be accounted for as Phase IV projects.

### Marketing Strategy

PPL Electric Utilities will work with the Non-Residential CSP to develop and execute a marketing plan that captures sector-level economies of scale and employs targeted outreach where practical. The marketing strategy may include, but will not be limited to, the following:

- Take advantage of trade ally and manufacturer relationships to co-market energy efficient equipment and products.
- Host webinars.
- Participate in trade shows and other outreach events.
- Communicate and provide access to program component information on the Company's EE&C website.
- Promote the component in newsletters.
- Advertise using newspaper, radio, direct mail, bill inserts, cross-program component advertisements, commercial ads, and other mass media.
- Coordinate advertising opportunities with trade allies.
- Develop, publish, and distribute brochures and case studies.
- Conduct one-on-one marketing to small C&I customers through trade allies, business accounts specialists, and Non-Residential CSP outreach.
- Target marketing to facility managers, building or process engineers, building owners and managers associations, HVAC contractors, energy services firms, architects and engineers, real estate developers, economic development organizations, customer advocacy groups, trade associations, and other trade allies to encourage installation of new energy efficient technologies and adoption of best-operating practices.
- Provide specific outreach to individual tenants as well as building owners and property managers in leased commercial buildings to encourage participation in the program.
- Target specific sectors identified as having a high unrealized energy efficiency potential.
- Publish marketing materials including charts, brochures, and case studies.
- Provide newsletters and coordinate with key market partners, including trade associations and agencies.
- Use limited time offers, special promotions, and no-cost measures to promote energy efficiency.
- Offer trade ally incentives and rewards.

- Cross-promote through other PPL Electric Utilities energy efficiency program components.
- Provide information and training on specific technologies directed towards niche markets.
- Incorporate customers in area- or territory-focused promotions.
- Work with distributors to promote and encourage purchases of efficient equipment to capture savings opportunities missed by other outreach methods.

### Eligible Measures and Incentive Strategy

PPL Electric Utilities will offer rebates and incentives to qualified customers (or trade allies, depending on the delivery channel) who submit completed applications and documentation of the efficiency measures installed. Customers will have the option to assign rebate payments to a third party.

PPL Electric Utilities offers performance incentives based on the avoided or reduced energy (kWh/year) or summer coincident peak demand (kW) savings resulting from the project. Incentives may be capped at 50% to 100% of the total project costs (excluding internal labor) or $500,000 and are subject to an annual cap for each project and each participating customer. The per-customer-site cap is defined as one building with one or more meters. A parent company cap of $1 million per year will apply to a campus setting or multiple buildings (on the same property or in different locations) with a common owner. For all measures offered through the Efficient Equipment component, PPL Electric Utilities will provide incentives up ~~in the range of $0.02~~ to $0.22 per annual kWh saved and/or ~~$30~~ up to $1,200 per kW peak demand.

PPL Electric Utilities may distribute lighting measures to customers through the traditional rebate, direct discount (i.e., incentive paid to a trade ally), direct install, or midstream channel. Table 41 and Table 42 lists PPL Electric Utilities' measures and minimum eligibility qualifications for large C&I and small C&I, respectively. (**Bolded** text indicates a new measure or change in measure attribute, see Appendix D for May 2021 Tables.)

**Table 41. Pa PUC Table 7-Large C&I Efficient Equipment Rebates Eligible Measures and Incentives**

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| Lighting Improvements | Per Project | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $46,521 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| LED Exit Signs | Per Product | No | Replacement of existing incandescent or fluorescent exit signs with a new LED exit sign. | $55 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| HVAC Systems | Per Product | No | This measure excludes water source, ground source, and groundwater source heat pump measures that are covered in the Water Source and Geothermal Heat Pumps measure. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. | $194 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Electric Chillers | Per Product | No | Installation of high efficiency electric chillers that exceed the minimum performance allowed by the current PA Energy Code. | $4,021 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Water Source and Geothermal Heat Pumps | Per Product | No | High-efficiency groundwater source, water source, or ground source heat pump system that exceeds the energy efficiency requirements of the IECC 2015, Table 403.2.3(1). | $52,603 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Ductless mini-split heat pumps < 5.4 tons | Per Product | No | <5.4 tons, ENERGY STAR with inverter technology. | $2,313 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Room A/C | Per Product | No | ENERGY STAR | -$65 | 9 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Guest Room Occupancy Sensor controls | Per Ton | No | Guest rooms that are equipped with energy management thermostats replacing manual heating/cooling temperature set-point and fan On/Off/Auto thermostat controls. | $180 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Economizer controls | Per Control | No | Adding an economizer and dual enthalpy (differential) control on existing HVAC unit with no economizer or with a non-functional/disabled economizer. | $1,421 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| VFD Improvements | Per Control | No | A motor with a variable-frequency drive ("VFD") control replacing a motor without an existing VFD control. | $2,607 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ECM Circulating fan | Per Product | No | Circulating fan motors of 1 horsepower ("HP") or less with a baseline shaded-pole ("SP") or permanent-split capacitor ("PSC") evaporator fan motor in an air handling unit. | $417 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VSD on Kitchen Exhaust Fan | Per Fan | No | The energy efficient condition is a kitchen ventilation system equipped with a variable speed drive ("VSD") and demand ventilation controls and sensors. The baseline equipment is kitchen ventilation that has a constant speed ventilation motor. | $2,296 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Refrigeration/Freezer Cases | Per Product | No | ENERGY STAR, Eligible refrigerators and freezers are self-contained with vertical-closed **or horizontal-closed** transparent or solid doors. | $853 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency evaporator fan motors for walk in or reach in cases | Per Product | No | Replacement of existing SP evaporator fan motors or PSC motors in walk-in or reach-in refrigerated display cases with an electronically commutated motor ("ECM") or a permanent magnet synchronous ("PMS") motor. | $343 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Evaporator Fan controllers | Per Control | No | Installation of evaporator fan controls in medium-temperature walk-in or reach-in coolers and low temperature walk-in or reach-in freezers. | $563 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Anti-sweat heater controls | Per Control | No | Adding controls to glass door cooler or refrigerator with uncontrolled heaters utilizing either ON/OFF or micro pulse controls. | $1,051 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Variable speed refrigeration compressor | Per Horsepower | No | VSD control system replacing a slide valve control system in existing commercial refrigeration systems. | $85 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Strip curtains for walk-in freezers and coolers | Per Door | No | Install or retrofit strip curtains in commercial walk-in cooler and freezer doors. Strip curtains must be at least 0.06 inches thick. | $359 | 4 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Night covers for display cases | Per Foot | No | Install on existing open-type refrigerated display cases, where covers are deployed during the facility's unoccupied hours. | $42 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| Auto door closers | Per Product | No | Retrofit doors not equipped with auto-closers and assume the doors have strip curtain for walk-in coolers and freezers. Auto-closer must be able to firmly close door when it is within one inch of full closure. Walk-in door perimeter must be ≥ 16 feet. | $498 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Door gaskets for walk-in and reach-in coolers and freezers | Per Door | No | Replace worn-out gaskets with new better-fitting gaskets. | $98 | 4 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Low or No anti-sweat heat for reach-in freezers and coolers | Per Door | No | Install a no-heat/low-heat clear glass door on an upright display case. Limited to door heights of 57 inches or more. Doors must have either heat reflective treated glass, be gas filled, or both. | $1,213 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Refrigerated Display cases with doors replacing open cases | Per Foot | No | A new, vertical case with no sweat doors that meets federal standard requirements. | $449 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Adding doors to existing refrigerated display cases | Per Foot | No | Retrofit existing vertical open display cases with zero heat doors. | $521 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Ice machines | Per Product | No | ENERGY STAR | $378 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Beverage machine controls | Per Product | No | Added to non-ENERGY STAR machines | $180 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Office equipment | Per Product | No | ENERGY STAR | $10 | 6 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Cycling refrigerated thermal mass dryer | Per Horsepower | No | Baseline: non-cycling (e.g., continuous) air dryer with a capacity of 600 cubic feet per minute (“cfm”) or below. The replacement of desiccant, deliquescent, heat-of-compression, membrane, or other types of dryers does not qualify under this measure. | $24 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| No-loss condensate drains | Per Product | No | Retrofit existing timed drained system with new no-loss condensate drains. | $194 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Variable speed drive air compressor | Per Horsepower | No | Install or retrofit a single VSD unit less than 40 HP with variable speed control. | $191 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency ventilation fans with and w/o thermostats | Per Product | No | Agricultural Application: Installation of high efficiency ventilation fans where standard efficiency ventilation fans are replaced and/or the installation of a thermostat controlling either new efficient fans or existing fans. | $175 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VSD Controller on dairy vacuum pumps | Per Product | No | Agricultural Application: Installation of a VSD and controls on dairy vacuum pumps, or the purchase of dairy vacuum pumps with variable speed capability. | $5,120 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Improvements for Midstream | Per Fixture | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $77 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Improvements for Midstream | Per Lamp | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $6 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| HVAC Systems Midstream | Per Product | No | This measure excludes water source, ground source, and groundwater source heat pump measures that are covered in the Water Source and Geothermal Heat Pumps measure. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. | $194 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Ductless mini-split heat pumps < 5.4 tons Midstream | Per Product | No | <5.4 tons, ENERGY STAR with inverter technology. | $2,313 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Ice machines Midstream | Per Product | No | ENERGY STAR | $378 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial fryer Midstream | Per Product | No | ENERGY STAR | $1,038 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| ENERGY STAR Commercial hot food holding cabinet Midstream | Per Product | No | ENERGY STAR | $895 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency ventilation **or circulation** fans with and w/o thermostats Midstream | Per Product | No | Agricultural Application: Installation of high efficiency ventilation **or circulation** fans where standard efficiency ventilation **or circulation** fans are replaced and/or the installation of a thermostat controlling either new efficient fans or existing fans. | $175 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VSD Controller on dairy vacuum pumps Midstream | Per Product | No | Agricultural Application: Installation of a VSD and controls on dairy vacuum pumps, or the purchase of dairy vacuum pumps with variable speed capability. | $5,120 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Controls | Per kW Controlled | No | Lighting controls turn lights on and off automatically, which are activated by time, light, motion, or sound. | **$200** | **8** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| LED Refrigeration Display Case Lighting | Per Door | No | Installation of LED case lighting with or without motion sensors on existing refrigerators, coolers, and freezers - specifically on vertical displays. | **$29** | **8** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Computer room VFD on fans | Per Horsepower | No | Installation of a VSD to control AC fan motors in CRAC and CRAH units. | **$1,170** | **15** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Circulation Fan: High Volume Low Speed | Per Product | No | Installation of High Volume Low Speed ("HVLS") fans (diameters ranging from 8 to 24 feet) replacing conventional circulating fans. Commercial and industrial applications only. | **$4,185** | **15** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Premium Efficiency Motors | Per Horsepower | No | Replacement of old motors with new energy efficient motors of the same rated HP. | **$72** | **15** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ECM Circulator Pump | Per Pump | No | An ECM or brushless permanent magnet (BPM) circulator pump replacing single-speed induction motor circulator pumps in space heating and hot water applications. | **$38** | **15** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High Efficiency Pumps | Per Horsepower | No | Compliant pumps will achieve a PEI of 1.0 or less. All pumps manufactured after January 27, 2020 must comply with the U.S. Department of | **$54** | **13** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| | | | Energy's ("DOE") energy conservation standard as described in 10 CFR 431 Subpart Y. | | | |
| Heat Pump Water Heaters | Per Product | No | Installation of a heat pump water heater instead of a code minimum electric water heater. | $65 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Low Flow Pre-rinse Sprayers | Per Product | No | Efficient low flow pre-rinse sprayers that use less than 1.6 gallons of water per minute. Only applicable to premises with electric water heating. | $6 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Fuel Switching: electric water heaters to gas/propane | Per Product | No | Must replace electric water heater with ENERGY STAR certified natural gas or propane equipment. | NA | 11 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Evaporator coil defrost controls | Per Evaporator Unit | No | Adding defrost controls to existing walk-in coolers or freezers without defrost controls. | $85 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Snack machine controls | Per Product | No | Added to non-ENERGY STAR, non-refrigerated machines. | $80 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Electric steam cooker | Per Product | No | ENERGY STAR | $438 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Combination oven | Per Product | No | ENERGY STAR | $2,512 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial convection oven | Per Product | No | ENERGY STAR | $457 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial fryer | Per Product | No | ENERGY STAR | $1,038 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial hot food holding cabinet | Per Product | No | ENERGY STAR | $658 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Dishwasher | Per Product | No | ENERGY STAR | $882 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| ENERGY STAR Commercial Griddle | Per Product | No | ENERGY STAR | $950 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Air-entraining air nozzle | Per Product | No | Replace non-air entraining air nozzle (open copper tube of 1/8-inch or 1/4-inch orifice diameter) with an energy efficient air-entraining air nozzle that uses less than 15 cfm at 100 pounds per square inch ("psi") for industrial applications. | $45 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Air tanks for Load/No load compressors | Per Horsepower | No | Minimum storage ratio of 4 gallons per cfm. | $1 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air controller | Per Horsepower | No | The baseline condition is having no existing pressure/flow controller and an existing compressed air system with a total compressor motor capacity ≥ 40 hp. This measure requires a minimum storage of 3gal/cfm. | $27 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air low pressure drop filters | Per Horsepower | No | The baseline condition is a standard coalescing filter with a pressure drop of 3 psi when new and 5 psi or more at element change. The efficient condition is a low pressure drop filter with pressure drop not exceeding 1 psi when new and 3 psi at element change. | $10 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air mist eliminators | Per Horsepower | No | The compressed air system must be greater than 50 HP to qualify, and the mist eliminator must have less than a 1 pound per square inch gauge ("psig") pressure drop and replace a coalescing filter. | $22 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency transformer | Per Product | No | Transformers more efficient than the federal standard. | $5,900 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Engine block heat timer | Per Product | No | Agricultural Application: Installation of a timer on an engine block heater. | $10 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| High frequency battery chargers | Per Product | No | Baseline equipment is a silicon controlled rectifier ("SCR") or ferroresonant battery charger system with minimum 8-hour shift operation five days per week. Energy-efficient equipment is a high frequency battery charger system with a minimum power conversion efficiency of 90% and 8-hour shift operation five days per week. | $400 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Automatic Milker takeoffs | Per Cow | No | Agricultural Application: Automatic milker take-offs that determine milking end time, and the vacuum pump system serving the impacted milking units must be equipped with a variable speed drive. | $150 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Dairy scroll compressors | Per Product | No | Agricultural Application: Installation of a scroll compressor to replace an existing reciprocating compressor or to be installed in a new construction application. | $447 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Heat reclaimers | Per Product | No | Agricultural Application: Installation of heat recovery equipment on dairy parlor milk refrigeration systems to heat hot water. This measure only applies to dairy parlors with electric water heating equipment. | $4,353 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High Volume Low Speed fans | Per Product | No | Agricultural Application: Installation of HVLS fans to replace conventional circulating fans. HVLS fans are a minimum of 16 feet long in diameter. | $4,185 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Livestock waterer | Per Product | No | Agricultural Application: Thermostatically controlled with 2-inches or more of factory-installed insulation. | $567 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| New Construction Lighting | Per **kWh-saved** | No | Eligible lighting equipment and fixture/lamp types include fluorescent fixtures (lamps and ballasts), compact fluorescent lamps, high intensity discharge ("HID") lamps, interior and exterior LED lamps and fixtures, cold-cathode fluorescent lamps ("CCFLs"), induction lamps, and lighting controls. | $0.16 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| ENERGY STAR Electric steam cooker Midstream | Per Product | No | ENERGY STAR | $438 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Combination oven Midstream | Per Product | No | ENERGY STAR | $2,512 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial convection oven Midstream | Per Product | No | ENERGY STAR | $457 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Dishwasher Midstream | Per Product | No | ENERGY STAR | $882 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Griddle Midstream | Per Product | No | ENERGY STAR | $950 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Automatic Milker takeoffs Midstream | Per Cow | No | Agricultural Application: Automatic milker take-offs that determine milking end time, and the vacuum pump system serving the impacted milking units must be equipped with a variable speed drive. | $150 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Heat reclaimers Midstream | Per Product | No | Agricultural Application: Installation of heat recovery equipment on dairy parlor milk refrigeration systems to heat hot water. This measure only applies to dairy parlors with electric water heating equipment. | $4,353 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High Volume Low Speed fans Midstream | Per Product | No | Agricultural Application: Installation of HVLS fans to replace conventional circulating fans. HVLS fans are a minimum of 16 feet long in diameter. | $4,185 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| **HVAC Tune Up** | **Per Ton** | **No** | **Recommissioning of existing rooftop units. May be up to 20 tons. Includes coil cleaning and refrigerant recharge if needed. Other measures to be determined by participating contractors** | $35 | 3 | **Up to $0.22/kWh and/or up to $1,200/kW first year savings** |
| **ENERGY STAR Certified Connected Thermostats** | **Per Product** | **No** | **Use of ENERGY STAR Certified Connected Thermostats per IMP** | $234 | 11 | **Up to $0.22/kWh and/or up to $1,200/kW first year savings** |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| Circulation Fans – Midstream | Per Product | No | Agricultural Application: Use of Circulation Fans per IMP | $150 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

[1] PPL Electric Utilities does not pay incentives on a per unit basis, but rather on a cents per kWh/yr and/or dollars per kW basis.
[2] Note that incentive rates may vary due to availability of program funds and/or changes made to encourage participation in a certain measure.

**Table 42. Pa PUC Table 7-Small C&I Efficient Equipment Rebates Eligible Measures and Incentives**

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| Lighting Improvements | Per Project | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $46,521 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| LED Exit Signs | Per Product | No | Replacement of existing incandescent or fluorescent exit signs with a new LED exit sign. | $55 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| HVAC Systems | Per Product | No | This measure excludes water source, ground source, and groundwater source heat pump measures that are covered in the Water Source and Geothermal Heat Pumps measure. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. | $194 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Electric Chillers | Per Product | No | Installation of high efficiency electric chillers that exceed the minimum performance allowed by the current PA Energy Code. | $4,021 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Water Source and Geothermal Heat Pumps | Per Product | No | High-efficiency groundwater source, water source, or ground source heat pump system that exceeds the energy efficiency requirements of the IECC 2015, Table 403.2.3(1). | $52,603 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Ductless mini-split heat pumps < 5.4 tons | Per Product | No | <5.4 tons, ENERGY STAR with inverter technology. | $2,313 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| ENERGY STAR Room A/C | Per Product | No | ENERGY STAR | -$65 | 9 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Guest Room Occupancy Sensor controls | Per Ton | No | Guest rooms that are equipped with energy management thermostats replacing manual heating/cooling temperature set-point and fan On/Off/Auto thermostat controls. | $180 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Economizer controls | Per Control | No | Adding an economizer and dual enthalpy (differential) control to an HVAC unit with no economizer installers or with a non-functional/disabled economizer. | $1,421 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VFD Improvements | Per Control | No | A motor with a VFD control replacing a motor without a VFD control. | $2,607 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ECM Circulating fan | Per Product | No | Circulating fan motors of 1 HP or less with a baseline SP or PSC evaporator fan motor in an air handling unit. | $417 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VSD on Kitchen Exhaust Fan | Per Fan | No | The energy efficient condition is a kitchen ventilation system equipped with a VSD and demand ventilation controls and sensors. The baseline equipment is kitchen ventilation that has a constant speed ventilation motor. | $2,296 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Refrigeration/Freezer Cases | Per Product | No | ENERGY STAR. Eligible refrigerators and freezers are self-contained with vertical-closed **or horizontal-closed** transparent or solid doors. | $853 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency evaporator fan motors for walk in or reach in cases | Per Product | No | Replacement of existing SP evaporator fan motors or PSC motors in walk-in or reach-in refrigerated display cases with ECM or PMS motor. | $343 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Evaporator Fan controllers | Per Control | No | Installation of evaporator fan controls in medium-temperature walk-in or reach-in coolers and low temperature walk-in or reach-in freezers. | $563 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Anti-sweat heater controls | Per Control | No | Adding controls to glass door cooler or refrigerator with uncontrolled heaters utilizing either ON/OFF or micro pulse controls. | $1,051 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| Variable speed refrigeration compressor | Per Horsepower | No | VSD control system replacing a slide valve control system in existing commercial refrigeration systems. | $85 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Strip curtains for walk-in freezers and coolers | Per Door | No | Install or retrofit strip curtains in commercial walk-in cooler and freezer doors. Strip curtains must be at least 0.06 inches thick. | $359 | 4 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Night covers for display cases | Per Foot | No | Install on existing open-type refrigerated display cases, where covers are deployed during the facility's unoccupied hours. | $42 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Auto door closers | Per Product | No | Retrofit doors not equipped with auto-closers and assume the doors have strip curtain for walk-in coolers and freezers. The auto-closer must be able to firmly close the door when it is within one inch of full closure. Walk-in door perimeter must be ≥ 16 feet. | $498 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Door gaskets for walk-in and reach-in coolers and freezers | Per Door | No | Replace worn-out gaskets with new better-fitting gaskets. | $98 | 4 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Low or No anti-sweat heat for reach-in freezers and coolers | Per Door | No | Install a no-heat/low-heat clear glass door on an upright display case. Limited to door heights of 57 inches or more. Doors must have either heat reflective treated glass, be gas filled, or both. | $1,213 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Refrigerated Display cases with doors replacing open cases | Per Foot | No | A new, vertical case with no sweat doors that meets federal standard requirements. | $449 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Adding doors to existing refrigerated display cases | Per Foot | No | Retrofit existing vertical open display cases with zero heat doors. | $521 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Ice machines | Per Product | No | ENERGY STAR | $378 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Beverage machine controls | Per Product | No | Added to non-ENERGY STAR machines. | $180 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Office equipment | Per Product | No | ENERGY STAR | $10 | 6 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| Cycling refrigerated thermal mass dryer | Per Horsepower | No | Baseline: non-cycling (e.g., continuous) air dryer with a capacity of 600 cfm or below. The replacement of desiccant, deliquescent, heat-of-compression, membrane, or other types of dryers does not qualify under this measure. | $24 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| No-loss condensate drains | Per Product | No | Retrofit existing timed drained system with new no-loss condensate drains. | $194 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Variable speed drive air compressor | Per Horsepower | No | Install or retrofit a single VSD unit less than 40 HP with variable speed control. | $191 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency ventilation fans with and w/o thermostats | Per Product | No | Agricultural Application: Installation of high efficiency ventilation fans where standard efficiency ventilation fans are replaced and/or the installation of a thermostat controlling either new efficient fans or existing fans. | $175 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VSD Controller on dairy vacuum pumps | Per Product | No | Agricultural Application: Installation of a VSD and controls on dairy vacuum pumps, or the purchase of dairy vacuum pumps with variable speed capability. | $5,120 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Improvements for Midstream | Per Fixture | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $77 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Improvements for Midstream | Per Bulb | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $6 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| HVAC Systems Midstream | Per Product | No | This measure excludes water source, ground source, and groundwater source heat pump measures that are covered in the Water Source and Geothermal Heat Pumps measure. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. | $194 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Ductless mini-split heat pumps < 5.4 tons Midstream | Per Product | No | <5.4 tons, ENERGY STAR with inverter technology. | $2,313 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| ENERGY STAR Ice machines Midstream | Per Product | No | ENERGY STAR | $378 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial fryer Midstream | Per Product | No | ENERGY STAR | $1,038 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial hot food holding cabinet Midstream | Per Product | No | ENERGY STAR | $895 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency ventilation **or circulation** fans with and w/o thermostats Midstream | Per Product | No | Agricultural Application: Installation of high efficiency ventilation **or circulation** fans where standard efficiency ventilation **or circulation** fans are replaced and/or the installation of a thermostat controlling either new efficient fans or existing fans. | $175 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VSD Controller on dairy vacuum pumps Midstream | Per Product | No | Agricultural Application: Installation of a VSD and controls on dairy vacuum pumps, or the purchase of dairy vacuum pumps with variable speed capability. | $5,120 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Adding doors to existing refrigerated display cases Direct Discount | Per Foot | No | Retrofit existing vertical open display cases with zero heat doors. | $521 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Air tanks for Load/No load compressors Direct Discount | Per Horsepower | No | Minimum storage ratio of 4 gallons per cfm. | **$1** | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Air-entraining air nozzle Direct Discount | Per Product | No | Replace non-air entraining air nozzle (open copper tube of 1/8-inch or 1/4-inch orifice diameter) with an energy efficient air-entraining air nozzle that uses less than 15 cfm at 100 psi for industrial applications. | $89 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Anti-sweat heater controls Direct Discount | Per Control | No | Adding controls to glass door cooler or refrigerator with uncontrolled heaters utilizing either ON/OFF or micro pulse controls. | $1,051 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| Auto door closers Direct Discount | Per Product | No | Retrofit doors not equipped with auto-closers, and assume the doors have strip curtain for walk-in coolers and freezers. The auto-closer must be able to firmly close the door when it is within one inch of full closure. The walk-in door perimeter must be ≥ 16 feet. | $498 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Beverage machine controls Direct Discount | Per Product | No | Added to non-ENERGY STAR machines. | $180 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air controller Direct Discount | Per Horsepower | No | The baseline condition is having no existing pressure/flow controller and an existing compressed air system with a total compressor motor capacity ≥ 40 hp. This measure requires a minimum storage of 3gal/cfm. | $27 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air low pressure drop filters Direct Discount | Per Horsepower | No | The baseline condition is a standard coalescing filter with a pressure drop of 3 psi when new and 5 psi or more at element change. The efficient condition is a low pressure drop filter with pressure drop not exceeding 1 psi when new and 3 psi at element change. | $10 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air mist eliminators Direct Discount | Per Horsepower | No | The compressed air system must be greater than 50 HP to qualify, and the mist eliminator must have less than a 1 psig pressure drop and replace a coalescing filter. | $22 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Cycling refrigerated thermal mass dryer Direct Discount | Per Horsepower | No | Baseline: non-cycling (e.g., continuous) air dryer with a capacity of 600 cfm or below. The replacement of desiccant, deliquescent, heat-of-compression, membrane, or other types of dryers does not qualify under this measure. | $24 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Economizer controls Direct Discount | Per Control | No | Adding an economizer and dual enthalpy (differential) control to an HVAC unit with no economizer installers or with a non-functional/disabled economizer. | $1,421 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Evaporator Fan controllers Direct Discount | Per Control | No | Installation of evaporator fan controls in medium-temperature walk-in or reach-in coolers and low temperature walk-in or reach-in freezers. | $563 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| High efficiency evaporator fan motors for walk in or reach in cases Direct Discount | Per Product | No | Replacement of existing SP evaporator fan motors or PSC motors in walk-in or reach-in refrigerated display cases with an ECM or a PMS motor. | $343 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| LED Refrigeration Display Case Lighting Direct Discount | Per Door | No | Installation of LED case lighting with or without motion sensors on existing refrigerators, coolers, and freezers - specifically on vertical displays. | $51 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Controls Direct Discount | Per kW Controlled | No | Lighting controls turn lights on and off automatically, which are activated by time, light, motion, or sound. | $387 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Improvements Direct Discount | Per Project | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $46,521 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Low Flow Pre-rinse Sprayers Direct Discount | Per Product | No | Efficient low flow pre-rinse sprayers that use less than 1.6 gallons of water per minute. Only applicable to premises with electric water heating. | $124 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| No-loss condensate drains Direct Discount | Per Product | No | Retrofit existing timed drained system with new no-loss condensate drains. | $194 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Refrigerated case light occupancy sensors Direct Discount | Per Watt Controlled | No | Installation of motion-based lighting controls that allow the LED case lighting to be dimmed or turned off completely during unoccupied conditions. | $1 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Strip curtains for walk-in freezers and coolers Direct Discount | Per Door | No | Install or retrofit strip curtains in commercial walk-in cooler and freezer doors. Strip curtains must be at least 0.06 inches thick. | $359 | 4 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Variable speed drive air compressor Direct Discount | Per Horsepower | No | Install or retrofit a single VSD unit less than 40 HP with variable speed control. | $191 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Variable speed refrigeration compressor Direct Discount | Per Horsepower | No | VSD control system replacing a slide valve control system in existing commercial refrigeration systems. | $85 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Improvements Direct Install | Per Project | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $186 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| Low Flow Pre-rinse Sprayers Direct Install | Per Product | No | Efficient low flow pre-rinse sprayers that use less than 1.6 gallons of water per minute. Only applicable to premises with electric water heating. | $72 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Controls | Per kW Controlled | No | Lighting controls turn lights on and off automatically, which are activated by time, light, motion, or sound. | **$200** | **8** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| LED Refrigeration Display Case Lighting | Per Door | No | Installation of LED case lighting with or without motion sensors on existing refrigerators, coolers, and freezers - specifically on vertical displays. | **$29** | **8** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Computer room VFD on fans | Per Horsepower | No | Installation of a VSD to control AC fan motors in CRAC and CRAH units. | **$1,170** | **15** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Circulation Fan: High Volume Low Speed | Per Product | No | Installation of HVLS fans (diameters ranging from 8 to 24 feet) replacing conventional circulating fans. Commercial and industrial applications only. | **$4,185** | **15** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Premium Efficiency Motors | Per Horsepower | No | Replacement of old motors with new energy efficient motors of the same rated HP. | **$72** | **15** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ECM Circulator Pump | Per Pump | No | An ECM or BPM circulator pump replacing single-speed induction motor circulator pumps in space heating and hot water applications. | **$38** | **15** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High Efficiency Pumps | Per Horsepower | No | Compliant pumps will achieve a PEI of 1.0 or less. All pumps manufactured after January 27, 2020 must comply with the DOE's energy conservation standard as described in 10 CFR 431 Subpart Y. | **$54** | **13** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Heat Pump Water Heaters | Per Product | No | Installation of a heat pump water heater instead of a code minimum electric water heater. | **$65** | **10** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Low Flow Pre-rinse Sprayers | Per Product | No | Efficient low flow pre-rinse sprayers that use less than 1.6 gallons of water per minute. Only applicable to premises with electric water heating. | **$6** | **8** | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| Fuel Switching: electric water heaters to gas/propane | Per Product | No | Must replace electric water heater with ENERGY STAR certified natural gas or propane equipment. | N/A | 11 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Evaporator coil defrost controls | Per Evaporator Unit | No | Adding defrost controls to existing walk-in coolers or freezers without defrost controls. | $85 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Snack machine controls | Per Product | No | Added to non-ENERGY STAR, non-refrigerated machines. | $80 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Electric steam cooker | Per Product | No | ENERGY STAR | $438 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Combination oven | Per Product | No | ENERGY STAR | $2,512 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial convection oven | Per Product | No | ENERGY STAR | $457 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial fryer | Per Product | No | ENERGY STAR | $1,038 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial hot food holding cabinet | Per Product | No | ENERGY STAR | $658 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Dishwasher | Per Product | No | ENERGY STAR | $882 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Griddle | Per Product | No | ENERGY STAR | $950 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Air-entraining air nozzle | Per Product | No | Replace non-air entraining air nozzle (open copper tube of 1/8-inch or 1/4-inch orifice diameter) with an energy efficient air-entraining air nozzle that uses less than 15 cfm at 100 psi for industrial applications. | $45 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Air tanks for Load/No load compressors | Per Horsepower | No | Minimum storage ratio of 4 gallons per cfm. | $1 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| Compressed air controller | Per Horsepower | No | The baseline condition is having no existing pressure/flow controller and an existing compressed air system with a total compressor motor capacity ≥ 40 hp. This measure requires a minimum storage of 3gal/cfm. | $27 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air low pressure drop filters | Per Horsepower | No | The baseline condition is a standard coalescing filter with a pressure drop of 3 psi when new and 5 psi or more at element change. The efficient condition is a low pressure drop filter with pressure drop not exceeding 1 psi when new and 3 psi at element change. | $10 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air mist eliminators | Per Horsepower | No | The compressed air system must be greater than 50 HP to qualify, and the mist eliminator must have less than a 1 psig pressure drop and replace a coalescing filter. | $22 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency transformer | Per Product | No | Transformers more efficient than the federal standard. | $5,900 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Engine block heat timer | Per Product | No | Agricultural Application: Installation of a timer on an engine block heater. | $10 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High frequency battery chargers | Per Product | No | The baseline equipment is a SCR or ferroresonant battery charger system with minimum 8-hour shift operation five days per week. The energy efficient equipment is a high frequency battery charger system with a minimum power conversion efficiency of 90% and 8-hour shift operation five days per week. | $400 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Automatic Milker takeoffs | Per Cow | No | Agricultural Application: Automatic milker take-offs that determine milking end time, and the vacuum pump system serving the impacted milking units must be equipped with a variable speed drive. | $150 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| Dairy scroll compressors | Per Product | No | Agricultural Application: Installation of a scroll compressor to replace an existing reciprocating compressor or to be installed in a new construction application. | $447 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Heat reclaimers | Per Product | No | Agricultural Application: Installation of heat recovery equipment on dairy parlor milk refrigeration systems to heat hot water. This measure only applies to dairy parlors with electric water heating equipment. | $4,353 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High Volume Low Speed fans | Per Product | No | Agricultural Application: Installation of HVLS fans to replace conventional circulating fans. HVLS fans are a minimum of 16 feet long in diameter. | $4,185 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Livestock waterer | Per Product | No | Agricultural Application: Thermostatically controlled with 2-inches or more of factory-installed insulation. | $567 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| New Construction Lighting | Per kWh-saved | No | Eligible lighting equipment and fixture/lamp types include fluorescent fixtures (lamps and ballasts), compact fluorescent lamps, HID lamps, interior and exterior LED lamps and fixtures, CCFLs, induction lamps, and lighting controls. | $0.16 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Electric steam cooker Midstream | Per Product | No | ENERGY STAR | $438 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Combination oven Midstream | Per Product | No | ENERGY STAR | $2,512 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial convection oven Midstream | Per Product | No | ENERGY STAR | $457 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Dishwasher Midstream | Per Product | No | ENERGY STAR | $882 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Griddle Midstream | Per Product | No | ENERGY STAR | $950 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [1,2] |
|---|---|---|---|---|---|---|
| Automatic Milker takeoffs Midstream | Per Cow | No | Agricultural Application: Automatic milker take-offs that determine milking end time, and the vacuum pump system serving the impacted milking units must be equipped with a variable speed drive. | $150 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Heat reclaimers Midstream | Per Product | No | Agricultural Application: Installation of heat recovery equipment on dairy parlor milk refrigeration systems to heat hot water. This measure only applies to dairy parlors with electric water heating equipment. | $4,353 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High Volume Low Speed fans Midstream | Per Product | No | Agricultural Application: Installation of HVLS fans to replace conventional circulating fans. HVLS fans are a minimum of 16 feet long in diameter. | $4,185 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| LED Exit Signs Direct Discount | Per Product | No | Early replacement of existing incandescent or fluorescent exit signs with a new LED exit sign. | $55 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| HVAC Tune Up | Per Ton | No | Recommissioning of existing rooftop units. May be up to 20 tons. Includes coil cleaning and refrigerant recharge if needed. Other measures to be determined by participating contractors | $35 | 3 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| HVAC Tune Up Direct Discount | Per Ton | No | Recommissioning of existing rooftop units. May be up to 20 tons. Includes coil cleaning and refrigerant recharge if needed. Other measures to be determined by participating contractors. | $35 | 3 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Certified Connected Thermostats | Per Product | No | Use of ENERGY STAR Certified Connected Thermostats per IMP | $234 | 11 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Certified Connected Thermostats Direct Discount | Per Product | No | Use of ENERGY STAR Certified Connected Thermostats per IMP | $234 | 11 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Circulation Fans – Midstream | Per Product | No | Agricultural Application: Use of Circulation Fans per IMP | $150 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

[1] PPL Electric Utilities does not pay incentives on a per unit basis, but rather on a cents per kWh/yr and/or dollars per kW basis.
[2] Note that incentive rates may vary due to availability of program funds and/or changes made to encourage participation in a certain measure.

All measures may not be available at all times. PPL Electric Utilities may suspend a measure depending on popularity, pace of the component savings and costs, free ridership, evaluation requirements, complexity of the information required from customers, administrative requirements for the measure, or other reasons. PPL Electric Utilities will review the component continually and may adjust available measures or eligibility qualifications to achieve savings and cost budgets.

PPL Electric Utilities may offer tiered incentives that encourage the installation of multiple measures or a more comprehensive whole facility approach. Measures, eligibility requirements, and incentives may change to reflect progress, changes in the TRM, market conditions, or other factors. PPL Electric Utilities shall strive to keep the rebates and per-site caps as consistent as possible while recognizing the need to adjust incentives and caps to control the pace of components within their savings and cost budgets.

PPL Electric Utilities may also implement a minimum TRC requirement for qualifying measures if it is necessary to help ensure the Non-Residential Program or portfolio TRC is greater than 1.0. PPL Electric Utilities will notify customers, trade allies, and stakeholders at least 60 days before the effective date of this TRC requirement or a subsequent change in the TRC requirement. Any TRC requirement would be in effect for new applications submitted after the effective date.

### Deadline for Rebate Applications

The rebate application website and portal will state the deadline for final submission. The deadline will not exceed 180 days from the date the measure was installed. For some measures, PPL Electric Utilities will allow customers to request project preapproval to lock in the stipulated incentive level and guarantee the funding. PPL Electric Utilities will require preapproval for some non-custom measures or specific customer sectors to allow sufficient time to identify budget commitments and reduce the likelihood of exceeding budgets for the component or customer sectors. PPL Electric Utilities reserves the right to waive the preapproval requirement with ~~60~~ 30 days' notice to customers, trade allies and stakeholders.

### Start Date with Key Schedule Milestones

Table 43~~Table 43~~ lists the estimated key schedule milestones for the Efficient Equipment component. PPL Electric Utilities will lead implementation or provide management oversight of all tasks.

**Table 43. Efficient Equipment Component Schedule and Milestones**

| Schedule | Milestones |
|---|---|
| 11/30/2020 | Phase IV EE&C Plan submitted to Pa PUC |
| 06/01/2021 | Launch Phase IV component |
| Annually starting 01/15/2022 | EDCs submit semiannual program report |
| Annually starting 09/30/2022 | EDCs submit final annual program report |
| 05/31/2026 | Program ends |

### Evaluation, Measurement, and Verification

The EM&V requirements will be detailed in PPL Electric Utilities' Evaluation Plan, which will be submitted to the SWE for review. PPL Electric Utilities and its EM&V CSP will conduct annual evaluations of each component in compliance with all Pa PUC requirements and the Evaluation Framework. As part of this process, the EM&V CSP will review a sample of participant rebate applications and Non-Residential CSP records to verify quantity, efficiency level, and qualifying equipment. The EM&V CSP will follow all applicable methods in the TRM and the Evaluation Framework to calculate energy savings and peak demand reduction.

For the Non-Residential Efficient Equipment component, PPL Electric Utilities anticipates conducting annual impact and process evaluations (activities vary by year).

The EM&V CSP will develop an evaluation plan and sampling protocol that fits the Efficient Equipment component and all associated delivery channels. The EM&V CSP will review a sample of participant and Non-Residential CSP records to verify quantity, efficiency level, and qualifying equipment. On-site assessment may be included as a verification activity.

### Administrative Requirements

The Non-Residential CSP will administer and provide operational management of the Efficient Equipment component. PPL Electric Utilities will provide oversight and operational support to establish effective deployment.

### Estimated Participation

Table 44~~Table 44~~ and Table 45~~Table 45~~ show the order of magnitude participation estimates for Large and Small C&I Efficient Equipment. Actual quantities will vary, and PPL Electric Utilities will manage the component to stay within budget. (**Bolded** text indicates a change in measure impacts, see Appendix D for May 2021 Tables.)

**Table 44. Pa PUC Table 8-Large C&I Efficient Equipment Projected Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Lighting Improvements | Energy Savings (MWh/year) | 46,451 | 46,451 | **36,511** | **36,511** | 41,341 | **207,265** |
| | Demand Reduction (MW) | 6.720 | 6.720 | **5.282** | **5.282** | 5.981 | **29.986** |
| | Projected Participation | 445 | 445 | **350** | **350** | 396 | **1,987** |
| LED Exit Signs | Energy Savings (MWh/year) | 10 | 10 | 10 | 9 | 9 | 50 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | 42 | 42 | 40 | 38 | 38 | 201 |
| HVAC Systems | Energy Savings (MWh/year) | 421 | 421 | **203** | **203** | **203** | **1,452** |
| | Demand Reduction (MW) | 0.084 | 0.084 | **0.041** | **0.041** | **0.041** | **0.291** |
| | Projected Participation | 83 | 83 | **40** | **40** | **40** | **286** |
| Electric Chillers | Energy Savings (MWh/year) | 11 | 11 | 11 | 11 | 11 | 53 |
| | Demand Reduction (MW) | 0.008 | 0.008 | 0.008 | 0.008 | 0.008 | 0.040 |
| | Projected Participation | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 2.4 |
| Water Source and Geothermal Heat Pumps | Energy Savings (MWh/year) | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 2.5 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0004 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 1.9 |
| Ductless mini-split heat pumps < 5.4 tons | Energy Savings (MWh/year) | 49 | 49 | **57** | **57** | **57** | **269** |
| | Demand Reduction (MW) | 0.005 | 0.005 | **0.005** | **0.005** | **0.005** | **0.025** |
| | Projected Participation | 11 | 11 | 11 | 11 | 11 | 56 |
| ENERGY STAR Room A/C | Energy Savings (MWh/year) | **0.77** | **0.77** | **0.04** | **0.04** | **0.04** | **1.64** |
| | Demand Reduction (MW) | **0.0015** | **0.0015** | **0.0001** | **0.0001** | **0.0001** | **0.0033** |
| | Projected Participation | 21 | 21 | **1** | **1** | **1** | **45** |
| Guest Room Occupancy Sensor controls | Energy Savings (MWh/year) | 82 | 82 | **4** | **4** | **4** | **177** |
| | Demand Reduction (MW) | 0.015 | 0.015 | **0.001** | **0.001** | **0.001** | **0.031** |
| | Projected Participation | 210 | 210 | **10** | **10** | **10** | **449** |
| Economizer controls | Energy Savings (MWh/year) | 26 | 26 | 26 | 26 | 26 | 130 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 2 | 2 | 2 | 2 | 2 | 12 |
| VFD Improvements | Energy Savings (MWh/year) | 365 | 365 | 365 | 365 | 365 | 1,825 |
| | Demand Reduction (MW) | 0.033 | 0.033 | 0.033 | 0.033 | 0.033 | 0.167 |
| | Projected Participation | 25 | 25 | 25 | 25 | 25 | 124 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| ECM Circulating fan | Energy Savings (MWh/year) | 3 | 3 | **1** | **1** | **1** | **9** |
| | Demand Reduction (MW) | **0.0012** | **0.0012** | **0.0003** | **0.0003** | **0.0003** | **0.0032** |
| | Projected Participation | 8 | 8 | **2** | **2** | **2** | **23** |
| VSD on Kitchen Exhaust Fan | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0014 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| ENERGY STAR Refrigeration/Freezer Cases | Energy Savings (MWh/year) | 3 | 3 | 4 | 4 | 4 | 18 |
| | Demand Reduction (MW) | 0.0003 | 0.0004 | 0.0004 | 0.0005 | 0.0005 | 0.0022 |
| | Projected Participation | 6 | 7 | 8 | 9 | 9 | 40 |
| High efficiency evaporator fan motors for walk in or reach in cases | Energy Savings (MWh/year) | 99 | 118 | **1** | **1** | **1** | **221** |
| | Demand Reduction (MW) | **0.0121** | **0.0145** | **0.0002** | **0.0002** | **0.0002** | **0.0271** |
| | Projected Participation | 215 | 258 | **3** | **3** | **3** | **482** |
| Evaporator Fan controllers | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | 3 | 3 | 3 | 3 | 3 | 13 |
| Anti-sweat heater controls | Energy Savings (MWh/year) | 14 | 17 | 18 | 19 | 21 | 88 |
| | Demand Reduction (MW) | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.010 |
| | Projected Participation | 5 | 7 | 7 | 8 | 8 | 35 |
| Variable speed refrigeration compressor | Energy Savings (MWh/year) | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.06 |
| | Demand Reduction (MW) | 0.000001 | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000008 |
| | Projected Participation | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| Strip curtains for walk-in freezers and coolers | Energy Savings (MWh/year) | 1 | 1 | 1 | 2 | 2 | 7 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0010 |
| | Projected Participation | 0.1 | 0.2 | 0.2 | 0.2 | 0.2 | 0.9 |
| Night covers for display cases | Energy Savings (MWh/year) | 0.002 | 0.002 | 0.002 | 0.002 | 0.003 | 0.011 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| Auto door closers | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.4 | 0.4 | 1.7 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0002 | 0.0006 |
| | Projected Participation | 0.2 | 0.3 | 0.3 | 0.3 | 0.4 | 1.6 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Door gaskets for walk-in and reach-in coolers and freezers | Energy Savings (MWh/year) | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 1.0 |
| | Demand Reduction (MW) | 0.00002 | 0.00003 | 0.00003 | 0.00003 | 0.00003 | 0.00014 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 5 |
| Low or No anti-sweat heat for reach-in freezers and coolers | Energy Savings (MWh/year) | 0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| | Demand Reduction (MW) | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00003 |
| | Projected Participation | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.6 |
| Refrigerated Display cases with doors replacing open cases | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.4 | 0.4 | 1.6 |
| | Demand Reduction (MW) | 0.00003 | 0.00004 | 0.00004 | 0.00004 | 0.00005 | 0.00020 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 5 |
| Adding doors to existing refrigerated display cases | Energy Savings (MWh/year) | 0 | 1 | 1 | 1 | 1 | 3 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 1 | 1 | 2 | 2 | 2 | 7 |
| ENERGY STAR Ice machines | Energy Savings (MWh/year) | 2 | 2 | 2 | 3 | 3 | 12 |
| | Demand Reduction (MW) | 0 | 0 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | 1 | 2 | 2 | 2 | 2 | 8 |
| Beverage machine controls | Energy Savings (MWh/year) | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.4 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| ENERGY STAR Office equipment | Energy Savings (MWh/year) | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 2.4 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 6 | 6 | 6 | 6 | 6 | 30 |
| Cycling refrigerated thermal mass dryer | Energy Savings (MWh/year) | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.16 |
| | Demand Reduction (MW) | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00003 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 3 |
| No-loss condensate drains | Energy Savings (MWh/year) | 3 | 3 | **7** | **7** | **7** | **25** |
| | Demand Reduction (MW) | 0.0005 | 0.0005 | **0.0011** | **0.0011** | **0.0011** | **0.0043** |
| | Projected Participation | 1 | 1 | **3** | **3** | **3** | **13** |
| Variable speed drive air compressor | Energy Savings (MWh/year) | 0.3 | 0.3 | **2.3** | **2.3** | **2.3** | **7.6** |
| | Demand Reduction (MW) | 0.00005 | 0.00005 | **0.00038** | **0.00038** | **0.00038** | **0.00125** |
| | Projected Participation | 0.4 | 0.4 | **3.4** | **3.4** | **3.4** | **11.2** |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| High efficiency ventilation fans with and w/o thermostats | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.6 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| VSD Controller on dairy vacuum pumps | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0017 |
| | Projected Participation | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.5 |
| Lighting Improvements for Midstream | Energy Savings (MWh/year) | 5,709 | 5,713 | 5,427 | 5,142 | 5,085 | 27,077 |
| | Demand Reduction (MW) | 1.064 | 1.065 | 1.012 | 0.959 | 0.948 | 5.047 |
| | Projected Participation | 6,521 | 6,525 | 6,199 | 5,874 | 5,808 | 30,927 |
| Lighting Improvements for Midstream | Energy Savings (MWh/year) | 309 | 309 | **284** | **269** | **266** | **1,438** |
| | Demand Reduction (MW) | 0.063 | 0.063 | **0.054** | **0.051** | **0.050** | **0.280** |
| | Projected Participation | 6,521 | 6,525 | 6,199 | 5,874 | 5,808 | 30,927 |
| HVAC Systems Midstream | Energy Savings (MWh/year) | 136 | 271 | 339 | 339 | 339 | 1,423 |
| | Demand Reduction (MW) | 0.024 | 0.047 | 0.059 | 0.059 | 0.059 | 0.247 |
| | Projected Participation | 21 | 42 | **52** | **52** | **52** | **220** |
| Ductless mini-split heat pumps < 5.4 tons Midstream | Energy Savings (MWh/year) | 28 | 57 | **83** | **83** | **83** | **334** |
| | Demand Reduction (MW) | 0.002 | 0.005 | **0.007** | **0.007** | **0.007** | **0.027** |
| | Projected Participation | 5 | 10 | 13 | 13 | 13 | 54 |
| ENERGY STAR Ice machines Midstream | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0007 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 2.2 |
| ENERGY STAR Commercial fryer Midstream | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 1 | 6 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0009 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 2.2 |
| ENERGY STAR Commercial hot food holding cabinet Midstream | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0006 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 2.2 |
| High efficiency ventilation **or circulation** fans with and w/o thermostats Midstream | Energy Savings (MWh/year) | 0.2 | 0.4 | 0.5 | 0.5 | 0.5 | 1.9 |
| | Demand Reduction (MW) | 0 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 0 | 1 | 1 | 1 | 1 | 4 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| VSD Controller on dairy vacuum pumps Midstream | Energy Savings (MWh/year) | 1 | 1 | 2 | 2 | 2 | 7 |
| | Demand Reduction (MW) | 0.0001 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0009 |
| | Projected Participation | 0.1 | 0.1 | 0.2 | 0.2 | 0.2 | 0.7 |
| Lighting Controls | Energy Savings (MWh/year) | - | - | 1,627 | 1,627 | 1,627 | 4,882 |
| | Demand Reduction (MW) | - | - | 0.317 | 0.317 | 0.317 | 0.950 |
| | Projected Participation | - | - | 1,900 | 1,900 | 1,900 | 5,700 |
| LED Refrigeration Display Case Lighting | Energy Savings (MWh/year) | - | - | 2 | 2 | 2 | 7 |
| | Demand Reduction (MW) | - | - | 0.0003 | 0.0003 | 0.0003 | 0.0010 |
| | Projected Participation | - | - | 5 | 5 | 5 | 15 |
| Computer room VFD on fans | Energy Savings (MWh/year) | - | - | 24 | 24 | 24 | 72 |
| | Demand Reduction (MW) | - | - | 0.003 | 0.003 | 0.003 | 0.009 |
| | Projected Participation | - | - | 13 | 13 | 13 | 39 |
| Circulation Fan: High Volume Low Speed | Energy Savings (MWh/year) | - | - | 1 | 1 | 2 | 4 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | - | - | 1 | 1 | 1 | 2 |
| Premium Efficiency Motors | Energy Savings (MWh/year) | - | - | 0.03 | 0.03 | 0.03 | 0.09 |
| | Demand Reduction (MW) | - | - | 0.000002 | 0.000002 | 0.000003 | 0.000007 |
| | Projected Participation | - | - | 1 | 1 | 1 | 4 |
| ECM Circulator Pump | Energy Savings (MWh/year) | - | - | 21 | 21 | 21 | 63 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.002 | 0.007 |
| | Projected Participation | - | - | 3 | 3 | 3 | 10 |
| High Efficiency Pumps | Energy Savings (MWh/year) | - | - | 0.1 | 0.1 | 0.1 | 0.2 |
| | Demand Reduction (MW) | - | - | 0.000005 | 0.000005 | 0.000005 | 0.000016 |
| | Projected Participation | - | - | 3 | 3 | 3 | 10 |
| Heat Pump Water Heaters | Energy Savings (MWh/year) | - | - | 12 | 14 | 14 | 41 |
| | Demand Reduction (MW) | - | - | 0.003 | 0.004 | 0.004 | 0.010 |
| | Projected Participation | - | - | 3 | 4 | 4 | 10 |
| Low Flow Pre-rinse Sprayers | Energy Savings (MWh/year) | - | - | 2 | 2 | 4 | 7 |
| | Demand Reduction (MW) | - | - | 0.0003 | 0.0003 | 0.0007 | 0.0013 |
| | Projected Participation | - | - | 2 | 2 | 5 | 9 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Fuel Switching: electric water heaters to gas/propane | Energy Savings (MWh/year) | - | - | 10 | 21 | 16 | 47 |
| | Demand Reduction (MW) | - | - | 0.003 | 0.005 | 0.004 | 0.012 |
| | Projected Participation | - | - | 1 | 3 | 2 | 6 |
| Evaporator coil defrost controls | Energy Savings (MWh/year) | - | - | 6 | 6 | 6 | 19 |
| | Demand Reduction (MW) | - | - | 0.014 | 0.014 | 0.014 | 0.041 |
| | Projected Participation | - | - | 16 | 16 | 16 | 48 |
| Snack machine controls | Energy Savings (MWh/year) | - | - | 0.02 | 0.02 | 0.02 | 0.06 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | 0.1 | 0.1 | 0.1 | 0.2 |
| ENERGY STAR Electric steam cooker | Energy Savings (MWh/year) | - | - | 35 | 40 | 46 | 121 |
| | Demand Reduction (MW) | - | - | 0.008 | 0.009 | 0.010 | 0.027 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |
| ENERGY STAR Combination oven | Energy Savings (MWh/year) | - | - | 25 | 29 | 33 | 87 |
| | Demand Reduction (MW) | - | - | 0.005 | 0.006 | 0.007 | 0.019 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |
| ENERGY STAR Commercial convection oven | Energy Savings (MWh/year) | - | - | 3 | 3 | 3 | 9 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.002 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |
| ENERGY STAR Commercial fryer | Energy Savings (MWh/year) | - | - | 6 | 7 | 8 | 21 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.002 | 0.004 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |
| ENERGY STAR Commercial hot food holding cabinet | Energy Savings (MWh/year) | - | - | 4 | 5 | 6 | 15 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |
| ENERGY STAR Commercial Dishwasher | Energy Savings (MWh/year) | - | - | 15 | 18 | 20 | 54 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.003 | 0.003 | 0.008 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |
| ENERGY STAR Commercial Griddle | Energy Savings (MWh/year) | - | - | 6 | 7 | 8 | 22 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.002 | 0.002 | 0.005 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Air-entraining air nozzle | Energy Savings (MWh/year) | - | - | 10 | 10 | 10 | 31 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.002 | 0.005 |
| | Projected Participation | - | - | 6 | 6 | 6 | 18 |
| Air tanks for Load/No load compressors | Energy Savings (MWh/year) | - | - | 1 | 1 | 1 | 3 |
| | Demand Reduction (MW) | - | - | 0.0002 | 0.0002 | 0.0002 | 0.0005 |
| | Projected Participation | - | - | 3 | 3 | 3 | 10 |
| Compressed air controller | Energy Savings (MWh/year) | - | - | 1 | 1 | 1 | 2 |
| | Demand Reduction (MW) | - | - | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | - | - | 3 | 3 | 3 | 10 |
| Compressed air low pressure drop filters | Energy Savings (MWh/year) | - | - | 0.03 | 0.03 | 0.03 | 0.09 |
| | Demand Reduction (MW) | - | - | 0.000005 | 0.000005 | 0.000005 | 0.000015 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| Compressed air mist eliminators | Energy Savings (MWh/year) | - | - | 1 | 1 | 1 | 2 |
| | Demand Reduction (MW) | - | - | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | - | - | 10 | 10 | 10 | 30 |
| High efficiency transformer | Energy Savings (MWh/year) | - | - | 0.1 | 0.1 | 0.1 | 0.2 |
| | Demand Reduction (MW) | - | - | 0.000006 | 0.000006 | 0.000006 | 0.000019 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| Engine block heat timer | Energy Savings (MWh/year) | - | - | 6 | 6 | 6 | 18 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | 10 | 10 | 10 | 30 |
| High frequency battery chargers | Energy Savings (MWh/year) | - | - | 5 | 5 | 5 | 16 |
| | Demand Reduction (MW) | - | - | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | - | - | 2 | 2 | 2 | 5 |
| Automatic Milker takeoffs | Energy Savings (MWh/year) | - | - | 0.03 | 0.03 | 0.03 | 0.08 |
| | Demand Reduction (MW) | - | - | 0.000005 | 0.000005 | 0.000005 | 0.000015 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| Dairy scroll compressors | Energy Savings (MWh/year) | - | - | 10 | 10 | 10 | 30 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.002 | 0.005 |
| | Projected Participation | - | - | 2 | 2 | 2 | 6 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Heat reclaimers | Energy Savings (MWh/year) | - | - | 17 | 17 | 17 | 51 |
| | Demand Reduction (MW) | - | - | 0.003 | 0.003 | 0.003 | 0.009 |
| | Projected Participation | - | - | 2 | 2 | 2 | 6 |
| High Volume Low Speed fans | Energy Savings (MWh/year) | - | - | 18 | 18 | 18 | 54 |
| | Demand Reduction (MW) | - | - | 0.008 | 0.008 | 0.008 | 0.024 |
| | Projected Participation | - | - | 2 | 2 | 2 | 6 |
| Livestock waterer | Energy Savings (MWh/year) | - | - | 2 | 2 | 2 | 6 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | 6 | 6 | 6 | 17 |
| New Construction Lighting | Energy Savings (MWh/year) | - | - | 0.4 | 0.4 | 0.4 | 1.3 |
| | Demand Reduction (MW) | - | - | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | - | - | 1,000 | 1,000 | 1,000 | 3,000 |
| ENERGY STAR Electric steam cooker Midstream | Energy Savings (MWh/year) | - | - | 13 | 13 | 13 | 39 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.002 | 0.007 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| ENERGY STAR Combination oven Midstream | Energy Savings (MWh/year) | - | - | 9 | 9 | 9 | 28 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.002 | 0.005 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| ENERGY STAR Commercial convection oven Midstream | Energy Savings (MWh/year) | - | - | 1 | 1 | 1 | 3 |
| | Demand Reduction (MW) | - | - | 0.0002 | 0.0002 | 0.0002 | 0.0006 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| ENERGY STAR Commercial Dishwasher Midstream | Energy Savings (MWh/year) | - | - | 6 | 6 | 6 | 17 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.002 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| ENERGY STAR Commercial Griddle Midstream | Energy Savings (MWh/year) | - | - | 2 | 2 | 2 | 7 |
| | Demand Reduction (MW) | - | - | 0.0005 | 0.0005 | 0.0005 | 0.0014 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| Automatic Milker takeoffs Midstream | Energy Savings (MWh/year) | - | - | 0.03 | 0.03 | 0.03 | 0.09 |
| | Demand Reduction (MW) | - | - | 0.000005 | 0.000005 | 0.000005 | 0.000015 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Heat reclaimers Midstream | Energy Savings (MWh/year) | - | - | 9 | 9 | 9 | 28 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.004 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| High Volume Low Speed fans Midstream | Energy Savings (MWh/year) | - | - | 10 | 10 | 10 | 31 |
| | Demand Reduction (MW) | - | - | 0.004 | 0.004 | 0.004 | 0.011 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| HVAC Tune Up | Energy Savings (MWh/year) | - | - | 2 | 3 | 4 | 9 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.002 | 0.002 | 0.005 |
| | Projected Participation | - | - | 5 | 8 | 10 | 23 |
| ENERGY STAR Certified Connected Thermostats | Energy Savings (MWh/year) | - | - | 1 | 1 | 1 | 2 |
| | Demand Reduction (MW) | - | - | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | - | - | 5 | 5 | 5 | 15 |
| Circulation Fans – Midstream | Energy Savings (MWh/year) | - | - | 3 | 3 | 3 | 9 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.002 |
| | Projected Participation | - | - | 3 | 3 | 3 | 9 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.

**Table 45. Pa PUC Table 8-Small C&I Efficient Equipment Projected Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Lighting Improvements | Energy Savings (MWh/year) | 46,451 | 46,451 | 36,511 | 36,511 | 31,295 | 197,218 |
| | Demand Reduction (MW) | 6.720 | 6.720 | 5.282 | 5.282 | 4.528 | 28.533 |
| | Projected Participation | 445 | 445 | 350 | 350 | 300 | 1,891 |
| LED Exit Signs | Energy Savings (MWh/year) | 10 | 10 | 4 | 4 | 4 | 32 |
| | Demand Reduction (MW) | 0.0012 | 0.0012 | 0.0004 | 0.0004 | 0.0004 | 0.0038 |
| | Projected Participation | 42 | 42 | 15 | 15 | 15 | 130 |
| HVAC Systems | Energy Savings (MWh/year) | 421 | 421 | 51 | 51 | 51 | 995 |
| | Demand Reduction (MW) | 0.084 | 0.084 | 0.010 | 0.010 | 0.010 | 0.199 |
| | Projected Participation | 83 | 83 | 10 | 10 | 10 | 196 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Electric Chillers | Energy Savings (MWh/year) | 11 | 11 | 11 | 11 | 11 | 53 |
| | Demand Reduction (MW) | 0.008 | 0.008 | 0.008 | 0.008 | 0.008 | 0.040 |
| | Projected Participation | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 2.4 |
| Water Source and Geothermal Heat Pumps | Energy Savings (MWh/year) | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 2.5 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0004 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 1.9 |
| Ductless mini-split heat pumps < 5.4 tons | Energy Savings (MWh/year) | 49 | 49 | **5** | **5** | **5** | **113** |
| | Demand Reduction (MW) | **0.0045** | **0.0045** | **0.0005** | **0.0005** | **0.0005** | **0.0105** |
| | Projected Participation | 11 | 11 | **1** | **1** | **1** | **25** |
| ENERGY STAR Room A/C | Energy Savings (MWh/year) | **0.8** | **0.8** | **0.2** | **0.2** | **0.2** | **2.1** |
| | Demand Reduction (MW) | **0.0015** | **0.0015** | **0.0004** | **0.0004** | **0.0004** | **0.0041** |
| | Projected Participation | 21 | 21 | **5** | **5** | **5** | **57** |
| Guest Room Occupancy Sensor controls | Energy Savings (MWh/year) | 82 | 82 | **4** | **4** | **4** | **177** |
| | Demand Reduction (MW) | 0.015 | 0.015 | **0.001** | **0.001** | **0.001** | **0.031** |
| | Projected Participation | 210 | 210 | **10** | **10** | **10** | **449** |
| Economizer controls | Energy Savings (MWh/year) | 26 | 26 | 26 | 26 | 26 | 130 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 2 | 2 | 2 | 2 | 2 | 12 |
| VFD Improvements | Energy Savings (MWh/year) | 365 | 365 | **30** | **44** | **44** | **848** |
| | Demand Reduction (MW) | 0.033 | 0.033 | **0.003** | **0.004** | **0.004** | **0.078** |
| | Projected Participation | 25 | 25 | **2** | **3** | **3** | **57** |
| ECM Circulating fan | Energy Savings (MWh/year) | 3 | 3 | 3 | 3 | 3 | 17 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | 8 | 8 | 8 | 8 | 8 | 42 |
| VSD on Kitchen Exhaust Fan | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0014 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| ENERGY STAR Refrigeration/Freezer Cases | Energy Savings (MWh/year) | 3 | 3 | 4 | 4 | 4 | 18 |
| | Demand Reduction (MW) | 0.0003 | 0.0004 | 0.0004 | 0.0005 | 0.0005 | 0.0022 |
| | Projected Participation | 6 | 7 | 8 | 9 | 9 | 40 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| High efficiency evaporator fan motors for walk in or reach in cases | Energy Savings (MWh/year) | 99 | 118 | **39** | **39** | **39** | **334** |
| | Demand Reduction (MW) | 0.012 | 0.015 | **0.005** | **0.005** | **0.005** | **0.041** |
| | Projected Participation | 215 | 258 | **85** | **85** | **85** | **728** |
| Evaporator Fan controllers | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | 3 | 3 | 3 | 3 | 3 | 13 |
| Anti-sweat heater controls | Energy Savings (MWh/year) | 14 | 17 | **262** | **267** | **255** | **815** |
| | Demand Reduction (MW) | 0.002 | 0.002 | **0.031** | **0.032** | **0.030** | **0.096** |
| | Projected Participation | 5 | 7 | **103** | **105** | **100** | **320** |
| Variable speed refrigeration compressor | Energy Savings (MWh/year) | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.06 |
| | Demand Reduction (MW) | 0.000001 | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000008 |
| | Projected Participation | 0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| Strip curtains for walk-in freezers and coolers | Energy Savings (MWh/year) | 1 | 1 | 1 | 2 | 2 | 7 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0010 |
| | Projected Participation | 0.1 | 0.2 | 0.2 | 0.2 | 0.2 | 0.9 |
| Night covers for display cases | Energy Savings (MWh/year) | 0.002 | 0.002 | 0.002 | 0.002 | 0.003 | 0.011 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| Auto door closers | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.4 | 0.4 | 1.7 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0002 | 0.0006 |
| | Projected Participation | 0.2 | 0.3 | 0.3 | 0.3 | 0.4 | 1.6 |
| Door gaskets for walk-in and reach-in coolers and freezers | Energy Savings (MWh/year) | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 1.0 |
| | Demand Reduction (MW) | 0.00002 | 0.00003 | 0.00003 | 0.00003 | 0.00003 | 0.00014 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 5 |
| Low or No anti-sweat heat for reach-in freezers and coolers | Energy Savings (MWh/year) | 0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| | Demand Reduction (MW) | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00003 |
| | Projected Participation | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.6 |
| Refrigerated Display cases with doors replacing open cases | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.4 | 0.4 | 1.6 |
| | Demand Reduction (MW) | 0.00003 | 0.00004 | 0.00004 | 0.00004 | 0.00005 | 0.00020 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 5 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Adding doors to existing refrigerated display cases | Energy Savings (MWh/year) | 0 | 1 | 1 | 1 | 1 | 3 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 1 | 1 | 2 | 2 | 2 | 7 |
| ENERGY STAR Ice machines | Energy Savings (MWh/year) | 2 | 2 | 2 | 3 | 3 | 12 |
| | Demand Reduction (MW) | 0 | 0 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | 1 | 2 | 2 | 2 | 2 | 8 |
| Beverage machine controls | Energy Savings (MWh/year) | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.4 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| ENERGY STAR Office equipment | Energy Savings (MWh/year) | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 2.4 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 6 | 6 | 6 | 6 | 6 | 30 |
| Cycling refrigerated thermal mass dryer | Energy Savings (MWh/year) | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.16 |
| | Demand Reduction (MW) | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00003 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 3 |
| No-loss condensate drains | Energy Savings (MWh/year) | 3 | 3 | 3 | 3 | 3 | 14 |
| | Demand Reduction (MW) | 0.0005 | 0.0005 | 0.0005 | 0.0005 | 0.0005 | 0.0024 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 7 |
| Variable speed drive air compressor | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.5 |
| | Demand Reduction (MW) | 0.00005 | 0.00005 | 0.00005 | 0.00005 | 0.00005 | 0.00024 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 2.2 |
| High efficiency ventilation fans with and w/o thermostats | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.6 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| VSD Controller on dairy vacuum pumps | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0017 |
| | Projected Participation | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.5 |
| Lighting Improvements for Midstream | Energy Savings (MWh/year) | 15,644 | 15,573 | 15,004 | 14,436 | 14,182 | 74,838 |
| | Demand Reduction (MW) | 2.916 | 2.903 | 2.797 | 2.691 | 2.644 | 13.950 |
| | Projected Participation | 17,869 | 17,787 | 17,138 | 16,488 | 16,198 | 85,480 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Lighting Improvements for Midstream | Energy Savings (MWh/year) | 847 | 843 | **786** | **756** | **742** | **3,973** |
| | Demand Reduction (MW) | 0.172 | 0.171 | **0.148** | **0.142** | **0.140** | **0.773** |
| | Projected Participation | 17,869 | 17,787 | 17,138 | 16,488 | 16,198 | 85,480 |
| HVAC Systems Midstream | Energy Savings (MWh/year) | 271 | 542 | 678 | 678 | 678 | 2,846 |
| | Demand Reduction (MW) | 0.047 | 0.094 | 0.118 | 0.118 | 0.118 | 0.495 |
| | Projected Participation | 42 | 84 | 105 | 105 | 105 | 441 |
| Ductless mini-split heat pumps < 5.4 tons Midstream | Energy Savings (MWh/year) | 57 | 113 | **166** | **166** | **166** | **667** |
| | Demand Reduction (MW) | 0.005 | 0.009 | **0.013** | **0.013** | **0.013** | **0.054** |
| | Projected Participation | 10 | 20 | 26 | 26 | 26 | 107 |
| ENERGY STAR Ice machines Midstream | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 8 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0015 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| ENERGY STAR Commercial fryer Midstream | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.0004 | 0.0004 | 0.0004 | 0.0004 | 0.0004 | 0.0019 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| ENERGY STAR Commercial hot food holding cabinet Midstream | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 8 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0012 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| High efficiency ventilation or circulation fans with and w/o thermostats Midstream | Energy Savings (MWh/year) | 0 | 1 | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0002 | 0.0002 | 0.0002 | 0.0007 |
| | Projected Participation | 1 | 2 | 2 | 2 | 2 | 8 |
| VSD Controller on dairy vacuum pumps Midstream | Energy Savings (MWh/year) | 1 | 3 | 3 | 3 | 3 | 14 |
| | Demand Reduction (MW) | 0.0002 | 0.0003 | 0.0004 | 0.0004 | 0.0004 | 0.0018 |
| | Projected Participation | 0.1 | 0.3 | 0.3 | 0.3 | 0.3 | 1.4 |
| Adding doors to existing refrigerated display cases Direct Discount | Energy Savings (MWh/year) | 1 | 1 | 2 | 2 | 2 | 7 |
| | Demand Reduction (MW) | 0.0001 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0008 |
| | Projected Participation | 1 | 3 | 4 | 4 | 4 | 16 |
| Air tanks for Load/No load compressors Direct Discount | Energy Savings (MWh/year) | 0.1 | 0.2 | 0.2 | 0.2 | 0.2 | 0.7 |
| | Demand Reduction (MW) | 0.00001 | 0.00002 | 0.00002 | 0.00002 | 0.00002 | 0.00011 |
| | Projected Participation | 0.2 | 0.4 | 0.4 | 0.4 | 0.4 | 1.9 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Air-entraining air nozzle Direct Discount | Energy Savings (MWh/year) | 4 | 4 | 4 | 5 | 4 | 22 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | 2 | 2 | 2 | 3 | 2 | 11 |
| Anti-sweat heater controls Direct Discount | Energy Savings (MWh/year) | 88 | 183 | 204 | 225 | 226 | 928 |
| | Demand Reduction (MW) | 0.010 | 0.020 | 0.022 | 0.025 | 0.025 | 0.102 |
| | Projected Participation | 28 | 58 | 65 | 72 | 72 | 295 |
| Auto door closers Direct Discount | Energy Savings (MWh/year) | 15 | 26 | 27 | 27 | 26 | 120 |
| | Demand Reduction (MW) | 0.005 | 0.009 | 0.009 | 0.009 | 0.009 | 0.042 |
| | Projected Participation | 11 | 19 | 19 | 20 | 19 | 88 |
| Beverage machine controls Direct Discount | Energy Savings (MWh/year) | 13 | 18 | 18 | 16 | 16 | 82 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 9 | 13 | 13 | 12 | 12 | 58 |
| Compressed air controller Direct Discount | Energy Savings (MWh/year) | 0.2 | 0.2 | 0.2 | 0.3 | 0.3 | 1.2 |
| | Demand Reduction (MW) | 0.00002 | 0.00004 | 0.00004 | 0.00004 | 0.00004 | 0.00018 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 6 |
| Compressed air low pressure drop filters Direct Discount | Energy Savings (MWh/year) | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.08 |
| | Demand Reduction (MW) | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000012 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 2.1 |
| Compressed air mist eliminators Direct Discount | Energy Savings (MWh/year) | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.08 |
| | Demand Reduction (MW) | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000012 |
| | Projected Participation | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 1.1 |
| Cycling refrigerated thermal mass dryer Direct Discount | Energy Savings (MWh/year) | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.06 |
| | Demand Reduction (MW) | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000009 |
| | Projected Participation | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 1.1 |
| Economizer controls Direct Discount | Energy Savings (MWh/year) | 6 | 12 | 12 | 12 | 6 | 46 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 0 | 1 | 1 | 1 | 0 | 3 |
| Evaporator Fan controllers Direct Discount | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0002 | 0.0003 | 0.0003 | 0.0011 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| High efficiency evaporator fan motors for walk in or reach in cases Direct Discount | Energy Savings (MWh/year) | 4 | 8 | 9 | 10 | 10 | 41 |
| | Demand Reduction (MW) | 0.000 | 0.001 | 0.001 | 0.001 | 0.001 | 0.005 |
| | Projected Participation | 7 | 14 | 16 | 18 | 18 | 73 |
| LED Refrigeration Display Case Lighting Direct Discount | Energy Savings (MWh/year) | 32 | 56 | 54 | 53 | 49 | 245 |
| | Demand Reduction (MW) | 0.005 | 0.009 | 0.008 | 0.008 | 0.007 | 0.037 |
| | Projected Participation | 70 | 122 | 118 | 115 | 107 | 533 |
| Lighting Controls Direct Discount | Energy Savings (MWh/year) | 37 | 64 | 63 | 61 | 57 | 282 |
| | Demand Reduction (MW) | 0.007 | 0.012 | 0.012 | 0.012 | 0.011 | 0.054 |
| | Projected Participation | 42 | 73 | 71 | 69 | 64 | 320 |
| Lighting Improvements Direct Discount | Energy Savings (MWh/year) | 18,104 | 18,670 | 18,104 | 17,538 | 16,972 | 89,388 |
| | Demand Reduction (MW) | 2.592 | 2.673 | 2.592 | 2.511 | 2.430 | 12.800 |
| | Projected Participation | 168 | 174 | 168 | 163 | 158 | 831 |
| Low Flow Pre-rinse Sprayers Direct Discount | Energy Savings (MWh/year) | 11 | 13 | 13 | 13 | 13 | 62 |
| | Demand Reduction (MW) | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.010 |
| | Projected Participation | 11 | 13 | 13 | 13 | 13 | 61 |
| No-loss condensate drains Direct Discount | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 1 | 5 |
| | Demand Reduction (MW) | 0.0001 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0007 |
| | Projected Participation | 0.2 | 0.4 | 0.4 | 0.4 | 0.4 | 1.9 |
| Refrigerated case light occupancy sensors Direct Discount | Energy Savings (MWh/year) | 0.02 | 0.03 | 0.03 | 0.03 | 0.03 | 0.13 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 6 | 10 | 9 | 9 | 9 | 43 |
| Strip curtains for walk-in freezers and coolers Direct Discount | Energy Savings (MWh/year) | 4 | 6 | 8 | 10 | 12 | 40 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.002 | 0.005 |
| | Projected Participation | 0 | 1 | 1 | 1 | 1 | 4 |
| Variable speed drive air compressor Direct Discount | Energy Savings (MWh/year) | 2 | 4 | 4 | 4 | 4 | 17 |
| | Demand Reduction (MW) | 0.000 | 0.001 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | 3 | 4 | 4 | 5 | 4 | 20 |
| Variable speed refrigeration compressor Direct Discount | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 2 | 6 |
| | Demand Reduction (MW) | 0.0001 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0008 |
| | Projected Participation | 3 | 5 | 6 | 6 | 7 | 27 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Lighting Improvements Direct Install | Energy Savings (MWh/year) | 1,623 | 1,894 | 2 | 2 | 2 | 3,523 |
| | Demand Reduction (MW) | 0.2330 | 0.2718 | 0.0003 | 0.0003 | 0.0003 | 0.5057 |
| | Projected Participation | 758 | 884 | 1 | 1 | 1 | 1,644 |
| Low Flow Pre-rinse Sprayers Direct Install | Energy Savings (MWh/year) | 105 | 157 | 1 | 1 | 1 | 264 |
| | Demand Reduction (MW) | 0.0184 | 0.0275 | 0.0001 | 0.0001 | 0.0001 | 0.0464 |
| | Projected Participation | 126 | 189 | 1 | 1 | 1 | 319 |
| Lighting Controls | Energy Savings (MWh/year) | - | - | 1,713 | 1,713 | 1,713 | 5,139 |
| | Demand Reduction (MW) | - | - | 0.333 | 0.333 | 0.333 | 1.000 |
| | Projected Participation | - | - | 2,000 | 2,000 | 2,000 | 6,000 |
| LED Refrigeration Display Case Lighting | Energy Savings (MWh/year) | - | - | 2 | 2 | 2 | 7 |
| | Demand Reduction (MW) | - | - | 0.0003 | 0.0003 | 0.0003 | 0.0010 |
| | Projected Participation | - | - | 5 | 5 | 5 | 15 |
| Computer room VFD on fans | Energy Savings (MWh/year) | - | - | 24 | 24 | 24 | 72 |
| | Demand Reduction (MW) | - | - | 0.003 | 0.003 | 0.003 | 0.009 |
| | Projected Participation | - | - | 13 | 13 | 13 | 39 |
| Circulation Fan: High Volume Low Speed | Energy Savings (MWh/year) | - | - | 1 | 1 | 2 | 4 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | - | - | 1 | 1 | 1 | 2 |
| Premium Efficiency Motors | Energy Savings (MWh/year) | - | - | 0.03 | 0.03 | 0.03 | 0.09 |
| | Demand Reduction (MW) | - | - | 0.000002 | 0.000002 | 0.000003 | 0.000007 |
| | Projected Participation | - | - | 1 | 1 | 1 | 4 |
| ECM Circulator Pump | Energy Savings (MWh/year) | - | - | 21 | 21 | 21 | 63 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.002 | 0.007 |
| | Projected Participation | - | - | 3 | 3 | 3 | 10 |
| High Efficiency Pumps | Energy Savings (MWh/year) | - | - | 0.07 | 0.07 | 0.07 | 0.20 |
| | Demand Reduction (MW) | - | - | 0.000005 | 0.000005 | 0.000005 | 0.000016 |
| | Projected Participation | - | - | 3 | 3 | 3 | 10 |
| Heat Pump Water Heaters | Energy Savings (MWh/year) | - | - | 12 | 14 | 14 | 41 |
| | Demand Reduction (MW) | - | - | 0.003 | 0.004 | 0.004 | 0.010 |
| | Projected Participation | - | - | 3 | 4 | 4 | 10 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Low Flow Pre-rinse Sprayers | Energy Savings (MWh/year) | - | - | 2 | 2 | 4 | 7 |
| | Demand Reduction (MW) | - | - | 0.0003 | 0.0003 | 0.0007 | 0.0013 |
| | Projected Participation | - | - | 2 | 2 | 5 | 9 |
| Fuel Switching: electric water heaters to gas/propane | Energy Savings (MWh/year) | - | - | 13 | 18 | 16 | 47 |
| | Demand Reduction (MW) | - | - | 0.003 | 0.005 | 0.004 | 0.012 |
| | Projected Participation | - | - | 2 | 2 | 2 | 6 |
| Evaporator coil defrost controls | Energy Savings (MWh/year) | - | - | 10 | 10 | 10 | 30 |
| | Demand Reduction (MW) | - | - | 0.022 | 0.022 | 0.022 | 0.066 |
| | Projected Participation | - | - | 26 | 26 | 26 | 78 |
| Snack machine controls | Energy Savings (MWh/year) | - | - | 0.02 | 0.02 | 0.02 | 0.06 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | 0.06 | 0.07 | 0.07 | 0.20 |
| ENERGY STAR Electric steam cooker | Energy Savings (MWh/year) | - | - | 35 | 35 | 35 | 104 |
| | Demand Reduction (MW) | - | - | 0.008 | 0.008 | 0.008 | 0.023 |
| | Projected Participation | - | - | 3 | 3 | 3 | 9 |
| ENERGY STAR Combination oven | Energy Savings (MWh/year) | - | - | 25 | 29 | 33 | 87 |
| | Demand Reduction (MW) | - | - | 0.005 | 0.006 | 0.007 | 0.019 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |
| ENERGY STAR Commercial convection oven | Energy Savings (MWh/year) | - | - | 3 | 3 | 3 | 9 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.002 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |
| ENERGY STAR Commercial fryer | Energy Savings (MWh/year) | - | - | 6 | 7 | 8 | 21 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.002 | 0.004 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |
| ENERGY STAR Commercial hot food holding cabinet | Energy Savings (MWh/year) | - | - | 4 | 5 | 6 | 15 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |
| ENERGY STAR Commercial Dishwasher | Energy Savings (MWh/year) | - | - | 15 | 18 | 20 | 54 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.003 | 0.003 | 0.008 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| ENERGY STAR Commercial Griddle | Energy Savings (MWh/year) | - | - | 6 | 7 | 8 | 22 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.002 | 0.002 | 0.005 |
| | Projected Participation | - | - | 3 | 4 | 4 | 11 |
| Air-entraining air nozzle | Energy Savings (MWh/year) | - | - | 10 | 10 | 10 | 31 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.002 | 0.005 |
| | Projected Participation | - | - | 6 | 6 | 6 | 18 |
| Air tanks for Load/No load compressors | Energy Savings (MWh/year) | - | - | 1 | 1 | 1 | 3 |
| | Demand Reduction (MW) | - | - | 0.0002 | 0.0002 | 0.0002 | 0.0005 |
| | Projected Participation | - | - | 3 | 3 | 3 | 10 |
| Compressed air controller | Energy Savings (MWh/year) | - | - | 1 | 1 | 1 | 2 |
| | Demand Reduction (MW) | - | - | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | - | - | 3 | 3 | 3 | 10 |
| Compressed air low pressure drop filters | Energy Savings (MWh/year) | - | - | 0.1 | 0.1 | 0.1 | 0.3 |
| | Demand Reduction (MW) | - | - | 0.00002 | 0.00002 | 0.00002 | 0.00005 |
| | Projected Participation | - | - | 3 | 3 | 3 | 10 |
| Compressed air mist eliminators | Energy Savings (MWh/year) | - | - | 0.2 | 0.2 | 0.2 | 0.6 |
| | Demand Reduction (MW) | - | - | 0.00004 | 0.00004 | 0.00004 | 0.00011 |
| | Projected Participation | - | - | 3 | 3 | 3 | 10 |
| High efficiency transformer | Energy Savings (MWh/year) | - | - | 0.1 | 0.1 | 0.1 | 0.2 |
| | Demand Reduction (MW) | - | - | 0.000006 | 0.000006 | 0.000006 | 0.000019 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| Engine block heat timer | Energy Savings (MWh/year) | - | - | 6 | 6 | 6 | 18 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | 10 | 10 | 10 | 30 |
| High frequency battery chargers | Energy Savings (MWh/year) | - | - | 5 | 5 | 5 | 16 |
| | Demand Reduction (MW) | - | - | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | - | - | 2 | 2 | 2 | 5 |
| Automatic Milker takeoffs | Energy Savings (MWh/year) | - | - | 0.03 | 0.03 | 0.03 | 0.08 |
| | Demand Reduction (MW) | - | - | 0.000005 | 0.000005 | 0.000005 | 0.000015 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Dairy scroll compressors | Energy Savings (MWh/year) | - | - | 10 | 10 | 10 | 30 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.002 | 0.005 |
| | Projected Participation | - | - | 2 | 2 | 2 | 6 |
| Heat reclaimers | Energy Savings (MWh/year) | - | - | 17 | 17 | 17 | 51 |
| | Demand Reduction (MW) | - | - | 0.003 | 0.003 | 0.003 | 0.009 |
| | Projected Participation | - | - | 2 | 2 | 2 | 6 |
| High Volume Low Speed fans | Energy Savings (MWh/year) | - | - | 18 | 18 | 18 | 54 |
| | Demand Reduction (MW) | - | - | 0.008 | 0.008 | 0.008 | 0.024 |
| | Projected Participation | - | - | 2 | 2 | 2 | 6 |
| Livestock waterer | Energy Savings (MWh/year) | - | - | 2 | 2 | 2 | 6 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | 6 | 6 | 6 | 17 |
| New Construction Lighting | Energy Savings (MWh/year) | - | - | 0.5 | 0.5 | 0.5 | 1.4 |
| | Demand Reduction (MW) | - | - | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | - | - | 1,050 | 1,050 | 1,050 | 3,150 |
| ENERGY STAR Electric steam cooker Midstream | Energy Savings (MWh/year) | - | - | 13 | 13 | 13 | 39 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.002 | 0.007 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| ENERGY STAR Combination oven Midstream | Energy Savings (MWh/year) | - | - | 9 | 9 | 9 | 28 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.002 | 0.005 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| ENERGY STAR Commercial convection oven Midstream | Energy Savings (MWh/year) | - | - | 1 | 1 | 1 | 3 |
| | Demand Reduction (MW) | - | - | 0.0002 | 0.0002 | 0.0002 | 0.0006 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| ENERGY STAR Commercial Dishwasher Midstream | Energy Savings (MWh/year) | - | - | 6 | 6 | 6 | 17 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.002 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| ENERGY STAR Commercial Griddle Midstream | Energy Savings (MWh/year) | - | - | 2 | 2 | 2 | 7 |
| | Demand Reduction (MW) | - | - | 0.0005 | 0.0005 | 0.0005 | 0.0014 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Automatic Milker takeoffs Midstream | Energy Savings (MWh/year) | - | - | 0.03 | 0.03 | 0.03 | 0.09 |
| | Demand Reduction (MW) | - | - | 0.000005 | 0.000005 | 0.000005 | 0.000015 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| Heat reclaimers Midstream | Energy Savings (MWh/year) | - | - | 9 | 9 | 9 | 28 |
| | Demand Reduction (MW) | - | - | 0.001 | 0.001 | 0.001 | 0.004 |
| | Projected Participation | - | - | 1 | 1 | 1 | 3 |
| High Volume Low Speed fans Midstream | Energy Savings (MWh/year) | - | - | 921 | 921 | 921 | 2,763 |
| | Demand Reduction (MW) | - | - | 0.346 | 0.346 | 0.346 | 1.038 |
| | Projected Participation | - | - | 80 | 80 | 80 | 240 |
| LED Exit Signs Direct Discount | Energy Savings (MWh/year) | - | - | 5 | 3 | 3 | 10 |
| | Demand Reduction (MW) | - | - | 0.0006 | 0.0003 | 0.0003 | 0.0012 |
| | Projected Participation | - | - | 20 | 10 | 10 | 40 |
| HVAC Tune Up | Energy Savings (MWh/year) | - | - | 3 | 4 | 5 | 12 |
| | Demand Reduction (MW) | - | - | 0.002 | 0.002 | 0.003 | 0.007 |
| | Projected Participation | - | - | 8 | 10 | 12 | 30 |
| HVAC Tune Up Direct Discount | Energy Savings (MWh/year) | - | - | 16 | 27 | 35 | 78 |
| | Demand Reduction (MW) | - | - | 0.010 | 0.017 | 0.021 | 0.048 |
| | Projected Participation | - | - | 40 | 70 | 90 | 200 |
| ENERGY STAR Certified Connected Thermostats | Energy Savings (MWh/year) | - | - | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | - | - | 0.0002 | 0.0002 | 0.0002 | 0.0005 |
| | Projected Participation | - | - | 8 | 8 | 8 | 24 |
| ENERGY STAR Certified Connected Thermostats Direct Discount | Energy Savings (MWh/year) | - | - | 3 | 3 | 3 | 9 |
| | Demand Reduction (MW) | - | - | 0.0004 | 0.0004 | 0.0004 | 0.0012 |
| | Projected Participation | - | - | 20 | 20 | 20 | 60 |
| Circulation Fans – Midstream | Energy Savings (MWh/year) | - | - | 15 | 15 | 15 | 46 |
| | Demand Reduction (MW) | - | - | 0.003 | 0.003 | 0.003 | 0.008 |
| | Projected Participation | - | - | 15 | 15 | 15 | 45 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.

***Custom Component***

The Custom component is the same for both large C&I and small C&I customers unless noted otherwise.

**Description**

Through the Custom component, PPL Electric Utilities will offer incentives to support completion of complex and comprehensive projects that involve measures not covered by the Efficient Equipment component. These measures include, but are not limited to, operational process improvements, retro-commissioning, equipment optimization, CHP, solar, advanced lighting controls, compressed air, and other custom measures.

As with Efficient Equipment, PPL Electric Utilities' Custom component will be offered through a downstream approach. The Non-Residential CSP will work with customers and trade allies to identify and qualify custom projects. Customers or trade allies will submit applications for review. Eligible projects will be processed, and incentives will be paid upon project completion and final savings review.

In Phase IV, an HVAC Optimization delivery channel will be added to serve customers with packaged HVAC systems. The Non-Residential CSP will work with a network of trade allies to implement this channel to produce additional, cost-effective energy and peak demand savings. A Strategic Energy Management ("SEM") offering may also be implemented at some time during Phase IV. Though the SEM would be a measure in the Custom component, incentive levels may differ from the standard custom incentive amount.

**Objectives**

The objectives of the Custom component are:

- Provide energy and peak demand-savings opportunities and incentives to qualified customers.
- Encourage customers to take a comprehensive, whole-facility approach to energy efficiency by installing high-efficiency custom measures or processes.
- Encourage qualifying equipment repairs, optimization, and operational or process changes that reduce electricity consumption.
- Increase customer awareness of the features and benefits of energy efficient equipment.
- Support emerging technologies and nontypical efficiency solutions in cost-effective applications.
- Encourage advanced energy efficiency strategies required for certification by national market transformation programs such as Leadership in Energy and Environmental Design ("LEED"), Architecture 2030, or ENERGY STAR Buildings.
- Engage trade allies to stock, promote, and provide high-efficiency technology options to customers.
- Promote other PPL Electric Utilities energy efficiency components.

- Collect energy, peak demand, and operating data from customers, as required to confirm customer and measure eligibility and to determine energy and peak demand savings and cost-effectiveness.
- Achieve a total energy reduction of approximately 490,843~~705,195~~ MWh/year and 101.06~~96~~ MW[28] gross verified savings that will target large C&I and small C&I customers, or business types.

**Implementation Strategy**

The Non-Residential CSP will deliver the Custom component, promoting the various energy efficiency options available to the non-residential customer segment with a range of marketing and outreach tactics. The Custom component relies on projects being initiated by customers, trade allies, distributors, and the Non-Residential CSP. The Non-Residential CSP will build on trade ally and distributor relationships to co-market energy efficient equipment and the value of participation.

For custom measures, the Non-Residential CSP will work directly with trade allies and customers to help identify, develop, and implement custom projects. The Non-Residential CSP will develop project scopes, analyze costs, determine potential energy and peak demand savings of proposed projects, conduct field verification of completed projects, and help determine the reported energy and peak demand savings from installed projects. The EM&V CSP will conduct independent evaluations to determine verified savings. The Non-Residential CSP will develop, update, and process rebate applications and payments. PPL Electric Utilities will manage the Non-Residential CSP.

Key steps include the following:

- Educate customers on energy efficiency opportunities and direct them to the appropriate path through marketing activities, the website, or direct contact with equipment distributors or equipment installation contractors/trade allies.
- Have customers complete applications or work with customers, equipment/appliance retailers, midstream distributors, and installation contractors to complete program applications.
- Ensure customers/contractors submit the required documentation for processing.
- Review pending and completed project documentation to verify applicant is a PPL Electric Utilities customer and the completed project and installed equipment meet eligibility criteria.
- When possible, work with customers to confirm project preapproval before ordering energy efficiency equipment.
- Recruit and develop an effective trade ally network.
- Process applications and issue rebates for qualified projects/equipment.
- Verify completed equipment/appliance installation for a sample of participants to confirm component integrity as part of M&V.

[28]Peak Demand is at generation.

### Issues, Risks, and Risk Management Strategy

Table 46~~Table 46~~ presents market risks associated with the Custom component and strategies PPL Electric Utilities will use to manage each risk.

**Table 46. Custom Component Issues, Risks, and Risk Management Strategies**

| Component Issue | Risk | Risk Management Strategies |
|---|---|---|
| Customer or building owner does not prioritize energy efficiency. | • Decision-makers choose to install cheaper, less efficient equipment with shorter payback/IRR, resulting in lower savings.<br>• Owners are not informed about how their facility uses energy.<br>• Existing debt may limit funds to purchase new efficient equipment.<br>• Customers place a priority on fluctuating commodity prices. | • PPL Electric Utilities offers incentives and programs to reduce payback and IRR for business owners.<br>• Non-Residential CSP offers planning assistance to enhance energy savings.<br>• Non-Residential CSP educates customers about the long-term benefits of energy efficiency, available incentives, and other components. |
| Customers typically replace equipment only upon failure. | • Customers see no need to replace functioning equipment.<br>• Customers are not informed about the most efficient equipment available when the need to replace it is immediate. Some efficient equipment may have a longer delivery time that would affect customer operations. | • Non-Residential CSP educates trade allies and customers about available energy efficient choices before equipment fails and encourages businesses to plan for equipment replacement.<br>• PPL Electric Utilities provides incentives for trade allies to stock, promote, and install efficient measures. |
| Customers are unaware of the benefits of installing and properly maintaining energy efficient equipment. | • Customers do not properly maintain equipment, and savings benefits erode over time. | • Non-Residential CSP promotes the importance and value of equipment maintenance and training. |

### Anticipated Costs to Participating Customers

Costs incurred by customers participating in the Custom component will vary based on the specific type of efficient equipment installed.

### Ramp-Up Strategy

The Custom component is an existing, mature offering being carried forward from Phase III. The Non-Residential CSP will develop marketing material to facilitate the transition to Phase IV. The Non-Residential CSP has developed a transitional strategy to bridge incentives for customers whose participation spans Phase III and Phase IV.

PPL Electric Utilities expects to implement the following transition plan between Phase III and Phase IV:

- Projects on the Phase III waitlist will receive comparable incentives if completed and installed early in Phase IV. Comparable is defined as the Phase III rebate, up to $0.05 (Efficient Equipment), $0.06 (Custom)/annual kWh saved and subject to Phase III per project or per

customer incentive caps. Projects must be completed by August 31, 2021, for most measures. PPL Electric Utilities will consider exceptions to that deadline on a case-by-case basis, depending on the project details.

- Projects approved (funds reserved) in Phase III that are installed (placed in service) in early Phase IV may be eligible for the approved Phase III rebate and will be accounted for as Phase IV projects.

### Marketing Strategy

PPL Electric Utilities will work with the Non-Residential CSP to develop and execute a marketing plan that captures sector-level economies of scale and employs targeted outreach where practical. The marketing strategy may include, but will not be limited to, the following:

- Take advantage of trade ally and manufacturer relationships to co-market energy efficient equipment and products.
- Host webinars.
- Participate in trade shows and other outreach events.
- Communicate and provide access to program component information on the Company's EE&C website.
- Promote the components in newsletters.
- Advertise using newspaper, radio, direct mail, bill inserts, cross component advertisements, commercial ads, and other mass media.
- Coordinate advertising opportunities with trade allies.
- Conduct one-on-one marketing to small C&I customers through trade allies, business accounts specialists, and Non-Residential CSP outreach.
- Target marketing to facility managers, building or process engineers, building owners and managers associations, HVAC contractors, energy services firms, architects and engineers, real estate developers, economic development organizations, customer advocacy groups, trade associations, and other trade allies to encourage installation of new energy efficient technologies and adoption of best-operating practices.
- Provide specific outreach to individual tenants as well as building owners and property managers in leased commercial buildings to encourage participation.
- Target specific sectors identified as having a high unrealized energy efficiency potential.
- Publish marketing materials including charts, brochures, and case studies.
- Provide newsletters and coordinate with key market partners, including trade associations and agencies.
- Use limited time offers, special promotions, and no-cost measures to promote energy efficiency.
- Offer trade ally incentives and rewards.
- Cross-promote through other PPL Electric Utilities energy efficiency components.
- Provide information and training on specific technologies directed towards niche markets.
- Incorporate customers in area- or territory-focused promotions.

- Work with distributors to promote and encourage purchases of efficient equipment to capture savings opportunities missed by other outreach methods.

**Eligible Measures and Incentive Strategy**

PPL Electric Utilities will offer rebates and incentives to qualified customers (or trade allies, depending on the delivery channel) who submit completed applications and documentation of the efficiency measures installed. Customers will have the option to assign rebate payments to a third party.

PPL Electric Utilities offers performance incentives based on the avoided or reduced kWh/year or kW peak demand reductions resulting from the project. Incentives may be capped at 50% to 100% of the total project costs (excluding internal labor) or $500,000 and are subject to an annual cap for each project and each participating customer. The per-customer-site cap is defined as one building with one or more meters. A parent company cap of $1 million per year will apply to a campus setting or multiple buildings (on the same property or in different locations) with a common owner. For all measures offered through the Custom component, PPL Electric Utilities will provide incentives ~~in the range of~~ up ~~$0.02~~ to $0.22 per annual kWh saved and/or ~~$30~~up to $1,200 per kW peak demand.

Table 47 and Table 48 lists PPL Electric Utilities' measures and minimum eligibility qualifications for large C&I and small C&I, respectively. (**Bolded** text indicates a new measure or change in measure attribute, see Appendix D for May 2021 Tables.)

**Table 47. Pa PUC Table 7-Large C&I Custom Eligible Measures and Incentives**

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit)[1,2,3] |
|---|---|---|---|---|---|---|
| Custom Combined Heat and Power | Per Project | No | **Projects must meet a minimum TRC of 0.7** Preapproval is required for all CHP projects. | $2,174,821 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom HVAC Optimization | Per Product | No | Applies to documented tune-ups for package or split systems up to 20 tons. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. Preapproval is required for all custom projects. | $263 | 3 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed Air Retrofit | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $57,969 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Horticultural Lighting | Per Project | No | Agricultural Application: Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $71,602 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom VFD Improvements | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $140,710 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit)[1,2,3] |
|---|---|---|---|---|---|---|
| Custom Refrigeration | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $43,554 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Process Improvement | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $215,583 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom HVAC | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $711,897 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Solar | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $1,169,564 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| **Custom Lighting** | **Per Project** | **No** | **Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects.** | **$486,820** | **15** | **Up to $0.22/kWh and/or up to $1,200/kW first year savings** |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit)[1,2,3] |
|---|---|---|---|---|---|---|
| Custom Other | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $287,576 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

[1] PPL Electric Utilities does not pay incentives on a per unit basis, but rather on a cents per kWh/yr and/or dollars per kW basis.
[2] Note that incentive rates may vary due to availability of program funds and/or changes made to encourage participation in a certain measure.
[3] **All solar project incentives will be calculated and paid based on energy usage displaced from PPL Electric Utilities' system. Customers without kWh load offset by solar are not eligible for incentives.**

**Table 48. Pa PUC Table 7-Small C&I Custom Eligible Measures and Incentives**

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit)[1,2,3] |
|---|---|---|---|---|---|---|
| Custom Combined Heat and Power | Per Project | No | **Projects must meet a minimum TRC of 0.7** Preapproval is required for all CHP projects. | $2,174,821 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom HVAC Optimization | Per Product | No | Applies to documented tune-ups for package or split systems up to 20 tons. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. Preapproval is required for all custom projects. | $263 | 3 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed Air Retrofit | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $57,997 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Horticultural Lighting | Per Project | No | Agricultural Application: Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with | $71,602 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit)[1,2,3] |
|---|---|---|---|---|---|---|
| | | | multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | | | |
| Custom VFD Improvements | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $148,642 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Refrigeration | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $43,554 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Process Improvement | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $215,689 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom HVAC | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $423,863 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Solar | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $1,169,564 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit)[1,2,3] |
|---|---|---|---|---|---|---|
| Custom Other | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $287,576 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Lighting | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $486,820 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

[1] PPL Electric Utilities does not pay incentives on a per unit basis, but rather on a cents per kWh/yr and/or dollars per kW basis.

[2] Note that incentive rates may vary due to availability of program funds and/or changes made to encourage participation in a certain measure.

[3] **All solar project incentives will be calculated and paid based on energy usage displaced from PPL Electric Utilities' system. Customers without kWh load offset by solar are not eligible for incentives.**

For Custom measures, projects must meet a minimum TRC of 0.7 for CHP and a minimum TRC of 0.85 for other types of projects (non-CHP). PPL Electric Utilities may implement a new minimum TRC requirement for projects if it is necessary to help ensure the Non-Residential Program or portfolio TRC is greater than 1.0. PPL Electric Utilities will notify customers, trade allies, and stakeholders at least 60 days before the effective date of a change in the TRC requirement. Any TRC requirement would be in effect for new applications submitted after the effective date.
All measures may not be available at all times. PPL Electric Utilities may suspend a measure depending on popularity, pace of the component savings and costs, free ridership, evaluation requirements, complexity of the information required from customers, administrative requirements for the measure, or other reasons. PPL Electric Utilities will review the component continually and may adjust available measures or eligibility qualifications to achieve savings and cost budgets.

PPL Electric Utilities may offer tiered incentives that encourage the installation of multiple measures or a more comprehensive whole facility approach. Measures, eligibility requirements, and incentives may change to reflect progress, changes in the TRM, market conditions, or other factors. PPL Electric Utilities shall strive to keep the rebates and per-site caps as consistent as possible while recognizing the need to adjust incentives and caps to control the pace of components within their savings and cost budgets.

### Deadline for Rebate Applications

The rebate application website and portal will state the deadline for its submission. The deadline will not exceed 180 days from the date the measure was installed~~.~~ For Custom measures, PPL Electric Utilities will require preapproval to allow it (or the Non-Residential CSP) sufficient time to qualify the project, minimize free ridership, screen for cost-effectiveness, determine the site-specific M&V plan, ~~and~~ conduct any required pre-metering~~.~~, and identify budget commitments and reduce the likelihood of exceeding budgets for the component or customer sectors. PPL Electric Utilities reserves the right to waive the preapproval requirement with 30 days' notice to customers, trade allies and stakeholders.

### Start Date with Key Schedule Milestones

Table 49~~Table 49~~ lists the estimated key schedule milestones for the Custom component. PPL Electric Utilities will lead implementation or provide management oversight of all tasks.

**Table 49. Custom Component Schedule and Milestones**

| Schedule | Milestones |
|---|---|
| 11/30/2020 | Phase IV EE&C Plan submitted to Pa PUC |
| 6/01/2021 | Launch Phase IV component |
| Annually starting 01/15/2022 | EDCs submit semiannual program report |
| Annually starting 09/30/2022 | EDCs submit final annual program report |
| 05/31/2026 | Program ends |

### Evaluation, Measurement, and Verification

The EM&V requirements will be detailed in PPL Electric Utilities' Evaluation Plan, which will be submitted to the SWE for review. PPL Electric Utilities and its EM&V CSP will conduct annual evaluations of each component in compliance with all Pa PUC requirements and the Evaluation Framework. As part

of this process, the EM&V CSP will review a sample of participant rebate applications and CSP records to verify quantity, efficiency level, and qualifying equipment. The EM&V CSP will follow all applicable methods in the TRM and the Evaluation Framework to calculate energy savings and peak demand reduction.

For the Custom component, PPL Electric Utilities anticipates conducting annual impact and process evaluations (activities vary by year).

The EM&V CSP will develop an evaluation plan and sampling protocol that fits the Custom component and all associated delivery channels. The EM&V CSP will review a sample of participant and CSP records to verify quantity, efficiency level, and qualifying equipment. On-site assessment may be included as a verification activity. The EM&V CSP will also develop an evaluation plan and sampling protocol that fits the Custom component and develop site-specific EM&V plans to meet Act 129 evaluation requirements.

### Administrative Requirements

The Non-Residential CSP will administer and provide operational management of the Custom component. PPL Electric Utilities will provide oversight and operational support to establish effective deployment.

### Estimated Participation

Table 50~~Table 50~~ and Table 51~~Table 51~~ show the order of magnitude participation estimates for the Large and Small C&I Custom component. Actual quantities will vary, and PPL Electric Utilities will manage the component to stay within budget. (**Bolded** text indicates a change in measure impacts, see Appendix D for May 2021 Tables.)

**Table 50. Pa PUC Table 8-Large C&I Custom Projected Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Custom Combined Heat and Power | Energy Savings (MWh/year) | 8,805 | 8,805 | 921 | 921 | 948 | 20,399 |
| | Demand Reduction (MW) | 1.274 | 1.274 | 0.133 | 0.133 | 0.137 | 2.951 |
| | Projected Participation | 3.2 | 3.2 | 0.3 | 0.3 | 0.3 | 7.3 |
| Custom HVAC Optimization | Energy Savings (MWh/year) | 160 | 160 | 8 | 6 | 5 | 338 |
| | Demand Reduction (MW) | 0.077 | 0.077 | 0.010 | 0.007 | 0.006 | 0.177 |
| | Projected Participation | 105 | 105 | 13 | 10 | 8 | 240 |
| Compressed Air Retrofit | Energy Savings (MWh/year) | 11,413 | 11,869 | 658 | 658 | 658 | 25,255 |
| | Demand Reduction (MW) | 1.443 | 1.500 | 0.083 | 0.083 | 0.083 | 3.192 |
| | Projected Participation | 35 | 36 | 2 | 2 | 2 | 77 |
| Custom Horticultural Lighting | Energy Savings (MWh/year) | 432 | 432 | 311 | 311 | 311 | 1,798 |
| | Demand Reduction (MW) | 0.089 | 0.089 | 0.064 | 0.064 | 0.064 | 0.371 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 6 |
| Custom VFD Improvements | Energy Savings (MWh/year) | 15,243 | 17,148 | 4,574 | 6,861 | 4,574 | 48,400 |
| | Demand Reduction (MW) | 1.998 | 2.248 | 0.600 | 0.899 | 0.600 | 6.345 |
| | Projected Participation | 33 | 37 | 10 | 15 | 10 | 106 |
| Custom Refrigeration | Energy Savings (MWh/year) | 3,068 | 3,452 | 552 | 552 | 552 | 8,178 |
| | Demand Reduction (MW) | 0.247 | 0.278 | 0.044 | 0.044 | 0.044 | 0.658 |
| | Projected Participation | 33 | 37 | 6 | 6 | 6 | 89 |
| Custom Process Improvement | Energy Savings (MWh/year) | 24,968 | 28,089 | 2,248 | 2,248 | 2,248 | 59,801 |
| | Demand Reduction (MW) | 2.690 | 3.026 | 0.242 | 0.242 | 0.242 | 6.442 |
| | Projected Participation | 33 | 37 | 3 | 3 | 3 | 80 |
| Custom HVAC | Energy Savings (MWh/year) | 19,041 | 21,421 | 1,722 | 1,722 | 1,722 | 45,628 |
| | Demand Reduction (MW) | 2.575 | 2.897 | 0.233 | 0.233 | 0.233 | 6.171 |
| | Projected Participation | 33 | 37 | 3 | 3 | 3 | 79 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Custom Solar | Energy Savings (MWh/year) | 1,258 | 1,258 | 1,812 | 1,812 | 1,812 | 7,953 |
| | Demand Reduction (MW) | 0.373 | 0.373 | 0.537 | 0.537 | 0.537 | 2.358 |
| | Projected Participation | 1 | 1 | 2 | 2 | 2 | 9 |
| Custom Other | Energy Savings (MWh/year) | - | - | 1,985 | 1,985 | 1,985 | 5,954 |
| | Demand Reduction (MW) | - | - | 0.213 | 0.213 | 0.213 | 0.639 |
| | Projected Participation | - | - | 5 | 5 | 5 | 15 |
| Custom Lighting | Energy Savings (MWh/year) | - | - | 3,198 | 3,198 | 3,198 | 9,594 |
| | Demand Reduction (MW) | - | - | 0.443 | 0.443 | 0.443 | 1.330 |
| | Projected Participation | - | - | 2 | 2 | 2 | 6 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.

**Table 51. Pa PUC Table 8-Small C&I Custom Projected Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Custom Combined Heat and Power | Energy Savings (MWh/year) | 2,935 | 2,935 | - | - | 2,790 | 8,660 |
| | Demand Reduction (MW) | 0.425 | 0.425 | - | - | 0.404 | 1.253 |
| | Projected Participation | 1 | 1 | - | - | 1 | 3 |
| Custom HVAC Optimization | Energy Savings (MWh/year) | 569 | 569 | 3 | 3 | 3 | 1,146 |
| | Demand Reduction (MW) | 0.274 | 0.274 | 0.006 | 0.006 | 0.006 | 0.566 |
| | Projected Participation | 372 | 372 | 8 | 8 | 8 | 767 |
| Compressed Air Retrofit | Energy Savings (MWh/year) | 2,283 | 2,739 | 658 | 658 | 658 | 6,994 |
| | Demand Reduction (MW) | 0.289 | 0.346 | 0.083 | 0.083 | 0.083 | 0.884 |
| | Projected Participation | 7 | 8 | 2 | 2 | 2 | 21 |
| Custom Horticultural Lighting | Energy Savings (MWh/year) | 432 | 432 | 622 | 622 | 622 | 2,731 |
| | Demand Reduction (MW) | 0.089 | 0.089 | 0.129 | 0.129 | 0.129 | 0.564 |
| | Projected Participation | 1 | 1 | 2 | 2 | 2 | 9 |
| Custom VFD Improvements | Energy Savings (MWh/year) | 3,176 | 3,811 | 915 | 915 | 915 | 9,731 |
| | Demand Reduction (MW) | 0.416 | 0.500 | 0.120 | 0.120 | 0.120 | 1.276 |
| | Projected Participation | 7 | 8 | 2 | 2 | 2 | 21 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Custom Refrigeration | Energy Savings (MWh/year) | 511 | 895 | 92 | 92 | 92 | 1,683 |
| | Demand Reduction (MW) | 0.041 | 0.072 | 0.007 | 0.007 | 0.007 | 0.135 |
| | Projected Participation | 6 | 10 | 1 | 1 | 1 | 18 |
| Custom Process Improvement | Energy Savings (MWh/year) | 4,161 | 7,282 | 749 | 749 | 749 | 13,692 |
| | Demand Reduction (MW) | 0.448 | 0.784 | 0.081 | 0.081 | 0.081 | 1.475 |
| | Projected Participation | 6 | 10 | 1 | 1 | 1 | 18 |
| Custom HVAC | Energy Savings (MWh/year) | 3,173 | 5,554 | 3,445 | 3,445 | 3,445 | 19,061 |
| | Demand Reduction (MW) | 0.429 | 0.751 | 0.466 | 0.466 | 0.466 | 2.578 |
| | Projected Participation | 6 | 10 | 6 | 6 | 6 | 33 |
| Custom Solar | Energy Savings (MWh/year) | 1,258 | 1,258 | 63,427 | 58,896 | 53,460 | 178,300 |
| | Demand Reduction (MW) | 0.373 | 0.373 | 18.808 | 17.465 | 15.853 | 52.872 |
| | Projected Participation | 1 | 1 | 70 | 65 | 59 | 197 |
| **Custom Other** | **Energy Savings (MWh/year)** | - | - | 1,985 | 1,985 | 1,985 | 5,954 |
| | **Demand Reduction (MW)** | - | - | 0.213 | 0.213 | 0.213 | 0.639 |
| | **Projected Participation** | - | - | 5 | 5 | 5 | 15 |
| **Custom Lighting** | **Energy Savings (MWh/year)** | - | - | 3,198 | 3,198 | 3,198 | 9,594 |
| | **Demand Reduction (MW)** | - | - | 0.443 | 0.443 | 0.443 | 1.330 |
| | **Projected Participation** | - | - | 2 | 2 | 2 | 6 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.

# 4 Management and Implementation Strategies

## *4.1 Overview of EDC Management and Implementation Strategies*

PPL Electric Utilities has over a decade of successfully managing and implementing its EE&C programs. It will apply this knowledge and experience, lessons learned, and best practices and will rely on the strong relationships it has built to deliver programs in Phase IV. Programs will be effectively managed by PPL Electric Utilities' EE&C staff and implemented by qualified CSPs.

### 4.1.1 Services to Be Provided by EDCs, Consultants, Trade Allies, and CSPs

For its implementation strategy, PPL Electric Utilities relies on qualified CSPs, preferred partners, trade allies, and other entities engaged in energy efficiency to promote, deliver, and support the deployment of its programs. PPL Electric Utilities' EE&C Plan will use CSPs to manage delivery of its residential, low-income, and non-residential (small and large C&I) programs. PPL Electric Utilities will use another CSP to provide EM&V services and will issue an RFP for a CSP to coordinate the sale of peak demand into the PJM FCM.

PPL Electric Utilities also depends on trade allies and other market partners to engage customers, promote the programs, evaluate projects, furnish and install energy efficient equipment, and provide ancillary energy efficiency services. PPL Electric Utilities will draw on the expertise available from trade allies, such as contractors and retailers, to support the local economy and allow customers to interact with the trade allies of their choice.

**Conservation Service Providers**

CSPs are individuals or firms registered with the Pa PUC that, pursuant to contract with EDCs, provide consultation, design, administration, management, and/or implementation services related to the delivery of EE&C program components. PPL Electric Utilities anticipates that CSPs will have a major role in delivering its Phase IV programs and their respective components.

As indicated in Table 52, implementation CSP roles involve the delivery of programs and their associated components and cross-program activities. PPL Electric Utilities will train its implementation CSPs on reporting requirements, use of the Company's data management and tracking system, customer service requirements, QA/QC standards, and protocols for addressing quality issues should they arise. PPL Electric Utilities will require all implementation CSPs to submit data and reports that include customer data and detailed information on installed measures and incentive transactions to support EM&V, tracking against the Plan budgets and goals, and reporting to the Commission.

To facilitate implementation of the Phase IV EE&C portfolio, PPL Electric Utilities will engage two CSPs—one will deliver the Residential and Non-Residential (small C&I and large C&I) Programs and one will deliver the Low-Income Program. Each will be responsible for implementing all program components in their designated sector(s), including overseeing subcontractors. An EM&V CSP will be responsible for independently evaluating the entire portfolio of EE&C programs and functions.

**Table 52. Program Conservation Service Provider Implementation Roles and Responsibilities**

<table>
<tr><th colspan="4">Program Function</th></tr>
<tr><td>Portfolio Planning</td><td colspan="3" rowspan="4">PPL Electric Utilities</td></tr>
<tr><td>Research & Development</td></tr>
<tr><td>Marketing Strategy</td></tr>
<tr><td>CSP Management & Coordination</td></tr>
<tr><td>Trade Ally Network Management</td><td rowspan="8">Residential CSP</td><td rowspan="8">Low-Income CSP</td><td rowspan="8">Non-Residential CSP</td></tr>
<tr><td>Marketing & Advertising</td></tr>
<tr><td>Customer Intake & Routing</td></tr>
<tr><td>Project Delivery</td></tr>
<tr><td>Application Review & Approval</td></tr>
<tr><td>Incentive Processing</td></tr>
<tr><td>Customer Care</td></tr>
<tr><td>QA/QC</td><td colspan="3" rowspan="2">Implementation CSPs, PPL Electric Utilities, and EM&V CSP</td></tr>
<tr><td>Measurement & Verification</td></tr>
<tr><td>Program Tracking</td><td colspan="3">PPL Electric Utilities</td></tr>
<tr><td>Evaluation and Pa PUC Annual/Mid-Year Reports</td><td colspan="3">EM&V CSP</td></tr>
</table>

PPL Electric Utilities will hire other companies, not classified as CSPs, to perform functions such as providing/hosting the tracking system, legal support, and marketing and advertising (overarching or specific campaigns other than the marketing and advertising provided by each implementation CSP).

### Trade Allies

Trade allies provide products and services directly to customers in support of program components but are not under contract to PPL Electric Utilities. Examples of the types of trade allies PPL Electric Utilities will use to deliver its program components are:

- ***Lighting and other contractors, retailers, distributors/dealers and installers*** that provide sales, equipment or building diagnostics, audits, maintenance, and installation services for energy efficient equipment, such as lighting, energy management systems and controls, HVAC, water heaters, insulation, commercial and industrial equipment, and appliances. These trade allies will inform customers about PPL Electric Utilities' applicable programs and rebates; provide essential information for customers to understand the costs and benefits of equipment or services and encourage customers to take advantage of PPL Electric Utilities' program components.
- ***Residential and commercial builders,*** **developers, remodelers, contractors, architects, engineers, or other market participants** that design, develop, and build residential and commercial buildings and that will deliver services to support the Energy Efficient Home component and applicable Efficient Equipment components.
- ***Technical engineering and energy services firms*** that install energy efficiency projects for small and large C&I customers.

### Market Partners

Market partners are independent entities that may provide support or services to PPL Electric Utilities' customers, typically in an effort to achieve mutually beneficial results or to serve mutual target

populations. Market partners are not generally supported by Company funding and are not under contract to the Company. For example, schools that engage with PPL Electric Utilities' Student Energy Efficient Education component are considered market partners because they act as a conduit for reaching the school community, but they do not receive a direct financial benefit. Stakeholders and community based organizations are also market partners.

**Preferred Partners**
Preferred partners are service providers with whom the CSP has an agreement to perform services for a specific program component.

### 4.1.2 Performance, Technology, Market, and Evaluation Risks and Risk Management Strategies

As described previously, the MWh compliance targets set forth in the Implementation Order are lower than the Phase III goals, but the MW goals are higher and must be met within the same average cost cap. This means that the Phase IV program acquisition cost is slightly higher than in Phase III ($0.246 annual kWh compared to $0.20 in Phase III).

Though this slight improvement in acquisition cost could be expected to alleviate some risk associated with delivery of PPL Electric Utilities' EE&C portfolio and improve its ability to achieve its savings targets, as of the time of this Plan's development, the U.S. is facing unprecedented challenges and uncertainties that could significantly alter the program delivery environment.

PPL Electric Utilities has identified the following market risks:

- **Economic conditions.** The advent of the COVID-19 pandemic, and associated economic impacts, could have significant implications for PPL Electric Utilities' portfolio. As the pandemic has continued to pervade across the U.S., utilities and their customers in all sectors are facing related challenges on multiple fronts:
  - **Residential sector.** Although restrictive stay-at-home orders have been lifted in Pennsylvania, residential customers continue to be wary of participating in programs that involve at-home contractor visits. Many utilities, including PPL Electric Utilities, have introduced program modifications to protect customer health and safety (such as curbside appliance recycling pickup, expanded access to efficient products through mail or other alternative methods, and virtual energy audits), but programs that have historically relied on direct measure installation have seen significant reductions in participation. Furthermore, many residential customers have suffered job losses, wage disruptions, and evictions. Declining economic conditions now—or uncertainty about the future—may be limiting customers' ability to invest in nonessential efficiency upgrades.
  - **Low-income sector.** Lower-income individuals have borne a greater share of economic hardship than any other customer class; the COVID-19 pandemic is creating a larger low-income population and worsening the conditions for those already existing below the poverty line. In light of this situation, these customers will probably need help to reduce

their utility bills more than in typical years, yet they face the same risks and concerns about direct engagement with contractors in their homes.

- **Small commercial sector.** COVID-19 has had a profound, disruptive effect on businesses across the U.S. Small businesses have particularly suffered, with more than 100,000 businesses closed across the country. These conditions significantly reduce the population of potential PPL Electric Utilities program participants, and they are expected to create long-term adverse economic ripples across the state.

- **Supply disruptions**. In addition to the potentially catastrophic economic effects of the COVID-19 pandemic, equipment industry representatives are reporting supply chain disruptions that have implications for PPL Electric Utilities' programs. There are indicators that the pandemic has affected retail purchasing habits. Lighting sales are declining at traditional utility partner retailers like big box stores and shifting to grocery and drug stores while many other product sales are moving online. At the same time, industrial production in China has fallen significantly, affecting many efficient products such as lighting, thermostats, and other high-efficiency equipment.
- **Market dynamics.** In nearly every industry, customer choice, personalized services, and competitive pricing have become the norm. Customers are increasingly demanding that their service providers offer a variety of simple, low-cost options from which to customize their engagement experience and to communicate with them using a variety of digital and traditional platforms. To keep pace, the utility industry must continue to offer value, customized solutions, a personalized experience, and, increasingly, a total digital engagement solution. Additionally, reaching key energy decision-makers in non-residential sectors can present a special challenge to PPL Electric Utilities and its CSPs. Rental properties—both residential and commercial—entail barriers associated with split incentives.
- **Changing equipment standards.** Changing building codes and new equipment standards tend to lower baseline energy use, thereby reducing the potential savings from affected measures. The 2020 Phase IV Energy Efficiency and Peak Demand Reduction Market Potential Study illustrates this phenomenon. For example, lighting savings, which has historically been among the lowest cost resources, is expected to diminish in the residential sector and to a lesser extent in the small C&I and large C&I sectors. The 2020 Potential Study cited regulatory uncertainty impacting lighting savings resulting from the U.S. Energy Independence and Security Act of 2007 ("EISA") and, more recently, the DOE's December 2019 final determination that rescinds EISA and leaves the current efficiency standards for light bulbs in place.[29] Despite the December 2019 action, multiple lawsuits filed against DOE's decision, possible changes to the DOE in 2021, and a rapidly transforming lighting market will almost certainly extend and may exacerbate the market uncertainty around the potential for lighting savings.

[29] *See* U.S. Department of Energy, 2019. "Department of Energy Issues Final Determination for General Service Incandescent Lamps, Finds More Stringent Standards Are More Costly to the American People and Not Economically Justified." DOE news release, December 20. https://www.energy.gov/articles/department-energy-issues-final-determination-general-service- incandescent-lamps-finds-more.

- **Distributed energy resources and storage.** A growing share of customers have installed distributed energy solutions, and more are planning to do so in the next few years. A recent study found that although only 4% of consumers currently own a rooftop solar system, 34% expressed interest in getting one.[30] Meanwhile, as storage costs decline, downstream meter storage will likely accelerate the rate of solar adoption, which will, in turn, impact utilities' load growth projections.
- **Focus on climate policy.** In light of differing priorities at the federal level, many states are enacting their own climate goals and policies. Twenty states and the District of Columbia have adopted specific greenhouse gas reduction targets and are experimenting with policies including carbon pricing, emission limits, and steps to promote cleaner transportation alternatives. The Pennsylvania Climate Action Plan, developed by the Climate Change Advisory Committee and submitted to Governor Wolf in 2019, recommends legislative changes to the General Assembly necessary to reach a goal of 26% reduction in greenhouse gas emissions by 2025 and 80% reduction by 2050, as required by the Pennsylvania Climate Change Act of 2008. The implications of any legislative action as a result of these recommendations on PPL Electric Utilities' ability to achieve its EE&C Plan objectives are as yet unknown. As state-level energy and environmental policy continues to evolve and become increasingly intertwined, PPL Electric Utilities expects to engage with its stakeholders, policymakers, and regulators to help ensure it can make a meaningful contribution to any future energy policy while still continuing to provide safe, affordable energy services to its customers.

### 4.1.3 Plans to Address Human Resource and Contractor Resource Constraints

PPL Electric Utilities' EE&C Plan balances program component delivery needs and resource allocation across an experienced pool of internal staff, CSPs, trade allies, and market partners. PPL Electric Utilities' professional staff has extensive experience and a proven record of success managing the CSPs that deliver program components and engaging with trade allies.

Over more than 10 years, PPL Electric Utilities has developed a robust network of trade allies to provide the services, and the EE&C Plan continues to emphasize ongoing contractor recruitment, outreach, and training to maintain continued success. PPL Electric Utilities offers training so contractors are up to date on the latest technologies, program rules, and rebates being offered. Through its market research and engagement efforts, the Company frequently solicits feedback from its customers and contractors, especially contractors who meet face to face with customers, and this feedback has provided valuable insights on gaps in contractor resources that can be quickly resolved.

[30] Association of Energy Service Professionals and Essense Partners. *Distributed Energy Resources*. Part 3 of 4. October 2017.

The Company will assign managers and support staff to oversee its CSPs and the programs and their associated components. PPL Electric Utilities regularly evaluates workloads and staffing needs and makes adjustments if necessary.

A description of PPL Electric Utilities' EE&C Plan management structure and an organizational chart are provided in Section 4.2.1.

### 4.1.4 Early Warning System

PPL Electric Utilities continually monitors program performance (such as savings and costs) through its tracking database, the CSPs' tracking systems, and management oversight. PPL Electric Utilities and its EM&V CSP also regularly solicit customer and trade ally feedback and conduct other market research to monitor the portfolio's compliance with the Company's other corporate objectives. These mechanisms provide the means for promptly identifying programs or components that are not meeting their objectives.

### 4.1.5 Implementation Schedule with Milestones

On July 2, 2020, PPL Electric Utilities issued a competitive RFP for implementation CSPs, and on July 16 2020, issued a competitive RFP for an EM&V CSP. At the time of this filing, PPL Electric Utilities has selected its Residential, Low-Income, Non-Residential and EM&V CSPs. Most of the Phase IV program components are continuing from Phase III, and implementation will continue uninterrupted to facilitate the transition for customers and trade allies. Table 53 lists the key schedule milestones for the EE&C Plan.

**Table 53. PPL Electric Utilities' Phase IV Implementation Schedule and Milestones**

| Schedule | Milestones |
|---|---|
| 11/30/2020 | Phase IV EE&C Plan submitted to the Pa PUC |
| 06/01/2021 | Launch of all Phase IV energy efficiency programs |
| Annually starting 01/15/2022 | EDCs submit semiannual program reports |
| Annually starting 09/30/2022 | EDCs submit final annual program reports |
| 05/31/2026 | Programs end |

### 4.1.6 Stakeholder Engagement

PPL Electric Utilities is committed to obtaining stakeholder input and consensus and to keeping customers, stakeholders, and the general public informed about the results of the energy efficiency programs and progress toward Plan goals. It meets regularly with its CSPs and trade allies to review Plan progress, consider new products and services, and/or identify opportunities to improve EE&C programs.

PPL Electric Utilities intends to continue to meet with other interested stakeholders as needed but not less than twice annually until May 31, 2026, to discuss progress, review results, and solicit input for possible changes to the EE&C Plan during Phase IV. The Company also provides Act 129 information,

including its EE&C Plan and semiannual and annual reports, in a dedicated stakeholder section on www.pplelectric.com. Additionally, the Company shares success stories with customers, trade allies, and the public by publishing and distributing case studies.

## *4.2 Executive Management Structure*

### 4.2.1 Structures for Addressing Portfolio Strategy

PPL Electric Utilities staff will design, implement, and manage programs and associated components; oversee sector and cross-functional CSPs; and support the requirements of delivery, such as marketing, advertising, and customer education.

PPL Electric Utilities' **Director – Customer Service Project Management** is responsible for PPL Electric Utilities' Act 129 energy efficiency programs, non-Act 129 regulatory programs, and innovation delivery including the PPL Electric Utilities energy efficiency website.

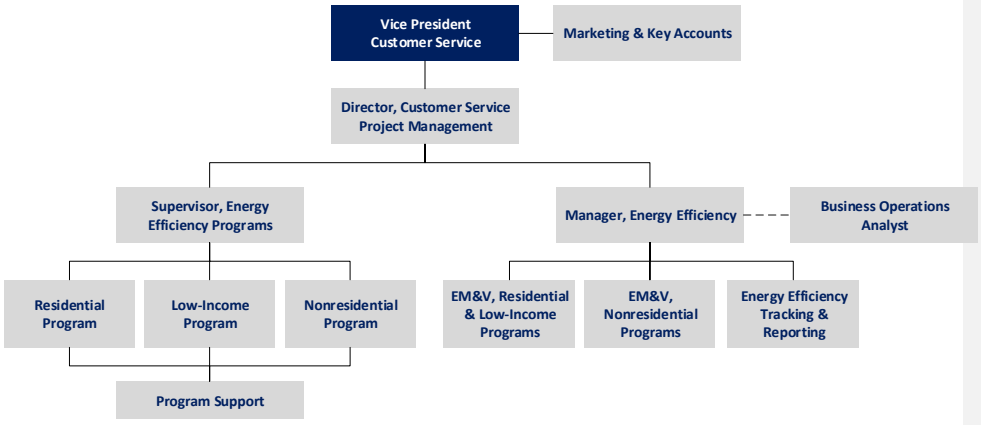
PPL Electric Utilities' **Manager – Energy Efficiency** has overall responsibility for the development, implementation, operation, evaluation, reporting, and compliance of PPL Electric Utilities' Act 129 energy efficiency programs.

PPL Electric Utilities' **Program Manager** staff manages each program and the respective program implementation CSPs. PPL Electric Utilities' Key Account Managers support and help promote the Non-Residential Program.

PPL Electric Utilities also has staff responsible for EE&C program administration, operational and technical support, program planning, and evaluation.

Figure 3 summarizes PPL Electric Utilities' EE&C management structure.

**Figure 3. PPL Electric Utilities EE&C Plan Management Structure**



#### 4.2.2 Approach to Overseeing the Performance of Subcontractors and Implementers

PPL Electric Utilities oversees its CSPs to confirm they meet the requirements of their contracts and performance expectations and, as needed, will modify programs and components (e.g., design, incentives, measures, marketing) to meet its savings, costs, cost-effectiveness, and customer satisfaction objectives. PPL Electric Utilities' oversight process includes the following elements:

- ***Sector-level CSPs.*** To reduce administrative costs and provide sufficient accountability for objectives, PPL Electric Utilities will use two CSPs that will have overall responsibility for their program and program components.
- ***PPL Electric Utilities staff.*** PPL Electric Utilities management and program staff are responsible for confirming that each program meets its objectives. They will continually monitor performance and oversee each program CSP.
- ***EM&V CSP.*** PPL Electric Utilities' EM&V CSP will provide independent evaluations of program components to verify impacts (such as savings, costs, and cost-effectiveness) and to determine if components are operating effectively.

#### 4.2.3 Administrative Budget

Administrative costs include all utility costs to develop, implement, and manage the Plan, excluding payments to customers/trade allies (rebates and incentives). Administrative costs consist of all expenses associated with PPL Electric Utilities' labor and materials, CSP labor and material, marketing, QA/QC, EM&V, tracking systems, legal services, and the SWE. The cost of goods and services provided to low-income and other customers at no cost is classified as incremental measure costs, with offsetting incentives, as directed by the 2021 TRC Test Order.

### *4.3 Conservation Service Providers*

#### 4.3.1 Selected CSPs and Basis for Selection

PPL Electric Utilities issued RFPs for three sector-level implementation CSPs (for Residential, Non-Residential, and Low-Income) and one CSP to provide EM&V. PPL Electric Utilities conducted its RFP processes in accordance with the procedures approved by the Commission. At the time this EE&C Plan was submitted, PPL Electric Utilities was preparing the implementation CSP contracts.

#### 4.3.2 Work and Measures Being Performed by CSPs

See Section 4.1.1 for a description of the work and measures being performed by CSPs. The CSPs' roles are also described within each individual component description in Section 3.

### 4.3.3 Pending RFPs

PPL Electric Utilities will solicit bids from qualified third-party vendors to provide technical support to nominate a portion of its peak demand reduction as a capacity resource in PJM's FCM. PPL Electric Utilities intends to issue the RFP in the third quarter of 2021.

# 5 Reporting and Tracking Systems

PPL Electric Utilities' reporting and tracking system protocols are described below.

## *5.1 Semiannual and Annual Reports*

PPL Electric Utilities will provide semiannual, annual, and *ad hoc* reports to the Commission and the SWE in accordance with the schedule, format, and content prescribed by the Commission and the SWE. PPL Electric Utilities expects the schedule, format, and content to be comparable with Phase III reports.

In addition, as part of PPL Electric Utilities' semiannual and annual reports, PPL Electric Utilities will provide updates to Tables 1 through 3 in PPL Electric's Reply Comments filed on February 21, 2023, at Docket No. M-2020-3020824, to enable tracking the participation, savings, and spending associated with the Small C&I and Large C&I Sectors.

Further, as part of PPL Electric Utilities' semiannual and annual reports, PPL Electric Utilities will provide updates on the affordable MMMF projects undertaken by the Company, including the participation, installed measures, savings, and spending associated with such projects. Such reports will include details on the Company's progress in: (a) targeting to complete coordinated treatments of affordable MMMF projects that include comprehensive measures; and (b) revisiting completed affordable MMMF projects from Phases II and III where comprehensive work was not completed and conducting targeted outreach to those customers for potential participation in the Company's Phase IV comprehensive measures. As part of these reports, PPL Electric will also begin tracking and reporting on participation, installed measures, savings, and spending for projects serving common areas in affordable MMMF buildings through PPL Electric's Non-Residential Program.

## *5.2 Project Management Tracking System*

### 5.2.1 Overview of Data Tracking System

PPL Electric Utilities will continue to use its tracking database to record energy efficiency transactions and calculate reported savings. PPL Electric Utilities uses its corporate accounting system to track all energy efficiency cost information at the program-component level and its tracking database and its corporate business intelligence system for internal analysis and internal reporting on energy efficiency activities. PPL Electric Utilities will modify these management and tracking systems as necessary to incorporate Phase IV changes to program components, reports to the Commission and the SWE, data extracts, and other requirements.

### 5.2.2 Software Format, Data Exchange Format, and Database Structure

PPL Electric Utilities' information system is based on a commercially available database platform, which enables program implementation CSPs to record and track all the data necessary to calculate energy savings impacts at all levels. Examples of data fields the system captures include these:

- Participant contact information
- Measure name
- Measure type
- Measure life and installed cost
- Number of measures installed
- Building and space type
- Space heating, cooling, and water heating fuel types
- Rebate amount
- Existing conditions and equipment

The information system will include the features and capabilities described below.

**Database Structure**

- Allows for multiple levels of data resolution (e.g., measure, project, premise, customer site, sector, program type, CSP).
- Allows users to navigate through layers of data (e.g., measures, project, program, component).
- Provides a place to store electronic documents related to program participants and other functions.
- Provides a straightforward interface for adding programs and components.

**Functionality**

- Records energy efficiency transaction information such as customer account number, unique record ID, installation date of the measure, description and parameters of the measure (e.g., quantity, size, efficiency rating, end use), program and component name, customer, sector, and data required to calculate savings, as well as other required information about each transaction
- Allows CSPs to file transactions via a secure web link or other secure method.
- Calculates and allocates reported gross savings to the program and component, customer sector, and reporting period.
- Allows data extracts to be securely exported to external parties such as PPL Electric Utilities' EM&V CSP and the SWE.

**Data Quality Control**

- Has intelligent use of drop-down lists, menus, and keyboard shortcuts.
- Allows data parameters (e.g., maximum/minimum) to be set for each data element to avoid erroneous entries.
- Checks for and alerts users to possible duplicate data entry before posting data.
- Provides an audit trail for all corrected data entry errors, deletions, etc.
- Tracks transactions and workflow.

- Generates standard and customized reports for PPL Electric Utilities' day-to-day portfolio analysis and management.

### 5.2.3 Mechanism for Access for Commission and Statewide EE&C Plan Evaluator

PPL Electric Utilities' information system provides accessibility to external parties through the following features.

- Is accessible through the Internet or direct links, as appropriate, and will be traceable, that is, maintaining a log of users' access.
- Controls access via security rights assigned to each user or groups of users.
- Allows for appropriate security (e.g., releases, encryption) of customer data.
- Allows varying levels of security-controlled access by PPL Electric Utilities staff, program CSPs, and system administrators. Direct access (read-only) is not recommended for Commission personnel, the SWE, or PPL Electric Utilities' EM&V CSP because they would need significant training to understand the system. PPL Electric Utilities provides data extracts to those parties instead.

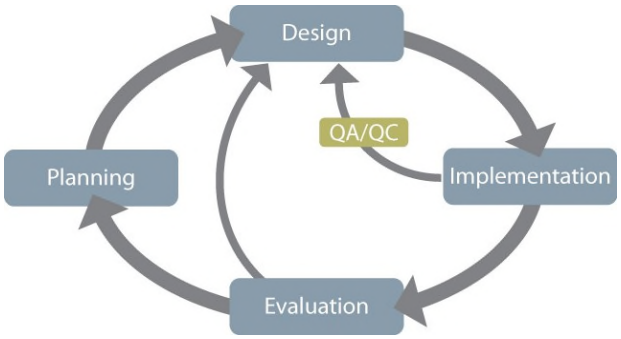
# 6 Quality Assurance and Evaluation, Measurement, and Verification

## *6.1 Quality Assurance/Quality Control*

### 6.1.1 Approach to Quality Assurance and Quality Control

PPL Electric Utilities will use a continuous improvement process ("CIP") as the framework for managing its Phase IV portfolio. The basic principle of CIP, illustrated in Figure 4, is establishing effective QA/QC and EM&V procedures to track program and component activities, monitor performance and progress toward targets, and take corrective actions when warranted. The process integrates QA/QC procedures with implementation activities and allows feedback to flow back into the design and delivery processes. The CIP will consist of three essential elements—activity tracking, QA/QC, and process and impact evaluations.

**Figure 4. PPL Electric Utilities' Continuous Improvement Process**




QA/QC is integral to the design and delivery of all program components in PPL Electric Utilities' EE&C Plan. The QA procedures establish standards to follow during the planning and design phases to proactively promote consistency and avoid errors. QC activities and inspection points during the implementation and evaluation phases help guide the repair of errors and identification of areas for improvement. Activities and procedures that comprise QA and QC are described in greater detail below.

**Quality Assurance**

QA procedures comprise proactive activities that occur throughout the program lifecycle to align processes with objectives, avoid risk, and promote efficiency. At PPL Electric Utilities, QA includes activities to confirm that the Company's program and component rules and requirements are documented and current, its CSPs and participating trade allies are properly licensed and trained and maintain high quality standards in all customer interactions, and all data captured are accurate and sufficient to allow for rigorous energy savings analysis.

These activities include, but are not necessarily limited to, the following:

- Developing component-level logic models and process maps that document the goals, processes, and expected outcomes associated with key activities.
- Implementing training protocols that describe training procedures and requirements for key stakeholders, such as CSPs and trade allies.
- Applying rigorous screening and qualifying protocols to CSPs, trade allies, and field staff that interact directly with customers.
- Documenting data collection protocols, including data and customer information needed to track activities and calculate savings for each component.
- Summarizing CSPs' gross energy savings calculation methods that are reported at the measure and/or project level to support consistency and accuracy across each component.

**Quality Control**

PPL Electric Utilities conducts QC to test and verify that component activities adhere to industry best practices and established QA procedures and conform to performance expectations at the program, component, and portfolio levels. In conducting QC activities, PPL Electric Utilities addresses operational procedures, data and records, and measure installation, as described below.

- Ongoing tracking of component activities and costs.
- Reviewing all data and records to confirm that the proper data are collected consistently, resources are allocated appropriately, and performance can be measured accurately. For measure-based components, this activity involves verifying the collection of all information (including signatures, dates, and project-specific data) required to verify customer eligibility, calculate incentive payments, estimate and report energy savings and peak demand reduction, and confirm that recommended measures were installed.
- Conducting follow-up calls to participants to evaluate their satisfaction with the rendered services and to identify opportunities to improve the effectiveness of energy efficiency programs.
- Conducting post-installation inspections of an appropriately sized, random sample of all participants to confirm that program-reported measures were installed, installation followed best practice procedures, and measures function as expected.

### 6.1.2 Procedures for Measure and Project Installation Verification, Quality Assurance and Control, and Savings Documentation

PPL Electric Utilities documents and tracks all component, program, and portfolio activity through its participant tracking database, which can record and/or calculate reported gross energy savings. The Company designed the tracking system with input interfaces customized to individual components and coordinated with EM&V personnel so that they collect appropriate data to feed into the evaluation processes and to meet the needs of the SWE. PPL Electric Utilities trains implementation CSPs to use the tracking system. In cases where a turnkey CSP delivers all aspects of a component, the Company will

expect that the CSP track all activity via secure Internet access or upload. CSPs may also collect and store additional data required for evaluation in their internal tracking systems.

Section 3 contains summary information about EM&V approaches specific to each component. The EM&V CSP will develop detailed EM&V plans describing all evaluation activities and sampling plans for the impact and process evaluations.

#### 6.1.3 Process for Collecting and Addressing Feedback

Customers may submit suggestions, comments, and complaints by telephone, by email, and in writing. PPL Electric Utilities publishes telephone numbers, addresses, and an email link on its website and on applications. PPL Electric Utilities and CSPs are responsible for following up, in a timely manner, on all comments and complaints. The Company requires CSPs to keep a log of complaints and resolutions, which they regularly provide to PPL Electric Utilities.

PPL Electric Utilities, in conjunction with the EM&V CSP, will implement an evaluation plan for each component. The EM&V CSP typically conducts ongoing customer and periodic trade ally surveys as part of the impact and process evaluations. The EM&V CSP will provide survey results and findings to PPL Electric Utilities on a regular basis.

PPL Electric Utilities and implementation CSPs may also conduct customer satisfaction surveys in addition to those conducted by the EM&V CSP.

### *6.2 Planned Market and Process Evaluations*

The Pa PUC and the SWE are responsible for conducting formal baseline studies and market potential studies. If requested by PPL Electric Utilities, the EM&V CSP may also conduct market potential or baseline studies.

The EM&V CSP will conduct process evaluations for the Phase IV portfolio of components. These process evaluations are a principal component of PPL Electric Utilities' CIP, allowing the Company to monitor the progress of individual components and provide timely feedback to internal and external stakeholders. These evaluations also provide the necessary context for interpreting impact evaluation results. For each program in the Plan, the EM&V CSP will focus the process evaluation on improving component operations and delivery efficiency.

A primary objective of the process evaluations is to assess which processes work well and which present challenges or may be improved. The EM&V CSP begins process evaluations by creating a logic model for each program, describing the component theory in terms of its goals, processes, outcomes, and metrics that enable assessment performance relative to its objectives.

PPL Electric Utilities uses the results of process evaluation activities, benchmarking, and market effects studies to assess the components' effectiveness in terms of market reach, measure adoption, and customer satisfaction. These activities and evaluations uncover opportunities to improve market

penetration and identify barriers that may impede participation and the adoption of efficiency measures.

The main sources of data for the process evaluation will be documentation reviews, logic models, interviews with internal PPL Electric Utilities program staff and with CSPs and key market actors, secondary research, and participant and nonparticipant surveys. Key market actors will vary from component to component and may include equipment vendors, contractors, distributors, and retailers.

The EM&V CSP will survey participants and, where necessary and specified in the Evaluation Plan, will survey a comparable sample of nonparticipants. The EM&V CSP will design and execute survey sample plans to meet criteria for statistical confidence and precision specified in the Act 129 Evaluation Framework.

For each component, the EM&V CSP may stratify samples, as appropriate, by customer sector, market segment, technology, geographic area, and project size (i.e., savings) so samples are representative of the population. The EM&V CSP will implement the process evaluations in a manner that provides timely feedback to planners and CSPs and that allows enough time to implement any recommended changes. Process evaluation activities will vary by component and by program year, as needed to provide desired information.

### *6.3 Strategy for Coordinating with the Statewide EE&C Plan Evaluator*

PPL Electric Utilities expects that, for Phase IV, the SWE will develop an Evaluation Framework, requirements for the Evaluation Plan, a process for creating savings protocols for new measures (not currently in the TRM), standard formats for semiannual and annual reports, and standard formats for data requests and data extracts. The Implementation Order provides a reporting calendar with dates when the reports and data must be provided to the SWE. PPL Electric Utilities and its EM&V CSP shall strive to adhere to those requirements or request approval for exceptions.

Impact evaluations will serve as the principal means of verifying the installation of EE&C measures and quantifying the resulting energy and demand impacts. Methods for measuring and verifying savings can vary by measure, according to the TRM and Evaluation Framework. Methods can also vary by program, component, and sector. The Evaluation Plan for each program details the evaluation methodology and sampling and verification plans. The EM&V CSP will submit these plans to the SWE for review and approval and will adjust them where required by the SWE. The EM&V CSP will update the evaluation plans annually, if needed, and provide them to the SWE for review.

The SWE and the Commission may call quarterly evaluation group meetings for all EDCs and their evaluators. The SWE may also call *ad hoc* working group sessions to discuss TRM protocols, net savings approaches, or other Act 129 matters. PPL Electric Utilities and the EM&V CSP will attend these meetings to provide input and stay informed of the SWE's activities and decisions.

PPL Electric Utilities and its EM&V CSP may also contact the SWE with requests for clarification of TRM protocols, decisions, net savings approaches, or any other relevant matter. The communications among all parties will remain open and flexible.

# 7 Cost Recovery Mechanism

## *7.1 Total Annual Revenues as of December 31, 2006*

Section 2806.1(g) of the Public Utility Code requires that the total cost of any EE&C Plan cannot exceed 2% of the EDC's total annual revenue as of December 31, 2006. PPL Electric Utilities' total annual revenues for calendar year 2006 were approximately $3 billion. Accordingly, the 2% cost cap established by Act 129 is approximately $61.5 million.

In its Implementation Order, the Commission stated that the 2% budgetary cap applies to the EDC's annual budget and not to the budget for the entire Phase IV.[31] In addition, the Commission determined that certain implementation costs recoverable under Act 129 are not subject to the 2% cost cap, including PPL Electric Utilities' share of the costs for the SWE.

## *7.2 Plan to Fund the EE&C Measures, Including Administrative Costs*

PPL Electric Utilities will spend most of its $307.5 million budget to implement its EE&C Plan during Phase IV.[32] This budget also includes costs PPL Electric Utilities incurs to develop and modify its EE&C Plan. The Implementation Order states that EDCs should be permitted to recover the incremental cost incurred to design, create, and obtain Commission approval of an EE&C Plan. The Company proposes to amortize and recover those deferred costs ratably over the 60-month life of its Phase IV EE&C Plan (June 1, 2021, through May 31, 2026).

## *7.3 Data Tables*

The tables on the following pages provide cost data for each program. Cost-effectiveness calculations by program are provided in Section 8. The table captions make reference to the corresponding table numbers provided in the EE&C Plan Template.

Tables in this section include the following:

- Table 54: Pa PUC Table 10 –Summary of EE&C Costs
- Table 55: Pa PUC Table 11 – Allocation of Common Costs to Applicable Customer Sector
- Table 56: Pa PUC Table 12 – Summary of Portfolio EE&C Costs

[31] Implementation Order at 11.

[32] $307.5 million is the allowable budget under PPL Electric Utilities' Act 129 cost cap. In addition to this cost, PPL Electric Utilities expects to incur approximately $5 million for its share of the SWE's cost, which are not subject to the cost cap.

**Table 54. Pa PUC Table 10 - Summary of EE&C Costs[1]**

| Portfolio | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| EE&C Program | Cost Elements ($) [3] | | | | | | | Total Cost | Expected Acquisition Cost [2] ($/MWh) | Levelized Cost [3] ($/MWh) | Expected Acquisition Cost ($/MW) |
| | *Incentives* | *CSP Program Design* | *CSP Administrative* | *CSP Delivery Fees* | *CSP Marketing* | *EDC Administrative* | *EDC Other[4]* | | | | |
| **Residential** | $39,293,183 | $46,000 | $3,523,563 | $18,287,543 | $2,496,277 | $1,100,000 | - | $64,746,566 | $ 361.53 | $ 62.34 | $ 2,079,479 |
| **Low-Income** | $23,061,500 | - | $4,030,500 | $12,958,000 | - | $1,100,000 | $750,000 | $41,900,000 | $ 624.50 | $ 108.62 | $ 4,639,145 |
| **Small C&I** | $63,500,924 | $128,786 | $4,378,092 | $24,246,120 | $2,034,357 | $550,000 | - | $94,838,279 | $ 146.19 | $ 59.63 | $ 762,652 |
| **Large C&I** | $46,611,297 | $100,776 | $4,343,105 | $13,962,791 | $2,338,595 | $550,000 | - | $67,906,564 | $ 141.15 | $ 48.32 | $ 998,109 |
| **Sector Total** | **$172,466,904** | **$275,562** | **$16,275,260** | **$69,454,454** | **$6,869,229** | **$3,300,000** | **$750,000** | **$269,391,409** | **$ 195.78** | **$ 57.08** | **$ 1,158,392** |

[1] Common Costs are not included in this table.
[2] The numerator in the acquisition cost calculation is the full direct program cost. Acquisition costs based on first-year savings.
[3] Levelized costs are lifetime. Appendix A of the 2021 TRC Test Order provides formulas to calculate levelized cost. See 2021 TRC Test Order, available at http://www.puc.pa.gov/pcdocs/1648126.docx.
[4] Represents Health & Safety Pilot Program's costs

| Portfolio | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| EE&C Program | Cost Elements ($)[3] | | | | | | | Total Cost | Expected Acquisition Cost[2] ($/MWh) | Levelized Cost[3] ($/MWh) | Expected Acquisition Cost ($/MW) |
| | Incentives | CSP Program Design | CSP Administrative | CSP Delivery Fees | CSP Marketing | EDC Administrative | EDC Other[4] | | | | |
| Residential | $39,293,184 | $ 46,000 | $ 3,523,563 | $18,287,542 | $2,496,277 | $ 1,100,000 | - | $64,746,566 | $ 395.05 | $ 69.02 | $ 1,904,993 |
| Low-Income | $23,061,500 | - | $4,030,500 | $12,958,000 | - | $ 1,100,000 | $750,000 | $41,900,000 | $ 650.32 | $ 119.00 | $ 4,642,198 |
| Small C&I | $52,422,270 | $128,786 | $4,378,092 | $17,324,983 | $2,034,357 | $550,000 | - | $76,838,488 | $ 133.81 | $ 40.41 | $ 894,967 |
| Large C&I | $57,689,951 | $100,776 | $4,343,105 | $20,883,928 | $2,338,595 | $ 550,000 | - | $85,906,355 | $ 107.35 | $ 48.11 | $ 806,064 |
| Sector Total | $172,466,905 | $275,562 | $16,275,260 | $69,454,453 | $6,869,229 | $3,300,000 | $750,000 | $269,391,409 | $ 168.08 | $ 48.43 | $ 1,144,180 |

[1] Common Costs are not included in this table

[2] The numerator in the acquisition cost calculation is the full direct program cost. Acquisition costs based on first-year savings.

[3] Levelized costs are lifetime. Appendix A of the 2021 TRC Test Order provides formulas to calculate levelized cost. See 2021 TRC Test Order, available at http://www.puc.pa.gov/pcdocs/1648126.docx.

[4] Represents Health & Safety Pilot Program's costs

**Table 55. Pa PUC Table 11 - Allocation of Common Costs to Applicable Customer Sector**

| Common Cost Element | Total Cost ($) | Basis for Cost Allocation | Sector Cost Allocation ($) | | |
|---|---|---|---|---|---|
| | | | Residential (Including Low-Income) | Commercial/ Industrial -- Small | Commercial/ Industrial -- Large |
| Advertising & Marketing | $10,400,000 | % of Direct Program Cost | $4,117,360 | $3,660,800 | $2,621,840 |
| Phase IV Tracking System/Technical Support | $7,800,000 | % of Direct Program Cost | $3,088,020 | $2,745,600 | $1,966,380 |
| EE&C Phase IV Plan Development | $1,100,000 | % of Direct Program Cost | $435,490 | $387,200 | $277,310 |
| Evaluation and Measurement | $15,000,000 | % of Direct Program Cost | $5,938,500 | $5,280,000 | $3,781,500 |
| Plan Management | $2,400,000 | % of Direct Program Cost | $950,160 | $844,800 | $605,040 |
| Major Accounts | $1,400,000 | Estimated % of KAM time with customer sectors (excluding residential) | $0 | $420,000 | $980,000 |
| Statewide Evaluator | $5,000,000 | % of Direct Program Cost | $1,979,500 | $1,760,000 | $1,260,500 |
| **Totals** | **$43,100,000** | | **$16,509,030** | **$15,098,400** | **$11,492,570** |

| Common Cost Element | Total Cost ($) | Basis for Cost Allocation | Sector Cost Allocation ($) | | |
|---|---|---|---|---|---|
| | | | Residential (Including Low-Income) | Commercial/ Industrial – Small | Commercial/ Industrial – Large |
| Advertising & Marketing | $10,400,000 | % of Direct Program Cost | $4,117,360 | $2,966,080 | $3,316,560 |
| Phase IV Tracking System/Technical Support | $7,800,000 | % of Direct Program Cost | $3,088,020 | $ 2,224,560 | $2,487,420 |
| EE&C Phase IV Plan Development | $1,100,000 | % of Direct Program Cost | $435,490 | $313,720 | $350,790 |
| Evaluation and Measurement | $15,000,000 | % of Direct Program Cost | $5,938,500 | $4,278,000 | $4,783,500 |
| Plan Management | $2,400,000 | % of Direct Program Cost | $950,160 | $684,480 | $765,360 |
| Major Accounts | $1,400,000 | % of Direct Program Cost (excluding residential) | - | $660,950 | $739,050 |
| Statewide Evaluator | $5,000,000 | % of Direct Program Cost | $1,979,500 | $1,426,000 | $1,594,500 |
| **Totals** | **$ 43,100,000** | | **$16,509,030** | **$12,553,790** | **$14,037,180** |

**Table 56. Pa PUC Table 12 - Summary of Portfolio EE&C Costs**

| Portfolio | Total Sector Portfolio-specific Costs | Total Common Costs | Total of All Costs |
|---|---|---|---|
| Residential (Including Low-Income) | $106,646,566 | $16,509,030 | $123,155,596 |
| Commercial/Industrial -- Small | $94,838,279 | $15,098,400 | $109,936,679 |
| Commercial/Industrial -- Large | $67,906,564 | $11,492,570 | $79,399,134 |
| **Totals** | **$269,391,409** | **$43,100,000** | **$312,491,409** |

| ~~Portfolio~~ | ~~Total Sector Portfolio-Specific Costs~~ | ~~Total Common Costs~~ | ~~Total of All Costs~~ |
|---|---|---|---|
| ~~Residential (Including Low-Income)~~ | ~~$106,646,566~~ | ~~$16,509,030~~ | ~~$123,155,596~~ |
| ~~Commercial/Industrial -- Small~~ | ~~$76,838,488~~ | ~~$12,553,790~~ | ~~$89,392,278~~ |
| ~~Commercial/Industrial -- Large~~ | ~~$85,906,355~~ | ~~$14,037,180~~ | ~~$99,943,535~~ |
| ~~Totals~~ | ~~$269,391,409~~ | ~~$43,100,000~~ | ~~$312,491,409~~ |

## *7.4 Tariffs and Cost Recovery Mechanism*

Section 2806.1(k)(1) of the Public Utility Code authorizes EDCs to recover the costs of their EE&C Plan through a reconcilable adjustment clause under Section 1307 of the Public Utility Code

Because all programs in PPL Electric Utilities' EE&C Plan will benefit both shopping and non-shopping customers, the Company designed its cost recovery mechanism to be non-bypassable. The ACR-IV will be calculated separately for PPL Electric Utilities' three major customer classes—residential, small C&I, and large C&I. For residential customers, PPL Electric Utilities will apply the cost recovery mechanism as a cents per kWh component of the distribution charge. For small C&I customers, the Company will apply the cost recovery mechanism as a cents per kWh charge as a separate line item on the customers' bill. For large C&I customers, PPL Electric Utilities will apply the cost recovery mechanism as a dollars per kW charge, as a separate line item on the customers' bill, where the demand (kW) is a customer's PJM peak load contribution (which may change yearly).

PPL Electric Utilities proposes to calculate the ACR-IV on an annual basis according to the projected program costs that it anticipates it will incur during that Phase IV program year. PPL Electric Utilities proposes an annual reconciliation of the ACR-IV for each of its three major customer classes. Specifically, each year PPL Electric Utilities will compare actual ACR-IV revenues to actual expenses and will recover or refund any over or under-collections in the next ACR-IV application year.

In addition to the annual reconciliation, upon determination that a customer class's ACR-IV rate, if left unchanged, would result in a material over- or under-collection of Phase IV Act 129 costs incurred or expected to be incurred during the current 12-month period, the Company, in its discretion, may file with the Commission for an interim revision of the ACR-IV rate.

### *7.5 Cost Recovery Mechanism to Ensure Approved Measures Are Financed by Corresponding Customer Class*

Section 2806.1(a)(11) of the Public Utility Code requires that EE&C measures be paid for by the same customer class that receives the energy and conservation benefits of those measures. PPL Electric Utilities will directly assign costs to the customer class that received the benefits of the EE&C measures whenever those costs can be directly assigned.

However, some costs, such as common costs and/or portfolio-level costs, relate to EE&C measures that are applicable to more than one customer class or that provide systemwide benefits. In Phases I, II, and III, the Commission directed PPL Electric Utilities to allocate those costs, and general administrative costs, using reasonable and generally acceptable cost of service principles that are commonly utilized in base rate proceedings. In Phase IV, as in Phases I, II, and III, PPL Electric Utilities proposes to allocate such costs using an allocation factor equal to the percentage of the total actual EE&C costs directly assigned to each customer class.

### *7.6 Phase IV Cost Accounting*

PPL Electric Utilities will account for Phase IV costs separately from those incurred in prior phases using separate and distinct account numbers that break out charges by program, sector, and cost category (e.g., incentives, CSP costs, and payroll). The Company will use different account numbers for Phase IV from those used in prior phases. Any costs associated with energy efficiency measures installed and operable on or before May 31, 2021, will be accounted for as Phase III costs. Any costs associated with energy efficiency measures installed and operable after May 31, 2021, will be accounted for as Phase IV costs.

### *7.7 PJM FCM Cost Recovery*

PPL Electric Utilities will nominate a portion of the expected peak demand savings in its Phase IV program into PJM's FCM. PPL Electric Utilities will update the annual report template to include and clearly show FCM proceeds or penalties. Cost recovery will be assigned by the customer class that provides the capacity and will be adjusted to reflect the proceeds or penalties from this activity.

# 8 Cost-Effectiveness

## *8.1 Plan Cost-Effectiveness as Defined by the Total Resource Cost Test*

The cost-effectiveness of the portfolio was demonstrated in data presented in Section 3 and in Table 59~~Table 59~~ and Table 60 for each program in the EE&C Plan, PPL Electric Utilities determined cost-effectiveness in accordance with the Commission's 2021 TRC Test Order.

PPL Electric Utilities began assessing the cost-effectiveness of each program in the Plan by creating a valuation of the total resource benefits ("TRC Benefits") over the life of each conservation measure, for a maximum of 15 years as directed in the 2021 TRC Test Order. The Company also determined each program's total resource costs ("TRC Costs") using the SWE Team Incremental Measure Cost Database and program delivery and administration costs. The 2021 TRC Test Order indicates that the portfolio of programs is cost-effective if its TRC Benefits exceed its TRC costs or the benefit/cost ratio is at least 1.0, as shown by the following equations:

$$\text{TRC Benefits} - \text{TRC Costs} \geq 0$$
or
$$\text{TRC Benefits/TRC Costs} \geq 1$$

The TRC Benefits data in this EE&C Plan are estimates based on the planning assumptions in this EE&C Plan. The Company will complete a cost-effectiveness evaluation using actual program results as part of its yearly evaluations.

### 8.1.1 Calculation of Avoided Costs of Supplying Electricity

PPL Electric Utilities calculated the avoided costs of delivered electricity for a 15-year planning horizon in three segments, using the SWE avoided cost calculator, as follows:

- ***Years 1-4 (June 2021-May 2025).*** The Company used the NYMEX Electricity Futures Price at the PJM West Hub as of September 1, 2020, and applied a locational basis adjustment from PJM West Hub to the Company's Zone.
- ***Years 5-10 (June 2025-May 2031).*** PPL Electric Utilities used NYMEX Henry Hub Natural Gas Futures and the EIA AEO Natural Gas Price Forecast for Mid-Atlantic Region as of September 1, 2020, converted to electric prices using an on-peak and off-peak heat rate and spark spread.
- ***Years 11-15 (June 2031-May 2036).*** PPL Electric Utilities used Middle Atlantic Natural Gas Prices for Electric Power from the Energy Information Administration Annual Energy Outlook, Energy Prices by Sector and Source, converted to electric prices using the on-peak and off-peak heat rate and including on-peak and off-peak spark price spreads.

The Company estimated avoided generation capacity costs using PJM base residual auction results for 2021/2022. Subsequent years are inflated by 2% as specified in the 2021 TRC Test Order. Avoided T&D costs for PY13 are from the SWE Demand Response Potential study, with the subsequent years

escalated by 2% as specified in the 2021 TRC Test Order. The assumptions used to calculate avoided costs are summarized by sector in Table 57~~Table 57~~.

**Table 57. Main Assumptions Used in Avoided Costs and TRC Calculations**

| | | |
|---|---|---|
| Discount Rates (Nominal) | Utility Discount Rate | 5.00% |
| | Participant Discount Rate | 5.00% |
| | Societal Discount Rate | 5.00% |
| | TRC Discount Rate | 5.00% |
| Line Losses[1] | **Energy** | |
| | Residential | 108.75% |
| | Commercial (Small C&I) | 108.75% |
| | Industrial (Large C&I) | 104.20% |
| | **Demand** | |
| | Residential | 108.75% |
| | Commercial (Small C&I) | 108.75% |
| | Industrial (Large C&I) | 104.20% |
| T&D Prices[2] | Average BLS Escalator | - |
| | Transmission & Distribution ($/kW-year 2021-2022) | $121.21 |
| | Transmission Only ($/kW-year 2021-2022) | $0.00 |

[1] Line losses are consistent with those provided in the 2021 TRM Volume 1 Table 1-4. The line loss factor in this table represents meter to the generator.

[2] T&D prices are consistent with those provided on page 47 (Table 2) of the 2021 TRC Test Order.

Table 58 shows PPL Electric Utilities' calculated avoided costs of delivered electricity for a 15-year planning horizon.

**Table 58. Overall Avoided Costs (All Sectors)**

| Program Year | Electric Energy Avoided Costs ($/kWh) | | | | | Capacity Avoided Costs ($/kW-Year) | | |
|---|---|---|---|---|---|---|---|---|
| | Winter | | Summer | | Yearly | Generation | T&D | Transmission Only |
| | On Peak | Off Peak | On Peak | Off Peak | Average | | | |
| 2022 | $0.04 | $0.03 | $0.03 | $0.02 | $0.03 | $52.32 | $121.21 | $0.00 |
| 2023 | $0.04 | $0.03 | $0.03 | $0.02 | $0.03 | $41.70 | $123.63 | $0.00 |
| 2024 | $0.04 | $0.03 | $0.03 | $0.02 | $0.03 | $42.54 | $126.11 | $0.00 |
| 2025 | $0.04 | $0.03 | $0.03 | $0.02 | $0.03 | $43.39 | $128.63 | $0.00 |
| 2026 | $0.04 | $0.03 | $0.03 | $0.02 | $0.03 | $44.26 | $131.20 | $0.00 |
| 2027 | $0.04 | $0.03 | $0.03 | $0.02 | $0.03 | $45.14 | $133.83 | $0.00 |
| 2028 | $0.05 | $0.04 | $0.04 | $0.02 | $0.04 | $46.04 | $136.50 | $0.00 |
| 2029 | $0.05 | $0.04 | $0.04 | $0.03 | $0.04 | $46.97 | $139.23 | $0.00 |
| 2030 | $0.06 | $0.04 | $0.04 | $0.03 | $0.04 | $47.90 | $142.02 | $0.00 |
| 2031 | $0.06 | $0.05 | $0.04 | $0.03 | $0.05 | $48.86 | $144.86 | $0.00 |
| 2032 | $0.06 | $0.05 | $0.04 | $0.03 | $0.05 | $49.84 | $147.75 | $0.00 |
| 2033 | $0.06 | $0.05 | $0.04 | $0.03 | $0.05 | $50.84 | $150.71 | $0.00 |
| 2034 | $0.07 | $0.05 | $0.04 | $0.03 | $0.05 | $51.85 | $153.72 | $0.00 |
| 2035 | $0.07 | $0.05 | $0.05 | $0.03 | $0.05 | $52.89 | $156.80 | $0.00 |
| 2036 | $0.07 | $0.05 | $0.05 | $0.03 | $0.05 | $53.95 | $159.93 | $0.00 |
| 2037 | $0.07 | $0.06 | $0.05 | $0.03 | $0.05 | $55.03 | $163.13 | $0.00 |
| 2038 | $0.08 | $0.06 | $0.05 | $0.03 | $0.05 | $56.13 | $166.40 | $0.00 |
| 2039 | $0.08 | $0.06 | $0.05 | $0.04 | $0.05 | $57.25 | $169.72 | $0.00 |
| 2040 | $0.08 | $0.06 | $0.05 | $0.04 | $0.06 | $58.40 | $173.12 | $0.00 |
| 2041 | $0.08 | $0.06 | $0.05 | $0.04 | $0.06 | $59.56 | $176.58 | $0.00 |

### 8.1.2 Measure Data

PPL Electric Utilities obtained estimates of savings, incremental cost, and measure life for this EE&C Plan primarily from the TRM, the Pennsylvania Incremental Cost Database, and the SWE's Energy Efficiency Market Potential Study. The Company compiled data for new measures not found in the TRM from secondary sources, including the California Database for Energy Efficiency Resources ("DEER").

### 8.1.3 Program Benefit Components

The benefits used in the TRC calculation include the full value of time and seasonally differentiated generation, transmission and distribution, and capacity costs, and they account for avoided line losses. To capture the full value of time and seasonal impacts of each program measure, PPL Electric Utilities adjusted hourly (8,760) system-avoided costs by the hourly load shape of the end user affected by the measure. The Company included quantifiable non-energy benefits, such as water savings.

### 8.1.4 Cost Components

The cost component of the TRC analysis includes the incremental measure costs/participant costs and direct utility costs. Incremental measure costs are the expenses associated with installing energy efficiency measures and ongoing operation and maintenance costs, where applicable.

EDC costs consist of expenses associated with development, delivery, and ongoing operation, and fit into the four categories listed here.

***EDC Labor, Material, and Supplies***

- Costs to administer energy efficiency program components include (but are not limited to) PPL Electric Utilities' fully loaded incremental personnel costs, employee expenses, office supplies, and external legal costs.

***Customer Incentives***

- Rebates or other incentives paid to customers or trade allies (by PPL Electric Utilities or CSPs) for implementing measures.
- Incentive payments from PPL Electric Utilities to LED manufacturers and retailers who, in turn, discount those products at the point of sale.

***CSP Labor, Materials, and Supplies***

- Costs associated with performing implementation tasks, including (but not limited to) lead intake, customer service, rebate application processing and problem resolution, equipment installation inspections, and individual component reporting. CSPs' marketing costs are segregated under the next category, Marketing.

***Marketing***

- EDC and CSP expenditures related to promotion of EE&C program components include, but are not limited to, the production of energy efficiency literature, advertising, promotion and promotional items, displays, events, and communications. Advertising encompasses all forms of media, such as direct mail, print, radio, and the Internet.
- Costs associated with training and educating the trade ally community, including training associated with delivering, marketing, and promoting its programs and components, as well as best practices training (e.g., quality installation training). This category also includes vendor recruitment and coordination costs. Trade allies include, but are not limited to, HVAC contractors, weatherization contractors, equipment and product dealers, installers, and C&I auditors. Trade allies may also include community groups and trade associations.

PPL Electric Utilities also categorizes costs as follows:

- **Direct costs.** These costs are directly related and charged to a specific component. PPL Electric Utilities will assign costs directly to program components where possible.
- **Common costs (also known as portfolio-level costs).** These costs are applicable to more than one customer class, are applicable to more than one component or program, or provide portfolio-wide benefits.
- **EDC costs.** These costs—the four categories described above—are incurred by PPL Electric Utilities and include all direct and common costs. These costs are in the Plan budget and include the SWE costs that are not subject to the funding cap.
- **Participant costs.** These costs are incurred by the customer, such as for the purchase and installation of efficient measures. Often, the participant cost is determined by subtracting Act 129 EE&C incentives from the incremental cost of the measure. PPL Electric Utilities uses participant costs only in the TRC evaluation.

## *8.2 Data Tables*

The tables on the following pages provide TRC benefits data for each program component and sector. Note that tables in this section are numbered sequentially, but table formats are based on those provided in the Commission EE&C Plan Template. Each table caption includes a reference to the corresponding table number provided in the EE&C Plan Template.

Tables in this section include these:

**Table 59. Pa PUC Table 13A – Gross TRC Benefits, By Program and Total Portfolio**

| *Portfolio* | NTGR & TRC Ratio | | | TRC Costs By Program Per Year ($000) | | | | TRC Benefits By Program Per Year ($000) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Program | Program Year | NTGR | TRC[1, 2] | Incremental Measure Cost | | Program Administration Cost | Total TRC Costs [2] | Capacity Benefits | Energy Benefits | Fossil Fuel and Water Benefits | O&M Benefits | Total TRC Benefits |
| | | | | Paid by EDC | Paid by Participants | | | | | | | |
| *Residential* | *PY13* | *1* | *1.39* | $8,601 | $8,717 | $3,414 | $20,732 | $11,984 | $11,516 | $5,405 | $0 | $28,905 |
| *Residential* | *PY14* | *1* | *1.42* | $8,138 | $8,327 | $3,030 | $19,495 | $11,400 | $11,164 | $5,124 | $0 | $27,689 |
| *Residential* | *PY15* | *1* | *1.24* | $6,610 | $8,089 | $3,180 | $17,879 | $6,746 | $11,546 | $3,885 | $0 | $22,177 |
| *Residential* | *PY16* | *1* | *1.25* | $6,264 | $7,671 | $2,720 | $16,654 | $6,744 | $10,288 | $3,710 | $0 | $20,741 |
| *Residential* | *PY17* | *1* | *1.29* | $6,259 | $7,838 | $2,714 | $16,811 | $7,064 | $11,143 | $3,543 | $0 | $21,749 |
| *Residential* | *Total* | *1* | *1.32* | *$35,873* | *$40,641* | *$15,058* | *$91,572* | *$43,939* | *$55,656* | *$21,667* | *$0* | *$121,262* |
| *Low Income* | *PY13* | *1* | *0.94* | $4,432 | $0 | $3,388 | $7,820 | $1,733 | $2,186 | $3,444 | $0 | $7,363 |
| *Low Income* | *PY14* | *1* | *0.97* | $4,393 | $0 | $3,296 | $7,689 | $1,750 | $2,257 | $3,448 | $0 | $7,456 |
| *Low Income* | *PY15* | *1* | *1.34* | $4,423 | $0 | $3,315 | $7,737 | $1,651 | $2,592 | $6,112 | $0 | $10,355 |
| *Low Income* | *PY16* | *1* | *1.37* | $4,166 | $0 | $3,080 | $7,245 | $1,582 | $2,552 | $5,815 | $0 | $9,950 |
| *Low Income* | *PY17* | *1* | *1.29* | $3,553 | $0 | $2,487 | $6,040 | $1,302 | $2,173 | $4,307 | $0 | $7,781 |
| *Low Income* | *Total* | *1* | *1.17* | *$20,966* | *$0* | *$15,565* | *$36,531* | *$8,019* | *$11,761* | *$23,126* | *$0* | *$42,905* |
| *Small C&I* | *PY13* | *1* | *1.56* | $10,208 | $29,987 | $5,143 | $45,339 | $31,748 | $42,146 | -$6,809 | $3,594 | $70,679 |
| *Small C&I* | *PY14* | *1* | *1.59* | $10,211 | $31,428 | $5,108 | $46,747 | $32,774 | $44,996 | -$6,740 | $3,445 | $74,475 |
| *Small C&I* | *PY15* | *1* | *1.11* | $13,482 | $90,874 | $7,220 | $111,575 | $64,161 | $61,775 | -$5,027 | $2,794 | $123,704 |
| *Small C&I* | *PY16* | *1* | *1.15* | $12,391 | $81,709 | $6,477 | $100,578 | $59,299 | $58,712 | -$4,917 | $2,618 | $115,712 |
| *Small C&I* | *PY17* | *1* | *1.18* | $10,994 | $72,488 | $5,656 | $89,138 | $53,708 | $54,637 | -$5,301 | $2,264 | $105,309 |
| *Small C&I* | *Total* | *1* | *1.25* | *$57,286* | *$306,487* | *$29,604* | *$393,377* | *$241,691* | *$262,265* | *-$28,795* | *$14,717* | *$489,879* |
| *Large C&I* | *PY13* | *1* | *1.02* | $11,270 | $57,869 | $6,244 | $75,383 | $25,639 | $55,058 | -$6,409 | $2,371 | $76,659 |
| *Large C&I* | *PY14* | *1* | *1.04* | $11,183 | $59,177 | $6,179 | $76,539 | $25,792 | $57,718 | -$6,315 | $2,256 | $79,451 |
| *Large C&I* | *PY15* | *1* | *1.31* | $7,025 | $18,332 | $2,558 | $27,914 | $14,596 | $23,486 | -$3,267 | $1,721 | $36,536 |
| *Large C&I* | *PY16* | *1* | *1.35* | $6,674 | $18,064 | $2,460 | $27,199 | $14,226 | $24,060 | -$3,225 | $1,628 | $36,689 |
| *Large C&I* | *PY17* | *1* | *1.38* | $6,687 | $18,085 | $2,387 | $27,159 | $14,819 | $24,556 | -$3,541 | $1,730 | $37,564 |
| *Large C&I* | *Total* | *1* | *1.14* | *$42,839* | *$171,526* | *$19,828* | *$234,193* | *$95,072* | *$184,878* | *-$22,757* | *$9,706* | *$266,899* |
| **Total** | | | **1.22** | **$156,964** | **$518,654** | **$80,055** | **$755,673** | **$388,721** | **$514,560** | **-$6,759** | **$24,423** | **$920,944** |

[1] The TRC ratio will reflect the lifetime TRC, not an annual TRC ratio.
[2] Does not include common portfolio costs; whereas Tables 2 and 3 do include common costs.

| Portfolio | NTGR & TRC Ratio | | | TRC Costs By Program Per Year ($000) | | | | TRC Benefits By Program Per Year ($000) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Program | Program Year | NTGR | TRC[1,2] | Incremental Measure Cost | | Program Administration Cost | Total TRC Costs[2] | Capacity Benefits | Energy Benefits | Fossil Fuel and Water Benefits | O&M Benefits | Total TRC Benefits |
| | | | | Paid by EDC | Paid by Participants | | | | | | | |
| Residential | PY13 | 1 | 1.12 | $8,601 | $7,770 | $5,041 | $21,412 | $11,984 | $11,516 | $539 | $0 | $24,039 |
| Residential | PY14 | 1 | 1.13 | $8,138 | $7,451 | $4,871 | $20,460 | $11,400 | $11,164 | $514 | $0 | $23,079 |
| Residential | PY15 | 1 | 1.09 | $6,877 | $5,375 | $4,585 | $16,837 | $9,129 | $8,614 | $563 | $0 | $18,306 |
| Residential | PY16 | 1 | 1.10 | $6,310 | $4,559 | $4,379 | $15,248 | $8,353 | $7,837 | $569 | $0 | $16,759 |
| Residential | PY17 | 1 | 1.10 | $5,972 | $4,366 | $4,234 | $14,572 | $7,984 | $7,553 | $516 | $0 | $16,053 |
| Residential | Total | 1 | 1.11 | $35,900 | $29,520 | $23,109 | $88,529 | $48,850 | $46,684 | $2,700 | $0 | $98,235 |
| Low-Income | PY13 | 1 | 0.54 | $4,432 | $0 | $3,403 | $7,835 | $1,733 | $2,186 | $303 | $0 | $4,221 |
| Low-Income | PY14 | 1 | 0.55 | $4,393 | $0 | $3,475 | $7,868 | $1,750 | $2,257 | $302 | $0 | $4,310 |
| Low-Income | PY15 | 1 | 0.56 | $4,347 | $0 | $3,577 | $7,924 | $1,785 | $2,346 | $300 | $0 | $4,432 |
| Low-Income | PY16 | 1 | 0.57 | $4,140 | $0 | $3,517 | $7,657 | $1,734 | $2,324 | $284 | $0 | $4,342 |
| Low-Income | PY17 | 1 | 0.57 | $3,646 | $0 | $3,149 | $6,795 | $1,524 | $2,084 | $242 | $0 | $3,851 |
| Low-Income | Total | 1 | 0.56 | $20,958 | $0 | $17,121 | $38,079 | $8,527 | $11,197 | $1,430 | $0 | $21,155 |
| Small C&I | PY13 | 1 | 1.59 | $10,208 | $29,987 | $4,348 | $44,544 | $31,742 | $42,138 | -$6,852 | $3,594 | $70,622 |
| Small C&I | PY14 | 1 | 1.61 | $10,211 | $31,428 | $4,487 | $46,126 | $32,764 | $44,983 | -$6,801 | $3,445 | $74,391 |
| Small C&I | PY15 | 1 | 1.53 | $9,690 | $36,148 | $4,620 | $50,458 | $34,455 | $48,595 | -$8,994 | $3,138 | $77,193 |
| Small C&I | PY16 | 1 | 1.56 | $8,970 | $33,544 | $4,398 | $46,912 | $32,506 | $46,719 | -$8,689 | $2,852 | $73,387 |
| Small C&I | PY17 | 1 | 1.56 | $8,577 | $33,380 | $4,335 | $46,292 | $32,011 | $46,883 | -$9,401 | $2,666 | $72,159 |
| Small C&I | Total | 1 | 1.57 | $47,656 | $164,487 | $22,188 | $234,332 | $163,478 | $229,318 | -$40,737 | $15,695 | $367,754 |
| Large C&I | PY13 | 1 | 1.04 | $11,270 | $57,869 | $4,763 | $73,902 | $25,639 | $55,058 | -$6,409 | $2,371 | $76,659 |
| Large C&I | PY14 | 1 | 1.06 | $11,183 | $59,177 | $4,907 | $75,267 | $25,792 | $57,718 | -$6,315 | $2,256 | $79,451 |
| Large C&I | PY15 | 1 | 1.07 | $10,632 | $66,558 | $5,482 | $82,673 | $26,283 | $68,360 | -$7,895 | $2,040 | $88,787 |
| Large C&I | PY16 | 1 | 1.10 | $9,934 | $62,670 | $5,291 | $77,895 | $24,856 | $66,609 | -$7,658 | $1,839 | $85,645 |
| Large C&I | PY17 | 1 | 1.13 | $9,425 | $59,554 | $5,186 | $74,164 | $24,016 | $65,635 | -$7,577 | $1,730 | $83,804 |
| Large C&I | Total | 1 | 1.08 | $52,444 | $305,828 | $25,628 | $383,900 | $126,585 | $313,380 | -$35,855 | $10,236 | $414,347 |
| **Total** | - | - | **1.21** | **$156,958** | **$499,835** | **$88,047** | **$744,840** | **$347,441** | **$600,579** | **-$72,461** | **$25,931** | **$901,490** |

[1] The TRC ratio will reflect the lifetime TRC, not an annual TRC ratio.

[2] Does not include common portfolio costs; whereas Tables 2 and 3 do include common costs.

**Table 60. Pa PUC Table 13B - Net Benefits, By Program and Total Portfolio**

| *Portfolio* | NTGR & TRC Ratio | | | TRC Costs By Program Per Year ($000) | | | | TRC Benefits By Program Per Year ($000) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Program | Program Year | NTGR | TRC[1] | Incremental Measure Cost | | Program Administration Cost | Total TRC Costs [2] | Capacity Benefits | Energy Benefits | Fossil Fuel and Water Benefits | O&M Benefits | Total TRC Benefits |
| | | | | Paid by EDC | Paid by Participants | | | | | | | |
| *Residential* | *PY13* | *0.76* | *1.36* | $8,601 | $6,299 | $1,767 | $16,668 | $8,727 | $8,883 | $5,090 | $0 | $22,700 |
| *Residential* | *PY14* | *0.76* | *1.39* | $8,138 | $5,982 | $1,458 | $15,578 | $8,271 | $8,595 | $4,818 | $0 | $21,684 |
| *Residential* | *PY15* | *0.76* | *1.20* | $6,610 | $5,339 | $1,572 | $13,521 | $4,643 | $8,083 | $3,564 | $0 | $16,291 |
| *Residential* | *PY16* | *0.76* | *1.22* | $6,264 | $5,063 | $1,199 | $12,526 | $4,637 | $7,250 | $3,401 | $0 | $15,288 |
| *Residential* | *PY17* | *0.76* | *1.26* | $6,259 | $5,173 | $1,166 | $12,598 | $4,843 | $7,812 | $3,244 | $0 | $15,899 |
| *Residential* | *Total* | *0.76* | *1.30* | *$35,873* | *$27,855* | *$7,163* | *$70,891* | *$31,121* | *$40,624* | *$20,117* | *$0* | *$91,862* |
| *Low Income* | *PY13* | *1.00* | *0.94* | $4,432 | $0 | $3,388 | $7,820 | $1,733 | $2,186 | $3,444 | $0 | $7,363 |
| *Low Income* | *PY14* | *1.00* | *0.97* | $4,393 | $0 | $3,296 | $7,689 | $1,750 | $2,257 | $3,448 | $0 | $7,456 |
| *Low Income* | *PY15* | *1.00* | *1.34* | $4,423 | $0 | $3,315 | $7,737 | $1,651 | $2,592 | $6,112 | $0 | $10,355 |
| *Low Income* | *PY16* | *1.00* | *1.37* | $4,166 | $0 | $3,080 | $7,245 | $1,582 | $2,552 | $5,815 | $0 | $9,950 |
| *Low Income* | *PY17* | *1.00* | *1.29* | $3,553 | $0 | $2,487 | $6,040 | $1,302 | $2,173 | $4,307 | $0 | $7,781 |
| *Low Income* | *Total* | *1.00* | *1.17* | *$20,966* | *$0* | *$15,565* | *$36,531* | *$8,019* | *$11,761* | *$23,126* | *$0* | *$42,905* |
| *Small C&I* | *PY13* | *0.70* | *1.48* | $10,208 | $22,284 | $1,202 | $33,695 | $22,430 | $29,812 | -$4,776 | $2,490 | $49,956 |
| *Small C&I* | *PY14* | *0.70* | *1.52* | $10,211 | $23,386 | $1,232 | $34,829 | $23,247 | $31,980 | -$4,727 | $2,386 | $52,886 |
| *Small C&I* | *PY15* | *0.70* | *1.07* | $13,482 | $68,620 | $2,850 | $84,952 | $47,318 | $45,052 | -$3,482 | $1,935 | $90,824 |
| *Small C&I* | *PY16* | *0.70* | *1.11* | $12,391 | $61,687 | $2,429 | $76,507 | $43,688 | $42,773 | -$3,406 | $1,813 | $84,868 |
| *Small C&I* | *PY17* | *0.70* | *1.14* | $10,994 | $54,813 | $2,018 | $67,825 | $39,577 | $39,840 | -$3,721 | $1,568 | $77,265 |
| *Small C&I* | *Total* | *0.70* | *1.19* | *$57,286* | *$230,790* | *$9,732* | *$297,808* | *$176,261* | *$189,458* | *-$20,112* | *$10,193* | *$355,799* |
| *Large C&I* | *PY13* | *0.70* | *0.98* | $11,270 | $44,203 | $1,863 | $57,336 | $18,453 | $40,505 | -$4,619 | $1,642 | $55,982 |
| *Large C&I* | *PY14* | *0.70* | *1.00* | $11,183 | $45,185 | $1,898 | $58,265 | $18,601 | $42,541 | -$4,551 | $1,563 | $58,154 |
| *Large C&I* | *PY15* | *0.70* | *1.25* | $7,025 | $14,331 | -$597 | $20,758 | $10,274 | $16,760 | -$2,281 | $1,192 | $25,945 |
| *Large C&I* | *PY16* | *0.70* | *1.29* | $6,674 | $14,108 | -$540 | $20,243 | $10,022 | $17,214 | -$2,252 | $1,127 | $26,112 |
| *Large C&I* | *PY17* | *0.70* | *1.32* | $6,687 | $14,009 | -$572 | $20,124 | $10,419 | $17,490 | -$2,471 | $1,198 | $26,636 |
| *Large C&I* | *Total* | *0.70* | *1.09* | *$42,839* | *$131,836* | *$2,051* | *$176,726* | *$67,770* | *$134,509* | *-$16,173* | *$6,722* | *$192,829* |
| **Total** | | | **1.17** | **$156,964** | **$390,481** | **$34,511** | **$581,956** | **$283,171** | **$376,351** | **$6,957** | **$16,915** | **$683,394** |

[1] The TRC ratio will reflect the lifetime TRC, not an annual TRC ratio.

[2] Does not include common portfolio costs; whereas Tables 2 and 3 do include common costs.

| Portfolio | NTGR & TRC Ratio | | | TRC Costs By Program Per Year ($000) | | | | TRC Benefits By Program Per Year ($000) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Program | Program Year | NTGR | TRC[1, 2] | Incremental Measure Cost | | Program Administration Cost | Total TRC Costs[2] | Capacity Benefits | Energy Benefits | Fossil Fuel and Water Benefits | O&M Benefits | Total TRC Benefits |
| | | | | Paid by EDC | Paid by Participants | | | | | | | |
| Residential | PY13 | 0.79 | 1.07 | $8,601 | $4,909 | $3,394 | $16,905 | $8,727 | $8,883 | $519 | $0 | $18,130 |
| Residential | PY14 | 0.79 | 1.08 | $8,138 | $4,675 | $3,299 | $16,113 | $8,271 | $8,595 | $494 | $0 | $17,360 |
| Residential | PY15 | 0.79 | 1.02 | $6,877 | $2,988 | $3,219 | $13,084 | $6,401 | $6,459 | $527 | $0 | $13,387 |
| Residential | PY16 | 0.79 | 1.03 | $6,310 | $2,388 | $3,122 | $11,821 | $5,805 | $5,823 | $529 | $0 | $12,157 |
| Residential | PY17 | 0.79 | 1.02 | $5,972 | $2,272 | $3,028 | $11,272 | $5,510 | $5,566 | $476 | $0 | $11,553 |
| Residential | Total | 0.79 | 1.05 | $35,900 | $17,232 | $16,063 | $69,194 | $34,714 | $35,327 | $2,545 | $0 | $72,586 |
| Low-Income | PY13 | 1.00 | 0.54 | $4,432 | $0 | $3,403 | $7,835 | $1,733 | $2,186 | $303 | $0 | $4,221 |
| Low-Income | PY14 | 1.00 | 0.55 | $4,393 | $0 | $3,475 | $7,868 | $1,750 | $2,257 | $302 | $0 | $4,310 |
| Low-Income | PY15 | 1.00 | 0.56 | $4,347 | $0 | $3,577 | $7,924 | $1,785 | $2,346 | $300 | $0 | $4,432 |
| Low-Income | PY16 | 1.00 | 0.57 | $4,140 | $0 | $3,517 | $7,657 | $1,734 | $2,324 | $284 | $0 | $4,342 |
| Low-Income | PY17 | 1.00 | 0.57 | $3,646 | $0 | $3,149 | $6,795 | $1,524 | $2,084 | $242 | $0 | $3,851 |
| Low-Income | Total | 1.00 | 0.56 | $20,958 | $0 | $17,121 | $38,079 | $8,527 | $11,197 | $1,430 | $0 | $21,155 |
| Small C&I | PY13 | 0.70 | 1.52 | $10,208 | $20,884 | $1,807 | $32,900 | $22,426 | $29,807 | $4,806 | $2,490 | $49,917 |
| Small C&I | PY14 | 0.70 | 1.54 | $10,211 | $22,052 | $1,945 | $34,209 | $23,240 | $31,971 | $4,769 | $2,386 | $52,828 |
| Small C&I | PY15 | 0.70 | 1.46 | $9,690 | $25,789 | $2,228 | $37,707 | $24,638 | $34,830 | $6,455 | $2,173 | $55,185 |
| Small C&I | PY16 | 0.70 | 1.50 | $8,970 | $23,950 | $2,200 | $35,119 | $23,266 | $33,515 | $6,243 | $1,975 | $52,514 |
| Small C&I | PY17 | 0.70 | 1.49 | $8,577 | $23,918 | $2,234 | $34,729 | $22,952 | $33,687 | $6,791 | $1,846 | $51,694 |
| Small C&I | Total | 0.70 | 1.50 | $47,656 | $116,593 | $10,414 | $174,663 | $116,522 | $163,810 | $29,065 | $10,870 | $262,138 |
| Large C&I | PY13 | 0.70 | 1.00 | $11,270 | $42,403 | $2,181 | $55,854 | $18,453 | $40,505 | $4,619 | $1,642 | $55,982 |
| Large C&I | PY14 | 0.70 | 1.02 | $11,183 | $43,470 | $2,339 | $56,993 | $18,601 | $42,541 | $4,551 | $1,563 | $58,154 |
| Large C&I | PY15 | 0.70 | 1.04 | $10,632 | $49,203 | $3,055 | $62,889 | $19,048 | $50,703 | $5,766 | $1,413 | $65,398 |
| Large C&I | PY16 | 0.70 | 1.06 | $9,934 | $46,362 | $3,038 | $59,334 | $18,036 | $49,447 | $5,599 | $1,273 | $63,157 |
| Large C&I | PY17 | 0.70 | 1.09 | $9,425 | $44,063 | $3,051 | $56,539 | $17,431 | $48,731 | $5,541 | $1,198 | $61,818 |
| Large C&I | Total | 0.70 | 1.04 | $52,444 | $225,501 | $13,664 | $291,609 | $91,569 | $231,926 | $26,076 | $7,089 | $304,509 |
| Total | - | - | 1.15 | $156,958 | $359,326 | $57,261 | $573,545 | $251,332 | $442,261 | $51,165 | $17,960 | $660,388 |

[1] The TRC ratio will reflect the lifetime TRC, not an annual TRC ratio.

[2] Does not include common portfolio costs; whereas Tables 2 and 3 do include common costs.

# 9 Plan Compliance and Other Key Issues

## *9.1 Plan Compliance Issues*

### 9.1.1 Variety of EE&C Measures with Equitable Distribution

PPL Electric Utilities' EE&C Plan offers a variety of measures and distributes costs and energy savings equitably across all customer sectors. The Company's process for developing the Plan, including an overview of the considerations and steps taken to help ensure compliance with the Implementation Order, is described in Section 1.2 and Figure 2~~Figure 2~~ in Section 3.1.2 shows that PPL Electric Utilities will offer each a range of energy efficiency and demand reduction measures to serve all customers. PPL Electric Utilities included education, which is fundamental to understanding and making informed choices about energy efficiency, as an element of all program components.

Program components for residential customers (including low-income) comprise approximately 39% of the total cost and ~~14~~18% of the total savings projected in this Plan. Program components for non-residential customers comprise approximately 61% of the total cost and ~~86~~82% of the total savings.

These proportions demonstrate an equitable distribution of savings among customer sectors and are reasonably close to the percentages of market potential attributable to the sectors and the percentage of total PPL Electric Utilities revenue attributable to each sector. The percentage of residential (including low-income) cost is greater than the percentage of residential savings (and vice versa for non-residential) because the component acquisition cost is higher for residential (including low-income) than for non-residential, primarily because the component acquisition cost of low-income is much higher than for non-low-income components.

### 9.1.2 Manner in which the EE&C Plan Will Achieve Requirements Under 66 Pa. C.S. §§ 2806.1(c) & (d)

By its Implementation Order, the Commission requires PPL Electric Utilities to achieve 3.3% energy savings by May 31, 2026, which equates to 1,250,157 MWh/year. The Commission also requires PPL Electric Utilities to achieve 72,509 MWh/year of energy savings from the low-income sector and to achieve 229 MW of peak demand reduction during Phase IV. PPL Electric Utilities designed its Plan to achieve all of these objectives. As previously described, the Company designed the Plan to exceed the 1,250,157 MWh/year and 229 MW targets by approximately 35~~44~~% MWh[33] and ~~10~~9% MW, respectively, to allow for uncertainties, such as evaluation results that are not available until significantly after the conclusion of each program year.

[33] Includes ~~200,000~~306,275 MWh/year of carryover program savings from Phase III

### 9.1.3 Manner in which the EE&C Plan Will Achieve Low-Income Requirements

The Implementation Order requires that a minimum of 72,509 MWh/year of the total required reductions come from the Low-Income customer sector. Consistent with Phase III, these savings may not accrue from low-income participation in general Residential Program components.

All low-income measures will be available at no cost to low-income customers. Though low-income customers can participate in Residential Program components, these specific measures are offered exclusively to the low-income sector. These measures comprise 17.0719% of the total measures offered. As required under Act 129, this exceeds the fraction of the electric consumption of the utility's low-income households divided by the total electricity consumption in the PPL Electric Utilities territory (9.95%).

**Table 61. Low-Income Sector Compliance (Number of Measures)[1]**

| | Low-Income Sector | All Sectors | % Low-Income | Goal: Low-Income Measures as % of All Measures Offered |
|---|---|---|---|---|
| Number of measures offered | 21 | 123 | 17.07% | 9.95% |

[1] Act 129 includes a provision requiring EDCs 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).

| | ~~Low-Income Sector~~ | ~~All Sectors~~ | ~~Percentage Low-Income~~ | ~~Goal: Low-Income Measures as % of All Measures Offered~~ |
|---|---|---|---|---|
| ~~Number of measures offered~~ | ~~22~~ | ~~128~~ | ~~17.19%~~ | ~~9.95%~~ |

~~[1] Act 129 includes a provision requiring EDCs 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).~~

PPL Electric Utilities designed its Low-Income Program to achieve the Commission's low-income set-aside target through the Phase IV program.

### 9.1.4 Funds Allocated to Experimental Equipment or Devices

All of the measures in this Plan are proven technologies that are commercially available and technically sound, and most, if not all, are in the TRM, will be added to the TRM, or will be treated as custom measures. As was done in Phase III, the Company will submit descriptions of any pilot programs or proposed technology additions to the Pa PUC and stakeholders prior to implementation. Table 62~~Table 62~~ shows the funds PPL Electric Utilities allocated to pilots, new technology, and experimental equipment by customer sector.

**Table 62. PPL Electric Utilities Funds Allocated to Pilots, New Technology, and Experimental Equipment**

| Sector | Allocated Funds |
|---|---|
| Residential and Low-Income | $3 million |
| Small C&I and Large C&I | $3 million |
| **Total** | **$6 million** |

PPL Electric Utilities will track and limit expenditures on measures determined as experimental to help ensure that no more than 2% of Act 129 funds are allocated for this purpose.

#### 9.1.5 How the EE&C Plan Will Be Competitively Neutral to All Distribution Customers

As described in Section 9.1.1, each customer class has an opportunity to choose among a range of programs, components, and measures. All program components are available to customers regardless of whether they receive default generation service from PPL Electric Utilities or obtain competitive supply from an electric generation supplier. Based on their contracted generation supply rate, competitive-supply customers may experience different monthly bill savings than default generation service customers as a result of participating in one of PPL Electric Utilities' programs.

### *9.2 Other Key Issues*

#### 9.2.1 How EE&C Plan Will Lead to Long-Term, Sustainable Energy Efficiency Savings

PPL Electric Utilities designed its five-year portfolio of EE&C Plan programs to satisfy the performance requirements set forth in Act 129 and the Commission's Implementation Order. Many of the measures installed under the program components will continue to perform and produce savings well beyond the term of the Plan. In addition, as described throughout the Plan, PPL Electric Utilities will encourage customers to take a comprehensive approach to energy efficiency and peak demand reduction by offering education and incentives designed to implement multiple measures and to take a whole-home/building approach.

Furthermore, PPL Electric Utilities program components have and will continue to stimulate demand for energy efficient and peak demand reduction products and encourage distributors and retailers to stock such equipment. For example, PPL Electric Utilities launched a midstream program for C&I lighting in Phase III. This innovative delivery channel encouraged lighting distributors to stock and promote efficient lighting technologies by providing them with incentives that they could pass onto the end user. The program was a success, with the number of participating distributors increasing throughout the phase. PPL Electric Utilities plans to build upon the success of this delivery channel by expanding midstream offerings to residential HVAC ~~and pool pump~~ measures in Phase IV.

#### 9.2.2 How EE&C Plan Will Leverage and Utilize Other Financial Resources

PPL Electric Utilities encourages customers to maximize financial resources that are external to Act 129 funding. The Company monitors funding resources, such as state and federal rebates, tax credits, and

equipment manufacturers' incentives that might benefit customers, to help offset some of their capital outlay for installing energy efficient products in addition to Act 129 EE&C incentives. The Company includes information about external resources in its annual program training and in regular updates to its CSPs, trade allies, and market partners, and provides relevant information to customers on its website and in relevant materials.

### 9.2.3 How PPL Electric Utilities Will Address Consumer Education

PPL Electric Utilities understands that educating customers about the value of energy efficiency and peak demand reduction is critical to achieving its goals, and it includes education as a key element of all its Phase IV program components. PPL Electric Utilities and its CSPs treat every customer touch point as an opportunity to provide customer education (see Section 3 for details).

### 9.2.4 How PPL Electric Utilities Will Provide Information on Federal and State Funding Programs

PPL Electric Utilities provides information about federal and state funding for EE&C on its energy efficiency website. Funding, including tax credits, has significantly diminished since the start of Act 129.

### 9.2.5 How PPL Electric Utilities Will Provide the Public with Information about Program Component Results

PPL Electric Utilities is committed to keeping customers, stakeholders, and the general public informed about the results of the energy efficiency program components and progress toward Plan goals. PPL Electric Utilities hosts a dedicated section on www.pplelectric.com that provides Act 129 information, including semiannual and annual evaluation reports. The Company will periodically meet with stakeholders to review results, provide semiannual and annual reports to stakeholders, and post those reports on its website. Additionally, PPL Electric Utilities shares customer success stories with customers, trade allies, and the public by publishing and distributing case studies.

### 9.2.6 How PPL Electric Utilities Will Report Savings Attained from Government, Non-profit, and Institutional (GNI) Customers

PPL Electric Utilities' Non-Residential Program will be offered to all large C&I and small C&I customers, including government and educational institutions and master metered low-income multifamily buildings. As part of annual reporting, PPL Electric Utilities will report two separate and distinct GNI energy savings numbers: (1) savings that are achieved from GNI customers that PPL Electric classifies as Small C&I customers and (2) savings that are achieved from GNI customers that PPL Electric classifies as Large C&I customers.

## Appendix A: Approval of CSP Contracts

PPL Electric Utilities filed its EM&V CSP contract for Pa PUC approval on November 30, 2020. In addition, PPL Electric Utilities is currently negotiating implementation CSP contracts to implement the Residential, Non-Residential, and Low-Income Programs.

## Appendix B: Calculations of Annual Savings and Costs

The PPL Electric Utilities Phase IV Plan includes tables showing calculations of savings and costs for each program and program year (see Section 7.3). Please refer to Table 54 (Pa PUC Table 10) in the Plan for portfolio specific assignment of EE&C costs. Table 55 (Pa PUC Table 11) provides detail on the allocation of common costs to applicable customer sectors. Table 56 (Pa PUC Table 12) provides a summary of portfolio EE&C costs.

Section 8 of the Plan provides a complete overview of program costs and benefits. The Plan includes cost-effectiveness calculations by program and program year in Section 8.2. Specifically, Table 59~~Table 59~~ (Pa PUC Tables 13A) and Table 60 (Pa PUC Tables 13B) show TRC benefits by program and program year for each sector.

## Appendix C: Calculations Methods and Assumptions

PPL Electric Utilities based its savings and cost estimates on experience from Phase I, Phase II, Phase III, the TRM, and input from stakeholders and trade allies. The CSPs generated measure cost data using a variety of sources, including the SWE's Phase IV incremental cost database, Phase III program data, and for data not found in the incremental cost database, the CSPs used secondary sources, including the DOE's Technical Support Documents and other state-wide TRMs.

Many variables can impact the cost and effectiveness of a measure or program, and these variables led to numerous TRM changes during Phase I, Phase II, and Phase III that influenced program savings, acquisition cost, and TRC test results. In Phase IV, PPL Electric Utilities will use the experience and knowledge gained from prior phases to monitor and adjust measures and programs that help ensure the optimum balance of cost and benefits.

In most instances, the sector-level CSPs based their Phase IV savings calculations on the current TRM algorithms and industry practices. For measures that were not in the TRM, PPL Electric Utilities worked with the sector-level CSPs or used its experience gained from delivering programs in prior phases to calculate measure- and program-level savings, such as the average savings per lighting retrofit or custom project.

The CSPs based incentive and rebate levels on the percentage of incremental cost or the first-year unit-energy and unit-demand savings potential from the Market Potential Studies, online research, and conversations with installation contractors, as well as prior phase experience. These incentive and rebate amounts ranged, on average, from 25% to 75% of the incremental cost of a measure. Some measures require a higher incentive to motivate customer action, while others can have a lower incentive because market transformation and other factors can affect customer behavior.

Marketing and advertising costs for Phase IV consist of two components:

- Sector-level CSPs calculated costs required for individual program and cross-sector marketing to generate sufficient participation to meet the Act 129 targets, based on their implementation experience and knowledge of PPL Electric Utilities' market.
- PPL Electric Utilities allocated a portion of common costs for overarching marketing and advertising campaigns. This entails developing consistent messaging and branding guidelines, conducting market research to contribute to targeted messaging strategies, and providing direction and oversight to support sector-level CSP marketing efforts.

Finally, administrative costs include all utility costs to develop, implement, and manage the Plan, except payments to customers/trade allies (rebates and incentives). These costs include PPL Electric Utilities labor and materials, CSP labor and material, marketing, QA/QC and EM&V, tracking systems, legal, and the SWE costs.[34] These Phase IV costs were based on PPL Electric Utilities wage rates; tracking system

[34] PPL Electric Utilities' share of the SWE costs is not subject to the Act 129 cost cap.

cost from prior phases; and EM&V costs from prior phases to reflect efficiencies, lessons learned, and revisions to prior phase systems and processes to increase Phase IV operational efficiency.

## Appendix D: May 2021 Tables

All measures that have been removed for the December 2022 filing are crossed out in this appendix.

***Appliance Recycling PaPUC Table 7***

**Table 15. Pa PUC Table 7-Appliance Recycling Eligible Measures and Incentives**

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Dehumidifier Recycling | Per Product | No | Retirement and recycling without direct EDC replacement of an operable but older and inefficient room dehumidifier unit that would not have otherwise been recycled. | $10 | 4 | $10 to $25 |
| Recycle Fridge | Per Product | No | Working unit, > 10 cubic feet and ≤ 30 cubic feet | $35 | 6 | $35 to $75 |
| Recycle Freezer | Per Product | No | Working unit, > 10 cubic feet and ≤ 30 cubic feet | $35 | 5 | $35 to $75 |
| RAC Recycling | Per Product | No | Retirement and recycling without direct EDC replacement of an operable but older and inefficient room AC (RAC) unit that would not have otherwise been recycled. | $10 | 3 | $10 to $25 |

## *Appliance Recycling PaPUC Table*

**Table 17. Pa PUC Table 8-Appliance Recycling Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Dehumidifier Recycling | Energy Savings (MWh/year) | 2,334 | 2,334 | 2,334 | 2,139 | 1,945 | 11,086 |
| | Demand Reduction (MW) | 0.522 | 0.522 | 0.522 | 0.479 | 0.435 | 2.481 |
| | Projected Participation | 3,120 | 3,120 | 3,120 | 2,860 | 2,600 | 14,820 |
| Recycle Fridge | Energy Savings (MWh/year) | 6,006 | 5,460 | 5,678 | 4,941 | 4,668 | 26,754 |
| | Demand Reduction (MW) | 0.672 | 0.611 | 0.635 | 0.553 | 0.522 | 2.994 |
| | Projected Participation | 14,300 | 13,000 | 13,520 | 11,765 | 11,115 | 63,700 |
| Recycle Freezer | Energy Savings (MWh/year) | 1,539 | 1,539 | 1,539 | 1,539 | 1,399 | 7,556 |
| | Demand Reduction (MW) | 0.172 | 0.172 | 0.172 | 0.172 | 0.157 | 0.845 |
| | Projected Participation | 2,860 | 2,860 | 2,860 | 2,860 | 2,600 | 14,040 |
| RAC Recycling | Energy Savings (MWh/year) | 606 | 594 | 583 | 571 | 560 | 2,915 |
| | Demand Reduction (MW) | 1.218 | 1.194 | 1.171 | 1.148 | 1.125 | 5.857 |
| | Projected Participation | 4,597 | 4,506 | 4,417 | 4,332 | 4,246 | 22,097 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding

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## *Efficient Lighting - Specialty Bulbs PaPUC Table 7*

**Table 19. Pa PUC Table 7- Efficient Lighting Eligible Measures and Incentives**

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| TCP 11.68 Downlight Solid State Retrofit | Per Pack | No | Downlight fixture, ≥ 400 lumens | $22 | 15 | $5 to $8 |
| Decorative and Min-Base AVG | Per Pack | No | Decorative, mini-base, or globe, 250-2,600 lumens | $11 | 15 | $5 to $8 |
| Globe AVG | Per Pack | No | Decorative, mini-base, or globe, 250-2,600 lumens | $20 | 15 | $5 to $8 |
| Reflectors AVG | Per Pack | No | Reflectors or outdoor, 250- 2,600 lumens | $22 | 15 | $5 to $8 |
| Outdoor AVG | Per Pack | No | Reflectors or outdoor, 250- 2,600 lumens | $22 | 15 | $5 to $8 |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| ~~MaxLite 11 Parabolic Aluminized Reflector~~ | ~~Per Bulb~~ | ~~No~~ | ~~Reflectors or outdoor, 250- 2,600 lumens~~ | ~~N/A~~ | ~~N/A~~ | ~~$5 to $8~~ |
| ~~MaxLite 5 Globe~~ | ~~Per Bulb~~ | ~~No~~ | ~~Decorative, mini-base, or globe, 250- 2,600 lumens~~ | ~~N/A~~ | ~~N/A~~ | ~~$5 to $8~~ |
| ~~MaxLite 6.5 Multifaceted Reflector~~ | ~~Per Bulb~~ | ~~No~~ | ~~Reflectors or outdoor, 250- 2,600 lumens~~ | ~~N/A~~ | ~~N/A~~ | ~~$5 to $8~~ |
| ~~Philips 4.5 Specialty~~ | ~~Per Bulb~~ | ~~No~~ | ~~Decorative, mini-base, or globe, 250- 2,600 lumens~~ | ~~N/A~~ | ~~N/A~~ | ~~$5 to $8~~ |
| ~~Philips 7.2 Bulged Reflector~~ | ~~Per Bulb~~ | ~~No~~ | ~~Reflectors or outdoor, 250- 2,600 lumens~~ | ~~N/A~~ | ~~N/A~~ | ~~$5 to $8~~ |
| ~~Philips 9 Bulged Reflector~~ | ~~Per Bulb~~ | ~~No~~ | ~~Reflectors or outdoor, 250- 2,600 lumens~~ | ~~N/A~~ | ~~N/A~~ | ~~$5 to $8~~ |
| ~~TCP 10.5 Parabolic Aluminized Reflector~~ | ~~Per Bulb~~ | ~~No~~ | ~~Reflectors or outdoor, 250- 2,600 lumens~~ | ~~N/A~~ | ~~N/A~~ | ~~$5 to $8~~ |
| ~~TCP 4 Globe~~ | ~~Per Bulb~~ | ~~No~~ | ~~Decorative, mini-base, or globe, 250- 2,600 lumens~~ | ~~N/A~~ | ~~N/A~~ | ~~$5 to $8~~ |
| ~~TCP 5 Globe~~ | ~~Per Bulb~~ | ~~No~~ | ~~Decorative, mini-base, or globe, 250- 2,600 lumens~~ | ~~N/A~~ | ~~N/A~~ | ~~$5 to $8~~ |
| ~~TCP 5 Specialty~~ | ~~Per Bulb~~ | ~~No~~ | ~~Decorative, mini-base, or globe, 250- 2,600 lumens~~ | ~~N/A~~ | ~~N/A~~ | ~~$5 to $8~~ |
| ~~TCP 7.5 Reflector~~ | ~~Per Bulb~~ | ~~No~~ | ~~Reflectors or outdoor, 250- 2,600 lumens~~ | ~~N/A~~ | ~~N/A~~ | ~~$5 to $8~~ |
| ~~TCP 9.5 Bulged Reflector~~ | ~~Per Bulb~~ | ~~No~~ | ~~Reflectors or outdoor, 250- 2,600 lumens~~ | ~~N/A~~ | ~~N/A~~ | ~~$5 to $8~~ |

***Efficient Lighting - Specialty Bulbs PaPUC Table 8***

**Table 21. Pa PUC Table 8-Efficient Lighting Projected Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| TCP 11.68 Downlight Solid State Retrofit | Energy Savings (MWh/year) | 1,175 | 914 | 200 | 95 | 70 | 2,454 |
| | Demand Reduction (MW) | 0.113 | 0.088 | 0.019 | 0.009 | 0.007 | 0.236 |
| | Projected Participation | 135,040 | 105,000 | 23,000 | 10,900 | 8,000 | 281,940 |
| Decorative and Min-Base AVG | Energy Savings (MWh/year) | 1,330 | 1,136 | 242 | 97 | 56 | 2,861 |
| | Demand Reduction (MW) | 0.128 | 0.109 | 0.023 | 0.009 | 0.005 | 0.275 |
| | Projected Participation | 275,000 | 235,000 | 50,000 | 20,000 | 11,588 | 591,588 |
| Globe AVG | Energy Savings (MWh/year) | 609 | 533 | 127 | 81 | 33 | 1,383 |
| | Demand Reduction (MW) | 0.585 | 0.512 | 0.122 | 0.078 | 0.031 | 1.329 |
| | Projected Participation | 120,000 | 105,000 | 25,000 | 16,000 | 6,400 | 272,400 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Reflectors AVG | Energy Savings (MWh/year) | 4,712 | 4,749 | 1,542 | 308 | 156 | 11,468 |
| | Demand Reduction (MW) | 0.452 | 0.456 | 0.148 | 0.030 | 0.015 | 1.101 |
| | Projected Participation | 382,000 | 385,000 | 125,000 | 25,000 | 12,637 | 929,637 |
| Outdoor AVG | Energy Savings (MWh/year) | 864 | 873 | 301 | 116 | 58 | 2,212 |
| | Demand Reduction (MW) | 0.164 | 0.165 | 0.057 | 0.022 | 0.011 | 0.419 |
| | Projected Participation | 89,037 | 90,000 | 31,000 | 11,963 | 6,000 | 228,000 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.

## *Energy Efficient Homes PaPUC Table 7*

### Table 23. Pa PUC Table 7-Energy Efficient Homes Eligible Measures and Incentives

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Connected Thermostat- Electric Heat AVG (downstream) | Per Product | No | ENERGY STAR Certified Product List | $140 | 11 | Up to $200 |
| Connected Thermostat- CAC AVG (downstream) | Per Product | No | ENERGY STAR Certified Product List | $140 | 11 | Up to $200 |
| New Homes-Connected Thermostat-Electric Heat (downstream) | Per Product | No | ENERGY STAR Certified Product List | $140 | 11 | Up to $200 |
| New Homes-Connected Thermostat-CAC (downstream) | Per Product | No | ENERGY STAR Certified Product List | $140 | 11 | Up to $200 |
| Fuel Switching – Central Heating (downstream) Maximum of 75 units for residential customers | Per Project | No | Must replace electric equipment with ENERGY STAR certified natural gas, propane, or fuel oil equipment | $8,600 | 15 | Up to $300 |
| Fuel Switching – DHW (downstream) Maximum of 75 units for residential customers | Per Project | No | Must replace electric water heater with ENERGY STAR certified natural gas or propane equipment | $1,416 | 11 | Up to $300 |
| HPWH-AVG | Per Project | No | ENERGY STAR | $671 | 10 | Up to $500 |
| Air Sealing -AVG (weatherization – downstream) | Per Project | No | Must be performed in accordance with BPI standards with pre- and post-blower door testing. Must have a 10% minimum improvement. Home must have a main | $1,596 | 15 | Up to $200 |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| | | | source electric heating or central air conditioning. | | | |
| ENERGY STAR Dehumidifiers (downstream) | Per Product | No | ENERGY STAR | $11 | 12 | Up to $25 |
| Ductless Mini-Split Heat Pump (16 SEER/9.0 HSPF) – replacing baseboard/room AC | Per Project | No | ENERGY STAR | $3,847 | 15 | Up to $500 |
| ENERGY STAR Air Source Heat Pump 16 SEER/9.0 HSPF/12.5 EER or Higher | Per Project | No | ENERGY STAR | $987 | 15 | Up to $400 |
| ENERGY STAR Air Source Heat Pump 17.5 SEER/9.7 HSPF/EER 13.5 or Higher | Per Project | No | ENERGY STAR | $1,222 | 15 | Up to $500 |
| ENERGY STAR Refrigerator (downstream) | Per Product | No | ENERGY STAR, at least 15% more efficient than baseline | $68 | 14 | Up to $75 |
| Ceiling Insulation AVG-Electric Heat (weatherization – downstream) | Per Project | No | The existing R-value cannot exceed R-30. Final R-value must be ≥ R-49, home has electric main source heat. Rebate cannot exceed the cost of the measure. | $2,401 | 15 | 75% of cost, up to $500 |
| Ceiling Insulation AVG-Non-Electric Heat (weatherization – downstream) | Per Project | No | The existing R-value cannot exceed R-30. Final R-value must be ≥ R-49, home has central air conditioning. Rebate cannot exceed the cost of the measure. | $2,401 | 15 | 75% of cost, up to $300 |
| Basement Wall Insulation AVG (weatherization – downstream) | Per Project | No | Home has electric main source heat or central air conditioning. Basement or crawl space insulation should have either a minimum R-10 continuous insulated sheathing on the interior or exterior of the home, or R-13 cavity insulation at the interior of the crawl space wall in International Energy Conservation Code ("IECC") Climate Zone 4, and R-15 continuous or R-19 cavity insulation in zones 5 or 6. | $1,870 | 15 | 75% of cost, up to $500 |
| ENERGY STAR Central Air Conditioner (13 SEER/12EER to 16 SEER/12.5EER) | Per Project | No | ENERGY STAR | $1,037 | 15 | Up to $400 |
| ENERGY STAR Central Air Conditioner (14 SEER/12EER to 17.5 SEER/13.5EER) | Per Project | No | ENERGY STAR | $719 | 15 | Up to $500 |
| Variable speed pool pump | Per Project | No | Replace constant speed | $396 | 10 | Up to $350 |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| New Homes-15% or higher better than code-Electric Heat | Per Project | No | Individually metered, must have own heating, < 6 stories, dwellings must occupy 80% or more of occupiable space, 15% or higher better than code | $1,930 | 15 | Up to $4,500 |
| New Homes-15% or higher better than code-Gas Heat | Per Project | No | Individually metered, must have own heating, < 6 stories, dwellings must occupy 80% or more of occupiable space, 15% or higher better than code | $1,930 | 15 | Up to $4,500 |
| In-Home Audit Incentive (Elec Heat + AC) | Per Project | No | Home has electric main source heat and central air conditioning | $0 | 0 | Up to $350 |
| In-Home Audit Incentive (Elec Heat or Central AC) | Per Project | No | Home has electric main source heat or central air conditioning | $0 | 0 | Up to $200 |
| Comprehensive Retrofit Bonus- Tier 1[2] | Per Project | No | Tier 1 | $0 | 0 | Up to $250 |
| Comprehensive Retrofit Bonus- Tier 2[2] | Per Project | No | Tier 2 | $0 | 0 | Up to $350 |
| Electric Hot Water Kit (Single Family – In-Home Audits) | Per Kit | No | Electric hot water only | $38 | 7 | $38 |
| Gas Hot Water Kit (Single Family – In-Home Audits) | Per Kit | No | Gas hot water only | $29 | 6 | $29 |
| Electric Hot Water Kit (Single Family ) | Per Kit | No | Electric hot water only | $38 | 7 | $38 |
| Gas Hot Water Kit (Single Family) | Per Kit | No | Gas hot water only | $29 | 6 | $29 |
| Smart Thermostat (Online Marketplace) | Per Product | No | ENERGY STAR | $140 | 11 | Up to $75 |
| Weatherstrip (Online Marketplace) | Per Project | No | Must be installed on doors, windows, or attic hatches/doors | $2 | 15 | Up $5 |
| Advanced Power Strip (Online Marketplace) | Per Product | No | Tier 1 | $32 | 5 | Up to $15 |
| Occupancy Sensor Switch (Online Marketplace) | Per Product | No | Installation of occupancy sensors and/or connected (“smart”) lighting | $26 | 10 | Up to $15 |
| ENERGY STAR Dehumidifier (Online Marketplace) | Per Product | No | ENERGY STAR | $11 | 12 | Up to $25 |
| Electric Hot Water Kit (Single Family – Virtual Assessments) | Per Kit | No | Electric hot water only | $38 | 7 | $38 |
| Gas Hot Water Kit (Single Family – Virtual Assessments) | Per Kit | No | Gas hot water only | $29 | 6 | $29 |
| ENERGY STAR Air Purifier (downstream rebates and online marketplace) | Per Product | No | ENERGY STAR | $74 | 9 | N/A |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Water Heater Pipe Insulation (online marketplace) | Per Foot | No | ≥ R-3 | $4 | 15 | N/A |
| Holiday Lights (online marketplace) | Per Product | No | Replace incandescent holiday lights | $6 | 10 | N/A |
| ENERGY STAR Clothes Washers (downstream rebates) | Per Product | No | ENERGY STAR | $187 | 11 | N/A |
| ENERGY STAR Ceiling Fans (downstream rebates) | Per Product | No | ENERGY STAR | $15 | 15 | N/A |
| GSHP DeSuperheaters (midstream) | Per Project | No | Installation on new or existing Ground Source Heat Pump to replace any type of electric water heater | $1,811 | 15 | N/A |
| Solar Water Heaters (midstream) | Per Project | No | Existing electric water heater | $6,655 | 15 | N/A |
| Water Heater Tank Wrap (online marketplace) | Per Project | No | Installation of R-8 wrap insulation to existing electric water heater with R-24 or less | $72 | 7 | N/A |
| Compact Refrigerators (downstream rebates) | Per Product | No | ENERGY STAR | $36 | 14 | N/A |
| Duct Sealing 50% unvented crawlspace, 30% attic (average) | Per Project | No | Home with electric ducted heating system. Requires duct leakage test by BPI certified trade allies. | $479 | 15 | N/A |
| Duct Sealing & Insulation 50% unvented crawlspace, 30% attic (average) | Per Project | No | Home with electric ducted heating system. Requires duct leakage test by BPI certified trade allies. | $1,702 | 15 | N/A |
| ~~Custom Measures~~ | ~~Per kW~~ | ~~No~~ | ~~Minimum TRC requirement may be implemented as a requirement for projects if necessary to help ensure the program or portfolio TRC is greater than 1.0. Incentive $500/kW, incentive capped at $1,000.~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| ~~Home Energy Report~~ | ~~Per Project~~ | ~~No~~ | ~~Must be PPL Electric Utilities residential customer~~ | ~~N/A~~ | ~~Varies based on TRM~~ | ~~N/A~~ |

***Energy Efficient Homes PaPUC Table 8***

**Table 25. Pa PUC Table 8-Energy Efficient Homes Projected Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Connected Thermostat- Electric Heat AVG (downstream) | Energy Savings (MWh/year) | 439 | 447 | 457 | 465 | 475 | 2,283 |
| | Demand Reduction (MW) | 0.019 | 0.019 | 0.020 | 0.020 | 0.021 | 0.099 |
| | Projected Participation | 720 | 735 | 750 | 764 | 780 | 3,749 |
| Connected Thermostat- CAC AVG (downstream) | Energy Savings (MWh/year) | 60 | 61 | 62 | 63 | 65 | 311 |
| | Demand Reduction (MW) | 0.009 | 0.009 | 0.009 | 0.010 | 0.010 | 0.047 |
| | Projected Participation | 343 | 350 | 358 | 364 | 372 | 1,786 |
| New Homes-Connected Thermostat-Electric Heat (downstream) | Energy Savings (MWh/year) | 198 | 202 | 206 | 210 | 214 | 1,029 |
| | Demand Reduction (MW) | 0.007 | 0.007 | 0.007 | 0.007 | 0.008 | 0.039 |
| | Projected Participation | 455 | 464 | 473 | 482 | 493 | 2,367 |
| New Homes-Connected Thermostat-CAC (downstream) | Energy Savings (MWh/year) | 47 | 48 | 49 | 50 | 51 | 243 |
| | Demand Reduction (MW) | 0.008 | 0.008 | 0.008 | 0.008 | 0.008 | 0.039 |
| | Projected Participation | 455 | 464 | 473 | 482 | 493 | 2,367 |
| Fuel Switching – Central Heating (downstream) Maximum of 75 units for residential customers | Energy Savings (MWh/year) | 96 | 96 | 96 | 96 | 96 | 481 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 15 | 15 | 15 | 15 | 15 | 75 |
| Fuel Switching – DHW (downstream) Maximum of 75 units for residential customers | Energy Savings (MWh/year) | 41 | 41 | 41 | 41 | 41 | 207 |
| | Demand Reduction (MW) | 0.003 | 0.003 | 0.003 | 0.003 | 0.003 | 0.017 |
| | Projected Participation | 15 | 15 | 15 | 15 | 15 | 75 |
| HPWH-AVG | Energy Savings (MWh/year) | 722 | 722 | 748 | 762 | 803 | 3,758 |
| | Demand Reduction (MW) | 0.060 | 0.060 | 0.062 | 0.063 | 0.067 | 0.313 |
| | Projected Participation | 516 | 516 | 535 | 545 | 574 | 2,686 |
| Air Sealing -AVG (weatherization – downstream) | Energy Savings (MWh/year) | 32 | 31 | 29 | 27 | 27 | 146 |
| | Demand Reduction (MW) | 0.0004 | 0.0004 | 0.0003 | 0.0003 | 0.0003 | 0.0017 |
| | Projected Participation | 30 | 29 | 27 | 25 | 25 | 136 |
| ENERGY STAR Dehumidifiers (downstream) | Energy Savings (MWh/year) | 640 | 654 | 669 | 676 | 695 | 3,334 |
| | Demand Reduction (MW) | 0.161 | 0.164 | 0.168 | 0.170 | 0.174 | 0.836 |
| | Projected Participation | 3,318 | 3,390 | 3,467 | 3,503 | 3,600 | 17,278 |
| | Energy Savings (MWh/year) | 1,677 | 1,711 | 1,745 | 1,779 | 1,815 | 8,728 |
| | Demand Reduction (MW) | 0.125 | 0.127 | 0.130 | 0.132 | 0.135 | 0.649 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Ductless Mini-Split Heat Pump (16 SEER/9.0 HSPF) – replacing baseboard/room AC | Projected Participation | 514 | 525 | 535 | 546 | 557 | 2,676 |
| ENERGY STAR Air Source Heat Pump 16 SEER/9.0 HSPF/12.5 EER or Higher | Energy Savings (MWh/year) | 763 | 778 | 792 | - | - | 2,332 |
| | Demand Reduction (MW) | 0.214 | 0.218 | 0.222 | - | - | 0.654 |
| | Projected Participation | 1,288 | 1,313 | 1,338 | - | - | 3,939 |
| ENERGY STAR Air Source Heat Pump 17.5 SEER/9.7 HSPF/EER 13.5 or Higher | Energy Savings (MWh/year) | - | - | - | 809 | 824 | 1,634 |
| | Demand Reduction (MW) | - | - | - | 0.167 | 0.170 | 0.337 |
| | Projected Participation | - | - | - | 1,367 | 1,392 | 2,759 |
| ENERGY STAR Refrigerator (downstream) | Energy Savings (MWh/year) | 80 | 82 | 84 | 85 | 87 | 418 |
| | Demand Reduction (MW) | 0.017 | 0.017 | 0.017 | 0.018 | 0.018 | 0.086 |
| | Projected Participation | 1,711 | 1,745 | 1,780 | 1,816 | 1,852 | 8,904 |
| Ceiling Insulation AVG-Electric Heat (weatherization – downstream) | Energy Savings (MWh/year) | 183 | 187 | 190 | 194 | 198 | 953 |
| | Demand Reduction (MW) | 0.004 | 0.005 | 0.005 | 0.005 | 0.005 | 0.023 |
| | Projected Participation | 232 | 237 | 241 | 246 | 251 | 1,207 |
| Ceiling Insulation AVG-Non-Electric Heat (weatherization – downstream) | Energy Savings (MWh/year) | 45 | 46 | 47 | 48 | 49 | 236 |
| | Demand Reduction (MW) | 0.002 | 0.003 | 0.003 | 0.003 | 0.003 | 0.013 |
| | Projected Participation | 131 | 134 | 136 | 139 | 142 | 682 |
| Basement Wall Insulation AVG (weatherization – downstream) | Energy Savings (MWh/year) | 34 | 34 | 34 | 34 | 34 | 169 |
| | Demand Reduction (MW) | 0.0017 | 0.0017 | 0.0017 | 0.0017 | 0.0017 | 0.0086 |
| | Projected Participation | 20 | 20 | 20 | 20 | 20 | 100 |
| ENERGY STAR Central Air Conditioner (13 SEER/12EER to 16 SEER/12.5EER) | Energy Savings (MWh/year) | 271 | 291 | 340 | - | - | 901 |
| | Demand Reduction (MW) | 0.161 | 0.173 | 0.202 | - | - | 0.536 |
| | Projected Participation | 932 | 1,000 | 1,169 | - | - | 3,101 |
| ENERGY STAR Central Air Conditioner (14 SEER/12EER to 17.5 SEER/13.5EER) | Energy Savings (MWh/year) | - | - | - | 245 | 259 | 504 |
| | Demand Reduction (MW) | - | - | - | 0.149 | 0.158 | 0.307 |
| | Projected Participation | - | - | - | 850 | 900 | 1,750 |
| Variable speed pool pump | Energy Savings (MWh/year) | 687 | 701 | 473 | 826 | 882 | 3,569 |
| | Demand Reduction (MW) | 0.226 | 0.230 | 0.156 | 0.271 | 0.290 | 1.173 |
| | Projected Participation | 472 | 481 | 325 | 567 | 606 | 2,451 |
| New Homes-15% or higher better than code-Electric Heat | Energy Savings (MWh/year) | 2,887 | 2,946 | 3,004 | 3,063 | 3,125 | 15,025 |
| | Demand Reduction (MW) | 1.126 | 1.149 | 1.172 | 1.195 | 1.219 | 5.862 |
| | Projected Participation | 1,088 | 1,110 | 1,132 | 1,154 | 1,178 | 5,663 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| New Homes-15% or higher better than code-Gas Heat | Energy Savings (MWh/year) | 781 | 796 | 812 | 828 | 844 | 4,061 |
| | Demand Reduction (MW) | 0.690 | 0.704 | 0.719 | 0.732 | 0.747 | 3.592 |
| | Projected Participation | 667 | 680 | 694 | 707 | 722 | 3,470 |
| In-Home Audit Incentive (Elec Heat + AC) | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 50 | 51 | 52 | 53 | 54 | 260 |
| In-Home Audit Incentive (Elec Heat or Central AC) | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 26 | 26 | 27 | 27 | 28 | 134 |
| Comprehensive Retrofit Bonus- Tier 1[3] | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 75 | 70 | 80 | 80 | 86 | 391 |
| Comprehensive Retrofit Bonus- Tier 2[3] | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 25 | 36 | 30 | 20 | 20 | 131 |
| Electric Hot Water Kit (Single Family – In-Home Audits) | Energy Savings (MWh/year) | 8 | 8 | 8 | 8 | 8 | 39 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.004 |
| | Projected Participation | 50 | 51 | 52 | 53 | 54 | 260 |
| Gas Hot Water Kit (Single Family – In-Home Audits) | Energy Savings (MWh/year) | 2 | 3 | 3 | 3 | 3 | 13 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0002 | 0.0003 | 0.0003 | 0.0012 |
| | Projected Participation | 26 | 27 | 27 | 28 | 28 | 136 |
| Electric Hot Water Kit (Single Family) | Energy Savings (MWh/year) | 569 | 578 | 586 | 595 | 604 | 2,931 |
| | Demand Reduction (MW) | 0.061 | 0.062 | 0.063 | 0.064 | 0.065 | 0.316 |
| | Projected Participation | 3,753 | 3,808 | 3,864 | 3,922 | 3,980 | 19,327 |
| Gas Hot Water Kit (Single Family) | Energy Savings (MWh/year) | 229 | 233 | 237 | 240 | 244 | 1,183 |
| | Demand Reduction (MW) | 0.022 | 0.022 | 0.023 | 0.023 | 0.023 | 0.113 |
| | Projected Participation | 2,489 | 2,529 | 2,569 | 2,611 | 2,653 | 12,851 |
| Smart Thermostat (Online Marketplace) | Energy Savings (MWh/year) | 224 | 229 | 233 | 238 | 243 | 1,166 |
| | Demand Reduction (MW) | 0.034 | 0.035 | 0.035 | 0.036 | 0.037 | 0.177 |
| | Projected Participation | 1,290 | 1,316 | 1,342 | 1,369 | 1,396 | 6,712 |
| Weatherstrip (Online Marketplace) | Energy Savings (MWh/year) | 20 | 22 | 23 | 24 | 24 | 112 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0004 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| | Projected Participation | 580 | 620 | 660 | 680 | 680 | 3,220 |
| Advanced Power Strip (Online Marketplace) | Energy Savings (MWh/year) | 15 | 15 | 15 | 16 | 16 | 77 |
| | Demand Reduction (MW) | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.008 |
| | Projected Participation | 182 | 186 | 189 | 193 | 197 | 947 |
| Occupancy Sensor Switch (Online Marketplace) | Energy Savings (MWh/year) | 0 | 0 | 1 | 1 | 1 | 3 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 17 | 17 | 18 | 18 | 18 | 88 |
| ENERGY STAR Dehumidifier (Online Marketplace) | Energy Savings (MWh/year) | 154 | 154 | 154 | 154 | 154 | 772 |
| | Demand Reduction (MW) | 0.039 | 0.039 | 0.039 | 0.039 | 0.039 | 0.194 |
| | Projected Participation | 800 | 800 | 800 | 800 | 800 | 4,000 |
| Electric Hot Water Kit (Single Family – Virtual Assessments) | Energy Savings (MWh/year) | 84 | 85 | 87 | 89 | 90 | 435 |
| | Demand Reduction (MW) | 0.009 | 0.009 | 0.009 | 0.010 | 0.010 | 0.047 |
| | Projected Participation | 551 | 562 | 573 | 584 | 596 | 2,866 |
| Gas Hot Water Kit (Single Family – Virtual Assessments) | Energy Savings (MWh/year) | 10 | 10 | 11 | 11 | 11 | 53 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.005 |
| | Projected Participation | 110 | 112 | 115 | 117 | 119 | 573 |
| ENERGY STAR Air Purifier (downstream rebates and online marketplace) | Energy Savings (MWh/year) | - | 90 | 90 | 90 | 90 | 362 |
| | Demand Reduction (MW) | - | 0.010 | 0.010 | 0.010 | 0.010 | 0.041 |
| | Projected Participation | - | 163 | 163 | 163 | 163 | 650 |
| Water Heater Pipe Insulation (online marketplace) | Energy Savings (MWh/year) | - | 4.8 | 4.8 | 4.8 | 4.8 | 19.1 |
| | Demand Reduction (MW) | - | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0006 |
| | Projected Participation | - | 125 | 125 | 125 | 125 | 500 |
| Holiday Lights (online marketplace) | Energy Savings (MWh/year) | - | 2 | 2 | 2 | 2 | 10 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | 125 | 125 | 125 | 125 | 500 |
| ENERGY STAR Clothes Washers (downstream rebates) | Energy Savings (MWh/year) | - | 12 | 12 | 12 | 12 | 48 |
| | Demand Reduction (MW) | - | 0.001 | 0.001 | 0.001 | 0.001 | 0.005 |
| | Projected Participation | - | 125 | 125 | 125 | 125 | 500 |
| ENERGY STAR Ceiling Fans (downstream rebates) | Energy Savings (MWh/year) | - | 4 | 4 | 4 | 4 | 15 |
| | Demand Reduction (MW) | - | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0011 |
| | Projected Participation | - | 125 | 125 | 125 | 125 | 500 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| GSHP DeSuperheaters (midstream) | Energy Savings (MWh/year) | - | 1 | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | - | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | - | 3 | 3 | 3 | 3 | 10 |
| Solar Water Heaters (midstream) | Energy Savings (MWh/year) | - | 12 | 12 | 12 | 12 | 47 |
| | Demand Reduction (MW) | - | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | - | 6 | 6 | 6 | 6 | 25 |
| Water Heater Tank Wrap (online marketplace) | Energy Savings (MWh/year) | - | 17 | 17 | 17 | 17 | 68 |
| | Demand Reduction (MW) | - | 0.002 | 0.002 | 0.002 | 0.002 | 0.008 |
| | Projected Participation | - | 125 | 125 | 125 | 125 | 500 |
| Compact Refrigerators (downstream rebates) | Energy Savings (MWh/year) | - | 0.4 | 0.4 | 0.4 | 0.4 | 1.7 |
| | Demand Reduction (MW) | - | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | - | 13 | 13 | 13 | 13 | 50 |
| Duct Sealing 50% unvented crawlspace, 30% attic (average) | Energy Savings (MWh/year) | - | 9 | 9 | 9 | 9 | 38 |
| | Demand Reduction (MW) | - | 0.001 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | - | 19 | 19 | 19 | 19 | 75 |
| Duct Sealing & Insulation 50% unvented crawlspace, 30% attic (average) | Energy Savings (MWh/year) | - | 15 | 15 | 15 | 15 | 59 |
| | Demand Reduction (MW) | - | 0.002 | 0.002 | 0.002 | 0.002 | 0.010 |
| | Projected Participation | - | 19 | 19 | 19 | 19 | 75 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.
[3] The Company will begin offering the Comprehensive Retrofit Bonus Incentives within the Energy Efficient Homes Component by no later than January 1, 2022.

***Student Energy Efficient Education PaPUC Table 7***

**Table 27. Pa PUC Table 7-Student EE Education Eligible Measures and Incentives**

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Bright Kids (Primary School) Kit | Per Kit | No | Meets current TRM requirements | $20 | 5 | $20 |
| Take Action (Middle School) Kit | Per Kit | No | Meets current TRM requirements | $31 | 9 | $31 |
| Innovation (High School) TI Strip Kit | Per Kit | No | Meets current TRM requirements | $30 | 9 | $30 |

***Student Energy Efficient Education PaPUC Table 8***

**Table 29. Pa PUC Table 8-Student Energy Efficient Education Projected Participation[1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Bright Kids (Primary School) Kit | Energy Savings (MWh/year) | 557 | 562 | 535 | 524 | 497 | 2,676 |
| | Demand Reduction (MW) | 0.048 | 0.048 | 0.046 | 0.045 | 0.043 | 0.230 |
| | Projected Participation | 5,594 | 5,652 | 5,377 | 5,271 | 5,000 | 26,894 |
| Take Action (Middle School) Kit | Energy Savings (MWh/year) | 5,302 | 5,238 | 5,135 | 4,992 | 4,665 | 25,331 |
| | Demand Reduction (MW) | 0.402 | 0.397 | 0.389 | 0.379 | 0.354 | 1.921 |
| | Projected Participation | 15,230 | 15,045 | 14,750 | 14,340 | 13,400 | 72,765 |
| Innovation (High School) TI Strip Kit | Energy Savings (MWh/year) | 2,016 | 2,016 | 1,738 | 1,912 | 1,738 | 9,422 |
| | Demand Reduction (MW) | 0.156 | 0.156 | 0.135 | 0.148 | 0.135 | 0.730 |
| | Projected Participation | 5,800 | 5,800 | 5,000 | 5,500 | 5,000 | 27,100 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2]Total values may not equal the sum of all program year values due to rounding.

***Low-Income Assessment PaPUC Table 7***

**Table 33. Pa PUC Table 7-Low-Income Assessment Eligible Measures and Incentives**

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Full Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Welcome Kit REA | Per Kit | Yes | Must be current OnTrack customer | $9 | 15 | $9 |
| Welcome Kit On-site | Per Kit | Yes | Must be current OnTrack customer | $9 | 15 | $9 |
| Water Kit SF REA | Per Kit | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | N/A | N/A | N/A |
| ~~Water Kit MF REA~~ | ~~Per Kit~~ | ~~Yes~~ | ~~Electric hot water only, maximum flow rate is 1.5 gallons per minute~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| ~~Water Kit SF On-site~~ | ~~Per Kit~~ | ~~Yes~~ | ~~Electric hot water only, maximum flow rate is 1.5 gallons per minute~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| ~~Water Kit MF On-site~~ | ~~Per Kit~~ | ~~Yes~~ | ~~Electric hot water only, maximum flow rate is 1.5 gallons per minute~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| Kitchen Aerator SF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $3 | 10 | $3 |
| Kitchen Aerator MF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $3 | 10 | $3 |
| Bath Aerator SF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 0.5 gallons per minute | $2 | 10 | $2 |
| Bath Aerator MF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 0.5 gallons per minute | $2 | 10 | $2 |
| Low Flow Showerhead SF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $9 | 9 | $9 |
| Low Flow Showerhead MF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $9 | 9 | $9 |
| Low Flow Showerhead Hand Held SF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $15 | 9 | $15 |
| Low Flow Showerhead Hand Held MF REA | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $15 | 9 | $15 |
| LED Night Light REA | Per Product | Yes | Meets current TRM requirements, Replaces incandescent night light | $2 | 8 | $2 |
| LED Specialty (Globe/Candelabra) REA | Per Bulb | Yes | Meets current TRM requirements, ENERGY STAR | $8 | 15 | $8 |
| LED GSL A-Line (9 Watt or other) REA | Per Bulb | Yes | Meets current TRM requirements, ENERGY STAR | $7 | 15 | $7 |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Full Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| LED Reflector (Par/BR/R/downlight) REA | Per Bulb | Yes | Meets current TRM requirements, ENERGY STAR | $10 | 15 | $10 |
| Smart Strips - Tier 1 REA | Per Product | Yes | Meets current TRM requirement | $25 | 5 | $25 |
| Remote assessment & Energy Education REA | Per Project | Yes | Must be PPL Electric Utilities customer regardless of heating fuel | $60 | 1 | $60 |
| Carbon Monoxide Detector REA | Per Product | Yes | Must be recommended by auditor | $20 | 1 | $20 |
| Smoke Alarm REA | Per Product | Yes | Must be recommended by auditor | $7 | 1 | $7 |
| Kitchen Aerator SF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $3 | 10 | $3 |
| Kitchen Aerator MF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $3 | 10 | $3 |
| Bath Aerator SF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 0.5 gallons per minute | $2 | 10 | $2 |
| Bath Aerator MF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 0.5 gallons per minute | $2 | 10 | $2 |
| Water Heater Pipe Insulation On-site | Per Foot | Yes | Electric hot water only | $2 | 13 | $2 |
| Low Flow Showerhead SF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $9 | 9 | $9 |
| Low Flow Showerhead MF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $9 | 9 | $9 |
| Low Flow Showerhead Hand Held SF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $15 | 9 | $15 |
| Low Flow Showerhead Hand Held MF On-site | Per Product | Yes | Electric hot water only, maximum flow rate is 1.5 gallons per minute | $15 | 9 | $15 |
| Thermostatic Shower Restriction Valve SF On-site | Per Product | Yes | Electric hot water only, Meets current TRM requirements | N/A | N/A | N/A |
| Thermostatic Shower Restriction Valve MF On-site | Per Product | Yes | Electric hot water only, Meets current TRM requirements | N/A | N/A | N/A |
| Water Heater Temperature Setback On-site | Per Product | Yes | Electric hot water only, Meets current TRM requirements | $10 | 2 | $10 |
| Heat Pump Water Heater Replacement On-site | Per Project | Yes | Electric hot water only, ENERGY STAR | $2,768 | 10 | $2,768 |
| ~~Furnace Whistle On-site~~ | ~~Per Product~~ | ~~Yes~~ | ~~Meets current TRM requirements~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| LED Night Light On-site | Per Product | Yes | Meets current TRM requirements, Replaces incandescent night light | $2 | 8 | $2 |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Full Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| LED Specialty (Globe/Candelabra) On-site | Per Bulb | Yes | Meets current TRM requirements, ENERGY STAR | $8 | 15 | $8 |
| LED A-Line (9 Watt or other) On-site | Per Bulb | Yes | Meets current TRM requirements, ENERGY STAR | $7 | 15 | $7 |
| LED Reflector (Par/BR/R/downlight) On-site | Per Bulb | Yes | Meets current TRM requirements, ENERGY STAR | $10 | 15 | $10 |
| Removal/Disposal of Extra Refrigeration Unit On-site | Per Product | Yes | Existing, working refrigerator or freezer 10-30 cubic feet in size, unit is primary or secondary unit | N/A | N/A | N/A |
| Recycle and Replace Freezer On-site | Per Product | Yes | Existing, working refrigerator or freezer 10-30 cubic feet in size, unit is primary or secondary unit | $696 | 5 | $696 |
| Smart Strips - Tier 1 On-site | Per Product | Yes | Meets current TRM requirement | $25 | 5 | $25 |
| Carbon Monoxide Detector On-site | Per Product | Yes | Must be recommended by auditor | $20 | 1 | $20 |
| Smoke Alarm On-site | Per Product | Yes | Must be recommended by auditor | $7 | 1 | $7 |
| Smart Thermostat Heat Pump On-site | Per Product | Yes | ENERGY STAR | $320 | 11 | $320 |
| Smart Thermostat Electric Furnace On-site | Per Product | Yes | ENERGY STAR | N/A | N/A | N/A |
| Heat Pump Maintenance On-site | Per Product | Yes | Repair or replacement, Meets current TRM requirements | $250 | 3 | $250 |
| On-site Assessment & Energy Education On-site | Per Product | Yes | Must be PPL Electric Utilities customer regardless of heating fuel | $135 | 1 | $135 |
| Ductless Mini-split Heat Pumps On-site | Per Product | Yes | Repair or replacement, Meets current TRM requirements. ENERGY STAR | Up to $8,000 | 15 | Up to $8,000 |
| Ceiling/Attic or Wall Insulation - Baseboard Heat | Per Home | Yes | Meets current TRM requirements. Not applicable for individually metered multifamily units | Up to $2,500 | 15 | Up to $2,500 |
| Ceiling/Attic or Wall Insulation - Heat Pump | Per Home | Yes | Meets current TRM requirements. Not applicable for individually metered multifamily units | Up to $2,500 | 15 | Up to $2,500 |
| Residential Air Sealing - Baseboard Heat | Per Home | Yes | Meets current TRM requirements | Up to $800 | 15 | Up to $800 |
| Residential Air Sealing - Heat Pump | Per Home | Yes | Meets current TRM requirements | Up to $800 | 15 | Up to $800 |
| Water Heater Pipe Insulation REA | Per Foot | Yes | Electric hot water only | N/A | N/A | N/A |
| Thermostatic Shower Restriction Valve SF REA | Per Product | Yes | Electric hot water only, Meets current TRM requirements | N/A | N/A | N/A |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Full Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) |
|---|---|---|---|---|---|---|
| Thermostatic Shower Restriction Valve MF REA | Per Product | Yes | Electric hot water only, Meets current TRM requirements | N/A | N/A | N/A |
| ~~Furnace Whistle REA~~ | ~~Per Product~~ | ~~Yes~~ | ~~Meets current TRM requirements~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| ~~Recycle and Replace Refrigerator REA~~ | ~~Per Product~~ | ~~Yes~~ | ~~Existing, working refrigerator or freezer 10-30 cubic feet in size, unit is primary or secondary unit~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| ~~Removal/Disposal of Extra Refrigeration Unit REA~~ | ~~Per Product~~ | ~~Yes~~ | ~~Existing, working refrigerator or freezer 10-30 cubic feet in size, unit is primary or secondary unit~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| ~~Recycle and Replace Freezer REA~~ | ~~Per Product~~ | ~~Yes~~ | ~~Existing, working refrigerator or freezer 10-30 cubic feet in size, unit is primary or secondary unit~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| ~~Smart Strips - Tier 2 REA~~ | ~~Per Product~~ | ~~Yes~~ | ~~Meets current TRM requirement~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| ~~ES Dehumidifier REA~~ | ~~Per Product~~ | ~~Yes~~ | ~~ENERGY STAR~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| ~~Battery Replaced in Existing Smoke Alarm REA~~ | ~~Per Product~~ | ~~Yes~~ | ~~As recommended by auditor~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| Recycle and Replace Refrigerator On-site | Per Product | Yes | Existing, working refrigerator or freezer 10-30 cubic feet in size, unit is primary or secondary unit | $923 | 6 | $923 |
| ~~Smart Strips - Tier 2 On-site~~ | ~~Per Product~~ | ~~Yes~~ | ~~Meets current TRM requirement~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| Energy Star Dehumidifier On-site | Per Product | Yes | ENERGY STAR | N/A | N/A | N/A |
| ~~Battery Replaced in Existing Smoke Alarm On-site~~ | ~~Per Product~~ | ~~Yes~~ | ~~As recommended by auditor~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| Energy Star Air Purifiers | Per Product | Yes | Meets current TRM requirements. | N/A | N/A | N/A |
| Room AC (RAC) Retirement | Per Product | Yes | Meets current TRM requirements. | N/A | N/A | N/A |
| Energy Star Room AC (RAC) Replacement | Per Product | Yes | Meets current TRM requirements. | N/A | N/A | N/A |
| ~~Variable Speed Pool Pump~~ | ~~Per Product~~ | ~~Yes~~ | ~~Meets current TRM requirements.~~ | ~~N/A~~ | ~~N/A~~ | ~~N/A~~ |
| SCI MMMF Direct Install - Master Meter[2] | Per Project | No | Participants must be low-income residents in a master-metered multifamily building. Must meet current TRM requirements. | $315 | 15 | $315 |

[1] All eligible measures are listed in this table regardless of participation projections. N/A indicates measure may be offered in future program years but not at the launch of Phase IV.

[2] Represents eligible measures for master-metered multifamily buildings with low-income occupants. These measures count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness.

***Low-Income Assessment PaPUC Table 8***

**Table 35. Pa PUC Table 8-Low-Income Assessment Projected Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Welcome Kit REA | Energy Savings (MWh/year) | 251 | 265 | 278 | 278 | 251 | 1,323 |
| | Demand Reduction (MW) | 0.142 | 0.149 | 0.157 | 0.157 | 0.142 | 0.746 |
| | Projected Participation | 11,765 | 12,385 | 13,004 | 13,004 | 11,765 | 61,923 |
| Welcome Kit On-site | Energy Savings (MWh/year) | 108 | 113 | 119 | 119 | 108 | 567 |
| | Demand Reduction (MW) | 0.061 | 0.064 | 0.067 | 0.067 | 0.061 | 0.320 |
| | Projected Participation | 5,042 | 5,308 | 5,573 | 5,573 | 5,042 | 26,539 |
| Water Kit SF REA | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | - | - | - | - |
| ~~Water Kit MF REA~~ | ~~Energy Savings (MWh/year)~~ | - | - | - | - | - | - |
| | ~~Demand Reduction (MW)~~ | - | - | - | - | - | - |
| | ~~Projected Participation~~ | - | - | - | - | - | - |
| ~~Water Kit SF On-site~~ | ~~Energy Savings (MWh/year)~~ | - | - | - | - | - | - |
| | ~~Demand Reduction (MW)~~ | - | - | - | - | - | - |
| | ~~Projected Participation~~ | - | - | - | - | - | - |
| ~~Water Kit MF On-site~~ | ~~Energy Savings (MWh/year)~~ | - | - | - | - | - | - |
| | ~~Demand Reduction (MW)~~ | - | - | - | - | - | - |
| | ~~Projected Participation~~ | - | - | - | - | - | - |
| Kitchen Aerator SF REA | Energy Savings (MWh/year) | 1,128 | 1,187 | 1,246 | 1,246 | 1,128 | 5,935 |
| | Demand Reduction (MW) | 0.156 | 0.164 | 0.173 | 0.173 | 0.156 | 0.822 |
| | Projected Participation | 4,681 | 4,927 | 5,174 | 5,174 | 4,681 | 24,637 |
| Kitchen Aerator MF REA | Energy Savings (MWh/year) | 44 | 47 | 49 | 49 | 44 | 234 |
| | Demand Reduction (MW) | 0.006 | 0.006 | 0.007 | 0.007 | 0.006 | 0.032 |
| | Projected Participation | 246 | 259 | 272 | 272 | 246 | 1,297 |
| Bath Aerator SF REA | Energy Savings (MWh/year) | 536 | 564 | 592 | 592 | 536 | 2,818 |
| | Demand Reduction (MW) | 0.074 | 0.078 | 0.082 | 0.082 | 0.074 | 0.390 |
| | Projected Participation | 7,021 | 7,391 | 7,761 | 7,761 | 7,021 | 36,955 |
| Bath Aerator MF REA | Energy Savings (MWh/year) | 35 | 37 | 39 | 39 | 35 | 185 |
| | Demand Reduction (MW) | 0.005 | 0.005 | 0.005 | 0.005 | 0.005 | 0.026 |
| | Projected Participation | 370 | 389 | 408 | 408 | 370 | 1,945 |
| Low Flow Showerhead SF REA | Energy Savings (MWh/year) | 301 | 316 | 332 | 332 | 301 | 1,582 |
| | Demand Reduction (MW) | 0.025 | 0.026 | 0.028 | 0.028 | 0.025 | 0.131 |
| | Projected Participation | 1,040 | 1,095 | 1,150 | 1,150 | 1,040 | 5,475 |
| | Energy Savings (MWh/year) | 16 | 16 | 17 | 17 | 16 | 82 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Low Flow Showerhead MF REA | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.007 |
| | Projected Participation | 55 | 58 | 61 | 61 | 55 | 288 |
| Low Flow Showerhead Hand Held SF REA | Energy Savings (MWh/year) | 1,052 | 1,107 | 1,163 | 1,163 | 1,052 | 5,536 |
| | Demand Reduction (MW) | 0.087 | 0.092 | 0.096 | 0.096 | 0.087 | 0.458 |
| | Projected Participation | 3,641 | 3,832 | 4,024 | 4,024 | 3,641 | 19,162 |
| Low Flow Showerhead Hand Held MF REA | Energy Savings (MWh/year) | 55 | 58 | 61 | 61 | 55 | 288 |
| | Demand Reduction (MW) | 0.005 | 0.005 | 0.005 | 0.005 | 0.005 | 0.024 |
| | Projected Participation | 192 | 202 | 212 | 212 | 192 | 1,009 |
| LED Night Light REA | Energy Savings (MWh/year) | 156 | 158 | 162 | 162 | 156 | 796 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 6,584 | 6,664 | 6,836 | 6,835 | 6,584 | 33,503 |
| LED Specialty (Globe/Candelabra) REA | Energy Savings (MWh/year) | 853 | 898 | 942 | 942 | 853 | 4,488 |
| | Demand Reduction (MW) | 0.120 | 0.127 | 0.133 | 0.133 | 0.120 | 0.634 |
| | Projected Participation | 31,937 | 33,618 | 35,298 | 35,298 | 31,937 | 168,088 |
| LED GSL A-Line (9 Watt or other) REA | Energy Savings (MWh/year) | 3,411 | 3,590 | 3,770 | 3,770 | 3,411 | 17,952 |
| | Demand Reduction (MW) | 0.599 | 0.631 | 0.662 | 0.662 | 0.599 | 3.155 |
| | Projected Participation | 127,747 | 134,470 | 141,194 | 141,194 | 127,747 | 672,350 |
| LED Reflector (Par/BR/R/downlight) REA | Energy Savings (MWh/year) | 187 | 197 | 206 | 206 | 187 | 983 |
| | Demand Reduction (MW) | 0.027 | 0.028 | 0.030 | 0.030 | 0.027 | 0.141 |
| | Projected Participation | 4,562 | 4,803 | 5,043 | 5,043 | 4,562 | 24,013 |
| Smart Strips - Tier 1 REA | Energy Savings (MWh/year) | 1,787 | 1,881 | 1,975 | 1,975 | 1,787 | 9,403 |
| | Demand Reduction (MW) | 0.185 | 0.194 | 0.204 | 0.204 | 0.185 | 0.972 |
| | Projected Participation | 20,074 | 21,131 | 22,188 | 22,188 | 20,074 | 105,655 |
| Remote assessment & Energy Education REA | Energy Savings (MWh/year) | 487 | 513 | 539 | 539 | 487 | 2,565 |
| | Demand Reduction (MW) | 0.004 | 0.004 | 0.005 | 0.005 | 0.004 | 0.022 |
| | Projected Participation | 9,125 | 9,605 | 10,085 | 10,085 | 9,125 | 48,025 |
| Carbon Monoxide Detector REA | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 650 | 726 | 753 | 753 | 650 | 3,532 |
| Smoke Alarm REA | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 6,475 | 6,814 | 7,154 | 7,154 | 6,474 | 34,071 |
| Kitchen Aerator SF On-site | Energy Savings (MWh/year) | 199 | 209 | 220 | 220 | 199 | 1,047 |
| | Demand Reduction (MW) | 0.028 | 0.029 | 0.030 | 0.030 | 0.028 | 0.145 |
| | Projected Participation | 826 | 870 | 913 | 913 | 826 | 4,348 |
| Kitchen Aerator MF On-site | Energy Savings (MWh/year) | 8 | 8 | 9 | 9 | 8 | 41 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | 43 | 46 | 48 | 48 | 43 | 229 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Bath Aerator SF On-site | Energy Savings (MWh/year) | 95 | 99 | 104 | 104 | 95 | 497 |
| | Demand Reduction (MW) | 0.013 | 0.014 | 0.014 | 0.014 | 0.013 | 0.069 |
| | Projected Participation | 1,239 | 1,304 | 1,370 | 1,370 | 1,239 | 6,522 |
| Bath Aerator MF On-site | Energy Savings (MWh/year) | 6 | 7 | 7 | 7 | 6 | 33 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.005 |
| | Projected Participation | 65 | 69 | 72 | 72 | 65 | 343 |
| Water Heater Pipe Insulation On-site | Energy Savings (MWh/year) | 13 | 13 | 14 | 14 | 13 | 66 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.005 |
| | Projected Participation | 1,610 | 1,695 | 1,780 | 1,780 | 1,612 | 8,477 |
| Low Flow Showerhead SF On-site | Energy Savings (MWh/year) | 53 | 56 | 59 | 59 | 53 | 279 |
| | Demand Reduction (MW) | 0.004 | 0.005 | 0.005 | 0.005 | 0.004 | 0.023 |
| | Projected Participation | 183 | 193 | 203 | 203 | 183 | 965 |
| Low Flow Showerhead MF On-site | Energy Savings (MWh/year) | 3 | 3 | 3 | 3 | 3 | 15 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0003 | 0.0003 | 0.0002 | 0.0012 |
| | Projected Participation | 10 | 10 | 11 | 11 | 10 | 52 |
| Low Flow Showerhead Hand Held SF On-site | Energy Savings (MWh/year) | 186 | 195 | 205 | 205 | 186 | 977 |
| | Demand Reduction (MW) | 0.015 | 0.016 | 0.017 | 0.017 | 0.015 | 0.081 |
| | Projected Participation | 642 | 676 | 710 | 710 | 642 | 3,382 |
| Low Flow Showerhead Hand Held MF On-site | Energy Savings (MWh/year) | 10 | 10 | 11 | 11 | 10 | 51 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.004 |
| | Projected Participation | 34 | 36 | 37 | 37 | 34 | 178 |
| Thermostatic Shower Restriction Valve SF On-site | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | - | - | - | - |
| Thermostatic Shower Restriction Valve MF On-site | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | - | - | - | - |
| Water Heater Temperature Setback On-site | Energy Savings (MWh/year) | 34 | 35 | 37 | 37 | 34 | 177 |
| | Demand Reduction (MW) | 0.003 | 0.003 | 0.003 | 0.003 | 0.003 | 0.015 |
| | Projected Participation | 338 | 356 | 374 | 374 | 338 | 1,780 |
| Heat Pump Water Heater Replacement On-site | Energy Savings (MWh/year) | 146 | 153 | 161 | 161 | 146 | 767 |
| | Demand Reduction (MW) | 0.008 | 0.009 | 0.009 | 0.009 | 0.008 | 0.043 |
| | Projected Participation | 80 | 84 | 88 | 88 | 80 | 420 |
| ~~Furnace Whistle On-site~~ | ~~Energy Savings (MWh/year)~~ | - | - | - | - | - | - |
| | ~~Demand Reduction (MW)~~ | - | - | - | - | - | - |
| | ~~Projected Participation~~ | - | - | - | - | - | - |
| LED Night Light On-site | Energy Savings (MWh/year) | 29 | 30 | 32 | 32 | 29 | 151 |
| | Demand Reduction (MW) | - | - | - | - | - | - |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| | Projected Participation | 1,208 | 1,271 | 1,335 | 1,335 | 1,208 | 6,356 |
| LED Specialty (Globe/Candelabra) On-site | Energy Savings (MWh/year) | 74 | 78 | 82 | 82 | 74 | 391 |
| | Demand Reduction (MW) | 0.010 | 0.011 | 0.012 | 0.012 | 0.010 | 0.055 |
| | Projected Participation | 2,780 | 2,927 | 3,073 | 3,073 | 2,780 | 14,633 |
| LED A-Line (9 Watt or other) On-site | Energy Savings (MWh/year) | 559 | 588 | 618 | 618 | 559 | 2,942 |
| | Demand Reduction (MW) | 0.098 | 0.103 | 0.109 | 0.109 | 0.098 | 0.517 |
| | Projected Participation | 20,933 | 22,035 | 23,137 | 23,137 | 20,933 | 110,175 |
| LED Reflector (Par/BR/R/downlight) On-site | Energy Savings (MWh/year) | 33 | 35 | 36 | 36 | 33 | 173 |
| | Demand Reduction (MW) | 0.005 | 0.005 | 0.005 | 0.005 | 0.005 | 0.025 |
| | Projected Participation | 805 | 848 | 890 | 890 | 805 | 4,238 |
| Removal/Disposal of Extra Refrigeration Unit On-site | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | - | - | - | - |
| Recycle and Replace Refrigerator On-site | Energy Savings (MWh/year) | 4 | 4 | 4 | 4 | 4 | 20 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.002 |
| | Projected Participation | 8 | 8 | 9 | 9 | 8 | 42 |
| Recycle and Replace Freezer On-site | Energy Savings (MWh/year) | 4 | 4 | 4 | 4 | 4 | 20 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.002 |
| | Projected Participation | 8 | 8 | 9 | 9 | 8 | 42 |
| Smart Strips - Tier 1 On-site | Energy Savings (MWh/year) | 215 | 226 | 238 | 238 | 215 | 1,131 |
| | Demand Reduction (MW) | 0.022 | 0.023 | 0.025 | 0.025 | 0.022 | 0.117 |
| | Projected Participation | 2,415 | 2,543 | 2,670 | 2,670 | 2,415 | 12,713 |
| Carbon Monoxide Detector On-site | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 175 | 190 | 212 | 212 | 175 | 964 |
| Smoke Alarm On-site | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 950 | 1,000 | 1,050 | 1,050 | 950 | 5,000 |
| Smart Thermostat Heat Pump On-site | Energy Savings (MWh/year) | 11 | 12 | 12 | 12 | 11 | 59 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | 19 | 20 | 21 | 21 | 19 | 102 |
| Smart Thermostat Electric Furnace On-site | Energy Savings (MWh/year) | - | - | - | - | - | - |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | - | - | - | - | - | - |
| Heat Pump Maintenance On-site | Energy Savings (MWh/year) | 4 | 4 | 5 | 5 | 4 | 22 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.004 |
| | Projected Participation | 19 | 20 | 21 | 21 | 19 | 102 |
| | Energy Savings (MWh/year) | 86 | 91 | 95 | 95 | 86 | 453 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| On-site Assessment & Energy Education On-site | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.004 |
| | Projected Participation | 1,610 | 1,695 | 1,780 | 1,780 | 1,610 | 8,475 |
| Ductless Mini-split Heat Pumps On-site | Energy Savings (MWh/year) | 21 | 22 | 23 | 23 | 21 | 110 |
| | Demand Reduction (MW) | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.011 |
| | Projected Participation | 10 | 10 | 11 | 11 | 10 | 50 |
| Ceiling/Attic or Wall Insulation - Baseboard Heat | Energy Savings (MWh/year) | 8 | 9 | 9 | 9 | 8 | 44 |
| | Demand Reduction (MW) | 0.0001 | 0.0002 | 0.0002 | 0.0002 | 0.0001 | 0.0008 |
| | Projected Participation | 8 | 8 | 9 | 9 | 8 | 41 |
| Ceiling/Attic or Wall Insulation - Heat Pump | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0004 |
| | Projected Participation | 5 | 5 | 5 | 5 | 5 | 24 |
| Residential Air Sealing - Baseboard Heat | Energy Savings (MWh/year) | 30 | 31 | 33 | 33 | 30 | 157 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | 23 | 24 | 26 | 26 | 23 | 122 |
| Residential Air Sealing - Heat Pump | Energy Savings (MWh/year) | 11 | 12 | 12 | 12 | 11 | 59 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0006 |
| | Projected Participation | 14 | 15 | 15 | 15 | 14 | 73 |
| SCI MMMF Direct Install - Master Meter[3] | Energy Savings (MWh/year) | 744 | 783 | 821 | 821 | 743 | 3,912 |
| | Demand Reduction (MW) | 0.092 | 0.097 | 0.102 | 0.102 | 0.092 | 0.483 |
| | Projected Participation | 845 | 889 | 933 | 933 | 844 | 4,444 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.
[3] Includes savings from master-metered multifamily buildings with low-income occupants. These savings count toward the low-income compliance target but the program costs and savings are accounted for under the customer sector corresponding to the rate class of the building's meter in assessing program cost-effectiveness.

### *Efficient Equipment Component PaPUC Table 7 (LCI and SCI)*

**Table 41. Pa PUC Table 7-Large C&I Efficient Equipment Rebates Eligible Measures and Incentives**

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Lighting Improvements | Per Project | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $46,521 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| LED Exit Signs | Per Product | No | Replacement of existing incandescent or fluorescent exit signs with a new LED exit sign. | $55 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| HVAC Systems | Per Product | No | This measure excludes water source, ground source, and groundwater source heat pump measures that are covered in the Water Source and Geothermal Heat Pumps measure. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. | $194 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Electric Chillers | Per Product | No | Installation of high efficiency electric chillers that exceed the minimum performance allowed by the current PA Energy Code. | $4,021 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Water Source and Geothermal Heat Pumps | Per Product | No | High-efficiency groundwater source, water source, or ground source heat pump system that exceeds the energy efficiency requirements of the IECC 2015, Table 403.2.3(1). | $52,603 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Ductless mini-split heat pumps < 5.4 tons | Per Product | No | <5.4 tons, ENERGY STAR with inverter technology. | $2,313 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Room A/C | Per Product | No | ENERGY STAR | -$65 | 9 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Guest Room Occupancy Sensor controls | Per Ton | No | Guest rooms that are equipped with energy management thermostats replacing manual heating/cooling temperature set-point and fan On/Off/Auto thermostat controls. | $180 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Economizer controls | Per Control | No | Adding an economizer and dual enthalpy (differential) control on existing HVAC unit with no economizer or with a non-functional/disabled economizer. | $1,421 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VFD Improvements | Per Control | No | A motor with a variable-frequency drive ("VFD") control replacing a motor without an existing VFD control. | $2,607 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ECM Circulating fan | Per Product | No | Circulating fan motors of 1 horsepower ("HP") or less with a baseline shaded-pole ("SP") or permanent-split capacitor ("PSC") evaporator fan motor in an air handling unit. | $417 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VSD on Kitchen Exhaust Fan | Per Fan | No | The energy efficient condition is a kitchen ventilation system equipped with a variable speed drive ("VSD") and demand ventilation controls and | $2,296 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| | | | sensors. The baseline equipment is kitchen ventilation that has a constant speed ventilation motor. | | | |
| ENERGY STAR Refrigeration/Freezer Cases | Per Product | No | ENERGY STAR, Eligible refrigerators and freezers are self-contained with vertical-closed transparent or solid doors. | $853 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency evaporator fan motors for walk in or reach in cases | Per Product | No | Replacement of existing SP evaporator fan motors or PSC motors in walk-in or reach-in refrigerated display cases with an electronically commutated motor ("ECM") or a permanent magnet synchronous ("PMS") motor. | $343 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Evaporator Fan controllers | Per Control | No | Installation of evaporator fan controls in medium-temperature walk-in or reach-in coolers and low temperature walk-in or reach-in freezers. | $563 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Anti-sweat heater controls | Per Control | No | Adding controls to glass door cooler or refrigerator with uncontrolled heaters utilizing either ON/OFF or micro pulse controls. | $1,051 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Variable speed refrigeration compressor | Per Horsepower | No | VSD control system replacing a slide valve control system in existing commercial refrigeration systems. | $85 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Strip curtains for walk-in freezers and coolers | Per Door | No | Install or retrofit strip curtains in commercial walk-in cooler and freezer doors. Strip curtains must be at least 0.06 inches thick. | $359 | 4 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Night covers for display cases | Per Foot | No | Install on existing open-type refrigerated display cases, where covers are deployed during the facility's unoccupied hours. | $42 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Auto door closers | Per Product | No | Retrofit doors not equipped with auto-closers and assume the doors have strip curtain for walk-in coolers and freezers. Auto-closer must be able to firmly close door when it is within one inch of full closure. Walk-in door perimeter must be ≥ 16 feet. | $498 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Door gaskets for walk-in and reach-in coolers and freezers | Per Door | No | Replace worn-out gaskets with new better-fitting gaskets. | $98 | 4 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Low or No anti-sweat heat for reach-in freezers and coolers | Per Door | No | Install a no-heat/low-heat clear glass door on an upright display case. Limited to door heights of 57 inches or more. Doors must have either heat reflective treated glass, be gas filled, or both. | $1,213 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Refrigerated Display cases with doors replacing open cases | Per Foot | No | A new, vertical case with no sweat doors that meets federal standard requirements. | $449 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Adding doors to existing refrigerated display cases | Per Foot | No | Retrofit existing vertical open display cases with zero heat doors. | $521 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Ice machines | Per Product | No | ENERGY STAR | $378 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Beverage machine controls | Per Product | No | Added to non-ENERGY STAR machines. | $180 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Office equipment | Per Product | No | ENERGY STAR | $10 | 6 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Cycling refrigerated thermal mass dryer | Per Horsepower | No | Baseline: non-cycling (e.g., continuous) air dryer with a capacity of 600 cubic feet per minute ("cfm") or below. The replacement of desiccant, deliquescent, heat-of-compression, membrane, or other types of dryers does not qualify under this measure. | $24 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| No-loss condensate drains | Per Product | No | Retrofit existing timed drained system with new no-loss condensate drains. | $194 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Variable speed drive air compressor | Per Horsepower | No | Install or retrofit a single VSD unit less than 40 HP with variable speed control. | $191 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency ventilation fans with and w/o thermostats | Per Product | No | Agricultural Application: Installation of high efficiency ventilation fans where standard efficiency ventilation fans are replaced and/or the installation of a thermostat controlling either new efficient fans or existing fans. | $175 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VSD Controller on dairy vacuum pumps | Per Product | No | Agricultural Application: Installation of a VSD and controls on dairy vacuum pumps, or the purchase of dairy vacuum pumps with variable speed capability. | $5,120 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Improvements for Midstream | Per Fixture | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $77 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Lighting Improvements for Midstream | Per Lamp | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $6 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| HVAC Systems Midstream | Per Product | No | This measure excludes water source, ground source, and groundwater source heat pump measures that are covered in the Water Source and Geothermal Heat Pumps measure. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. | $194 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Ductless mini-split heat pumps < 5.4 tons Midstream | Per Product | No | <5.4 tons, ENERGY STAR with inverter technology. | $2,313 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Ice machines Midstream | Per Product | No | ENERGY STAR | $378 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial fryer Midstream | Per Product | No | ENERGY STAR | $1,038 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial hot food holding cabinet Midstream | Per Product | No | ENERGY STAR | $895 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency ventilation fans with and w/o thermostats Midstream | Per Product | No | Agricultural Application: Installation of high efficiency ventilation fans where standard efficiency ventilation fans are replaced and/or the installation of a thermostat controlling either new efficient fans or existing fans. | $175 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VSD Controller on dairy vacuum pumps Midstream | Per Product | No | Agricultural Application: Installation of a VSD and controls on dairy vacuum pumps, or the purchase of dairy vacuum pumps with variable speed capability. | $5,120 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Controls | Per kW Controlled | No | Lighting controls turn lights on and off automatically, which are activated by time, light, motion, or sound. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~LED Channel Signage~~ | ~~Per Foot~~ | ~~No~~ | ~~Replacement of neon and/or incandescent channel letter signs with efficient LED channel letter signs. Replacement signs cannot use more than 20% of the actual input power of the sign that is replaced.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| LED Refrigeration Display Case Lighting | Per Door | No | Installation of LED case lighting with or without motion sensors on existing refrigerators, coolers, and freezers - specifically on vertical displays. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Fuel Switching~~ | ~~Per Product~~ | ~~No~~ | ~~Must replace electric equipment with ENERGY STAR certified natural gas, propane, or fuel oil equipment.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Computer room A/C~~ | ~~Per Product~~ | ~~No~~ | ~~Newly installed computer room air conditioner systems that exceed the baseline efficiencies (in seasonal coefficient of performance ("SCOP")) outlined in Table 3-56 of the current PA TRM.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Computer room A/C EC fans~~ | ~~Per Product~~ | ~~No~~ | ~~Installation of electronically commutated ("EC") plug fans in computer room air conditioning ("CRAC") and computer room air handling ("CRAH") units.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| Computer room VFD on fans | Per Horsepower | No | Installation of a VSD to control AC fan motors in CRAC and CRAH units. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Circulation Fan: High Volume Low Speed | Per Product | No | Installation of High Volume Low Speed ("HVLS") fans (diameters ranging from 8 to 24 feet) replacing conventional circulating fans. Commercial and industrial applications only. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Premium Efficiency Motors | Per Horsepower | No | Replacement of old motors with new energy efficient motors of the same rated HP. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ECM Circulator Pump | Per Pump | No | An ECM or brushless permanent magnet (BPM) circulator pump replacing single-speed induction motor circulator pumps in space heating and hot water applications. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High Efficiency Pumps | Per Horsepower | No | Compliant pumps will achieve a PEI of 1.0 or less. All pumps manufactured after January 27, 2020 must comply with the U.S. Department of Energy's ("DOE") energy conservation standard as described in 10 CFR 431 Subpart Y. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Heat Pump Water Heaters | Per Product | No | Installation of a heat pump water heater instead of a code minimum electric water heater. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Low Flow Pre-rinse Sprayers | Per Product | No | Efficient low flow pre-rinse sprayers that use less than 1.6 gallons of water per minute. Only applicable to premises with electric water heating. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Fuel Switching: electric water heaters to gas/propane | Per Product | No | Must replace electric water heater with ENERGY STAR certified natural gas or propane equipment. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Floating head pressure control ("FHPC")~~ | ~~Per Control~~ | ~~No~~ | ~~Adding FHPCs to a refrigeration system. FHPCs must have a minimum Saturated Condensing Temperature ("SCT") programmed for the floating head pressure control of ≤ 70 °F. The use of FHPC would require balanced port expansion valves, allowing satisfactory refrigerant flow over a range of head pressures. The compressor must be 1 HP or larger.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| Evaporator coil defrost controls | Per Evaporator Unit | No | Adding defrost controls to existing walk-in coolers or freezers without defrost controls. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Suction pipe insulation for walk-in coolers and freezers~~ | ~~Per Foot~~ | ~~No~~ | ~~Insulate bare refrigeration suction pipes for walk-in coolers and freezers according to the current PA TRM requirements.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Air cooled refrigeration condenser~~ | ~~Per Ton~~ | ~~No~~ | ~~Installing an efficient, close approach air cooled refrigeration condenser that meets the current PA TRM requirements.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Refrigerated case light occupancy sensors~~ | ~~Per Watt Controlled~~ | ~~No~~ | ~~Installation of motion based lighting controls that allow the LED case lighting to be dimmed or turned off completely during unoccupied conditions.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Refrigeration economizers~~ | ~~Per Compressor Horsepower~~ | ~~No~~ | ~~Economizers installed on a walk-in refrigeration system.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~ENERGY STAR Clothes washer~~ | ~~Per Product~~ | ~~No~~ | ~~ENERGY STAR, installed in commercial laundromats or multifamily complex laundry rooms.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~ENERGY STAR bathroom ventilation fan~~ | ~~Per Product~~ | ~~No~~ | ~~ENERGY STAR~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| Snack machine controls | Per Product | No | Added to non-ENERGY STAR, non-refrigerated machines. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| ENERGY STAR Electric steam cooker | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Combination oven | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial convection oven | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial fryer | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial hot food holding cabinet | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Dishwasher | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Griddle | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Wall and Ceiling Insulation~~ | ~~Per SQFT~~ | ~~No~~ | ~~Applies to buildings that are heated and/or cooled using electricity. Existing construction buildings are required to meet or exceed the code requirement. New construction buildings must exceed the code requirement.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Office Equipment - Network power management enabling~~ | ~~Per Workstation~~ | ~~No~~ | ~~Applicable to any software that manages workstations in a networked environment that meets the current PA TRM requirements.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Advanced power strips~~ | ~~Per Workstation~~ | ~~No~~ | ~~Installation of an Advanced Power Strip Tier 1 or Tier 2.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~ENERGY STAR Servers~~ | ~~Per Product~~ | ~~No~~ | ~~ENERGY STAR~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Server virtualization~~ | ~~Per Product~~ | ~~No~~ | ~~Servers must be consolidated to increase utilization of the remaining servers, and the virtualized servers~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| | | | ~~must be either a) removed or b) physically disconnected from power.~~ | | | |
| Air-entraining air nozzle | Per Product | No | Replace non-air entraining air nozzle (open copper tube of 1/8-inch or 1/4-inch orifice diameter) with an energy efficient air-entraining air nozzle that uses less than 15 cfm at 100 pounds per square inch ("psi") for industrial applications. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Air tanks for Load/No load compressors | Per Horsepower | No | Minimum storage ratio of 4 gallons per cfm. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air controller | Per Horsepower | No | The baseline condition is having no existing pressure/flow controller and an existing compressed air system with a total compressor motor capacity ≥ 40 hp. This measure requires a minimum storage of 3gal/cfm. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air low pressure drop filters | Per Horsepower | No | The baseline condition is a standard coalescing filter with a pressure drop of 3 psi when new and 5 psi or more at element change. The efficient condition is a low pressure drop filter with pressure drop not exceeding 1 psi when new and 3 psi at element change. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air mist eliminators | Per Horsepower | No | The compressed air system must be greater than 50 HP to qualify, and the mist eliminator must have less than a 1 pound per square inch gauge ("psig") pressure drop and replace a coalescing filter. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency transformer | Per Product | No | Transformers more efficient than the federal standard. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Engine block heat timer | Per Product | No | Agricultural Application: Installation of a timer on an engine block heater. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High frequency battery chargers | Per Product | No | Baseline equipment is a silicon controlled rectifier ("SCR") or ferroresonant battery charger system with minimum 8-hour shift operation five days per week. Energy-efficient equipment is a high frequency battery charger system with a minimum power conversion efficiency of 90% and 8-hour shift operation five days per week. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Automatic Milker takeoffs | Per Cow | No | Agricultural Application: Automatic milker take-offs that determine milking end time, and the vacuum pump system serving the impacted milking units must be equipped with a variable speed drive. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Dairy scroll compressors | Per Product | No | Agricultural Application: Installation of a scroll compressor to replace an existing reciprocating compressor or to be installed in a new construction application. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Heat reclaimers | Per Product | No | Agricultural Application: Installation of heat recovery equipment on dairy parlor milk refrigeration systems to heat hot water. This measure only applies to dairy parlors with electric water heating equipment. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High Volume Low Speed fans | Per Product | No | Agricultural Application: Installation of HVLS fans to replace conventional circulating fans. HVLS fans are a minimum of 16 feet long in diameter. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Livestock waterer | Per Product | No | Agricultural Application: Thermostatically controlled with 2 inches or more of factory-installed insulation. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Low pressure irrigation system~~ | ~~Per Acre~~ | ~~No~~ | ~~Agricultural Application: Replace systems operating on 50% or less than existing system pressure.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| New Construction Lighting | Per SQFT | No | Eligible lighting equipment and fixture/lamp types include fluorescent fixtures (lamps and ballasts), compact fluorescent lamps, high intensity discharge ("HID") lamps, interior and exterior LED lamps and fixtures, cold-cathode fluorescent lamps ("CCFLs"), induction lamps, and lighting controls. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Electric steam cooker Midstream | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Combination oven Midstream | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial convection oven Midstream | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| ENERGY STAR Commercial Dishwasher Midstream | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Griddle Midstream | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Automatic Milker takeoffs Midstream | Per Cow | No | Agricultural Application: Automatic milker take-offs that determine milking end time, and the vacuum pump system serving the impacted milking units must be equipped with a variable speed drive. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Dairy scroll compressors Midstream~~ | ~~Per Product~~ | ~~No~~ | ~~Agricultural Application: Installation of a scroll compressor to replace an existing reciprocating compressor or to be installed in a new construction application.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| Heat reclaimers Midstream | Per Product | No | Agricultural Application: Installation of heat recovery equipment on dairy parlor milk refrigeration systems to heat hot water. This measure only applies to dairy parlors with electric water heating equipment. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High Volume Low Speed fans Midstream | Per Product | No | Agricultural Application: Installation of HVLS fans to replace conventional circulating fans. HVLS fans are a minimum of 16 feet long in diameter. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Livestock waterer Midstream~~ | ~~Per Product~~ | ~~No~~ | ~~Agricultural Application: Thermostatically controlled with 2 inches or more of factory installed insulation.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |

## Table 42. Pa PUC Table 7-Small C&I Efficient Equipment Rebates Eligible Measures and Incentives

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Lighting Improvements | Per Project | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $46,521 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| LED Exit Signs | Per Product | No | Replacement of existing incandescent or fluorescent exit signs with a new LED exit sign. | $55 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| HVAC Systems | Per Product | No | This measure excludes water source, ground source, and groundwater source heat pump measures that are covered in the Water Source and Geothermal Heat Pumps measure. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. | $194 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Electric Chillers | Per Product | No | Installation of high efficiency electric chillers that exceed the minimum performance allowed by the current PA Energy Code. | $4,021 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Water Source and Geothermal Heat Pumps | Per Product | No | High-efficiency groundwater source, water source, or ground source heat pump system that exceeds the energy efficiency requirements of the IECC 2015, Table 403.2.3(1). | $52,603 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Ductless mini-split heat pumps < 5.4 tons | Per Product | No | <5.4 tons, ENERGY STAR with inverter technology. | $2,313 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Room A/C | Per Product | No | ENERGY STAR | -$65 | 9 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Guest Room Occupancy Sensor controls | Per Ton | No | Guest rooms that are equipped with energy management thermostats replacing manual heating/cooling temperature set-point and fan On/Off/Auto thermostat controls. | $180 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Economizer controls | Per Control | No | Adding an economizer and dual enthalpy (differential) control to an HVAC unit with no economizer installers or with a non-functional/disabled economizer. | $1,421 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VFD Improvements | Per Control | No | A motor with a VFD control replacing a motor without a VFD control. | $2,607 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ECM Circulating fan | Per Product | No | Circulating fan motors of 1 HP or less with a baseline SP or PSC evaporator fan motor in an air handling unit. | $417 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VSD on Kitchen Exhaust Fan | Per Fan | No | The energy efficient condition is a kitchen ventilation system equipped with a VSD and demand ventilation controls and sensors. The baseline equipment is kitchen ventilation that has a constant speed ventilation motor. | $2,296 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| ENERGY STAR Refrigeration/Freezer Cases | Per Product | No | ENERGY STAR. Eligible refrigerators and freezers are self-contained with vertical-closed transparent or solid doors. | $853 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency evaporator fan motors for walk in or reach in cases | Per Product | No | Replacement of existing SP evaporator fan motors or PSC motors in walk-in or reach-in refrigerated display cases with ECM or PMS motor. | $343 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Evaporator Fan controllers | Per Control | No | Installation of evaporator fan controls in medium-temperature walk-in or reach-in coolers and low temperature walk-in or reach-in freezers. | $563 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Anti-sweat heater controls | Per Control | No | Adding controls to glass door cooler or refrigerator with uncontrolled heaters utilizing either ON/OFF or micro pulse controls. | $1,051 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Variable speed refrigeration compressor | Per Horsepower | No | VSD control system replacing a slide valve control system in existing commercial refrigeration systems. | $85 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Strip curtains for walk-in freezers and coolers | Per Door | No | Install or retrofit strip curtains in commercial walk-in cooler and freezer doors. Strip curtains must be at least 0.06 inches thick. | $359 | 4 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Night covers for display cases | Per Foot | No | Install on existing open-type refrigerated display cases, where covers are deployed during the facility's unoccupied hours. | $42 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Auto door closers | Per Product | No | Retrofit doors not equipped with auto-closers and assume the doors have strip curtain for walk-in coolers and freezers. The auto-closer must be able to firmly close the door when it is within one inch of full closure. Walk-in door perimeter must be ≥ 16 feet. | $498 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Door gaskets for walk-in and reach-in coolers and freezers | Per Door | No | Replace worn-out gaskets with new better-fitting gaskets. | $98 | 4 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Low or No anti-sweat heat for reach-in freezers and coolers | Per Door | No | Install a no-heat/low-heat clear glass door on an upright display case. Limited to door heights of 57 inches or more. Doors must have either heat reflective treated glass, be gas filled, or both. | $1,213 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Refrigerated Display cases with doors replacing open cases | Per Foot | No | A new, vertical case with no sweat doors that meets federal standard requirements. | $449 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Adding doors to existing refrigerated display cases | Per Foot | No | Retrofit existing vertical open display cases with zero heat doors. | $521 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Ice machines | Per Product | No | ENERGY STAR | $378 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Beverage machine controls | Per Product | No | Added to non-ENERGY STAR machines. | $180 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Office equipment | Per Product | No | ENERGY STAR | $10 | 6 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Cycling refrigerated thermal mass dryer | Per Horsepower | No | Baseline: non-cycling (e.g., continuous) air dryer with a capacity of 600 cfm or below. The replacement of desiccant, deliquescent, heat-of-compression, membrane, or other types of dryers does not qualify under this measure. | $24 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| No-loss condensate drains | Per Product | No | Retrofit existing timed drained system with new no-loss condensate drains. | $194 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Variable speed drive air compressor | Per Horsepower | No | Install or retrofit a single VSD unit less than 40 HP with variable speed control. | $191 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency ventilation fans with and w/o thermostats | Per Product | No | Agricultural Application: Installation of high efficiency ventilation fans where standard efficiency ventilation fans are replaced and/or the installation of a thermostat controlling either new efficient fans or existing fans. | $175 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VSD Controller on dairy vacuum pumps | Per Product | No | Agricultural Application: Installation of a VSD and controls on dairy vacuum pumps, or the purchase of dairy vacuum pumps with variable speed capability. | $5,120 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Improvements for Midstream | Per Fixture | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $77 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Improvements for Midstream | Per Bulb | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $6 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| HVAC Systems Midstream | Per Product | No | This measure excludes water source, ground source, and groundwater source heat pump measures that are covered in the Water Source and Geothermal Heat Pumps measure. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. | $194 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Ductless mini-split heat pumps < 5.4 tons Midstream | Per Product | No | <5.4 tons, ENERGY STAR with inverter technology. | $2,313 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Ice machines Midstream | Per Product | No | ENERGY STAR | $378 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial fryer Midstream | Per Product | No | ENERGY STAR | $1,038 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial hot food holding cabinet Midstream | Per Product | No | ENERGY STAR | $895 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency ventilation fans with and w/o thermostats Midstream | Per Product | No | Agricultural Application: Installation of high efficiency ventilation fans where standard efficiency ventilation fans are replaced and/or the installation of a thermostat controlling either new efficient fans or existing fans. | $175 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| VSD Controller on dairy vacuum pumps Midstream | Per Product | No | Agricultural Application: Installation of a VSD and controls on dairy vacuum pumps, or the purchase of dairy vacuum pumps with variable speed capability. | $5,120 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Adding doors to existing refrigerated display cases Direct Discount | Per Foot | No | Retrofit existing vertical open display cases with zero heat doors. | $521 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Air tanks for Load/No load compressors Direct Discount | Per Horsepower | No | Minimum storage ratio of 4 gallons per cfm. | $80 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Air-entraining air nozzle Direct Discount | Per Product | No | Replace non-air entraining air nozzle (open copper tube of 1/8-inch or 1/4-inch orifice diameter) with an energy efficient air-entraining air nozzle that uses less than 15 cfm at 100 psi for industrial applications. | $89 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Anti-sweat heater controls Direct Discount | Per Control | No | Adding controls to glass door cooler or refrigerator with uncontrolled heaters utilizing either ON/OFF or micro pulse controls. | $1,051 | 12 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Auto door closers Direct Discount | Per Product | No | Retrofit doors not equipped with auto-closers, and assume the doors have strip curtain for walk-in coolers and freezers. The auto-closer must be able to firmly close the door when it is within one inch of full closure. The walk-in door perimeter must be ≥ 16 feet. | $498 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Beverage machine controls Direct Discount | Per Product | No | Added to non-ENERGY STAR machines. | $180 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air controller Direct Discount | Per Horsepower | No | The baseline condition is having no existing pressure/flow controller and an existing compressed air system with a total compressor motor capacity ≥ 40 hp. This measure requires a minimum storage of 3gal/cfm. | $27 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air low pressure drop filters Direct Discount | Per Horsepower | No | The baseline condition is a standard coalescing filter with a pressure drop of 3 psi when new and 5 psi or more at element change. The efficient condition is a low pressure drop filter with pressure drop not exceeding 1 psi when new and 3 psi at element change. | $10 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air mist eliminators Direct Discount | Per Horsepower | No | The compressed air system must be greater than 50 HP to qualify, and the mist eliminator must have less than a 1 psig pressure drop and replace a coalescing filter. | $22 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Cycling refrigerated thermal mass dryer Direct Discount | Per Horsepower | No | Baseline: non-cycling (e.g., continuous) air dryer with a capacity of 600 cfm or below. The replacement of desiccant, deliquescent, heat-of-compression, membrane, or other types of dryers does not qualify under this measure. | $24 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Economizer controls Direct Discount | Per Control | No | Adding an economizer and dual enthalpy (differential) control to an HVAC unit with no economizer installers or with a non-functional/disabled economizer. | $1,421 | 10 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Evaporator Fan controllers Direct Discount | Per Control | No | Installation of evaporator fan controls in medium-temperature walk-in or reach-in coolers and low temperature walk-in or reach-in freezers. | $563 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency evaporator fan motors for walk in or reach in cases Direct Discount | Per Product | No | Replacement of existing SP evaporator fan motors or PSC motors in walk-in or reach-in refrigerated display cases with an ECM or a PMS motor. | $343 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| LED Refrigeration Display Case Lighting Direct Discount | Per Door | No | Installation of LED case lighting with or without motion sensors on existing refrigerators, coolers, and freezers - specifically on vertical displays. | $51 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Controls Direct Discount | Per kW Controlled | No | Lighting controls turn lights on and off automatically, which are activated by time, light, motion, or sound. | $387 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Improvements Direct Discount | Per Project | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $46,521 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Low Flow Pre-rinse Sprayers Direct Discount | Per Product | No | Efficient low flow pre-rinse sprayers that use less than 1.6 gallons of water per minute. Only applicable to premises with electric water heating. | $124 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| No-loss condensate drains Direct Discount | Per Product | No | Retrofit existing timed drained system with new no-loss condensate drains. | $194 | 5 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Refrigerated case light occupancy sensors Direct Discount | Per Watt Controlled | No | Installation of motion-based lighting controls that allow the LED case lighting to be dimmed or turned off completely during unoccupied conditions. | $1 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Strip curtains for walk-in freezers and coolers Direct Discount | Per Door | No | Install or retrofit strip curtains in commercial walk-in cooler and freezer doors. Strip curtains must be at least 0.06 inches thick. | $359 | 4 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Variable speed drive air compressor Direct Discount | Per Horsepower | No | Install or retrofit a single VSD unit less than 40 HP with variable speed control. | $191 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Variable speed refrigeration compressor Direct Discount | Per Horsepower | No | VSD control system replacing a slide valve control system in existing commercial refrigeration systems. | $85 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Improvements Direct Install | Per Project | No | Products must meet the minimum requirements of ENERGY STAR or the DLC and complete PA TRM Lighting Form. | $186 | 13 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Low Flow Pre-rinse Sprayers Direct Install | Per Product | No | Efficient low flow pre-rinse sprayers that use less than 1.6 gallons of water per minute. Only applicable to premises with electric water heating. | $72 | 8 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Lighting Controls | Per kW Controlled | No | Lighting controls turn lights on and off automatically, which are activated by time, light, motion, or sound. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~LED Channel Signage~~ | ~~Per Foot~~ | ~~No~~ | ~~Replacement of neon and/or incandescent channel letter signs with efficient LED channel letter signs. Replacement signs cannot use more than 20% of the actual input power of the sign that is replaced.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| LED Refrigeration Display Case Lighting | Per Door | No | Installation of LED case lighting with or without motion sensors on existing refrigerators, coolers, and freezers - specifically on vertical displays. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Fuel Switching~~ | ~~Per Product~~ | ~~No~~ | ~~Must replace electric equipment with ENERGY STAR certified natural gas, propane, or fuel oil equipment.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Computer room A/C~~ | ~~Per Product~~ | ~~No~~ | ~~Newly installed computer room air conditioner systems that exceed the baseline efficiencies (in SCOP) outlined in Table 3-56 of the current PA TRM.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Computer room A/C EC fans~~ | ~~Per Product~~ | ~~No~~ | ~~Installation of EC plug fans in CRAC and CRAH units.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| Computer room VFD on fans | Per Horsepower | No | Installation of a VSD to control AC fan motors in CRAC and CRAH units. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Circulation Fan: High Volume Low Speed | Per Product | No | Installation of HVLS fans (diameters ranging from 8 to 24 feet) replacing conventional circulating fans. Commercial and industrial applications only. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Premium Efficiency Motors | Per Horsepower | No | Replacement of old motors with new energy efficient motors of the same rated HP. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ECM Circulator Pump | Per Pump | No | An ECM or BPM circulator pump replacing single-speed induction motor circulator pumps in space heating and hot water applications. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High Efficiency Pumps | Per Horsepower | No | Compliant pumps will achieve a PEI of 1.0 or less. All pumps manufactured after January 27, 2020 must comply with the DOE's energy conservation standard as described in 10 CFR 431 Subpart Y. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Heat Pump Water Heaters | Per Product | No | Installation of a heat pump water heater instead of a code minimum electric water heater. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Low Flow Pre-rinse Sprayers | Per Product | No | Efficient low flow pre-rinse sprayers that use less than 1.6 gallons of water per minute. Only applicable to premises with electric water heating. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Fuel Switching: electric water heaters to gas/propane | Per Product | No | Must replace electric water heater with ENERGY STAR certified natural gas or propane equipment. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Floating head pressure controls~~ | ~~Per Control~~ | ~~No~~ | ~~Adding FHPCs to a refrigeration system. FHPCs must have a minimum SCT programmed for the floating head pressure control of ≤ 70 °F. The use of FHPC would require balanced-port expansion valves, allowing satisfactory refrigerant flow over a range of head pressures. The compressor must be 1 HP or larger.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| Evaporator coil defrost controls | Per Evaporator Unit | No | Adding defrost controls to existing walk-in coolers or freezers without defrost controls. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Suction pipe insulation for walk-in coolers and freezers~~ | ~~Per Foot~~ | ~~No~~ | ~~Insulate bare refrigeration suction pipes for walk-in coolers and freezers according to the current PA TRM requirements.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Air-cooled refrigeration condenser~~ | ~~Per Ton~~ | ~~No~~ | ~~Installing an efficient, close-approach air-cooled refrigeration condenser that meets the current PA TRM requirements.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Refrigerated case light occupancy sensors~~ | ~~Per Watt Controlled~~ | ~~No~~ | ~~Installation of motion-based lighting controls that allow the LED case lighting to be dimmed or turned off completely during unoccupied conditions.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Refrigeration economizers~~ | ~~Per Compressor Horsepower~~ | ~~No~~ | ~~Economizers installed on a walk-in refrigeration system.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~ENERGY STAR Clothes washer~~ | ~~Per Product~~ | ~~No~~ | ~~ENERGY STAR, installed in commercial laundromats or multifamily complex laundry rooms.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~ENERGY STAR bathroom ventilation fan~~ | ~~Per Product~~ | ~~No~~ | ~~ENERGY STAR~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Snack machine controls | Per Product | No | Added to non-ENERGY STAR, non-refrigerated machines. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Electric steam cooker | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Combination oven | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial convection oven | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial fryer | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial hot food holding cabinet | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Dishwasher | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Griddle | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Wall and Ceiling Insulation~~ | ~~Per SQFT~~ | ~~No~~ | ~~Applies to buildings that are heated and/or cooled using electricity. Existing construction buildings are required to meet or exceed the code requirement. New construction buildings must exceed the code requirement.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Office Equipment - Network power management enabling~~ | ~~Per Workstation~~ | ~~No~~ | ~~Applicable to any software that manages workstations in a networked environment that meets the current PA TRM requirements.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Advanced power strips~~ | ~~Per Workstation~~ | ~~No~~ | ~~Installation of an Advanced Power Strip.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~ENERGY STAR Servers~~ | ~~Per Product~~ | ~~No~~ | ~~ENERGY STAR~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| ~~Server virtualization~~ | ~~Per Product~~ | ~~No~~ | ~~Servers must be consolidated to increase utilization of the remaining servers, and the virtualized servers must be either a) removed or b) physically disconnected from power.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| Air-entraining air nozzle | Per Product | No | Replace non-air entraining air nozzle (open copper tube of 1/8-inch or 1/4-inch orifice diameter) with an energy efficient air-entraining air nozzle that uses less than 15 cfm at 100 psi for industrial applications. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Air tanks for Load/No load compressors | Per Horsepower | No | Minimum storage ratio of 4 gallons per cfm. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air controller | Per Horsepower | No | The baseline condition is having no existing pressure/flow controller and an existing compressed air system with a total compressor motor capacity ≥ 40 hp. This measure requires a minimum storage of 3gal/cfm. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air low pressure drop filters | Per Horsepower | No | The baseline condition is a standard coalescing filter with a pressure drop of 3 psi when new and 5 psi or more at element change. The efficient condition is a low pressure drop filter with pressure drop not exceeding 1 psi when new and 3 psi at element change. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed air mist eliminators | Per Horsepower | No | The compressed air system must be greater than 50 HP to qualify, and the mist eliminator must have less than a 1 psig pressure drop and replace a coalescing filter. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High efficiency transformer | Per Product | No | Transformers more efficient than the federal standard. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Engine block heat timer | Per Product | No | Agricultural Application: Installation of a timer on an engine block heater. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High frequency battery chargers | Per Product | No | The baseline equipment is a SCR or ferroresonant battery charger system with minimum 8-hour shift operation five days per week. The energy efficient equipment is a high frequency battery charger system with a minimum power conversion efficiency of 90% and 8-hour shift operation five days per week. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Automatic Milker takeoffs | Per Cow | No | Agricultural Application: Automatic milker take-offs that determine milking end time, and the vacuum pump system serving the impacted milking units must be equipped with a variable speed drive. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Dairy scroll compressors | Per Product | No | Agricultural Application: Installation of a scroll compressor to replace an existing reciprocating compressor or to be installed in a new construction application. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Heat reclaimers | Per Product | No | Agricultural Application: Installation of heat recovery equipment on dairy parlor milk refrigeration systems to heat hot water. This measure only applies to dairy parlors with electric water heating equipment. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High Volume Low Speed fans | Per Product | No | Agricultural Application: Installation of HVLS fans to replace conventional circulating fans. HVLS fans are a minimum of 16 feet long in diameter. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Livestock waterer | Per Product | No | Agricultural Application: Thermostatically controlled with 2-inches or more of factory-installed insulation. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Low pressure irrigation system~~ | ~~Per Acre~~ | ~~No~~ | ~~Agricultural Application: Replace systems operating on 50% or less than existing system pressure.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| New Construction Lighting | Per SQFT | No | Eligible lighting equipment and fixture/lamp types include fluorescent fixtures (lamps and ballasts), compact fluorescent lamps, HID lamps, interior and exterior LED lamps and fixtures, CCFLs, induction lamps, and lighting controls. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Electric steam cooker Midstream | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Combination oven Midstream | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial convection oven Midstream | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ENERGY STAR Commercial Dishwasher Midstream | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| ENERGY STAR Commercial Griddle Midstream | Per Product | No | ENERGY STAR | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Automatic Milker takeoffs Midstream | Per Cow | No | Agricultural Application: Automatic milker take-offs that determine milking end time, and the vacuum pump system serving the impacted milking units must be equipped with a variable speed drive. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Dairy scroll compressors Midstream~~ | ~~Per Product~~ | ~~No~~ | ~~Agricultural Application: Installation of a scroll compressor to replace an existing reciprocating compressor or to be installed in a new construction application.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| Heat reclaimers Midstream | Per Product | No | Agricultural Application: Installation of heat recovery equipment on dairy parlor milk refrigeration systems to heat hot water. This measure only applies to dairy parlors with electric water heating equipment. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| High Volume Low Speed fans Midstream | Per Product | No | Agricultural Application: Installation of HVLS fans to replace conventional circulating fans. HVLS fans are a minimum of 16 feet long in diameter. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Livestock waterer Midstream~~ | ~~Per Product~~ | ~~No~~ | ~~Agricultural Application: Thermostatically controlled with 2 inches or more of factory installed insulation.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Door gaskets for walk-in and reach-in coolers and freezers Direct Discount~~ | ~~Per Door~~ | ~~No~~ | ~~Replace worn-out gaskets with new better-fitting gaskets.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Evaporator coil defrost controls Direct Discount~~ | ~~Per Evaporator Unit~~ | ~~No~~ | ~~Adding defrost controls to existing walk-in coolers or freezers without defrost controls.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| LED Exit Signs Direct Discount | Per Product | No | Early replacement of existing incandescent or fluorescent exit signs with a new LED exit sign. | N/A | N/A | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Night covers for display cases Direct Discount~~ | ~~Per Foot~~ | ~~No~~ | ~~Install on existing open-type refrigerated display cases, where covers are deployed during the facility's unoccupied hours.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~Snack machine controls Direct Discount~~ | ~~Per Product~~ | ~~No~~ | ~~Added to non-ENERGY STAR, non-refrigerated machines.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| ~~Suction pipe insulation for walk-in coolers and freezers Direct Discount~~ | ~~Per Foot~~ | ~~No~~ | ~~Insulate bare refrigeration suction pipes for walk in coolers and freezers according to the current PA TRM requirements.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |

***Efficient Equipment Component PaPUC Table 8 (LCI and SCI)***

**Table 44. Pa PUC Table 8-Large C&I Efficient Equipment Projected Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Lighting Improvements | Energy Savings (MWh/year) | 46,451 | 46,451 | 44,128 | 41,806 | 41,341 | 220,177 |
| | Demand Reduction (MW) | 6.720 | 6.720 | 6.384 | 6.048 | 5.981 | 31.854 |
| | Projected Participation | 445 | 445 | 423 | 401 | 396 | 2,111 |
| LED Exit Signs | Energy Savings (MWh/year) | 10 | 10 | 10 | 9 | 9 | 50 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | 42 | 42 | 40 | 38 | 38 | 201 |
| HVAC Systems | Energy Savings (MWh/year) | 421 | 421 | 421 | 421 | 421 | 2,107 |
| | Demand Reduction (MW) | 0.084 | 0.084 | 0.084 | 0.084 | 0.084 | 0.422 |
| | Projected Participation | 83 | 83 | 83 | 83 | 83 | 415 |
| Electric Chillers | Energy Savings (MWh/year) | 11 | 11 | 11 | 11 | 11 | 53 |
| | Demand Reduction (MW) | 0.008 | 0.008 | 0.008 | 0.008 | 0.008 | 0.040 |
| | Projected Participation | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 2.4 |
| Water Source and Geothermal Heat Pumps | Energy Savings (MWh/year) | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 2.5 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0004 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 1.9 |
| Ductless mini-split heat pumps < 5.4 tons | Energy Savings (MWh/year) | 49 | 49 | 49 | 49 | 49 | 244 |
| | Demand Reduction (MW) | 0.005 | 0.005 | 0.005 | 0.005 | 0.005 | 0.023 |
| | Projected Participation | 11 | 11 | 11 | 11 | 11 | 56 |
| ENERGY STAR Room A/C | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.008 |
| | Projected Participation | 21 | 21 | 21 | 21 | 21 | 105 |
| Guest Room Occupancy Sensor controls | Energy Savings (MWh/year) | 82 | 82 | 82 | 82 | 82 | 412 |
| | Demand Reduction (MW) | 0.015 | 0.015 | 0.015 | 0.015 | 0.015 | 0.073 |
| | Projected Participation | 210 | 210 | 210 | 210 | 210 | 1,048 |
| Economizer controls | Energy Savings (MWh/year) | 26 | 26 | 26 | 26 | 26 | 130 |
| | Demand Reduction (MW) | - | - | - | - | - | - |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| | Projected Participation | 2 | 2 | 2 | 2 | 2 | 12 |
| VFD Improvements | Energy Savings (MWh/year) | 365 | 365 | 365 | 365 | 365 | 1,825 |
| | Demand Reduction (MW) | 0.033 | 0.033 | 0.033 | 0.033 | 0.033 | 0.167 |
| | Projected Participation | 25 | 25 | 25 | 25 | 25 | 124 |
| ECM Circulating fan | Energy Savings (MWh/year) | 3 | 3 | 3 | 3 | 3 | 17 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | 8 | 8 | 8 | 8 | 8 | 42 |
| VSD on Kitchen Exhaust Fan | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0014 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| ENERGY STAR Refrigeration/Freezer Cases | Energy Savings (MWh/year) | 3 | 3 | 4 | 4 | 4 | 18 |
| | Demand Reduction (MW) | 0.0003 | 0.0004 | 0.0004 | 0.0005 | 0.0005 | 0.0022 |
| | Projected Participation | 6 | 7 | 8 | 9 | 9 | 40 |
| High efficiency evaporator fan motors for walk in or reach in cases | Energy Savings (MWh/year) | 99 | 118 | 128 | 138 | 148 | 632 |
| | Demand Reduction (MW) | 0.012 | 0.015 | 0.016 | 0.017 | 0.018 | 0.077 |
| | Projected Participation | 215 | 258 | 279 | 301 | 322 | 1,376 |
| Evaporator Fan controllers | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | 3 | 3 | 3 | 3 | 3 | 13 |
| Anti-sweat heater controls | Energy Savings (MWh/year) | 14 | 17 | 18 | 19 | 21 | 88 |
| | Demand Reduction (MW) | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.010 |
| | Projected Participation | 5 | 7 | 7 | 8 | 8 | 35 |
| Variable speed refrigeration compressor | Energy Savings (MWh/year) | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.06 |
| | Demand Reduction (MW) | 0.000001 | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000008 |
| | Projected Participation | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| Strip curtains for walk-in freezers and coolers | Energy Savings (MWh/year) | 1 | 1 | 1 | 2 | 2 | 7 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0010 |
| | Projected Participation | 0.1 | 0.2 | 0.2 | 0.2 | 0.2 | 0.9 |
| Night covers for display cases | Energy Savings (MWh/year) | 0.002 | 0.002 | 0.002 | 0.002 | 0.003 | 0.011 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| Auto door closers | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.4 | 0.4 | 1.7 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0002 | 0.0006 |
| | Projected Participation | 0.2 | 0.3 | 0.3 | 0.3 | 0.4 | 1.6 |
| Door gaskets for walk-in and reach-in coolers and freezers | Energy Savings (MWh/year) | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 1.0 |
| | Demand Reduction (MW) | 0.00002 | 0.00003 | 0.00003 | 0.00003 | 0.00003 | 0.00014 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 5 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Low or No anti-sweat heat for reach-in freezers and coolers | Energy Savings (MWh/year) | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| | Demand Reduction (MW) | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00003 |
| | Projected Participation | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.6 |
| Refrigerated Display cases with doors replacing open cases | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.4 | 0.4 | 1.6 |
| | Demand Reduction (MW) | 0.00003 | 0.00004 | 0.00004 | 0.00004 | 0.00005 | 0.00020 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 5 |
| Adding doors to existing refrigerated display cases | Energy Savings (MWh/year) | 0 | 1 | 1 | 1 | 1 | 3 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 1 | 1 | 2 | 2 | 2 | 7 |
| ENERGY STAR Ice machines | Energy Savings (MWh/year) | 2 | 2 | 2 | 3 | 3 | 12 |
| | Demand Reduction (MW) | 0.000 | 0.000 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | 1 | 2 | 2 | 2 | 2 | 8 |
| Beverage machine controls | Energy Savings (MWh/year) | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.4 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| ENERGY STAR Office equipment | Energy Savings (MWh/year) | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 2.4 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 6 | 6 | 6 | 6 | 6 | 30 |
| Cycling refrigerated thermal mass dryer | Energy Savings (MWh/year) | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.16 |
| | Demand Reduction (MW) | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00003 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 3 |
| No-loss condensate drains | Energy Savings (MWh/year) | 3 | 3 | 3 | 3 | 3 | 14 |
| | Demand Reduction (MW) | 0.0005 | 0.0005 | 0.0005 | 0.0005 | 0.0005 | 0.0024 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 7 |
| Variable speed drive air compressor | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.5 |
| | Demand Reduction (MW) | 0.00005 | 0.00005 | 0.00005 | 0.00005 | 0.00005 | 0.00024 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 2.2 |
| High efficiency ventilation fans with and w/o thermostats | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.6 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| VSD Controller on dairy vacuum pumps | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0017 |
| | Projected Participation | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.5 |
| Lighting Improvements for Midstream | Energy Savings (MWh/year) | 5,709 | 5,713 | 5,427 | 5,142 | 5,085 | 27,077 |
| | Demand Reduction (MW) | 1.064 | 1.065 | 1.012 | 0.959 | 0.948 | 5.047 |
| | Projected Participation | 6,521 | 6,525 | 6,199 | 5,874 | 5,808 | 30,927 |
| Lighting Improvements for Midstream | Energy Savings (MWh/year) | 309 | 309 | 294 | 278 | 275 | 1,465 |
| | Demand Reduction (MW) | 0.063 | 0.063 | 0.060 | 0.056 | 0.056 | 0.297 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| | Projected Participation | 6,521 | 6,525 | 6,199 | 5,874 | 5,808 | 30,927 |
| HVAC Systems Midstream | Energy Savings (MWh/year) | 136 | 271 | 339 | 339 | 339 | 1,423 |
| | Demand Reduction (MW) | 0.024 | 0.047 | 0.059 | 0.059 | 0.059 | 0.247 |
| | Projected Participation | 21 | 42 | 52 | 52 | 52 | 220 |
| Ductless mini-split heat pumps < 5.4 tons Midstream | Energy Savings (MWh/year) | 28 | 57 | 71 | 71 | 71 | 297 |
| | Demand Reduction (MW) | 0.002 | 0.005 | 0.006 | 0.006 | 0.006 | 0.024 |
| | Projected Participation | 5 | 10 | 13 | 13 | 13 | 54 |
| ENERGY STAR Ice machines Midstream | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0007 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 2.2 |
| ENERGY STAR Commercial fryer Midstream | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 1 | 6 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0009 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 2.2 |
| ENERGY STAR Commercial hot food holding cabinet Midstream | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0006 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 2.2 |
| High efficiency ventilation fans with and w/o thermostats Midstream | Energy Savings (MWh/year) | 0.2 | 0.4 | 0.5 | 0.5 | 0.5 | 1.9 |
| | Demand Reduction (MW) | 0.0000 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 0 | 1 | 1 | 1 | 1 | 4 |
| VSD Controller on dairy vacuum pumps Midstream | Energy Savings (MWh/year) | 1 | 1 | 2 | 2 | 2 | 7 |
| | Demand Reduction (MW) | 0.0001 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0009 |
| | Projected Participation | 0.1 | 0.1 | 0.2 | 0.2 | 0.2 | 0.7 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.

## Table 45. Pa PUC Table 8-Small C&I Efficient Equipment Projected Participation [1]

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Lighting Improvements | Energy Savings (MWh/year) | 46,451 | 46,451 | 44,128 | 41,806 | 41,341 | 220,177 |
| | Demand Reduction (MW) | 6.720 | 6.720 | 6.384 | 6.048 | 5.981 | 31.854 |
| | Projected Participation | 445 | 445 | 423 | 401 | 396 | 2,111 |
| LED Exit Signs | Energy Savings (MWh/year) | 10 | 10 | 10 | 9 | 9 | 50 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | 42 | 42 | 40 | 38 | 38 | 201 |
| HVAC Systems | Energy Savings (MWh/year) | 421 | 421 | 421 | 421 | 421 | 2,107 |
| | Demand Reduction (MW) | 0.084 | 0.084 | 0.084 | 0.084 | 0.084 | 0.422 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| | Projected Participation | 83 | 83 | 83 | 83 | 83 | 415 |
| Electric Chillers | Energy Savings (MWh/year) | 11 | 11 | 11 | 11 | 11 | 53 |
| | Demand Reduction (MW) | 0.008 | 0.008 | 0.008 | 0.008 | 0.008 | 0.040 |
| | Projected Participation | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 2.4 |
| Water Source and Geothermal Heat Pumps | Energy Savings (MWh/year) | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 2.5 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0004 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 1.9 |
| Ductless mini-split heat pumps < 5.4 tons | Energy Savings (MWh/year) | 49 | 49 | 49 | 49 | 49 | 244 |
| | Demand Reduction (MW) | 0.005 | 0.005 | 0.005 | 0.005 | 0.005 | 0.023 |
| | Projected Participation | 11 | 11 | 11 | 11 | 11 | 56 |
| ENERGY STAR Room A/C | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.008 |
| | Projected Participation | 21 | 21 | 21 | 21 | 21 | 105 |
| Guest Room Occupancy Sensor controls | Energy Savings (MWh/year) | 82 | 82 | 82 | 82 | 82 | 412 |
| | Demand Reduction (MW) | 0.015 | 0.015 | 0.015 | 0.015 | 0.015 | 0.073 |
| | Projected Participation | 210 | 210 | 210 | 210 | 210 | 1,048 |
| Economizer controls | Energy Savings (MWh/year) | 26 | 26 | 26 | 26 | 26 | 130 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 2 | 2 | 2 | 2 | 2 | 12 |
| VFD Improvements | Energy Savings (MWh/year) | 365 | 365 | 365 | 365 | 365 | 1,825 |
| | Demand Reduction (MW) | 0.033 | 0.033 | 0.033 | 0.033 | 0.033 | 0.167 |
| | Projected Participation | 25 | 25 | 25 | 25 | 25 | 124 |
| ECM Circulating fan | Energy Savings (MWh/year) | 3 | 3 | 3 | 3 | 3 | 17 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.006 |
| | Projected Participation | 8 | 8 | 8 | 8 | 8 | 42 |
| VSD on Kitchen Exhaust Fan | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0014 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| ENERGY STAR Refrigeration/Freezer Cases | Energy Savings (MWh/year) | 3 | 3 | 4 | 4 | 4 | 18 |
| | Demand Reduction (MW) | 0.0003 | 0.0004 | 0.0004 | 0.0005 | 0.0005 | 0.0022 |
| | Projected Participation | 6 | 7 | 8 | 9 | 9 | 40 |
| | Energy Savings (MWh/year) | 99 | 118 | 128 | 138 | 148 | 632 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| High efficiency evaporator fan motors for walk in or reach in cases | Demand Reduction (MW) | 0.012 | 0.015 | 0.016 | 0.017 | 0.018 | 0.077 |
| | Projected Participation | 215 | 258 | 279 | 301 | 322 | 1,376 |
| Evaporator Fan controllers | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | 3 | 3 | 3 | 3 | 3 | 13 |
| Anti-sweat heater controls | Energy Savings (MWh/year) | 14 | 17 | 18 | 19 | 21 | 88 |
| | Demand Reduction (MW) | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.010 |
| | Projected Participation | 5 | 7 | 7 | 8 | 8 | 35 |
| Variable speed refrigeration compressor | Energy Savings (MWh/year) | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.06 |
| | Demand Reduction (MW) | 0.000001 | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000008 |
| | Projected Participation | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| Strip curtains for walk-in freezers and coolers | Energy Savings (MWh/year) | 1 | 1 | 1 | 2 | 2 | 7 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0010 |
| | Projected Participation | 0.1 | 0.2 | 0.2 | 0.2 | 0.2 | 0.9 |
| Night covers for display cases | Energy Savings (MWh/year) | 0.002 | 0.002 | 0.002 | 0.002 | 0.003 | 0.011 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| Auto door closers | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.4 | 0.4 | 1.7 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0002 | 0.0006 |
| | Projected Participation | 0.2 | 0.3 | 0.3 | 0.3 | 0.4 | 1.6 |
| Door gaskets for walk-in and reach-in coolers and freezers | Energy Savings (MWh/year) | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 1.0 |
| | Demand Reduction (MW) | 0.00002 | 0.00003 | 0.00003 | 0.00003 | 0.00003 | 0.00014 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 5 |
| Low or No anti-sweat heat for reach-in freezers and coolers | Energy Savings (MWh/year) | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| | Demand Reduction (MW) | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00003 |
| | Projected Participation | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.6 |
| Refrigerated Display cases with doors replacing open cases | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.4 | 0.4 | 1.6 |
| | Demand Reduction (MW) | 0.00003 | 0.00004 | 0.00004 | 0.00004 | 0.00005 | 0.00020 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 5 |
| Adding doors to existing refrigerated display cases | Energy Savings (MWh/year) | 0 | 1 | 1 | 1 | 1 | 3 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 1 | 1 | 2 | 2 | 2 | 7 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| ENERGY STAR Ice machines | Energy Savings (MWh/year) | 2 | 2 | 2 | 3 | 3 | 12 |
| | Demand Reduction (MW) | 0.000 | 0.000 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | 1 | 2 | 2 | 2 | 2 | 8 |
| Beverage machine controls | Energy Savings (MWh/year) | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.4 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 |
| ENERGY STAR Office equipment | Energy Savings (MWh/year) | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | 2.4 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 6 | 6 | 6 | 6 | 6 | 30 |
| Cycling refrigerated thermal mass dryer | Energy Savings (MWh/year) | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.16 |
| | Demand Reduction (MW) | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00001 | 0.00003 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 3 |
| No-loss condensate drains | Energy Savings (MWh/year) | 3 | 3 | 3 | 3 | 3 | 14 |
| | Demand Reduction (MW) | 0.0005 | 0.0005 | 0.0005 | 0.0005 | 0.0005 | 0.0024 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 7 |
| Variable speed drive air compressor | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.5 |
| | Demand Reduction (MW) | 0.00005 | 0.00005 | 0.00005 | 0.00005 | 0.00005 | 0.00024 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 2.2 |
| High efficiency ventilation fans with and w/o thermostats | Energy Savings (MWh/year) | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.6 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0001 | 0.0003 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| VSD Controller on dairy vacuum pumps | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0017 |
| | Projected Participation | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.5 |
| Lighting Improvements for Midstream | Energy Savings (MWh/year) | 15,644 | 15,573 | 15,004 | 14,436 | 14,182 | 74,838 |
| | Demand Reduction (MW) | 2.916 | 2.903 | 2.797 | 2.691 | 2.644 | 13.950 |
| | Projected Participation | 17,869 | 17,787 | 17,138 | 16,488 | 16,198 | 85,480 |
| Lighting Improvements for Midstream | Energy Savings (MWh/year) | 847 | 843 | 812 | 781 | 767 | 4,050 |
| | Demand Reduction (MW) | 0.172 | 0.171 | 0.165 | 0.158 | 0.156 | 0.821 |
| | Projected Participation | 17,869 | 17,787 | 17,138 | 16,488 | 16,198 | 85,480 |
| HVAC Systems Midstream | Energy Savings (MWh/year) | 271 | 542 | 678 | 678 | 678 | 2,846 |
| | Demand Reduction (MW) | 0.047 | 0.094 | 0.118 | 0.118 | 0.118 | 0.495 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| | Projected Participation | 42 | 84 | 105 | 105 | 105 | 441 |
| Ductless mini-split heat pumps < 5.4 tons Midstream | Energy Savings (MWh/year) | 57 | 113 | 142 | 142 | 142 | 595 |
| | Demand Reduction (MW) | 0.005 | 0.009 | 0.011 | 0.011 | 0.011 | 0.048 |
| | Projected Participation | 10 | 20 | 26 | 26 | 26 | 107 |
| ENERGY STAR Ice machines Midstream | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 8 |
| | Demand Reduction (MW) | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0015 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| ENERGY STAR Commercial fryer Midstream | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 11 |
| | Demand Reduction (MW) | 0.0004 | 0.0004 | 0.0004 | 0.0004 | 0.0004 | 0.0019 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| ENERGY STAR Commercial hot food holding cabinet Midstream | Energy Savings (MWh/year) | 2 | 2 | 2 | 2 | 2 | 8 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0012 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| High efficiency ventilation fans with and w/o thermostats Midstream | Energy Savings (MWh/year) | 0 | 1 | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | 0.0001 | 0.0001 | 0.0002 | 0.0002 | 0.0002 | 0.0007 |
| | Projected Participation | 1 | 2 | 2 | 2 | 2 | 8 |
| VSD Controller on dairy vacuum pumps Midstream | Energy Savings (MWh/year) | 1 | 3 | 3 | 3 | 3 | 14 |
| | Demand Reduction (MW) | 0.0002 | 0.0003 | 0.0004 | 0.0004 | 0.0004 | 0.0018 |
| | Projected Participation | 0.1 | 0.3 | 0.3 | 0.3 | 0.3 | 1.4 |
| Adding doors to existing refrigerated display cases Direct Discount | Energy Savings (MWh/year) | 1 | 1 | 2 | 2 | 2 | 7 |
| | Demand Reduction (MW) | 0.0001 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0008 |
| | Projected Participation | 1 | 3 | 4 | 4 | 4 | 16 |
| Air tanks for Load/No load compressors Direct Discount | Energy Savings (MWh/year) | 0.1 | 0.2 | 0.2 | 0.2 | 0.2 | 0.7 |
| | Demand Reduction (MW) | 0.00001 | 0.00002 | 0.00002 | 0.00002 | 0.00002 | 0.00011 |
| | Projected Participation | 0.2 | 0.4 | 0.4 | 0.4 | 0.4 | 1.9 |
| Air-entraining air nozzle Direct Discount | Energy Savings (MWh/year) | 4 | 4 | 4 | 5 | 4 | 22 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | 2 | 2 | 2 | 3 | 2 | 11 |
| Anti-sweat heater controls Direct Discount | Energy Savings (MWh/year) | 88 | 183 | 204 | 225 | 226 | 928 |
| | Demand Reduction (MW) | 0.010 | 0.020 | 0.022 | 0.025 | 0.025 | 0.102 |
| | Projected Participation | 28 | 58 | 65 | 72 | 72 | 295 |
| Auto door closers Direct Discount | Energy Savings (MWh/year) | 15 | 26 | 27 | 27 | 26 | 120 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| | Demand Reduction (MW) | 0.005 | 0.009 | 0.009 | 0.009 | 0.009 | 0.042 |
| | Projected Participation | 11 | 19 | 19 | 20 | 19 | 88 |
| Beverage machine controls Direct Discount | Energy Savings (MWh/year) | 13 | 18 | 18 | 16 | 16 | 82 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 9 | 13 | 13 | 12 | 12 | 58 |
| Compressed air controller Direct Discount | Energy Savings (MWh/year) | 0.2 | 0.2 | 0.2 | 0.3 | 0.3 | 1.2 |
| | Demand Reduction (MW) | 0.00002 | 0.00004 | 0.00004 | 0.00004 | 0.00004 | 0.00018 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 6 |
| Compressed air low pressure drop filters Direct Discount | Energy Savings (MWh/year) | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.08 |
| | Demand Reduction (MW) | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000012 |
| | Projected Participation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 2.1 |
| Compressed air mist eliminators Direct Discount | Energy Savings (MWh/year) | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.08 |
| | Demand Reduction (MW) | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000012 |
| | Projected Participation | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 1.1 |
| Cycling refrigerated thermal mass dryer Direct Discount | Energy Savings (MWh/year) | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.06 |
| | Demand Reduction (MW) | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000002 | 0.000009 |
| | Projected Participation | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 1.1 |
| Economizer controls Direct Discount | Energy Savings (MWh/year) | 6 | 12 | 12 | 12 | 6 | 46 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 0 | 1 | 1 | 1 | 0 | 3 |
| Evaporator Fan controllers Direct Discount | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 1 | 4 |
| | Demand Reduction (MW) | 0.0002 | 0.0002 | 0.0002 | 0.0003 | 0.0003 | 0.0011 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 4 |
| High efficiency evaporator fan motors for walk in or reach in cases Direct Discount | Energy Savings (MWh/year) | 4 | 8 | 9 | 10 | 10 | 41 |
| | Demand Reduction (MW) | 0.000 | 0.001 | 0.001 | 0.001 | 0.001 | 0.005 |
| | Projected Participation | 7 | 14 | 16 | 18 | 18 | 73 |
| LED Refrigeration Display Case Lighting Direct Discount | Energy Savings (MWh/year) | 32 | 56 | 54 | 53 | 49 | 245 |
| | Demand Reduction (MW) | 0.005 | 0.009 | 0.008 | 0.008 | 0.007 | 0.037 |
| | Projected Participation | 70 | 122 | 118 | 115 | 107 | 533 |
| Lighting Controls Direct Discount | Energy Savings (MWh/year) | 37 | 64 | 63 | 61 | 57 | 282 |
| | Demand Reduction (MW) | 0.007 | 0.012 | 0.012 | 0.012 | 0.011 | 0.054 |
| | Projected Participation | 42 | 73 | 71 | 69 | 64 | 320 |

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Lighting Improvements Direct Discount | Energy Savings (MWh/year) | 18,104 | 18,670 | 18,104 | 17,538 | 16,972 | 89,388 |
| | Demand Reduction (MW) | 2.592 | 2.673 | 2.592 | 2.511 | 2.430 | 12.800 |
| | Projected Participation | 168 | 174 | 168 | 163 | 158 | 831 |
| Low Flow Pre-rinse Sprayers Direct Discount | Energy Savings (MWh/year) | 11 | 13 | 13 | 13 | 13 | 62 |
| | Demand Reduction (MW) | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.010 |
| | Projected Participation | 11 | 13 | 13 | 13 | 13 | 61 |
| No-loss condensate drains Direct Discount | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 1 | 5 |
| | Demand Reduction (MW) | 0.0001 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0007 |
| | Projected Participation | 0.2 | 0.4 | 0.4 | 0.4 | 0.4 | 1.9 |
| Refrigerated case light occupancy sensors Direct Discount | Energy Savings (MWh/year) | 0.02 | 0.03 | 0.03 | 0.03 | 0.03 | 0.13 |
| | Demand Reduction (MW) | - | - | - | - | - | - |
| | Projected Participation | 6 | 10 | 9 | 9 | 9 | 43 |
| Strip curtains for walk-in freezers and coolers Direct Discount | Energy Savings (MWh/year) | 4 | 6 | 8 | 10 | 12 | 40 |
| | Demand Reduction (MW) | 0.001 | 0.001 | 0.001 | 0.001 | 0.002 | 0.005 |
| | Projected Participation | 0 | 1 | 1 | 1 | 1 | 4 |
| Variable speed drive air compressor Direct Discount | Energy Savings (MWh/year) | 2 | 4 | 4 | 4 | 4 | 17 |
| | Demand Reduction (MW) | 0.000 | 0.001 | 0.001 | 0.001 | 0.001 | 0.003 |
| | Projected Participation | 3 | 4 | 4 | 5 | 4 | 20 |
| Variable speed refrigeration compressor Direct Discount | Energy Savings (MWh/year) | 1 | 1 | 1 | 1 | 2 | 6 |
| | Demand Reduction (MW) | 0.0001 | 0.0002 | 0.0002 | 0.0002 | 0.0002 | 0.0008 |
| | Projected Participation | 3 | 5 | 6 | 6 | 7 | 27 |
| Lighting Improvements Direct Install | Energy Savings (MWh/year) | 1,623 | 1,894 | 1,860 | 1,826 | 1,758 | 8,962 |
| | Demand Reduction (MW) | 0.233 | 0.272 | 0.267 | 0.262 | 0.252 | 1.286 |
| | Projected Participation | 758 | 884 | 868 | 852 | 821 | 4,182 |
| Low Flow Pre-rinse Sprayers Direct Install | Energy Savings (MWh/year) | 105 | 157 | 167 | 172 | 167 | 768 |
| | Demand Reduction (MW) | 0.018 | 0.028 | 0.029 | 0.030 | 0.029 | 0.135 |
| | Projected Participation | 126 | 189 | 202 | 208 | 202 | 928 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.

***Custom Component PaPUC Table 7 (LCI and SCI)***

**Table 47. Pa PUC Table 7-Large C&I Custom Eligible Measures and Incentives**

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Custom Combined Heat and Power | Per Project | No | Preapproval is required for all CHP projects. | $2,174,821 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom HVAC Optimization | Per Product | No | Applies to documented tune-ups for package or split systems up to 20 tons. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. Preapproval is required for all custom projects. | $263 | 3 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Compressed Air Retrofit | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $57,969 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Horticultural Lighting | Per Project | No | Agricultural Application: Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $71,602 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom VFD Improvements | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $140,710 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Refrigeration | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $43,554 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Custom Process Improvement | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $215,583 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom HVAC | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $711,897 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Solar | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $1,169,564 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~LCI Behavioral operational improvements~~ | ~~Per Project~~ | ~~No~~ | ~~Must be PPL Electric Utilities customer~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |

**Table 48. Pa PUC Table 7-Small C&I Custom Eligible Measures and Incentives**

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Custom Combined Heat and Power | Per Project | No | Preapproval is required for all CHP projects. | $2,174,821 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom HVAC Optimization | Per Product | No | Applies to documented tune-ups for package or split systems up to 20 tons. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. Preapproval is required for all custom projects. | $263 | 3 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Compressed Air Retrofit | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $57,997 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Horticultural Lighting | Per Project | No | Agricultural Application: Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $71,602 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom VFD Improvements | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $148,642 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Refrigeration | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $43,554 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom Process Improvement | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $215,689 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| Custom HVAC | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $423,863 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |

| Measure[1] | Unit | Low-Income Measure (Yes/No) | Eligibility Requirements | Incremental Cost ($/unit) | Estimated Useful Life | Incentive Amount or Incentive Range ($/unit) [2,3] |
|---|---|---|---|---|---|---|
| Custom Solar | Per Project | No | Per project cap will range from $250,000 to $500,000 per customer site per year or $1 million per parent company per year for customers with multiple sites. Incentive cannot exceed 50% - 100% of the total project cost (excluding internal labor). Preapproval is required for all custom projects. | $1,169,564 | 15 | Up to $0.22/kWh and/or up to $1,200/kW first year savings |
| ~~Custom HVAC Optimization Direct Discount~~ | ~~Per Product~~ | ~~No~~ | ~~Applies to documented tune-ups for package or split systems up to 20 tons. All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure. Preapproval is required for all custom projects.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |
| ~~SCI Behavioral operational improvements~~ | ~~Per Project~~ | ~~No~~ | ~~Must be PPL Electric Utilities customer.~~ | ~~N/A~~ | ~~N/A~~ | ~~Up to $0.22/kWh and/or up to $1,200/kW first year savings~~ |

***Custom Component PaPUC Table 8 (LCI and SCI)***

**Table 50. Pa PUC Table 8-Large C&I Custom Projected Participation [1]**

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total[2] |
|---|---|---|---|---|---|---|---|
| Custom Combined Heat and Power | Energy Savings (MWh/year) | 8,805 | 8,805 | 14,949 | 14,949 | 14,949 | 62,458 |
| | Demand Reduction (MW) | 1.274 | 1.274 | 2.163 | 2.163 | 2.163 | 9.035 |
| | Projected Participation | 3 | 3 | 5 | 5 | 5 | 22 |
| Custom HVAC Optimization | Energy Savings (MWh/year) | 160 | 160 | 160 | 160 | 160 | 801 |
| | Demand Reduction (MW) | 0.077 | 0.077 | 0.077 | 0.077 | 0.077 | 0.386 |
| | Projected Participation | 105 | 105 | 105 | 105 | 105 | 524 |
| Compressed Air Retrofit | Energy Savings (MWh/year) | 11,413 | 11,869 | 12,782 | 12,782 | 12,782 | 61,629 |
| | Demand Reduction (MW) | 1.443 | 1.500 | 1.616 | 1.616 | 1.616 | 7.790 |
| | Projected Participation | 35 | 36 | 39 | 39 | 39 | 187 |
| Custom Horticultural Lighting | Energy Savings (MWh/year) | 432 | 432 | 432 | 432 | 432 | 2,160 |
| | Demand Reduction (MW) | 0.089 | 0.089 | 0.089 | 0.089 | 0.089 | 0.446 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 7 |
| Custom VFD Improvements | Energy Savings (MWh/year) | 15,243 | 17,148 | 17,783 | 17,783 | 17,783 | 85,739 |
| | Demand Reduction (MW) | 1.998 | 2.248 | 2.331 | 2.331 | 2.331 | 11.239 |
| | Projected Participation | 33 | 37 | 39 | 39 | 39 | 187 |
| Custom Refrigeration | Energy Savings (MWh/year) | 3,068 | 3,452 | 3,580 | 3,580 | 3,580 | 17,260 |
| | Demand Reduction (MW) | 0.247 | 0.278 | 0.288 | 0.288 | 0.288 | 1.389 |
| | Projected Participation | 33 | 37 | 39 | 39 | 39 | 187 |
| Custom Process Improvement | Energy Savings (MWh/year) | 24,968 | 28,089 | 49,206 | 49,206 | 49,206 | 200,676 |
| | Demand Reduction (MW) | 2.690 | 3.026 | 5.300 | 5.300 | 5.300 | 21.617 |
| | Projected Participation | 33 | 37 | 66 | 66 | 66 | 268 |
| Custom HVAC | Energy Savings (MWh/year) | 19,041 | 21,421 | 22,214 | 22,214 | 22,214 | 107,104 |
| | Demand Reduction (MW) | 2.575 | 2.897 | 3.004 | 3.004 | 3.004 | 14.486 |
| | Projected Participation | 33 | 37 | 39 | 39 | 39 | 187 |
| Custom Solar | Energy Savings (MWh/year) | 1,258 | 1,258 | 1,258 | 1,258 | 1,258 | 6,291 |
| | Demand Reduction (MW) | 0.373 | 0.373 | 0.373 | 0.373 | 0.373 | 1.865 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 7 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.

## Table 51. Pa PUC Table 8-Small C&I Custom Projected Participation [1]

| Measure | Metric | PY13 | PY14 | PY15 | PY16 | PY17 | Total [2] |
|---|---|---|---|---|---|---|---|
| Custom Combined Heat and Power | Energy Savings (MWh/year) | 2,935 | 2,935 | 11,372 | 11,372 | 14,307 | 42,922 |
| | Demand Reduction (MW) | 0.425 | 0.425 | 1.645 | 1.645 | 2.070 | 6.209 |
| | Projected Participation | 1 | 1 | 4 | 4 | 5 | 15 |
| Custom HVAC Optimization | Energy Savings (MWh/year) | 569 | 569 | 569 | 569 | 569 | 2,843 |
| | Demand Reduction (MW) | 0.274 | 0.274 | 0.274 | 0.274 | 0.274 | 1.370 |
| | Projected Participation | 372 | 372 | 372 | 372 | 372 | 1,859 |
| Compressed Air Retrofit | Energy Savings (MWh/year) | 2,283 | 2,739 | 3,652 | 3,652 | 3,652 | 15,978 |
| | Demand Reduction (MW) | 0.289 | 0.346 | 0.462 | 0.462 | 0.462 | 2.020 |
| | Projected Participation | 7 | 8 | 11 | 11 | 11 | 49 |
| Custom Horticultural Lighting | Energy Savings (MWh/year) | 432 | 432 | 432 | 432 | 432 | 2,160 |
| | Demand Reduction (MW) | 0.089 | 0.089 | 0.089 | 0.089 | 0.089 | 0.446 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 7 |
| Custom VFD Improvements | Energy Savings (MWh/year) | 3,176 | 3,811 | 5,081 | 5,081 | 5,081 | 22,229 |
| | Demand Reduction (MW) | 0.416 | 0.500 | 0.666 | 0.666 | 0.666 | 2.914 |
| | Projected Participation | 7 | 8 | 11 | 11 | 11 | 49 |
| Custom Refrigeration | Energy Savings (MWh/year) | 511 | 895 | 1,023 | 1,023 | 1,023 | 4,475 |
| | Demand Reduction (MW) | 0.041 | 0.072 | 0.082 | 0.082 | 0.082 | 0.360 |
| | Projected Participation | 6 | 10 | 11 | 11 | 11 | 49 |
| Custom Process Improvement | Energy Savings (MWh/year) | 4,161 | 7,282 | 8,323 | 8,323 | 8,323 | 36,412 |
| | Demand Reduction (MW) | 0.448 | 0.784 | 0.897 | 0.897 | 0.897 | 3.922 |
| | Projected Participation | 6 | 10 | 11 | 11 | 11 | 49 |
| Custom HVAC | Energy Savings (MWh/year) | 3,173 | 5,554 | 6,347 | 6,347 | 6,347 | 27,768 |
| | Demand Reduction (MW) | 0.429 | 0.751 | 0.858 | 0.858 | 0.858 | 3.756 |
| | Projected Participation | 6 | 10 | 11 | 11 | 11 | 48 |
| Custom Solar | Energy Savings (MWh/year) | 1,258 | 1,258 | 1,258 | 1,258 | 1,258 | 6,291 |
| | Demand Reduction (MW) | 0.373 | 0.373 | 0.373 | 0.373 | 0.373 | 1.865 |
| | Projected Participation | 1 | 1 | 1 | 1 | 1 | 7 |

[1] To show numerical values in the Pa PUC Table 8 tables, deviation from the standard use of decimals throughout Section 3 may have been applied.
[2] Total values may not equal the sum of all program year values due to rounding.