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July 16, 2012

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**Via Federal Express**

Rosemary Chiavetta, Secretary  
Pennsylvania Public Utility Commission  
Commonwealth Keystone Building  
400 North Street  
Second Floor  
Harrisburg, Pennsylvania 17120

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

M-2009-2093215

**Re: PUC Docket No. ~~M-2008-2069887~~  
Energy Efficiency and Conservation Program Quarterly Report for March 1, 2012  
through May 31, 2012 and Preliminary Annual Report for Program Year 3**

Dear Secretary Chiavetta:

In accordance with the Commission's Secretarial Letter dated May 25, 2011, enclosed are an original and eight copies of PECO's Quarterly Energy Efficiency & Conservation Report for the period March 1, 2012 through May 31, 2012 and Preliminary Annual Report for Program Year 3.

PECO is providing a copy of the report to the Act 129 Statewide Evaluator (GDS Associates, Inc.) and is also posting the report on the PECO website.

Please acknowledge receipt of the foregoing on the enclosed copy of this letter.

If you have any further questions regarding this matter, please call me at 215-841-5777.

Sincerely,

*Richard G. Webster, Jr. / RAS*

cc: C. Walker-Davis, Director, Office of Special Assistants  
P. Diskin, Director, Bureau of Technical Utility Services  
M. C. Lesney, Director, Bureau of Audits  
J. E. Simms, Director, Bureau of Investigation & Enforcement  
Office of Consumer Advocate  
Office of Small Business Advocate  
McNees, Wallace & Nurick

enclosures

# **Quarterly Report to the Pennsylvania Public Utility Commission & Preliminary Annual Report**

**For the Periods  
March through May 2012  
Program Year 3, Quarter 4  
And Program Year 3 Totals**

**For Pennsylvania Act 129 of 2008  
Energy Efficiency and Conservation Plan**

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Prepared by Navigant Consulting, Inc.

For

PECO Energy Company

July 16, 2012

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## Table of Contents

ACRONYMS .....	ii
<b>1 OVERVIEW OF PORTFOLIO.....</b>	<b>4</b>
1.1 SUMMARY OF ACHIEVEMENTS.....	4
1.2 PROGRAM UPDATES AND FINDINGS.....	7
1.3 EVALUATION UPDATES AND FINDINGS .....	9
<b>2 SUMMARY OF ENERGY IMPACTS BY PROGRAM .....</b>	<b>14</b>
<b>3 SUMMARY OF DEMAND IMPACTS BY PROGRAM .....</b>	<b>19</b>
<b>4 SUMMARY OF FINANCES .....</b>	<b>25</b>
4.1 PORTFOLIO-LEVEL EXPENDITURES .....	25
4.2 PROGRAM-LEVEL EXPENDITURES.....	26

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## Acronyms

C&I	Commercial and Industrial
CATI	Computer-Aided Telephone Interview
CFL	Compact Fluorescent Lamp
CPITD	Cumulative Program/Portfolio Inception to Date
CPITD-Q	Cumulative Program/Portfolio Inception through Current Quarter
CVR	Conservation Voltage Reduction
CVRf	Conservation Voltage Reduction factor
DCU	Digital Control Units
DLC	Direct Load Control
DRA	Demand Response Aggregator
DRMS	Demand Response Management System
EDC	Electric Distribution Company
EE&C	Energy Efficiency and Conservation
EM&V	Evaluation, Measurement, and Verification
EISA	Independence and Security Act of 2007
GIN	Government, Institutional, and Nonprofit
HVAC	Heating, Ventilating, and Air Conditioning
IQ	Incremental Quarter
kW	Kilowatt
kWh	Kilowatt-hour
LED	Light-Emitting Diode
LEEP	Low-Income Energy Efficiency Program
LIURP	Low-Income Usage Reduction Program
M&V	Measurement and Verification
MW	Megawatt
MWh	Megawatt-hour
NTG	Net-to-Gross
PUC	Public Utility Commission
PY1	Program Year 2009
PY2	Program Year 2010
PY3	Program Year 2011
PY3TD	Program/Portfolio Year Three to Date
SCI	Smart Construction Incentives
SEER	Seasonal Energy Efficiency Rating
SEI	Smart Equipment Incentives
SLD	Smart Lighting Discounts

SSMVP	Site-Specific Measurement and Verification Plan
SWE	Statewide Evaluator
TRC	Total Resource Cost
TRM	Technical Reference Manual

## 1 Overview of Portfolio

Pennsylvania Act 129 of 2008 signed on October 15, 2008, mandated energy savings and demand reduction goals for the largest electric distribution companies (EDCs) in Pennsylvania. Each EDC submitted energy efficiency and conservation (EE&C) plans—which were approved by the Pennsylvania Public Utility Commission (PUC)—pursuant to these goals. This report documents the progress and effectiveness of the EE&C accomplishments for PECO in the fourth quarter of Program Year Three (PY3), defined as March 1, 2012, through May 31, 2012, as well as the cumulative accomplishments of the programs since inception. In addition, in accordance with the PUC Secretarial Letter, dated May 25, 2011, this report contains preliminary annual report data for Program Year 3.

Navigant Consulting, Inc. (Navigant) is evaluating the programs, which includes measurement and verification (M&V) of the savings. The verified savings for PY3 will be reported in the annual report, to be filed November 15, 2012.

### 1.1 Summary of Achievements

PECO has achieved 93 percent of the May 31, 2013, energy savings compliance target, based on cumulative program inception to date (CPITD) reported gross energy savings<sup>1</sup>, and 91 percent of the energy savings compliance target, based on CPITD gross energy savings achieved through Quarter Four (CPITD-Q)<sup>2</sup>, as shown in Figure 1-1.

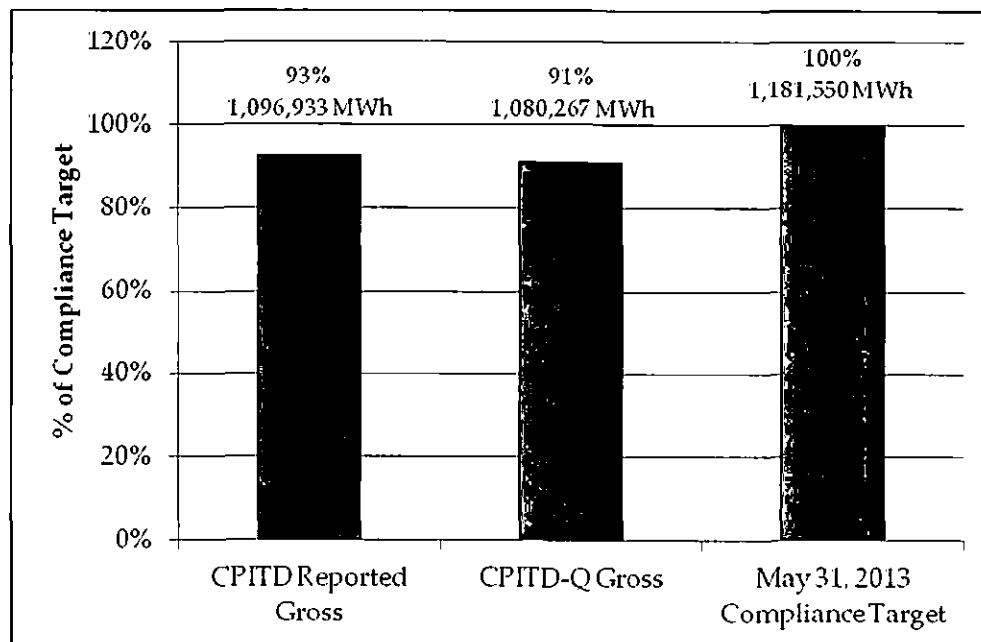
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<sup>1</sup> CPITD Reported Gross Savings = CPITD Reported Gross Savings through PY2 + PYTD Reported Gross Savings. All savings reported as CPITD reported gross savings are computed this way.

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

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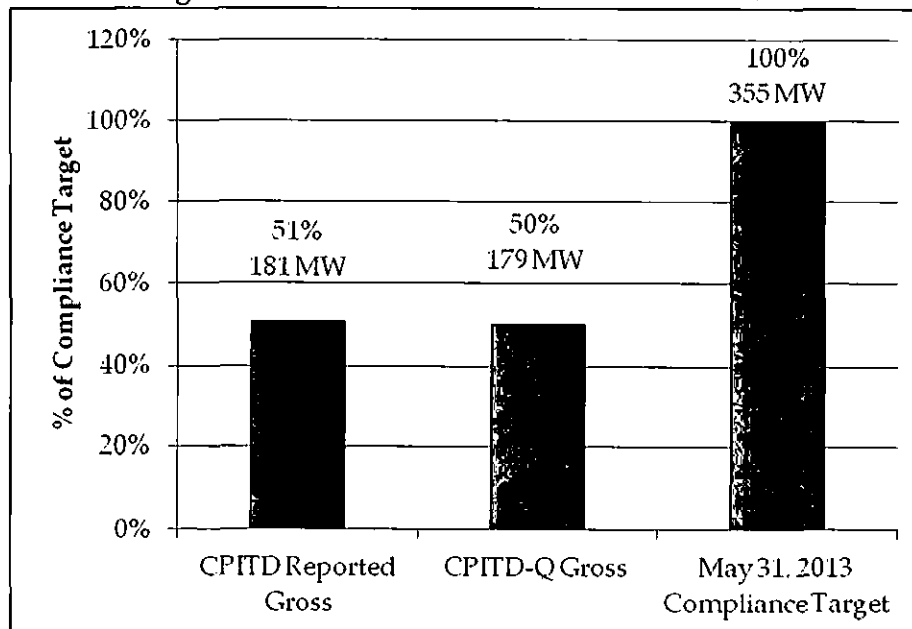
**Figure 1-1. Cumulative Portfolio Inception to Date Energy Impacts**



PECO has achieved 51 percent of the May 31, 2013, demand reduction compliance target, based on CPITD reported gross demand reduction and 50 percent of CPITD-Q of the demand reduction compliance target as shown in Figure 1-2. This reduction is a result of the demand impact from the energy efficiency and conservation voltage reduction (CVR) programs. None of PECO's demand response programs have contributed demand reduction to date, although significant capacity has been installed to do so in PY4.



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



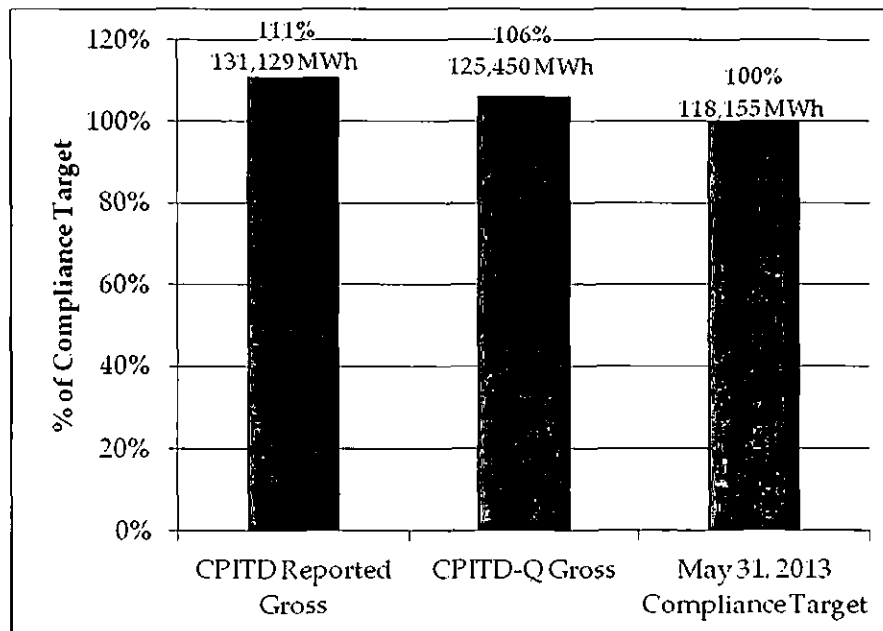
There are 15 measures offered to the low-income sector, and another 25 measures offered by other programs in the residential sector (which are also available to low-income customers). The measures offered to the low-income sector therefore comprise 37.5 percent of the total measures offered. As required by Act 129, this exceeds the fraction of electric consumption of the utility's low-income households divided by the total electricity consumption in the PECO service area.<sup>3</sup> The CPITD reported gross energy savings achieved in the low-income sector is 79,367 megawatt-hours (MWh);<sup>4</sup> this is 7.2 percent of the CPITD total portfolio reported gross energy savings.

PECO achieved 111 percent of the May 31, 2013, energy reduction compliance target for the government, institutional, and nonprofit (GIN) and sectors, based on CPITD reported gross energy savings, and 106 percent of the target based on CPITD-Q gross energy savings achieved through the fourth quarter, as shown in Figure 1-3. Note that the CPITD and CPITD-Q values shown in the figure include 38,445 MWh allocated to the GIN sectors from the CVR program.

<sup>3</sup> Act 129 includes a provision requiring electric distribution companies to offer a number of energy efficiency measures to low-income households that are "proportionate to those households' share of the total energy usage in the service territory." 66 Pa.C.S. §2806.1(b)(i)(G). The legislation contains no provisions regarding targets for participation, or energy or demand savings.

<sup>4</sup> This includes 25,630 MWh allocated to the Low Income sector from the Conservation Voltage Reduction program.

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



## 1.2 Program Updates and Findings

The following are updates and findings from each program:

- **Low-Income Energy Efficiency Program:** There were no significant changes to the Low-Income Energy Efficiency Program (LEEP) program in PY3Q4.
- **Smart Lighting Discounts (SLD):** The Focus is now on specialty CFLs. Average monthly bulb sales in PY3 is 15,000 compared with PY2 of 300,000.
- **Smart Appliance Recycling:** PECO made no changes to the program in PY3Q4.
- **Smart Home Rebates:** The only significant change to this program is to include Energy Star Most Efficient, a program element that identifies and advances the models with the greatest efficiency within each product category, as well as a greater focus on heating, ventilating, and air conditioning (HVAC) equipment. The PY3 evaluation will include participant surveys and interviews with retailers and trade allies to assess the overall effectiveness of these program changes.
- **Smart Equipment Incentives Commercial and Industrial (SEI C&I) Program:** A total of 734 projects received rebates from the SEI C&I program in PY3. The SEI C&I program initiated a wait list for new applications on October 1, 2011. As of PY3Q4, the program is

still receiving applications and placing the projects on the wait list. In PY2 the program transitioned to a new database system. The PY3 implementation and evaluation are now seeing the benefits of the new system and have seen most of the tracking system issues, identified in previous evaluations, now fixed.

- **Smart Equipment Incentives Government, Institutional and Nonprofit Program:** A total of 275 projects received rebates from the SEI GIN program in PY3. The SEI GIN program (along with the SEI C&I program) initiated a wait list for new applications on October 1, 2011. As of PY3Q4, the program is still receiving applications and placing the projects on the wait list. In PY2 the program transitioned to a new database system. The PY3 implementation and evaluation are now seeing the benefits of the new system and have seen most of the tracking system issues, identified in previous evaluations, now fixed.
- **Smart Construction Incentives (SCI):** The SCI program closed the year with 65 completed projects. PECO has now awarded design incentives to all whole-building projects completed since the program's inception. The program also corrected a tracking error that categorized all projects as commercial and industrial. All government, institutional, and nonprofit projects previously classified as C&I have been reclassified and all fourth quarter participants have been tracked correctly. The GIN new construction project incentives are paid from the SEI GIN program budget.
- **Residential Load Control:** While no savings will be claimed for the Residential Direct Load Control (DLC) Program in PY3, PECO has continued the installation of digital control units (DCUs) and has 78,651 active participants representing 91,244 active devices at the end of PY3 Q4.

For the PY3 curtailment season (June–September), PECO called a total of two major curtailment events. For the July 12, 2011 event, the general population of switches was called with the M&V population. Additionally, on the event of July 22, 2011, the general population was curtailed but the M&V population was not curtailed.

- **Commercial Direct Load Control:** While no savings will be claimed for the Commercial Direct Load Control Program in PY3, PECO has continued installing the new programmable thermostats, which now total 2,446 active participants representing 4,241 active devices at the end of PY3 Q3.

No savings will be claimed in the years prior to PY4. In PY2 the installation of programmable thermostats (TSTATs) was suspended while a suitable replacement was identified for the original programmable thermostat, which was recalled by its

manufacturer. In PY3, a new model of programmable thermostat was selected for installation at commercial sites.

For the PY3 curtailment season (June–September), PECO called a total of one curtailment event on July 12, 2011, where the entire population was curtailed.

- **Permanent Load Reduction:** There was no participation in this program in PY3. Limited participation is projected for PY4.
- **Demand Response Aggregator (DRA):** The DRA program launched in Q3, following the execution of contracts with Enerwise Global Technologies, EnergyConnect, and EnerNOC. These three curtailment service providers (aggregators) have been contracted to provide up to 170.7MW of dispatchable load curtailment. Through the end of PY3, the aggregators had recruited 193 PECO customers to reduce load in response to a signal from PECO. Most of these participants are PECO commercial and industrial customers already participating in PJM demand response programs.
- **Distributed Energy Resources (DER):** The DER program launched in Q3, following the execution of a contract with Comverge. Comverge committed to provide 16.5 MW of demand response in the form of dispatchable back-up generation. Comverge registered only two participants in the program, but these two participants have committed to provide up to a combined total of 16.5 MW in response to dispatch signals from PECO.

### 1.3 Evaluation Updates and Findings

Each program's evaluation updates and findings are as follows:

- **Low-Income Energy Efficiency Program:** The LEEP billing analysis and engineering analysis were completed in the fourth quarter of PY3.

Process evaluation activities consist primarily of in-depth interviews with utility and implementation contractor staff as well as weatherization agencies, and telephone surveys of participants. The in-depth interviews with the program staff were completed in PY1 and the interviews with the weatherization contractors were completed in the fourth quarter of PY3. Telephone surveys of participants will be conducted at the end of the first quarter of PY4. As part of the impact evaluations, the Navigant team will be conducting 23 on-site inspections of those households who received Component 1: *Electric Baseload – Major Measures*, which includes the same measures as the Electric Baseload – Basic Measure plus room/wall air conditioning (AC) replacement, refrigerator replacement, electric water heater replacement, and water heater timers (electric water heaters only) and *Electric Heat – Major Measure*: includes same measures

as the Electric Heat – Basic Measure plus blower door guided air sealing, heat pump installation/replacement, and insulation installation.

- **Smart Lighting Discounts:** For PY3, the evaluation team made the determination that a general population phone survey will be more effective than in-store intercept surveys for characterizing consumer decision-making, awareness, and attitudes regarding lighting purchases. As such, the 600 in-store intercept survey completes originally planned for April and May 2012 will be replaced with 600 General Population phone survey completes to be conducted in July 2012. The in-store shelf surveys will proceed in June and July 2012. The shelf surveys, in conjunction with the phone survey responses, will provide a snapshot on any remaining availability of 100-W traditional incandescent bulbs, whose manufacture or import into the U.S. was phased out as of January 1, 2012, in accordance with the Energy Independence and Security Act of 2007 (EISA), as well as the relative availability of energy-efficient alternatives to 100-W traditional incandescent bulbs. Both the phone surveys and shelf surveys will help characterize a dynamically changing market in the face of EISA implementation. These changes have been discussed with the Statewide Evaluator (SWE) and are reflected in the revised evaluation plan.
- **Smart Appliance Recycling:** The first wave of participant surveys, for Q1 and Q2 participants, was completed in early March. Early review of findings reveals a 100% verification rate and other findings related to the part-use factor, net-to-gross (NTG) ratio, and process-related feedback that are in line with previous evaluations.
- **Smart Home Rebates:** Participation in this program continued to be high in Q4, and as a result is on track to meet savings targets. The process evaluation found that customer satisfaction for the program was high, as was measure persistence with a realization rate of 100%. The evaluation continued to collect process evaluation data from trade allies through the final quarter of PY3 with an expected completion date in the first quarter of PY4.
- **Smart Equipment Incentives Commercial and Industrial Program:** The impact evaluation team is working to complete the final sample design for the SEI C&I program in June 2012. The team has completed reviews of most Q1, Q2, and Q3 sample project files and has created site-specific M&V plans (SSMVPs) for most of the sampled projects. A few projects were at sites where projects may be pulled in the Q4 sample; therefore, the review of project files and creation of SSMVPs has not been completed for those projects. The team has also selected the Q4 sample projects and has submitted the request for project files to PECO. The impact evaluation plan for PY3 has been modified from the PY2 approach to use a lower level of rigor for the Stratum 3 projects. Stratum 3

projects are the smallest of the projects in terms of energy savings; collectively, they account for about one-third of total savings. Verification for Stratum 3 projects will typically consist of file reviews only, however, this will be determined on a case-by-case basis. Verification for larger Stratum 1 and 2 projects will continue to rely on use of on-site M&V. Navigant conducted field training in Philadelphia in April 2012 to incorporate findings from previous evaluations and newly updated forms for the SEI evaluation. Field verification activities began at the training and continued into June 2012.

For the process evaluation, the team developed interview guides for program staff and implementation contractor staff. The team completed interviews with program staff in May 2012. Interviews with implementation contractor staff are currently underway. Survey guides for program participants, trade allies, and wait-listed customers are still under review based on findings from interviews with program staff. The team is in the process of reviewing and cleaning the PY3 program data in order to pull samples for the surveys. Computer-aided telephone interview (CATI) surveys will be utilized to both assess the program satisfaction as well as supplement impact evaluation findings.

In previous years, Navigant conducted desk and invoice reviews for the multi-tenant projects; these multi-tenant projects will not be evaluated as part of the SEI C&I program for PY3 but will instead be evaluated in conjunction with the PECO Smart Home Rebates program, as the customers and measures are more similar to that residential program.

- **Government and Nonprofit Smart Equipment Incentives Program:** On-site measurement and verification is currently under way for a total of 16 projects (10 for Q1/Q2 and 6 for the Q3 period). The evaluation team drew a preliminary sample for the Q4 period that includes five projects for on-site M&V. The modified impact evaluation plan for PY3 uses a lower level of rigor for the Stratum 3 projects than was used in the PY2 evaluation. Verification for the Stratum 3 projects will typically consist of file reviews only; this will, however, be determined on a case-by-case basis. Desk review and invoice review are used for the municipal lighting projects. The evaluation team conducted desk and invoice reviews for the multi-tenant projects in previous years. However, these multi-tenant projects will not be evaluated as part of the SEI GIN programs for PY3 as they will be evaluated as part of the residential Smart Home Rebates program.

As per the evaluation plan, the PY3 program evaluation team has completed in-depth qualitative interviews with key PECO program managers for the Smart Equipment Incentives Program. The in-depth interviews of the implementation contractor (KEMA) are nearly complete along with the review of relevant program-tracking databases,

documents, and other materials to understand how the program works, and how the wait list is affecting program operation (as the program application process is on hold and execution is limited only to current projects).

A forthcoming survey will, as in the past, include interviews with participating customers as a way to better understand customer satisfaction and perceptions related to the program, as well as to gather data to support the NTG analysis. With PECO's initiation of a wait list in PY3 in the second quarter, additional surveys will collect information from wait-listed customers to determine the differences in customer satisfaction and perception related to the program between participating customers and wait-listed customers.

The Navigant team will also be conducting several interviews with program trade allies to identify how the wait list has affected their current and potential future program participation and customer relations (as well as perceived outreach effectiveness and barriers to participation before the wait-list initiation). The survey instruments for interviewing the wait-listed participants and the trade allies are nearly complete and programmed; these surveys are anticipated to be fielded in the coming months.

- **Smart Construction Incentives:** Navigant has drawn impact samples for all of PY3, incorporating the four PY2 projects that were not evaluated last year in the sample frame. Navigant is working with Warren Engineering to conduct the three Q1 and Q2 site visits in conjunction with the Smart Equipment Incentives visits. File reviews for the remainder of the sampled projects are in progress. Navigant submitted a project file request for seven Q3 and Q4 projects, as well as one additional Q2 project (added due to lower than projected participation in Q3 and Q4). Due to the small size of the program, both government/non-profit, and commercial/industrial projects were sampled together, but final savings results will be reported separately. Navigant will begin to conduct customer and trade ally surveys in the upcoming weeks now that the program year has ended.
- **Residential Direct Load Control:** The Navigant team was involved in PY4 planning during the final quarter of PY3. Meetings between Navigant, Comverge and PECO addressed the methodologies to be used in the load research study at the conclusion of the PY4 curtailment season as well as PECO's plans to dispatch the M&V population of switches compared to the entire population. Clarifications to the evaluation plan also addressed the Pennsylvania Public Utility Commission Secretarial Letter of January 12, 2011. The purpose of this Secretarial Letter was to clarify that the PJM measurement and verification protocols for the PJM economic demand response programs, in effect for the PJM delivery and planning year beginning in June 2012 through May 2013, will be used

as a basis for the Act 129 Statewide Evaluator's (SWE's) measurement and verification for Act 129 load curtailment performance.

In-depth interviews with program and implementation staff assessed the following:

1. Current implementation of key quality assurance and verification activities
2. Bias of current quality assurance and verification activities (i.e., incorrect sampling that may inadvertently skew results, purposeful sampling that is not defensible)
3. Opportunities to simplify current quality assurance and verification activities that are overly time-consuming

Participant surveys were conducted to understand customer demographics; how customers learned of the program; satisfaction with the program; how the customer handles their AC on a typical summer day and during heat waves; noticeability of load control events, and how participants and their homes respond to these events.

- **Commercial Direct Load Control:** The Navigant team was involved in PY4 planning during the final quarter of PY3. Meetings between Navigant, Comverge, and PECO addressed the methodologies to be used in the load research study at the conclusion of the PY4 curtailment season as well as PECO's plans to dispatch the M&V population of switches compared to the entire population. Clarifications to the evaluation plan also addressed the Pennsylvania Public Utility Commission Secretarial Letter of January 12, 2011. The purpose of this Secretarial Letter was to clarify that the PJM measurement and verification protocols for the PJM economic demand response programs, in effect for the PJM delivery and planning year beginning in June 2012 through May 2013, will be used as a basis for the Act 129 SWE's measurement and verification for Act 129 load curtailment performance.

In parallel to the evaluation of Residential Direct Load Control, in-depth interviews with program and implementation staff assessed the following:

1. Current implementation of key quality assurance and verification activities
2. Bias of current quality assurance and verification activities (i.e., incorrect sampling that may inadvertently skew results, purposeful sampling that is not defensible)
3. Opportunities to simplify current quality assurance and verification activities that are overly time-consuming

Participant surveys were conducted to understand customer demographics; how customers learned of the program; satisfaction with the program; how the customer



handles their AC on a typical summer day and during heat waves; if they notice load control events; and how they and their buildings respond to these events.

- **Permanent Load Reduction:** There has been no participation in this program; therefore, no evaluation is anticipated for PY3.
- **Demand Response Aggregator:** The impact evaluation of this program will consist of developing baselines for each participant and each event, using the PJM protocols. Impact evaluation activities in Q4 laid the groundwork for this evaluation by programming the algorithms for baseline calculation in SAS (a data-processing program) and testing these algorithms against baseline and savings calculations performed by PECO's Demand Response Management System (DRMS). Several fictitious events were specified, and real customer data were used to calculate customer baselines using the PJM protocols via PECO's DRMS and the same protocols implemented by Navigant in SAS. This test demonstrated that the two systems developed precisely the same customer baseline loads.
- **Distributed Energy Resources:** No evaluation activities were conducted during Q4, as this resource was not dispatched during the quarter. Navigant will utilize the customer baseline protocols developed for the DRA program to assess the power generated by these customers during events.

## 2 Summary of Energy Impacts by Program

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

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

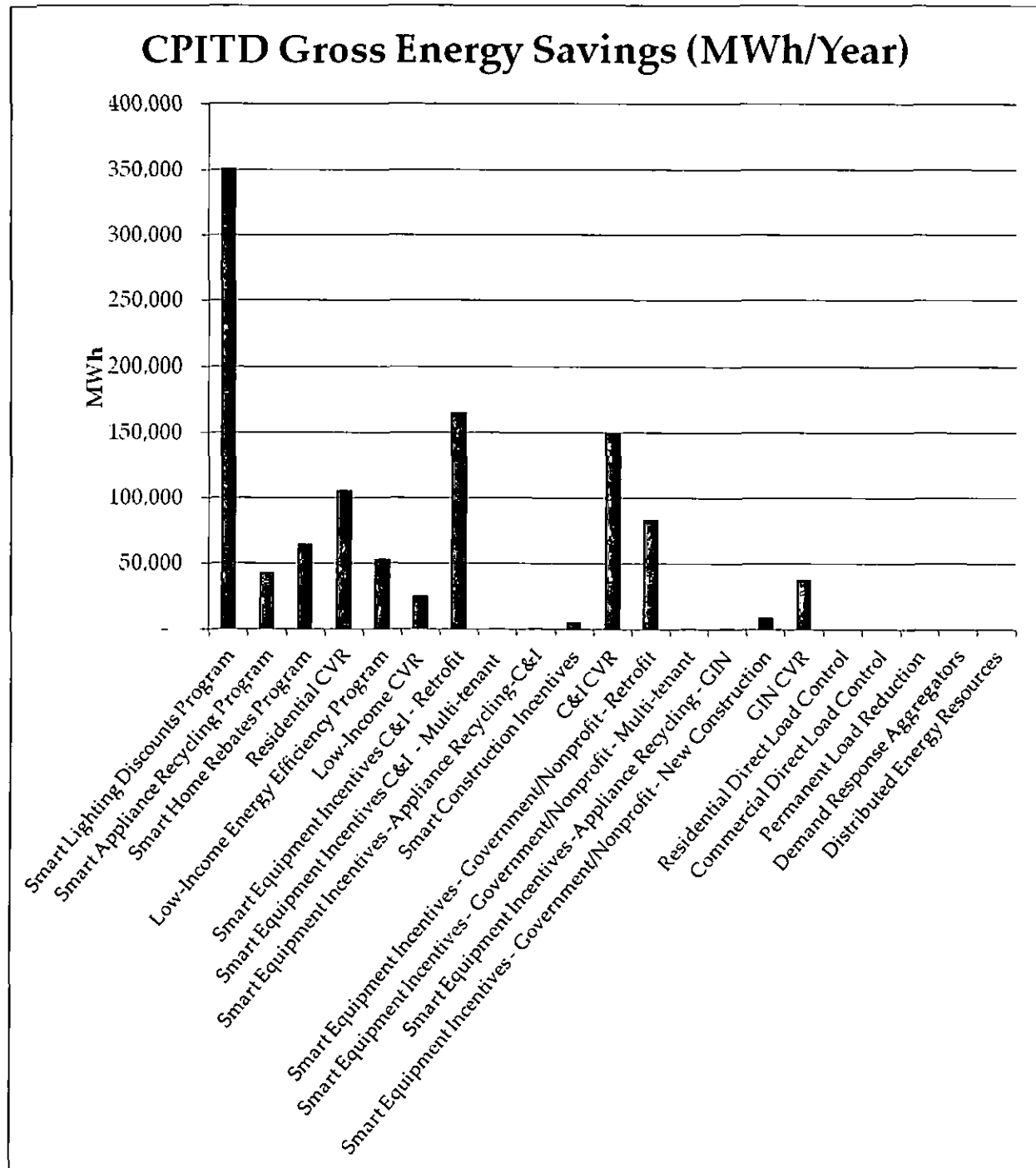
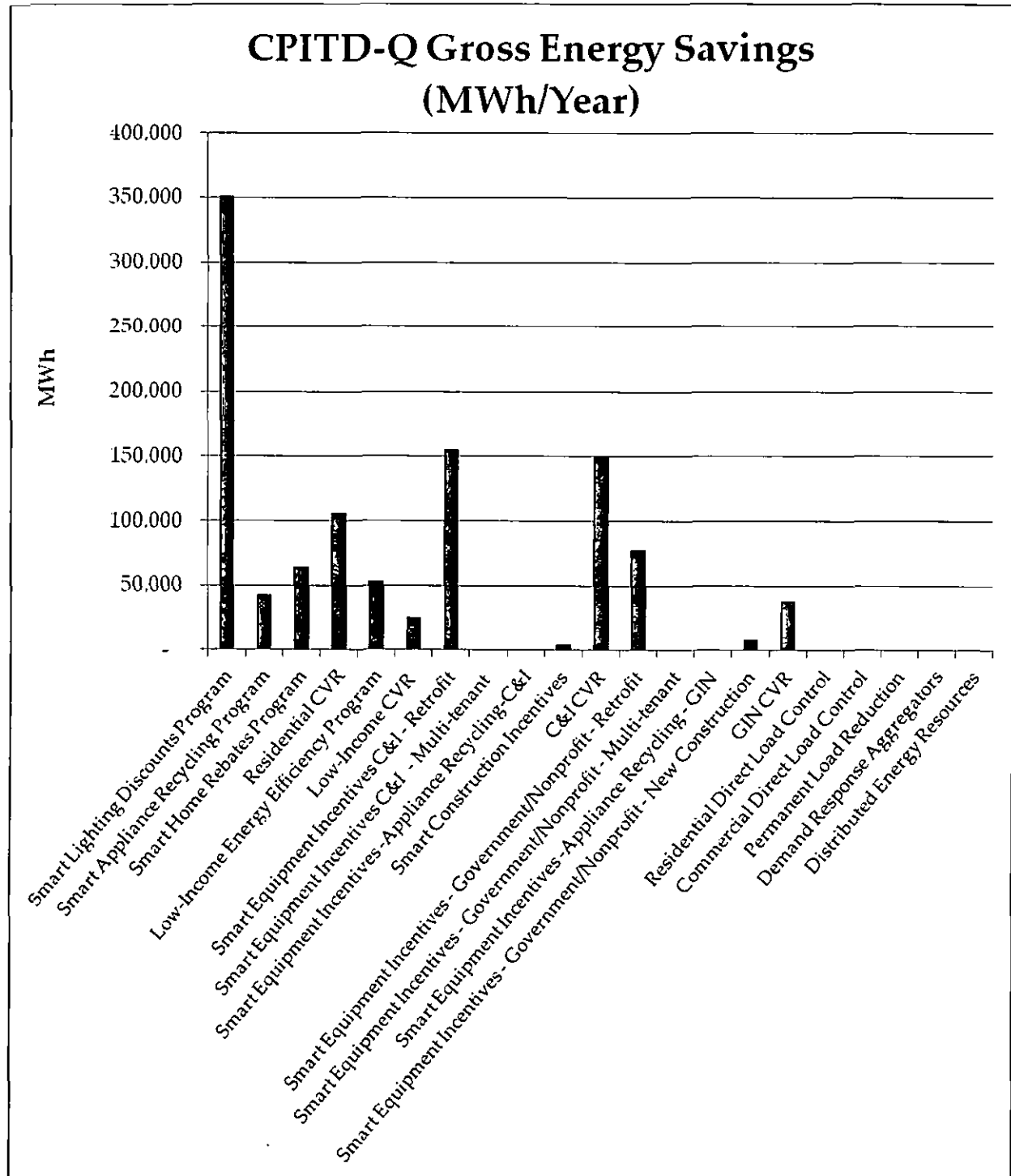


Figure 2-2 presents the sum of verified energy savings through the end of PY2 and gross reported energy savings through the fourth quarter of PY3 for each program in the portfolio.

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



A summary of energy impacts by program through the fourth quarter of PY3 is presented in Table 2-1.

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

Program	Participants			Reported Gross Impact (MWh/Year)				Preliminary Realization Rate <sup>1</sup>
	IQ	PYTD	CPITD	IQ	PYTD	CPITD	CPITD-Q	PYTD
<b>Residential</b>	2,855	75,692	310,157	6,889	62,376	564,683	564,632	N/A
Smart Lighting Discounts Program <sup>2</sup>	52,784	591,009	7,416,539	2,525	28,580	351,040	351,039	1
Smart Appliance Recycling Program	839	7,920	27,743	1,357	12,848	43,293	43,242	1
Smart Home Rebates Program <sup>3</sup>	2,016	67,772	282,414	3,008	20,948	64,628	64,628	N/A
Residential Conservation Voltage Reduction	N/A	N/A	N/A	-	-	105,723	105,723	1
<b>Low-Income Energy Efficiency Program Total<sup>4</sup></b>	3,294	11,632	22,134	8,396	25,667	79,367	79,247	N/A
Low-Income Energy Efficiency Program	3,294	11,632	22,134	8,396	25,667	53,738	53,617	N/A
Low-Income Conservation Voltage Reduction	N/A	N/A	N/A	-	-	25,630	25,630	1
<b>Non-Residential</b>	286	1,523	4,094	41,360	119,032	452,883	436,389	N/A
<b>Commercial and Industrial Total</b>	189	1,148	3,290	21,325	70,936	321,753	310,938	N/A
Smart Equipment Incentives - Retrofit	179	734	2,874	21,004	66,094	165,793	155,521	N/A
Smart Equipment Incentives - Multi-tenant <sup>5</sup>	6	361	361	10	139	139	139	N/A
Smart Equipment Incentives - Appliance Recycling	1	9	9	1	16	16	16	N/A
Smart Construction Incentives <sup>6</sup>	3	44	46	311	4,688	5,231	4,688	N/A
C&I Conservation Voltage Reduction	N/A	N/A	N/A	-	-	150,575	150,575	1
<b>Government /Nonprofit Total</b>	97	375	804	20,035	48,095	131,129	125,450	N/A
Smart Equipment Incentives - Retrofit	89	275	702	15,179	39,440	83,541	78,350	N/A
Smart Equipment Incentives - Multi-tenant <sup>5</sup>	-	74	74	-	144	144	144	N/A
Smart Equipment Incentives - Appliance Recycling	-	5	5	-	33	33	32,832	N/A
Smart Equipment Incentives - New Construction <sup>6</sup>	8	21	23	4,856	8,479	8,967	8,479	N/A
GIN Conservation Voltage Reduction	N/A	N/A	N/A	-	-	38,445	38,445	1

Program	Participants			Reported Gross Impact (MWh/Year)				Preliminary Realization Rate <sup>1</sup>
	IQ	PYTD	CPITD	IQ	PYTD	CPITD	CPITD-Q	PYTD
Demand Reduction	8,456	39,988	81,292	-	-	-	0	N/A
Residential Direct Load Control	7,749	37,437	78,651	-	-	-	0	N/A
Commercial Direct Load Control	512	2,356	2,446	-	-	-	0	N/A
Permanent Load Reduction	-	-	-	-	-	-	0	N/A
Demand Response Aggregators	193	193	193	-	-	-	0	N/A
Distributed Energy Resources	2	2	2	-	-	-	0	N/A
<b>Total Portfolio</b>	<b>14,891</b>	<b>128,835</b>	<b>417,677</b>	<b>56,646</b>	<b>207,074</b>	<b>1,096,933</b>	<b>1,080,267</b>	<b>N/A</b>

NOTES:

<sup>1</sup> Preliminary realization rates are based on evaluation activities and findings conducted on a partial sample set. These realization rates are not based on a statistically significant sample and are subject to change until the full evaluation is complete at the end of the program year.

<sup>2</sup> Participation numbers shown are the numbers of discounted lamps sold. These are excluded from total portfolio participation numbers. The CPITD participant value reported here includes 17,856 lamps that were inadvertently removed from PY2 cumulative participation values, although their costs and savings were reported correctly in all previous reports.

<sup>3</sup> Participant values exclude sales of ENERGY STAR lighting fixtures and LED lamps, for which upstream rebates are provided.

<sup>4</sup> Act 129 includes a provision requiring electric distribution companies to offer a number of energy efficiency measures to low-income households that are "proportionate to those households' share of the total energy usage in the service territory." 66 Pa.C.S. §2806.1(b)(i)(G). The legislation contains no provisions regarding targets for participation, or energy or demand savings. Participation includes only those receiving the Weatherization Audit.

<sup>5</sup> The participation values shown here reflect the number of project IDs reported in the tracking data, rather than the number of billing account IDs. The values reported here better reflect the number of participating households, rather than the number of multi-family buildings in which the participants live.

<sup>6</sup> New construction projects in the C&I and GIN sectors are being reported separately for the first time in this report. In previous reports, all new construction projects were aggregated together and reported under the Smart Construction Incentives C&I program. Note that there were four new construction projects completed in PY2, two in each sector.

Figure 3-1. Reported Demand Reduction by Program

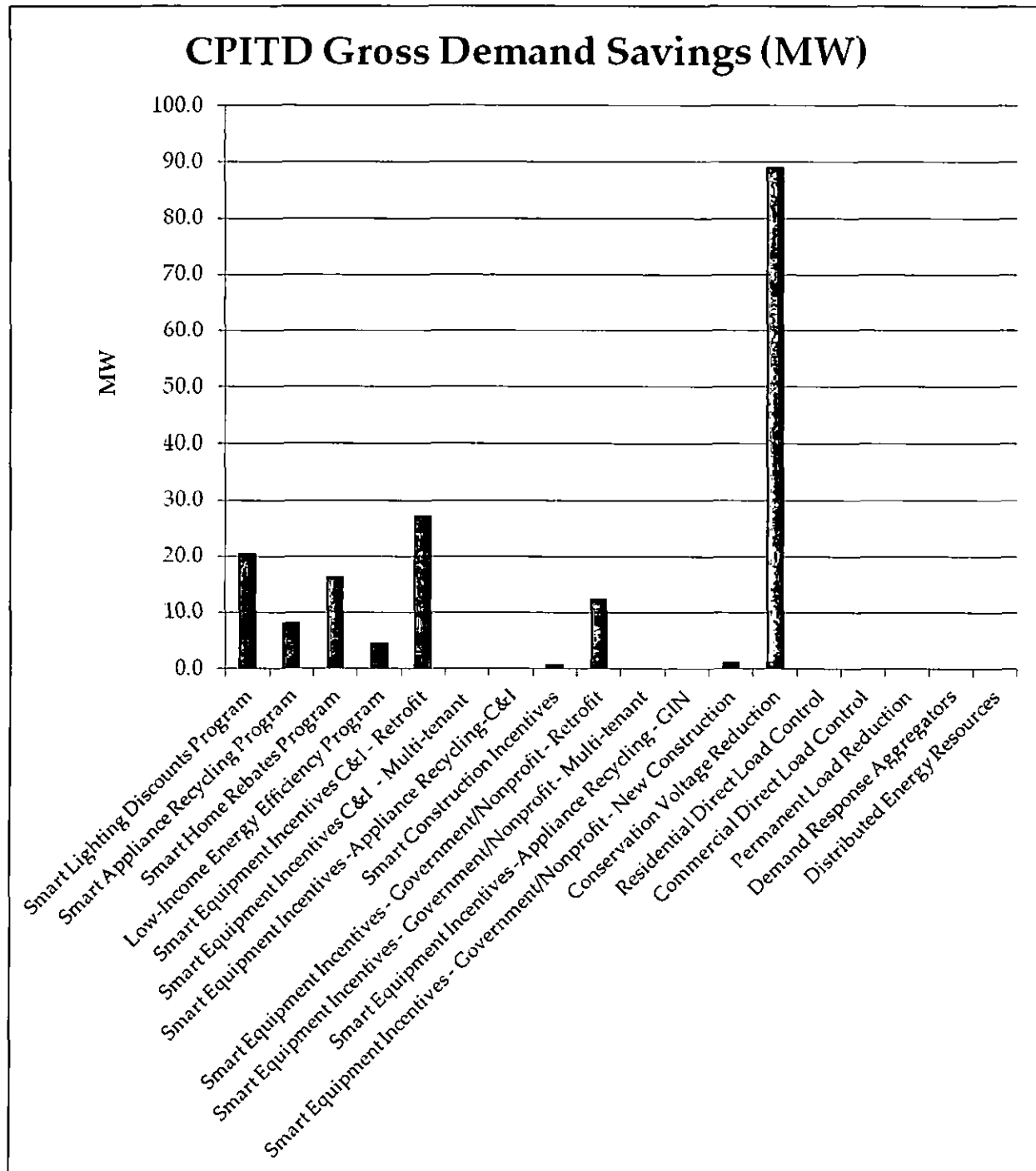
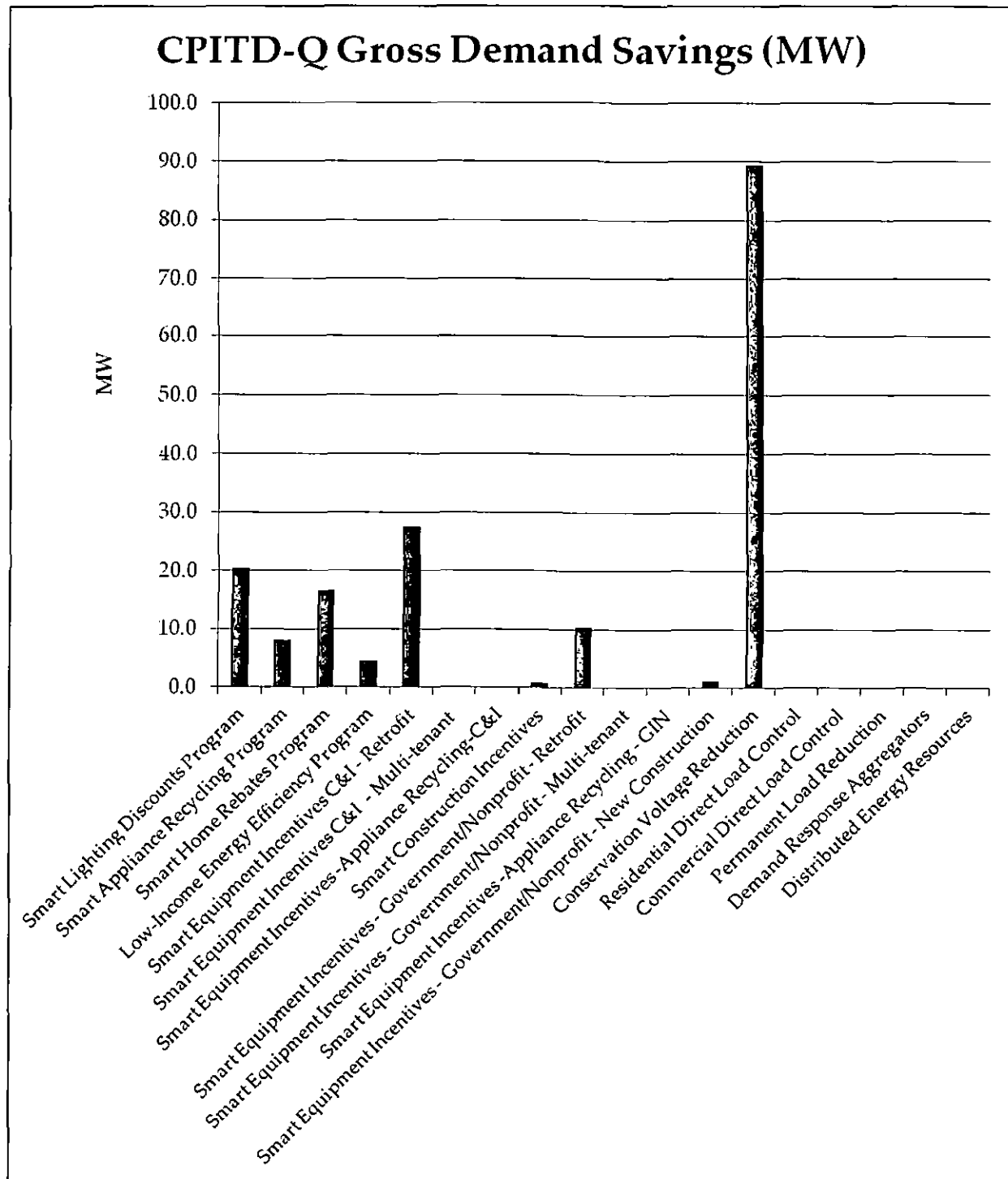


Figure 3-2 presents the sum of verified demand savings through the end of PY2 and gross reported demand savings through the fourth quarter of PY3 for each program in the portfolio.

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



A summary of demand reduction impacts by program through the fourth quarter of PY3 is presented in Table 3-1.



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

Program	Participants			Reported Gross Impact (MW)				Preliminary Realization Rate <sup>1</sup>
	IQ	PYTD	CPITD	IQ	PYTD	CPITD	CPITD-Q	PYTD
<b>Residential</b>	<b>2,855</b>	<b>75,692</b>	<b>310,157</b>	<b>1.0</b>	<b>8.8</b>	<b>45.2</b>	<b>45.2</b>	<b>N/A</b>
Smart Lighting Discounts Program <sup>2</sup>	52,784	591,009	7,416,539	0.1	1.5	20.6	20.5	1
Smart Appliance Recycling Program	839	7,920	27,743	0.2	2.1	8.2	8.2	1
Smart Home Rebates Program <sup>3</sup>	2,016	67,772	282,414	0.7	5.2	16.5	16.5	N/A
<b>Low-Income Energy Efficiency Program Total<sup>4</sup></b>	<b>3,294</b>	<b>11,632</b>	<b>22,134</b>	<b>0.7</b>	<b>2.2</b>	<b>4.6</b>	<b>4.5</b>	<b>N/A</b>
Low-Income Energy Efficiency Program	3,294	11,632	22,134	0.7	2.2	4.6	4.5	N/A
<b>Non-Residential</b>	<b>286</b>	<b>1,523</b>	<b>4,094</b>	<b>6.4</b>	<b>18.8</b>	<b>42.0</b>	<b>39.9</b>	<b>N/A</b>
<b>Commercial and Industrial Total</b>	<b>189</b>	<b>1,148</b>	<b>3,290</b>	<b>3.7</b>	<b>12.6</b>	<b>28.4</b>	<b>28.4</b>	<b>N/A</b>
Smart Equipment Incentives - Retrofit	179	734	2,874	3.6	11.7	27.4	27.5	N/A
Smart Equipment Incentives - Multi-tenant <sup>5</sup>	6	361	361	0.0	0.0	0.1	0.0	N/A
Smart Equipment Incentives -Appliance Recycling	1	9	9	0.0	0.0	0.0	0.0	N/A
Smart Construction Incentives <sup>6</sup>	3	44	46	0.1	0.8	0.8	0.8	N/A
<b>Government /Nonprofit Total</b>	<b>97</b>	<b>375</b>	<b>804</b>	<b>2.7</b>	<b>6.3</b>	<b>13.6</b>	<b>11.6</b>	<b>N/A</b>
Smart Equipment Incentives - Retrofit	89	275	702	2.0	5.1	12.4	10.4	N/A
Smart Equipment Incentives - Multi-tenant <sup>5</sup>	0	74	74	0.0	0.0	0.0	0.0	N/A
Smart Equipment Incentives -Appliance Recycling	0	5	5	0.0	0.0	0.0	0.0	N/A
Smart Equipment Incentives - New Construction <sup>6</sup>	8	21	23	0.6	1.1	1.2	1.1	N/A

	IQ	PYTD	CPITD	IQ	PYTD	CPITD	CPITD-Q	PYTD
<b>Demand Reduction</b>	8,456	39,988	81,292	0	0	89.3	89.3	N/A
Conservation Voltage Reduction	0	0	NA	0.0	0.0	89.3	89.3	N/A
Residential Direct Load Control	7,749	37,437	78,651	0.0	0.0	0.0	0.0	N/A
Commercial Direct Load Control	512	2,356	2,446	0.0	0.0	0.0	0.0	N/A
Permanent Load Reduction	0	0	0	0.0	0.0	0.0	0.0	N/A
Demand Response Aggregators	193	193	193	0.0	0.0	0.0	0.0	N/A
Distributed Energy Resources	2	2	2	0.0	0.0	0.0	0.0	N/A
<b>Total Portfolio</b>	<b>14,891</b>	<b>128,835</b>	<b>417,677</b>	<b>8.0</b>	<b>29.9</b>	<b>181.1</b>	<b>179.0</b>	<b>N/A</b>

**NOTES:**

<sup>1</sup>Preliminary realization rates are based on evaluation activities and findings conducted on a partial sample set. These realization rates are not based on a statistically significant sample and are subject to change until the full evaluation is complete at the end of the program year.

<sup>2</sup>Participation numbers shown are the numbers of discounted lamps sold. These are excluded from total portfolio participation numbers. The CPITD participant value reported here includes 17,856 lamps that were inadvertently removed from PY2 cumulative participation values, although their costs and savings were reported correctly in all previous reports.

<sup>3</sup>Participant values exclude sales of ENERGY STAR lighting fixtures and LED lamps, for which upstream rebates are provided.

<sup>4</sup>Act 129 includes a provision requiring electric distribution companies to offer a number of energy efficiency measures to low-income households that are "proportionate to those households' share of the total energy usage in the service territory." 66 Pa.C.S. §2806.1(b)(i)(G). The legislation contains no provisions regarding targets for participation, or energy or demand savings. Participation includes only those receiving the Weatherization Audit.

<sup>5</sup>The participation values shown here reflect the number of project IDs reported in the tracking data, rather than the number of billing account IDs. The values reported here better reflect the number of participating households, rather than the number of multi-family buildings in which the participants live.

<sup>6</sup>New construction projects in the C&I and GIN sectors are being reported separately for the first time in this report. In previous reports, all new construction projects were aggregated together and reported under the Smart Construction Incentives C&I program. Note that there were four new construction projects completed in PY2, two in each sector.

## 4 Summary of Finances

### 4.1 Portfolio-Level Expenditures

A breakdown of the portfolio finances is presented in Table 4-1.

**Table 4-1. Summary of Portfolio Finances**

	<b>Quarter 4 (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$3,327	\$21,827	\$50,293
EDC Incentives to Trade Allies	\$513	\$2,211	\$9,754
<b>Subtotal EDC Incentive Costs</b>	<b>\$3,840</b>	<b>\$24,038</b>	<b>\$60,047</b>
Design & Development	\$0	\$0	\$0
Administration <sup>[1]</sup>	\$5,718	\$24,072	\$45,735
Management <sup>[2]</sup>	\$1,590	\$8,519	\$23,106
Marketing	\$1,312	\$3,437	\$8,511
Technical Assistance	\$1,481	\$4,568	\$9,927
<b>Subtotal EDC Implementation Costs</b>	<b>\$10,100</b>	<b>\$40,595</b>	<b>\$87,278</b>
<b>EDC Evaluation Costs</b>	<b>\$1,032</b>	<b>\$2,512</b>	<b>\$5,339</b>
<b>SWE Audit Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total EDC Costs<sup>[3]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>[4]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
<sup>1</sup> Implementation contractor costs.			
<sup>2</sup> EDC costs other than those identified explicitly.			
<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.			
<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			

## 4.2 Program-Level Expenditures

Program-specific finances are shown in the following tables.

**Table 2-2. Low-Income Energy Efficiency Program**

	<b>Quarter 4 (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Design & Development	\$0	\$0	\$0
Administration <sup>[1]</sup>	\$255	\$984	\$1,981
Management <sup>[2]</sup>	\$73	\$335	\$991
Marketing	\$167	\$341	\$372
Technical Assistance	\$1,481	\$4,568	\$9,927
<b>Subtotal EDC Implementation Costs</b>	<b>\$1,975</b>	<b>\$6,227</b>	<b>\$13,270</b>
EDC Evaluation Costs	\$65	\$158	\$355
SWE Audit Costs	N/A	N/A	N/A
<b>Total EDC Costs<sup>[3]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>[4]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>

### NOTES

Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.

<sup>1</sup> Implementation contractor costs.

<sup>2</sup> EDC costs other than those identified explicitly.

<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.

<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

Table 4-3. Smart Lighting Discounts Program

	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$75	\$672	\$8,106
<b>Subtotal EDC Incentive Costs</b>	<b>\$75</b>	<b>\$672</b>	<b>\$8,106</b>
Design & Development	\$0	\$0	\$0
Administration <sup>(1)</sup>	\$110	\$501	\$2,114
Management <sup>(2)</sup>	\$74	\$284	\$782
Marketing	\$325	\$778	\$3,234
Technical Assistance	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$509</b>	<b>\$1,563</b>	<b>\$6,130</b>
<b>EDC Evaluation Costs</b>	<b>\$121</b>	<b>\$294</b>	<b>\$694</b>
<b>SWE Audit Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total EDC Costs<sup>(3)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
<sup>1</sup> Implementation contractor costs.			
<sup>2</sup> EDC costs other than those identified explicitly.			
<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.			
<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			

Table 4-4. Smart Appliance Recycling Program

	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$13	\$252	\$1,032
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$13</b>	<b>\$252</b>	<b>\$1,032</b>
Design & Development	\$0	\$0	\$0
Administration <sup>[1]</sup>	\$75	\$720	\$2,535
Management <sup>[2]</sup>	\$54	\$261	\$746
Marketing	\$97	\$154	\$559
Technical Assistance	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$226</b>	<b>\$1,135</b>	<b>\$3,840</b>
<b>EDC Evaluation Costs</b>	<b>\$36</b>	<b>\$88</b>	<b>\$178</b>
<b>SWE Audit Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total EDC Costs<sup>[3]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>[4]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>

**NOTES**

Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.

<sup>1</sup> Implementation contractor costs.

<sup>2</sup> EDC costs other than those identified explicitly.

<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.

<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

**Table 4-5. Smart Home Rebates Program**

	<b>Quarter 4 (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$584	\$4,722	\$20,410
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$584</b>	<b>\$4,722</b>	<b>\$20,410</b>
Design & Development	\$0	\$0	\$0
Administration <sup>[1]</sup>	\$366	\$2,089	\$6,781
Management <sup>[2]</sup>	\$136	\$721	\$2,076
Marketing	\$248	\$915	\$2,417
Technical Assistance	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$749</b>	<b>\$3,724</b>	<b>\$11,273</b>
EDC Evaluation Costs	\$136	\$330	\$678
SWE Audit Costs	N/A	N/A	N/A
<b>Total EDC Costs<sup>[3]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>[4]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
<sup>1</sup> Implementation contractor costs.			
<sup>2</sup> EDC costs other than those identified explicitly.			
<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.			
<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			

**Table 4-6. Smart Equipment Incentives C&I**

	<b>Quarter 4 (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$1,603	\$5,450	\$11,967
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$1,603</b>	<b>\$5,450</b>	<b>\$11,967</b>
Design & Development	\$0	\$0	\$0
Administration <sup>[1]</sup>	\$781	\$2,797	\$6,666
Management <sup>[2]</sup>	\$139	\$595	\$1,697
Marketing	\$137	\$561	\$1,006
Technical Assistance	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$1,058</b>	<b>\$3,954</b>	<b>\$9,370</b>
<b>EDC Evaluation Costs</b>	<b>\$299</b>	<b>\$726</b>	<b>\$1,355</b>
<b>SWE Audit Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total EDC Costs<sup>[3]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>[4]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
<sup>1</sup> Implementation contractor costs.			
<sup>2</sup> EDC costs other than those identified explicitly.			
<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.			
<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			



**Table 4-7. Smart Equipment Incentives – Government and Nonprofit**

	<b>Quarter 4 (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$1,526	\$4,261	\$8,931
EDC Incentives to Trade Allies	\$2	\$95	\$95
<b>Subtotal EDC Incentive Costs</b>	<b>\$1,528</b>	<b>\$4,356</b>	<b>\$9,027</b>
Design & Development	\$0	\$0	\$0
Administration <sup>(1)</sup>	\$467	\$1,571	\$3,540
Management <sup>(2)</sup>	\$82	\$334	\$1,028
Marketing	\$251	\$349	\$388
Technical Assistance	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$799</b>	<b>\$2,253</b>	<b>\$4,955</b>
<b>EDC Evaluation Costs</b>	<b>\$144</b>	<b>\$350</b>	<b>\$672</b>
<b>SWE Audit Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total EDC Costs<sup>(3)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
<sup>1</sup> Implementation contractor costs.			
<sup>2</sup> EDC costs other than those identified explicitly.			
<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.			
<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			

**Table 4-8. Smart Construction Incentives**

	<b>Quarter 4 (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$30	\$532	\$613
EDC Incentives to Trade Allies	\$7	\$119	\$119
<b>Subtotal EDC Incentive Costs</b>	<b>\$37</b>	<b>\$651</b>	<b>\$732</b>
Design & Development	\$0	\$0	\$0
Administration <sup>[1]</sup>	\$116	\$345	\$544
Management <sup>[2]</sup>	\$13	\$36	\$113
Marketing	\$15	\$49	\$54
Technical Assistance	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$145</b>	<b>\$431</b>	<b>\$712</b>
EDC Evaluation Costs	\$5	\$13	\$63
SWE Audit Costs	N/A	N/A	N/A
<b>Total EDC Costs<sup>[3]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>[4]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
<sup>1</sup> Implementation contractor costs.			
<sup>2</sup> EDC costs other than those identified explicitly.			
<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.			
<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			

Table 4-9. Conservation Voltage Reduction

	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Design & Development	\$0	\$0	\$0
Administration <sup>[1]</sup>	(\$69)	\$319	\$1,711
Management <sup>[2]</sup>	\$16	\$54	\$159
Marketing	\$0	(\$1)	\$0
Technical Assistance	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>(\$54)</b>	<b>\$371</b>	<b>\$1,869</b>
<b>EDC Evaluation Costs</b>	<b>\$27</b>	<b>\$71</b>	<b>\$140</b>
<b>SWE Audit Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total EDC Costs<sup>[3]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>[4]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
<sup>1</sup> Implementation contractor costs.			
<sup>2</sup> EDC costs other than those identified explicitly.			
<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.			
<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			

**Table 4-10. Residential Direct Load Control**

	<b>Quarter 4 (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	(\$0)	\$7,803	\$8,628
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>(\$0)</b>	<b>\$7,803</b>	<b>\$8,628</b>
Design & Development	\$0	\$0	\$0
Administration <sup>(1)</sup>	\$626	\$3,536	\$7,388
Management <sup>(2)</sup>	\$511	\$4,666	\$12,602
Marketing	\$69	\$135	\$305
Technical Assistance	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$1,205</b>	<b>\$8,336</b>	<b>\$20,294</b>
<b>EDC Evaluation Costs</b>	<b>\$74</b>	<b>\$180</b>	<b>\$424</b>
<b>SWE Audit Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total EDC Costs<sup>(3)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
<sup>1</sup> Implementation contractor costs.			
<sup>2</sup> EDC costs other than those identified explicitly.			
<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.			
<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			

Table 4-11. Commercial Direct Load Control

	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$0	\$132	\$145
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$132</b>	<b>\$145</b>
Design & Development	\$0	\$0	\$0
Administration <sup>[1]</sup>	\$416	\$1,923	\$3,013
Management <sup>[2]</sup>	\$134	\$271	\$708
Marketing	\$3	\$169	\$176
Technical Assistance	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$553</b>	<b>\$2,363</b>	<b>\$3,897</b>
<b>EDC Evaluation Costs</b>	<b>\$25</b>	<b>\$61</b>	<b>\$163</b>
<b>SWE Audit Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total EDC Costs<sup>[3]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>[4]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
<sup>1</sup> Implementation contractor costs.			
<sup>2</sup> EDC costs other than those identified explicitly.			
<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.			
<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			

**Table 4-12. Permanent Load Reduction**

	<b>Quarter 4 (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Design & Development	\$0	\$0	\$0
Administration <sup>(1)</sup>	\$33	\$131	\$306
Management <sup>(2)</sup>	\$22	\$76	\$250
Marketing	\$0	(\$2)	\$0
Technical Assistance	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$54</b>	<b>\$204</b>	<b>\$555</b>
<b>EDC Evaluation Costs</b>	<b>\$13</b>	<b>\$32</b>	<b>\$70</b>
<b>SWE Audit Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total EDC Costs<sup>(3)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
<sup>1</sup> Implementation contractor costs.			
<sup>2</sup> EDC costs other than those identified explicitly.			
<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.			
<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			

**Table 4-13. Demand Response Aggregators**

	<b>Quarter 4 (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Design & Development	\$0	\$0	\$0
Administration <sup>1</sup>	\$2,544	\$8,745	\$8,745
Management <sup>2</sup>	\$178	\$420	\$892
Marketing	\$0	(\$6)	\$0
Technical Assistance	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$2,722</b>	<b>\$9,159</b>	<b>\$9,637</b>
<b>EDC Evaluation Costs</b>	<b>\$33</b>	<b>\$80</b>	<b>\$271</b>
<b>SWE Audit Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total EDC Costs<sup>3</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>4</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
<sup>1</sup> Implementation contractor costs.			
<sup>2</sup> EDC costs other than those identified explicitly.			
<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.			
<sup>4</sup> Per the 2011 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			

**Table 4-14. Distributed Energy Resources**

	<b>Quarter 4 (\$000)</b>	<b>PYTD (\$000)</b>	<b>CPITD (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Design & Development	\$0	\$0	\$0
Administration <sup>[1]</sup>	\$0	\$413	\$413
Management <sup>[2]</sup>	\$159	\$467	\$1,063
Marketing	\$0	(\$5)	\$0
Technical Assistance	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$159</b>	<b>\$875</b>	<b>\$1,476</b>
<b>EDC Evaluation Costs</b>	<b>\$52</b>	<b>\$127</b>	<b>\$274</b>
<b>SWE Audit Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total EDC Costs<sup>[3]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>[4]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
<sup>1</sup> Implementation contractor costs.			
<sup>2</sup> EDC costs other than those identified explicitly.			
<sup>3</sup> Per the 2011 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only.			
<sup>4</sup> Per the 2011 Total Resource Cost Test Order – Net participant costs; in PA, the costs of the end-use customer.			



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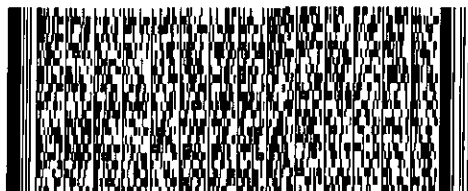
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