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April 12, 2016

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**VIA OVERNIGHT FEDERAL EXPRESS**

APR 12 2016

Rosemary Chiavetta, Secretary  
Pennsylvania Public Utility Commission  
Commonwealth Keystone Building  
400 North Street, 2<sup>nd</sup> Floor  
Harrisburg, PA 17120

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Re: West Penn Power Company Quarterly Report to the Pennsylvania Public  
Utility Commission and Act 129 Statewide Evaluator  
M-2012-2334398

Dear Secretary Chiavetta:

Enclosed please find an original, a copy and a disk of West Penn Power Company's  
Quarterly Report to the Pennsylvania Public Utility Commission and Act 129 Statewide Evaluator.

Please date stamp the copy and return to me in the enclosed, postage-prepaid envelope.  
Should you have any questions regarding this matter, please do not hesitate to contact me.

Sincerely,



Carrie M. Dunn

Enclosures

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

**For the Period  
December 1, 2015 through February 29, 2016  
Program Year 7, Quarter 3**

**RECEIVED**

APR 12 2016

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

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

Prepared by West Penn Power Company and ADM Associates, Inc.

For

West Penn Power Company  
Docket No. M-2012-2334398  
April 15, 2016

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## Acronyms

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

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

## **1 Overview of Portfolio**

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

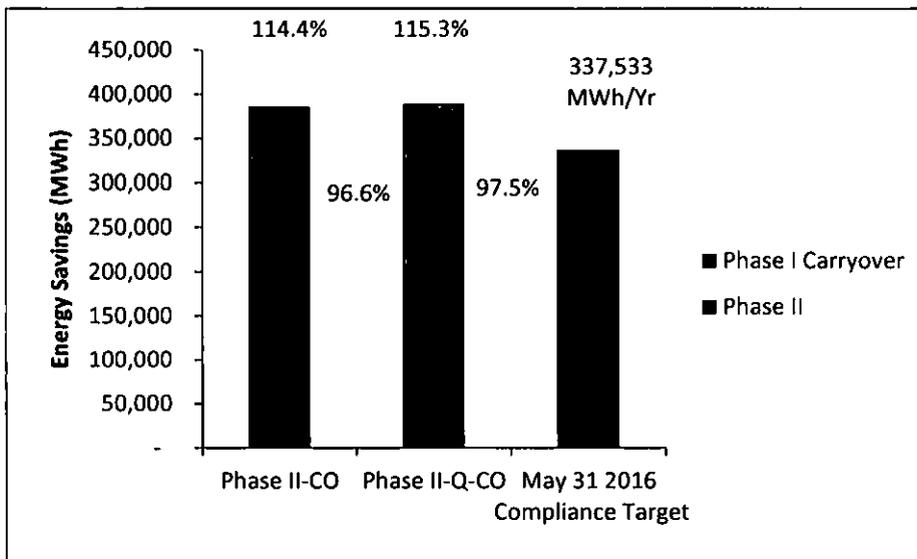
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for West Penn Power Company (West Penn Power or Company) in the 3rd quarter of Program Year 7 (PY7), defined as December 1, 2015 through February 29, 2016, as well as the cumulative accomplishments of the programs since inception of Phase II. This report also includes the energy savings carried over from Phase I that will be applied towards the Company's savings compliance targets for Phase II. The Phase I carryover values as listed in this quarterly report are based on the Company's Final Phase I report to the Commission.

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

### 1.1 Summary of Achievements

West Penn Power has achieved 96.6 percent of the May 31, 2016 energy savings compliance target, based on cumulative program inception to date (Phase II) reported gross energy savings<sup>1</sup>, and 115.3 percent of the energy savings compliance target, based on Phase II-Q-CO<sup>2</sup> (or Phase II-CO until verified savings are available for PY6) gross energy savings achieved through PY7Q3, as shown in Figure 1-1. (Phase II-Q)<sup>3</sup> is also shown in Figure 1-1.

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

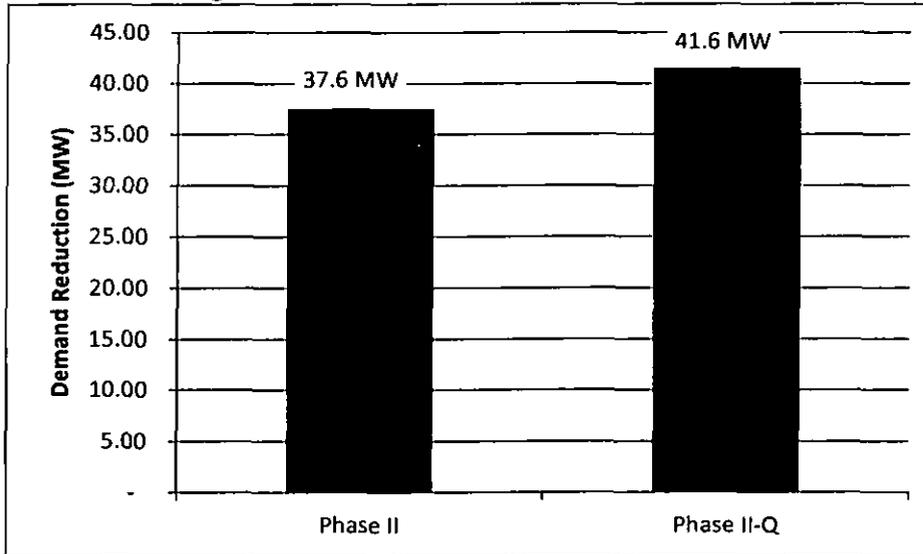


<sup>1</sup> Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

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

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

Figure 1-2: Phase II Portfolio Demand Reduction



West Penn Power has achieved 41.6 MW of demand reduction through PY7Q3<sup>4</sup>.

There are six broad groups of measures available to the low-income sector at no cost to the customer, compared to a total of 40 broad measure categories included in the Company's EE&C Plan. These groups of measures offered to the low-income sector therefore comprise 15.0% of the total measures offered. As required by the Phase II goal, this exceeds the fraction of the electric consumption of the utility's low-income households divided by the total electricity consumption in the West Penn Power territory which is 8.8%.<sup>5</sup> The Phase II reported gross energy savings achieved in the low-income sector is 31,614 MWh/yr<sup>6</sup>; this is 9.7% percent of the Phase II total portfolio reported gross energy savings. This exceeds the goal of 4.5% of the Phase II savings.

West Penn Power has also achieved 84.0% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and

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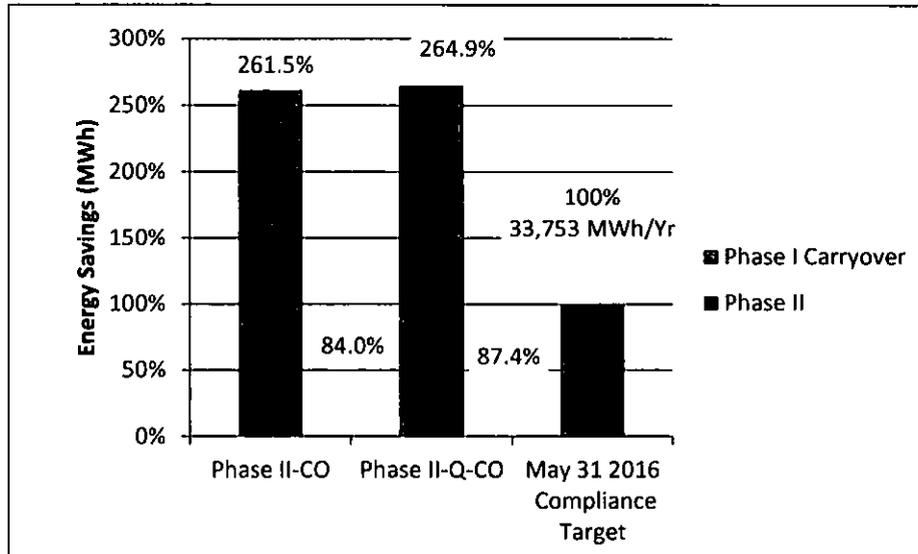
<sup>4</sup> There is no compliance target for demand reduction in Phase II.

<sup>5</sup> Act 129 includes a provision requiring electric distribution companies to offer a number of energy efficiency measures to low-income households that are "proportionate to those households' share of the total energy usage in the service territory." 66 Pa.C.S. §2806.1(b)(i)(G). The Company's Act 129 EE&C Plan includes hundreds of distinct measures that are consolidated into 128 archetypal measures and 40 broad measure categories. For low-income reporting purposes, six of these 40 broad measure categories are offered at no cost to the Company's low-income residential customers.

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

264.9% of the target based on Phase II-Q-CO (or Phase II-CO until verified savings are available for PY6) gross energy savings achieved through PY7Q3, as shown in Figure 1-3.

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



## 1.2 Program Updates and Findings

- **Appliance Turn-in:**  
On November 23, 2015, JACO Environmental unexpectedly ceased appliance recycling operations. All outstanding customer rebate payments were made paid during February 2016. KEY Recycling was contracted to pick up appliances that customers had scheduled to be picked up with JACO prior to the closure. All of those units will be picked up no later than March 2016. Prior to the program suspension, over 1,870 appliances were picked up and recycled during PY7Q2.
- **Energy Efficient Products:**  
Program continues to track ahead of goal primarily due to POS lighting and the consumer electronics program.
- **Home Performance:**  
New Construction: During the quarter, 146 homes were completed under the program. Program participation in West Penn Power remains steady.  
  
Online Audit: West Penn Power continues to send Energy Conservation Kits to customers as a result of completing an Online Audit. During P7Q3 over 1,100 kits were delivered to West Penn Power customers.

**Comprehensive Audit:** The Company continues to recruit new contractors into program and market the program to customers. Bi-monthly program webinars are also hosted with contractors to go over best practices and program updates.

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

**Opt-in Kits:** During PY7Q3, over 3,800 Opt-In Kits were delivered to customers in West Penn Power upon enrollment into the program.

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

- **Low Income / WARM:**

The Program continued its marketing efforts to identify and reach income-qualified customers in the West Penn Power territory during PY7Q3. APPRISE Inc. was hired as part of a WARM Program evaluation and may provide recommendations that will improve the WARM Plus and/or Extra Measures Program as well. Due to challenges in receiving customer applications, FirstEnergy contracted with Garrison Hughes Advertising in December 2015 to conduct market research and develop a marketing plan.

- **WARM Extra Measures/WARM Plus:**

One heat pump water heater installation was completed in the West Penn Power area during PY7Q3. Requests for Proposals (RFP) for WARM Plus and WARM LIURP/Extra Measures were issued in January 2016. Coordination efforts with People's Gas and Columbia Gas's LIURP Programs continue. Columbia Gas's Audit & Rebate (A&R) Program coordination procedure was finalized and coordination of jobs is underway. A formal coordination process is being developed with UGI.

- **Multi-Family:**

West Penn Power continues to identify and serve Multi-Family units/customers. A Request for Proposal (RFP) for Multi-Family implementation contractors was issued in January 2016.

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

West Penn Power continues to receive and process applications under Phase II for this program. This quarter, the Company initiated two (2) communications – a) The End of Phase II Communication & b) Farewell to T12 Fluorescent Lighting. These communications are targeted at both, customers and program allies:

- i. Company posted both communications on the program website;
- ii. Customers and Program Allies received these communications via an e-campaign

The ICSP continues with its past strategy to conduct outreach campaign through program ally network, direct marketing and one-on-one outreach by the program staff.

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

West Penn Power continues to receive and process applications under Phase II.

This quarter, the Company initiated the End of Phase II Communication; this communication is targeted at both, customers and program allies:

- i. Company posted this communication on the program website;
- ii. Customers and Program Allies received this communication via an e-campaign

The ICSP continues with its outreach and marketing efforts that are focused on direct marketing to building owners/operators, design/build contractors, and engineering and architectural firms by promoting the Building Program Guidelines document plus number of marketing pieces that are targeted at professionals and decision makers in this market segment. Based on the year-to-date results, the ICSP has revised its 60-Day outlook marketing plan to build a momentum in this program. An uptick in new project applications coming through this program are also a result of outreach to upstream program allies. 2,801 kits were shipped to customers this quarter.

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

West Penn Power continues to receive and process applications under Phase II. This quarter, the Company initiated two (2) communications – a) The End of Phase II Communication & b) Farewell to T12 Fluorescent Lighting. These communications are targeted at both, customers and program allies:

- i. Company posted both communications on the program website;
- ii. Customers and Program Allies received these communications via an e-campaign

The ICSP markets this program through program ally network and one-on-one outreach by the program staff.

West Penn Power continues to receive and process applications under Phase II.

Also, this quarter, the Company initiated the End of Phase II Communication; this communication is targeted at both, customers and program allies:

- i. Company posted this communication on the program website;
- ii. Customers and Program Allies received this communication via an e-campaign

The ICSP continues with its outreach and marketing efforts that are focused on direct marketing to building owners/operators, design/build contractors, and engineering and architectural firms by promoting the Building Program Guidelines document plus number of marketing pieces that

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are targeted at professionals and decision makers in this market segment. Based on the year-to-date results, the ICSP has revised its 60-Day outlook marketing plan to build a momentum in this program. An uptick in new project applications coming through this program are also a result of outreach to upstream program allies. No kits were shipped to customers this quarter.

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

West Penn Power continues to receive and process applications under Phase II. This quarter, Company initiated two (2) communications a) The End of Phase II Communication & b) Farewell to T12 Fluorescent Lighting. These communications are targeted at both, customers and program allies:

- i. Company posted both communications on the program website;
- ii. Customers and Program Allies received these communications via an e-campaign.

The Company also utilized Customer Support Account Managers and Area Managers to get these communications out to GNI customers. The ICSP continues to market the program through traditional marketing channels plus a direct one-on-one outreach by the program staff.

### **1.3 Evaluation Updates and Findings**

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

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

ADM has pulled initial samples for all nonresidential programs. In Q3, ADM continued to evaluate large above-threshold C/I projects in Q3, and also started on-site inspections for sampled nonresidential projects started in Q3. ADM continued tracking and reporting system reviews and desk reviews of selected residential projects in Q3. Verification surveys for residential programs will start in early Q4.

## 2 Summary of Energy Impacts by Program

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

Figure 2-1: Phase II Reported Gross Energy Savings by Program

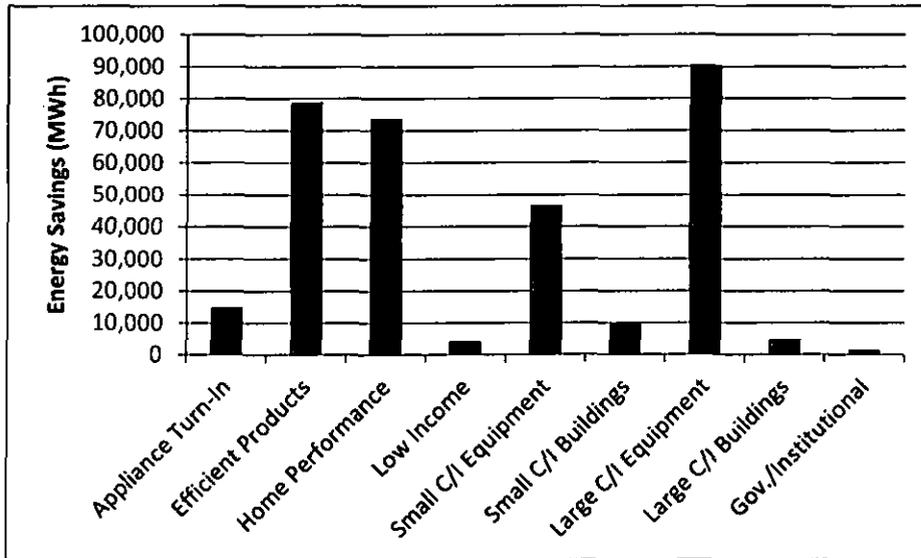
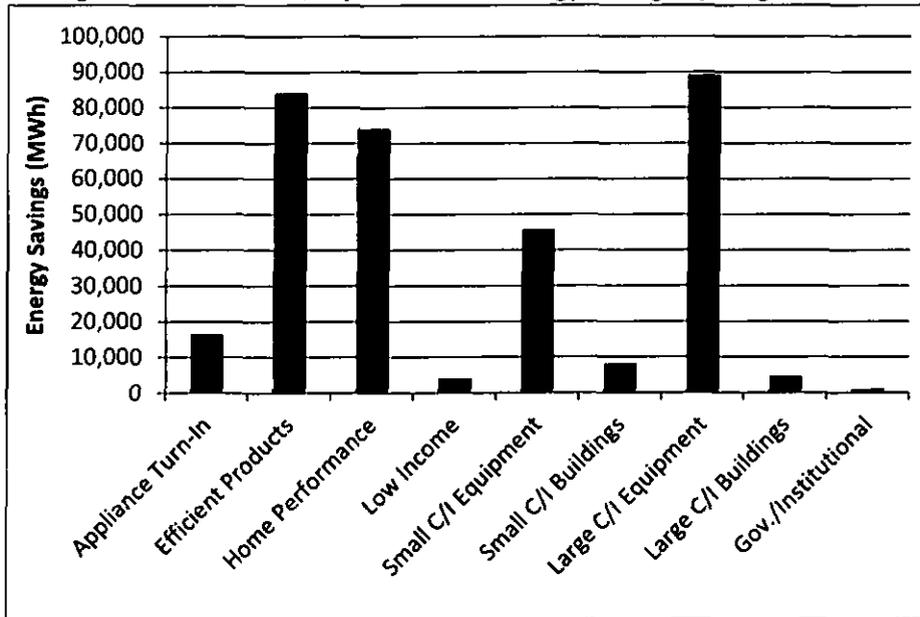


Figure 2-2: Phase II-Q Reported Gross Energy Savings by Program



A summary of energy impacts by program through PY7Q3 is presented in Table 2-1.

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

Program	Participants			Reported Gross Impact (MWh/Year)			
	IQ	PYTD	Phase II	IQ	PYTD	Phase II	Phase II- Q <sup>7</sup>
Appliance Turn-In	0	4,036	17,296	0	4,493	14,901	16,692
Energy Efficient Products	104,202	239,976	719,467	7,268	17,959	79,115	84,321
Home Performance	5,159	12,693	44,664	16,880	42,650	73,790	74,357
Low Income / WARM	398	1,138	11,981	315	880	4,521	4,344
C/I Small Energy Efficient Equipment	146	485	1,410	6,509	15,638	46,575	45,975
C/I Small Energy Efficient Buildings	1,190	2,766	8,972	1,154	3,802	9,866	8,211
C/I Large Energy Efficient Equipment	13	56	217	5,764	24,840	90,752	89,355
C/I Large Energy Efficient Buildings	3	11	40	1,093	3,047	4,958	4,753
Government, & Institutional	29	39	68	182	362	1,635	1,227
<b>TOTAL PORTFOLIO</b>	111,140	261,200	804,115	39,164	113,672	326,114	329,236
Carry Over Savings from Phase I <sup>8</sup>							59,929
<b>Total Phase II-Q-CO</b>							389,165

<sup>7</sup> Phase II cumulative savings reflect PY5 and PY6 verified savings and reported savings for PY7.

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

### 3 Summary of Demand Impacts by Program

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

Figure 3-1: Phase II Demand Reduction by Program

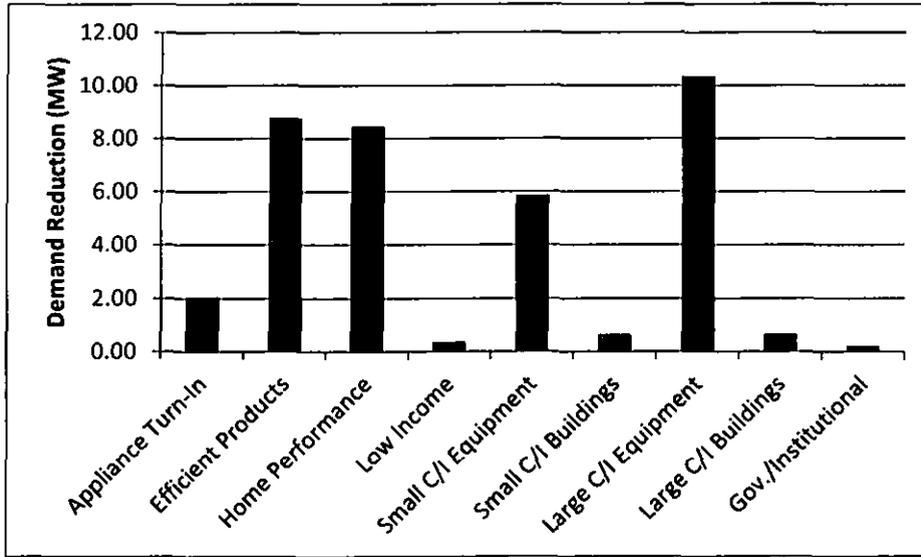
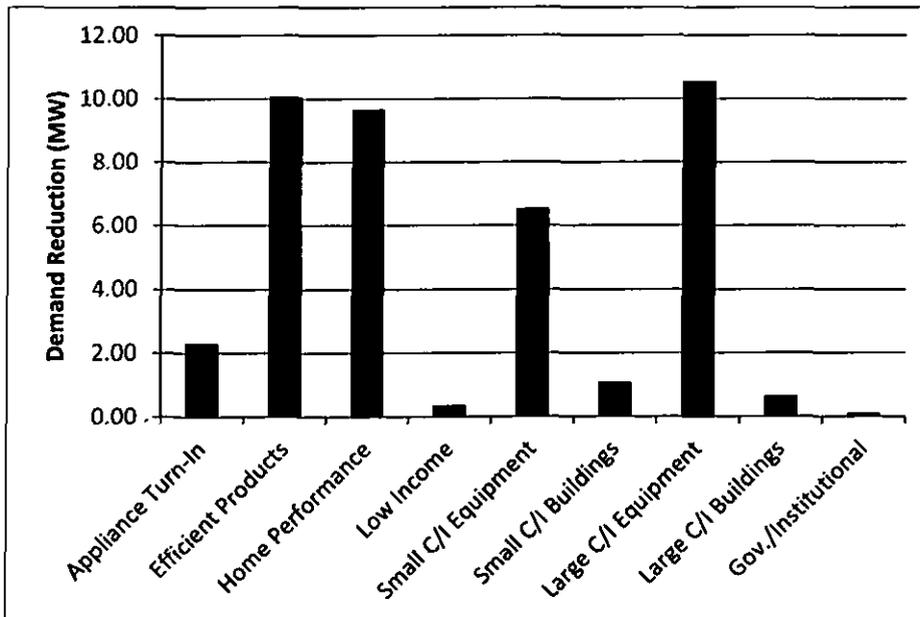


Figure 3-2: Phase II-Q Demand Reduction by Program



A summary of total demand reduction impacts by program through PY7Q3 is presented in Table 3-1.

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

Program	Participants			Reported Gross Impact (MW)			
	IQ	PYTD	Phase II	IQ	PYTD	Phase II	Phase II- Q <sup>9</sup>
	Appliance Turn-In	0	4,036	17,296	0.00	0.55	2.08
Energy Efficient Products	104,202	239,976	719,467	0.94	2.68	8.80	10.09
Home Performance	5,159	12,693	44,664	6.93	7.34	8.48	9.69
Low Income / WARM	398	1,138	11,981	0.03	0.09	0.39	0.39
C/I Small Energy Efficient Equipment	146	485	1,410	0.70	1.86	5.88	6.56
C/I Small Energy Efficient Buildings	1,190	2,766	8,972	0.13	0.40	0.67	1.12
C/I Large Energy Efficient Equipment	13	56	217	0.74	3.23	10.37	10.57
C/I Large Energy Efficient Buildings	3	11	40	0.13	0.40	0.67	0.67
Government, & Institutional	29	39	68	0.04	0.06	0.23	0.14
<b>TOTAL PORTFOLIO</b>	<b>111,140</b>	<b>261,200</b>	<b>804,115</b>	<b>9.63</b>	<b>16.59</b>	<b>37.58</b>	<b>41.56</b>

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

## 4 Summary of Finances

### 4.1 Portfolio Level Expenditures

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

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

	Quarter 3 (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$1,698	\$5,271	\$16,317
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$1,698</b>	<b>\$5,271</b>	<b>\$16,317</b>
Design & Development	\$27	\$124	\$284
Administration, Management and Technical Assistance <sup>[1]</sup>	\$1,870	\$5,540	\$26,079
Marketing	\$188	\$688	\$2,759
<b>Subtotal EDC Implementation Costs</b>	<b>\$2,085</b>	<b>\$6,352</b>	<b>\$29,123</b>
EDC Evaluation Costs	\$89	\$473	\$1,248
SWE Audit Costs	-\$270	\$81	\$1,148
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$3,602</b>	<b>\$12,177</b>	<b>\$47,835</b>
<b>Participant Costs<sup>[3]</sup></b>			
<b>Total TRC Costs<sup>[4]</sup></b>			

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

## 4.2 Program Level Expenditures

Program-specific finances are shown in the following tables.

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$64	\$281	\$961
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$64</b>	<b>\$281</b>	<b>\$961</b>
Design & Development	\$2	\$11	\$25
Administration, Management and Technical Assistance <sup>(1)</sup>	\$25	\$356	\$1,634
Marketing	\$0	\$98	\$463
<b>Subtotal EDC Implementation Costs</b>	<b>\$28</b>	<b>\$465</b>	<b>\$2,122</b>
EDC Evaluation Costs	\$3	\$15	\$38
SWE Audit Costs	-\$23	\$7	\$99
<b>Total EDC Costs<sup>(2)</sup></b>	<b>\$71</b>	<b>\$768</b>	<b>\$3,220</b>
<b>Participant Costs<sup>(3)</sup></b>			
<b>Total TRC Costs<sup>(4)</sup></b>			

**NOTES**

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

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

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

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

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

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

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$509	\$1,453	\$4,597
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$509</b>	<b>\$1,453</b>	<b>\$4,597</b>
Design & Development	\$3	\$14	\$33
Administration, Management and Technical Assistance <sup>(1)</sup>	\$258	\$716	\$3,469
Marketing	\$31	\$98	\$498
<b>Subtotal EDC Implementation Costs</b>	<b>\$293</b>	<b>\$829</b>	<b>\$3,999</b>
EDC Evaluation Costs	\$19	\$93	\$198
SWE Audit Costs	-\$31	\$9	\$133
<b>Total EDC Costs<sup>(2)</sup></b>	<b>\$789</b>	<b>\$2,384</b>	<b>\$8,927</b>
Participant Costs <sup>(3)</sup>			
<b>Total TRC Costs<sup>(4)</sup></b>			
<b>NOTES</b>			
Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.			
Costs shown above include startup expenses prior to June 1, 2013.			
<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance			
<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.			
<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs			

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

	<b>Quarter 3 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$345	\$891	\$2,668
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$345</b>	<b>\$891</b>	<b>\$2,668</b>
Design & Development	\$8	\$35	\$81
Administration, Management and Technical Assistance <sup>(1)</sup>	\$420	\$1,204	\$8,802
Marketing	\$32	\$122	\$496
<b>Subtotal EDC Implementation Costs</b>	<b>\$459</b>	<b>\$1,362</b>	<b>\$9,379</b>
EDC Evaluation Costs	\$13	\$71	\$146
SWE Audit Costs	-\$77	\$23	\$329
<b>Total EDC Costs<sup>(2)</sup></b>	<b>\$740</b>	<b>\$2,347</b>	<b>\$12,521</b>
Participant Costs <sup>(3)</sup>			
<b>Total TRC Costs<sup>(4)</sup></b>			
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.</i>			
<i>Costs shown above include startup expenses prior to June 1, 2013.</i>			
<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance			
<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.			
<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs			

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$0	\$0	\$1
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1</b>
<b>EDC Implementation Costs</b>			
Design & Development	\$5	\$23	\$53
Administration, Management and Technical Assistance <sup>(1)</sup>	\$610	\$1,559	\$5,026
Marketing	\$10	\$31	\$112
<b>Subtotal EDC Implementation Costs</b>	<b>\$625</b>	<b>\$1,613</b>	<b>\$5,192</b>
<b>EDC Evaluation Costs</b>			
EDC Evaluation Costs	\$7	\$59	\$232
SWE Audit Costs	-\$51	\$15	\$214
<b>Total EDC Costs<sup>(2)</sup></b>	<b>\$582</b>	<b>\$1,688</b>	<b>\$5,639</b>
<b>Participant Costs<sup>(3)</sup></b>			
<b>Total TRC Costs<sup>(4)</sup></b>			

**NOTES**

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

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

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

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

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

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

<sup>5</sup> Negative values represent accounting adjustments from prior periods.

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

	<b>Quarter 3 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$388	\$989	\$2,834
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$388</b>	<b>\$989</b>	<b>\$2,834</b>
Design & Development	\$4	\$20	\$47
Administration, Management and Technical Assistance <sup>(1)</sup>	\$274	\$799	\$3,452
Marketing	\$52	\$159	\$567
<b>Subtotal EDC Implementation Costs</b>	<b>\$330</b>	<b>\$978</b>	<b>\$4,065</b>
EDC Evaluation Costs	\$17	\$82	\$216
SWE Audit Costs	-\$44	\$13	\$188
<b>Total EDC Costs<sup>(2)</sup></b>	<b>\$692</b>	<b>\$2,062</b>	<b>\$7,304</b>
Participant Costs <sup>(3)</sup>			
<b>Total TRC Costs<sup>(4)</sup></b>			
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.</i>			
<i>Costs shown above include startup expenses prior to June 1, 2013.</i>			
<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance			
<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.			
<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs			

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$72	\$185	\$529
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$72</b>	<b>\$185</b>	<b>\$529</b>
<i>Design &amp; Development</i>	\$2	\$7	\$17
Administration, Management and Technical Assistance <sup>[1]</sup>	\$101	\$316	\$1,140
Marketing	\$29	\$81	\$254
<b>Subtotal EDC Implementation Costs</b>	<b>\$132</b>	<b>\$404</b>	<b>\$1,411</b>
<b>EDC Evaluation Costs</b>	<b>\$2</b>	<b>\$8</b>	<b>\$27</b>
<b>SWE Audit Costs</b>	<b>-\$16</b>	<b>\$5</b>	<b>\$67</b>
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$190</b>	<b>\$602</b>	<b>\$2,034</b>
<b>Participant Costs<sup>[3]</sup></b>			
<b>Total TRC Costs<sup>[4]</sup></b>			
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.</i>			
<i>Costs shown above include startup expenses prior to June 1, 2013.</i>			
<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance			
<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.			
<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs			

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

	<b>Quarter 3 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$263	\$1,332	\$4,396
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$263</b>	<b>\$1,332</b>	<b>\$4,396</b>
Design & Development	\$1	\$5	\$12
Administration, Management and Technical Assistance <sup>(1)</sup>	\$80	\$278	\$1,229
Marketing	\$13	\$39	\$153
<b>Subtotal EDC Implementation Costs</b>	<b>\$95</b>	<b>\$323</b>	<b>\$1,394</b>
EDC Evaluation Costs	\$25	\$130	\$340
SWE Audit Costs	-\$11	\$3	\$47
<b>Total EDC Costs<sup>(2)</sup></b>	<b>\$371</b>	<b>\$1,788</b>	<b>\$6,177</b>
Participant Costs <sup>(3)</sup>			
<b>Total TRC Costs<sup>(4)</sup></b>			
<b>NOTES</b>			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.</i>			
<i>Costs shown above include startup expenses prior to June 1, 2013.</i>			
<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance			
<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.			
<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs			

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$48	\$123	\$252
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$48</b>	<b>\$123</b>	<b>\$252</b>
Design & Development	\$1	\$3	\$7
Administration, Management and Technical Assistance <sup>[1]</sup>	\$44	\$128	\$433
Marketing	\$7	\$22	\$74
<b>Subtotal EDC Implementation Costs</b>	<b>\$52</b>	<b>\$153</b>	<b>\$514</b>
EDC Evaluation Costs	\$2	\$9	\$35
SWE Audit Costs	-\$6	\$2	\$26
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$96</b>	<b>\$286</b>	<b>\$827</b>
Participant Costs <sup>[3]</sup>			
<b>Total TRC Costs<sup>[4]</sup></b>			

**NOTES**

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

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

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

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

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

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

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

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$9	\$19	\$79
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$9</b>	<b>\$19</b>	<b>\$79</b>
Design & Development	\$1	\$5	\$11
Administration, Management and Technical Assistance <sup>[1]</sup>	\$58	\$184	\$894
Marketing	\$12	\$36	\$142
<b>Subtotal EDC Implementation Costs</b>	<b>\$72</b>	<b>\$225</b>	<b>\$1,047</b>
EDC Evaluation Costs	\$1	\$6	\$16
SWE Audit Costs	-\$10	\$3	\$43
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$72</b>	<b>\$253</b>	<b>\$1,185</b>
<b>Participant Costs<sup>[3]</sup></b>			
<b>Total TRC Costs<sup>[4]</sup></b>			

**NOTES**

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

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

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

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

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

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

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

