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JAN 15 2016

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

January 15, 2016

**Via Federal Express**

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

**Re: PUC Docket No. M-2012-2333992  
Phase II Energy Efficiency and Conservation Program Quarterly Report for  
September 1, 2015 through November 30, 2015**

Dear Secretary Chiavetta:

In accordance with the Commission's Secretarial Letter dated May 25, 2011 (Docket No. M-2008-2069887), enclosed is PECO's Phase II Quarterly Energy Efficiency & Conservation Report for the period September 1, 2015 through November 30, 2015.

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,

A handwritten signature in black ink, appearing to read "R. Chiavetta".

cc: C. Walker-Davis, Director, Office of Special Assistants  
P. T. Diskin, Director, Bureau of Technical Utility Services  
D. P. Hosler, 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

For the Period  
September 2015 through November 2015  
Program Year 7, Quarter 2

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JAN 15 2016

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

For Pennsylvania Act 129 of 2008  
Energy Efficiency and Conservation Plan

Prepared by Navigant Consulting, Inc.

For

PECO Energy Company

January 15, 2016

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## Acronyms

A/C	Air Conditioning
ARCA	Appliance Recycling Centers of America
ASHP	Air Source Heat Pump
C&I	Commercial and Industrial
CAC	Central Air Conditioning
CDO	Commercial Date of Operation
CFL	Compact Fluorescent Lamp
CHP	Combined Heat and Power
CSP	Conservation Service Provider
DHW	Domestic Hot Water
EDC	Electric Distribution Company
EE&C	Energy Efficiency and Conservation
GNI	Government, Nonprofit, Institutional
HVAC	Heating, Ventilating, and Air Conditioning
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
PECO	PECO Energy Company
Phase II	June 1, 2013 to May 31, 2016
Phase II Savings	Cumulative Ex Ante Program/Portfolio Phase II Inception to Date
Phase II-CO Savings	Cumulative Ex Ante Program/Portfolio Phase II Inception to Date including Carry-Over Savings from Phase I
Phase II-Q Savings	Phase II verified gross savings from the beginning of Phase II + PYTD reported gross savings

Phase II-Q-CO Savings	Phase II verified gross savings from the beginning of Phase II + verified Carry-Over Savings from Phase I + PYTD reported gross savings
PY5	Program Year 2013, from June 1, 2013 to May 31, 2014
PY6	Program Year 2014, from June 1, 2014 to May 31, 2015
PY7	Program Year 2015, from June 1, 2015 to May 31, 2016
PYTD	Program Year to Date
RAP	Resource Action Programs
SAR	Smart Appliance Recycling
SBR	Smart Builder Rebates
SBS	Smart Business Solutions
SCI	Smart Construction Incentives
SEI	Smart Equipment Incentives
SES	Smart Energy Saver
SHC	Smart House Call
SHR	Smart Home Rebates
SMFS	Smart Multifamily Solutions
SOS	Smart On-Site
SUP	Smart Usage Profile
SWE	Statewide Evaluator
TRC	Total Resource Cost
TRM	Technical Reference Manual

## 1 Overview of Portfolio

Pennsylvania Act 129, 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 the Pennsylvania Public Utility Commission (PA PUC) approved—pursuant to these goals. In early 2013, each EDC filed new EE&C plans with the PA PUC for Phase II (June 2013 through May 2016) of the Act 129 programs. The PA PUC subsequently approved these plans in 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 the PECO Energy Company (PECO) in the second quarter (Q2) of Program Year 7 (PY7), defined as September 1, 2015 through November 30, 2015, as well as the cumulative accomplishments of the programs since the inception of Phase II. Additionally, this report documents the verified energy savings carried over from Phase I. The Phase I carry-over savings count toward EDC savings compliance targets for Phase II.

Navigant Consulting, Inc. (Navigant) is evaluating the programs, including the measurement and verification (M&V) of savings. Navigant will report the verified savings for PY7 in the Annual Report, which PECO will file on November 15, 2016.

## 1.1 Carry-Over Savings

According to the Phase II Implementation Order, the PA PUC allows PECO to “carry over” megawatt-hour (MWh) savings in excess of its Phase I compliance target into Phase II of Act 129. The total, verified savings based on the technical reference manual (TRM) that PECO reported for Phase I was 1,399,242 MWh. The PA PUC tentatively accepted this value in its Act 129 Phase I Compliance Determination Order.<sup>11</sup> At the time PECO filed its Phase I Final Report, there were three combined heat and power (CHP) projects—one in the commercial and industrial (C&I) sector and two in the government, nonprofit, institutional (GNI) sector—that had commercial dates of operation (CDO) in Phase I. However, these were completed too late in the program year for Navigant to fully verify them. Per the statewide evaluator’s (SWE’s) September 13, 2013 guidance memo on reporting unverified savings,<sup>12</sup> PECO presented reported (unverified) savings for these projects in the Phase I report. Navigant has since fully evaluated these three projects, and the verified savings total 25,101 MWh. In combination with the TRM-verified savings from Phase I, PECO’s total TRM-verified savings from Phase I are, therefore, 1,424,343 MWh. This amount exceeds PECO’s Phase I compliance target of 1,181,550 MWh by 242,793 MWh, which is the amount that PECO is carrying over into Phase II. Table 1-1 summarizes these savings.

**Table 1-1. Savings from Phase I Carried into Phase II**

	Savings (MWh)
Phase I TRM-Verified Savings Excluding CHP	1,399,242
Phase I CHP Verified Savings	25,101
<b>Total Phase I Verified Savings</b>	<b>1,424,343</b>
Phase I Energy Compliance Target	1,181,550
Verified Carry-Over Savings	242,793

*Sources: PECO and Navigant analysis*

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<sup>11</sup> Pennsylvania Public Utilities Commission, *Act 129 Phase I Compliance Determination Order*, March 20, 2014, p.6.

<sup>12</sup> Statewide Evaluator, *Guidance Memo GM-021, Reporting Unverified Energy and Peak Demand Savings for Phase I Projects in the Act 129 Phase I Final Report*. September 13, 2013.

## 1.2 Summary of Achievements

PECO has achieved 80 percent of the May 31, 2016 energy savings compliance target based on cumulative program inception to date (Phase II-CO<sup>1</sup>) reported gross energy savings<sup>2</sup> and 89 percent of the energy savings compliance target based on Phase II-Q-CO<sup>3</sup> gross energy savings achieved through PY7 Q2, as shown in Figure 1-1.

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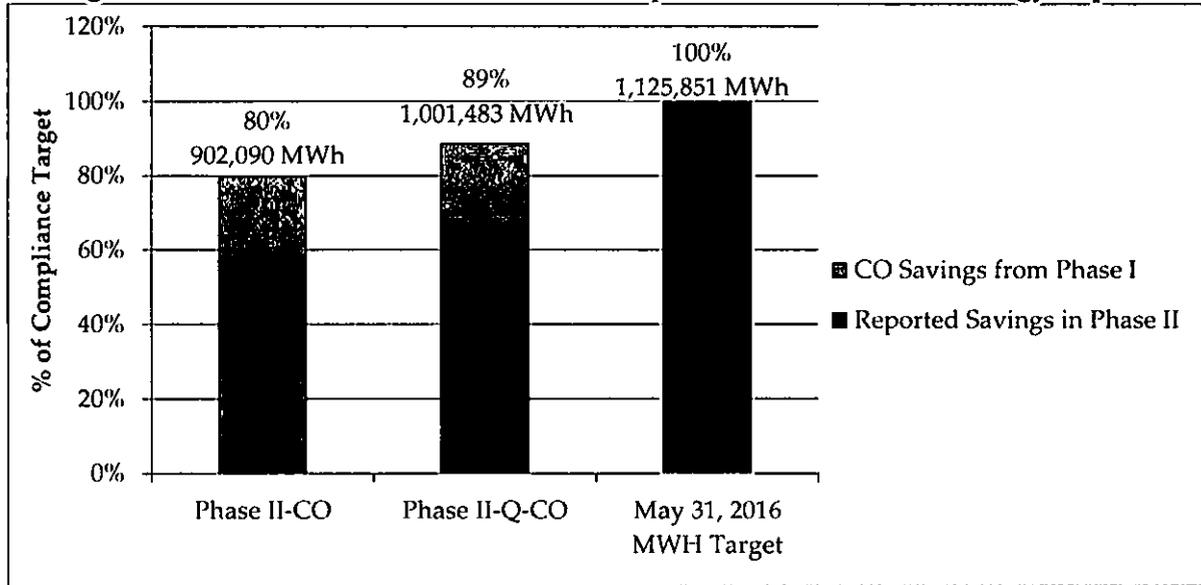
<sup>1</sup> Phase II-CO is the cumulative ex ante program/portfolio savings from the inception of Phase II to date, including carry-over savings from Phase I.

<sup>2</sup> Phase II reported gross savings are the 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>3</sup> Phase II-Q-CO gross savings are the Phase II verified gross savings from the beginning of Phase II, including verified carry-over savings from Phase I added to the program year to date (PYTD) reported gross savings.

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



Sources: PECO and Navigant analysis

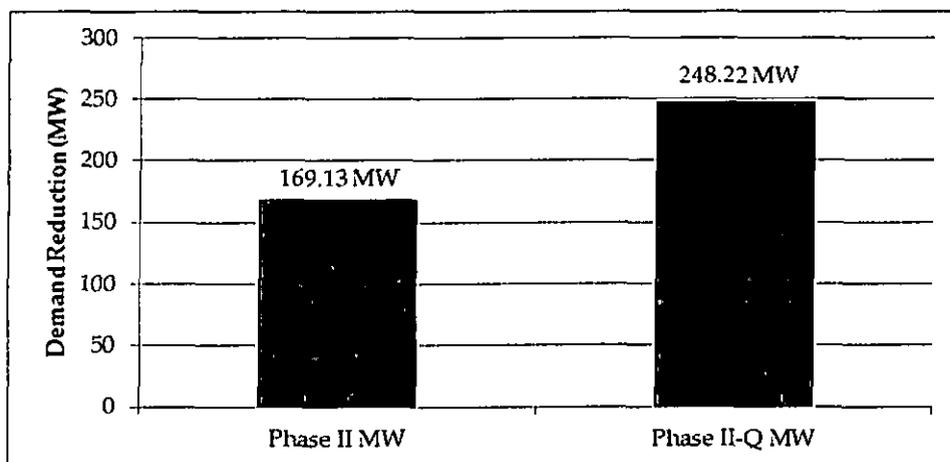
PECO has achieved 169.13 megawatts (MW) of demand reduction through the end of PY7 Q2 based on cumulative reported gross demand savings and 248.22 MW of demand reduction based on Phase II-Q,<sup>4</sup> as shown in Figure 1-2.

**Figure 1-2. Phase II Portfolio Demand Reduction<sup>5,6</sup>**

<sup>4</sup> Unlike Phase I, there is no compliance target for demand reduction in Phase II.

<sup>5</sup> Phase II MW equals Phase II demand savings to date.

<sup>6</sup> Phase II-Q MW equals Phase II verified gross demand savings from the beginning of Phase II plus PYTD reported gross demand savings.



Sources: PECO and Navigant analysis

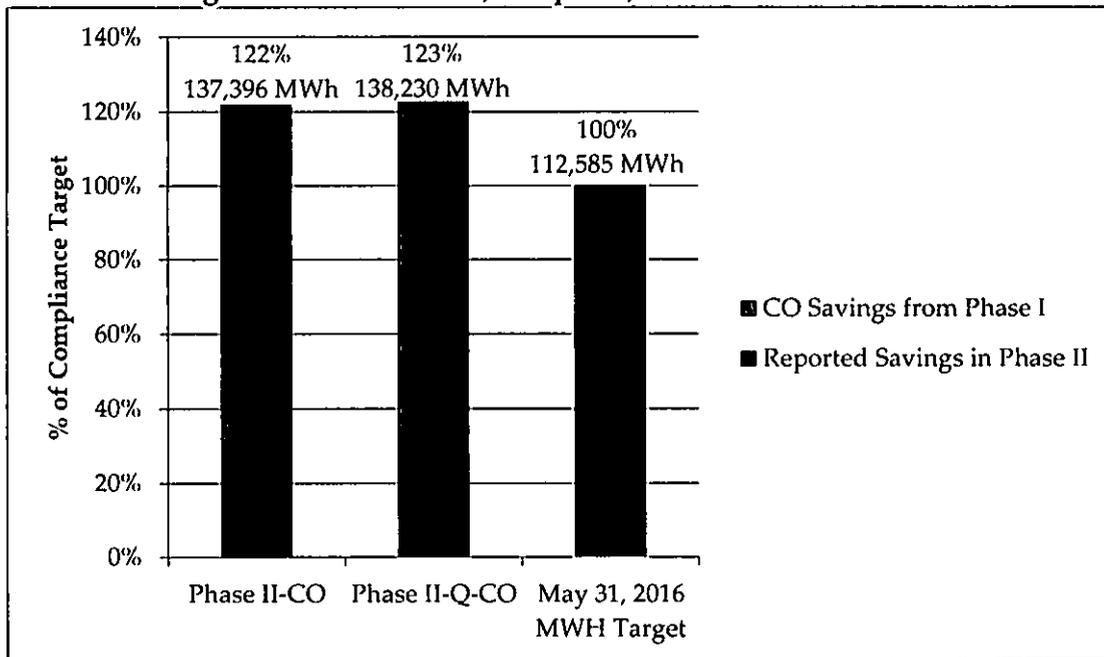
There are 18 measures available to the low-income sector at no cost to the customer. These measures make up 14 percent of the total measures offered. This exceeds the Phase II goal, which is the fraction of the electricity consumption of the utility’s low-income households divided by the total electricity consumption in PECO territory (8.8 percent).<sup>7</sup> The Phase II reported gross energy savings achieved in the low-income sector are 45,241 MWh.

PECO achieved 122 percent of the May 31, 2016 energy reduction compliance target for the GNI sector based on Phase II reported gross energy savings and 123 percent of the target based on Phase II-Q-CO gross energy savings achieved through Q2, as shown in Figure 1-3.

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<sup>7</sup> Act 129 includes a provision requiring EDCs to offer a number of energy efficiency measures to low-income households that are “proportionate to those households’ share of the total energy usage in the service territory.” 66 Pa.C.S. §2806.1(b)(i)(G).

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



Sources: PECO and Navigant analysis

### 1.3 Program Updates and Findings

- Smart Appliance Recycling (SAR) program:** In PY7 Q2, the residential component of the SAR program continued to have strong participation. PY7 Q2 had approximately 3,029 participants, with 3,187 units recycled. This is roughly two-thirds of the number of units recycled in PY7 Q1, which had the highest number of appliances recycled (4,813) in a single quarter since the inception of the program. Navigant believes the decrease between Q1 and Q2 is due to JACO Environmental’s unexpected cessation of operation from being placed in receivership. Refrigerators made up 85 percent of the PY7 Q2 recycled units, similar to the percentage of refrigerators collected in PY7 Q1. Additionally, customers reported that new appliances replaced seven percent of recycled units. This is a decrease in comparison to PY7 Q1, when PECO reported replacing 13 percent of recycled units.

For the non-residential component (under the Smart Equipment Incentives, or SEI, program), there were 14 C&I participants in PY7 Q2 that recycled 15 units. All of the recycled appliances were refrigerators, and new appliances replaced only one of the 15 units. PY7 Q2’s participation was significantly less than PY7 Q1, when a quarterly record high of 74 C&I units were recycled. The replacement percentage was also lower in

comparison to PY7 Q1, when C&I customers reported replacing 10 percent of units. Additionally, two GNI participants recycled two appliances in PY7 Q2—reportedly replacing one freezer and one refrigerator. The number of SEI-GIN units recycled in PY7 Q2 was lower than in PY7 Q1, which had a record high of 13 units recycled. Review of the Q2 data found all financial reporting to be accurate and consistent.

- **Smart Home Rebates (SHR) program:** In PY7 Q2, lighting measures produced 94 percent of the SHR program’s energy savings and 82 percent of its demand savings. This is an increase relative to the 90 percent energy savings and the 71 percent demand savings verified in PY6. Non-lighting measures produced the remaining six percent of energy savings and 18 percent of demand savings. Central air conditioning units and air source heat pumps (ASHPs) produced 62 percent of non-lighting energy savings.

Bulb sales for PY7 Q2 were 792,370, which is 52 percent higher than sales during the previous quarter. The proportion of light-emitting diode (LED) sales declined from 67 percent in the previous quarter to 47 percent this quarter. Standard compact fluorescent lamps (CFLs) made up 45 percent of sales and specialty CFLs made up eight percent.

- **Smart House Call (SHC) program:** There were 1,822 new participants in PY7 Q2, 1,818 of whom had one or more program measures installed as of the end of PY7 Q2 (some participants have an audit or assessment performed but do not choose to have any direct install measures implemented at the time of the walkthrough). For comparison, there were 1,664 participants in PY7 Q1. Reported energy savings in PY7 Q2 are 1,851 MWh and peak demand savings are 0.2 MW. Out of the 1,822 new participants, 1,072 received assessments, 540 received audits, and 210 received a CAC Audit. In addition, 218 participants who had previously received an audit installed major measures (such as wall and ceiling insulation, insulation air sealing, and air source heat pump [ASHP] duct sealing and maintenance).
- **Smart Builder Rebates (SBR) program:** In PY7 Q2, the SBR program completed 34 new home projects, which included four electrically heated homes and 30 gas-heated homes. This excludes roughly 30 homes that did not reach completion in Q2 due to weather and other unexpected delays. More than half (62 percent) of Q2 savings came from whole-house measures—heating, ventilation, and air conditioning (HVAC), shell, and domestic hot water (DHW)—with the remainder achieved from lighting measures.
- **Smart Energy Saver (SES) program:** In the second quarter of PY7, the SES program implementer, Resource Action Programs (RAP), distributed 6,781 program kits to 211 teachers, representing 91 schools.

- **Smart Usage Profile (SUP) program:** In Q2 of PY7, the implementation contractor, Opower, continued sending home energy reports to three participant groups for a cumulative total of 135,000 randomly selected participant households. All participant waves will continue to receive reports through the end of PY7. Note that PECO revised its internal Phase II energy savings goal for this program in PY7 from 20,000 MWh to 27,000 MWh. However, the annual evaluation reports will present progress against the original 20,000 MWh goal to align with the Phase II filed plan.
- **Smart Multifamily Solutions (SMFS) program:** During PY7 Q2, 314 total participants covering the residential sector (273 participants) and C&I sectors (41 participants) received cost-free direct installation measures (there was zero participation in the GNI sector this quarter). The program claimed a reported 992 MWh of total energy savings with 0.1 MW of demand reduction this quarter. Since the beginning of PY7, the program has completed cost-free direct install measures for a total of 2,701 participants covering 2,608 residential, 89 C&I, and four GNI participants. The program claimed a reported 2,503 MWh of total energy savings with 0.3 MW of demand reduction during PY7 and has incurred an expenditure of \$0.91 million as a result of direct installation services. Since the beginning of Phase II, the program has completed cost-free direct install measures for 21,150 total participants. During Phase II, the program claimed a reported 14,667 MWh of total energy savings with 1.6 MW of demand reduction and incurred \$5.47 million in costs. As of Q2 of PY7, the program has yet to see any participation in its prescriptive channel.
- **Low-Income Energy Efficiency Program (LEEP):** Participation levels were up from PY7 Q1 participation, with 2,949 participants receiving audits as part of Component 1 in PY7 Q2. A large majority of the audits were electric baseload audits. As part of Component 2, PECO installed 5,324 bulbs through the Low-Income Usage Reduction Program (LIURP), a decrease from PY7 Q1. As part of Component 3, PECO distributed 58,000 bulbs to low-income customers, down from PY7 Q1. As part of Component 4, PECO replaced 296 refrigerators, which was also down from PY7 Q1. Approximately half of program savings accrue from direct installation measures from Components 1, 2, and 4, with the other half attributed to the CFL giveaways from Component 3. The savings are broken out across the other components as follows:
  - Component 1 accounts for 40 percent of energy savings and 41 percent of demand savings.
  - Component 2 accounts for four percent of energy savings and four percent of demand savings.
  - Component 3 accounts for 51 percent of energy savings and 50 percent of demand savings.

- Component 4 accounts for five percent of energy savings and five percent of demand savings.
- **Smart Equipment Incentives (SEI) Commercial and Industrial (C&I) Program:** In PY7 Q2, 286 participants completed 293 total retrofit projects receiving rebates from the SEI C&I program. This number (286 participants) is much greater than the second quarters of either PY6 (150 participants) or PY5 (57 participants), indicating a continued strong start to the SEI C&I program in PY7. Additionally, the energy and peak demand savings are greater than PY6 Q2 by 144 percent and 226 percent, respectively. Overall, the data continues to show that the SEI C&I program is going to be larger than both PY5 and PY6 combined.
- **SEI Government, Non-Profit, and Institutional (GNI) Program:** In PY7 Q2, 121 participants completed 123 total retrofit projects receiving rebates from the SEI GNI program. This number (121 participants) is much greater than the second quarters of either PY6 (55 participants) or PY5 (12 participants), indicating a continued strong start to the SEI GNI program in PY7. Additionally, the energy and peak demand savings are greater than PY6 Q2 by 148 percent and 419 percent, respectively. Overall, the data continues to show that the SEI GNI program is going to be larger than both PY5 and PY6 combined.
- **Smart Construction Incentives (SCI) Program:** In PY7 Q2, 42 new construction projects received rebates from the SCI program. Of the projects, 10 were in the GNI sector and 32 were in the C&I sector. The total number of participants was also 42, with each participant completing one project. The SCI program has achieved higher participation to date (with 52 participants) than in PY6 Q1 and Q2 (33 participants). The energy savings reported in PY7 Q2 were 5,384 MWh, and the demand savings reported were 0.9 MW. The energy and demand savings achieved to date have been about 10 percent less than the savings in Q1 and Q2 of PY6, thus the savings per project have been lower, on average, than in PY6.
- **Smart Business Solutions (SBS) Program:** In PY7 Q2, the SBS program operated at a steady but relatively low level of participation, targeting approximately 500 MWh of savings per month. A total of 30 customers (one of which was in the GNI sector) participated in the program in Q2, with annual savings estimated at 990 MWh. Projects replacing linear fluorescent fixtures with more efficient high-performance T8 and T5 fixtures accounted for 89 percent of program savings in Q2.
- **Smart On-Site (SOS) Program:** The program did not process any CHP projects in Q2. However, the program is tracking the progress of several projects and anticipates the

completion of those projects prior to the end of Phase II. There are currently seven projects with reserved incentive funds and estimated completion dates in Phase II.

- **Residential Smart Air Conditioning (A/C) Saver Program:** The Residential Smart A/C Saver program had 66,832 registered participants representing 77,881 devices at the end of PY7 Q2. The program was active through September 2015. The program has concluded for the PY7 cooling season and PECO expects to resume the program in the first quarter of PY8.
- **Commercial Smart A/C Saver Program:** The Commercial Smart A/C Saver program had 1,755 registered participants representing 3,166 devices at the end of PY7 Q2. The program was active through September 2015. The program has concluded for the PY7 cooling season and PECO expects to resume the program in the first quarter of PY8.

#### 1.4 Evaluation Updates and Findings

- **SAR Program:** The program will continue through the services of ARCA in place of JACO. PECO will contract with ARCA to collect approximately 700 units that were scheduled in November and December prior to the JACO business closure. In addition, PECO will evaluate the possibility of continuing the program through Phase 2. With respect to this change of implementer, Navigant will recommend a list of evaluation activities to pursue for the PY7 evaluation. After approval or amendment, the evaluation team will update the existing PY7 evaluation plan to reflect any changes.
- **SHR Program:** The M&V activities for the second quarter of PY7 focused exclusively on analysis of data collected in the previous program year. The Annual Compliance Report for PY7 will detail findings and conclusions from this analysis.
- **SHC Program:** The M&V activities completed for this report consisted of reviewing the tracking data provided to the evaluation team by PECO program staff, as well as reviewing all invoices from the conservation service provider (CSP) received and approved by PECO for labor and onsite audit and assessment costs through the end of November 2015. After confirming consistency between the CSP invoices and the program tracking data, Navigant used the tracking data to verify the reported PY7 Q2, PYTD, and Phase II savings.
- **SBR Program:** Evaluation activities completed in PY7 Q2 consisted of reviewing the tracking data provided to the evaluation team by PECO program staff, as well as reviewing all invoices from the CSP received and approved by PECO for Q2. The evaluation team also completed evaluation planning for the PY7 evaluation.

- **SES Program:** The second quarter PY7 evaluation activities included the scoping and budgeting for the PY7 evaluation effort and contributing to the quarterly report.
- **SUP Program:** Second quarter PY7 evaluation activities were limited to evaluation planning and a quarterly data review.
- **SMFS Program:** As part of the PY7 evaluation activities, the evaluation team will conduct full net-to-gross (NTG) research and process evaluation in conjunction with verification telephone surveys and file reviews. The evaluation team will complete a sample design based on Q1 and Q2 completed projects to achieve an 85/15 (or better) level of confidence and relative precision at the program level. Navigant plans to complete in-depth interviews by March 2016 with PECO/Franklin Energy personnel to assess the effectiveness of the program and to identify any barriers or potential improvements to the program implementation. Navigant will design participant interview guides by February 2016, and Navigant expects to field and complete the surveys by July 2016.
- **LEEP Program:** Navigant has begun developing the PY7 evaluation plan, including developing the program budgets and making plans for changes to the evaluation. The evaluation team intends to remove the ride-along surveys from the PY7 evaluation due to not finding any issues with the implementation contractors during the two previous ride-along survey efforts. The evaluation team also intends to increase the number of Component 3 participants included in the participant phone survey to explore the issue of the decrease in the CFL installation rate further.
- **SEI C&I Program:** The evaluation of the SEI C&I program will align closely with the PY6 evaluation in terms of approaches and tasks. Navigant will complete a sample design based on Q1 and Q2 completed projects to achieve an 85/15 or better level of confidence and relative precision at the program level. The evaluation team plans to complete pre-installation site visits where appropriate. The team plans to complete in-depth interviews with PECO and DNV GL personnel to assess the effectiveness of the program and to identify any barriers or potential improvements to program implementation. Navigant will design and field participant interview guides and conduct contractor focus groups.
- **SEI GNI Program:** The evaluation of the SEI GNI program will align closely with the PY6 evaluation in terms of approaches and tasks. Navigant will complete a sample design based on Q1 and Q2 completed projects to achieve an 85/15 or better level of confidence and relative precision at the program level. The evaluation team plans to

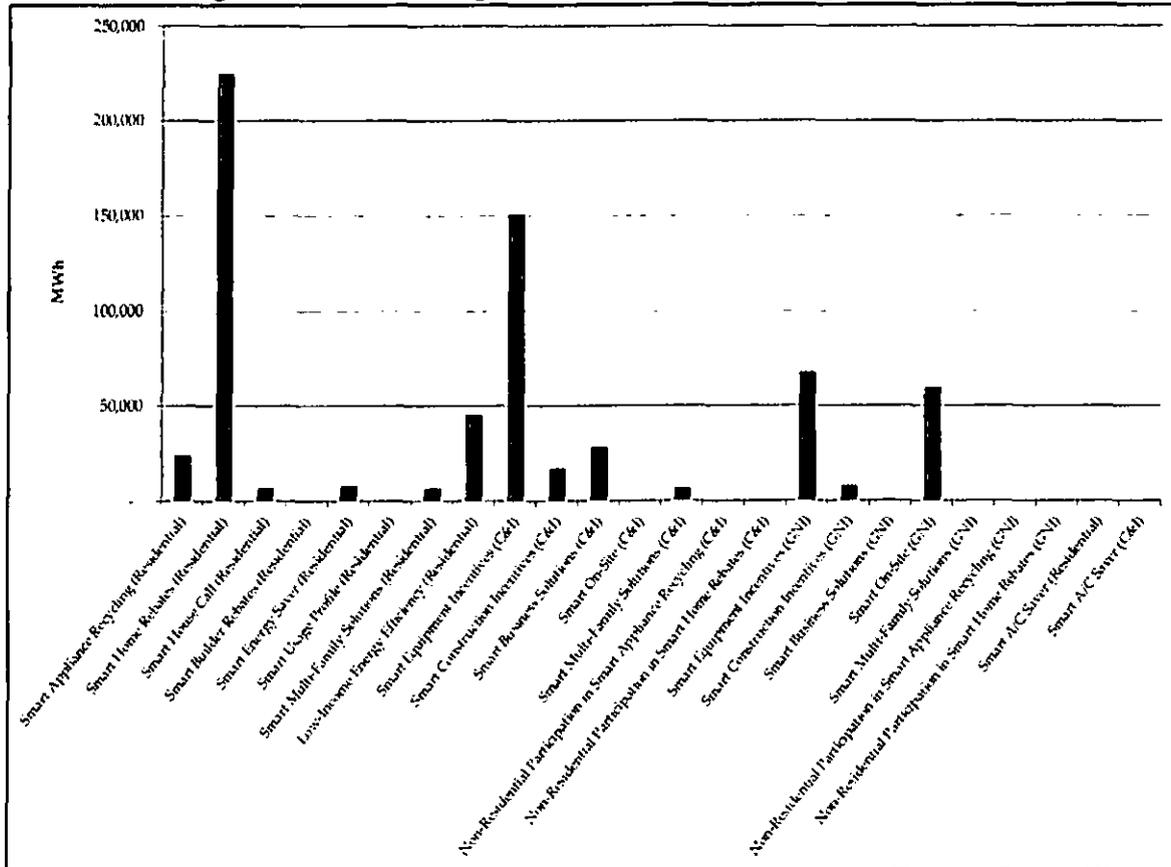
complete pre-installation site visits where appropriate. The team plans to complete in-depth interviews with PECO and DNV GL personnel to assess the effectiveness of the program and to identify any barriers or potential improvements to the program implementation. Navigant will design and field participant interview guides and contractor focus groups.

- **SCI Program:** The evaluation of the PY7 SCI program will align closely with the PY6 evaluation in terms of approaches and tasks. Navigant will complete a sample design based on Q1 to Q3 completed projects at the completion of Q3 to achieve an 85/15 or better level of confidence and relative precision at the program level. The evaluation team will begin engineering reviews and field verification of the sampled projects in March 2016. The team will also complete in-depth interviews with PECO and DNV GL personnel to assess the effectiveness of the program and to identify any barriers or potential improvements to program implementation.
- **SBS Program:** Navigant conducted the following evaluation activities during Q2:
  - Finalized the SBS section of the PY6 Annual Report.
  - Developed responses to portions of the PY6 Annual Data Request relevant to SBS.
  - Held monthly telephone conversations with the PECO program manager.
  - Modified the draft evaluation plan for PY7.
- **SOS Program:** Navigant’s evaluation activities for this program during Q2 included the following:
  - Held monthly telephone conversations with the PECO program manager.
  - Developed the P7 budget projections.
  - Onsite planning for the first round of completed projects.
- **Residential and Commercial Smart A/C Saver programs:** The Residential and Commercial Smart A/C Saver programs were active during September of the second quarter of the PY7 cooling season; however, PECO did not call any conservation events in Q2. As with PY6, PECO called limited conservation events during the PY7 cooling season. Both the Residential and Commercial Smart A/C Saver programs continue to have reductions in their respective participant counts attributable to normal attrition due to moves, business closures, etc. Both programs continued to enroll new participants in PY7 Q2 to offset some of this attrition. The PY7 control season is over, and PECO plans to resume the Smart A/C Saver program again in Q1 PY8.

## 2 Summary of Energy Impacts by Program

Figure 2-1 presents a summary of the reported energy savings by program through PY7 Q2 of Phase II.

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



Sources: PECO and Navigant analysis

Table 2-1 presents a summary of energy impacts by program through Q2 of PY7.

**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
<b>Residential Total</b>	<b>153,469</b>	<b>171,154</b>	<b>278,797</b>	<b>38,272</b>	<b>67,259</b>	<b>271,814</b>	<b>265,700</b>
Smart Appliance Recycling (Residential)	3,029	7,618	26,342	3,013	7,568	23,939	22,819
Smart Home Rebates (Residential) <sup>1</sup>	6,530	15,570	55,522	31,158	52,993	225,015	222,004
Smart House Call (Residential)	1,822	3,505	9,126	1,852	3,156	6,981	7,083
Smart Builder Rebates (Residential)	34	72	162	81	139	363	368
Smart Energy Saver (Residential)	6,781	6,781	32,284	2,082	2,082	8,314	6,541
Smart Usage Profile (Residential)	135,000	135,000	135,000	4	4	0	0
Smart Multifamily Solutions (Residential) <sup>4</sup>	273	2,608	20,361	82	1,317	7,203	6,886
<b>Low-Income Energy Efficiency Total<sup>3</sup></b>	<b>2,949</b>	<b>5,365</b>	<b>24,904</b>	<b>5,562</b>	<b>12,143</b>	<b>45,241</b>	<b>47,623</b>
Low-Income Energy Efficiency (Residential)	2,949	5,365	24,904	5,562	12,143	45,241	47,623
<b>Non-Residential Total</b>	<b>558</b>	<b>1,114</b>	<b>4,539</b>	<b>48,896</b>	<b>85,341</b>	<b>342,242</b>	<b>445,367</b>
<b>C&amp;I Total</b>	<b>424</b>	<b>884</b>	<b>3,900</b>	<b>29,714</b>	<b>49,696</b>	<b>204,846</b>	<b>307,137</b>
Smart Equipment Incentives (C&I)	286	569	1,686	24,434	42,149	151,422	161,088
Smart Construction Incentives (C&I)	32	35	113	3,368	3,460	17,335	18,518
Smart Business Solutions (C&I)	29	91	1,058	985	2,848	28,713	26,059
Smart On-Site (C&I)	0	0	0	0	0	0	0
Smart Multifamily Solutions (C&I) <sup>4</sup>	41	89	762	910	1,153	7,153	7,122
Non-Residential Participation in Smart Appliance Recycling (C&I)	14	78	199	14	83	213	192
Non-Residential Participation in Smart Home Rebates (C&I) <sup>5</sup>	22	22	82	4	4	10	94,158
<b>GNI Total</b>	<b>134</b>	<b>230</b>	<b>639</b>	<b>19,182</b>	<b>35,645</b>	<b>137,396</b>	<b>138,230</b>
Smart Equipment Incentives (GNI)	121	193	520	17,160	32,269	68,088	68,042
Smart Construction Incentives (GNI)	10	17	41	2,016	3,277	8,109	8,572
Smart Business Solutions (GNI)	1	2	18	5	52	916	874
Smart On-Site (GNI)	0	0	2	0	0	59,945	60,427
Smart Multifamily Solutions (GNI) <sup>4</sup>	0	4	27	0	33	311	291
Non-Residential Participation in Smart Appliance Recycling (GNI)	2	14	26	2	14	26	23
Non-Residential Participation in Smart Home Rebates (GNI) <sup>5</sup>	0	0	5	0	0	1	1
<b>Demand Reduction Total</b>	<b>-963</b>	<b>-2,429</b>	<b>68,579</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Smart A/C Saver (Residential) <sup>6</sup>	-929	-2,360	66,824	0	0	0	0
Smart A/C Saver (C&I) <sup>6</sup>	-34	-69	1,755	0	0	0	0
<b>Total Portfolio</b>	<b>156,013</b>	<b>175,204</b>	<b>376,819</b>	<b>92,731</b>	<b>164,743</b>	<b>659,297</b>	<b>758,690</b>
<b>Carry-Over Savings from Phase I</b>							<b>242,793</b>
<b>Total Phase II-Q-CO</b>							<b>1,001,483</b>

**NOTES:**

<sup>1</sup> Smart Home Rebate participant values exclude sales of CFLs, ENERGY STAR lighting fixtures, and LED lamps for which upstream rebates are provided.

<sup>2</sup> SUP is an opt-out program and sends home energy reports to the same number of enrolled participants throughout each program year. SUP adds a new wave of participants at the beginning of each program year while continuing to send reports to participants enrolled in previous program years. Therefore, the PYTD and Phase II participant numbers in this table both show the cumulative total of participants currently receiving home energy reports from SUP.

<sup>3</sup> Act 129 includes a provision requiring EDCs to offer a number of energy efficiency measures to low-income households that are “proportionate to those households’ share of the total energy usage in the service territory.” 66 Pa.C.S. §2806.1(b)(i)(G). The legislation contains no provisions regarding targets for participation or energy or demand savings. Participation includes only those receiving the Weatherization Audit.

<sup>4</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 reflect the number of participating households rather than the number of multifamily buildings in which the participants live.

<sup>5</sup> PECO has split out the C&I and GNI portions of the SHR program savings to more clearly and accurately present the energy, peak demand savings, and participation of this program.

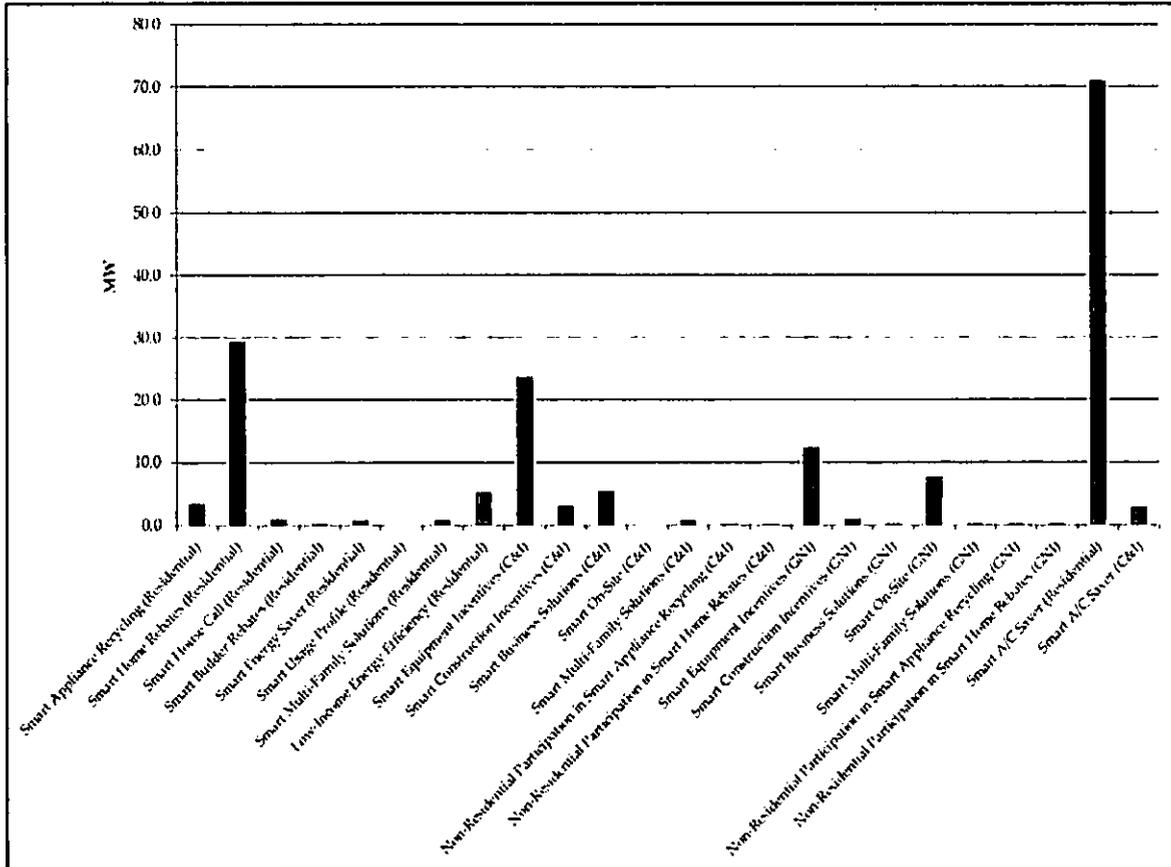
<sup>6</sup> Reductions in the participant rate for both the Residential and Commercial Smart A/C Saver programs can be attributed to normal participant attrition due to moves, business closures, etc. in the absence of concerted recruitment of new participants by PECO.

*Sources: PECO and Navigant analysis*

### 3 Summary of Demand Impacts by Program

Figure 3-1 presents a summary of the reported demand reduction by program through PY7 Q2 of Phase II.

Figure 3-1. Phase II Demand Reduction by Program



Sources: PECO and Navigant analysis

Table 3-1 presents a summary of total demand reduction impacts by program through PY7 Q2. Note that all demand reduction values have been adjusted to account for line losses.

**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
<b>Residential Total</b>	<b>153,469</b>	<b>171,154</b>	<b>278,797</b>	<b>5.6</b>	<b>10.2</b>	<b>35.5</b>	<b>42.2</b>
Smart Appliance Recycling (Residential)	3,029	7,618	26,342	0.4	1.0	3.4	3.3
Smart Home Rebates (Residential) <sup>1</sup>	6,530	15,570	55,522	4.6	8.3	29.4	36.5
Smart House Call (Residential)	1,822	3,505	9,126	0.3	0.4	1.0	1.0
Smart Builder Rebates (Residential)	34	72	162	0.0	0.1	0.1	0.1
Smart Energy Saver (Residential)	6,781	6,781	32,284	0.2	0.2	0.8	0.6
Smart Usage Profile (Residential) <sup>2</sup>	135,000	135,000	135,000	0.0	0.0	0.0	0.0
Smart Multifamily Solutions (Residential)	273	2,608	20,361	0.0	0.2	0.8	0.7
<b>Low-Income Energy Efficiency Total<sup>3</sup></b>	<b>2,949</b>	<b>5,365</b>	<b>24,904</b>	<b>0.7</b>	<b>1.6</b>	<b>5.3</b>	<b>5.5</b>
Low-Income Energy Efficiency (Residential)	2,949	5,365	24,904	0.7	1.6	5.3	5.5
<b>Non-Residential Total</b>	<b>558</b>	<b>1,114</b>	<b>4,539</b>	<b>8.6</b>	<b>16.3</b>	<b>54.3</b>	<b>70.5</b>
<b>C&amp;I Total</b>	<b>424</b>	<b>884</b>	<b>3,900</b>	<b>5.0</b>	<b>8.2</b>	<b>33.0</b>	<b>49.7</b>
Smart Equipment Incentives (C&I)	286	569	1,686	4.1	6.9	23.7	31.8
Smart Construction Incentives (C&I)	32	35	113	0.6	0.6	3.0	2.8
Smart Business Solutions (C&I)	29	91	1,058	0.2	0.5	5.5	6.9
Smart On-Site (C&I)	0	0	0	0.0	0.0	0.0	0.0
Smart Multifamily Solutions (C&I)	41	89	762	0.1	0.1	0.7	0.7
Non-Residential Participation in Smart Appliance Recycling (C&I)	14	78	199	0.0	0.0	0.0	0.0
Non-Residential Participation in Smart Home Rebates (C&I) <sup>4</sup>	22	22	82	0.0	0.0	0.0	7.4
<b>GNI Total</b>	<b>134</b>	<b>230</b>	<b>639</b>	<b>3.6</b>	<b>8.2</b>	<b>21.3</b>	<b>20.8</b>
Smart Equipment Incentives (GNI)	121	193	520	3.3	7.6	12.3	11.6
Smart Construction Incentives (GNI)	10	17	41	0.3	0.5	1.1	1.2
Smart Business Solutions (GNI)	1	2	18	0.0	0.0	0.2	0.2
Smart On-Site (GNI)	0	0	2	0.0	0.0	7.8	7.7
Smart Multifamily Solutions (GNI) <sup>5</sup>	0	4	27	0.0	0.0	0.0	0.0
Non-Residential Participation in Smart Appliance Recycling (GNI)	2	14	26	0.0	0.0	0.0	0.0
Non-Residential Participation in Smart Home Rebates (GNI) <sup>4</sup>	0	0	5	0.0	0.0	0.0	0.0
<b>Demand Reduction Total</b>	<b>-963</b>	<b>-2,429</b>	<b>68,579</b>	<b>0.0</b>	<b>0.0</b>	<b>74.0</b>	<b>130.1</b>
Smart A/C Saver (Residential)	-929	-2,360	66,824	0.0	0.0	71.1	126.1
Smart A/C Saver (C&I)	-34	-69	1,755	0.0	0.0	2.9	4.0

Total Portfolio	156,013	175,204	376,819	14.9	28.2	169.1	248.2
<b>NOTES:</b>							
<sup>1</sup> Smart Home Rebate participant values exclude sales of CFLs, ENERGY STAR lighting fixtures, and LED lamps for which upstream rebates are provided.							
<sup>2</sup> SUP is an opt-out program and sends home energy reports to the same number of enrolled participants throughout each program year. SUP adds a new wave of participants at the beginning of each program year while continuing to send reports to participants enrolled in previous program years. Therefore, the PYTD and Phase II participant numbers in this table both show the cumulative total of participants currently receiving home energy reports from SUP.							
<sup>3</sup> Act 129 includes a provision requiring EDCs to offer a number of energy efficiency measures to low-income households that are "proportionate to those households' share of the total energy usage in the service territory." 66 Pa.C.S. §2806.1(b)(i)(C). The legislation contains no provisions regarding targets for participation or energy or demand savings. Participation includes only those receiving the Weatherization Audit.							
<sup>4</sup> PECO has split out the C&I and GNI portions of the SHR program savings to more clearly and accurately present the energy, peak demand savings, and participation of this program.							
<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 reflect the number of participating households rather than the number of multifamily buildings in which the participants live.							

Sources: PECO and Navigant analysis

## 4 Summary of Finances

### 4.1 Portfolio-Level Expenditures

Table 4-1 presents a breakdown of the portfolio finances.

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

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$11,424	\$21,586	\$77,112
EDC Incentives to Trade Allies	\$112	\$156	\$467
<b>Subtotal EDC Incentive Costs</b>	<b>\$11,537</b>	<b>\$21,743</b>	<b>\$77,580</b>
<i>Design and Development</i>	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>11</sup>	\$7,189	\$15,193	\$79,163
Marketing	\$2,112	\$3,432	\$14,256
<b>Subtotal EDC Implementation Costs</b>	<b>\$9,301</b>	<b>\$18,625</b>	<b>\$93,419</b>
EDC Evaluation Costs	\$1,866	\$3,491	\$11,559
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>21</sup>	N/A	N/A	N/A
Participant Costs <sup>31</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>41</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<p><b>NOTES:</b>                      Per PA 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.  <sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of 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, refers to the costs of the end-use customer.  <sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.</p>			

Sources: PECO and Navigant analysis

## 4.2 Program-Level Expenditures

The following tables show program-specific finances.

**Table 4-2. Summary of Program Finances: Smart Appliance Recycling (Residential)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$159	\$400	\$1,196
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$159</b>	<b>\$400</b>	<b>\$1,196</b>
<b>EDC Implementation Costs</b>			
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>11</sup>	\$274	\$676	\$2,385
Marketing	\$8	\$17	\$218
<b>Subtotal EDC Implementation Costs</b>	<b>\$282</b>	<b>\$694</b>	<b>\$2,603</b>
<b>EDC Evaluation Costs</b>			
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
<b>Total EDC Costs<sup>21</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>31</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs<sup>41</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES:</b>			
Per PA 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.			
<sup>11</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of major accounts, and technical assistance.			
<sup>21</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>31</sup> Per the 2013 Total Resource Cost Test Order, net participant costs; in PA, refers to the costs of the end-use customer.			
<sup>41</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

**Table 4-3. Summary of Program Finances: Smart Home Rebates (Residential)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$3,725	\$7,331	\$27,949
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$3,725</b>	<b>\$7,331</b>	<b>\$27,949</b>
Design and Development	\$0	\$0	\$0
Administration, Management and Technical Assistance <sup>(1)</sup>	\$775	\$1,664	\$8,582
Marketing	\$97	\$267	\$654
<b>Subtotal EDC Implementation Costs</b>	<b>\$871</b>	<b>\$1,931</b>	<b>\$9,236</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>(2)</sup>	N/A	N/A	N/A
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES:</b>			
Per PA 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.			
<sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of 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, refers to the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

**Table 4-4. Summary of Program Finances: Smart House Call (Residential)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$144	\$215	\$537
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$144</b>	<b>\$215</b>	<b>\$537</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$1,049	\$1,940	\$6,388
Marketing	\$304	\$744	\$2,156
<b>Subtotal EDC Implementation Costs</b>	<b>\$1,353</b>	<b>\$2,683</b>	<b>\$8,544</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>(2)</sup>	N/A	N/A	N/A
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES</b>			
Per PA 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.			
<sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of 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, refers to the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

**Table 4-5. Summary of Program Finances: Smart Builder Rebates (Residential)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$22	\$43	\$101
<b>Subtotal EDC Incentive Costs</b>	<b>\$22</b>	<b>\$43</b>	<b>\$101</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$45	\$119	\$648
Marketing	\$13	\$43	\$165
<b>Subtotal EDC Implementation Costs</b>	<b>\$58</b>	<b>\$162</b>	<b>\$812</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>(2)</sup>	N/A	N/A	N/A
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES:</b>			
<i>Per PA 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>			
<sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of 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, refers to the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

**Table 4-6. Summary of Program Finances: Smart Energy Saver (Residential)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$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>
<b>Design and Development</b>			
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>[1]</sup>	\$239	\$262	\$1,163
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$239</b>	<b>\$262</b>	<b>\$1,163</b>
<b>EDC Evaluation Costs</b>			
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>[2]</sup>	N/A	N/A	N/A
Participant Costs <sup>[3]</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>[4]</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES:</b>			
<i>Per PA 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>			
<sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of 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, refers to the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

**Table 4-7. Summary of Program Finances: Smart Usage Profile (Residential)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$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 and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$177	\$351	\$2,713
Marketing	\$0	\$0	\$1
<b>Subtotal EDC Implementation Costs</b>	<b>\$177</b>	<b>\$351</b>	<b>\$2,713</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>(2)</sup>	N/A	N/A	N/A
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES:</b>			
Per PA 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.			
<sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of 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, refers to the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

**Table 4-8. Summary of Program Finances: Low-Income Energy Efficiency (Residential)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$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 and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$2,007	\$4,256	\$19,311
Marketing	\$168	\$297	\$607
<b>Subtotal EDC Implementation Costs</b>	<b>\$2,175</b>	<b>\$4,553</b>	<b>\$19,918</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>2</sup>	N/A	N/A	N/A
Participant Costs <sup>3</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>4</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<p><b>NOTES:</b>                      Per PA 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.  <sup>1</sup>Includes the tracking system, general administration and clerical costs, EDC program management, CSP program management, 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, refers to the costs of the end-use customer.  <sup>4</sup>Total TRC Costs = Total EDC Costs + Participant Costs.</p>			

Sources: PECO and Navigant analysis

**Table 4-9. Summary of Program Finances: Smart Equipment Incentives (C&I)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$1,891	\$3,046	\$11,567
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$1,891</b>	<b>\$3,046</b>	<b>\$11,567</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$718	\$1,796	\$10,991
Marketing	\$126	\$126	\$136
<b>Subtotal EDC Implementation Costs</b>	<b>\$844</b>	<b>\$1,922</b>	<b>\$11,126</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>(2)</sup>	N/A	N/A	N/A
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<p><b>NOTES:</b>                      Per PA 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.  <sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of major accounts, and technical assistance for the SEI retrofit and appliance recycling programs.  <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, refers to the costs of the end-use customer.  <sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.</p>			

Sources: PECO and Navigant analysis

**Table 4-10. Summary of Program Finances: Smart Construction Incentives (C&I)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$594	\$754	\$2,771
EDC Incentives to Trade Allies	\$91	\$113	\$366
<b>Subtotal EDC Incentive Costs</b>	<b>\$685</b>	<b>\$867</b>	<b>\$3,136</b>
<b>Design and Development</b>			
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$200	\$394	\$2,730
Marketing	\$68	\$68	\$68
<b>Subtotal EDC Implementation Costs</b>	<b>\$268</b>	<b>\$462</b>	<b>\$2,798</b>
<b>EDC Evaluation Costs</b>			
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>2</sup>	N/A	N/A	N/A
Participant Costs <sup>3</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>4</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES:</b>			
Per PA 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.			
<sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of 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, refers to the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

**Table 4-11. Summary of Program Finances: Smart Business Solutions (C&I and GNI)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$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 and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$161	\$486	\$5,017
Marketing	\$0	\$0	\$5
<b>Subtotal EDC Implementation Costs</b>	<b>\$161</b>	<b>\$486</b>	<b>\$5,022</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
<b>Total EDC Costs<sup>(2)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES:</b>			
Per PA 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.			
<sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of major accounts, and technical assistance for both the SBS C&I and GNI programs.			
<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, refers to the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

**Table 4-12. Summary of Program Finances: Smart On-Site (C&I and GNI)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$0	\$0	\$4,993
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$4,993</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$136	\$231	\$997
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$136</b>	<b>\$231</b>	<b>\$997</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>(2)</sup>	N/A	N/A	N/A
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<p><b>NOTES:</b>                      Per PA 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.  <sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of major accounts, and technical assistance for both the SOS C&amp;I and GNI programs.  <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, refers to the costs of the end-use customer.  <sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.</p>			

Sources: PECO and Navigant analysis

**Table 4-13. Summary of Program Finances: Smart Multifamily Solutions (C&I and GNI)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$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>
<b>EDC Implementation Costs</b>			
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$209	\$364	\$2,486
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$209</b>	<b>\$364</b>	<b>\$2,486</b>
<b>EDC Evaluation Costs</b>			
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
<b>Total EDC Costs<sup>(2)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>(3)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES:</b>			
Per PA 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.			
<sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of major accounts, and technical assistance for both the Smart Multifamily Solutions C&I and GNI programs.			
<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, refers to the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

**Table 4-14. Summary of Program Finances: Smart Multifamily Solutions (Residential)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$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>
<b>Design and Development</b>			
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$135	\$437	\$2,800
Marketing	\$59	\$107	\$181
<b>Subtotal EDC Implementation Costs</b>	<b>\$195</b>	<b>\$544</b>	<b>\$2,982</b>
<b>EDC Evaluation Costs</b>			
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>(2)</sup>	N/A	N/A	N/A
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<p><b>NOTES:</b>                      Per PA 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.</p> <p><sup>1</sup> Includes the administrative CSP (rebate processing), direct installation services, tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of major accounts, and technical assistance.</p> <p><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.</p> <p><sup>3</sup> Per the 2013 Total Resource Cost Test Order, net participant costs; in PA, refers to the costs of the end-use customer.</p> <p><sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.</p>			

Sources: PECO and Navigant analysis

**Table 4-15. Summary of Program Finances: Smart Equipment Incentives (GNI)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$1,647	\$3,196	\$7,059
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$1,647</b>	<b>\$3,196</b>	<b>\$7,059</b>
<i>Design and Development</i>	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$477	\$934	\$6,514
Marketing	\$126	\$126	\$126
<b>Subtotal EDC Implementation Costs</b>	<b>\$602</b>	<b>\$1,060</b>	<b>\$6,640</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>(2)</sup>	N/A	N/A	N/A
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<p><b>NOTES:</b>                      Per PA 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.</p> <p><sup>1</sup> Includes the administrative CSP (rebate processing), direct installation services, tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of major accounts, and technical assistance for the SEI GNI – Retrofit, SEI GNI – Appliance Recycling, and SCI GNI programs.</p> <p><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.</p> <p><sup>3</sup> Per the 2013 Total Resource Cost Test Order, net participant costs; in PA, refers to the costs of the end-use customer.</p> <p><sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.</p>			

Sources: PECO and Navigant analysis

**Table 4-16. Summary of Program Finances: Smart A/C Saver (Residential)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$3,126	\$6,372	\$20,148
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$3,126</b>	<b>\$6,372</b>	<b>\$20,148</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$22	\$497	\$550
Marketing	\$0	\$4	\$20
<b>Subtotal EDC Implementation Costs</b>	<b>\$22</b>	<b>\$501</b>	<b>\$570</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>(2)</sup>	N/A	N/A	N/A
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES:</b>			
<i>Per PA 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>			
<sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, CSP capacity payments, general management, oversight of major accounts, and technical assistance. Negative values are the result of capacity payments from PJM in excess of program administrative costs.			
<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, refers to the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

**Table 4-17. Summary of Program Finances: Smart A/C Saver (C&I)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$134	\$264	\$874
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$134</b>	<b>\$264</b>	<b>\$874</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$10	\$30	\$39
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$10</b>	<b>\$30</b>	<b>\$39</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>(2)</sup>	N/A	N/A	N/A
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES:</b>			
Per PA 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.			
<sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of 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, refers to the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

**Table 4-18. Summary of Program Finances: Non-Residential Participation in Smart Appliance Recycling (C&I)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$1	\$4	\$9
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$1</b>	<b>\$4</b>	<b>\$9</b>
<b>EDC Implementation Costs</b>			
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$1	\$7	\$16
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$1</b>	<b>\$7</b>	<b>\$16</b>
<b>EDC Evaluation Costs</b>			
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
<b>Total EDC Costs<sup>(2)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs<sup>(3)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<p><b>NOTES:</b>  <i>Per PA 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></p> <p><sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of major accounts, and technical assistance.</p> <p><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.</p> <p><sup>3</sup> Per the 2013 Total Resource Cost Test Order, net participant costs; in PA, refers to the costs of the end-use customer.</p> <p><sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.</p>			

Sources: PECO and Navigant analysis

**Table 4-19. Summary of Program Finances: Non-Residential Participation in Smart Appliance Recycling (GNI)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$0	\$1	\$1
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$1</b>	<b>\$1</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$0	\$1	\$2
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$0</b>	<b>\$1</b>	<b>\$2</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
<b>Total EDC Costs<sup>(2)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES:</b>			
Per PA 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.			
<sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of 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, refers to the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

**Table 4-20. Summary of Program Finances: Non-Residential Participation in Smart Home Rebates (C&I)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$3	\$3	\$8
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$3</b>	<b>\$3</b>	<b>\$8</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>(1)</sup>	\$0	\$0	\$0
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
Total EDC Costs <sup>(2)</sup>	N/A	N/A	N/A
Participant Costs <sup>(3)</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>(4)</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<p><b>NOTES:</b>                      Per PA 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.</p> <p><sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of major accounts, and technical assistance.</p> <p><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.</p> <p><sup>3</sup> Per the 2013 Total Resource Cost Test Order, net participant costs; in PA, refers to the costs of the end-use customer.</p> <p><sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.</p>			

Sources: PECO and Navigant analysis

**Table 4-21. Summary of Program Finances: Non-Residential Participation in Smart Home Rebates (GNI)**

	Quarter (\$000)	PYTD (\$000)	Phase II (\$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 and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>11</sup>	\$0	\$0	\$0
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
<b>Total EDC Costs<sup>22</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Participant Costs <sup>33</sup>	N/A	N/A	N/A
<b>Total TRC Costs<sup>44</sup></b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NOTES:</b>			
Per PA 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.			
<sup>1</sup> Includes the administrative CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP program management, general management, oversight of 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, refers to the costs of the end-use customer.			
<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs.			

Sources: PECO and Navigant analysis

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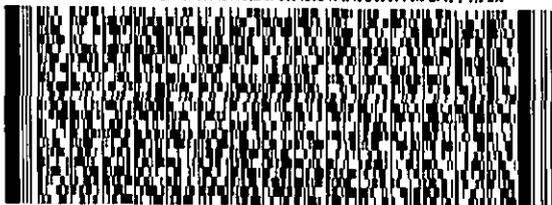
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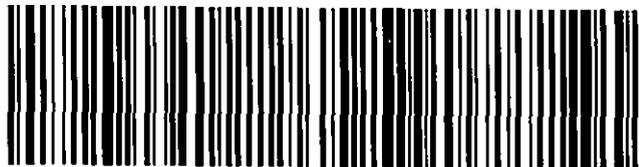
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