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Counsel

July 14, 2016

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VIA OVERNIGHT MAIL

JUL 14 2016

Ms. Rosemary Chiavetta, Secretary  
Pennsylvania Public Utility Commission  
Commonwealth Keystone Building, 2nd Floor  
400 North Street  
Harrisburg, PA 17120

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

**Re: Duquesne Light Company Energy Efficiency, Conservation and Demand Response Plan  
Docket No. M-2012-2334399**

Dear Secretary Chiavetta:

Enclosed for filing is Duquesne Light Company's Quarterly Report to the Pennsylvania Public Utility Commission for the period of March 1, 2016 through May 31, 2016, Program Year 7, Quarter 4 for its Phase II Energy Efficiency and Conservation Plan.

Duquesne Light is also providing a copy of the report to the Act 129 Statewide Evaluator (GDS Associates, Inc.).

Respectfully Submitted,

Adrienne D. Kurtanich  
Counsel, Regulatory

Enclosure

cc: David Defide, Duquesne Light Company

# **Preliminary Final Report to the Pennsylvania Public Utility Commission**

**For the Period  
March 1, 2016 through May 31, 2016  
Program Year 7, Quarter 4**

**RECEIVED**

JUL 14 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

Duquesne Light

July 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           | Conservation Service Provider or 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  |
| 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, 2014 to May 31, 2015  |
| PY7           | Program Year 2015, from June 1, 2015 to May 31, 2016  |
| PYX           | Program Year 201X   |
| PY7 Q4        | Program Year 7, Quarter 4   |
| 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. Duquesne Light filed new EE&C plans with the PA PUC in November 2012 for Phase II (June 2013 through May 2016) of the Act 129 programs. These plans were subsequently approved by the PUC in 2013.

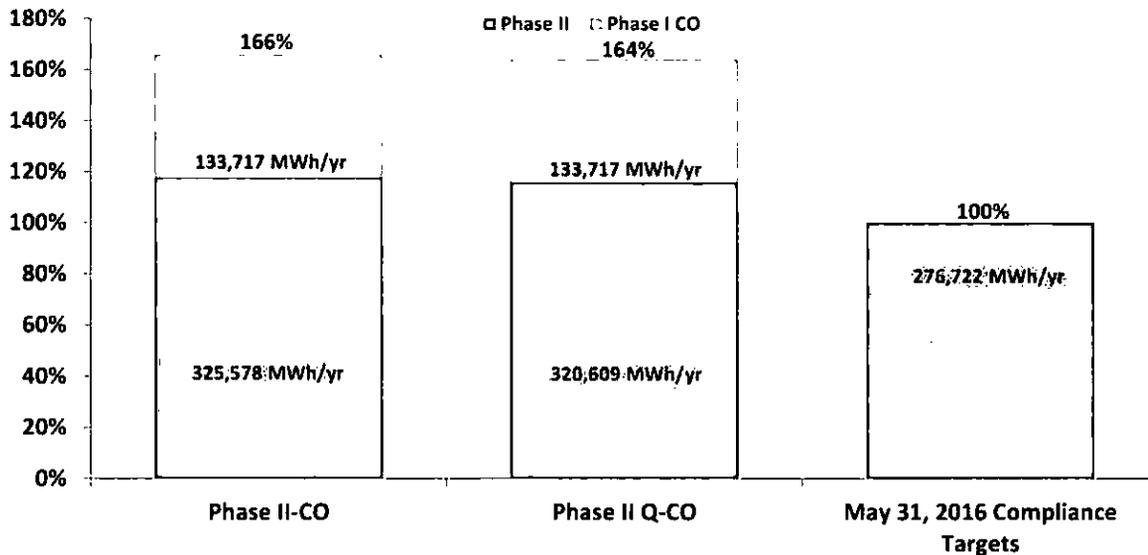
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for Duquesne Light in the 4<sup>th</sup> quarter of Program Year 7 (PY7), defined as March 1, 2016, through May 31, 2016, as well as the cumulative accomplishments of the programs since inception of Phase II. This report additionally documents the energy savings carried over from Phase I. The Phase I carry over savings count towards EDC savings compliance targets for Phase II.

Navigant Consulting, Inc. (Navigant) is evaluating the programs, which included measurement and verification of the savings. The verified savings for PY7 will be reported in the annual report, to be filed November 15, 2016.

## 1.1 Summary of Achievements

Duquesne Light has achieved 166 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 164 percent of the energy savings compliance target, based on Phase II-Q-CO<sup>2</sup> gross energy savings achieved through Quarter 4, as shown in Figure 1-1.

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




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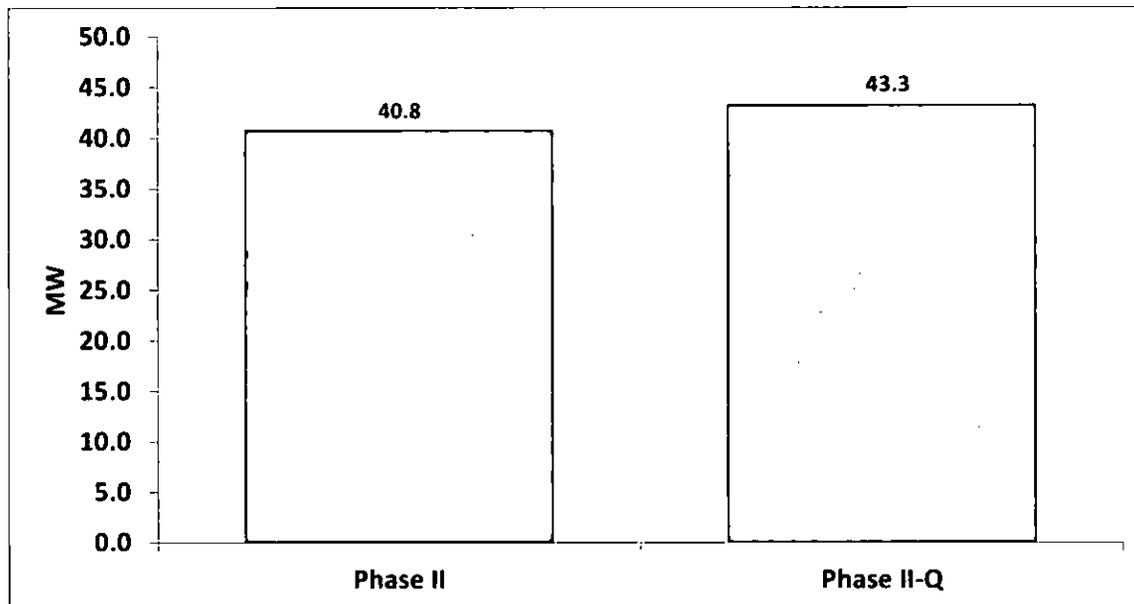
<sup>1</sup> Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

<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 + PY5 verified gross savings, PY6 verified gross savings and PYTD reported gross savings.

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Duquesne Light has achieved 43.3 MW of demand reduction since the start of Phase II.

**Figure 1-2: Phase II Portfolio Demand Reduction**



There are 14 measures available to the low-income sector at no cost to the customer. These measures offered to the low-income sector therefore comprise 15 percent of the total measures offered. As required for Phase II this exceeds the fraction of the electric consumption of the utility's low-income households divided by the total electricity consumption in the Duquesne Light territory (8.4 percent).<sup>3</sup> The Phase II reported gross energy savings achieved in the low-income sector is 17,301 MWh/yr; this is 6.3 percent of Duquesne Light's Phase II total portfolio gross energy savings goal. This exceeds the percentage required (4.5%) of the Phase II goal.

Duquesne Light achieved 107 percent of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings<sup>4</sup>, and 104

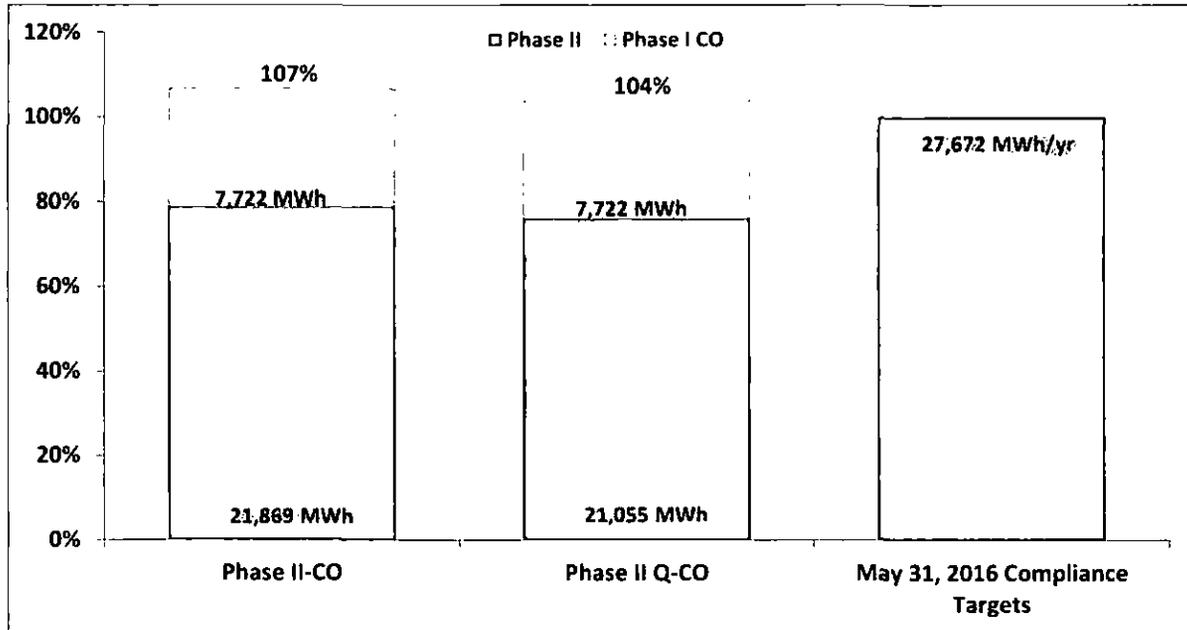
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<sup>3</sup> Act 129 includes a provision requiring electric distribution companies to offer a number of energy efficiency measures to low-income households that are "proportionate to those households' share of the total energy usage in the service territory." 66 Pa.C.S. §2806.1(b)(i)(G). Per SWE's "Low-income Measures Memo Clarification 10102012", dated October 10, 2012, consumption of low-income households as a percentage of all consumption for Duquesne Light customers is 8.402%.

<sup>4</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.

percent of the target based on Phase II-Q-CO<sup>5</sup> gross energy savings achieved through Quarter 4, as shown in Figure 1-3.

**Figure 1-3: Government, Nonprofit, and Institutional Sectors<sup>6</sup>**



## 1.2 Program Updates and Findings

The energy efficiency programs which participants took part in during PY7Q4 have not changed from those offered in PY7Q3.

## 1.3 Evaluation Updates and Findings

During this quarter, evaluation activity primarily involved completing analyses needed for the PY7Q3 quarterly report submitted in April. Process evaluation surveys for the residential and commercial and industrial programs have begun fielding using Q1 and Q2 survey samples. A detailed review of the Duquesne Light tracking system was initiated in order to prepare for Phase III evaluation activities.

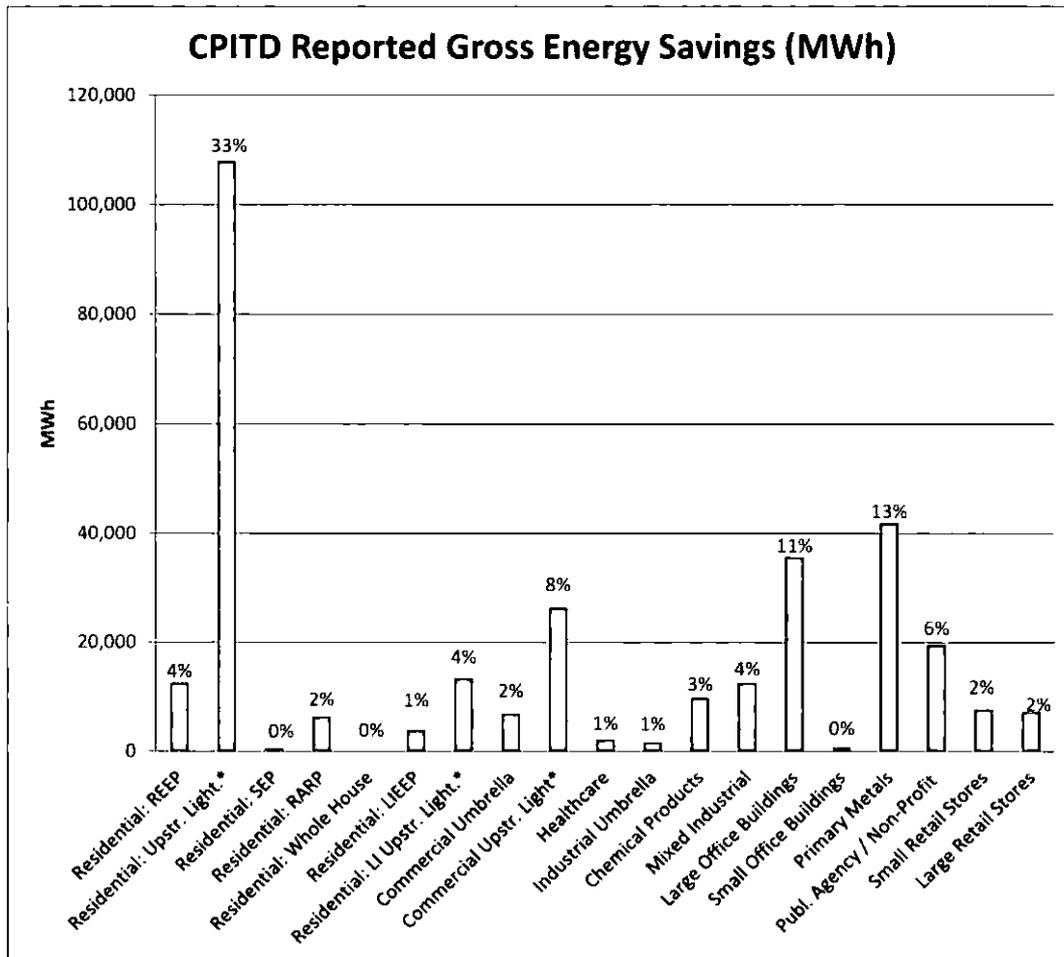
<sup>5</sup> Phase II-Q-CO Gross Savings = Phase II verified gross savings from the beginning of Phase II including verified Carry Over Savings from Phase I + PY5 verified gross savings, PY6 verified gross savings and PYTD reported gross savings.

<sup>6</sup> GNI savings include savings from Public Agency/Non-profit and Multifamily Housing Retrofit projects.

## 2 Summary of Energy Impacts by Program

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

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



\* The allocation of Upstream Lighting CFL savings into Residential and Low-income Upstream Lighting was updated based on evaluation research Navigant conducted in Program Year 6. The research determined that 0% of CFL bulbs were sold to commercial customers and 4.9% of CFLs and 2.3% of LEDs were sold to low income customers.

A summary of energy impacts by program through PY7Q4 is presented in Table 2-1.

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

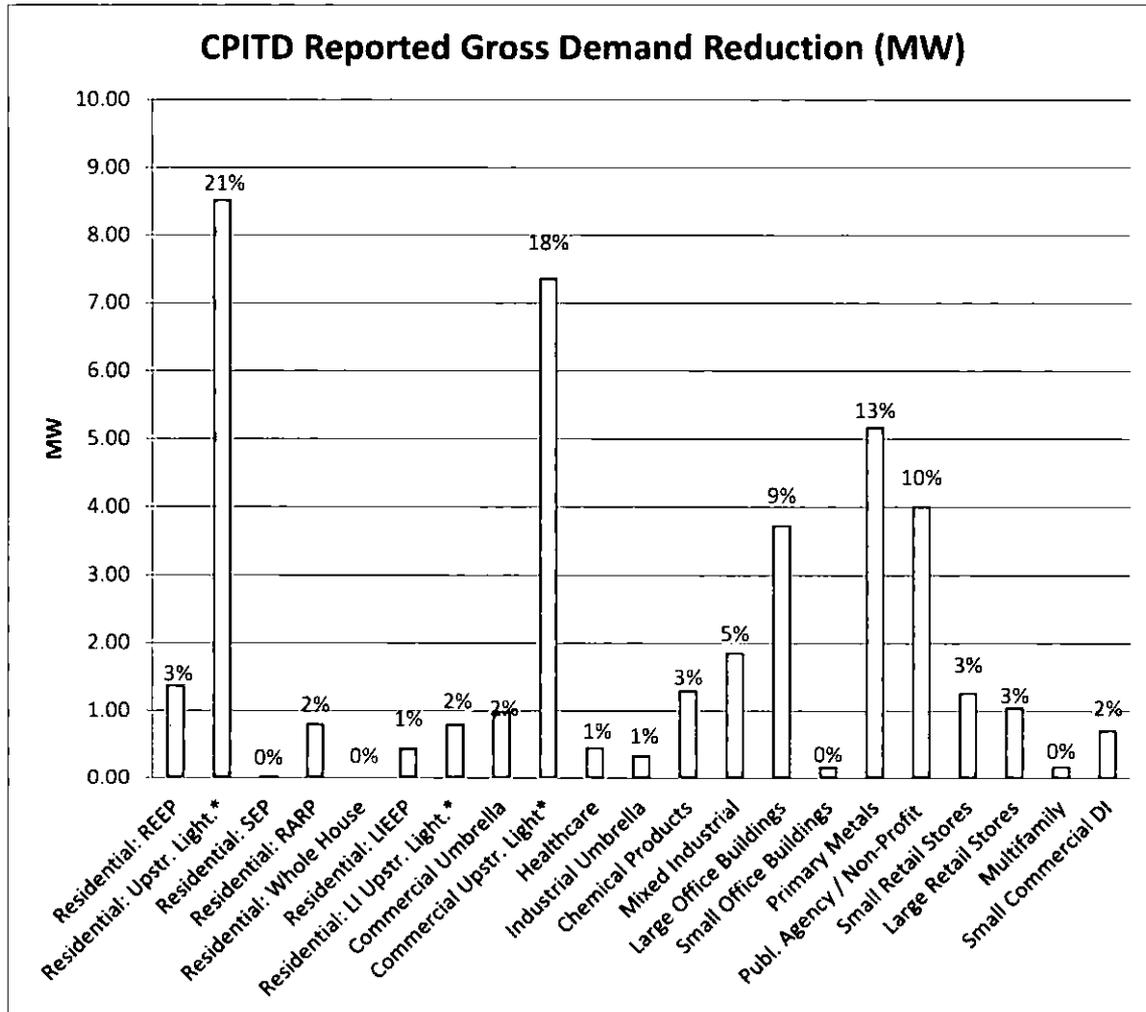
| Program   | Participants |               |               | Reported Gross Impact (MWh)* |               |                |                |
|---|--------------|---------------|---------------|------------------------------|---------------|----------------|----------------|
|   | IQ           | PYTD          | Phase II      | IQ                           | PYTD          | Phase II       | Phase II-Q     |
| Residential: EE Program (REEP): Rebate Program    | 1,143        | 8,311         | 40,851        | 287                          | 1,559         | 12,542         | 8,624          |
| Residential: EE Program (Upstream Lighting)       | N/A          | N/A           | N/A           | 7,695                        | 32,882        | 107,982        | 108,849        |
| Residential: School Energy Pledge                 | 0            | 125           | 1,698         | 0                            | 36            | 618            | 447            |
| Residential: Appliance Recycling                  | 0            | 2,016         | 6,976         | 0                            | 2,060         | 6,439          | 6,513          |
| Residential: Whole House                          | 6            | 82            | 204           | 2                            | 51            | 136            | 133            |
| Residential: Low Income EE                        | 318          | 1,849         | 9,441         | 86                           | 819           | 3,930          | 3,438          |
| Residential: Low Income EE (Upstream Lighting)    | N/A          | N/A           | N/A           | 185                          | 1,087         | 13,371         | 13,560         |
| Commercial Sector Umbrella EE                     | 2            | 23            | 59            | 1,327                        | 5,619         | 6,946          | 6,924          |
| Commercial Sector Umbrella EE (Upstream Lighting) | N/A          | N/A           | N/A           | 0                            | 0             | 26,400         | 27,079         |
| Healthcare EE                                     | 0            | 0             | 10            | 0                            | 0             | 2,218          | 2,273          |
| Industrial Sector Umbrella EE                     | 0            | 3             | 6             | 0                            | 75            | 1,716          | 1,752          |
| Chemical Products EE                              | 0            | 3             | 17            | 0                            | 9,245         | 9,852          | 9,863          |
| Mixed Industrial EE                               | 3            | 20            | 72            | 182                          | 3,530         | 12,623         | 12,740         |
| Office Building – Large – EE                      | 2            | 7             | 116           | 160                          | 6,088         | 35,682         | 34,477         |
| Office Building – Small EE                        | 0            | 0             | 35            | 0                            | 0             | 827            | 838            |
| Primary Metals EE                                 | 2            | 5             | 30            | 13,938                       | 16,362        | 41,988         | 42,486         |
| Public Agency / Non-Profit                        | 7            | 41            | 145           | 417                          | 5,946         | 19,556         | 18,819         |
| Retail Stores – Small EE                          | 0            | 1             | 350           | 0                            | 49            | 7,761          | 7,467          |
| Retail Stores – Large EE                          | 0            | 0             | 70            | 0                            | 0             | 7,247          | 6,896          |
| Multifamily Housing Retrofit                      | 0            | 16            | 55            | 0                            | 141           | 2,313          | 2,236          |
| Small Commercial Direct Install                   | 0            | 0             | 88            | 0                            | 0             | 5,429          | 5,195          |
| <b>TOTAL PORTFOLIO</b>                            | <b>1,483</b> | <b>12,502</b> | <b>60,223</b> | <b>24,279</b>                | <b>85,548</b> | <b>325,578</b> | <b>320,609</b> |

\* The allocation of Upstream Lighting CFL savings into Residential and Low-income Upstream Lighting was updated based on evaluation research Navigant conducted in Program Year 6. The research determined that 0% of CFL bulbs were sold to commercial customers and 4.9% of CFLs and 2.3% of LEDs were sold to low income customers.

### 3 Summary of Demand Impacts by Program

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

Figure 3-1: Phase II Demand Reduction by Program\*



\* The allocation of Upstream Lighting CFL savings into Residential and Low-income Upstream Lighting was updated based on evaluation research Navigant conducted in Program Year 6. The research determined that 0% of CFL bulbs were sold to commercial customers and 4.9% of CFLs and 2.3% of LEDs were sold to low income customers.

A summary of total demand reduction impacts by program through PY7Q4 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    |
| Residential: EE Program (REEP): Rebate Program     | 1,143        | 8,311         | 40,851        | 0.078                       | 0.370         | 1.390         | 1.073         |
| Residential: EE Program (Upstream Lighting)*       | N/A          | N/A           | N/A           | 0.770                       | 3.290         | 8.536         | 8.824         |
| Residential: School Energy Pledge                  | 0            | 125           | 1,698         | 0.000                       | 0.003         | 0.038         | 0.029         |
| Residential: Appliance Recycling                   | 0            | 2,016         | 6,976         | 0.000                       | 0.248         | 0.818         | 0.822         |
| Residential: Whole House                           | 6            | 82            | 204           | 0.000                       | 0.005         | 0.014         | 0.013         |
| Residential: Low Income EE                         | 318          | 1,849         | 9,441         | 0.009                       | 0.091         | 0.455         | 0.425         |
| Residential: Low Income EE (Upstream Lighting)*    | N/A          | N/A           | N/A           | 0.018                       | 0.109         | 0.807         | 0.832         |
| Commercial Sector Umbrella EE                      | 2            | 23            | 59            | 0.151                       | 0.735         | 1.001         | 1.080         |
| Commercial Sector Umbrella EE (Upstream Lighting)* | N/A          | N/A           | N/A           | 0.000                       | 0.000         | 7.373         | 7.591         |
| Healthcare EE                                      | 0            | 0             | 10            | 0.000                       | 0.000         | 0.469         | 0.486         |
| Industrial Sector Umbrella EE                      | 0            | 3             | 6             | 0.000                       | 0.019         | 0.357         | 0.345         |
| Chemical Products EE                               | 0            | 3             | 17            | 0.000                       | 1.213         | 1.309         | 1.307         |
| Mixed Industrial EE                                | 3            | 20            | 72            | 0.019                       | 0.379         | 1.870         | 1.858         |
| Office Building – Large – EE                       | 2            | 7             | 116           | 0.022                       | 0.210         | 3.742         | 4.910         |
| Office Building – Small EE                         | 0            | 0             | 35            | 0.000                       | 0.000         | 0.181         | 0.203         |
| Primary Metals EE                                  | 2            | 5             | 30            | 1.754                       | 2.051         | 5.182         | 5.093         |
| Public Agency / Non-Profit                         | 7            | 41            | 145           | 0.063                       | 1.358         | 4.019         | 4.250         |
| Retail Stores – Small EE                           | 0            | 1             | 350           | 0.000                       | 0.007         | 1.279         | 1.708         |
| Retail Stores – Large EE                           | 0            | 0             | 70            | 0.000                       | 0.000         | 1.063         | 1.546         |
| Multifamily Housing Retrofit                       | 0            | 16            | 55            | 0.000                       | 0.000         | 0.196         | 0.160         |
| Small Commercial Direct Install                    | 0            | 0             | 88            | 0.000                       | 0.000         | 0.731         | 0.717         |
| <b>TOTAL PORTFOLIO</b>                             | <b>1,483</b> | <b>12,502</b> | <b>60,223</b> | <b>2.884</b>                | <b>10.087</b> | <b>40.829</b> | <b>43.272</b> |

\* The allocation of Upstream Lighting CFL savings into Residential and Low-income Upstream Lighting was updated based on evaluation research Navigant conducted in Program Year 6. The research determined that 0% of CFL bulbs were sold to commercial customers and 4.9% of CFLs and 2.3% of LEDs were sold to low income customers.

## 4 Summary of Finances

### 4.1 Portfolio Level Expenditures

**Table 4-1: Summary of Portfolio Finances – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$1,648                      | \$6,256                 | \$19,116                    |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>1,648</b>                 | <b>6,256</b>            | <b>19,116</b>               |
| Design & Development   | 0                            | 0                       | 239                         |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | 1,356                        | 8,568                   | 28,147                      |
| Marketing  | 0                            | 7                       | 979                         |
| <b>Subtotal EDC Implementation Costs</b>   | <b>1,356</b>                 | <b>8,575</b>            | <b>29,365</b>               |
| EDC Evaluation Costs   | 85                           | 980                     | 2,368                       |
| SWE Audit Costs  | 0                            | 225                     | 1,900                       |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>3,089</b>                 | <b>16,036</b>           | <b>52,749</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>  |                              |                         |                             |
| <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 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.<br>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 4-2: Summary of Program Finances – Residential Energy Efficiency – May 31, 2016\***

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$639                        | \$2,738                 | \$6,543                     |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>639</b>                   | <b>2,738</b>            | <b>6,543</b>                |
| Design & Development   | 0                            | 0                       | 52                          |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | 242                          | 2,006                   | 7,943                       |
| Marketing  | 0                            | 2                       | 967                         |
| <b>Subtotal EDC Implementation Costs</b>   | <b>242</b>                   | <b>2,008</b>            | <b>8,962</b>                |
| EDC Evaluation Costs   | 17                           | 199                     | 490                         |
| SWE Audit Costs  | 0                            | 46                      | 399                         |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>898</b>                   | <b>4,991</b>            | <b>16,394</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>  |                              |                         |                             |
| <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 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   |                              |                         |                             |

\* All Upstream Lighting program costs for PY7 are currently shown in the Summary of Program Finances table for REEP. The final report for PY7 will disaggregate these costs to REEP and LIEEP, as appropriate.

**Table 4-3: Summary of Program Finances – Schools Energy Pledge – May 31, 2016**

|  | Quarter 4<br>(\$000) | PYTD<br>(\$000) | Phase II<br>(\$000) |
|--|----------------------|-----------------|---------------------|
| EDC Incentives to Participants   | \$0                  | \$0             | \$0                 |
| EDC Incentives to Trade Allies   |                      |                 |                     |
| <b>Subtotal EDC Incentive Costs</b>  | <b>0</b>             | <b>0</b>        | <b>0</b>            |
| Design & Development   | 0                    | 0               | 6                   |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | 20                   | 107             | 433                 |
| Marketing  | 0                    | 0               | 0                   |
| <b>Subtotal EDC Implementation Costs</b>   | <b>20</b>            | <b>107</b>      | <b>439</b>          |
| <b>EDC Evaluation Costs</b>  | <b>2</b>             | <b>25</b>       | <b>62</b>           |
| <b>SWE Audit Costs</b>   | <b>0</b>             | <b>6</b>        | <b>48</b>           |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>22</b>            | <b>138</b>      | <b>549</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>  |                      |                 |                     |
| <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 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 – Appliance Recycling Program – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$0                          | \$45                    | \$230                       |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>0</b>                     | <b>45</b>               | <b>230</b>                  |
| Design & Development   | 0                            | 0                       | 6                           |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | -12                          | 267                     | 1,119                       |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>-12</b>                   | <b>267</b>              | <b>1,125</b>                |
| <b>EDC Evaluation Costs</b>  | <b>2</b>                     | <b>24</b>               | <b>58</b>                   |
| <b>SWE Audit Costs</b>   | <b>0</b>                     | <b>6</b>                | <b>47</b>                   |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>-10</b>                   | <b>342</b>              | <b>1,460</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>  |                              |                         |                             |
| <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 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.<br>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 – Residential Home Energy Reporting – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$0                          | \$0                     | \$0                         |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>0</b>                     | <b>0</b>                | <b>0</b>                    |
| Design & Development   | 0                            | 0                       | 0                           |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | 5                            | 368                     | 1,995                       |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>5</b>                     | <b>368</b>              | <b>1,995</b>                |
| <b>EDC Evaluation Costs</b>  | <b>0</b>                     | <b>0</b>                | <b>0</b>                    |
| <b>SWE Audit Costs</b>   | <b>0</b>                     | <b>0</b>                | <b>0</b>                    |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>5</b>                     | <b>368</b>              | <b>1,995</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>  |                              |                         |                             |
| <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 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.<br>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 4-6: Summary of Program Finances – Residential Whole House Audit Retrofit – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$0                          | \$0                     | \$0                         |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>0</b>                     | <b>0</b>                | <b>0</b>                    |
| Design & Development   | 0                            | 0                       | 0                           |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | 37                           | 350                     | 700                         |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>37</b>                    | <b>350</b>              | <b>700</b>                  |
| EDC Evaluation Costs   | 1                            | 12                      | 22                          |
| SWE Audit Costs  | 0                            | 3                       | 10                          |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>38</b>                    | <b>365</b>              | <b>732</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>  |                              |                         |                             |
| <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 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.   |                              |                         |                             |
| <sup>3</sup> Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.  |                              |                         |                             |
| <sup>4</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 – Low Income Energy Efficiency – May 31, 2016\***

|  | Quarter 4<br>(\$000) | PYTD<br>(\$000) | Phase II<br>(\$000) |
|--|----------------------|-----------------|---------------------|
| EDC Incentives to Participants   | \$1                  | \$17            | \$489               |
| EDC Incentives to Trade Allies   |                      |                 |                     |
| <b>Subtotal EDC Incentive Costs</b>  | <b>1</b>             | <b>17</b>       | <b>489</b>          |
| Design & Development   | 0                    | 0               | 15                  |
| Administration, Management and Technical Assistance <sup>(1)</sup>   | 61                   | 254             | 1,212               |
| Marketing  | 0                    | 5               | 5                   |
| <b>Subtotal EDC Implementation Costs</b>   | <b>61</b>            | <b>259</b>      | <b>1,232</b>        |
| <b>EDC Evaluation Costs</b>  | <b>5</b>             | <b>61</b>       | <b>148</b>          |
| <b>SWE Audit Costs</b>   | <b>0</b>             | <b>14</b>       | <b>119</b>          |
| <b>Total EDC Costs<sup>(2)</sup></b>   | <b>67</b>            | <b>351</b>      | <b>1,988</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>  |                      |                 |                     |
| <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 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.<br>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   |                      |                 |                     |

\* All Upstream Lighting program costs for PY7 are currently shown in the Summary of Program Finances table for REEP. The final report for PY7 will disaggregate these costs to REEP and LIEEP, as appropriate.

**Table 4-8: Summary of Program Finances – Commercial Umbrella – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$110                        | \$458                   | \$1,214                     |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>110</b>                   | <b>458</b>              | <b>1,214</b>                |
| Design & Development   | 0                            | 0                       | 10                          |
| Administration, Management and Technical Assistance <sup>(1)</sup>   | 206                          | 640                     | 1,475                       |
| Marketing  | 0                            | 0                       | 7                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>206</b>                   | <b>640</b>              | <b>1,492</b>                |
| EDC Evaluation Costs   | 3                            | 31                      | 81                          |
| SWE Audit Costs  | 0                            | 7                       | 68                          |
| <b>Total EDC Costs<sup>(2)</sup></b>   | <b>319</b>                   | <b>1,136</b>            | <b>2,855</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>  |                              |                         |                             |
| <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 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.<br>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 – Healthcare – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$0                          | \$11                    | \$1,165                     |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>0</b>                     | <b>11</b>               | <b>1,165</b>                |
| <b>EDC Implementation Costs</b>  |                              |                         |                             |
| Design & Development   | 0                            | 0                       | 13                          |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | 9                            | 72                      | 182                         |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>9</b>                     | <b>72</b>               | <b>195</b>                  |
| <b>EDC Evaluation Costs</b>  |                              |                         |                             |
| EDC Evaluation Costs   | 5                            | 54                      | 132                         |
| SWE Audit Costs  | 0                            | 13                      | 107                         |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>14</b>                    | <b>150</b>              | <b>1,599</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>  |                              |                         |                             |
| <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 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.<br>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 – Industrial Umbrella – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$0                          | \$11                    | \$156                       |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>0</b>                     | <b>11</b>               | <b>156</b>                  |
| Design & Development   | 0                            | 0                       | 4                           |
| Administration, Management and Technical Assistance <sup>(1)</sup>   | 9                            | 45                      | 138                         |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>9</b>                     | <b>45</b>               | <b>142</b>                  |
| EDC Evaluation Costs   | 1                            | 15                      | 37                          |
| SWE Audit Costs  | 0                            | 4                       | 31                          |
| <b>Total EDC Costs<sup>(2)</sup></b>   | <b>10</b>                    | <b>75</b>               | <b>366</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>  |                              |                         |                             |
| <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 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.<br>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 4-11: Summary of Program Finances – Chemicals – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$0                          | \$499                   | \$540                       |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>0</b>                     | <b>499</b>              | <b>540</b>                  |
| Design & Development   | 0                            | 0                       | 9                           |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | 8                            | 871                     | 1,251                       |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>8</b>                     | <b>871</b>              | <b>1,260</b>                |
| EDC Evaluation Costs   | 3                            | 36                      | 87                          |
| SWE Audit Costs  | 0                            | 9                       | 72                          |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>11</b>                    | <b>1,415</b>            | <b>1,959</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>  |                              |                         |                             |
| <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 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.<br>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 4-12: Summary of Program Finances – Mixed Industrial – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$16                         | \$266                   | \$652                       |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>16</b>                    | <b>266</b>              | <b>652</b>                  |
| Design & Development   | 0                            | 0                       | 8                           |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | 7                            | 318                     | 1,056                       |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>7</b>                     | <b>318</b>              | <b>1,064</b>                |
| EDC Evaluation Costs   | 3                            | 33                      | 79                          |
| SWE Audit Costs  | 0                            | 7                       | 64                          |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>26</b>                    | <b>624</b>              | <b>1,859</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>  |                              |                         |                             |
| <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 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.<br>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 4-13: Summary of Program Finances – Office Buildings – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$12                         | \$375                   | \$2,275                     |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>12</b>                    | <b>375</b>              | <b>2,275</b>                |
| Design & Development   | 0                            | 0                       | 36                          |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | 18                           | 525                     | 1,767                       |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>18</b>                    | <b>525</b>              | <b>1,803</b>                |
| EDC Evaluation Costs   | 9                            | 99                      | 276                         |
| SWE Audit Costs  | 0                            | 23                      | 243                         |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>39</b>                    | <b>1,022</b>            | <b>4,597</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>  |                              |                         |                             |
| <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 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.<br>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 4-14: Summary of Program Finances – Primary Metals – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$837                        | \$1,060                 | \$1,926                     |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>837</b>                   | <b>1,060</b>            | <b>1,926</b>                |
| Design & Development   | 0                            | 0                       | 24                          |
| Administration, Management and Technical Assistance <sup>(1)</sup>   | 583                          | 808                     | 2,929                       |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>583</b>                   | <b>808</b>              | <b>2,953</b>                |
| EDC Evaluation Costs   | 8                            | 99                      | 238                         |
| SWE Audit Costs  | 0                            | 23                      | 193                         |
| <b>Total EDC Costs<sup>(2)</sup></b>   | <b>1,428</b>                 | <b>1,990</b>            | <b>5,310</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>  |                              |                         |                             |
| <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 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 4-15: Summary of Program Finances – Government (Non-Profit & Education) – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$34                         | \$603                   | \$2,891                     |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>34</b>                    | <b>603</b>              | <b>2,891</b>                |
| Design & Development   | 0                            | 0                       | 42                          |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | 25                           | 215                     | 1,293                       |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>25</b>                    | <b>215</b>              | <b>1,335</b>                |
| EDC Evaluation Costs   | 12                           | 143                     | 367                         |
| SWE Audit Costs  | 0                            | 33                      | 307                         |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>71</b>                    | <b>994</b>              | <b>4,900</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>  |                              |                         |                             |
| <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 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 4-16: Summary of Program Finances – Retail Stores – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$0                          | \$172                   | \$1,038                     |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>0</b>                     | <b>172</b>              | <b>1,038</b>                |
| Design & Development   | 0                            | 0                       | 14                          |
| Administration, Management and Technical Assistance <sup>(1)</sup>   | 14                           | 123                     | 763                         |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>14</b>                    | <b>123</b>              | <b>777</b>                  |
| EDC Evaluation Costs   | 5                            | 58                      | 141                         |
| SWE Audit Costs  | 0                            | 14                      | 115                         |
| <b>Total EDC Costs<sup>(2)</sup></b>   | <b>19</b>                    | <b>367</b>              | <b>2,071</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>  |                              |                         |                             |
| <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 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.<br>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 4-17: Summary of Program Finances – Small Commercial Direct Install – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$0                          | \$0                     | \$0                         |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>0</b>                     | <b>0</b>                | <b>0</b>                    |
| Design & Development   | 0                            | 0                       | 0                           |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | 6                            | 689                     | 2,367                       |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>6</b>                     | <b>689</b>              | <b>2,367</b>                |
| EDC Evaluation Costs   | 5                            | 57                      | 94                          |
| SWE Audit Costs  | 0                            | 13                      | 52                          |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>11</b>                    | <b>759</b>              | <b>2,513</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>  |                              |                         |                             |
| <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 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.<br>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 4-18: Summary of Program Finances – Multi-Family Housing Retrofit – May 31, 2016**

|  | <b>Quarter 4<br/>(\$000)</b> | <b>PYTD<br/>(\$000)</b> | <b>Phase II<br/>(\$000)</b> |
|--|------------------------------|-------------------------|-----------------------------|
| EDC Incentives to Participants   | \$0                          | \$0                     | \$0                         |
| EDC Incentives to Trade Allies   |                              |                         |                             |
| <b>Subtotal EDC Incentive Costs</b>  | <b>0</b>                     | <b>0</b>                | <b>0</b>                    |
| <b>Design &amp; Development</b>  | <b>0</b>                     | <b>0</b>                | <b>0</b>                    |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | 118                          | 909                     | 1,525                       |
| Marketing  | 0                            | 0                       | 0                           |
| <b>Subtotal EDC Implementation Costs</b>   | <b>118</b>                   | <b>909</b>              | <b>1,525</b>                |
| <b>EDC Evaluation Costs</b>  | <b>3</b>                     | <b>30</b>               | <b>49</b>                   |
| <b>SWE Audit Costs</b>   | <b>0</b>                     | <b>7</b>                | <b>28</b>                   |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>121</b>                   | <b>946</b>              | <b>1,602</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>  |                              |                         |                             |
| <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 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   |                              |                         |                             |

**UPS CampusShip: View/Print Label**

- 1. Ensure there are no other shipping or tracking labels attached to your package.** Select the Print button on the print dialog box that appears. Note: If your browser does not support this function select Print from the File menu to print the label.
- 2. Fold the printed label at the solid line below.** Place the label in a UPS Shipping Pouch. If you do not have a pouch, affix the folded label using clear plastic shipping tape over the entire label.
- 3. GETTING YOUR SHIPMENT TO UPS**  
**Customers with a Daily Pickup**  
 Your driver will pickup your shipment(s) as usual.

**Customers without a Daily Pickup**

Take your package to any location of The UPS Store®, UPS Access Point™ location, UPS Drop Box, UPS Customer Center, UPS Alliances (Office Depot® or Staples®) or Authorized Shipping Outlet near you. Items sent via UPS Return Services(SM) (including via Ground) are also accepted at Drop Boxes. To find the location nearest you, please visit the Resources area of CampusShip and select UPS Locations.

Schedule a same day or future day Pickup to have a UPS driver pickup all your CampusShip packages.

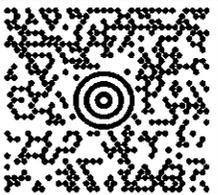
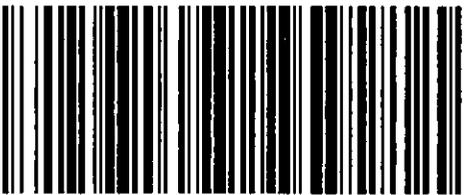
Hand the package to any UPS driver in your area.

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 PITTSBURGH, PA 15211

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 PITTSBURGH, PA 15203

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 237 BROWNSVILLE RD  
 PITTSBURGH, PA 15210

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| <b>SHIP TO:</b><br>ROSEMARY CHIAVETTA, SEC.<br>PA PUBLIC UTILITY COMMISSION<br>COMMONWEALTH KEYSTONE BUILDING<br>2ND FLOOR, ROOM-N201<br>400 NORTH STREET<br><b>HARRISBURG PA 17120-0200</b> |   |  |
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| <b>UPS NEXT DAY AIR</b>  |   | <b>1</b>   |
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