



An Exelon Company

Richard G. Webster, Jr.  
Vice President

Telephone 215.841.4000  
Fax 215.841.6208  
www.peco.com  
dick.webster@peco-energy.com

PECO  
Regulatory Policy and Strategy  
2301 Market Street  
S15  
Philadelphia, PA 19103

July 15, 2016

RECEIVED

JUL 15 2016

**Via Federal Express**

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

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

**Re: PUC Docket No. M-2012-2333992  
Phase II Energy Efficiency and Conservation Program Quarterly Report for  
March 1, 2016 through May 31, 2016**

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 March 1, 2016 through May 31, 2016.

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 dark ink, appearing to read "RW" followed by a long horizontal flourish.

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  
R. Kanaskie, 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  
March 2016 through May 2016  
Program Year 7, Quarter 4

RECEIVED

JUL 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

July 15, 2016

## Table of Contents

<b>1</b>	<b>OVERVIEW OF PORTFOLIO .....</b>	<b>4</b>
1.1	CARRY-OVER SAVINGS.....	5
1.2	SUMMARY OF ACHIEVEMENTS.....	6
1.3	SUMMARY OF SAVINGS ADJUSTMENTS.....	10
1.4	PROGRAM UPDATES AND FINDINGS.....	11
1.5	EVALUATION UPDATES AND FINDINGS.....	15
<b>2</b>	<b>SUMMARY OF ENERGY IMPACTS BY PROGRAM .....</b>	<b>19</b>
<b>3</b>	<b>SUMMARY OF DEMAND IMPACTS BY PROGRAM.....</b>	<b>22</b>
<b>4</b>	<b>SUMMARY OF FINANCES.....</b>	<b>25</b>
4.1	PORTFOLIO-LEVEL EXPENDITURES .....	25
4.2	PROGRAM-LEVEL EXPENDITURES .....	26

### Acronyms

A/C	Air Conditioning
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
IMP	Interim Measure Protocol
ISR	In-Service Rate
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 fourth quarter (Q4) of Program Year 7 (PY7), defined as March 1, 2016 through May 31, 2016, 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>1</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, completion of the projects was too late in the program year for Navigant to verify them fully. Per the statewide evaluator’s (SWE’s) September 13, 2013 guidance memo on reporting unverified savings,<sup>2</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**

	<b>Savings (MWh)</b>
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*

<sup>1</sup> Pennsylvania Public Utilities Commission, *Act 129 Phase I Compliance Determination Order*, March 20, 2014, p.6.

<sup>2</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 941,192 MWh of reported gross energy savings and 210.1 MW of report gross demand reduction in Phase II alone. PECO has also been providing energy efficiency improvements for 8,666,932 participants in Phase II. In addition to the PY7 Q4 savings in this report, PECO will be updating savings to the portfolio throughout the summer and will included this additional participation, energy savings, and demand reduction in the *PY7 Annual Compliance Report*. This additional savings is not included in this report because of the delay in processing applications.

**Table 1-2. Summary of Phase II Performance by Sector**

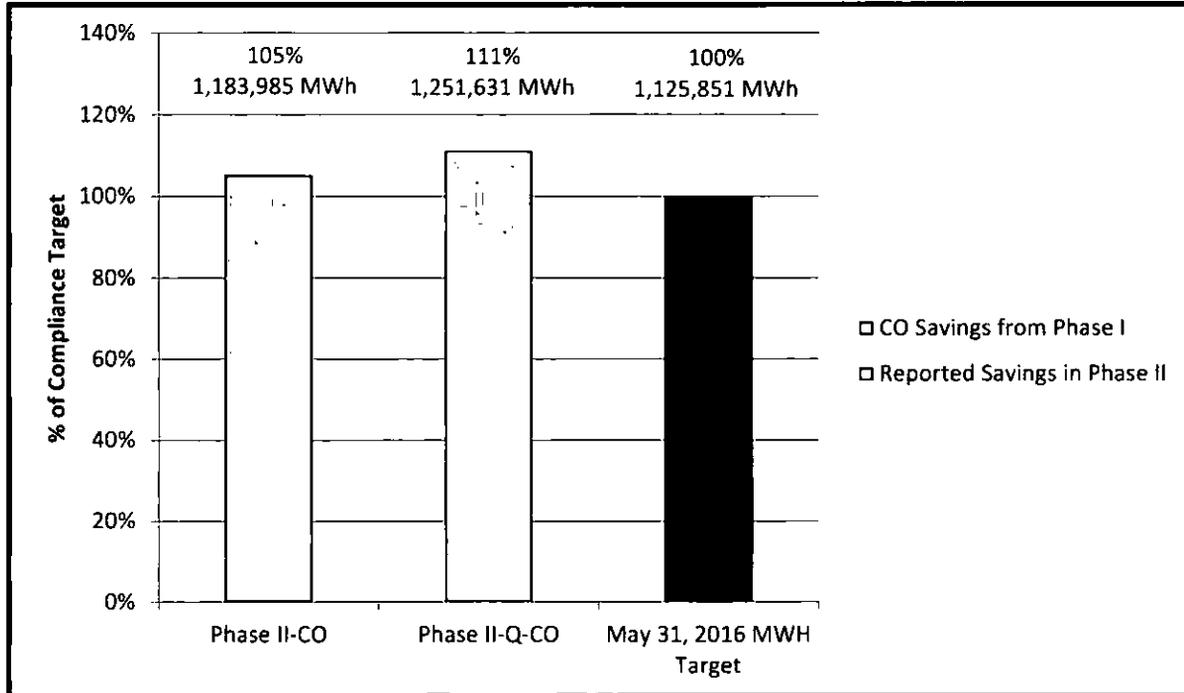
Sector	Phase II Participants	Program Year 7 Gross Energy Savings (MWh/yr)	Phase II Reported Gross Energy Savings (MWh/yr)	Phase II-Q Gross Energy Savings (MWh/yr)	Program Year 7 Gross Demand Reduction (MW)	Phase II Reported Gross Demand Reduction (MW)	Phase II-Q Gross Demand Reduction (MW)
Residential	7,856,818	198,501	403,060	397,245	23.3	48.6	55.4
Low-Income	737,588	19,801	52,899	56,104	2.6	6.2	6.4
Small Commercial and Industrial	3,837	45,579	106,571	168,007	7.6	18.6	28.0
Large Commercial and Industrial	988	82,073	176,231	184,218	13.0	26.7	28.5
Government, Nonprofit, and Institutional	961	100,681	202,431	203,265	22.8	35.9	35.4
Demand Reduction	66,960	0	0	0	0.0	74.0	130.1
<b>PHASE II TOTAL</b>	<b>8,666,935</b>	<b>446,634</b>	<b>941,192</b>	<b>1,008,838</b>	<b>69.2</b>	<b>210.1</b>	<b>283.9</b>

Source: PECO and Navigant analysis

Note: The participation, energy savings, and demand reduction in the low-income sector has not been counted in any of the other sectors.

PECO has achieved 105 percent of the May 31, 2016 energy savings compliance target based on cumulative program inception to date (Phase II-CO<sup>3</sup>) reported gross energy savings<sup>4</sup> and 111 percent of the energy savings compliance target based on Phase II-Q-CO<sup>5</sup> gross energy savings achieved through PY7 Q4, as shown in Figure 1-1.

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



Sources: PECO and Navigant analysis

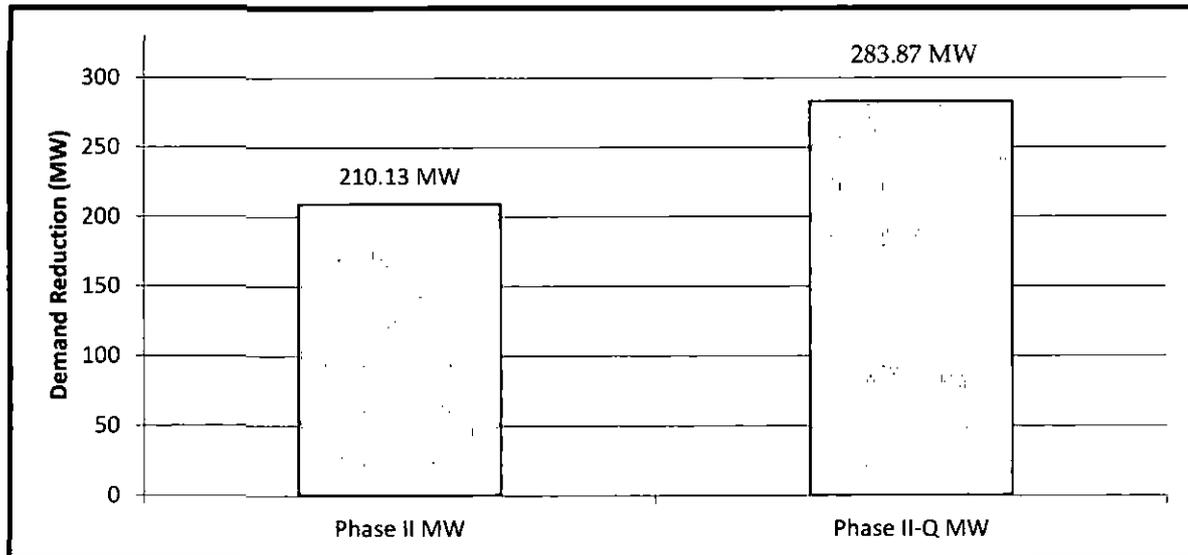
<sup>3</sup> Phase II-CO is the cumulative ex ante program/portfolio savings from the inception of Phase II to date, including carry-over savings from Phase I.

<sup>4</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>5</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.

PECO has achieved 210.13 megawatts (MW) of demand reduction through the end of PY7 Q4 based on cumulative reported gross demand savings and 283.87 MW of demand reduction based on Phase II-Q,<sup>6</sup> as shown in Figure 1-2.

**Figure 2. Phase II Portfolio Demand Reduction<sup>7,8</sup>**



Sources: PECO and Navigant analysis

PECO has achieved 104 percent of the May 31, 2016 energy savings compliance target for the low-income sector based on Phase II and 111 percent of the energy savings compliance target for the low-income sector Phase II-Q as shown in Figure 3. There are 20 measures available to the low-income sector at no cost to the customer. These measures make up 16.4 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>9</sup>

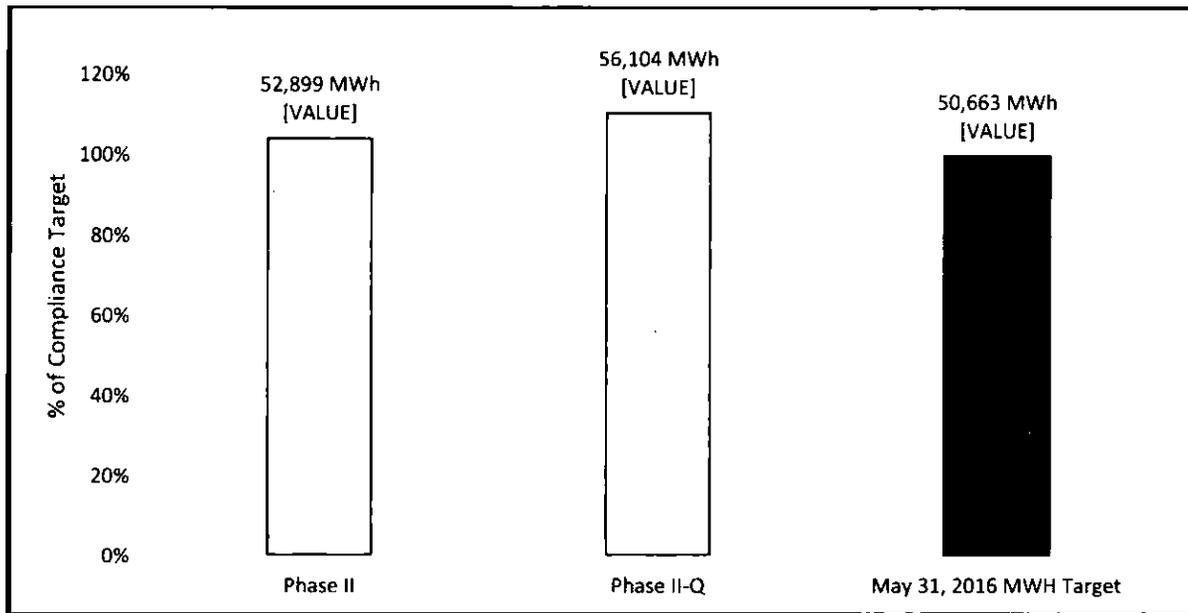
<sup>6</sup> Unlike Phase I, there is no compliance target for demand reduction in Phase II.

<sup>7</sup> Phase II MW equals Phase II demand savings to date.

<sup>8</sup> Phase II-Q MW equals Phase II verified gross demand savings from the beginning of Phase II plus PYTD reported gross demand savings.

<sup>9</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).

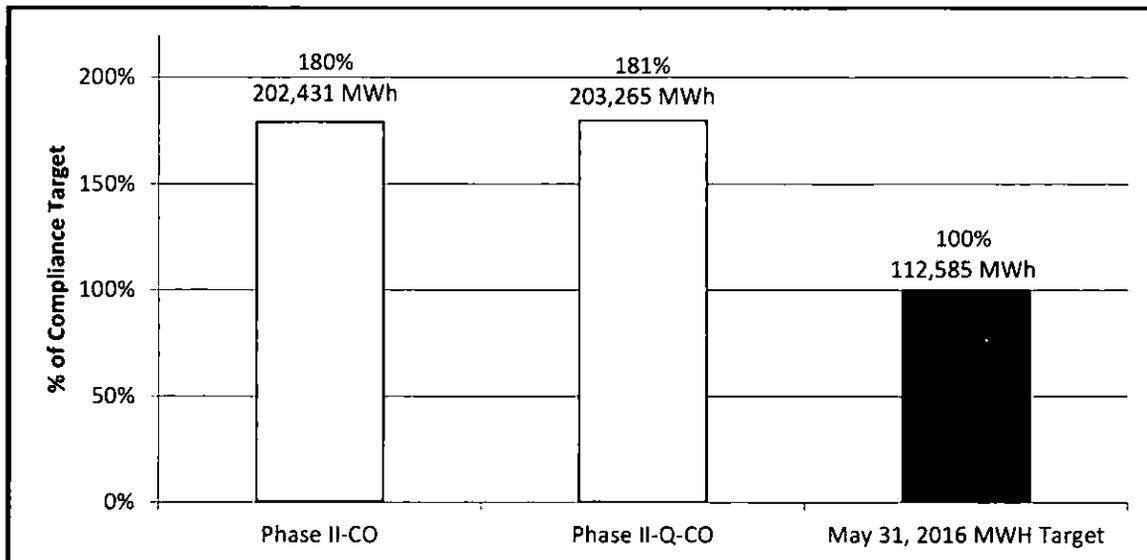
**Figure 3. Low-Income Sector**



Sources: PECO and Navigant analysis

PECO achieved 180 percent of the May 31, 2016 energy reduction compliance target for the GNI sector based on Phase II reported gross energy savings and 181 percent of the target based on Phase II-Q-CO gross energy savings achieved through Q4, as shown in Figure 1-3.

**Figure 4. Government, Nonprofit, and Institutional Sector**



Sources: PECO and Navigant analysis

### 1.3 Summary of Savings Adjustments

Since the start of Phase II, Navigant has changed how it reports participation, energy savings, and demand reduction across the different sectors and programs. Navigant reallocated values to the appropriate customer class. This reallocation has resulted in an accurate split between the small and large customer classes. Additionally, Navigant has discovered values that require adjustment to accurately describe the participation, energy savings, and demand reduction achieved through the Phase II EE&C program. These adjustments revise previously reported values that Navigant misallocated to particular programs.

#### Participation Adjustments

- **Smart Home Rebates (SHR) program:** Added upstream light bulb counts to non-lighting measure participation. Navigant previously did not reported participation of upstream light bulbs and only reported non-lighting measure participation.
- **Low-Income Energy Efficiency Program (LEEP):** Added participation counts from component 2, 3, and 4 in addition to component 1. Navigant previously only reported participation from component 1.

#### Verified Energy Savings Adjustments

- **SHR program:** Removed 32,869 MWh of energy savings from the Phase II to date totals from the *PY6 Annual Compliance Report*. Navigant incorrectly double counted the 32,869 MWh of energy savings.
- **Smart Energy Saver (SES) program:** Increased the ISR used for 18-watt and 23-watt light bulbs after comments from the SWE regarding the *PY6 Annual Compliance Report*. This adjustment increased Phase II MWh energy savings.
- **LEEP:** Reduced the savings associated with the air sealing IMP, which overstated energy savings and demand reduction after comments from the SWE regarding the *PY6 Annual Compliance Report*. This adjustment increased Phase II MWh energy savings.

#### Verified Demand Reduction Adjustments

- **SES program:** Increased the ISR used for 18-watt and 23-watt light bulbs after comments from the SWE regarding the *PY6 Annual Compliance Report*. This adjustment increased Phase II MW demand reduction.
- **LEEP:** Reduced the savings associated with the air sealing IMP, which overstated energy savings and demand reduction after comments from the SWE regarding the

*PY6 Annual Compliance Report*. This adjustment decreased Phase II MW demand reduction.

- **Smart Energy Incentives (SEI) program:** Removed 5.5 MW of demand reduction from the Phase II to date totals from the *PY6 Annual Compliance Report*. Navigant incorrectly included this demand reduction.

#### 1.4 Program Updates and Findings

- **Smart Appliance Recycling (SAR) program:** In PY7 Q4, SAR generated 294.59 MWh and 0.0339 MW in savings. The Q4 savings is comprised of units originally scheduled for pickup in late October and November that JACO did not pick up before ceasing operation. Through a new implementer, ARCA, PECO picked up 253 refrigerators and 60 freezers. These 313 total units come from 293 individual participants. The units are not attributable to either the residential or non-residential sector because ARCA's swift intervention on behalf of PECO did not allow full tracking practices.

SAR Q4 spent \$15,650 on incentives to participants and 30,300 in administration fees to ARCA. Navigant did not verify the spending of \$1,222 for promotion and \$22,088 on other admin and umbrella costs but they are consistent with past quarters.

- **SHR program:** In PY7 Q4, lighting measures produced 97 percent of the SHR program's energy savings, the same as PY7 Q3. Lighting measures also accounted for 90 percent of the total demand savings, which was a two percent decrease from PY7 Q3. Non-lighting measures produced the remaining three percent of energy savings and 10 percent of demand savings. Central air conditioning (A/C) units and air source heat pumps (ASHPs) produced 65 percent of the non-lighting energy savings.

Bulb sales for PY7 Q4 were 1,007,662, a 20 percent decrease from the total bulb sales in PY7 Q3. The proportion of light-emitting diode (LED) sales increased from 57 percent in the previous quarter to 69 percent this quarter. Standard compact fluorescent lamps (CFLs) composed 27 percent of sales, and specialty CFLs made up four percent.

In the *PY5 Annual Compliance Report*, Navigant reported 32,870 MWh of verified gross annual energy savings for the Non-Residential Participation in SHR (C&I). Navigant then reported 28,415 MWh in the same category for PY6 that should result in Phase II verified gross energy savings of 61,285 MWh (reflecting both PY5 and PY6). The PY7 Q1 report correctly reflected PY5 verified savings (32,870 MWh); PY6 has not yet been verified. However, when PY6 verified savings were also included in the PY7 Q2 report, it incorrectly reflected a double counting of PY5 verified savings (32,870 MWh + 32,870 MWh + 28,415 MWh = 94,156 MWh). As a result, this PY7 Q4 report includes the correction to PY5 verified savings where the evaluation team removed 32,870 MWh

from the verified gross Phase II energy savings for the Non-Residential Participation in SHR (C&I).

Additionally, in the *PY6 Annual Compliance Report*, Navigant reported 80,537 MWh of verified gross annual energy savings for the Residential SHR program. However, the PY7 Q2 report incorrectly reflected savings of 80,585 MWh. As a result, this PY7 Q4 report includes the correction where Navigant reduced verified Phase II savings by approximately 48 MWh.

Finally, Navigant corrected an error to the PY6 Non-Residential Participation in SHR (C&I) annual verified demand reduction (MW). The team incorrectly rounded savings up by 0.1 MW. This report reflects the correction to that error.

- **Smart House Call (SHC) program:** There were 1,617 new participants in PY7 Q4, 1,561 of whom had one or more program measures installed as of the end of PY7 Q4 (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 1,261 participants in PY7 Q3. Reported energy savings in PY7 Q4 are 2,025 MWh and peak demand savings are 0.25 MW. Out of the 1,617 new participants, 1,081 received an assessment, 425 received an audit, and 111 received a central A/C (CAC) audit. In addition, 383 participants who previously received an audit and 31 participants who previously received a CAC audit installed major measures (such as wall and ceiling insulation, insulation air sealing, and ASHP duct sealing and maintenance).
- **Smart Builder Rebates (SBR) program:** In PY7 Q4, the SBR program completed 16 new gas-heated home projects. Roughly half (49 percent) of PY7 Q4 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. Program activities in PY7 Q4 focused on builder retention and preparation for the transition to Phase III.
- **SES program:** In PY7 Q4, the SES program implementer, Resource Action Programs (RAP), distributed 140 kits to one teacher at one school. This brings the total number of kits distributed for PY7 to 12,324 kits distributed to 254 teachers at 124 schools.

Additionally, Navigant updated the PY6 verified megawatt-hours and megawatts to reflect the SWE's comments regarding the *PY6 Annual Compliance Report*: the SWE indicated that the in-service rates (ISRs) used for the 18 W and 23 W bulbs were inconsistent with the 2014 TRM. Navigant agrees with the SWE's recommendation and has increased the megawatt-hours achieved by 347.176 and increased the achieved megawatts by 0.06.

- **Smart Usage Profile (SUP) program:** In Q4 of PY7, the implementation contractor, Opower, continued sending home energy reports to three participant groups of randomly selected participant households. By the end of the program year, the three participant groups included a cumulative 132,289 active participant households. Note that PECO revised its internal Phase II energy savings goal for this program to 27,000 MWh in PY7 (originally 20,000 MWh in PY7). 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 Q4, a total of 726 participants covering the residential sector (696 participants), C&I sector (17 participants), and GNI sector (13 participants) received cost-free direct installation measures. The program claimed a reported 1,793 MWh of energy savings, with 0.2 MW of demand reduction this quarter. During the entirety of PY7, the program claimed a reported 5,573 MWh of energy savings, with 0.7 MW of demand reduction, and incurred an expenditure of \$1.58 million because of direct install installation services. At the conclusion of Phase II, the program claimed a reported 17,737 MWh of energy savings, with 1.9 MW of demand reduction, and incurred an expenditure of \$6.14 million. Throughout Phase II, the program did not see any participation in its prescriptive channel.
  
- **LEEP:** Participation levels were the same in PY7 Q4 as they were in PY7 Q3, with 2,585 participants receiving audits as a part of Component 1. PECO installed 6,254 bulbs through the Low-Income Usage Reduction Program (LIRUP), a 48 percent increase from Q3. PECO distributed significantly less bulbs to low-income customers as part of Component 3: only 20,000 bulbs distributed compared to 50,000 bulbs distributed in Q3. Through Component 4, 222 refrigerators were replaced, an increase of 283 percent from Q3. One-third of the savings came from CFL giveaways in Component 3; the remaining savings came from Component 1, 2, and 4 direct installations. The savings are broken down as follows:
  - Component 1 accounts for 57 percent of energy savings and 57 percent of demand savings.
  - Component 2 accounts for seven percent of energy savings and seven percent of demand savings.
  - Component 3 accounts for 30 percent of energy savings and 29 percent of demand savings.
  - Component 4 accounts for six percent of energy savings and seven percent of demand savings.

Additionally, Navigant adjusted the PY6 verified megawatt-hours and megawatts to reflect the SWE's comments in the *PY6 Annual Compliance Report*. In the SWE's comments, it found an incorrect application of the air sealing interim measure protocol (IMP), which overstated energy and demand savings for this measure, and minor data field entry errors. The SWE asked that PECO correct these inconsistencies in its PY7 report. Navigant agrees with the recommendation and has increased the megawatt-hours achieved by 822.65 and decreased the achieved megawatts by 0.037. These changes will also be reflected in the Phase II verified savings.

- **SEI C&I program:** In PY7 Q4, 320 companies completed 408 total retrofit projects receiving rebates from the SEI C&I program. This number (408 participants) is much greater than Q4 of PY6 (266 participants) and PY5 (174 participants), a strong finish to the SEI C&I program in PY7. The energy and peak demand savings in PY7 Q4 are comparable to those in PY6 Q4, but overall, the SEI C&I program in PY7 was larger than both PY5 and PY6.

Additionally, Navigant would like to clarify a previously reported value: in the *PY6 Annual Compliance Report*, Table 1-10—titled *Verified Gross Demand Reduction by Program*—erroneously showed 5.5 MW of SEI Small C&I savings. This 5.5 MW of peak demand savings was also included within the Large C&I savings totals in Table 1-10. Navigant has reduced the PY6 verified MW savings in this report to adjust for the double counting.

- **SEI GNI program:** In PY7 Q4, 116 participants completed 164 total retrofit projects receiving rebates from the SEI GNI program. This number (164 participants) is much greater than Q4 of PY6 (58 participants) and PY5 (55 participants), a strong finish to the SEI GNI program in PY7. PY7 Q4 was the program's largest quarter in Phase II and was larger than the entire PY5 and PY6 program years. The SEI C&I program in PY7 was larger than both PY5 and PY6 overall as well.
- **Smart Construction Incentives (SCI) program:** Fifty-four new construction projects received rebates from the SCI program in PY7 Q4. Of the projects, 10 were in the GNI sector and 44 were in the C&I sector. There were 48 total participants, with most participants completing one project. Overall, the data for PY7 showed that the SCI program achieved more than double the participation (with 156 participants) of PY6 (73 participants). The reported energy savings in PY7 Q4 is 7,836 MWh, while the reported demand savings is 1.6 MW. The energy savings achieved to date is 76 percent greater and the demand savings 112 percent greater than the savings in Q1 through Q4 of PY6, although the savings per project are lower, on average, than in PY6.

- **Smart Business Solutions (SBS) program:** Q4 participation in the SBS program rose significantly from Q3, as the implementer strove to complete projects before the end of the program year. The program had 72 participants in Q4, including five from the GNI sector, but only 24 total participants in Q3. Estimated reported savings in Q4 totaled 1,669 MWh, with 72 percent of those savings generated by upgrades to T8 or T5 linear fluorescent lamps. Another 12 percent of savings came from the removal of unwanted light fixtures and five percent from regular screw-in LED bulbs.
- **Smart On-Site (SOS) program:** The SOS program has been tracking seven participants expected to complete projects in Q4. Six of the seven participants completed prior to the quarter close.

Navigant evaluates SOS projects using a performance-monitoring period after project completion. This monitoring period creates a lag in the implementer's ability to determine reported savings. The implementer complete three of the six projects to late in the quarter that they were unable to complete the peak demand savings analysis before the Q4 data extract and are not included in reported savings at this time. Additionally the implementer has not been able to complete the energy savings analyses for any of the Q4 projects at this time.

The program is currently reporting 1.505 MW and 0 MWh of savings. Navigant will report final savings numbers in the *PY7 Annual Compliance Report*.

- **Residential Smart A/C Saver program:** The Residential Smart A/C Saver program had 65,274 registered participants representing 76,145 devices at the end of PY7 Q4. The program was active through September 2015. The program has concluded for the PY7 cooling season, and PECO expects to resume the program in Phase III.
- **Commercial Smart A/C Saver program:** The Commercial Smart A/C Saver program had 1,686 registered participants representing 3,063 devices at the end of PY7 Q4. 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 Phase III.

## 1.5 Evaluation Updates and Findings

- **SAR program:** The Navigant team is fielding a participant to measure program satisfaction, free ridership, and part use. This survey will also reach customers with rebates delayed by JACO's cessation, customers serviced by ARCA, and customers who withdrew their participation—by either finding alternative means of disposal for their unit or not responding to ARCA's attempt to collect.

- **SHR program:** The M&V activities in PY7 Q4 relating to lighting measures focused on analysis of data collected during the program year, including analyzing the shelf and intercept survey data to develop gross and net impact and process findings. For non-lighting measures, PY7 Q4 M&V activities included surveying participants and HVAC installation contractors. The Annual Compliance Report for PY7 will detail findings and conclusions from these analyses.
- **SHC program:** The M&V activities completed in PY7 Q4 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 May 2016. After confirming consistency between the CSP invoices and the program tracking data, Navigant used the tracking data to verify the reported PY7 Q4, program year, and Phase II savings.
- **SBR program:** Navigant's PY7 Q4 evaluation activities 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 Q4. The evaluation team also began fielding surveys of participating builders and completed building simulation modeling for the PY7 impact evaluation.
- **SES program:** The M&V activities completed for the PY7 Q4 report included finalizing the staff and implementer interviews. M&V activities for the SES program are limited until the Q4 data is released, which includes survey data from those students who installed the kit's measures.
- **SUP program:** Q4 PY7 evaluation activities included preparation for staff and implementer interviews, a billing data request, and a quarterly data review.
- **SMFS program:** Navigant completed participant telephone surveys to support net-to-gross (NTG), gross verification, and process evaluation this quarter. Onsite visits for gross impact verification will also take place in June and July. The evaluation team will roll-up estimates of NTG and gross verification in the upcoming quarter.
- **LEEP:** The evaluation team completed implementation contractor ride-along surveys and post-installation M&V site visits. The team also prepared and completed participant phone surveys in Q4, including a battery of questions in support of SWE-requested NTG analysis. Analysis of findings from both the site visits and participant phone surveys is ongoing.
- **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 completed a sample design

based on Q1- to Q4-completed projects at the completion of Q4 to achieve an 85/15 or better level of confidence and relative precision at the program level. The team plans to complete pre-installation site visits where appropriate. The evaluation team has also been completing post-installation field verification and 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.

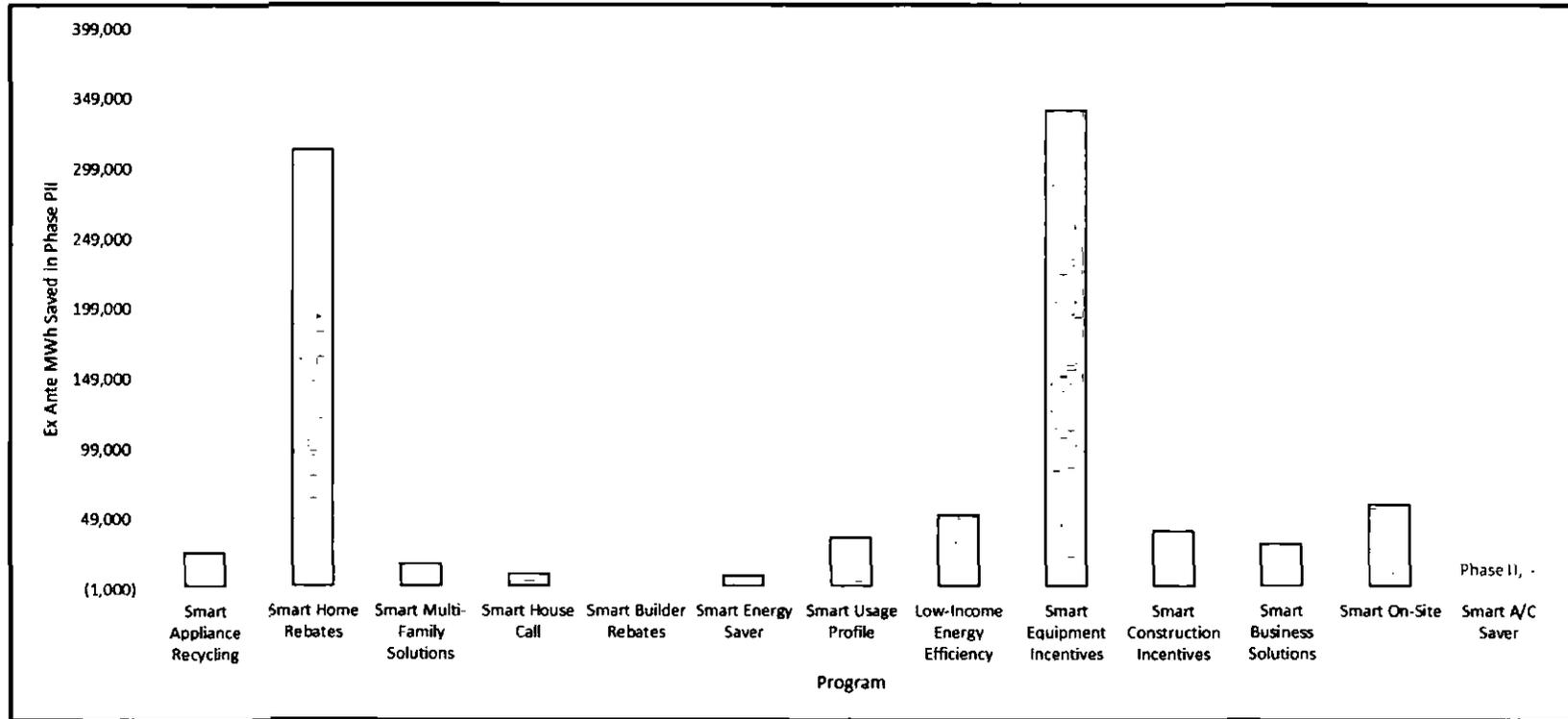
- **SEI GNI program:** The evaluation of the SEI GNI program will align closely with the PY6 evaluation in terms of approaches and tasks. Navigant completed a sample design based on Q1- to Q4-completed projects at the completion of Q4 to achieve an 85/15 or better level of confidence and relative precision at the program level. The team plans to complete pre-installation site visits where appropriate. The evaluation team has also been completing post-installation field verification and 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.
- **SCI program:** The evaluation of the PY7 SCI program will align closely with the PY6 evaluation in terms of approaches and tasks. Navigant completed a sample design based on Q1- to Q4-completed projects at the completion of Q4 to achieve an 85/15 or better level of confidence and relative precision at the program level. The evaluation team has begun engineering reviews and field verification of the sampled Q4 projects in June 2016. Navigant also completed 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 performed the following evaluation activities during PY7 Q4:
  - Completed a telephone interview with the PECO SBS program manager
  - Completed a telephone interview with the program implementation lead at SmartWatt
  - Designed the project sample and gathered the Q1-Q3 project files for engineering review
  - Reviewed the PY7 Q4 reported energy savings, demand savings, and cost numbers
  - Confirmed all PY7 Q4 savings and cost numbers with the PECO program manager
- **SOS program:** Navigant conducted the following evaluation activities during PY7 Q4:
  - The PECO program manager telephone interview
  - The DNV GL program manager telephone interview
  - Planning onsite M&V activities of program participants
  - Reviewed and confirmed the preliminary PY7 Q4 savings and cost numbers with the PECO program manager.

- **Residential and Commercial Smart A/C Saver programs:** The Residential and Commercial Smart A/C Saver programs were active during June through September of the PY7 cooling season. The program does not call conservation events in Q3 and Q4 of each program year. 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. Neither program enrolled new participants in PY7 Q4. The PY7 control season is over, and PECO plans to resume the Smart A/C Saver program again in Phase III.

## 2 Summary of Energy Impacts by Program

Figure 2-1 presents a summary of the reported energy savings by program through PY7 Q4 of Phase II.

**Figure 5. 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 Q4 of PY7.

**Table 2-1. 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>Smart Appliance Recycling</b>	313	9,387	28,244	295	9,322	25,834	24,691
Smart Appliance Recycling (Residential)	313	9,245	27,969	295	9,169	25,539	24,419
Smart Appliance Recycling (C&I) - Small	0	111	224	0	121	243	224
Smart Appliance Recycling (C&I) - Large	0	8	16	0	8	15	14
Smart Appliance Recycling (GNI)	0	23	35	0	25	37	34
<b>Smart Home Rebates<sup>1</sup></b>	1,011,301	3,598,622	7,625,139	39,917	141,043	313,072	371,292
Smart Home Rebates (Residential)	1,011,284	3,598,554	7,625,006	39,916	141,034	313,056	309,998
Smart Home Rebates (C&I) - Small	10	51	95	1	6	9	61,288
Smart Home Rebates (C&I) - Large	7	13	29	1	2	5	5
Smart Home Rebates (GNI)	0	4	9	0	1	1	1
<b>Smart Multi-Family Solutions</b>	726	3,889	22,338	1,793	5,573	17,737	17,370
Smart Multi-Family Solutions (Residential)	696	3,726	21,479	476	1,988	7,873	7,557
Smart Multi-Family Solutions (C&I) - Small	10	107	736	165	1,007	4,989	4,970
Smart Multi-Family Solutions (C&I) - Large	7	31	75	394	1,717	3,736	3,725
Smart Multi-Family Solutions (GNI)	13	25	48	758	861	1,139	1,119
<b>Smart House Call</b>	1,616	6,381	12,003	2,025	6,487	10,312	10,414
<b>Smart Builder Rebates</b>	16	152	242	28	347	572	576
<b>Smart Energy Saver</b>	140	12,324	37,827	11	2,786	9,017	7,592
<b>Smart Usage Profile</b>	132,289	132,289	132,289	36,690	36,690	36,690	36,690
<b>Low-Income Energy Efficiency</b>	23,596	222,711	737,371	3,316	19,801	52,899	56,104
<b>Smart Equipment Incentives</b>	572	1,640	3,084	86,295	196,510	341,601	351,222
Smart Equipment Incentives (C&I) - Small	260	807	1,514	13,798	34,054	61,688	64,244
Smart Equipment Incentives (C&I) - Large	148	382	792	26,884	69,550	151,189	158,300
Smart Equipment Incentives (GNI)	164	451	778	45,613	92,905	128,724	128,678
<b>Smart Construction Incentives</b>	54	156	258	7,837	22,961	41,669	43,314
Smart Construction Incentives (C&I) - Small	23	74	125	1,135	5,504	9,205	9,474
Smart Construction Incentives (C&I) - Large	21	43	70	5,218	10,795	20,970	21,884

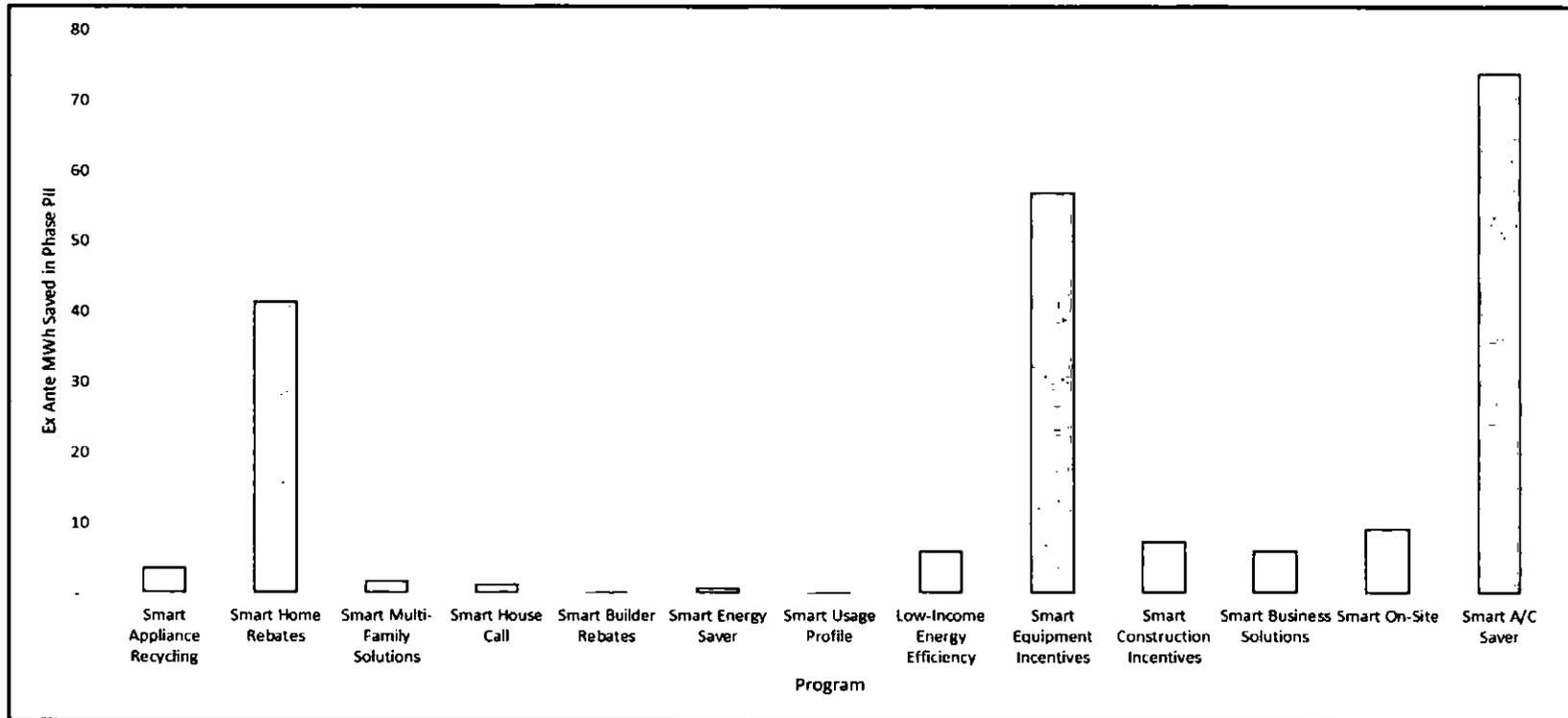
Smart Construction Incentives (GNI)	10	39	63	1,483	6,662	11,494	11,956
<b>Smart Business Solutions</b>	72	189	1,172	1,669	5,114	31,844	29,147
Smart Business Solutions (C&I) - Small	67	180	1,143	1,537	4,887	30,437	27,808
Smart Business Solutions (C&I) - Large	0	0	4	0	0	315	290
Smart Business Solutions (GNI)	5	9	25	132	227	1,091	1,048
<b>Smart On-Site</b>	3	3	5	0	0	59,945	60,427
Smart On-Site (C&I) - Large	2	2	2	0	0	0	0
Smart On-Site (GNI)	1	1	3	0	0	59,945	60,427
<b>Smart A/C Saver</b>	-955	-4,048	66,960	0	0	0	0
Smart A/C Saver (Residential) <sup>6</sup>	-913	-3,910	65,274	0	0	0	0
Smart A/C Saver (C&I) <sup>6</sup>	-42	-138	1,686	0	0	0	0
<b>Residential Total</b>	1,146,355	3,762,674	7,856,818	79,441	198,501	403,060	397,245
<b>Commercial and Industrial Small Total</b>	370	1,330	3,837	16,636	45,579	106,571	168,007
<b>Commercial and Industrial Large Total</b>	185	479	988	32,496	82,073	176,231	184,218
<b>Government / Nonprofit Total</b>	193	552	961	47,987	100,681	202,431	203,265
<b>Low-Income Energy Efficiency Total</b>	23,596	222,711	737,371	3,316	19,801	52,899	56,104
<b>Demand Reduction Total</b>	-955	-4,048	66,960	0	0	0	0
<b>Portfolio Total</b>	1,169,744	3,983,698	8,666,935	179,875	446,634	941,192	1,008,838
<b>Carry Over Savings from Phase I</b>							242,793
<b>Phase II-Q-CO Total</b>							1,251,631
<p><b>Note:</b> PECO and Navigant have reformatted this table to clarify program participation and energy savings. PECO and Navigant have reallocated values to the appropriate customer class as well as made adjustment to revise previously reported values that Navigant misallocated to particular programs. Navigant has detailed the major adjustments in 1.3 Summary of Savings Adjustments.</p>							

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 Q4 of Phase II.

Figure 6. 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 Q4. Note that all demand reduction values have been adjusted to account for line losses.

**Table 3-1. Reported Participation and Gross Demand Reduction by Program (MW/Year)**

Program	Participants			Reported Gross Impact (MW/Year)			
	IQ	PYTD	Phase II	IQ	PYTD	Phase II	Phase II-Q
<b>Smart Appliance Recycling</b>	313	9,387	28,244	0.0	1.3	3.7	3.5
Smart Appliance Recycling (Residential)	313	9,245	27,969	0.0	1.3	3.6	3.5
Smart Appliance Recycling (C&I) - Small	0	111	224	0.0	0.0	0.0	0.0
Smart Appliance Recycling (C&I) - Large	0	8	16	0.0	0.0	0.0	0.0
Smart Appliance Recycling (GNI)	0	23	35	0.0	0.0	0.0	0.0
<b>Smart Home Rebates</b>	1,011,301	3,598,622	7,625,139	5.6	20.4	41.5	56.0
Smart Home Rebates (Residential)	1,011,284	3,598,554	7,625,006	5.6	20.4	41.5	48.6
Smart Home Rebates (C&I) - Small	10	51	95	0.0	0.0	0.0	7.4
Smart Home Rebates (C&I) - Large	7	13	29	0.0	0.0	0.0	0.0
Smart Home Rebates (GNI)	0	4	9	0.0	0.0	0.0	0.0
<b>Smart Multi-Family Solutions</b>	726	3,889	22,338	0.2	0.7	1.9	1.9
Smart Multi-Family Solutions (Residential)	696	3,726	21,479	0.1	0.3	0.9	0.8
Smart Multi-Family Solutions (C&I) - Small	10	107	736	0.0	0.1	0.5	0.5
Smart Multi-Family Solutions (C&I) - Large	7	31	75	0.0	0.2	0.4	0.4
Smart Multi-Family Solutions (GNI)	13	25	48	0.1	0.1	0.1	0.1
<b>Smart House Call</b>	1,617	6,384	12,006	0.3	0.9	1.5	1.5
<b>Smart Builder Rebates</b>	16	152	242	0.0	0.1	0.2	0.2
<b>Smart Energy Saver</b>	140	12,324	37,827	0.0	0.3	0.9	0.8
<b>Smart Usage Profile</b>	132,289	132,289	132,289	0.0	0.0	0.0	0.0
<b>Low-Income Energy Efficiency</b>	23,596	222,711	737,371	0.4	2.6	6.2	6.4
<b>Smart Equipment Incentives</b>	572	1,640	3,084	16.0	35.6	57.1	59.0
Smart Equipment Incentives (C&I) - Small	260	807	1,514	1.9	5.2	10.2	10.9
Smart Equipment Incentives (C&I) - Large	148	382	792	3.7	10.6	22.4	24.3
Smart Equipment Incentives (GNI)	164	451	778	10.3	19.8	24.5	23.8
<b>Smart Construction Incentives</b>	54	156	258	1.7	4.5	7.4	7.4
Smart Construction Incentives (C&I) - Small	23	74	125	0.2	1.2	1.9	1.9

Smart Construction Incentives (C&I) - Large	21	43	70	1.0	2.0	3.6	3.5
Smart Construction Incentives (GNI)	10	39	63	0.4	1.3	1.8	2.0
<b>Smart Business Solutions</b>	72	189	1,172	0.4	1.1	6.2	7.6
Smart Business Solutions (C&I) - Small	67	180	1,143	0.4	1.0	5.9	7.3
Smart Business Solutions (C&I) - Large	0	0	4	0.0	0.0	0.1	0.1
Smart Business Solutions (GNI)	5	9	25	0.0	0.1	0.2	0.3
<b>Smart On-Site</b>	3	3	5	1.7	1.7	9.4	9.4
Smart On-Site (C&I) - Large	2	2	2	0.2	0.2	0.2	0.2
Smart On-Site (GNI)	1	1	3	1.5	1.5	9.3	9.2
<b>Smart A/C Saver</b>	-955	-4,048	66,960	0.0	0.0	74.0	130.1
Smart A/C Saver (Residential) <sup>6</sup>	-913	-3,910	65,274	0.0	0.0	71.1	126.1
Smart A/C Saver (C&I) <sup>6</sup>	-42	-138	1,686	0.0	0.0	2.9	4.0
<b>Residential Total</b>	<b>1,146,355</b>	<b>3,762,674</b>	<b>7,856,818</b>	<b>6.0</b>	<b>23.3</b>	<b>48.6</b>	<b>55.4</b>
<b>Commercial and Industrial Small Total</b>	<b>370</b>	<b>1,330</b>	<b>3,837</b>	<b>2.6</b>	<b>7.6</b>	<b>18.6</b>	<b>28.0</b>
<b>Commercial and Industrial Large Total</b>	<b>185</b>	<b>479</b>	<b>988</b>	<b>5.0</b>	<b>13.0</b>	<b>26.7</b>	<b>28.5</b>
<b>Government / Nonprofit Total</b>	<b>193</b>	<b>552</b>	<b>961</b>	<b>12.4</b>	<b>22.8</b>	<b>35.9</b>	<b>35.4</b>
<b>Low-Income Energy Efficiency Total</b>	<b>23,596</b>	<b>222,711</b>	<b>737,371</b>	<b>0.4</b>	<b>2.6</b>	<b>6.2</b>	<b>6.4</b>
<b>Demand Reduction Total</b>	<b>-955</b>	<b>-4,048</b>	<b>66,960</b>	<b>0.0</b>	<b>0.0</b>	<b>74.0</b>	<b>130.1</b>
<b>Portfolio Total</b>	<b>1,169,744</b>	<b>3,983,698</b>	<b>8,666,935</b>	<b>26.3</b>	<b>69.2</b>	<b>210.1</b>	<b>283.9</b>

Note: PECO and Navigant have reformatted this table to clarify program participation and demand reduction. PECO and Navigant have reallocated values to the appropriate customer class as well as made adjustment to revise previously reported values that Navigant misallocated to particular programs. Navigant has detailed the major adjustments in 1.3 Summary of Savings Adjustments.

Sources: PECO and Navigant analysis

## 4 Summary of Finances

### 4.1 Portfolio-Level Expenditures

Table 4-1 presents a breakdown of the portfolio finances for PY7 Q4.

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

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$13,986	\$44,363	\$99,889
EDC Incentives to Trade Allies	\$54	\$336	\$647
<b>Subtotal EDC Incentive Costs</b>	<b>\$14,040</b>	<b>\$44,699</b>	<b>\$100,536</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$6,364	\$28,248	\$92,218
Marketing	\$1,414	\$5,926	\$16,751
<b>Subtotal EDC Implementation Costs</b>	<b>\$7,778</b>	<b>\$34,174</b>	<b>\$108,969</b>
EDC Evaluation Costs	\$1,288	\$4,726	\$12,794
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>			
<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 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

## 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	\$16	\$485	\$1,281
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$16	\$485	\$1,281
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$52	\$869	\$2,578
Marketing	\$1	\$25	\$226
<b>Subtotal EDC Implementation Costs</b>	\$54	\$895	\$2,804
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>	N/A	N/A	N/A
<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 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 4-3. Summary of Program Finances: Smart Home Rebates (Residential)**

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$5,171	\$17,746	\$38,364
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$5,171</b>	<b>\$17,746</b>	<b>\$38,364</b>
Design and Development	\$0	\$0	\$0
Administration, Management and Technical Assistance <sup>1</sup>	\$722	\$3,182	\$10,100
Marketing	\$44	\$409	\$797
<b>Subtotal EDC Implementation Costs</b>	<b>\$766</b>	<b>\$3,591</b>	<b>\$10,896</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>			
<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 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	\$278	\$600	\$921
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$278</b>	<b>\$600</b>	<b>\$921</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$966	\$3,743	\$8,191
Marketing	\$124	\$1,142	\$2,554
<b>Subtotal EDC Implementation Costs</b>	<b>\$1,090</b>	<b>\$4,885</b>	<b>\$10,745</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 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)**

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$9	\$96	\$154
<b>Subtotal EDC Incentive Costs</b>	\$9	\$96	\$154
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$82	\$310	\$839
Marketing	\$7	\$67	\$188
<b>Subtotal EDC Implementation Costs</b>	\$88	\$376	\$1,027
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
<b>Total EDC Costs<sup>2</sup></b>	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>	N/A	N/A	N/A
<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 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)**

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$78	\$450	\$1,351
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$78</b>	<b>\$450</b>	<b>\$1,351</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 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>	\$12	\$540	\$2,902
Marketing	\$0	\$0	\$1
<b>Subtotal EDC Implementation Costs</b>	<b>\$12</b>	<b>\$540</b>	<b>\$2,903</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 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)**

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$1,819	\$7,559	\$22,614
Marketing	\$79	\$529	\$839
<b>Subtotal EDC Implementation Costs</b>	<b>\$1,898</b>	<b>\$8,088</b>	<b>\$23,453</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 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.			

*Sources: PECO and Navigant analysis*

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

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$3,051	\$7,530	\$16,050
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$3,051</b>	<b>\$7,530</b>	<b>\$16,050</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$710	\$3,583	\$12,778
Marketing	\$0	\$171	\$180
<b>Subtotal EDC Implementation Costs</b>	<b>\$710</b>	<b>\$3,753</b>	<b>\$12,958</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 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.			

Sources: PECO and Navigant analysis

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

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$835	\$2,280	\$4,297
EDC Incentives to Trade Allies	\$45	\$240	\$492
<b>Subtotal EDC Incentive Costs</b>	<b>\$880</b>	<b>\$2,521</b>	<b>\$4,790</b>
<b>Implementation Costs</b>			
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$204	\$903	\$3,238
Marketing	\$0	\$92	\$92
<b>Subtotal EDC Implementation Costs</b>	<b>\$204</b>	<b>\$994</b>	<b>\$3,330</b>
<b>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>
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 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>	\$0	\$0	\$0
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$268	\$964	\$5,495
Marketing	\$0	\$1	\$6
<b>Subtotal EDC Implementation Costs</b>	\$268	\$965	\$5,501
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	N/A	N/A	N/A
<b>Total EDC Costs<sup>2</sup></b>	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>	N/A	N/A	N/A
<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 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)**

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$322	\$322	\$5,315
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$322</b>	<b>\$322</b>	<b>\$5,315</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$90	\$404	\$1,170
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$90</b>	<b>\$404</b>	<b>\$1,170</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 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&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 4-13. 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>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$229	\$794	\$2,916
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$229</b>	<b>\$794</b>	<b>\$2,916</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 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 SMFS 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)**

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$0	\$0	\$0
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$90	\$669	\$3,032
Marketing	\$0	\$118	\$192
<b>Subtotal EDC Implementation Costs</b>	\$90	\$787	\$3,225
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 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.			
<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 4-15. Summary of Program Finances: Smart Equipment Incentives (GNI)**

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$4,310	\$8,741	\$12,605
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$4,310</b>	<b>\$8,741</b>	<b>\$12,605</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$468	\$2,139	\$7,719
Marketing	\$0	\$170	\$170
<b>Subtotal EDC Implementation Costs</b>	<b>\$468</b>	<b>\$2,309</b>	<b>\$7,890</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 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.			
<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 4-16. Summary of Program Finances: Smart A/C Saver (Residential)**

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$0	\$6,377	\$20,152
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$6,377</b>	<b>\$20,152</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$0	\$445	\$498
Marketing	\$0	\$4	\$20
<b>Subtotal EDC Implementation Costs</b>	<b>\$0</b>	<b>\$449</b>	<b>\$518</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 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)**

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$1	\$265	\$876
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$1</b>	<b>\$265</b>	<b>\$876</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$12	\$48	\$56
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$12</b>	<b>\$48</b>	<b>\$56</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 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 4-18. Summary of Program Finances: Non-Residential Participation in Smart Appliance Recycling (C&I)**

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$0	\$7	\$12
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	\$0	\$7	\$12
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$0	\$11	\$19
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	\$0	\$11	\$19
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 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 4-19. Summary of Program Finances: Non-Residential Participation in Smart Appliance Recycling (GNI)**

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
EDC Incentives to Participants	\$0	\$1	\$2
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$0</b>	<b>\$1</b>	<b>\$2</b>
Design and Development	\$0	\$0	\$0
Administration, Management, and Technical Assistance <sup>1</sup>	\$0	\$2	\$3
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$0</b>	<b>\$2</b>	<b>\$3</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 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	\$2	\$8	\$13
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$2</b>	<b>\$8</b>	<b>\$13</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
<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>			
<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 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 4-21. Summary of Program Finances: Non-Residential Participation in Smart Home Rebates (GNI)**

	<b>Quarter (\$000)</b>	<b>PYTD (\$000)</b>	<b>Phase II (\$000)</b>
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	\$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>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>			
<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 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

ORIGIN ID:REDA (215) 841-5773  
MIKE BRENNAN  
PECO  
2301 MARKET ST  
S15-2  
PHILADELPHIA, PA 19103  
UNITED STATES US

SHIP DATE: 15JUL16  
ACTWGT: 0.50 LB  
CAD: 9814576/NET3730

BILL SENDER

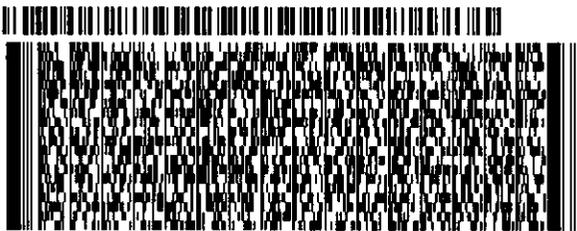
TO ROSEMARY CHIAVETTA  
PENNSYLVANIA PUBLIC UTILITY COMMISS  
2ND FLOOR NORTH, CKB  
400 NORTH ST.  
HARRISBURG PA 17120

540J15CB07ZTF

(717) 772-7777  
INV.  
PO.

REF EECOP QTR REPORT

DEPT.

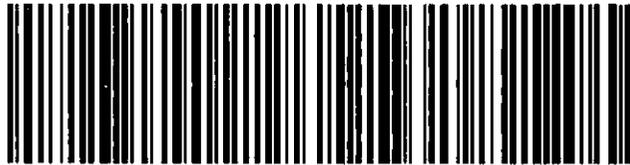


MON - 18 JUL 3:00P  
STANDARD OVERNIGHT

TRK# 7767 5606 0023  
0201

SH MDTA

17120  
PA-US MDT



**After printing this label:**

1. Use the 'Print' button on this page to print your label to your laser or inkjet printer.
2. Fold the printed page along the horizontal line.
3. Place label in shipping pouch and affix it to your shipment so that the barcode portion of the label can be read and scanned.

**Warning:** Use only the printed original label for shipping. Using a photocopy of this label for shipping purposes is fraudulent and could result in additional billing charges, along with the cancellation of your FedEx account number.

Use of this system constitutes your agreement to the service conditions in the current FedEx Service Guide, available on [fedex.com](http://fedex.com). FedEx will not be responsible for any claim in excess of \$100 per package, whether the result of loss, damage, delay, non-delivery, misdelivery, or misinformation, unless you declare a higher value, pay an additional charge, document your actual loss and file a timely claim. Limitations found in the current FedEx Service Guide apply. Your right to recover from FedEx for any loss, including intrinsic value of the package, loss of sales, income interest, profit, attorney's fees, costs, and other forms of damage whether direct, incidental, consequential, or special is limited to the greater of \$100 or the authorized declared value. Recovery cannot exceed actual documented loss. Maximum for items of extraordinary value is \$1,000, e.g. jewelry, precious metals, negotiable instruments and other items listed in our ServiceGuide. Written claims must be filed within strict time limits, see current FedEx Service Guide.

RECEIVED  
JUL 15 2016  
PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU