



2ND QUARTER REPORT

Program Year 2019 | 01.01.19 – 6.30.19

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Data presented in this document is based on preliminary results and is subject to revision and evaluation adjustments. Ameren Illinois Energy Efficiency is funded by Ameren Illinois customers in compliance with Illinois Public Act 95-0481.

PORTFOLIO SUMMARY

Ameren Illinois Company d/b/a Ameren Illinois (“Ameren Illinois”) provides this quarterly report for the period of January-June 2019 pursuant to Section 6.5 of the Illinois Energy Efficiency Policy Manual Version 1.1 (effective Jan. 1, 2018). Consistent with Section 6.5, Ameren Illinois provides this report using a common template developed in collaboration with other Illinois utilities and stakeholders and designed to provide the categories of information set forth in Section 6.5(i)-(vii). The information in this quarterly report may be based on preliminary results and will be assessed for revision, evaluation and adjustment quarterly, with updates and changes being made on a quarterly basis. As set forth in Section 6.5, interested stakeholders should raise any questions regarding the programs addressed in this report through the Illinois Stakeholder Advisory Group process or with Ameren Illinois directly, including to identify any updates or changes made since prior reports. As has been done previously, AIC will address questions, when practicable, through the appropriate channels, including updates to this report.

» **Through Q2, the portfolio has achieved 49% of its electric PY2019 forecast of 356,663 MWh and 41% of its gas PY2019 forecast of 3,524,550 therms.**

» In 2019, Ameren Illinois began reporting on the savings achieved by its Voltage Optimization (VO) program. Ameren Illinois committed to prioritize implementation of VO on circuits serving low-income utility customers.

» In compliance with the Illinois Commerce Commission’s (“Commission”) Final Order in the 2018-2021 Plan Docket No. 17-0311, ICC Staff facilitated a series of three workshops for Ameren Illinois and interested stakeholders. The three workshops were held between March 29 and May 30, 2019, and provided a forum “involving Ameren Illinois and interested stakeholders to develop a path to achieving the [cumulative persisting annual savings goals] set out in the statute for future plans, with a focus on reduction of the cost/kWh in the Ameren Illinois service territory subject to the objections and requirements of the Act”. ICC Staff

submitted a report to the Commission on July 3, 2019 that provides a summary of the workshops, stakeholder proposals and Ameren Illinois commitments from the workshops. This report along with certain other materials related to the Ameren Illinois Energy Savings Goals Workshops can be found in electronic form by using the following link to the Commission’s website: <https://www.icc.illinois.gov/workshops/Ameren%20Energy%20Savings%20Goals%20Workshops>.

» June 1, 2019 was the deadline for Program Allies to file for Installer Recertification with the Commission. Currently, 75% of the 2018 certified Program Allies recertified and AIC remains in contact with those who have not yet recertified or have not received confirmation of their recertification application. To date, there have been no instances of fines imposed by the Commission for late recertification.

PY2019 PORTFOLIO SUMMARY

Actual Net MWh YTD	175,202	Diverse Vendor Spend YTD	\$5,105,000
Actual Net therm YTD	1,432,241	Diverse Program Ally Spend YTD	\$5,710,000
PY2019 MWh Forecast	356,663	Income Qualified Incentive Spend YTD	\$13,592,822
PY2019 Therm Forecast	3,524,551	PY2019 Actual Spend YTD	\$54,153,235
PY2019 MWh Filed Goal	356,783	PY2019 Spending Cap	\$114,050,000
PY2019 Therm Filed Goal	3,524,550		

¹ The forecasts identified herein reflect the implementation forecast for the current plan year.

PY2019 YTD ENVIRONMENTAL IMPACT



27,917

CARS OFF THE ROAD



154,751

ACRES OF TREES PLANTED



131,488

CARBON REDUCTION (TONS)



15,745

HOMES POWERED FOR 1 YEAR

RESIDENTIAL PROGRAM

PORTFOLIO-LEVEL NARRATIVE

The Residential Program includes eight initiatives that address key electric and natural gas end-uses in single family homes and multifamily properties. The Residential Program offers a range of educational opportunities and incentives for consumers to implement a series of energy efficiency improvements. Direct installation initiatives, targeted primarily to low- and moderate-income customers, are designed to achieve reductions in energy consumption within participants' homes through the installation of low-cost energy savings measures followed by comprehensive weatherization services. Each initiative is a potential entry point for consumers into the Program, which is structured to facilitate cross-promotion between initiatives and maximize participation.

Ameren Illinois' large geographic service territory encompasses over 43,000 square miles and serves more than one million residential customers of which over 640,000 receive both electric and gas service.

- » **Through Q2, the Residential Program has achieved 67% of its electric PY2019 forecast of 108,915 MWh and 35% of its gas PY2019 forecast of 1,084,855 therms.**
- » A summary report on the various residential initiatives follows.

RESIDENTIAL BEHAVIOR MODIFICATION INITIATIVE

Overview: The Behavior Modification Initiative generates both electric and natural gas energy savings by empowering consumers to make better-informed decisions regarding their energy use. Customers receive feedback regarding their energy consumption relative to similar homes and individually customized energy savings tips based on their energy usage patterns, housing characteristics, and demographics. Feedback is delivered by mail, email, and interactions with a customized website.

- » **1,072 net MWh 35,091 net therm savings achieved (16% and 34%, respectively, of forecast).**

- » The initiative has reached over 40,000 participants with the year-to-date delivery of home energy reports of over 82,500.
- » In comparison to PY2018, customer use of the online portal has increased nearly 60%.
- » Cross promotional capabilities between initiatives was enhanced with the ability to customize marketing messages on the Home Energy Reports.

RESIDENTIAL DIRECT DISTRIBUTION OF EFFICIENT PRODUCTS INITIATIVE

Overview: The Direct Distribution of Efficient Products Initiative primarily targets students in grades 5 through 8 providing energy education to influence families' energy behaviors. Teachers receive energy education curriculum and training by a qualified professional. Students are provided with a "take-home" kit that raises awareness about how individual actions and low-cost measures can provide reductions in electricity, natural gas, and water consumption. Additional kits are distributed through community and other outreach efforts.

- » **1,320 net MWh and 58,603 net therm savings achieved (42% and 64%, respectively, of forecasts).**
- » Through the first six months, over 4,200 kits were distributed across 44 schools with more than 1,800 of these kits distributed to low-income schools.
- » This initiative is seeing strong curriculum acceptance with 94% of teachers rating the program as "excellent".

RESIDENTIAL PROGRAM

RESIDENTIAL RETAIL PRODUCTS INITIATIVE

Overview: The Retail Products Initiative intervenes at the point of sale to encourage residential customers to purchase high efficiency products through “brick and mortar” retail stores and online e-commerce sites. Customers receive instant discounts and/or mail-in cash rebates as an incentive to upgrade to ENERGY STAR® and other qualified high efficiency lighting products, home appliances, and smart thermostats.

- » **66,144 net MWh and 223,915 net therm savings achieved (75% and 28%, respectively, of forecasts).**
- » Through Q2, incentives have been provided for over 5,200 smart thermostats.
- » Online sales increased during Memorial Day and Father’s Day promotions at retailers.
- » Further increased efforts to promote specialty bulbs has brought the total year-to-date sold to over 420,000.
- » During Q2, the phase-out of standard LED bulbs began with a reduction in bulbs and related incentives.
- » Ameren Illinois is working to identify new specialty lighting opportunities and incentives for consumers to replace standard lighting.

RESIDENTIAL HVAC INITIATIVE

Overview: The HVAC Initiative partners with HVAC contractors to offer instant discounts and/or mail-in cash-back rebates on efficient electric heating and cooling equipment, heat pump water heaters, and smart thermostats.

- » **2,176 net MWh and 35,387 net therm savings achieved (38% and 77%, respectively, of forecasts).**

- » Q2 results remain strong with the installation of 180 Air Source Heat Pumps (ASHP), over 1,600 Brushless Permanent Magnet Motors (BPMs), more than 1,300 Central Air Conditioning (CAC) and almost 700 smart thermostats.
- » Program Ally engagement increased during the second quarter with the addition of over 60 new Program Allies.

RESIDENTIAL APPLIANCE RECYCLING INITIATIVE

Overview: In the Appliance Recycling Initiative, operable, inefficient refrigerators and freezers are permanently removed and recycle in an environmentally responsible manner. The pickup service is paid for by energy efficiency funds without additional cost to the customer, who also receives a cash reward for each qualified appliance they turn in.

- » **1,287 net MWh savings achieved (51% of forecast).**
- » The Initiative continues to perform well and on-track to meet the forecasted goal.
- » Nearly 3,000 units have been picked up and recycled through the first six months of 2019.
- » The initiative pipeline continues to be very strong thanks to the previous marketing efforts and direct mail campaign. The total pipeline consistently hovered between 800-900 customers in Q2.
- » A Q2 direct mail was sent to customers in targeted areas and successfully filled the pick-up pipeline.

RESIDENTIAL PROGRAM

RESIDENTIAL INCOME QUALIFIED INITIATIVE

Overview: The Income Qualified (IQ) Initiative helps low- to moderate-income customers manage their electric and/or natural gas energy consumption through comprehensive home weatherization services, enhanced rebates on HVAC equipment, LED lighting and direct distribution of energy saving kits. Single family homes and multifamily living units and properties with average household incomes up to 300% of Federal Poverty Guidelines may receive a free, comprehensive home assessment, including a health and safety evaluation, to identify the energy efficiency services to be offered. Low-cost energy saving devices are installed in conjunction with the assessment at no cost. Comprehensive weatherization measures are also installed for eligible customers at no cost including insulation, air sealing, duct sealing, and ECM blower replacement. In addition, eligible customers receive enhanced incentives on energy efficient HVAC equipment. Energy savings kits are distributed at no cost through special events and other direct distribution efforts.

» **8,826 net MWh and 468,484 therm savings achieved (70% and 39%, respectively, of forecasts).**

» **The IQ Initiative is implemented through three channels:**

1. IQ – Registered Program Ally Channel – serving low to moderate income single family homes
2. IQ – Community Action Agency Channel – serving low income single family homes
3. IQ – Multifamily – serving low to moderate income multifamily homes

IQ: REGISTERED PROGRAM ALLY CHANNEL – LOW TO MODERATE INCOME

The IQ-Registered Program Ally Channel is in its second year of implementation — with a commitment to develop community-focused energy efficiency initiatives.

- » The Initiative is on-track to meet goal.
- » Year-to-date, nearly 1,500 projects have been completed.

- » During Q2, the phase-out of standard LED bulbs began with achievement of comparable savings through other measures. Phasing out standard LED bulbs over the remainder of the committed projects in the fourth quarter will present a challenge.
- » The program is fully utilizing available budgets and will be shifting focus from deep retrofits to light assessments and direct install measures.

IQ: COMMUNITY ACTION AGENCY CHANNEL – LOW INCOME

The IQ-Community Action Agency Channel partners with Community Action Agencies (CAA) located in Ameren Illinois' service territory and is in its second year of serving low income customers.

- » Agencies continue to accurately complete incentive applications and provide timely and accurate forecasted savings and costs.

IQ: MULTIFAMILY

This Income Qualified initiative targets low income multifamily properties and uses a diverse vendor in its outreach to facility managers.

- » The implementation contractor continues to focus on electric heat customers with increased attention on installation of mini-split technology.
- » Year-to-date, 1,053 units completed.
- » The electric pipeline is close to full for the remainder of PY2019. While gas projects are currently lagging, there are a large number of gas projects in the pipeline.
- » Ameren Illinois is in the process of phasing out LED Standard bulbs and revamping common area offerings to replace standard LED savings with longer-term savings.

RESIDENTIAL PROGRAM

RESIDENTIAL PUBLIC HOUSING INITIATIVE

Overview: The Public Housing Initiative targets public sector housing owned by government entities including federal, state and municipal housing authorities. The initiative mirrors the comprehensive home weatherization service offered through the IQ Initiative in terms of income eligibility, home assessment, weatherization services, and incentive structure.

- » **552 net MWh and 19,406 net therm savings achieved (46% and 99%, respectively, of forecasts).**
- » Year-to-date, 153 projects and 1,812 units completed.
- » This initiative is nearing capacity with over 175 unit installations in process or scheduled to be installed in July.
- » Q3 pipeline projects are electric only.



RESIDENTIAL MULTIFAMILY INITIATIVE

Overview: The Non-IQ Multifamily Initiative provides electric and gas energy savings in multifamily buildings for market rate and low- to moderate-income customers that are not a part of the IQ Initiative through the direct installation of free, low-cost energy saving measures in individual living units and common areas.

- » **755 net MWh and 9,944 net therm savings achieved (64% and 34%, respectively, of forecasts).**
- » Year-to-date, 878 units completed including 515 smart thermostats installed.
- » 375 units completed in Q2.
- » PY2019 pipeline is full through the remainder of the year.
- » In the process of redesigning common area offerings to replace standard LED savings with longer-term savings.
- » Discussions with Small Business Direct Install regarding creating a one-stop shop for complexes began in Q2.



BUSINESS PROGRAM

PORTFOLIO-LEVEL NARRATIVE

The Business Program provides incentives and services to non-residential customers to achieve electric and gas energy savings. The core initiatives for the Business Program include Standard, Custom, Retro-Commissioning (RCx) and Street Lighting. Financial incentives are provided to business customers to drive them to conduct energy efficiency projects. Other aspects include education and training for customers and market professionals, energy efficiency marketing, and advancement of energy systems construction and monitoring beyond standard industry practices.

There are 160,000 business customers spanning the 42,000 square mile Ameren Illinois service territory. Ameren Illinois has 358 commercial and industrial customers with demands between 1 and 10 MW.

- » **Through Q2, the Business Program has achieved 41% of its PY2019 electric forecast of 214,571 MWh and 35% of its PY2019 gas forecast of 1,664,787 therms.**

STANDARD INITIATIVE

*Overview: The Business Standard Initiative incentivizes customers to purchase energy efficient products. Applications are filled out and delivered to Ameren Illinois via contractors, customers or through the **AmerenIllinoisSavings.com** website. Program Allies — including contractors, retailers, and distributors — are the main sales force promoting and educating consumers about the Standard Initiative. Midstream offerings in lighting technologies provide simple access to incentives for business customers. Small businesses, including non-profits, schools, and local government facilities, receive unique services and higher incentives through a network of Program Allies experienced and trained to assist facilities receiving delivery services under the electric DS-2 and the gas GDS-2 delivery service rates.*

- » **82,175 net MWh and 249,797 net therm savings achieved (48% of electric forecast and 31% of gas forecast).**
- » The Standard Initiative processed applications representing 79% of the gross electric energy savings for the Business Program.
- » Approximately 39% of the savings for the Standard Initiative was attributable to the small business direct install projects with nearly 3,331 assessments performed by 132 active allies.
- » To assist customers needing energy assessments, efforts are ongoing with developing partnerships through the Department of Energy's Industrial Assessment Centers. Partnerships include the University of Illinois at Chicago, University of Missouri and Indiana University.
- » Discontinued incentives on Standard/Omni-directional, non-Exempt LEDs on both the Online Store and Instant Incentives (midstream).
- » Introduced Very High Output (VHO) Mogul based lamps to the Instant Incentives (midstream).
- » Reintroduced Infrared Heater, Low Intensity measure due to expected demand from public sector customers.
- » The option for direct deposit incentive payments was provided to Program Allies serving the small business sector in Q2.
- » Focus on Program Ally management improved customer feedback from small business customers in the last two months of Q2.

BUSINESS PROGRAM

CUSTOM INITIATIVE

Overview: The Business Custom Initiative offers incentives, training, and education for improving efficiency of compressed air, lighting, HVAC, refrigeration, motors/drives, waste/water treatment, and manufacturing processes. Complex and large scale new construction and building renovation projects also qualify under the Custom Initiative. Services such as the Staffing Grant, Metering & Monitoring, Strategic Energy Management (SEM), and the Feasibility Study are also provided.

- » **5,826 net MWh and 331,614 net therm savings achieved (17% and 54%, respectively, of forecasts).**
- » Strategic Energy Management (SEM) sessions continue to be held with a focus on educating large customers on the value of 'custom' incentives.
- » Participation and interest in feasibility Studies and Metering & Monitoring applications continues to be lower than expected and is presenting a challenge for achieving the custom savings targets.
- » The newly adopted IECC-2018 code in Illinois continues to create challenges in achieving savings targets.
- » Increased incentives for natural gas public sector was published during Q2 with higher incentives on therm savings for qualifying public sector gas customers.
- » Thirty-six Staffing Grant applications were received before the May deadline.
- » Energy Advisor staff (i.e., account management) focused their work with the largest customers to gain additional Custom project activity.
- » A Custom-focused marketing campaign was deployed during the second quarter and consisted of both direct mail and email messaging.
- » Custom-focused presentations and webinars were scheduled for delivery during the 3rd and 4th quarters to help increase participation.

RETRO-COMMISSIONING (RCX) INITIATIVE

Overview: The Business RCx Initiative identifies no cost/low cost (zero- to one-year payback) energy efficiency measures to optimize the operation of existing systems for compressed air, healthcare, commercial and public sector building facilities, industrial ventilation systems, industrial refrigeration and grocery stores. The energy efficiency measures in this Initiative generally go beyond what is offered by the Standard Initiative.

- » **695 net MWh and zero net therm savings achieved (17% and 0%, respectively, of forecasts).**
- » With a limited number of Retro-Commissioning Service Providers (RSPs), recruitment for new allies for all retro-commissioning offerings continues.
- » Progress continues at expanding the number of relationships with various levels of management at customer facilities.
- » Two new potential RCx Service Providers (RSP) were on-boarded in Q2 and are currently identifying eligible projects to implement.
- » As a result of the new RSP, SEDAC, the first RCx-Lite application from the City of Carbondale was received.

VOLTAGE OPTIMIZATION

STREET LIGHTING INITIATIVE

Overview: The Street Lighting Initiative incentivizes municipal customers to upgrade their street light fixtures to LED technology. Ameren Illinois-owned street light fixtures are incentivized to encourage replacement prior to burn out with a per fixture incentive provided to the customer.

» **174 net MWh savings achieved (5% of forecast).**

STREET LIGHTING: MUNICIPAL-OWNED

» **Initiative advancing as expected.**

STREET LIGHTING: AMEREN-OWNED

» Approximately 20 cities/villages applied for incentives for approximately 5,500 streetlights. All applications have been approved.



VOLTAGE OPTIMIZATION

Overview: Voltage Optimization ("VO") is the use of automation on distribution voltage control devices (switched capacitor banks, voltage metering, voltage regulators and LTC's) to reduce the reactive power (VAR) flows on a circuit, and lower the voltage within regulatory limits to reduce end-use customer energy consumption and utility distribution system losses. As part of its portfolio, Ameren Illinois plans to deploy VO to an estimated 1047 cost-effective circuits from 2019-2025, while using its best efforts to identify and prioritize circuits with low-income customers.

» **4,200 net MWh savings achieved (55% of forecast).**

» A total of 19 circuits are operational and creating energy savings in 2019.



BREAKTHROUGH EQUIPMENT & DEVICES

MARKET DEVELOPMENT INITIATIVE

Overview: As part of its portfolio goals and activities, Ameren Illinois deploys targeted funding to meet the goals of the Market Development Initiative, which include developing the energy efficiency workforce, the energy efficiency markets in unserved or underserved communities in the Ameren Illinois service territory as well as developing and supporting local and diverse businesses.

- » During the second quarter, MDI community partners engaged nearly 1,200 customers. Customers were engaged through more than 50 events, direct installs and workforce development efforts such as internships.
- » In partnership with MDI community partner Senior Services Plus and the City of Alton, the first Neighborhood Energy Efficiency Day (NEED) in Ameren Illinois service territory was held which included a community outreach event with energy efficiency education provided by AIC and community service provider along with activities offered by local and diverse vendors and direct installs with 16 area homes. The community event saw approximately 200 attendees and was accomplished with 93% diverse spend.

- » The 2019 Ameren Illinois Energy Efficiency Internship program launched in June. Through a competitive process, Ameren Illinois selected 14 employers within the AIC service territory to host 16 interns. These interns will work during the summer for Program Allies, community action agencies and non-profits within the AIC service territory. While working in the energy efficiency field, the interns will also participate in weekly webinars provided by AIC to further educate them and engage them in EE industry opportunities.
- » The Safety, Lighting, Energy Efficiency Program (SLEEP) project in the Garden Hills neighborhood of Champaign launched its outreach and canvassing efforts in partnership with AIC, the City of Champaign, and the Champaign County Regional Planning Commission. This has resulted in the engagement of 270 customers through door to door canvassing where customers are being educated about energy efficiency and provided energy efficiency kits or direct installs to interested customers in need. In this short time period, over 200 energy efficiency kits have been distributed, nearly 20 direct installs have been performed and two energy efficiency workshops educating customers about energy efficiency have been held in the neighborhood.



BREAKTHROUGH EQUIPMENT & DEVICES

BUSINESS ENERGY REPORTS (BERs), ADVISOR AND ENGAGEMENT PORTALS PILOT

Ameren Illinois launched a pilot initiative in PY2018 to further engage non-residential customers. The scope of the pilot is two-fold. First, printed BERs will be sent to approximately 30,000 Ameren Illinois small business customers and is intended to provide a monthly snapshot of energy use with tips to reduce energy consumption. Second, a web-based online self-service platform will provide unique, personalized information based on the customer's energy usage and business-type, and is available to all business customers. This cloud-based analytics solution will also provide program staff with customer usage data enabling identification of customers with the most opportunity for improvement in energy efficiency and energy optimization. The utilization of Ameren Illinois AMI interval data is anticipated.

- » Development of the portal tool continues with primary use focused on data analytics, marketing and lead generation.



MARKETING EDUCATION AND AWARENESS

PORTFOLIO

Ameren Illinois continues to integrate its overarching marketing strategy to cover all programs across all market segments. The efforts have increased utilization and message consistency across 5 areas of focus:

1. Print advertising and traditional media
2. Digital advertising and electronic channels
3. Community outreach & events
4. Customer and Program Ally engagement
5. Data, software & analytics

Ameren Illinois received MEEA's 2019 Education Award for the Ameren Illinois Opportunities Scholarship Program at the 15th Annual Inspiring Efficiency Awards event held in February.

RESIDENTIAL

- » Continued implementation of digital media including Facebook, Yahoo native advertising, You Tube, Pinterest, and twitter.
- » Online email campaigns timed around smart thermostat manufacturer promotions (i.e., Earth Day, Memorial Day and Father's Day).
- » There were 41 outreach events held in Q2 reaching customers across the Ameren Illinois service territory. Veteran groups were added to our target outreach strategy during Q2 and will remain a focus for the remainder of the Program Year.
- » Facebook referred over 10,000 customers to the Ameren Illinois Residential Program web page during Q2 bringing the total to over 23,000 since January 1, 2019.

BUSINESS

The Website customer experience, data analytics and general deployment continues to improve as indicated by the following metrics.

- » Year over year business website visitors continue to increase with a 15% increase in unique visitors and an increase of 65% for returning customers.
- » From June 2018 to June 2019, new and returning business visitors have increased by 65%.
- » Facebook.com remains the top referring website, followed by yahoo.com for business segment, responsible for over 73% of the visitors through the second quarter.
- » Facebook, business digital marketing include paid searches, LinkedIn and SEO continue to be expanded, especially promoting the Custom Initiative.

WAYS TO SAVE FOR BUSINESSES

Business Program
Save now with energy efficiency incentives for your business and you'll continue to enjoy the energy savings for years to come! Our program is designed to help you complete more energy efficiency projects, including:

- » Energy-efficient lighting
- » Heating and cooling improvements
- » Special incentives for small facilities
- » Motor efficiency upgrades
- » Custom projects for your facility

Learn more —
Visit AmerenIllinoisSavings.com/Business or call **1.866.800.0747**.

ENERGY EFFICIENCY FOR YOUR FACILITY

Energy efficiency opportunities are also available for your home:
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NEW MEASURES

No new measures were added to either the Business or Residential Programs during the second quarter of PY2019.

APPENDIX A: BUDGET SHIFTS

ELECTRIC				
Sector-Initiatives	2018-2021 Plan PY2019	Implementation Plan PY2019	Variance	Variance (%)
RES-HVAC	\$2,829,915.99	\$3,153,734.71	\$323,818.72	111.44%
RES-Multifamily	\$694,659.93	\$650,839.84	\$(43,820.09)	93.69%
RES-Appliance Recycling	\$1,428,571.00	\$1,645,523.14	\$216,952.14	115.19%
RES-Direct Distribution Efficient Products	\$647,550.17	\$887,380.44	\$229,830.28	135.49%
RES-Retail Products	\$7,399,125.57	\$9,033,952.11	\$1,634,826.53	122.09%
RES-Behavior Modification	\$695,000.00	\$805,900.85	\$110,900.85	115.96%
RES-Public Housing	\$659,387.15	\$1,189,798.08	\$530,410.93	180.44%
RES-Income Qualified	\$16,123,326.76	\$24,716,469.69	\$8,593,142.93	153.30%
Residential Program:	\$30,477,536.58	\$42,073,598.86	\$11,596,062.28	138.05%
BUS-Standard Initiative	\$35,070,630.68	\$32,733,020.50	\$(2,337,610.18)	93.33%
BUS-Custom Initiative	\$15,328,967.84	\$7,849,637.85	\$(7,479,330.00)	51.21%
BUS-Retro-Commissioning Initiative	\$2,332,570.58	\$450,956.25	\$(1,881,614.33)	19.33%
BUS-Street Lights	\$574,885.74	\$482,965.55	\$(91,920.19)	84.01%
Business Program:	\$53,307,054.85	\$41,516,580.14	\$(11,790,474.70)	77.88%
Portfolio Administration	\$4,934,490.05	\$4,675,422.72	\$(259,067.33)	94.75%
Evaluation	\$2,960,694.03	\$2,960,598.00	\$(96.03)	100.00%
Marketing	\$3,454,143.04	\$3,819,016.86	\$364,873.82	110.56%
Breakthrough Equipment & Devices	\$3,555,882.46	\$3,644,584.38	\$88,701.92	102.49%
Portfolio Administration:	\$14,905,209.58	\$15,099,621.96	\$194,412.38	101.30%

APPENDIX A: BUDGET SHIFTS (cont.)

GAS				
Sector-Initiatives	2018-2021 Plan PY2019	Implementation Plan PY2019	Variance	Variance (%)
RES-HVAC	\$289,501.01	\$127,765.56	\$(161,735.45)	44.13%
RES-Multifamily	\$145,970.27	\$128,426.02	\$(17,544.25)	87.98%
RES-Appliance Recycling	–	–	–	N/A
RES-Direct Distribution Efficient Products	\$114,074.83	\$124,454.52	\$10,379.69	109.10%
RES-Retail Products	\$628,512.28	\$1,319,617.00	\$691,104.72	209.96%
RES-Behavior Modification	–	\$50,714.05	\$50,714.05	N/A
RES-Public Housing	\$283,556.57	\$167,747.91	\$(115,808.66)	59.16%
RES-Income Qualified	\$5,323,716.62	\$6,844,678.80	\$1,520,962.18	128.57%
Residential Program:	\$6,785,331.57	\$8,763,403.86	\$1,978,072.29	129.15%
BUS-Standard Initiative	\$3,436,864.38	\$1,579,074.58	\$(1,857,789.80)	45.95%
BUS-Custom Initiative	\$2,209,305.23	\$2,344,906.00	\$135,600.77	106.14%
BUS-Retro-Commissioning Initiative	\$701,902.83	\$543,207.38	\$(158,695.46)	77.39%
BUS-Street Lights	–	–	–	N/A
Business Program:	\$6,348,072.44	\$4,467,187.96	\$(1,880,884.48)	70.37%
Portfolio Administration	\$768,035.32	\$902,953.28	\$134,917.96	117.57%
Evaluation	\$460,821.19	\$460,821.19	\$(0.00)	100.00%
Marketing	\$537,624.73	\$588,339.14	\$50,714.42	109.43%
Breakthrough Equipment & Devices	\$460,821.19	\$177,999.70	\$(282,821.49)	38.63%
Portfolio Administration:	\$2,227,302.43	\$2,130,113.31	\$(97,189.12)	95.64%