



AMEREN ILLINOIS 2022-2025

**PRELIMINARY PORTFOLIO
PRESENTATION**

OCTOBER 27, 2020

AmerenIllinoisSavings.com

Presentation Overview

Preliminary Portfolio Overview

- Portfolio objectives
- Budget allocation summary
- Savings and overall portfolio TRC results

Preliminary Program Overviews

- Overall Portfolio
- Business Programs
- Residential Programs
- Low/Moderate Income Programs
- Market Development Initiative

Additional Stakeholder Requests & Questions

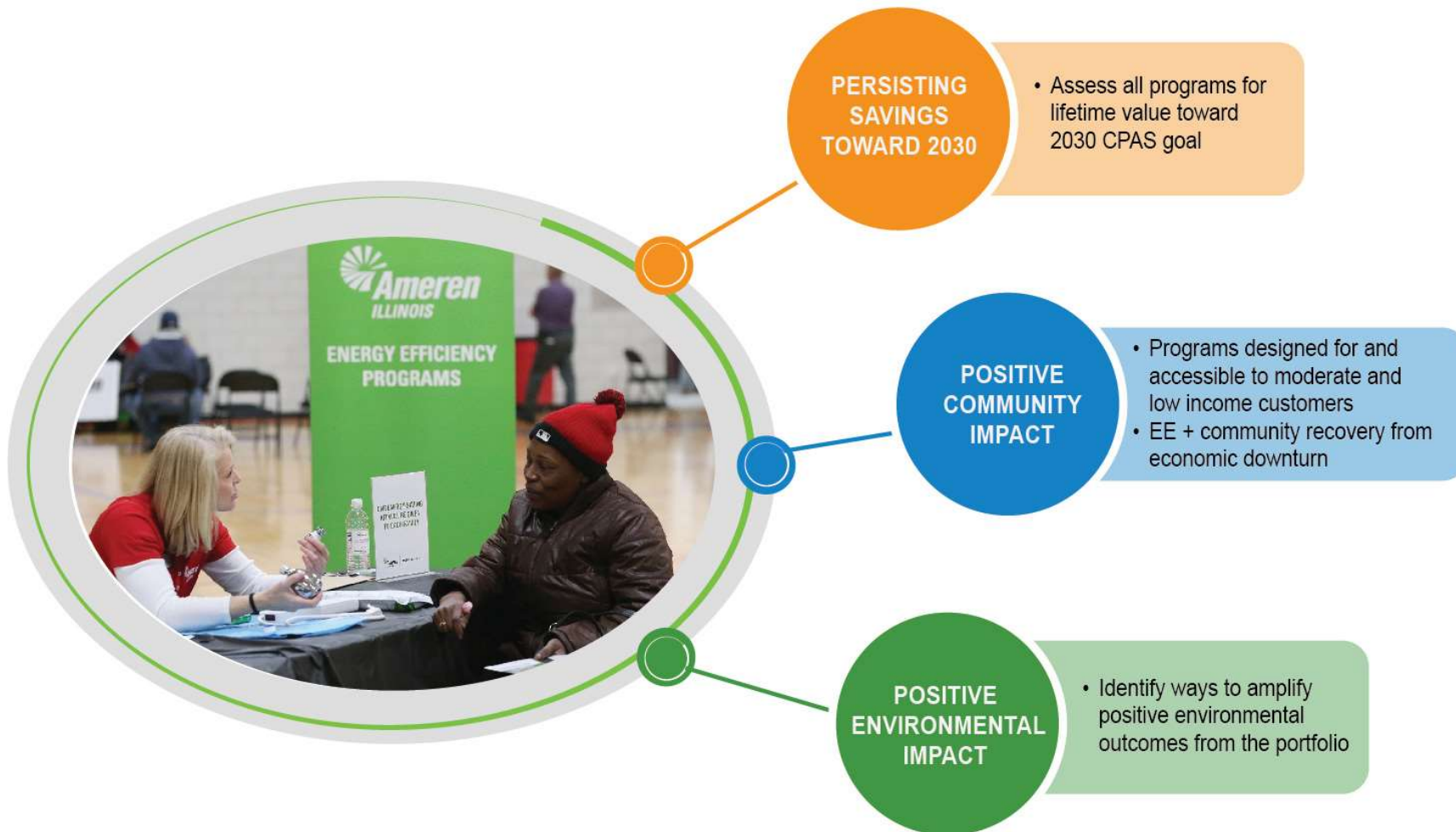
- Breakdown of income qualified/income eligible programs
- Will the new portfolio(s) include any proposed policy-level changes?
- Brief overview of plans/budget for R&D/breakthrough equipment and devices



PORTFOLIO OVERVIEW



Reimagined Ameren Illinois Portfolio Objectives



Reimagined Ameren Illinois Portfolio Objectives

**MODERATE
& LOW
INCOME
PROGRAMS**



**INTEGRATE
INNOVATIVE
DELIVERY
MECHANISMS &
MEASURES**



**INTRODUCTION
OF MARKET
TRANSFORMATION**



**EXPAND THE
SUCCESSFUL
PROGRAMS**



**MARKET
DEVELOPMENT
INITIATIVE
(MDI)**



**EMERGING
TECHNOLOGY &
BREAKTHROUGH
EQUIPMENT (BED)
EFFORTS**



Portfolio Design Overview: Goals

Electric

Category	2022	2023	2024	2025	Total
Budget (\$)	\$ 108,223,763	\$ 108,223,763	\$ 108,223,763	\$ 108,223,763	\$ 432,895,050
CPAS Savings Goal (MWh)	2,827,737	3,076,773	3,328,604	3,577,639	12,810,753
Plan CPAS Savings (MWh)	2,756,662	3,032,365	3,278,399	3,549,852	12,617,278
Annual Incremental Goal (MWh)	249,046	249,035	251,831	249,035	998,947
Plan Annual Incremental Achieved (MWh)	246,542	275,703	246,034	271,453	1,039,732

Gas

Category	2022	2023	2024	2025	Total
Budget (\$)	\$ 15,446,651	\$ 15,867,422	\$ 16,252,513	\$ 16,624,808	\$ 64,191,394
Goal (Therms)	3,527,508	3,626,726	3,703,450	3,774,688	14,632,373

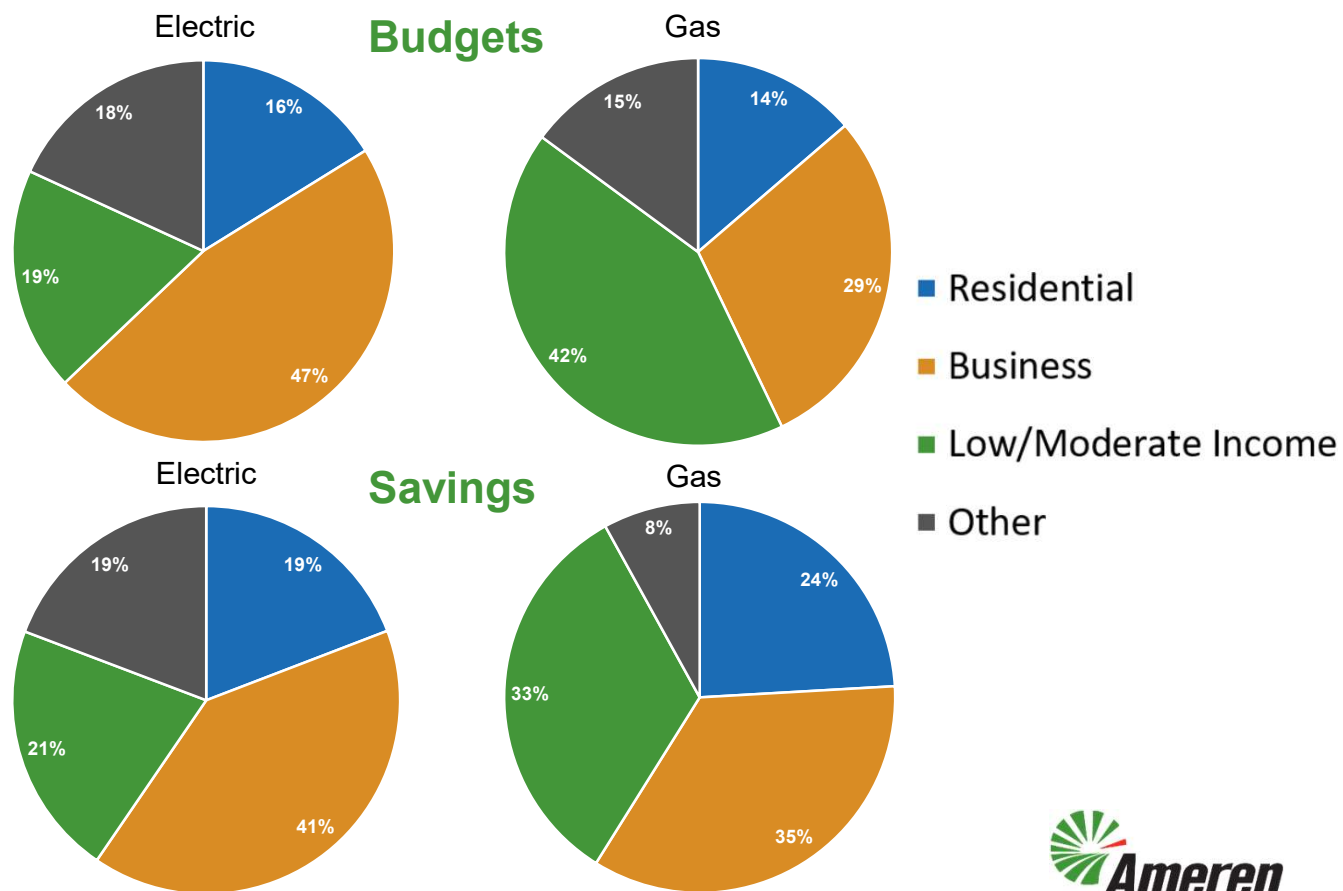


Portfolio Design Overview: Goals



Portfolio Overview: Budgets and Savings

Sector	Budgets (Annual Average)	
	Electric	Gas
Residential	\$ 17,508,709	\$ 2,196,397
Business	\$ 50,562,865	\$ 4,686,839
Low/Moderate Income	\$ 20,528,114	\$ 6,773,365
Other	\$ 19,624,074	\$ 2,391,248
Total	\$ 108,223,763	\$ 16,047,849
Sector	Savings (Annual Average)	
	Electric (MWH)	Gas (Therms)
Residential	79,627	881,116
Business	167,446	1,273,693
Low/Moderate Income	87,966	1,209,670
Other	79,876	293,614
Total	414,915	3,658,093
TRC		
Total Portfolio	2.0	



PROGRAM OVERVIEWS



Business Programs: Budgets and Savings by Initiative

Initiative	Electric (Annual Average)		Gas (Annual Average)	
	Budget	Savings (MWh)	Budget	Savings (Therms)
Standard	\$ 35,179,877	115,887	\$ 1,318,898	184,691
Standard Prescriptive	\$ 18,631,619	73,968	\$ 1,318,898	184,691
Small Business Direct Install	\$ 16,548,258	41,920	\$ -	0
Statewide Midstream Food Service	\$ 617,598	524	\$ 700,717	234,450
Custom	\$ 11,825,724	36,060	\$ 2,105,623	802,553
Retro-Commissioning	\$ 1,453,882	4,743	\$ 561,600	52,000
Streetlighting	\$ 1,485,785	10,231	\$ -	0
Total	\$ 50,562,865	167,446	\$ 4,686,839	1,273,693

Total Business Program Contributions		
	Electric	Gas
% of Budget	47%	29%
% of Savings	40%	35%

- Business Standard
 - Continue lighting midstream offering
 - Network lighting controls bundled with linear LED lighting
 - Moving HPWH to midstream offering
- Introduce new Statewide Commercial Food Service Midstream offering
 - Joint program with Nicor, ComEd, and Peoples/North Shore
- Increase focus on Small Business Direct Install
 - Network lighting controls bundled with linear LED lighting



Residential Programs: Budgets and Savings by Initiative

Initiative	Electric		Gas	
	Budget	Savings (MWh)	Budget	Savings (Therms)
HVAC	\$ 2,465,457	3,888	\$ 366,553	114,764
Multifamily	\$ 4,860,981	11,056	\$ 334,950	41,484
Direct Distribution Efficient Products	\$ 281,737	715	\$ 37,941	17,786
Retail Products	\$ 6,714,170	56,810	\$ 972,322	518,365
Efficient Choice Tool	\$ 350,000	3,500	\$ 125,610	138,426
Income Qualified	\$ 20,528,114	87,966	\$ 6,773,365	1,209,670
Public Housing	\$ 2,836,364	3,658	\$ 359,022	50,291
Total	\$ 38,036,823	167,593	\$ 8,969,762	2,090,786

Total Residential Program Contributions		
	Electric	Gas
% of Budget	19%	42%
% of Savings	21%	33%

- Advance heat pump water heater midstream initiative
- Transition HVAC initiative to midstream
- Increase participation in:
 - Smart technologies
 - Heat pumps/single & multifamily
- Additional improvements for Multifamily and IQ



Residential Programs: Major Changes – Multifamily Initiative

Sub-Initiative	Electric		Gas		Total Budget
	Budget	Savings (MWh)	Budget	Savings (Therms)	
MF Direct Install	\$ 440,630	585	\$ 201,558	26,276	\$ 642,188
MF Heat Pumps	\$ 695,061	3,139	\$ -	0	\$ 695,061
MF Major Measures	\$ 3,725,290	7,333	\$ 133,392	15,209	\$ 3,858,682
IQ Multifamily	\$ 2,345,165	4,725	\$ 357,999	50,546	\$ 2,703,164
IQ MF Heat Pumps	\$ 132,957	416	\$ -	0	\$ 132,957
Public Housing	\$ 2,836,364	3,658	\$ 359,022	50,291	\$ 3,195,385
Total	\$ 10,175,467	19,854	\$ 1,051,970	142,321	\$ 11,227,438

- Increase spending and savings achieved in the Multifamily sector.
 - Annual increase in funding of \$5 million compared to previous plan
- Changes and enhancements include:
 - Multifamily One Stop Shop
 - Substantially higher effort to incentivize heat pumps (ductless and air source)
 - Targeted approach to electric heated properties for heat pumps and smart thermostats



Moderate/Low income: Budget and Savings by Initiative

Initiative	Electric		Gas	
	Budget	Savings (MWh)	Budget	Savings (Therms)
CAA	\$ 3,388,015	1,464	\$ 2,343,048	313,031
Moderate Income	\$ 8,423,363	9,509	\$ 3,136,685	430,795
Multifamily	\$ 2,345,165	4,725	\$ 357,999	50,546
IQ Retail Products	\$ 2,650,952	51,373	\$ 638,092	214,414
Income Qualified Multifamily Heat Pumps	\$ 132,957	416	\$ -	0
Smart Savers	\$ 2,353,771	17,684	\$ 149,086	119,891
IQ Direct Distribution Efficient Products	\$ 1,233,890	2,795	\$ 148,455	80,994
Total	\$ 20,528,114	87,966	\$ 6,773,365	1,209,670

- Increase IQ spending compared to current Plan to ensure continuous level of dedication to these customers
- IQ budgeted at 150% of low income statutory minimum (\$8.35M)
- Increase CAA spending by \$300K per year, and increasing over time, to expand capacity for CAAs
- Expand IQ multifamily budget
 - Increase IQ multifamily heat pumps
- New Pilots (funded through R&D):
Manufactured Homes, Low Discretionary Income, One Stop Shop for facilities serving residents who are homeless

Income Qualified as a % of Residential		
	Electric	Gas
% of Budget	55%	76%
% of Savings	53%	59%

Income Qualified % of Budget to Whole Building Retrofit		
	Electric	Gas
% of Budget	70%	86%



Other: Budget and Savings by Initiative

Initiative	Electric (Annual Average)		Gas (Annual Average)	
	Budget	Savings (MWh)	Budget	Savings (Therms)
Market Transformation	\$ 684,915	4,155	\$ 64,309	83,811
Research & Development	\$ 3,246,713	2,438	\$ 481,435	209,803
Market Development Initiative	\$ 3,246,713	0	\$ -	0
Voltage Optimization	\$ -	73,284	\$ -	0
Portfolio Administration	\$ 5,411,188	0	\$ 802,392	0
Portfolio Marketing	\$ 3,787,832	0	\$ 561,675	0
Evaluation	\$ 3,246,713	0	\$ 481,435	0
Total	\$ 19,624,074	79,876	\$ 2,391,248	293,614

- Participation in regional and statewide market transformation efforts
- Research & Development projects/pilots include:
 - Manufactured Homes Weatherization
 - Low Discretionary Income
 - One Stop Shop for facilities serving residents who are homeless
 - Smart Thermostats with time of use offerings
 - Smart Home Engagement
- Market Development Initiatives
- Voltage Optimization savings pursuant to approved VO plan



Reimagined Ameren Illinois Portfolio Objectives

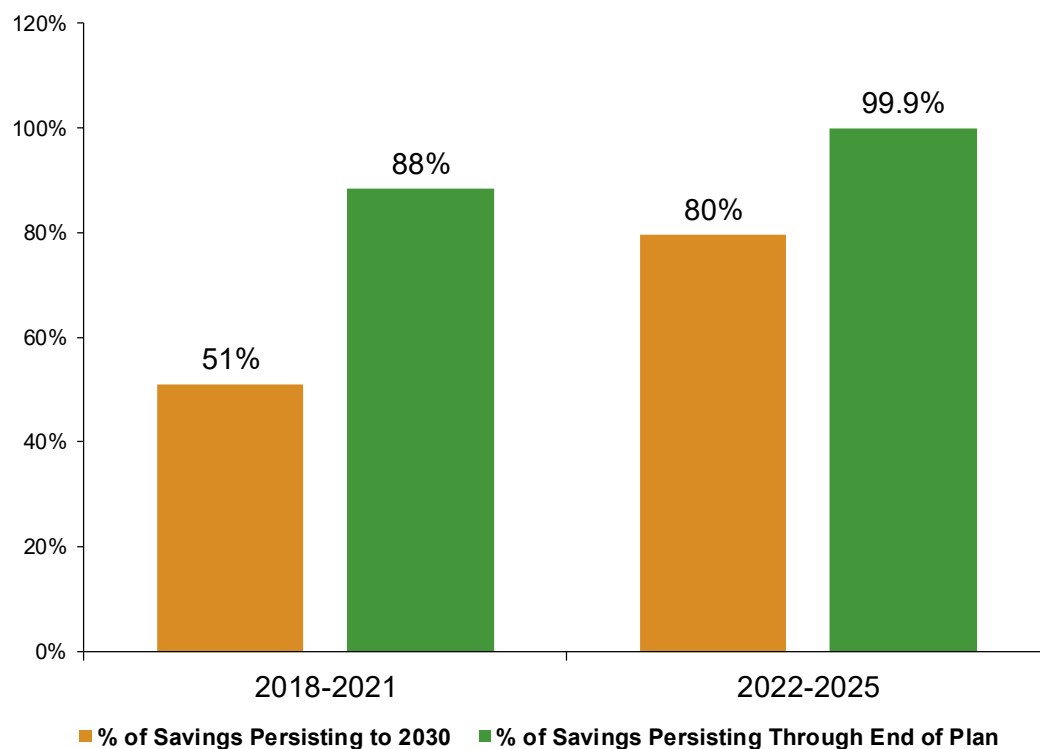


**PERSISTING
SAVINGS
TOWARD 2030**

- Assess all programs for lifetime value toward 2030 CPAS goal



Reimagined Portfolio: Persisting Savings Toward 2030 CPAS



Portfolio	% of Savings Persisting to 2030
2018-2021	51%
2022-2025	80%

Portfolio	% of Savings Persisting Through End of Plan
2018-2021	88%
2022-2025	99.9%

- Achieved savings that persist through 2030 significantly increased in current Plan
- Savings persisting through the end of the plan cycle significantly increased, where virtually no savings expire during the plan implementation cycle
- Discontinuing or scaling back measures with low persisting or expiring savings
 - Behavior Modification
 - Standard lighting
 - Appliance Recycling



Reimagined Ameren Illinois Portfolio Objectives



POSITIVE COMMUNITY IMPACT

- Programs designed for and accessible to moderate and low income customers
- EE + community recovery from economic downturn



Reimagined Portfolio: Positive Community Impact

Budget: approximately \$3.2M

Customer Engagement

- Utilize an innovative, data driven approach to assess existing impact and identify additional opportunities to engage underserved customers who have not previously participated in or benefited from energy efficiency

Local and Diverse Participation in Energy Efficiency Economy

- Increase number of energy efficiency jobs available to local and diverse candidates.
- Could provide energy efficiency education to K-12 students to provide career education and training as well as practical energy efficiency knowledge

Support of new or growing energy efficiency businesses in service territory

- Capacity-building (including staffing grants, equipment grants, and expanded technical assistance); could include continuation of college-level opportunities in internships and scholarships to connect candidates with employment opportunities



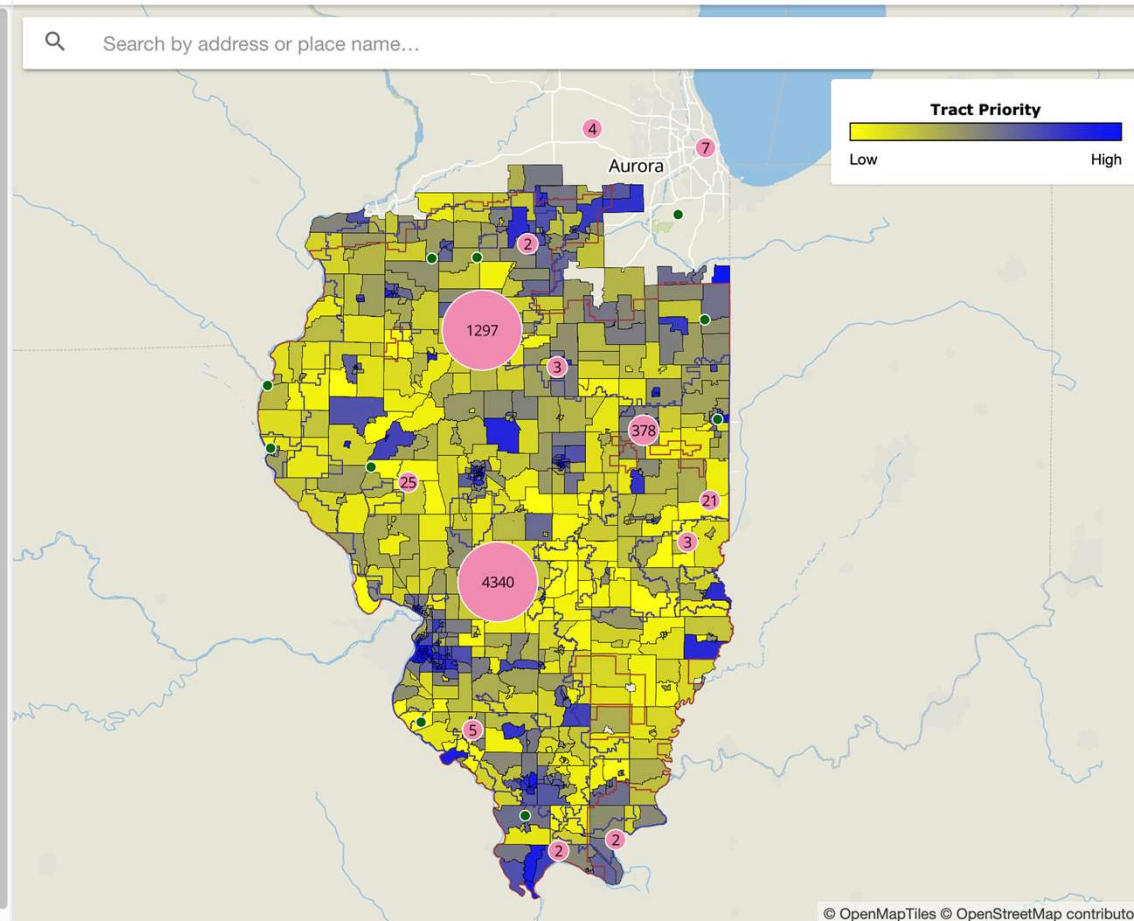
Reimagined Portfolio: Positive Community Impact

Legend

Demographics



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<input type="checkbox"/>	Income Qualified Families	0%
<input type="checkbox"/>	Income Qualified Seniors	0%
<input type="checkbox"/>	Less than High School Di...	0%
<input type="checkbox"/>	People with Disability	0%
<input type="checkbox"/>	Renters	0%
<input type="checkbox"/>	Seniors	0%
<input type="checkbox"/>	Unemployed	0%
<input type="checkbox"/>	Veterans	0%



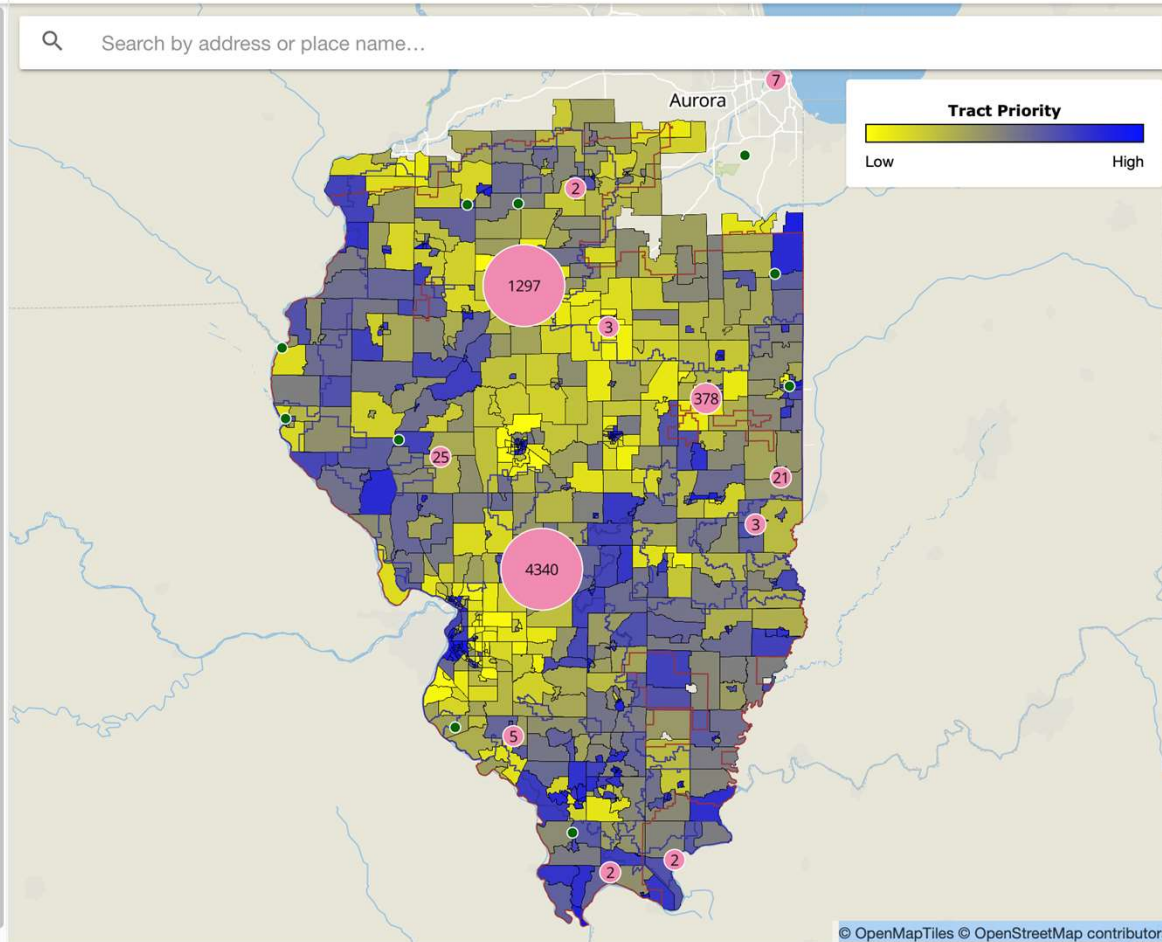
Reimagined Portfolio: Positive Community Impact

Legend

Demographics



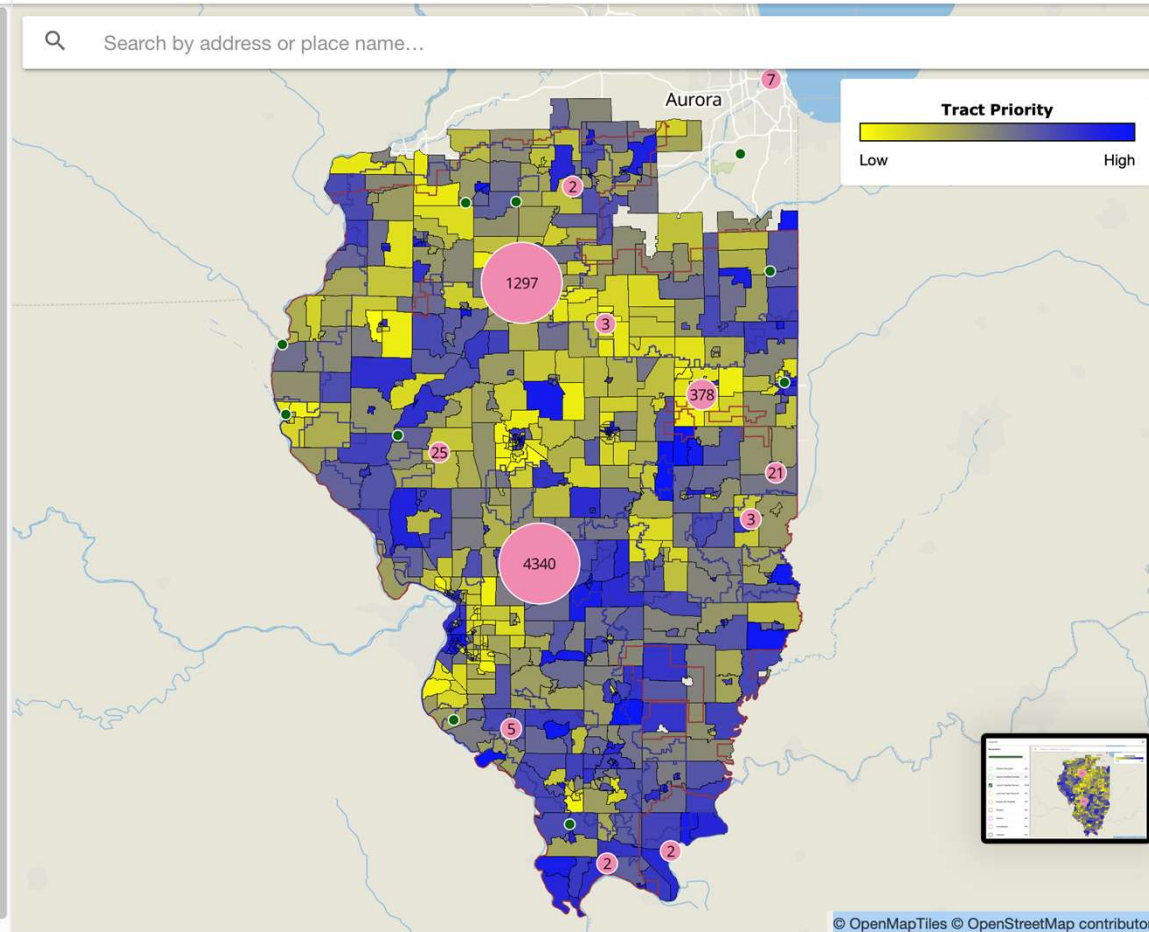
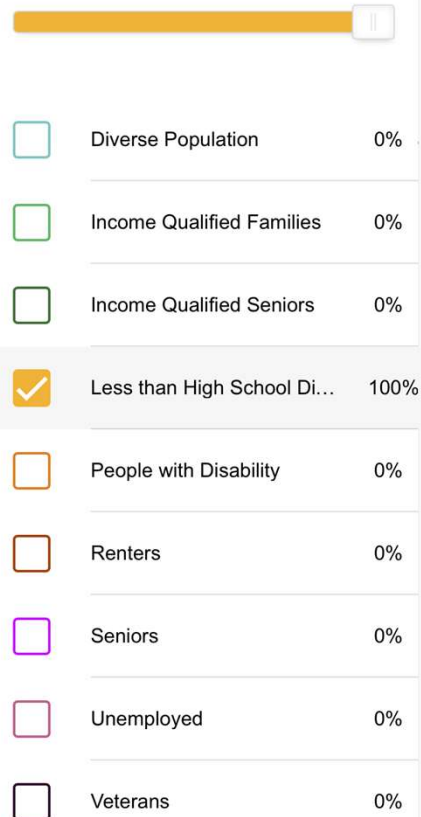
<input type="checkbox"/>	Diverse Population	0%
<input checked="" type="checkbox"/>	Income Qualified Families	100%
<input type="checkbox"/>	Income Qualified Seniors	0%
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<input type="checkbox"/>	Seniors	0%
<input type="checkbox"/>	Unemployed	0%
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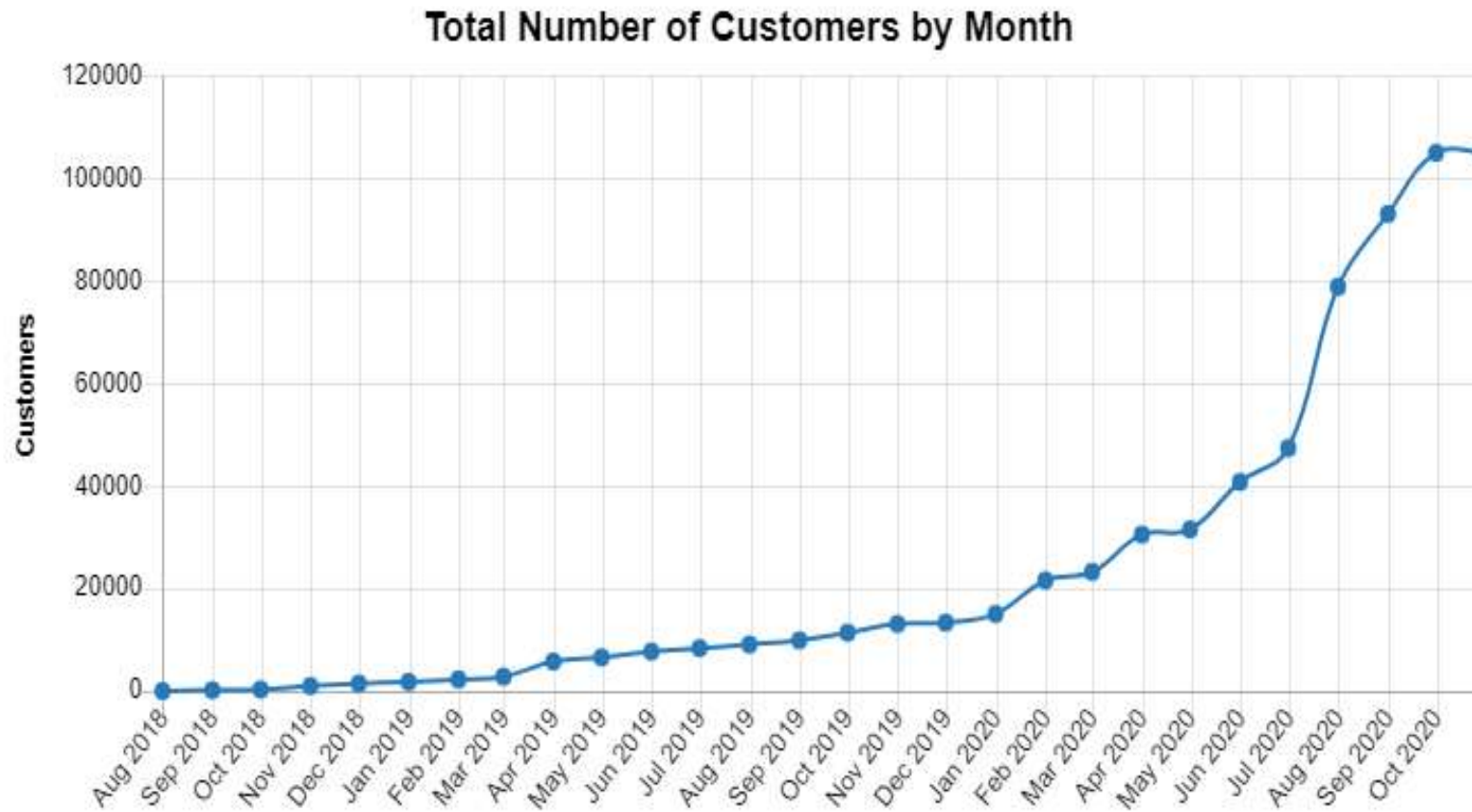
Reimagined Portfolio: Positive Community Impact

Legend

Demographics



Reimagined Portfolio: Positive Community Impact



Reimagined Portfolio: Positive Community Impact

Community Action Agency Investments – MDI Lifetime

Portfolio to continue
successful energy
efficiency
investment in AIC
communities

- Partnered with 11 community action agencies since 2018 with a lifetime spend of over \$1.6 million
- Partnerships included staffing grants for community outreach and direct install of energy efficiency measures, technical assistance and training, equipment grants, internships, and more



Reimagined Portfolio: Positive Community Impact

2020 Mid-Year Partner Video



Reimagined Portfolio: Positive Community Impact

Research supports continued (and expanded) investment in MDI

Smart Energy Design Assistance Center

Workforce Development Research Project

Showing that partnerships are building foundation for future program design and participation

- Phase 1: Literature Review
- Phase 2: Interviews & Summit
- Phase 3: Workforce Pilot

Springfield Urban League Landlord Tenant Research Project

The Landlord-Tenant Research Project

- Designed to assist with developing effective practices to overcome identified barriers, including targeted outreach to tenant-occupied single and multi-family residences to increase participation in energy efficiency programs

University of Michigan, Dr. Tony G. Reames and Walker-Miller Energy Services:

Diverse Business Enterprise Survey and analysis
Income-Qualified Customer Focus Groups

- Gain better insight into obstacles preventing participation in energy efficiency programs to assist with future program design



Reimagined Ameren Illinois Portfolio Objectives



POSITIVE ENVIRONMENTAL IMPACT

- Identify ways to amplify positive environmental outcomes from the portfolio



Reimagined Portfolio: Positive Environmental Impacts

Identify ways to amplify positive environmental outcomes from the portfolio:

Climate Impact

Focus on low levelized cost of savings initiatives, e.g. distributor-based midstream and market transformation, that can help EE leverage more lifetime GHG reductions per dollar invested. Approximately 12.6 million tons of CO₂ reduction during plan cycle

Water conservation

Strategies that recognize savings opportunities related to energy-water nexus

Environmental impact education

Incorporate information for customers and other program stakeholders related to positive environmental outcomes that result from their participation



ADDITIONAL STAKEHOLDER REQUESTS AND QUESTIONS



Proposed Policy Level Changes

- Expired Savings Definition:
 - Current evaluator practice does not align with definition from 8-103B
 - Results in replacement of savings from measures that:
 - Have not reached the end of their useful lives; and
 - Would otherwise have to be replaced to meet AAIG
 - Decreases budget left to pursue savings in any given year
- Market Effects:
 - Not currently recognizing the effects of market effects
 - Align approach with other jurisdictions
- Leveraging of funding sources:
 - Non-Wires Alternatives
 - Recovery Funding
- Adjustments to net savings methodology
 - Important to recognize that the net savings framework requires significant costs be diverted from delivering energy efficiency to customers to consultants' analysis that does not necessarily result in additional savings to customers
 - Question: Is it worth spending any time on discussing ways to recapture and redirect some of this funding for a period of time?
 - For example, schedule net to gross updates for middle to late in plan cycle





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