

**Illinois EE Stakeholder Advisory Group
Net-to-Gross Meeting #2**

**Wednesday, September 11, 2024
10:00 am – 12:00 pm**

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Meeting Materials

Posted on the [2025 NTG page](#):

- [Wednesday, September 11 Large Group SAG NTG Meeting #2 Agenda](#)
- [SAG Facilitator Presentation: Introduction to NTG Meeting #2](#)

Attendees

Name	Company or Organization
Celia Johnson	SAG Facilitator (Celia Johnson Consulting)
Jorge Medina Zambrano	SAG Meeting Support (Inova Energy Group)
Abigail Miner	IL Attorney General's Office
Alan Elliott	Opinion Dynamics
Andrey Gribovich	DNV
Andy Vaughn	Leidos
Chad Balthazor	Cascade Energy
Cher Seruto	Eco Spark
Chris Vaughn	Nicor Gas
Christopher Frye	Guidehouse
Clayton Schroeder	Resource Innovations
Danish Murtaza	Peoples Gas & North Shore Gas
David Siddiqui	Power Takeoff
Elder Calderon	ComEd
Elizabeth Horne	ICC Staff
Emily Pauli	ComEd
Erin Daughton	ComEd
Erin Stitz	Applied Energy Group
Hannah Collins	Leidos

Name	Company or Organization
Hassan Khurshid	DNV
Jake Millette	Michaels Energy
Jake Moushon	ICC Staff
Jason Fegley	Ameren Illinois
Jeff Erickson	Guidehouse
Jeffrey Carroll	DNV
Jenna DeFrancisco	Opinion Dynamics
Jim Fay	ComEd
Jim O'Shaughnessy	Energy Infrastructure Partners
Joe Mays	Cascade Energy
John Lavallee	Ameren Illinois
Josh Sharon	ComEd
Katie Parkinson	Apex Analytics
Kim Brown	ComEd
Kumar Chittory	Verdant Associates
Laura Agapay-Read	Guidehouse
Laura Pettersen	Cascade Energy
Lilieric Florez Monroy	Peoples Gas & North Shore Gas
Lucas Born	Power Takeoff
Malena Hernandez	Opinion Dynamics
Mark Hamann	ComEd
Matt Armstrong	Ameren Illinois
Mia Berrios	People for Community Recovery
Michael Collins	Franklin Energy
Michele McSwain	Sustainable Environmental and Economic Development Solutions
Neil Curtis	Guidehouse
Nick Warnecke	Ameren Illinois
Nicole Popejoy	IL Association of Community Action Agencies
Nishant Mehta	Guidehouse
Oxana Petritchenco	Guidehouse
Peter Widmer	Power Takeoff
Philip Halliburton	ComEd
Rashaan Keeton	Center for Energy & Environment
Sagar Phalke	Guidehouse
Samuel Morris	The Will Group
Seth Craigo-Snell	SCS Analytics
Steven LaBarge	ComEd
Tara Cunningham	Rinnai
Ted Weaver	First Tracks Consulting, representing Nicor Gas
Tori Woolbright	Metropolitan Mayors Caucus
Tyler Sellner	Opinion Dynamics

Name	Company or Organization
Zach Obert	Franklin Energy
Zach Ross	Opinion Dynamics

Meeting Notes

See **red text** for follow-up items.

Opening and Introductions

Purpose of September 11 meeting:

- To discuss follow-up from NTG Meeting #1 on evaluator Net-to-Gross (NTG) recommendations for the 2025 program year, and begin discussing final consensus on NTG ratios.

As required by the Policy Manual, NTG ratios for the 2025 program year must be finalized by October 1.

- Any questions or concerns about NTG ratios should be raised by the next meeting (Sept. 18) to allow time for discussion before the final meeting on Sept. 25.
- If consensus cannot be reached by SAG, then the final evaluator recommendation is deemed for the 2025 program year.
- Additional background: [SAG Facilitator Presentation: Introduction to NTG Meeting #2](#)

Ameren Illinois NTG Values

Zach Ross, Opinion Dynamics

- We have a handful of outstanding research efforts for Ameren Illinois that are in draft form.
- We are hopeful that research will be finalized this week, to discuss in meeting #3.
- The recommendations with pending research are in light yellow.
- Green rows include recommended changes for 2025, different from program year 2024.

Elizabeth Horne – Can you explain the increase in the adoption of advanced thermostats for heating and cooling? Curious about the factors behind the rise in usage.

Zach Ross – Previously, default net-to-gross ratios of 80% were used, but new research showed specific figures for free ridership and spillover (1-1/2 of free ridership plus spillover).

Seth Craigo-Snell – Can you explain the breakdown of clothes dryer measures (electric vs. heat pump)? Interested in further discussion about NTG ratios for air purifiers and electric clothes dryers.

Zach Ross – We will discuss clothes dryers and air purifiers to meeting number three for the remaining retail products.

Andy Vaughn – Is it possible to break out marketplace vs. POP?

- Contractor research was conducted in 2024.
- Distributor research from the previous year was used.

- A program-level free ridership of 53% was found, resulting in a recommended net-to-gross ratio of 47% (excluding advanced thermostats).

Consensus:

- All NTG ratios that remain unchanged for Ameren Illinois from 2024 were marked as consensus.
- IL Attorney General's Office all recommended NTG changes for Ameren Illinois for 2025; these ratios have not yet been marked as consensus.

ComEd NTG Values

Christopher Frye, Guidehouse

- Business energy analyzer will become a program, and the default net to gross value of 0.8 for that line item is being used.
- NTG values that are either 1.0 or 0.8 due to the absence of default research values, or because income qualified has a default of 1.0 per the Policy Manual.
- A specific value for market-rate single-family upgrades is still under discussion with ComEd. Retrocommissioning is also not ready for discussion yet.
- Custom program memo and Industrial Systems memo are ready for discussion.

Seth Craigo-Snell – Why were default values used for certain retail products (advanced power strips, low flow shower heads, shower restrictors, air sealing measures) that had previously been part of other programs? Is there research from another source that could be used?

Jeff Erickson – Elementary Education Products had been included in a broader "all other" category with a net-to-gross (NTG) ratio of 1.0. Research is planned for 2025, but for now, these items have been disaggregated, though their values are essentially the same.

Neil Curtis – Ongoing research is being conducted to update CY 2026 net-to-gross ratios for retail online programs, focusing on both energy efficiency and electrification measures due to changes in the marketplace mix.

Seth Craigo-Snell – Agrees with the product distribution and elementary education measures. Acknowledges the business energy analyzer as a new effort. However, expresses concern about the retail/online marketplace and appliance rebate measures that had no CY 2024 value, suggesting further review of these specific items before moving forward.

Zach Ross – Suggested that values should be 100% instead of 80% for some items; should low flow showerhead measure by 1.0 NTG for ComEd due to the TRM?

Seth Craigo-Snell – Concerned about the exclusion of participants from disadvantaged areas in custom. Requested further discussion on this topic next week.

Jeff Erickson – Does the Policy Manual require excluding income-eligible customers from sampling if they are in income-eligible areas? Does this impact program-level net-to-gross calculations?

Zach Ross – The Policy Manual explicitly requires sampling only from non-disadvantaged areas to avoid mismatching results. This rule applies to business customers as well.

Christopher Frye – The sampling process includes a check to ensure participants are not from disadvantaged areas. This applies to both residential and business customers, with the latter needing to meet additional eligibility criteria.

Seth Craigo-Snell – Agree with the clarification and noted that comments on handling disadvantaged areas will be addressed in the report for standard incentives. Emphasized the need for adjustments based on the final handling of these cases.

Zach Ross – Clarifying edits may be needed to the Policy Manual in the future, in the NTG for Disadvantaged Areas policy.

- SAG Facilitator will add this to the list for consideration in a future Policy Manual update.

Erin Daughton – Can you explain the NTG ratios for pilots?

Christopher Frye – Three pilots expected to report energy savings in 2025 are assigned a net-to-gross value of 0.8. This value is based on policy and may not accurately reflect the pilots' impact. Secondary research will be conducted to potentially adjust the value. Any proposed changes from this research will be presented to SAG separately. Pilots have their own timeline but are included in the spreadsheet for tracking purposes.

Seth Craigo-Snell – Concerns about midstream HVAC values. Noted that midstream HVAC values for residential systems are significantly stronger in the northern part of the state compared to the southern part. Requested that the midstream Air Source Heat Pump (row 39) be held for further discussion next week.

Consensus:

- All NTG ratios that remain unchanged for ComEd from 2024 were marked as consensus.
- IL Attorney General's Office all recommended NTG changes for Ameren Illinois for 2025; these ratios have not yet been marked as consensus.

Nicor Gas NTG Values

Christopher Frye, Guidehouse

- Retro Commissioning: Not ready for discussion; resolution is anticipated soon.

Consensus:

- All NTG ratios that remain unchanged for Nicor Gas from 2024 were marked as consensus.
- IL Attorney General's Office all recommended NTG changes for Ameren Illinois for 2025; these ratios have not yet been marked as consensus.

Peoples Gas & North Shore Gas NTG Values

Christopher Frye, Guidehouse

- Retro Commissioning: Not ready for discussion; resolution is anticipated soon.

Consensus:

- All NTG ratios that remain unchanged for Peoples Gas & North Shore Gas from 2024 were marked as consensus.
- IL Attorney General's Office all recommended NTG changes for Ameren Illinois for 2025; these ratios have not yet been marked as consensus.

Closing and Next Steps

Two additional NTG SAG meetings are scheduled in September, to follow-up on open issues, discuss additional questions, and discuss consensus on NTG ratios:

- **Meeting #3:** Wednesday, September 18 (10:00 – 12:00)
- **Meeting #4:** Wednesday, September 25 (10:00 – 12:00)

As required by the Policy Manual, NTG values must be finalized by October 1.