



ENERGY EFFICIENCY
PROGRAMS

2ND QUARTER REPORT

Program Year 2020 | 01.01.20 – 06.31.20

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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 2020 pursuant to Section 6.6 of the Illinois Energy Efficiency Policy Manual Version 2.0 (effective Jan. 1, 2020). Consistent with Section 6.6, 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 6.6(i)-(viii). 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 6.6, 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, Ameren Illinois will address questions, when practicable, through the appropriate channels, including updates to this report.

» **Through Q2, the portfolio has achieved 49% of its electric PY2020 implementation plan savings goal of 360,809 MWh and 30% of its gas PY2020 implementation plan savings goal of 3,271,061 therms.**

Since the start of the calendar year there has been a global pandemic related to the COVID-19 virus and, in response, the State of Illinois was subject to a disaster proclamation made by the Governor that involved numerous restrictions on individuals, businesses and public and private facilities throughout the Ameren Illinois service territory. Over time, the Governor has lifted, relaxed or modified many of those restrictions, however, some remain and may be re-imposed. There have also been noted changes in customer behavior and safety related to administering the approved portfolio. At this point in the year there are several factors well beyond the Company’s control that will impact the total costs that will be incurred including intervening action by the State of Illinois, Federal or local government actors, customers, as well as potential rapid spread or declining spread of the COVID-19 virus.

PORTFOLIO SUMMARY

BUSINESS PROGRAM IMPLEMENTATION STAFF TIMELINE

COVID-19 Implementation Impacts

Initiative	March	April	May	June	July	August
Standard *	Face-to-Face interaction limited to mission critical activities only	Alt. option(s) approved	Initiated implementation of alt. option(s)	Delivery of alt. option(s). Face-to-Face interaction limited to mission critical activities only		TBD
Custom *	Face-to-Face interaction limited to mission critical activities only	Alt. option(s) approved	Initiated implementation of alt. option(s)	Delivery of alt. option(s). Face-to-Face interaction limited to mission critical activities only		TBD
RCx	Face-to-Face interaction limited to mission critical activities only					TBD
Streetlighting *	No Impact	Alt. option(s) approved	Initiated implementation of alt. option(s)	No Impact	No Impact	TBD

**Alternative (alt.) options identified on page 7*

PORTFOLIO SUMMARY

RESIDENTIAL PROGRAM IMPLEMENTATION STAFF TIMELINE

Income Qualified COVID-19 Implementation Impacts

Channel	March	April	May	June	July	August
IQ - Registered Program Ally *	Suspended field activities	Alt. option(s) approved	Initiated implementation of alt. option(s)	Delivery of alt. option(s). Face-to-Face interaction limited to mission critical activities only		TBD
IQ - CAA	Activities suspended			Delivery of alt. option(s). Face-to-Face interaction limited to mission critical activities only		TBD
IQ - Multifamily *	Limited visits to customers already in pipeline		Alt. option(s) approved	Delivery of alt. option(s). Face-to-Face interaction limited to mission critical activities only		TBD
IQ - Smart Savers	Self Install Free Thermostat Only				Program Ally installation slowly started	TBD

**Alternative (alt.) options identified on page 7*

PORTFOLIO SUMMARY

RESIDENTIAL PROGRAM IMPLEMENTATION STAFF TIMELINE CONT'D

Non-Income Qualified COVID-19 Implementation Impacts

Initiative	March	April	May	June	July	August
Appliance Recycling	Activities suspended			Authorized curbside/garage pickup	Authorized re-entry into home interior when necessary	TBD
DDEP *	School kit presentations suspended	Alt. option(s) approved	Initiated implementation of alt. option(s)			TBD
Retail Products	Field staff suspended from in store visits			Store visits authorized		TBD
Heating & Cooling	Initiative continues to be delivered by non-program staff					TBD
Multifamily *	Limited visits to customers already in pipeline		Alt. option(s) approved	Delivery of alt. option(s). Face-to-Face interaction limited to mission critical activities only		TBD

**Alternative (alt.) options identified on page 7*

PORTFOLIO SUMMARY

ALTERNATIVE OPTIONS APPROVED ON APRIL 23, 2020

» Business Program

- Online Store Kits – Kits added to online store, free to customers (holding on implementation)
- Business Energy Reports – Directly mailed to customers with energy profile usage over time to encourage reductions
- Instant Incentives Promotion – 30% increase on all instant incentives midstream products
- Streetlights – additional 200 added to 2020 schedule
- Standard Lighting Bonus – Increased incentive on standard lighting measures, with a 20% coupon offered to customers who register for the Energy Analyzer tool
- Small Business Direct Install Extension – Additional funding to extend offering through late Fall

» Residential Program

- Registered Program Ally Channel - Implementation of energy efficiency kits, virtual instant savers assessments, addition of customer bonus, and reduction in number of work scopes for the year
- Multifamily/PHA Channel - Implementation of energy efficiency kits, virtual property in-unit assessments with energy efficiency products shipped to site. ***(approved on 05.29.20)**
- Direct Distribution of Efficient Products (School Kits) - Multi-faceted approach on presentations, with all presentations delayed until fall semester
- Distribution of Efficient Products (Non School Kits) - Developed a virtual solution to provide energy efficiency to low-income customers receiving bill pay assistance

PORTFOLIO SUMMARY

PY2020 PORTFOLIO SUMMARY

Portfolio Electric Implementation Savings Goal Achieved	49%	PY2020 Therm Filed Goal	3,074,613
Portfolio Gas Implementation Plan Savings Goal Achieved	30%	Third Party Electric Spend PYTD	\$3,241,609.19
Actual Net MWh YTD	176,132	Diverse Vendor Spend YTD	\$4,439,865.00
Actual Net Therm YTD	980,021	Diverse Program Ally Spend YTD	\$5,079,000.00
PY2020 MWh Implementation Plan Savings Goal	360,809	Income Qualified Spend YTD	\$5,021,864.16
PY2020 Therm Implementation Plan Savings Goal	3,271,061	PY2020 Actual Spend YTD	\$39,800,719.99
PY2020 MWh Filed Goal	378,767	PY2020 Budget	\$114,265,756.00

PY2020 YTD ENVIRONMENTAL IMPACT



28,024

CARS OFF THE ROAD



169,405

ACRES OF TREES PLANTED



129,717

CARBON REDUCTION (TONS)



14,968

HOMES POWERED FOR 1 YEAR

RESIDENTIAL PROGRAM

PORTFOLIO-LEVEL NARRATIVE

The Residential Program includes seven 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 43,700 square miles and serves more than one million residential customers of which over 640,000 receive both electric and gas service.

Q2 Update Residential Program (All Initiatives):

» Through Q2, the Residential Program has achieved **39,532 MWh (41%) of its electric PY2020 implementation plan savings goal of 97,726 MWh and 732,301 therms (39%) of its gas PY2020 implementation plan savings goal of 1,865,803 therms.**¹

Q2 Update Residential Program (Non-IQ):

» Through Q2, the Residential Program (Non-IQ) has achieved **37,414 MWh (49%) of its electric PY2020 implementation plan savings goal of 75,897 MWh and 610,567 therms (47%) of its gas PY2020 implementation plan savings goal of 1,291,971 therms.**

Q2 Update Residential Program (IQ Channels):

» Through Q2, the Residential Program (IQ) has achieved **2,118 MWh (10%) of its electric PY2020 implementation plan savings goal of 21,829 MWh and 121,734 therms (21%) of its gas PY2020 implementation plan savings goal of 573,832 therms.**²

Note: SAG reporting template has Residential initiatives separated by Non-IQ, IQ, and a BTU Conversion component; however, all Residential Initiatives have an IQ component. Numbers are reported here to be as consistent with SAG reporting template as possible.

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.

Q2 Update:

- » **Through Q2, 2,038 net MWh and 32,515 net therm savings achieved (44% and 16%, respectively, of implementation plan savings goals).**
- » 2,159 projects were completed PYTD.
- » PYTD, 259 Air Source Heat Pumps (including early replacement), 1,800 Central Air Conditioning (CAC) units and 620 smart thermostats were incentivized.
- » Continue to develop and discuss heat pump water heater (HPWH) midstream incentives with distributors (expected to launch midstream offering in Q3).
- » Shifted to a virtual QC process during Q2, which allowed the program to continue inspections.
- » Building Envelope Pilot available for market rate customers with increased marketing efforts planned for the remainder of the year to drive participation.



¹ Savings and goal inclusive of projected gas to electric fuel conversion savings

² Savings and goal inclusive of projected gas to electric fuel conversion savings

RESIDENTIAL PROGRAM

RESIDENTIAL APPLIANCE RECYCLING INITIATIVE

Overview: In the Appliance Recycling Initiative, operable, inefficient refrigerators and freezers are permanently removed and recycled 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.

Q2 Update:

- » **Through Q2, 881 net MWh savings achieved (28% of electric implementation plan savings goal).**
- » 1,398 customers participated, 1,480 units were successfully recycled and 42 low/moderate income kits were distributed, PYTD.
- » Waitlist created for hold period during stay-at-home order.
- » Contactless pickups resumed near the end of Q2.

RESIDENTIAL DIRECT DISTRIBUTION OF EFFICIENT PRODUCTS INITIATIVE (NON SCHOOL KITS)

Overview: The Direct Distribution of Efficient Products (Non School Kits) Initiative primarily distributes kits through community and other outreach efforts.

Q2 Update:

- » **Through Q2, 162 net MWh and 1,386 net therm savings achieved (13% and 2%, respectively, of implementation plan savings goals).**
- » 202 kits distributed through Q2, with 85 delivered by Agencies.
- » Most outreach events were canceled or postponed to fall months due to COVID-19.

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 multifamily weatherization service offered through the IQ Initiative in terms of income eligibility, home assessment, weatherization services, and incentive structure.

Q2 Update:

- » **Through Q2, 115 net MWh and 5,596 net therm savings achieved (9% and 26%, respectively, of implementation plan savings goals).**
- » Shelter-in-place order caused a reduction in staffing at PHA offices across the state, with PHA pausing all project activity until the end of Q2.
- » 14 properties completed with a total of 614 units receiving direct install measures for PYTD.
- » 66 smart thermostats installed, PYTD.
- » Window A/C Pilot launched mid-June.

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.

Q2 Update:

- » **Through Q2, 50 net MWh and 0 net therm savings achieved (7% and 0%, respectively, of implementation plan savings goals).**
- » 1 property with 48 units completed, and 48 smart thermostats installed through Q2.
- » Due to concerns related to COVID-19 all properties were placed on hold until virtual options were available.
- » Focus shifted to electric only properties in order to target electric resistance heat properties to support higher electric savings targets.

RESIDENTIAL PROGRAM

RESIDENTIAL INCOME QUALIFIED INITIATIVE

Overview: The Income Qualified (IQ) Initiative specifically focuses on helping low- and 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.

» **The IQ Initiative is implemented through four 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 Channel– serving low to moderate income multifamily homes
4. IQ-Smart Savers Channel – serving low to moderate income family homes

IQ Homes Served	
Community Kits (includes MDI)	202
CAA Channel Comprehensive Retrofits	147
Registered Program Ally Channel Direct Install	447
Registered Program Ally Channel Comprehensive Retrofits	220
Smart Savers Channel	212
School Kits (IQ Only)	0
Multi-family In-Units	54
Total Number of Homes	1,282



RESIDENTIAL PROGRAM

IQ: Registered Program Ally Channel – Low to Moderate Income

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

Q2 Update:

- » **Through Q2, 794 net MWh and 96,789 net therm savings achieved (8% and 21%, respectively, of implementation plan savings goals).³**
- » PYTD, 433 instant savers assessments were completed.
- » 368 projects were completed, PYTD.
- » In Q2, incentives were adjusted to lower out of pocket costs and to reduce barriers for participation.
- » 266 smart thermostats were installed, PYTD.
- » Launched offering of Safe and Virtual Energy-Efficiency (SAVE) Kit.
- » Field activity limited for Energy Advisors and Quality Control specialists due to COVID-19 pandemic, with resources shifted to support alternative delivery methods.
- » Interest rate for on bill financing decreased from 5.99 to 4.99, effective May 1, 2020.

IQ: Community Action Agency Channel – Low Income

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

Q2 Update:

- » **Through Q2, 334 net MWh and 23,644 net therm savings achieved (30% and 23%, respectively, of implementation plan savings goals).**
- » 161 projects completed with 8 thermostats installed, PYTD.
- » Agencies authorized by DCEO to recommence work in June.
- » Forecasting activities continue to align budgets with capacity for the individual agencies.

³ Savings and goal inclusive of projected gas to electric fuel conversion savings

IQ: Multifamily Channel – Low to Moderate Income

Overview: The IQ- Multifamily channel targets low and moderate income multi-family properties and uses a diverse vendor in its outreach to facility managers.

Q2 Update:

- » **Through Q2, 36 net MWh and 1,301 net therm savings achieved (2% and 8%, respectively, of implementation plan savings goals).**
- » Developed and launched Window A/C Pilot using a diverse vendor to replace inefficient window A/C units with Energy Star models that will serve 300 Multifamily residents.
 - Able to negotiate a bulk discount with diverse vendor.
 - Adjusted incentive to reduce the customer out of pocket cost to zero.
- » 4 projects completed, 54 units served, and 42 smart thermostats installed, PYTD.

IQ: Smart Savers Channel – Low Income

Overview: This IQ-Smart Savers Channel offers low and moderate income residential customers the ability to acquire a smart thermostat at no cost.

Q2 Update:

- » **Through Q2, 954 net MWh savings achieved (10% of implementation plan savings goals).⁴**
- » Offering launched mid-May with self-install option only due to COVID restrictions.
- » 212 smart thermostats shipped with 479 orders pending, PYTD.
- » Program Ally installation launch will occur in Q3.
- » Conducted Program Ally sign-ups and trainings to prepare for Q3 launch.

⁴ Savings and goal inclusive of projected gas to electric fuel conversion savings.

RESIDENTIAL THIRD-PARTY PROGRAMS

PORTFOLIO-LEVEL NARRATIVE

Consistent with the Sections 8-103B(g)(4) of the Illinois Public Utilities Act 220 ILCS 5/8-101, the following two initiatives are being funded by Ameren Illinois as part of the third-party energy efficiency programs and are separately reported in this section.

- » **Through Q2, 3rd Party Programs have achieved 34,168 MWh (53%) of its electric PY2020 implementation plan savings goal of 64,819 MWh and 571,070 therms (59%) of its gas PY2020 implementation plan savings goal of 968,075 therms.**

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.

Q2 Update:

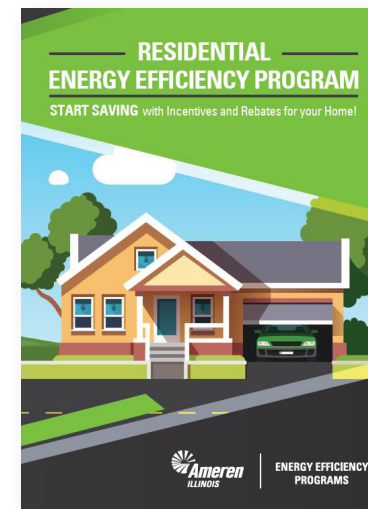
- » **Through Q2, 34,042 net MWh and 571,070 net therm savings achieved (54% and 63%, respectively, of implementation plan savings goals).**
- » Team resumed field work at the end of Q2.
- » 12,102 smart thermostats, 35,417 advanced power strips, and 494,194 specialty bulbs were incentivized, PYTD.
- » 18 freezers, 808 clothes washers, and 434 clothes dryers were incentivized through Q2.
- » In Q2, overall activity was slower due to COVID-19 pandemic.
- » Shifted to allow instant rebate coupon to be redeemable online as well as in-store during Q2.

RESIDENTIAL DIRECT DISTRIBUTION OF EFFICIENT PRODUCTS INITIATIVE (SCHOOL KITS)

Overview: The Direct Distribution of Efficient Products Initiative primarily targets students in grades 5 through 8 providing energy efficiency and conservation awareness to families in the Ameren Illinois service territory. Participating classes receive an energy education presentation and direct install measures by qualified professionals. 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.

Q2 Update:

- » **Through Q2, 126 net MWh and 0 net therm savings achieved (6% and 0%, respectively, of implementation plan savings goals).**
- » All presentations shifted to Fall semester due to on-going COVID-19 concerns.
- » 3,808 kits pending distribution PYTD.
- » In an effort to expand the measure life of the kits, additional weatherization measures were added (i.e. door sweeps) during 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 43,700 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 105,179 MWh (52%) of its PY2020 electric implementation plan savings goal of 210,223 MWh and 247,720 therms (15%) of its PY2020 gas implementation plan savings goal of 1,405,258 therms.⁵**

BUSINESS STANDARD INITIATIVE

Overview: The Business Standard Initiative incentivizes customers to purchase energy efficient products. Applications are filled out and delivered to Ameren Illinois customers via program allies or through the AmerenIllinoisSavings.com website. Program allies – including contractors, retailers, and distributors, along with program Energy Advisors, 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 from product distributors.

Q2 Update:

- » **Through Q2, 95,448 net MWh and 183,917 net therm savings achieved (59% and 45%, respectively, of implementation plan savings goals).**
- » Standard Initiative processed and paid 2,507 applications and installed 328 smart thermostats, PYTD.

- » 1,652 instant incentive projects processed, through Q2.
- » 6,550 electric applications and 272 gas applications were received, PYTD.
- » Initiative offerings brought in the following savings through Q2:
 - Standard Lighting – 31,635 net MWh
 - Small Business Direct Install – 58,528 net MWh
 - Instant Incentives – 18,357 net MWh
 - HVAC – 123,015 net therms
 - VFD's – 13,481 net kWh
- » Custom CLIP (Competitive Large Incentive Project) and SBDI incentives were higher replacing some standard projects.
- » COVID-19 affected many businesses and altered project schedules throughout Q2.
- » Continued with Energy Analyzer roll-out with numerous staff and customer training events.

SMALL BUSINESS DIRECT INSTALL

Overview: Small businesses, including non-profits, schools, and local government facilities, receive prescribed direct install measures with higher incentives through a network of Program Allies experienced and trained to assist facilities receiving delivery services under the electric DS-2/DS-3A delivery service rates.

Q2 Update:

- » 129 active Program Allies performed 3,276 total assessments within Small Business Direct Install, PYTD.
- » In Q2, assessment to pipeline conversion rate was 56% including 1,825 projects in the pipeline with 1,504 of those already completed.
- » 82 Program Allies achieved a Q2 Early Completion Bonus.

⁵ Savings and goal inclusive of projected gas to electric fuel conversion savings

BUSINESS PROGRAM

BUSINESS CUSTOM INITIATIVE

Overview: The Business Custom Initiative offers incentives, training, and education for improving efficiency of any non-prescriptive measure, including compressed air, lighting, HVAC, refrigeration, motors/drives, waste/water treatment, and manufacturing processes, etc.. 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 funded under the 'custom' initiative incentives.

Q2 Update:

- » **Through Q2, 4,673 net MWh and 63,803 net therm savings achieved (16% and 6%, respectively, of implementation plan savings goals).⁶**
- » Received 38 Competitive Large Incentive Project (CLIP) applications through Q2, with current pipeline savings of 40,540 net MWh.
- » In Q2, multiple projects were lost or delayed due to COVID-19 pandemic.
- » 5 Metering and Monitoring and 16 Feasibility Study applications received PYTD.
- » Networked Lighting Controls (NLC) pilot application released during Q2.
- » New Construction Guide released with targeted promotion to Architects/Engineers.
- » 2 Public Sector Energy Assessments have been completed in 2020.
- » Completed 7 process energy advisor (PEA) visits PYTD; however, hold placed on all PEA visits during Q2 due to COVID-19 pandemic.
- » Continued with Geothermal pilot launch in Q2.
- » Working with developers on all affordable housing new construction pilots in Ameren Illinois territory.
- » Worked with 5 financing partners to present alternative funding options through Q2.

BUSINESS 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.

Q2 Update:

- » **Through Q2, 4,072 net MWh and 0 net therm savings achieved (89% and 0%, respectively, of implementation plan savings goals).**
- » 6 Compressed Air and 4 Large Facility projects in the pipeline, PYTD.
- » COVID-19 created challenges for companies, especially medical facilities, to complete projects due to no spending, no work allowed, or challenges getting materials.
- » Throughout Q2, 4 new registered service providers (RSPs) were trained and are working on their first project, with 8 total registered.



⁶ Savings and goal inclusive of projected gas to electric fuel conversion savings

BUSINESS PROGRAM

BUSINESS STREET LIGHTING INITIATIVE

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

Q2 Update:

- » **Through Q2, 986 net MWh savings achieved (15% of implementation plan savings goals).**

Street Lighting: Municipal-Owned

- » 9 applications were submitted, with 8 projects in progress, PYTD.
- » Throughout Q2, 139 streetlights were upgraded.
- » One of the largest municipalities in the Ameren Illinois service territory has selected a contractor to complete all of their streetlights, with the first application received and pre-approved.

Street Lighting: Ameren-Owned

- » 48 communities submitted applications with 11 in progress, PYTD.
- » PYTD, 1,492 streetlights upgraded.
- » Delay in start date due to COVID-19 and equipment availability.



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.

Q2 Update:

- » **Through Q2, 31,421 net MWh savings achieved (59% of implementation plan).**
- » A total of 125 circuits are planned for deployment by end of 2020.



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 (MDI), 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.

Q2 Update:

- » PYTD, MDI partners engaged 31,938 customers and hosted 66 events or communications (newsletters, social media, etc.).
- » Provided a communications toolkit to partners that includes over 45 ready-to-post social media graphics, newsletter articles, educational videos, and more, in Q2.
- » During Q2, launched internship program with 13 employers hiring 15 interns, including contractors, community-based organizations, and community action agencies.
- » Partnered with the Greater Peoria Economic Development Council to award staffing grant offering to 5 employers supporting 6 staff in Q2 with a focus on employee retention.
- » During Q2, Community partner, Senior Services Plus, partnered with woman-owned video production company Allison Walsh Video to film 10 educational videos to support ongoing customer education. These are available at AmerenIllinoisSavings.com/Tips.
- » SEDAC completed an updated version of their workforce development research in Q2, bringing in best practices surrounding resiliency and how workforce development initiatives can continue to grow despite economic downturn. The SEDAC team will spend the summer conducting stakeholder outreach to broaden their research and will make final recommendations to Ameren Illinois for a workforce development pilot in Q4 2020.

- » Throughout 2020, the energy efficiency jobs board (IllinoisEnergyEfficiencyJobs.com), which is operated in partnership with Springfield Urban League, continues to post energy efficiency opportunities for job-seekers, and added to their resources section to include COVID-19 and financial resources for clients to ensure all available assistance to website visitors is easily accessible.



MARKETING EDUCATION AND AWARENESS

PORTFOLIO

- » COVID-19 “Light on the Horizon” social media campaign was launched.
- » Due to COVID-19, all marketing activities usually conducted face-to-face moved to virtual.

RESIDENTIAL

Through Q2 Update:

- » Relaunched marketing efforts, including social media for HEIQ/SAVE and Appliance Recycling.
- » Redefined outreach as providing education and awareness materials, with a total of 693 individuals or organizations benefited PYTD.
- » Residential SAVE Products Installation Guide in Appendix A.



BUSINESS

Through Q2 Update:

- » Developed and deployed virtual outreach toolkit to chambers and associations.
- » Offered virtual lunch and learns.
- » Hosted 5 webinars for business customers.
- » 166 online C & I Energy Consultations requests have been received PYTD which reflects a significant decrease due to COVID-19. However, small facility assessments more than doubled to 44 requests during this time.
- » Promoted the new, free Energy Analyzer tool to help customers see how and when their facility uses the most energy. (See marketing material in Appendix B)



NEW MEASURES

New measures added during the second quarter with accompanying Total Resource Cost (TRC) results are as follows:

Measure Name	Program	Measure-Level TRC Ratio
Shower Restrictor Valve - Electric DHW	Residential	2.15
Door Weatherstripping - Gas Heat	Residential	6.67
Door Sweep - Gas Heat	Residential	10.77
Window Weatherstripping - Gas Heat	Residential	10.88
Door Weatherstripping - Electric Heat	Residential	12.75
Door Sweep - Electric Heat	Residential	17.74
Window Weatherstripping - Electric Heat	Residential	20.81
Air Sealing Gasket on an Electric Outlet - Gas Heat	Residential	80.92
Air Sealing Gasket on an Electric Outlet - Electric Heat	Residential	114.64
Tier I 12 Outlet Advanced Power Strip	Business	1.62
Tier I 7 Outlet Advanced Power Strip	Business	2.82
Tier I 4 Outlet Advanced Power Strip	Business	3.15
Guest Room Energy Management (GREM) - PTHP only	Business	2.12
Guest Room Energy Management (GREM) - All project types	Business	2.22
Guest Room Energy Management (GREM) - PTAC only	Business	2.75
Guest Room Energy Management (GREM) - Motel only	Business	3.47
Clothes Dryer Moisture Sensor	Business	7.38

BUDGET SHIFTS - ELECTRIC

N/A

BUDGET SHIFTS - GAS

N/A

A. RESIDENTIAL SAVE PRODUCT INSTALLATION GUIDE



Welcome to the Ameren Illinois SAVE (Safe and Virtual Energy Efficiency) Kit Offering. During this time, we are committed to helping you find ways to improve your comfort, reduce your usage, and manage your costs.

Installing these products included in your kit will not only help you save energy, but can help lower your future energy bills. As an added benefit, Ameren Illinois is offering customers incentives for installing these energy-saving products.

Follow these simple steps to get started:

- 1 Read the enclosed **Product Installation Guide**.
- 2 Install each product in the SAVE Kit.
- 3 Verify your product installation one of three ways:
 - **VIRTUALLY ASSISTED INSTALL OPTION — \$150 Incentive Check***
 - **VERIFIED SELF-INSTALL OPTION — \$75 Incentive Check***
 - **NON-VERIFIED SELF-INSTALL OPTION — \$20 Online Marketplace Coupon***
- 4 Once requirements are met and verified, your incentive will arrive in 4-6 weeks.

Scan the QR code below, visit AmerenIllinoisSavings.com/SAVE, or call **1.866.838.6918** for complete details.



ENERGY EFFICIENCY PROGRAMS

*Incentives are available until funds are depleted.

B. AGENTIS ANALYZER COUPON

20
20



ENERGY EFFICIENCY
PROGRAMS

20% FOR 2020 LIGHTING COUPON

**20% INCENTIVE INCREASE ON YOUR NEXT LIGHTING PROJECT
IN 2020 WHEN YOU SIGN UP FOR THE ENERGY ANALYZER!**

This coupon entitles eligible Ameren Illinois customers to an **incentive increase of 20%** (capped at a maximum of \$15,000) added to your next Ameren Illinois Energy Efficiency Standard Lighting Application using Amplify Online Lighting.

To redeem, this coupon must be submitted along with the project application starting June 1, 2020 through Nov. 30, 2020 or until funds are exhausted. **The project must be completed by Nov. 30, 2020.**

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Coupon is not valid with other special offers or in conjunction with the Small Business Direction Install Offering, Staffing Grant, SEM, Metering & Monitoring, Feasibility Study, Public Sector Install, Non-Profit Install, Custom CLIP, Online Store, or Instant Incentives. The coupon cannot be applied to any project that has already been submitted for pre-approval or has had financial commitment. It is the customer's responsibility to submit the coupon to receive the incentive increase. This coupon is non-transferable and will not be valid if reproduced in any manner. Limit one application per coupon, per registrant. All other Program eligibility requirements apply.

AmerenIllinoisSavings.com/Engage

EXP. 11.30.20