



PPL Electric Utilities

**PPL Electric Utilities
Stakeholder Meeting
Energy Efficiency Programs
June 5th, 2017**

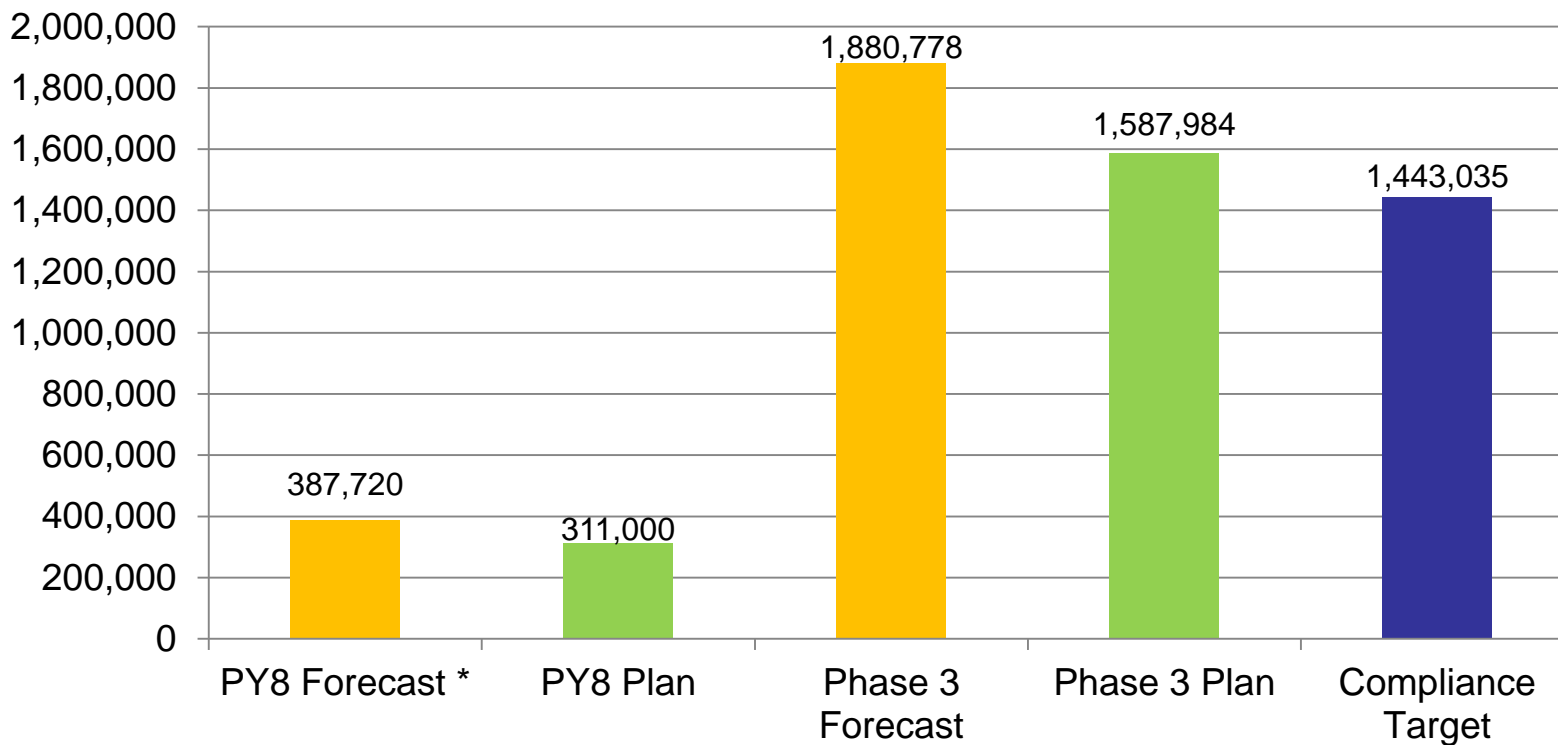
Agenda

- Phase 3 Results June 2016 – May 2017
- Phase 3 Program Highlights
- Status of Pilots
- LED Saturation Study
- Q&A

Phase 3 Portfolio Savings (MWh/yr)



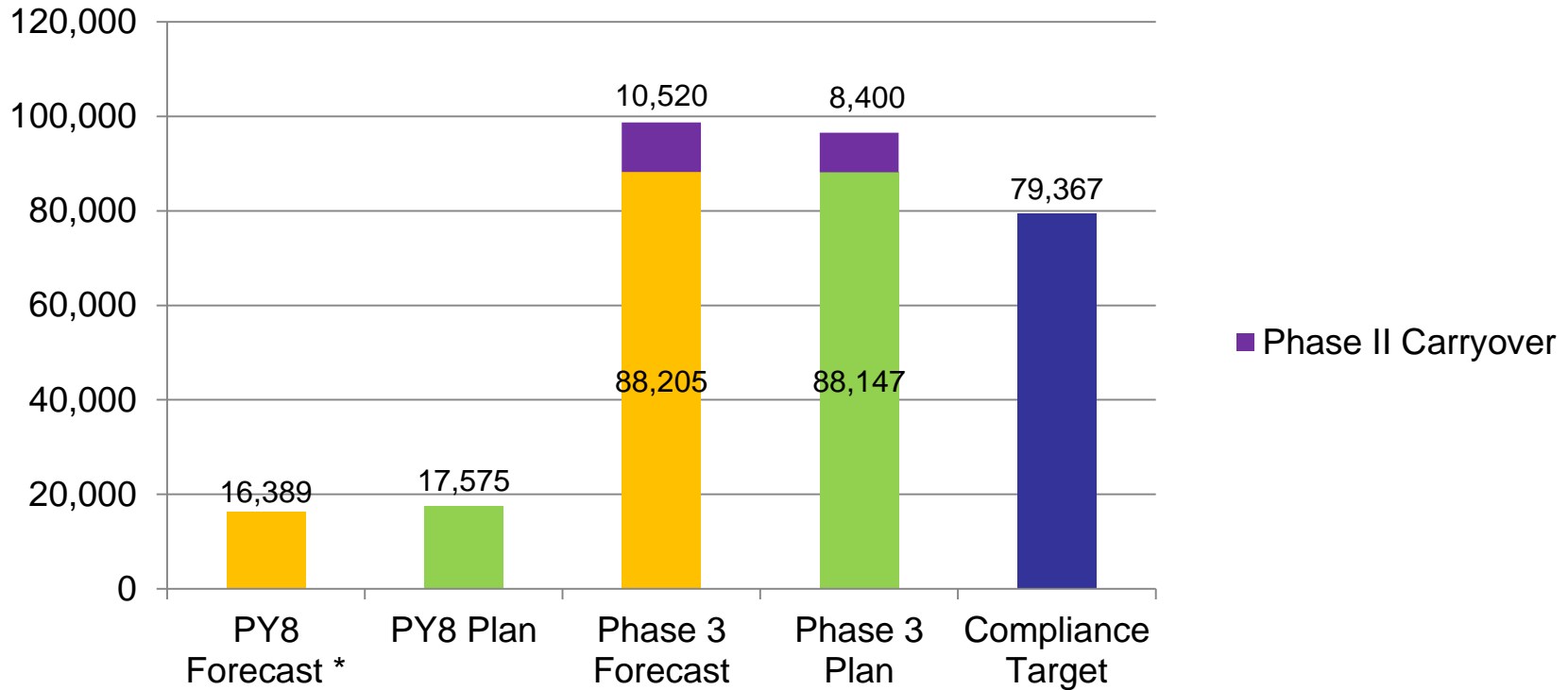
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* Reported savings through April + May forecast

Good News: PY8 and Phase 3 savings are significantly ahead of Plan

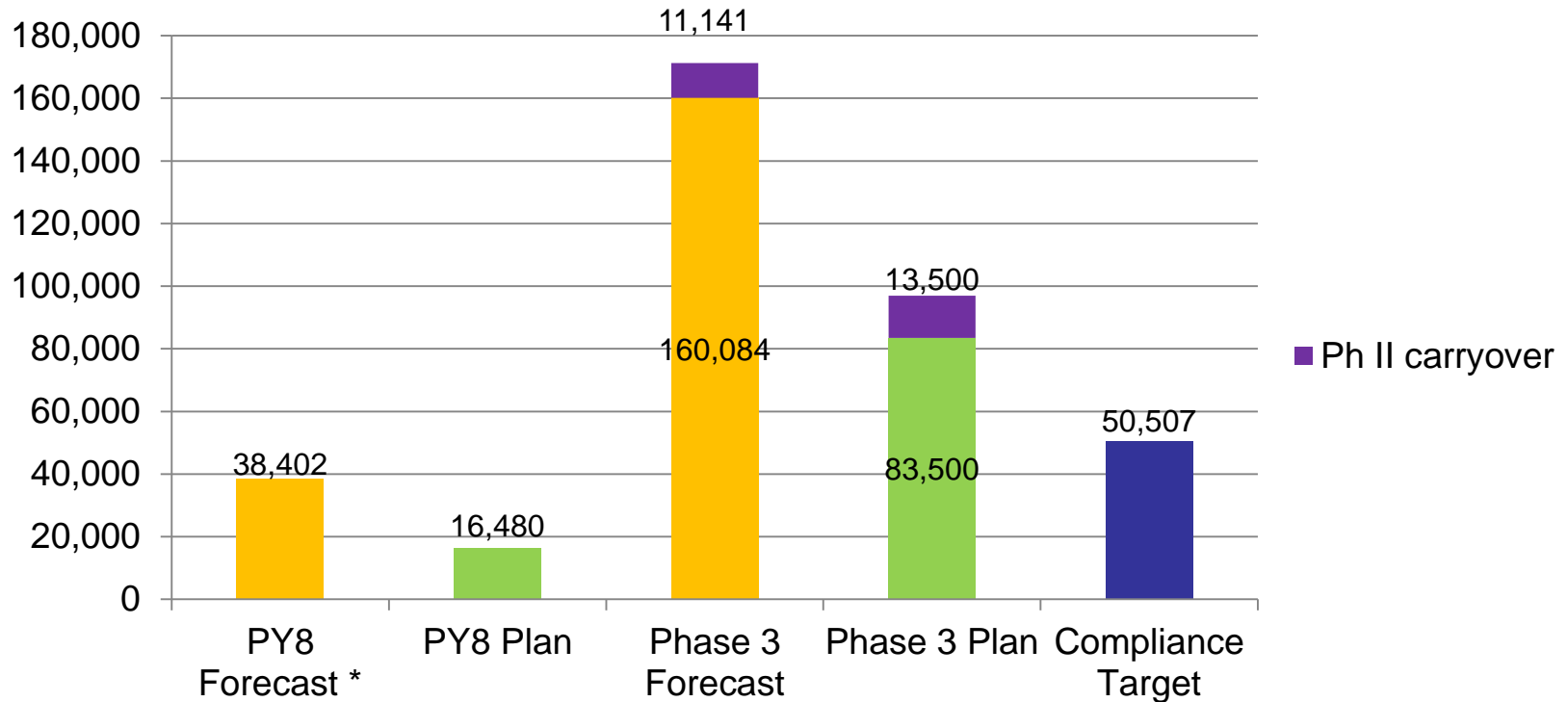
Phase 3 Low-Income Savings (MWh/yr)



* Reported savings through April + May forecast

PY8 savings are slightly less than Plan and Phase 3 savings are equal to Plan

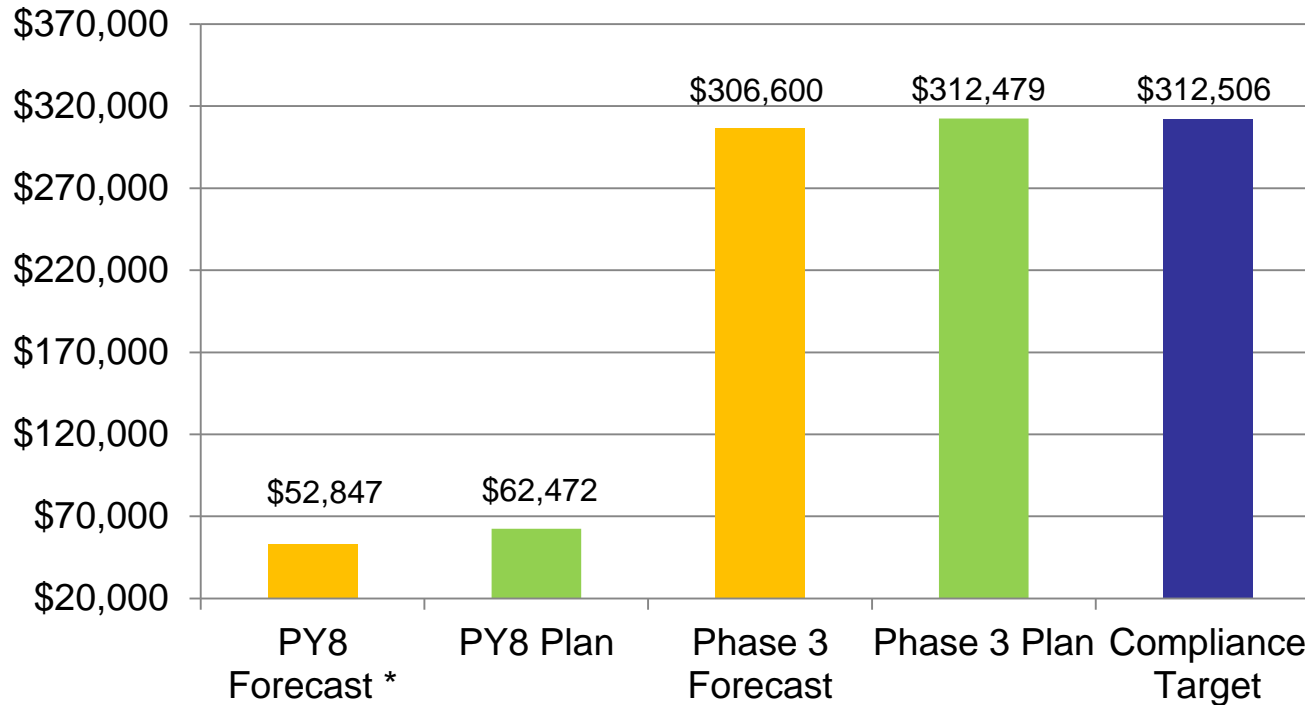
Phase 3 GNE Savings (MWh/yr)



* Reported savings through April + May Forecast

Good News: PY8 and Phase 3 savings are significantly ahead of Plan

Phase 3 Portfolio Costs (\$1000)



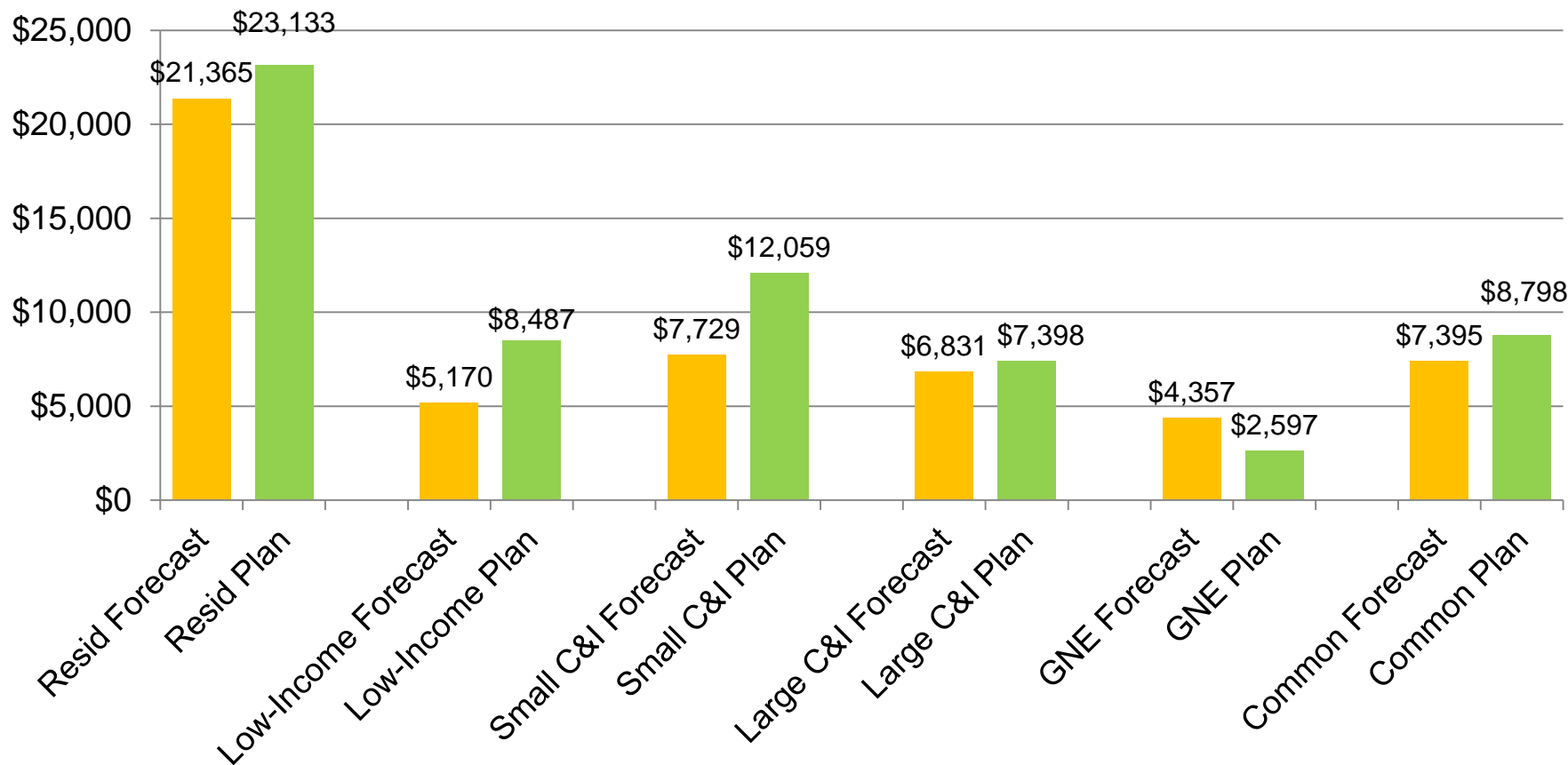
* Actual costs through April + May forecast

Good News: PY8 and Phase 3 costs are under budget

Phase 3 PY8 Customer Sector Costs (\$1000)

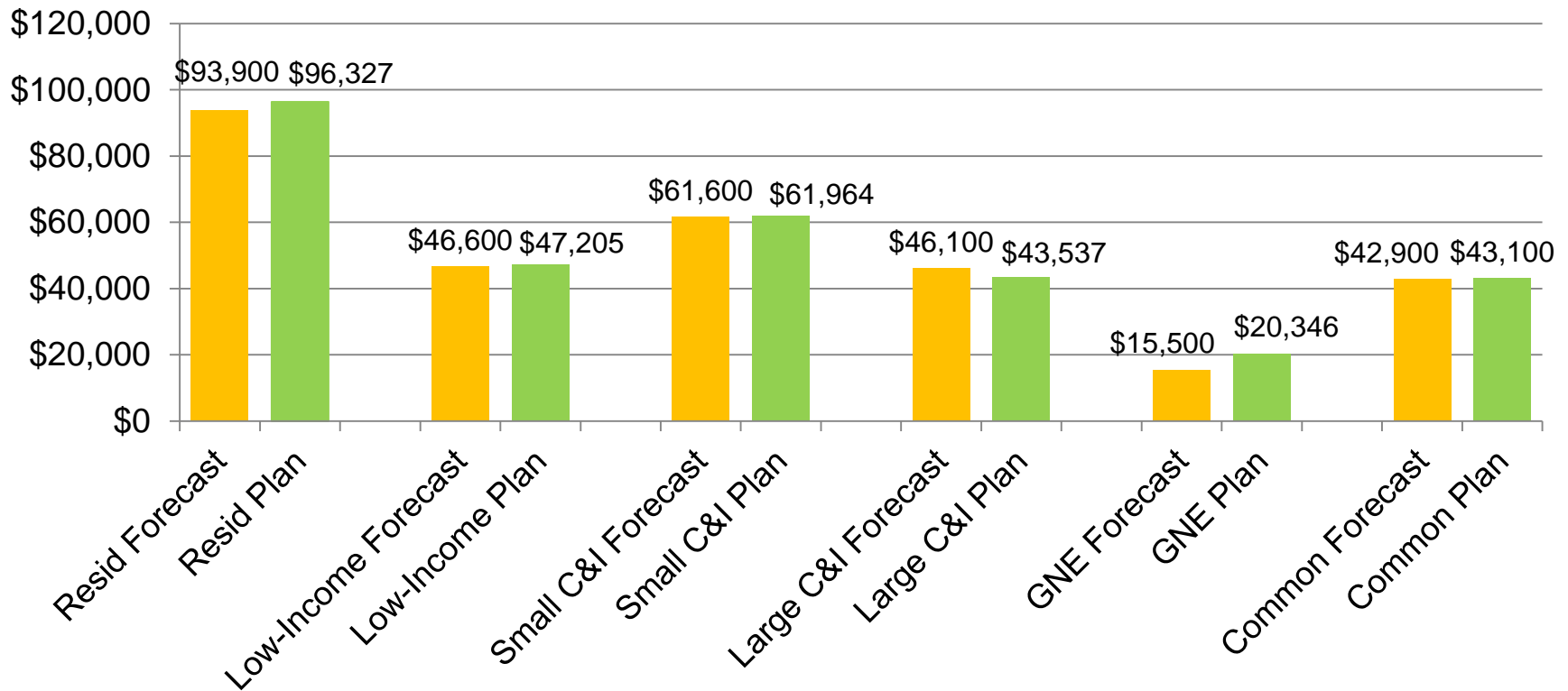


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Good News: PY8 forecast costs for each customer sector (except GNE) and common are under budget. GNE participation exceeds expectations in PY8 but is projected within budget for Phase 3 (see next slide).

Phase 3 Customer Sector Costs (\$1000)



Good News: Phase 3 forecast costs for each customer sector and common are under budget

Residential Program Highlights

- Website Update - Improved the Online Trade Ally Portal
- Improved rebate processing time to 2 - 4 weeks depending on the type of rebate (reduced from 4 - 8 weeks in Ph 2)
- Launched Online Energy Assessment; >12,600 completed
- LED Bulb Sales >3.5 million bulbs in PY8; the most in any program year.
 - Added LED Fixture Sales; >75,000 units
- Increased satisfaction with the Home Energy Reports
- All residential programs on track

Low Income Program Highlights

- Completed > 4,000 WRAP jobs; more than Phase 2 per year, and expect to remain on track for the Phase (avg. of 7,000/year)
- Distributed 12,000 EE kits
 - More than all of Phase II

Low Income Program Highlights Continued...

- Streamlined and improved the multifamily process
 - Increased participation. ~900 units completed; 700 pending availability; 3,500 scheduled; 700 in queue compared to 1,400 completed in 3 years of Phase 2
 - Single point of contact
 - Collaboration with housing advocates
 - Generated leads
 - Educating landlords
- Reduced customer “no-shows”
- Organizing community blitzes
- Interest in new construction

Non-Residential Program Highlights

- All programs and measures launched
- New Small Business Direct Discount program
 - Enhanced incentives encourage a comprehensive approach
 - Requires a site assessment to identify multiple measures
 - Integrated LED, Integrated Controls, Compressed Air, Refrigeration
- Midstream lighting is very successful and reaches customers who would not otherwise participate through downstream channels
 - Launched in November
 - 14 Distributors with 59 locations as of May 17th
 - 792 sales as of April 30th

Non-Residential Program Highlights Continued...



- Much more interest in CHP than anticipated, especially for GNE
- Webinars
 - Conducted a total of seven sector specific customer webinars since November
 - Direct to customer approach using low cost channels
- Customer satisfaction increasing with online application and faster rebate processing from 4-6 weeks in Phase 2 to 1-2 weeks in PY8

Demand Response Program Highlights

- Demand response season started June 1, 2017
- The Demand Response Program implementer continues to recruit participants
- Approximately 127 MW enrolled with a 92MW compliance target

Status of Baseboard Electric Smart Thermostat Pilot

- Launched March 2017
- 4 Eligible Models
- Targeted Marketing
- Messages on Home Energy Reports
- Informed Trade Allies
- Google AdWords
- Interest from an HVAC/electrical contractor
- No participants yet
- Goal to get 20 participants before this winter

Status of Electric Vehicle Charger Demand Response Pilot



- Pilot will evaluate demand response (DR) capabilities for EV charging
- If and how EV charging can be controlled by PPL for DR
- What technology, systems, processes, and controls are required?
- How much DR is possible and is it available when and where DR is needed?
- Determine if DR aligns with the preferences of the EV market, including provisions for customer opt outs of DR events
- Determine the incentives required to engage DR participants
- DR events would start no earlier than June - September 2018
- Issue report and recommendations ~ January 2019
- \$500,000 estimated budget for the pilot

LED Saturation Study

- Assess the saturation level of LED bulbs in residential sockets
- Average of 52 LED-eligible sockets per home
- 66% of homes have at least one LED
- 13% of eligible sockets have LEDs; an average of 7 LEDs per home. This is a significant increase since 2013 (3% saturation). PPL started to discount LEDs exclusively in mid-2014
- 30% of eligible sockets have a CFL, unchanged from 2013
- We have the potential for 54 million additional LEDs (100% socket saturation), excluding LED-for-LED replacements
- 100% LED socket saturation is obviously not possible but what level will indicate “market transformation”? At least 30%?

Questions



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