Georgia Power

Bin 10230,

241 Ralph McGill Boulevard, NE

Atlanta, GA 30308-3374

August 15, 2023

Ms. Sallie Tanner
Executive Secretary
Georgia Public Service Commission
244 Washington Street, SW
Atlanta, GA 30334-5701

**RE: Certified Demand-Side Management Programs, Second Quarter 2023 Programs Status Report; Docket No. 44161**

Dear Ms. Tanner:

Enclosed for filing is Georgia Power Company's Second Quarter 2023 Programs Status Report.

If you have any questions, please call me at 404-506-3044.

Sincerely,

/s/ Kelley M. Balkcom

Kelley M. Balkcom
Director, Regulatory Affairs
mmcclosk@southernco.com

Enclosure

# Georgia Power Company
# Certified Demand-Side Management Programs
# Q2 2023 Programs Status Report

In accordance with the Georgia Public Service Commission's ("Commission") Final Order of Docket No. 44161, signed July 21, 2022, Georgia Power Company ("Georgia Power" or the "Company") provides this second quarterly report for activity through June 30, 2023.

**Q2 2023 Summary**

| Program Name | Annual Target (kWh) | YTD Savings (kWh) | % of Goal | Annual Budget | YTD Costs | % Spent |
|---|---|---|---|---|---|---|
| Behavioral | 33,595,836 | 21,822,360 | 64.96% | $ 1,896,285 | $ 1,378,512 | 72.70% |
| Specialty Lighting | 30,705,422 | 18,134,169 | 59.06% | $ 3,860,697 | $ 1,384,456 | 35.86% |
| Thermostat Demand Response | - | - | 0.00% | $ 1,870,050 | $ 1,249,155 | 66.80% |
| Refrigerator Recycling | 6,366,937 | 1,053,151 | 16.54% | $ 3,662,489 | $ 955,575 | 26.09% |
| HEIP | 31,072,997 | 4,135,055 | 13.31% | $ 14,216,278 | $ 2,479,458 | 17.44% |
| EASE | 10,390,904 | 1,190,782 | 11.46% | $ 9,118,034 | $ 1,545,513 | 16.95% |
| HopeWorks | 425,017 | 96,573 | 22.72% | $ 698,592 | $ 592,816 | 84.86% |
| **Residential Programs** | **112,557,113** | **46,432,090** | **41.25%** | **$ 35,322,424** | **$ 9,585,485** | **27.14%** |
| Behavioral | 8,002,058 | - | 0.00% | $ 662,125 | $ 412,931 | 62.36% |
| Custom | 68,047,906 | 5,880,543 | 8.64% | $ 7,782,496 | $ 1,413,439 | 18.16% |
| Prescriptive | 286,199,379 | 21,488,362 | 7.51% | $ 25,228,849 | $ 4,398,673 | 17.44% |
| SCDI | 23,412,299 | 5,101,570 | 21.79% | $ 6,148,639 | $ 1,428,349 | 23.23% |
| **Commercial Programs** | **385,661,642** | **32,470,476** | **8.42%** | **$ 39,822,110** | **$ 7,653,391** | **19.22%** |
| **Total** | **498,218,755** | **78,902,566** | **15.84%** | **$ 75,144,533** | **$ 17,238,876** | **22.94%** |

*There are no kWh Savings reported for the Thermostat Demand Response program – only kW.

## Residential Programs

**Behavioral Program**:
Georgia Power's Residential Behavioral Program, implemented by Uplight, is designed to encourage customer engagement with home energy management and energy efficiency in order to reduce energy consumption. The program provides customer-specific information that allows them to compare their energy use for the month, as well as the past year, in all or some cases to the consumption of a peer group of similar homes and ones that are considered energy-efficient. Participating customers receive a paper and/or electronic Home Electric Report ("HER") with a summary of their energy consumption data and consumption over the same time period by their peers. The reports also include seasonal and household-appropriate energy savings tips, as well as information on energy efficiency programs.

**Specialty Lighting Program**:
Georgia Power's Residential Specialty Lighting program, implemented by CLEAResult, primarily focuses on income-qualified ("IQ") customers by partnering with strategic retail partners which typically serve rural, IQ, or other underrepresented customers or are located in geographic areas in close proximity to high concentrations of IQ customers. Additionally, the distribution of Light Emitting Diode ("LED") products through IQ customer channels, including, but not limited to food banks, distribution events and other community partner distribution channels, or distribution methods. The program also promotes the purchase and installation of energy-efficient lighting products by Georgia Power residential customers. The program focuses

on increasing customer awareness of the benefits of energy-efficient lighting technologies for their home through customer education, retail partnerships, and sales staff training. This program path focuses on an LED mark-down campaign for participating retail partners that reduces the retail price for customers at the point of purchase, the opportunity for customers to purchase discounted LEDs through an online Georgia Power marketplace and the opportunity for customers to receive LED products distributed through food bank or other community partner distribution channels/methods.

**Thermostat Demand Response Program:**
Georgia Power's Residential Smart Thermostat Demand Response Program ("Temp ✓"), implemented by Uplight, is designed to control eligible smart thermostats of Georgia Power residential customers who opt-in to participate in the program. This program provides Georgia Power customers with multiple approaches to enroll and participate in the program. Customers with existing smart thermostats can enroll through the Bring Your Own ("BYO") channel that allows customers with eligible smart thermostats capable of communication to complete a simple enrollment process. Those customers that do not have a smart thermostat can purchase a smart thermostat through the Georgia Power marketplace. Customers will receive an enrollment incentive for participating in the program.

**Refrigerator Recycling Plus Program**:
Georgia Power's Refrigerator Recycling Plus Program ("RRP+"), implemented by Utility Energy Services ("UES"), aims to discontinue use of inefficient, extraneous, secondary, working refrigerators, and/or freezers, room air conditioners, and dehumidifiers, recycle them in an environmentally safe manner, and produce cost-effective, long-term energy and peak demand savings in the residential sector.

**Home Energy Improvement Program:**
Georgia Power's Home Energy Improvement Program ("HEIP"), implemented by UES, helps Georgia Power residential customers reduce energy usage, save on utility costs, and improve the indoor air quality and comfort of their homes. In this program, there are multiple approaches that Georgia Power residential customers can take advantage of: 1) *Whole House* 2) *Individual Improvements* and 3) *Direct Install for Targeted Manufactured Home Communities*. The target market for HEIP is residential customers in existing single-family, manufactured, and multifamily homes; and contractors, trade allies, and distributors serving Georgia Power residential account holders.

**Energy Assistance for Savings and Efficiency:**
Georgia Power's Energy Assistance for Savings and Efficiency ("EASE"), implemented by UES, promotes energy efficiency improvements in existing income-qualified single-family homes, as well as multifamily properties, targeting and providing improvements to households that are historically under-represented in energy efficiency programs. The program also provides members of the community the opportunity to join in charitable giving to assist neighbors in need of home energy efficiency upgrades or improvements. These charitable donations will be additive to the funding provided through Georgia Power as part of the DSM tariff. The program is available to income-qualified Georgia Power residential customers residing in single-family detached homes and some multifamily properties. Income qualification is based on household income at or below 200% of the Federal Poverty Level verified via third-party data.

**HopeWorks Program:**
Georgia Power's HopeWorks program promotes energy efficiency improvements in existing single-family homes that are owned by income-qualified seniors. HopeWorks is a 501(c)(3) nonprofit that provides weatherization and energy efficiency services at no cost for income-qualified seniors. HopeWorks works with

community partners and selects contractors to identify, assess, and complete energy efficiency measure improvements.

**Commercial Programs**

**Behavioral Program**:
Georgia Power's Commercial Behavioral Program, implemented by Bidgely, is designed to encourage customer engagement with facility energy management and energy efficiency practices to reduce energy consumption. The program provides customer-specific information that allows customers to compare their energy use for the month, and over the past year, to the consumption of a peer group of similar facilities and facilities that are considered energy-efficient. Participating customers receive a Business Electric Assessment report ("BEA") several times a year with a summary of their energy consumption data and consumption over the same time period by their peers. The reports also include seasonal and facility-appropriate energy savings tips, as well as information on energy efficiency programs.

**Custom and Prescriptive Programs**:
Georgia Power's Commercial Custom and Prescriptive Programs, implemented by ICF, are implemented under the general name of Georgia Power Commercial Energy Efficiency Program to include both programs as one seamless delivery to customers. This program encourages commercial customers of all types and sizes to invest in more efficient facilities by providing rebates for the purchase and installation of energy efficient electric equipment and builds off successful implementation practices of earlier program implementation. The programs provide rebates for commercial customers who improve their facilities with energy efficient equipment, improve operational performance through a comprehensive equipment savings comparison, and assists commercial customers who are building new facilities or are undertaking major renovations to install new energy efficient electric equipment that surpasses the state energy code.

**Small Commercial Direct Install Program:**
The Georgia Power's Small Commercial Direct Install Program ("SCDI"), implemented by FCI, promotes the installation of eligible high-efficiency equipment at qualifying customer facilities. A primary objective is to develop a process and capability that ensures that qualifying small commercial customers receive the assistance (informational or financial) they require to make cost-effective decisions to install energy-efficient measures.

**Program Highlights Q2 (April - June) 2023**

**Residential:**

- Specialty Lighting
  - Quarterly Program Highlights
    - Marketplace Flash Sale conducted 5/8 - 5/21.
    - In partnership with four community food banks and associated partner pantry organizations, the program is distributing 19,968 bundles of materials to Income Qualified customers.
      - **Partners**: Atlanta Community Food Bank, Middle Georgia Community Food Bank, Second Harvest of South Georgia, and America's Second Harvest of Coastal Georgia.
      - **Bundles**: 2 A-line standard LEDs, one dusk till dawn bulb daylight sensor bulb, educational flyer cross promoting EASE and pre-pay and re-usable GPC grocery bag for distribution. A tear tag on the bulb boxes cross promotes the RRP+ program.
  - Quarterly Marketing Update
    - Paid search.
    - Broadcast radio ads.
    - Paid online display ads.
    - Paid social media ads.
    - GPC Marketplace flash sale emails.
    - In-store printed display ads.

- Residential Behavioral
  - Quarterly Program Highlights
    - 326k paper HERs and 459k eHERs sent Q2.
  - Quarterly Marketing Update
    - The Home Electric Reports included cross-promotional information on RRP+, HEIP home assessment, energy saving tips and encouraging HER and eHer customers to update their home profile through the Behavioral portal.
      - ~700 customers logged into the Behavioral Insights portal and 63% completed the Home Profile updates.

- RR+
  - Quarterly Program Highlights
    - First in person recycling event for smaller appliances (dehumidifiers and room A/Cs) held in Brunswick. 29 customers participated.
  - Quarterly Marketing Update
    - Awareness and conversion paid social and display campaigns.
    - Launched paid social and display ad campaigns.
      - Paid channels include Facebook and Instagram.
      - Launched a new social channel: Nextdoor.

        - Sent out two total emails to approximately 126K customers, focused on general program features, achieving an average open rate of 21%.
        - Utilized owned GPC channels.
            - Display ads promoted via GPC home page and Product Portal
        - Featured on WSB's Home Experts.
            - An overview of the program was discussed, along with the new program features, such as the ability to recycle old and working AC window units and dehumidifiers in exchange for an additional rebate.
        - Promoted a recycling event in Brunswick, GA.
            - Launched geotargeted Facebook ads.
            - Deployed a series of email invites for the event, generating an open rate of 22%.

- Thermostat Demand Response (Temp ✓)
    - Quarterly Program Highlights
        - 5k customers were added during open enrollment in Q2.
        - Temp ✓ has 28,456 devices ending Q2 2023.
        - Flex Hours event June 29, 2023.
        - Program terms updated to denote that critical events may be called with 75 minutes notice. Customers will receive a critical event email reminding them not to touch their thermostat unless necessary and to reduce other electricity usage.
    - Quarterly Marketing Update
        - Online Customer Care portal ads.
        - Enrollment email marketing campaign.

- HEIP
    - Quarterly Program Highlights
        - Recruitment / Outreach Efforts
            - Attended 13 outreach events across the state of Georgia to promote Georgia Power's energy efficiency programs.
                - Atlanta Apartment Trade Show.
                - City of Savannah Earth Day.
                - RR+ recycling event in Brunswick.
                - 2023 PHCC Expo.
                - NW Metro ATL Member meeting – PHCC.
                - Monthly continuing education meeting – MAACA.
                - Tax Planning (employee retention credits, PATH Act) – MAACA.
                - Macon PHCC / HVAC meeting.
                - Intercultural Spring Festival in Cartersville.
                - 2023 GAHRA Spring Conference.
                - Juneteenth Freedom Festival.
                - Annual Columbus GA LGBTQ+ Pride Festival.
                - The Southern GA Area Agency on Aging.
            - Completed 13 HVAC-specific outreach meetings to promote HEIP individual improvement measures.

        - HEIP has 21 active participating Program Contractors.
            - Completed 12 outreach meetings to discuss participation as a program contractor.
                - Outreach efforts also included cold calls, lead follow ups, joining networks / associations in the state (i.e., NARI), and completing field outreach while the team is traveling around the state.
    - Launched Direct Install path for Manufactured Homes
        - Completed a total of 95 installs in Q2.
- Quarterly Marketing Update
    - Launched paid social and display ad campaigns.
        - Paid channels include Facebook and Instagram.
        - Launched a new social channel: Nextdoor.
    - Sent out one email to approximately 326K customers, focused on duct sealing, achieving an open rate of 24%.
    - Utilized owned GPC channels.
        - Display ads promoted via GPC home page and Product Portal.
        - Pop-up ad displayed on bill payment confirmation page.
    - Promoted products via Georgia Power Marketplace.
        - Paid search, email marketing, and paid social.
    - Featured on WSB's Home Experts.
        - Duct sealing was also a focal point for which individual improvement is needed for the summer season.

- HopeWorks
    - Quarterly Program Highlights
        - HopeWorks was prefunded a total of $450,000 through Q2.
        - The HopeWorks program provided energy efficiency improvements in 54 homes through Q2.
    - Quarterly Marketing Update
        - HopeWorks continues to promote the program at senior centers and various outreach efforts with the recently created HopeWorks program flyer.
        - Georgia Power has promoted the HopeWorks Program on Facebook as a part of the energy affordability campaign.

- EASE
    - Quarterly Program Highlights
        - The program completed a total of 190 projects which equated to 954,917.82 in kWh savings.
        - Multifamily Update.
            - Byron Housing Authority (Completed).
            - Perry Housing Authority (Completed).
            - Tallapoosa Housing Authority (Completed).
            - Tennille Housing Authority (Completed).

        - McRae-Helena Housing Authority (Work in process).
        - Hazlehurst Housing Authority (Work in process).
        - Lumber City Housing Authority (Work in process).
        - Roberta Housing Authority (Upcoming project).
        - Greenville Housing Authority (Upcoming project).
        - Bremen Housing Authority (Upcoming project).
        - Bowdon Housing Authority (Upcoming project).
    - Presented program at the following events.
        - Atlanta Apartment Association Tradeshow.
        - Georgia Association of Housing and Redevelopment Authorities.
        - Juneteenth Freedom Festival.
    - There are 43 Specialty Lighting Program retail locations with flyers available for employees and customers to promote and provide information about the program.
    - Through community partnerships, distributed over 13,000 EASE program flyers to Income Qualified customers via community partners including (Meals on Wheels Atlanta, Sage Navigator, Food Bank of Northeast Georgia, Feeding the Valley, and Georgia Mountain Food Bank).

- Quarterly Marketing Update
    - Launched paid social and display ad campaigns.
        - Paid channels include Facebook and Instagram.
        - Display ads were launched via Propel.
    - Sent out one email to approximately 250K customers, drawing program participation, achieving an open rate of 18%.
    - Utilized owned GPC channels.
        - Display ads promoted via GPC home page and Product Portal.
    - Featured on WSB's Home Experts.
        - Segment was focused the benefits for the EASE program.

**Commercial:**

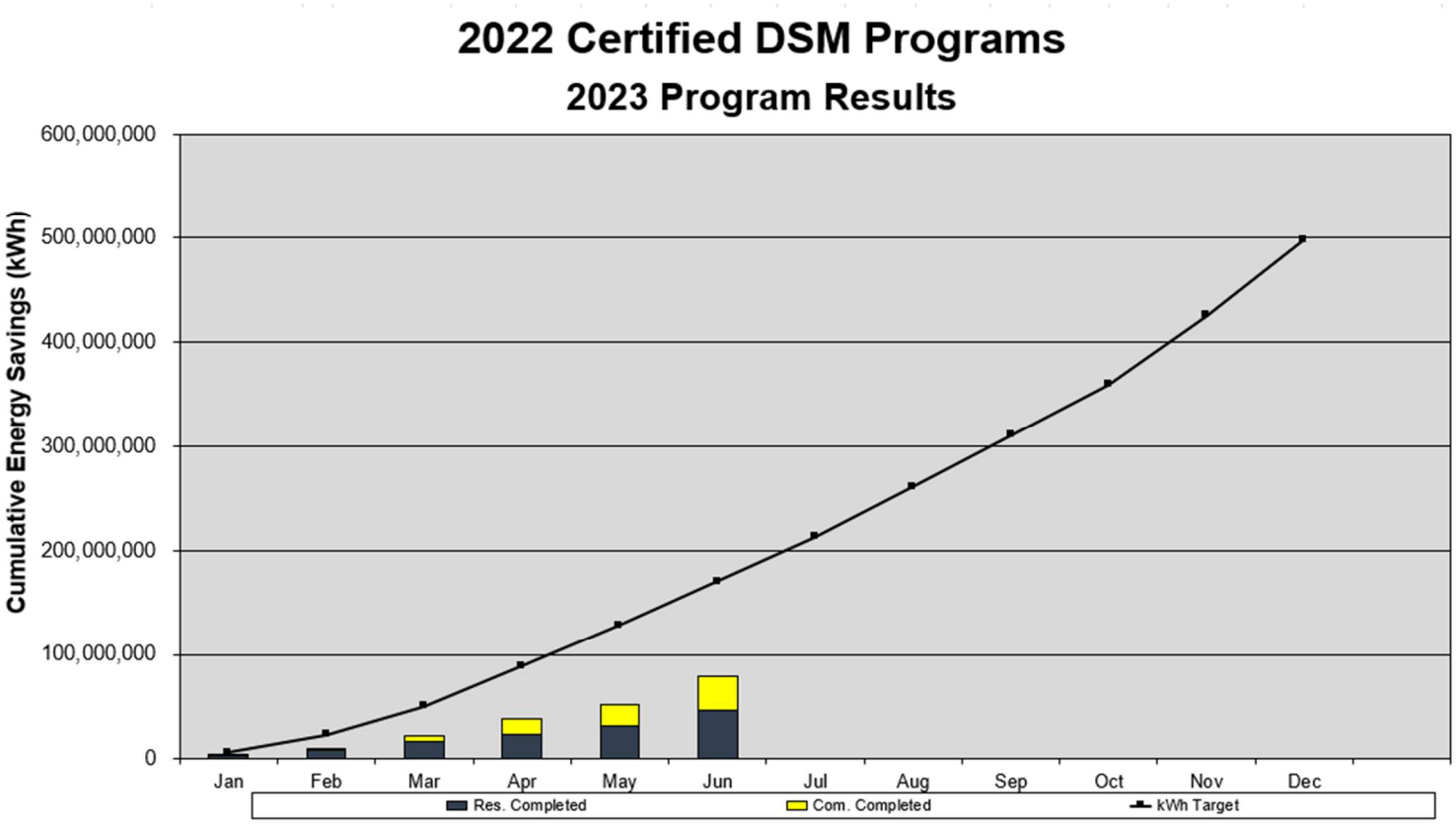
- Custom & Prescriptive
    - Quarterly Program Highlights
        - Launched Custom Building Tune-Up on April 4.
            - Projects that optimize existing equipment to run at maximum efficiency could be eligible for a Building Tune-up rebate.
            - This is how we are offering the retro-commissioning measure to the market.
        - Outreach efforts increased by 217% increase over Q1 with Account Managers conducting 209 outreach meetings. Customer and contractor facing events include the DICE conference, BOMA conference, Georgia Chapter of Association for Learning Environments (GA4LE), Georgia Leadership in Educational Facilities (GAPPA), Lunch-and-Learns, and six trainings for specific companies.
        - Hosted in-person Contractor Advisor Group meeting June 15.

        - Conducted recurring *Coffee Talks* to train contractors and build program familiarity:
            - National Accounts Building Tune-Up on May 18.
            - Contractors Building Tune-Up on May 23.
            - Contractors Lighting Workbook and online application on June 27.
        - Approved 18 new Participating Contractors in Q2, bringing the total to 70 statewide.
            - Contractors submit an application and complete at least one training course through the Energy Efficiency Learning Center to become Participating Contractors in the network.
    - Quarterly Marketing Update
        - April
            - Invited over 400 contractors to training via email and event page.
            - LinkedIn ad targeting contractors across Georgia.
            - Updated contents of the Booklet that compiles all available rebates.
            - Q2 awareness campaign on paid properties including display, social, email, print, and PPC. Targeted mid–large businesses with segmentation across general, K-12, Hospitals, Warehouses, and Universities.
            - Sponsorship placements on GFIA, BOMA, GHLA, AIA across events, web, social and print channels.
        - May
            - Published announcement in the ICF National Accounts Xchange newsletter.
            - Updated Building Tune-up Tech Sheet with latest requirements.
            - Designed Participating Contractor recruitment flyer.
                - Provides benefits of being a Participating Contractor.
                - Tool for team to share while attending events, meeting with contractors.
            - Promotional email and event page for the May Coffee Talks.
            - Updated webpage to include Building Tune-up option and related information.
            - Updated creative on customer and contractor display banners.
            - Awareness campaign on owned channels including web, Online Customer Care, Circuit, C&I Program Updates for Key Account Managers, C&I Email Templates for Customers, Customer Services Bulletin.
        - June
            - Promotional email and event page for the June Coffee Talk.
            - Q2 Commercial Energy Efficiency Program Newsletter to 500 contractors.
            - Content development for Building Tune-up customer videos (60sec and 15sec) to be utilized for web and social applications.
            - Prepared for the launch of the Limited Time Smart Savings Offer and Participating Contractor Smart Savings Bonus, including flyers, promotional announcement on the application, program, and contractor webpages, and promotional emails.
            - Promoted upcoming Limited Time Offer with:

        - Emails to over 500 contractors and 4,000+ customers.
        - Display advertising.
        - Paid social.
    - Development of Commercial Energy Efficiency general awareness video highlighting unique content per season and vertical—general, K-12, Hospitals, Warehouses, and Universities.
    - Development of industry-specific flyers to highlight the Commercial Energy Efficiency Program benefits and requirements across 10+ verticals.
    - Cross promotion on Commercial Behavioral Report.

- Small Commercial Direct Install (SCDI)
    - Quarterly Program Highlights
        - Added new occupancy sensor measures into the program.
        - Made progress identifying potential refrigeration measures and recruiting installation contractors to be able to integrate those measures into the program.
        - Continue to evaluate ways to add smart thermostats to program while avoiding customer-satisfaction problems and costs associated with installation.
        - Working through workforce challenges and effectively re-staffed the loss of three assessors as well as a program manager.
    - Quarterly Marketing Update
        - The multi-channel marketing campaign “Better Lights. Stronger Savings. Upgrade to LEDs.” launched in Q2. Digital marketing focused on static display ads (web), paid social (Facebook and Instagram), and emails.
            - In Q2, display ad creatives targeted general small businesses (non-industry specific), warehouses, retail, fitness facilities.
            - Paid social targeted general, warehouses, and retail focused on Northwest, metro Atlanta, and Central regions.
        - Two multistep email series launched targeting metro Atlanta, Northwest, and Central regions.
            - Industries were segmented by general (non-industry specific), retail, warehouse, auto shops, and medical clinics.
            - Messaging focused on the savings benefit. Topics include:
                - Save up to 70% on your total install cost.
                - Big savings for small businesses.
                - Better Lights. Stronger Savings.
        - Other “owned” marketing channels we leveraged to promote SCDI include:
            - Commercial Behavioral Report.
            - Online Customer Care (OCC) portal ads.
                - Continued targeting commercial accounts under 120 kW.
            - On-bill message.

- Commercial Behavioral
    - Quarterly Program Highlights
        - Low data phase (Phase 1) launched in April.
        - 34,217 paper BERs mailed and 52,956 eBERs sent in Q2.
    - Quarterly Marketing Update
        - The Business Electric Reports provided business segment specific energy saving tips and industry trend insights along with cross promotion of the Small Commercial Direct Install and Commercial Energy Efficiency Programs.



Georgia Power

# Residential Energy Efficiency Income Qualified Update

Q2 YTD 2023

**13,068T**

IQ Carbon Footprint Reduction

| | | | |
|---|---|---|---|
| **EASE** | | | |
| **1,188,496** | Sum of IQ YTD Actual kWh | **10,390,904** | Annual IQ kWh Goal | **11.44%** | % of Annual IQ kWh Goal |
| **Home Energy Improvement Program** | | | |
| **863,542** | Sum of IQ YTD Actual kWh | **1,591,127** | Annual IQ kWh Goal | **54.27%** | % of Annual IQ kWh Goal |
| **HopeWorks** | | | |
| **96,573** | Sum of IQ YTD Actual kWh | **425,017** | Annual IQ kWh Goal | **22.72%** | % of Annual IQ kWh Goal |
| **Refrigerator Recycling Plus** | | | |
| **344,118** | Sum of IQ YTD Actual kWh | **0** | Annual IQ kWh Goal | **0.00%** | % of Annual IQ kWh Goal |
| **Residential Behavioral** | | | |
| **11,784,224** | Sum of IQ YTD Actual kWh | **8,398,959** | Annual IQ kWh Goal | **140.31%** | % of Annual IQ kWh Goal |
| **Specialty Lighting** | | | |
| **17,989,057** | Sum of IQ YTD Actual kWh | **26,462,235** | Annual IQ kWh Goal | **67.98%** | % of Annual IQ kWh Goal |

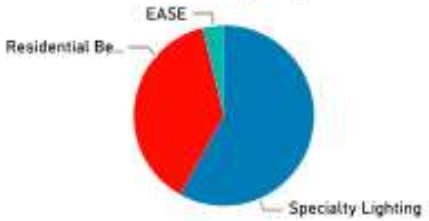
**IQ YTD Actual kWh**




**IQ YTD % of Annual kWh Goal**

68.26%

**IQ YTD Actual kWh by Program Name**




The top three programs are represented.

# Certified DSM Programs - Q2 Performance Report 2023

| | | Residential Programs | | | | | | | | | | | Commercial Programs | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Behavioral* | Specialty Lighting | Thermostat Demand Response | Refrigerator Recycling Plus | Home Energy Improvement | | | Energy Assistance for Savings & Efficiency | | HopeWorks* | Portfolio Total | Behavioral | Custom | Prescriptive | Small Commercial Direct Install | Portfolio Total | Certified DSM Program Totals |
| | | | | | | Multi | Single | Mfg Home | Multi | Single | | | | | | | | |
| Current Quarter | Particpants (Measures) | 368,753 | 234,136 | 4,977 | 1,185 | 451 | 6,660 | - | 5,594 | 1,654 | 549 | 623,959 | 36,029 | 34 | 273 | 79 | 36,415 | 660,374 |
| | Energy Savings (kWh) | 11,883,545 | 14,115,082 | | 560,592 | 291,940 | 2,297,218 | - | 710,179 | 330,689 | 79,193 | 30,268,437 | - | 5,851,869 | 18,966,750 | 2,061,537 | 26,880,156 | 57,148,593 |
| | Demand Savings (kW) | - | 4,087 | 20,412 | 86 | 62 | 537 | - | 262 | 94 | 14 | 25,554 | - | 744 | 3,454 | 619 | 4,816 | 30,370 |
| | Incentive Costs | $ - | $ 491,472 | $ 248,850 | $ 146,298 | $ | | 708,360 | $ | 1,126,075 | $ 286,000 | $ 3,007,055 | | $ 551,036 | $ 1,368,155 | $ 330,877 | $ 2,250,068 | $ 5,257,123 |
| | Non-Incentive Costs | $ 55,683 | $ 668,061 | $ 61,010 | $ 524,303 | $ | | 1,008,146 | $ | 92,443 | $ 125,007 | $ 2,534,653 | $ 395,620 | $ 496,309 | $ 2,156,633 | $ 545,165 | $ 3,593,727 | $ 6,128,379 |
| | Total Costs | $ 55,683 | $ 1,159,533 | $ 309,860 | $ 670,601 | $ | | 1,716,506 | $ | 1,218,518 | $ 411,007 | $ 5,541,708 | $ 395,620 | $ 1,047,345 | $ 3,524,788 | $ 876,042 | $ 5,843,795 | $ 11,385,503 |
| Year to Date | Particpants (Measures) | 368,753 | 336,636 | 4,977 | 2,243 | 719 | 11,222 | - | 5,976 | 2,192 | 689 | 733,407 | 36,029 | 40 | 331 | 214 | 36,614 | 770,021 |
| | Energy Savings (kWh) | 21,822,360 | 18,134,169 | - | 1,053,151 | 365,594 | 3,769,461 | - | 783,711 | 407,072 | 96,573 | 46,432,090 | - | 5,880,543 | 21,488,362 | 5,101,570 | 32,470,476 | 78,902,566 |
| | Annual Savings Target (kWh) | 33,595,836 | 30,705,422 | | 6,366,937 | | | 31,072,997 | | 10,390,904 | 425,017 | 112,557,113 | 8,002,058 | 68,047,906 | 286,199,379 | 23,412,299 | 385,661,642 | 498,218,755 |
| | % of Goal | 64.96% | 59.06% | | 16.54% | | | 13.31% | | 11.46% | 22.72% | 41.25% | 0.00% | 8.64% | 7.51% | 21.79% | 8.42% | 15.84% |
| | Demand Savings (kW) | - | 4,907 | 57,016 | 149 | 77 | 885 | | 282 | 120 | 16 | 63,453 | - | 758 | 3,890 | 1,524 | 6,172 | 69,625 |
| | Incentive Costs | $ - | $ 667,688 | $ 248,850 | $ 279,640 | $ | | 1,075,276 | $ | 1,304,195 | $ 429,000 | $ 4,004,649 | $ - | $ 553,904 | $ 1,531,584 | $ 703,499 | $ 2,788,986 | $ 6,793,635 |
| | Non-Incentive Costs | $ 1,378,512 | $ 716,768 | $ 1,000,305 | $ 675,935 | $ | | 1,404,182 | $ | 241,318 | $ 163,816 | $ 5,580,836 | $ 412,931 | $ 859,535 | $ 2,867,089 | $ 724,850 | $ 4,864,405 | $ 10,445,241 |
| | YTD Costs | $ 1,378,512 | $ 1,384,456 | $ 1,249,155 | $ 955,575 | $ | | 2,479,458 | $ | 1,545,513 | $ 592,816 | $ 9,585,485 | $ 412,931 | $ 1,413,439 | $ 4,398,673 | $ 1,428,349 | $ 7,653,391 | $ 17,238,876 |
| | Total Annual Budget | $ 1,896,285 | $ 3,860,697 | $ 1,870,050 | $ 3,662,489 | $ | | 14,216,278 | $ | 9,118,034 | $ 698,592 | $ 35,322,424 | $ 662,125 | $ 7,782,496 | $ 25,228,849 | $ 6,148,639 | $ 39,822,110 | $ 75,144,533 |
| | Annual Budget Variance | $ (517,773) | $ (2,476,241) | $ (620,895) | $ (2,706,914) | $ | | (11,736,819) | $ | (7,572,521) | $ (105,776) | $ (25,736,939) | $ (249,194) | $ (6,369,058) | $ (20,830,176) | $ (4,720,290) | $ (32,168,718) | $ (57,905,657) |
| | % Spent | 72.70% | 35.86% | 66.80% | 26.09% | | | 17.44% | | 16.95% | 84.86% | 27.14% | 62.36% | 18.16% | 17.44% | 23.23% | 19.22% | 22.94% |

| Other Costs: | YTD Spend | 2023 Budget |
|---|---|---|
| DSM Cross Cutting/Training | $ 1,499,566 | $ 3,550,000 |
| Residential Pilot Program | $ 30,556 | $ 1,500,000 |
| IQ Tariff Based Pilot | $ 279,538 | $ 500,000 |
| Commercial Pilot Programs | $ 260,541 | $ 1,700,000 |
| Residential EE Consumer Awareness | $ 2,524,953 | $ 4,500,000 |
| Commercial EE Consumer Awareness | $ 967,369 | $ 1,100,000 |
| Power Credit | $ 14,076 | $ 15,000 |
| Education Initiative-Learning Power | $ 2,218,929 | $ 4,000,000 |
| **TOTAL** | **$ 7,795,527** | **$ 16,865,000** |

*HopeWorks - $429,000 total prefunded incentives. As of June 30, 2023, $185,517.10 of prefunded incentives reported.
Carbon Footprint Reduction - Portfolio 31,956T, Residential 18,805T, Commercial 13,151T