Georgia Power

Bin 10230,

241 Ralph McGill Boulevard, NE

Atlanta, GA 30308-3374

February 17, 2025

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

RE: Certified Demand-Side Management Programs, Fourth Quarter 2024 Programs Status Report; Docket No. 44161

Dear Ms. Tanner:

Enclosed for filing is Georgia Power Company's Fourth Quarter 2024 Programs Status Report.

If you have any questions, please call me at 404-506-7106.

Sincerely,

/s/ Jeremiah C. Haswell

Jeremiah C. Haswell
Director, Regulatory Affairs
jhaswell@southernco.com

Enclosure

Georgia Power Company
Certified Demand-Side Management Programs
Q4 2024 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 fourth quarterly report for activity through December 31, 2024.

Q4 2024 Summary

Program Name	Annual Target (kWh)	YTD Savings (kWh)	% of Goal	Annual Budget	YTD Costs	% Spent
Behavioral	40,721,459	49,216,287	120.86%	$ 1,884,596	$ 1,707,213	90.59%
Specialty Lighting	27,614,018	33,175,148	120.14%	$ 3,344,257	$ 3,457,556	103.39%
Thermostat Demand Response	-	-	0.00%	$ 3,789,969	$ 2,897,046	76.44%
Refrigerator Recycling	4,775,837	4,846,176	101.47%	$ 2,825,713	$ 2,872,059	101.64%
HEIP	29,867,373	18,090,690	60.57%	$ 14,307,636	$ 9,850,252	68.85%
EASE	10,390,904	12,195,479	117.37%	$ 9,293,196	$ 11,281,239	121.39%
HopeWorks	425,017	370,394	87.15%	$ 710,268	$ 678,531	95.53%
Residential Programs	**113,794,608**	**117,894,175**	**103.60%**	**$ 36,155,635**	**$ 32,743,897**	**90.56%**
Behavioral	8,002,058	2,834,662	35.42%	$ 688,288	$ 587,038	85.29%
Custom	68,047,906	118,011,581	173.42%	$ 7,984,843	$ 8,582,853	107.49%
Prescriptive	286,199,379	182,297,628	63.70%	$ 25,678,050	$ 22,409,157	87.27%
SCDI	23,412,299	4,624,021	19.75%	$ 6,240,514	$ 2,764,764	44.30%
Commercial Programs	**385,661,642**	**307,767,892**	**79.80%**	**$ 40,591,695**	**$ 34,343,812**	**84.61%**
Total	**499,456,250**	**425,662,067**	**85.23%**	**$ 76,747,330**	**$ 67,087,709**	**87.41%**

*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 + 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 two approaches that Georgia Power residential customers can take advantage of: 1) *Whole House* and 2) *Individual Improvements*. 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 Q4 (October – December) 2024

Residential:

- Specialty Lighting
    - Quarterly Program Highlights
        - The program was active in 106 retail locations across the state.
        - 2024 Food Bank Distributions:
            - Each customer received a set of these branded materials: 2-Pack High Efficiency Standard LEDs, 1 Dusk to Dawn LED, Re-usable grocery bags and educational information to cross promote Specialty Lighting, EASE, RRP+ and other energy efficiency and tips information.
            - A total of 13,425 bundles were distributed in Q4 to the following food bank partners:
                - Food Bank of Northeast Georgia – Athens. Received 2,650 bundles. Volunteer event was held on November 11th.
                - Golden Harvest Food Bank – Augusta. Received 2,650 bundles. Volunteer event was held on December 16th.
                - Middle Georgia Community Food Bank – Macon. Received 1,500 bundles. Volunteer event was held on November 19th.
                - Second Harvest of Coastal Georgia – Savannah. Received 6,625 bundles. Volunteer event was held on October 25th.
        - Quarterly Marketing Update
            - Promoted Specialty Lighting through paid channels:
                - Mobile (Propel).
                - Meta (Facebook & Instagram).
                - Nextdoor.
                - Streaming audio.
                - Display.
            - Deployed cross-marketing and trigger emails featuring Specialty Lighting.
            - Refreshed in-store signage was disbursed and installed at participating retail locations throughout the state.

- Residential Behavioral
    - Quarterly Program Highlights
        - 155k paper HERS and 352k eHERs sent Q4 2024.
    - Quarterly Marketing Update
        - The Home Electric Reports include cross-promotional information on HEIP Manufactured homes, EASE, HEIP Assessment, Tips, Rates, and Marketplace Black Friday.
        - Not marketed, pre-enrollment only program.

- RRP+
    - Quarterly Program Highlights
        - UES along with its transportation partners exceeded 2024 energy savings goal at 101%. This achievement reflects ongoing efforts to continuously improve operational efficiencies, process improvements, routing and logistics strategies, and effective Georgia Power marketing efforts.
        - UES and its transportation partners achieved zero reschedules. This resulted in high customer satisfaction, exceeding expectations, positive feedback in customer surveys, and enhancement of the customer journey. The lack of reschedules enabled the time-to-pickup average to fall just under 7 days after the applications were received.
        - Resource Innovation's (RI) Customer Care Center in Q4 realized an abandonment rate of 2.2%, well below the limit of 6%. The team took only 3 seconds on average to answer customer calls while producing a service level of 97%. Implementation of the IVR system coupled with a strong focus on available human resources, training and utilizing new tools, and increasing efficiency.
    - Quarterly Marketing Update
        - Paid Nextdoor ads.
        - Paid Meta ads.
        - Email retargeting.
        - Paid media retargeting.
        - Print media (flyers, LED bulb boxes).
        - GPC Marketplace cross-marketing.

- Thermostat Demand Response (Temp ✓)
    - Quarterly Program Highlights
        - Temp ✓ had 38,191 devices enrolled as of end of Q4 2024.
        - Uplight's FLEX program was implemented. This new platform utilizes AMI data and offers enhanced customer engagement as well as management firm load dispatch.
    - Quarterly Marketing Update
        - Paid Meta ads.
        - Email marketing.
        - GPC Marketplace cross-marketing.

- HEIP
    - Quarterly Program Highlights
        - Number of program contractors – 29 Program Contractors.
        - Number of newly added program contractors – 2 Program Contractor added in Q4.
        - Promoted HEIP at over 20 events for customers and contractors in Q4.
        - Hosted Fall 2024 Program Contractor Luncheon for HEIP and EASE.
        - A Building Performance Institute (BPI) training, sponsored by Georgia Power, was held in October. Five attendees completed the weeklong course.
        - Georgia Power sponsored 3 contractors to complete HERS training in October.

        - Point of Purchase (POP) marketing materials placed in retail with updates to reflect rebates increases for heat pump water heaters (HPWH) and smart thermostats.
        - Hosted events for manufactured home customers at Tara Mobile Homes and Creekside Estates.
        - Manufactured Homes Direct Install.
            - Number of MH DI installs completed – 545.
            - Average savings of MH DI installs in Q4 – 1,646 kWh.

    - Quarterly Marketing Update
        - Behavioral report cross-marketing.
        - Paid Nextdoor ads.
        - Paid Meta ads.
        - Email retargeting.
        - Paid media retargeting.
        - Streaming video ads (YouTube).
        - Streaming TV ad.
        - Contractor Toolkit.
        - In-store display ads.
        - Paid online display ads.

- HopeWorks
    - Quarterly Program Highlights
        - The HopeWorks provided energy efficiency improvements in 135 homes through Q4.
    - Quarterly Marketing Update
        - No additional marketing completed in Q4.

- EASE
    - Quarterly Program Highlights
        - Contractor Recruiting & Community Engagement Events:
            - All of the HEIP Participating Contractor recruiting and Community Engagement events also promote EASE. Please see HEIP above for event details.
        - Community Outreach
            - Participated in a luncheon on 10/25 for religious leaders from around the state educating them on the merits of the EASE program and how it could benefit members of their congregations.
            - Participated in a planning session with Open Word Ministries on 11/06 for a community event scheduled for early January designed to promote EASE.
    - Quarterly Marketing Update
        - Promoted EASE through paid display ads on the Propel app.
        - Promoted EASE through owned channels:
            - Product Portal
            - OCC

- Deployed cross-marketing email featuring EASE.

Commercial:

- Custom & Prescriptive
  - Quarterly Program Highlights
    - Traditional Prescriptive application channel.
      - 422 participants participated through this channel, met the rebate bonus requirements, and received up to an additional 50% in Prescriptive rebates.
      - Over 19 GWh energy savings claimed.
    - Retail Instant Rebates (RIR) application channel.
      - 111,596 qualified energy efficient lights were sold through 130 Home Depot & Lowes stores in the state of Georgia.
      - Over 42 GWh energy savings were claimed.
    - Distributor Instant Rebates (DIR) application channel.
      - Received sales submissions from six different distributors in Q4: Grainger, Encentiv Energy, Bulbs.com, Batteries Plus (Voss franchise), Batteries Plus (Riner franchise), Saba Lighting.
      - Over 16 GWh energy savings were claimed.
    - Hosted an advisory lunch to hear feedback on the programs from Participating Contractors 10/9/24 - Four contractors attended: RSM Energy, Trane, Mayberry Electric, HBS Solutions.
    - Conducted a Coffee Talk to educate contractors and maintain engagement: New Construction Overview - 12/18/24.
    - Approved 9 new Participating Contractors. This Network now includes 153 companies.
    - Account Managers' Q4 outreach efforts:
      - Conducted 519 outreach calls.
      - Engaged in 25 events promoting CEEP and contractor engagement including the following:
        - Georgia Hotel & Lodging (GHLA) golf tournament – 10/11/24.
        - International Civil Service Commission (ICSC) southeast convention – 10/16/24.
        - Building Owners & Managers of America (BOMA) volunteer event – 10/25/24.
        - Georgia Association of State Facilities Administrators (GAFSA) conference – 10/27 – 10/30/24.
        - BOMA monthly luncheon – 11/6/24.
        - Southeast Energy Efficiency Alliance (SEEA) summit – 11/20 – 11/22/2024.
        - Georgia School Board Association event – 12/11 – 12/12/24.

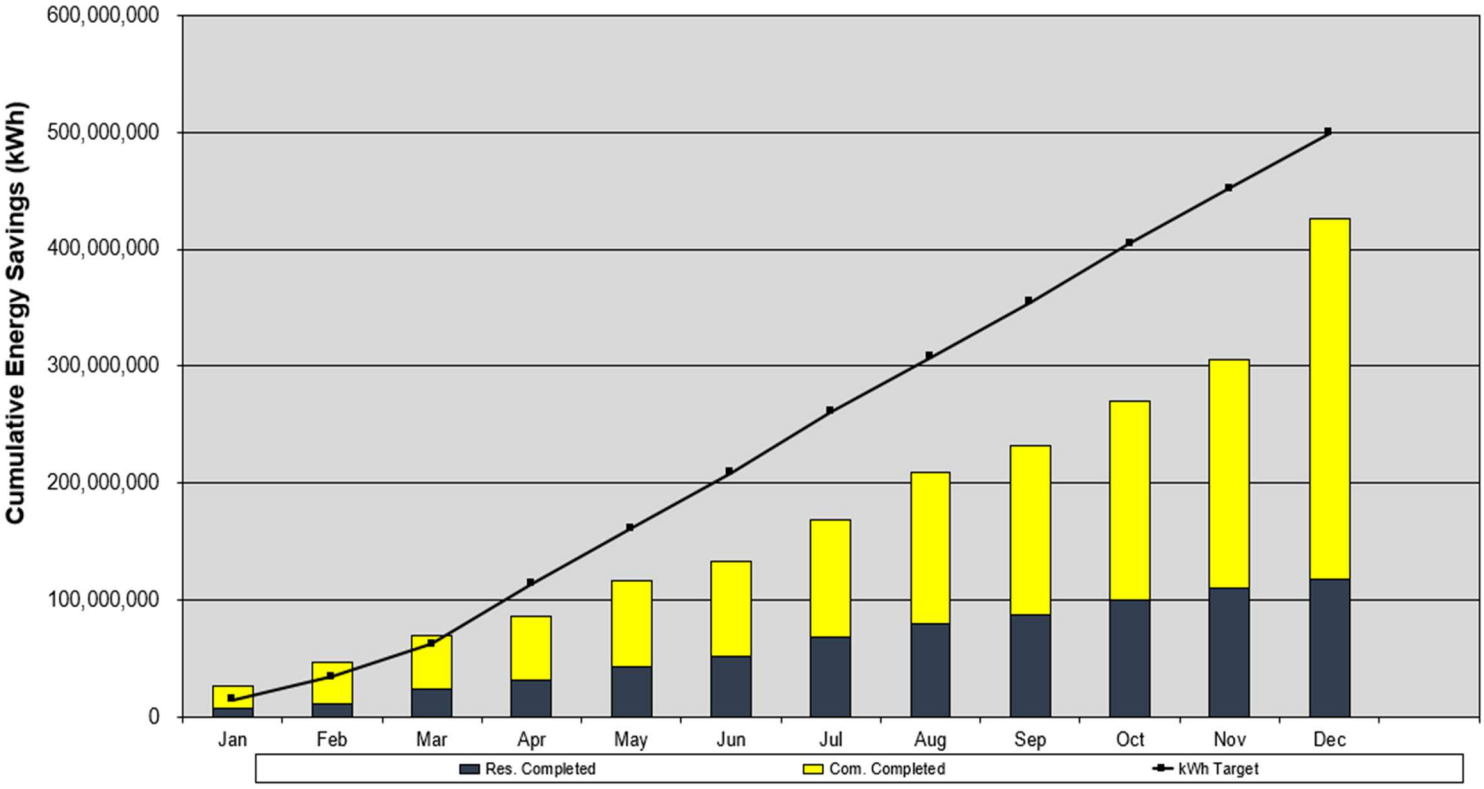
- Quarterly Marketing Update
  - Designed and distributed promotional emails for the October Contractor Training hosted on 10/23/24.
  - Created a Contractor Training Event page for registration of the live training hosted on 10/23/24.
  - Launched a contractor SMS campaign promoting the October Contractor Training.
  - Create and deliver contractor recruitment campaign to HVAC contractors to become a Participating Contractor. The campaign was sent to over 100 recipients.
  - Designed and distributed promotional emails for the November Coffee Talk hosted on 11/19/24.
  - Created the November Event page for registration of the Coffee Talk.
  - Launched a contractor SMS campaign promoting the November Coffee Talk.
  - Designed and delivered distributor bonus recruitment campaign to 366 contacts.
  - Designed and distributed Q4 CEEP Insider newsletter to over 1,654 contractors.
  - Designed and delivered one contractor reminder campaign for the Rebate Ramp Up to over 1,600 recipients. The campaign was designed to encourage more projects during the promotional period.
  - Create and deliver contractor recruitment reminder campaign to HVAC contractors to become a Participating Contractor. The campaign was sent to over 100 recipients.
  - Designed and distributed promotional emails for the December Coffee Talk hosted on 12/18/24.
  - Created a Coffee Talk Event page for registration of the live training hosted on 12/18/24.
  - Launched a contractor SMS campaign promoting the December Coffee Talk.
  - Designed and delivered two contractor reminder campaigns for the Rebate Ramp Up to over 1,600 recipients. Both campaigns were designed to encourage more projects during the promotional period.
  - Published announcement in the ICF National Accounts Xchange newsletter promoting Rebate Ramp Up.
  - General program awareness promoted across GPC-owned channels including On-hold and On-bill messaging, Commercial Behavioral reports, and OCC throughout Q4.
  - October's Business Solutions Spotlight cross-marketing email focused on sustainable solutions reached 104,585 commercial customers with a 31.5% Open Rate, 0.47% CTR.
  - Brand affordability email sent to all business customers in December focused on energy management- reached 93,062 customers with 42.35% open rate and 1.79% CTR.
  - Advertised through our BOMA sponsorship in the quarterly print newsletter and on website targeting commercial building owners and managers.
  - Q4 Paid media campaign results:
    - Ran paid search campaign garnering 32,557 impressions with an 18.01% CTR.
    - Facebook and Instagram ads achieved 6,496,702 impressions with 1.01% CTR.
    - LinkedIn static rebate ad received 28,701 impressions with 0.44% CTR.

- LinkedIn industry-targeted video ads (healthcare, education, retail, municipalities) received 176,978 impressions with 0.39% CTR combined.
- Display Ads received 1,476,415 impressions with CTR of 0.31%.
- Online videos targeting healthcare, education, retail, and municipalities received 1,897,828 with 0.18% CTR.
- Launched Performance Max during the second half of the quarter leading to 444,021 impressions and 5.56% CTR.

- SCDI
  - Quarterly Program Highlights
    - Subcontractors were hired and onboarded by ICF to support the program implementation.
    - A Program Kickoff event was held in December for the implementation and program management teams.
    - Individual customers within the pipeline were contacted to communicate the latest program information, eligibility, status, next steps, and timelines.
  - Quarterly Marketing Update
    - Program web page, application form, and collateral updated.
    - Contractor badging, apparel, and folders created.
    - Strategy developed for 2025.
- Commercial Behavioral
  - Quarterly Program Highlights
    -
  - Quarterly Marketing Update
    -

2022 Certified DSM Programs

2024 Program Results



Residential Energy Efficiency Income Qualified Update

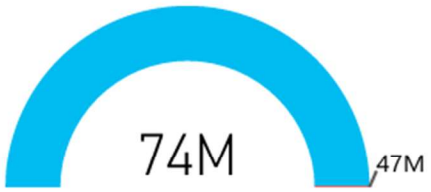
Q4 YTD 2024

30,409 T

IQ Carbon Footprint Reduction

Specialty Lighting			
33,094,205	Sum of IQ YTD Actual kWh	**24,239,053** Sum of Annual kWh Goal	**136.53%** % of Annual kWh Goal
Residential Behavioral			
22,410,683	Sum of IQ YTD Actual kWh	**10,180,365** Sum of Annual kWh Goal	**220.14%** % of Annual kWh Goal
EASE			
12,195,479	Sum of IQ YTD Actual kWh	**10,390,904** Sum of Annual kWh Goal	**117.37%** % of Annual kWh Goal
Home Energy Improvement Program			
4,980,115	Sum of IQ YTD Actual kWh	**1,620,720** Sum of Annual kWh Goal	**307.28%** % of Annual kWh Goal
Refrigerator Recycling Plus			
1,116,837	Sum of IQ YTD Actual kWh	**0** Sum of Annual kWh Goal	**0.00%** % of Annual kWh Goal
HopeWorks			
370,394	Sum of IQ YTD Actual kWh	**425,017** Sum of Annual kWh Goal	**87.15%** % of Annual kWh Goal

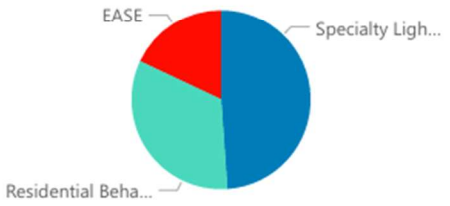
IQ YTD Actual kWh



IQ YTD % of Annual kWh Goal

158.29%

IQ YTD Actual kWh by Program Name



Certified DSM Programs - Q4 Performance Report 2024

		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	Measures	326,333	129,111	18,817	4,760	912	15,162	14,490	5,156	6,797	183	522,321	31,484	193	4,317	116	36,110	558,431
	Energy Savings (kWh)	11,105,911	7,471,749	-	1,995,451	537,981	5,239,047	1,363,894	908,455	1,817,001	35,317	30,474,806	1,123,051	82,616,224	77,801,560	2,221,040	163,761,876	194,236,682
	Demand Savings (kW)	2,069	2,037	-	239	124	1,064	364	268	492	8	6,665	-	11,517	14,464	514	26,495	33,160
	Incentive Costs	$ -	$ 233,575	$ 458,130	$ 355,478	$		2,578,790	$	1,985,818	$ 5,222	$ 5,617,014	$ -	$ 2,476,441	$ 6,007,649	$ 463,932	$ 8,948,021	$ 14,565,035
	Non-Incentive Costs	$ 197,225	$ 375,271	$ 459,877	$ 439,547	$		1,564,327	$	372,947	$ 33,517	$ 3,443,311	$ 65,137	$ 1,460,207	$ 2,250,336	$ (25,260)	$ 3,750,420	$ 7,193,731
	Total Costs	$ 197,225	$ 608,846	$ 918,007	$ 795,026	$		4,143,717	$	2,358,765	$ 38,739	$ 9,060,325	$ 65,137	$ 3,936,648	$ 8,257,985	$ 438,672	$ 12,698,441	$ 21,758,767
Year to Date	Measures	326,333	648,766	31,838	11,536	2,164	34,893	49,388	22,670	40,457	2,074	1,170,719	31,484	372	10,198	220	42,274	1,212,993
	Energy Savings (kWh)	49,216,287	33,175,148	-	4,846,176	1,348,303	12,243,472	4,498,915	3,760,916	8,434,563	370,394	117,894,175	2,834,662	118,011,581	182,297,628	4,624,021	307,767,892	425,662,067
	Annual Savings Target (kWh)	40,721,459	27,614,018	-	4,775,837			29,867,373		10,390,904	425,017	113,794,608	8,002,058	68,047,906	286,199,379	23,412,299	385,661,642	499,456,250
	% of Goal	120.86%	120.14%		101.47%			60.57%		117.37%	87.15%	103.60%	35.42%	173.42%	63.70%	19.75%	79.80%	85.23%
	Demand Savings (kW)	9,168	8,165	72,507	701	308	2,543	1,045	1,201	2,473	78	98,191	-	17,371	30,471	1,197	49,039	147,230
	Incentive Costs	$ -	$ 1,130,635	$ 1,109,180	$ 1,210,580	$		5,206,708	$	9,861,075	$ 505,582	$ 19,023,760	$ -	$ 5,109,479	$ 14,295,571	$ 813,015	$ 20,218,064	$ 39,241,824
	Non-Incentive Costs	$ 1,707,213	$ 2,326,321	$ 1,787,866	$ 1,661,480	$		4,643,544	$	1,420,164	$ 172,949	$ 13,720,138	$ 587,038	$ 3,473,374	$ 8,113,586	$ 1,951,750	$ 14,125,748	$ 27,845,886
	YTD Costs	$ 1,707,213	$ 3,457,556	$ 2,897,046	$ 2,872,059	$		9,850,252	$	11,281,239	$ 678,531	$ 32,743,897	$ 587,038	$ 8,582,853	$ 22,409,157	$ 2,764,764	$ 34,343,812	$ 67,087,709
	Total Annual Budget	$ 1,884,596	$ 3,344,257	$ 3,789,969	$ 2,825,713	$		14,307,636	$	9,293,196	$ 710,268	$ 36,155,635	$ 688,288	$ 7,984,843	$ 25,678,050	$ 6,240,514	$ 40,591,695	$ 76,747,330
	Annual Budget Variance	$ (177,383)	$ 113,299	$ (892,923)	$ 46,346	$		(4,457,384)	$	1,988,043	$ (31,737)	$ (3,411,738)	$ (101,250)	$ 598,010	$ (3,268,893)	$ (3,475,750)	$ (6,247,883)	$ (9,659,621)
	% Spent	90.59%	103.39%	76.44%	101.64%			68.85%		121.39%	95.53%	90.56%	85.23%	107.49%	87.27%	44.30%	84.61%	87.41%

Other Costs:	YTD Spend	2024 Budget
DSM Cross Cutting/Training	$ 2,647,389	$ 3,454,000
Residential Pilot Program	$ 967,168	$ 1,500,000
IQ Tariff Based Pilot	$ 50,115	$ 576,500
Commercial Pilot Program	$ 1,354,958	$ 1,500,000
Residential EE Consumer Awareness	$ 3,851,785	$ 4,500,000
Commercial EE Consumer Awareness	$ 1,019,065	$ 1,100,000
Power Credit	$ 775,194	$ 15,000
Education Initiative-Learning Power	$ 3,772,302	$ 4,000,000
TOTAL	**$ 14,438,575**	**$ 16,645,500**

*HopeWorks - $505,582 prefunded incentives. As of December 31, 2024, $593,193.66 of prefunded incentives reported.
Carbon Footprint Reduction - Portfolio 174,521T, Residential 48,337T, Commercial 126,185T

* We have a carry over of $97,111.48 prefunded incentives from 2023.