

Collaborative Meetings to Explore Additional Opportunities

Collaborative Overview

The Company's MEEIA 2019-21 Stipulation and Agreement included a commitment to systematically explore additional savings opportunities with the intention to impact possible changes to MEEIA 2019-21 programs and/or to provide a foundation for new and/or modified programs for a proposed MEEIA Cycle 4. Collaborative presentations and supporting documentation can be found in Appendix A, B, C, D. Ultimately, the collaborative meetings below led to an in-depth review of the Pay-As-You-Save® (PAYS®) program with direct access of the collaborative group to a PAYS® implementation contractor. It is also noteworthy that on May 13, 2020 Ameren Missouri filed a modification request to the MEEIA 2019-21 plan to include a \$76.5 million portfolio for 2022, which includes a PAYS® Pilot.

Collaborative Meetings and Results

The collaborative discussions began with a kick-off meeting on March 27, 2019. During this meeting the group discussed the collaborative process and design which culminated in a comprehensive list of new potential opportunities from the meeting participants.

The second meeting was May 6, 2019 where the list of potential opportunities from the March 27 meeting were prioritized into two main topics: 1) PAYS® and 2) education. Because PAYS® was a topic the group had explored at a high-level in other discussions, it was discussed and determined that sending out a specific Request for Proposals (RFP) for that style of energy efficiency financing program was the most productive path forward. With regard to the education theme, while the group discussed different facets of "education," it was determined that with the Company's approved education portfolio was sufficient and it was therefore more practical to focus the ongoing discussions of the collaborative onto PAYS®.

The next collaborative interactions occurred over email regarding the RFP for a PAYS®-style financing program¹. The RFP was distributed to the collaborative group on September 20, 2019 for review and feedback. On October 8, 2019 the RFP was publically released and because of feedback from collaborative members and bidder questions, was appended on October 18th, 2019 with limited clarifying changes to attract a broader pool of responses. A brief status update on RFP responses was presented as part of a quarterly stakeholder meeting on November 8, 2019.

The final meetings of this collaborative occurred on December 13, 2019. Ameren Missouri hosted two separate meetings on the same day about PAYS®. The morning session included the collaborative group as well as a full team of potential PAYS® implementation contractors. The PAYS® bidder directly presented its RFP response in detail and brought the necessary experts in-person to answer questions in real-time. The meeting explored the PAYS® program in-depth as well as the expected costs and benefits. The meeting materials for this session are not included with this report as they are confidential related to the bid response. The afternoon session included the same collaborative group and PAYS® bidder but was opened up further to include the other electric and natural gas investor-owned utilities in Missouri. This afternoon session allowed access to the bidder for questions from the broader group but explored higher-level implications of PAYS® with regard to regulatory policy considerations.

¹ Pay-As-You-Save is a trademarked system and the Request for Proposal was written to seek a "generic" financing program design but one that met the high-level program characteristics of PAYS®.