

Total Program Costs (With all costs allocated)**							
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low-Income	\$ 7.70	\$ 9.07	\$ 9.44	\$ 9.13	\$ 8.62	\$ 8.37	\$ 52.33
Residential	\$ 30.59	\$ 33.58	\$ 36.96	\$ 41.71	\$ 45.93	\$ 50.44	\$239.21
Business	\$ 19.29	\$ 33.57	\$ 47.27	\$ 52.72	\$ 53.05	\$ 53.33	\$259.23
<b>Portfolio Total</b>	<b>\$ 57.58</b>	<b>\$ 76.22</b>	<b>\$ 93.67</b>	<b>\$103.56</b>	<b>\$107.60</b>	<b>\$112.14</b>	<b>\$550.77</b>
<b>Low-Income</b>							
Multifamily Low-Income	\$ 3.85	\$ 4.51	\$ 4.74	\$ 4.65	\$ 4.29	\$ 4.10	\$ 26.14
Single Family Low-Income	\$ 3.50	\$ 3.96	\$ 4.07	\$ 3.88	\$ 3.77	\$ 3.83	\$ 23.01
Business Social Services	\$ 0.34	\$ 0.60	\$ 0.63	\$ 0.60	\$ 0.56	\$ 0.44	\$ 3.17
<b>Low Income Total</b>	<b>\$ 7.70</b>	<b>\$ 9.07</b>	<b>\$ 9.44</b>	<b>\$ 9.13</b>	<b>\$ 8.62</b>	<b>\$ 8.37</b>	<b>\$ 52.32</b>
<b>Residential</b>							
Appliance Recycling	\$ 0.70	\$ 0.85	\$ 0.85	\$ 0.88	\$ 0.85	\$ 0.86	\$ 4.98
Efficient Products	\$ 2.83	\$ 2.89	\$ 3.05	\$ 3.34	\$ 3.50	\$ 3.65	\$ 19.25
Energy Efficient Kits	\$ 1.92	\$ 1.85	\$ 1.68	\$ 1.70	\$ 1.71	\$ 1.70	\$ 10.55
Home Energy Report	\$ 1.89	\$ 1.96	\$ 1.97	\$ 1.99	\$ 1.99	\$ 1.97	\$ 11.77
HVAC	\$ 13.92	\$ 14.72	\$ 15.10	\$ 15.88	\$ 16.17	\$ 16.09	\$ 91.88
Lighting	\$ 2.88	\$ 3.21	\$ 2.55	\$ 1.57	\$ 1.09	\$ 1.04	\$ 12.33
Multifamily Market Rate	\$ 1.36	\$ 1.89	\$ 2.18	\$ 2.52	\$ 2.71	\$ 2.98	\$ 13.64
Residential Demand Response	\$ 4.24	\$ 4.76	\$ 8.11	\$ 12.37	\$ 16.45	\$ 20.70	\$ 66.64
Residential Education	\$ 0.85	\$ 1.46	\$ 1.46	\$ 1.46	\$ 1.46	\$ 1.46	\$ 8.15
<b>Res Total</b>	<b>\$ 30.59</b>	<b>\$ 33.58</b>	<b>\$ 36.96</b>	<b>\$ 41.71</b>	<b>\$ 45.93</b>	<b>\$ 50.44</b>	<b>\$ 239.21</b>
<b>Business</b>							
Custom	\$ 7.60	\$ 13.89	\$ 18.89	\$ 21.84	\$ 22.80	\$ 24.09	\$ 109.12
New Construction	\$ 0.85	\$ 1.95	\$ 2.60	\$ 3.48	\$ 3.53	\$ 4.03	\$ 16.44
Retro-Commissioning	\$ 0.63	\$ 1.51	\$ 2.42	\$ 3.25	\$ 3.29	\$ 3.75	\$ 14.84
Small Business Direct Install	\$ 2.53	\$ 2.69	\$ 2.91	\$ 2.82	\$ 2.53	\$ 2.35	\$ 15.83
Standard	\$ 6.11	\$ 10.59	\$ 12.38	\$ 13.41	\$ 12.67	\$ 10.88	\$ 66.05
Strategic Energy Management	\$ 0.09	\$ 0.18	\$ 0.25	\$ 0.29	\$ 0.59	\$ 0.59	\$ 1.98
Business Demand Response	\$ 1.26	\$ 2.52	\$ 7.56	\$ 7.56	\$ 7.56	\$ 7.56	\$ 34.02
Business Education	\$ 0.23	\$ 0.24	\$ 0.26	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.96
<b>Biz Total</b>	<b>\$ 19.29</b>	<b>\$ 33.57</b>	<b>\$ 47.27</b>	<b>\$ 52.72</b>	<b>\$ 53.05</b>	<b>\$ 53.33</b>	<b>\$ 259.24</b>

Note: Other Portfolio costs (EM&V, Marketing and Admin) have been distributed among the Low-Income, Residential and Business programs for graphing.

\*\* Because of rounding, the numbers in these may not seem to sum properly. Please see Ameren Missouri's workpapers for necessary clarification regarding these sums.

## Total Program Costs (With EM&V & Other Portfolio Costs unallocated)\*\*

(In Millions of Dollars)

Portfolio	2019	2020	2021	2022	2023	2024	Total
Low-Income	\$ 7.24	\$ 8.57	\$ 8.91	\$ 8.66	\$ 8.20	\$ 7.97	\$ 49.55
Residential	\$ 26.92	\$ 29.89	\$ 33.06	\$ 37.03	\$ 41.50	\$ 45.89	\$ 214.30
Business	\$ 16.44	\$ 30.52	\$ 43.42	\$ 48.21	\$ 48.97	\$ 49.23	\$ 236.79
Portfolio Costs	\$ 6.98	\$ 7.25	\$ 8.26	\$ 9.66	\$ 8.93	\$ 9.05	\$ 50.13
<b>Portfolio Total</b>	<b>\$ 57.58</b>	<b>\$ 76.22</b>	<b>\$ 93.66</b>	<b>\$ 103.56</b>	<b>\$ 107.61</b>	<b>\$ 112.14</b>	<b>\$ 550.76</b>
<b>Low-Income</b>							
Multifamily Low-Income	\$ 3.69	\$ 4.32	\$ 4.55	\$ 4.43	\$ 4.09	\$ 3.92	\$ 25.00
Single Family Low-Income Business	\$ 3.24	\$ 3.67	\$ 3.76	\$ 3.65	\$ 3.57	\$ 3.63	\$ 21.51
Social Services	\$ 0.32	\$ 0.57	\$ 0.60	\$ 0.57	\$ 0.55	\$ 0.43	\$ 3.04
<b>Low Income Total</b>	<b>\$ 7.24</b>	<b>\$ 8.57</b>	<b>\$ 8.91</b>	<b>\$ 8.66</b>	<b>\$ 8.20</b>	<b>\$ 7.97</b>	<b>\$ 49.55</b>
<b>Residential</b>							
Appliance Recycling	\$ 0.65	\$ 0.79	\$ 0.79	\$ 0.80	\$ 0.81	\$ 0.81	\$ 4.65
Efficient Products	\$ 2.56	\$ 2.60	\$ 2.73	\$ 2.92	\$ 3.10	\$ 3.24	\$ 17.15
Energy Efficient Kits	\$ 1.71	\$ 1.67	\$ 1.56	\$ 1.56	\$ 1.58	\$ 1.57	\$ 9.64
Home Energy Report	\$ 1.80	\$ 1.88	\$ 1.88	\$ 1.88	\$ 1.88	\$ 1.85	\$ 11.16
HVAC	\$ 11.72	\$ 12.53	\$ 12.81	\$ 13.05	\$ 13.51	\$ 13.51	\$ 77.13
Lighting	\$ 2.32	\$ 2.68	\$ 2.09	\$ 1.29	\$ 1.03	\$ 0.99	\$ 10.41
Multifamily Market Rate	\$ 1.26	\$ 1.75	\$ 2.02	\$ 2.29	\$ 2.48	\$ 2.75	\$ 12.54
Residential Demand Response	\$ 4.04	\$ 4.54	\$ 7.73	\$ 11.78	\$ 15.66	\$ 19.72	\$ 63.46
Residential Education	\$ 0.85	\$ 1.46	\$ 1.46	\$ 1.46	\$ 1.46	\$ 1.46	\$ 8.15
<b>Res Total</b>	<b>\$ 26.92</b>	<b>\$ 29.89</b>	<b>\$ 33.06</b>	<b>\$ 37.03</b>	<b>\$ 41.50</b>	<b>\$ 45.89</b>	<b>\$ 214.30</b>
<b>Business</b>							
Custom	\$ 6.21	\$ 12.35	\$ 16.98	\$ 19.54	\$ 20.67	\$ 21.86	\$ 97.61
New Construction	\$ 0.71	\$ 1.77	\$ 2.38	\$ 3.18	\$ 3.26	\$ 3.73	\$ 15.02
Retro-Commissioning	\$ 0.52	\$ 1.36	\$ 2.20	\$ 2.94	\$ 3.02	\$ 3.45	\$ 13.48
Small Business Direct Install	\$ 2.26	\$ 2.53	\$ 2.75	\$ 2.66	\$ 2.41	\$ 2.24	\$ 14.86
Standard	\$ 5.22	\$ 9.70	\$ 11.43	\$ 12.34	\$ 11.79	\$ 10.13	\$ 60.61
Strategic Energy Management	\$ 0.08	\$ 0.17	\$ 0.23	\$ 0.27	\$ 0.55	\$ 0.55	\$ 1.85
Business Demand Response	\$ 1.20	\$ 2.40	\$ 7.20	\$ 7.20	\$ 7.20	\$ 7.20	\$ 32.40
Business Education	\$ 0.23	\$ 0.24	\$ 0.26	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.96
<b>Biz Total</b>	<b>\$ 16.44</b>	<b>\$ 30.52</b>	<b>\$ 43.42</b>	<b>\$ 48.21</b>	<b>\$ 48.97</b>	<b>\$ 49.23</b>	<b>\$ 236.79</b>
<b>EM&amp;V &amp; Other Portfolio Costs</b>							
EM&V	\$ 2.53	\$ 3.45	\$ 4.27	\$ 4.69	\$ 4.93	\$ 5.15	\$ 25.03
Portfolio Marketing	\$ 2.10	\$ 2.45	\$ 2.64	\$ 2.61	\$ 2.65	\$ 2.54	\$ 15.00
Other (Potential Study, Data Tracking, Incremental Labor)	\$ 2.35	\$ 1.35	\$ 1.35	\$ 2.35	\$ 1.35	\$ 1.35	\$ 10.10
<b>Portfolio Total</b>	<b>\$ 6.98</b>	<b>\$ 7.25</b>	<b>\$ 8.26</b>	<b>\$ 9.66</b>	<b>\$ 8.93</b>	<b>\$ 9.05</b>	<b>\$ 50.13</b>

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Contractor Administrative Costs**							
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low-Income	\$ 3.21	\$ 3.52	\$ 3.69	\$ 3.65	\$ 3.40	\$ 3.34	\$ 20.81
Residential	\$ 12.07	\$ 13.16	\$ 14.22	\$ 17.19	\$ 19.53	\$ 22.17	\$ 98.34
Business	\$ 6.66	\$ 11.66	\$ 18.44	\$ 19.71	\$ 19.97	\$ 20.00	\$ 96.43
<b>Portfolio Total</b>	<b>\$ 21.94</b>	<b>\$ 28.33</b>	<b>\$ 36.35</b>	<b>\$ 40.54</b>	<b>\$ 42.90</b>	<b>\$ 45.51</b>	<b>\$ 215.58</b>
<b>Low-Income</b>							
Multifamily Low-Income	\$ 1.67	\$ 1.77	\$ 1.96	\$ 1.89	\$ 1.65	\$ 1.59	\$ 10.53
Single Family Low-Income	\$ 1.47	\$ 1.63	\$ 1.61	\$ 1.64	\$ 1.64	\$ 1.67	\$ 9.66
Business Social Services	\$ 0.07	\$ 0.13	\$ 0.12	\$ 0.12	\$ 0.11	\$ 0.09	\$ 0.63
<b>Low Income Total</b>	<b>\$ 3.21</b>	<b>\$ 3.52</b>	<b>\$ 3.69</b>	<b>\$ 3.65</b>	<b>\$ 3.40</b>	<b>\$ 3.34</b>	<b>\$ 20.81</b>
<b>Residential</b>							
Appliance Recycling	\$ 0.43	\$ 0.48	\$ 0.48	\$ 0.48	\$ 0.49	\$ 0.49	\$ 2.85
Efficient Products	\$ 0.95	\$ 0.77	\$ 0.79	\$ 0.80	\$ 0.87	\$ 0.89	\$ 5.07
Energy Efficient Kits	\$ 0.40	\$ 0.35	\$ 0.32	\$ 0.31	\$ 0.33	\$ 0.33	\$ 2.04
Home Energy Report	\$ 0.42	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.38	\$ 2.40
HVAC	\$ 3.95	\$ 4.16	\$ 4.28	\$ 4.36	\$ 4.51	\$ 4.51	\$ 25.75
Lighting	\$ 0.84	\$ 0.96	\$ 0.70	\$ 0.57	\$ 0.31	\$ 0.28	\$ 3.66
Multifamily Market Rate	\$ 0.85	\$ 1.09	\$ 1.23	\$ 1.30	\$ 1.45	\$ 1.68	\$ 7.58
Residential Demand Response	\$ 3.38	\$ 3.50	\$ 4.57	\$ 7.51	\$ 9.72	\$ 12.16	\$ 40.84
Residential Education	\$ 0.85	\$ 1.46	\$ 1.46	\$ 1.46	\$ 1.46	\$ 1.46	\$ 8.15
<b>Res Total</b>	<b>\$ 12.07</b>	<b>\$ 13.16</b>	<b>\$ 14.22</b>	<b>\$ 17.19</b>	<b>\$ 19.53</b>	<b>\$ 22.17</b>	<b>\$ 98.34</b>
<b>Business</b>							
Custom	\$ 2.24	\$ 4.08	\$ 5.31	\$ 6.05	\$ 6.33	\$ 6.60	\$ 30.61
New Construction	\$ 0.27	\$ 0.63	\$ 0.80	\$ 1.06	\$ 1.09	\$ 1.25	\$ 5.10
Retro-Commissioning	\$ 0.18	\$ 0.44	\$ 0.66	\$ 0.89	\$ 0.91	\$ 1.04	\$ 4.13
Small Business Direct Install	\$ 0.77	\$ 0.80	\$ 0.81	\$ 0.79	\$ 0.71	\$ 0.66	\$ 4.55
Standard	\$ 1.72	\$ 2.98	\$ 3.28	\$ 3.50	\$ 3.36	\$ 2.89	\$ 17.73
Strategic Energy Management	\$ 0.04	\$ 0.09	\$ 0.12	\$ 0.14	\$ 0.28	\$ 0.28	\$ 0.96
Business Demand Response	\$ 1.20	\$ 2.40	\$ 7.20	\$ 7.20	\$ 7.20	\$ 7.20	\$ 32.40
Business Education	\$ 0.23	\$ 0.24	\$ 0.26	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.96
<b>Biz Total</b>	<b>\$ 6.66</b>	<b>\$ 11.66</b>	<b>\$ 18.44</b>	<b>\$ 19.71</b>	<b>\$ 19.97</b>	<b>\$ 20.00</b>	<b>\$ 96.43</b>

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Incentive Costs **							
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low-Income	\$ 4.03	\$ 5.05	\$ 5.23	\$ 5.01	\$ 4.80	\$ 4.63	\$ 28.74
Residential	\$ 14.85	\$ 16.73	\$ 18.84	\$ 19.84	\$ 21.97	\$ 23.72	\$ 115.96
Business	\$ 9.78	\$ 18.86	\$ 24.99	\$ 28.50	\$ 29.00	\$ 29.23	\$ 140.36
<b>Portfolio Total</b>	<b>\$ 28.66</b>	<b>\$ 40.63</b>	<b>\$ 49.05</b>	<b>\$ 53.36</b>	<b>\$ 55.77</b>	<b>\$ 57.58</b>	<b>\$ 285.05</b>
<b>Low-Income</b>							
Multifamily Low-Income	\$ 2.02	\$ 2.55	\$ 2.59	\$ 2.55	\$ 2.44	\$ 2.33	\$ 14.47
Single Family Low-Income	\$ 1.76	\$ 2.05	\$ 2.15	\$ 2.01	\$ 1.93	\$ 1.96	\$ 11.86
Business Social Services	\$ 0.25	\$ 0.45	\$ 0.49	\$ 0.46	\$ 0.44	\$ 0.34	\$ 2.41
<b>Low Income Total</b>	<b>\$ 4.03</b>	<b>\$ 5.05</b>	<b>\$ 5.23</b>	<b>\$ 5.01</b>	<b>\$ 4.80</b>	<b>\$ 4.63</b>	<b>\$ 28.74</b>
<b>Residential</b>							
Appliance Recycling	\$ 0.22	\$ 0.31	\$ 0.31	\$ 0.32	\$ 0.32	\$ 0.32	\$ 1.80
Efficient Products	\$ 1.60	\$ 1.83	\$ 1.94	\$ 2.12	\$ 2.23	\$ 2.35	\$ 12.08
Energy Efficient Kits	\$ 1.31	\$ 1.31	\$ 1.24	\$ 1.24	\$ 1.24	\$ 1.24	\$ 7.60
Home Energy Report	\$ 1.38	\$ 1.48	\$ 1.48	\$ 1.48	\$ 1.48	\$ 1.48	\$ 8.76
HVAC	\$ 7.78	\$ 8.37	\$ 8.53	\$ 8.70	\$ 9.00	\$ 9.00	\$ 51.38
Lighting	\$ 1.48	\$ 1.72	\$ 1.39	\$ 0.72	\$ 0.72	\$ 0.71	\$ 6.75
Multifamily Market Rate	\$ 0.42	\$ 0.66	\$ 0.79	\$ 0.99	\$ 1.04	\$ 1.07	\$ 4.96
Residential Demand Response	\$ 0.65	\$ 1.04	\$ 3.15	\$ 4.28	\$ 5.95	\$ 7.56	\$ 22.62
Residential Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Res Total</b>	<b>\$ 14.85</b>	<b>\$ 16.73</b>	<b>\$ 18.84</b>	<b>\$ 19.84</b>	<b>\$ 21.97</b>	<b>\$ 23.72</b>	<b>\$ 115.96</b>
<b>Business</b>							
Custom	\$ 3.97	\$ 8.27	\$ 11.67	\$ 13.49	\$ 14.34	\$ 15.26	\$ 67.01
New Construction	\$ 0.44	\$ 1.13	\$ 1.58	\$ 2.11	\$ 2.17	\$ 2.48	\$ 9.91
Retro-Commissioning	\$ 0.34	\$ 0.92	\$ 1.53	\$ 2.05	\$ 2.10	\$ 2.40	\$ 9.35
Small Business Direct Install	\$ 1.49	\$ 1.73	\$ 1.94	\$ 1.88	\$ 1.70	\$ 1.58	\$ 10.31
Standard	\$ 3.50	\$ 6.72	\$ 8.15	\$ 8.84	\$ 8.43	\$ 7.25	\$ 42.89
Strategic Energy Management	\$ 0.04	\$ 0.08	\$ 0.11	\$ 0.13	\$ 0.27	\$ 0.27	\$ 0.89
Business Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Business Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Biz Total</b>	<b>\$ 9.78</b>	<b>\$ 18.86</b>	<b>\$ 24.99</b>	<b>\$ 28.50</b>	<b>\$ 29.00</b>	<b>\$ 29.23</b>	<b>\$ 140.36</b>

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<b>EM&amp;V Costs**</b>							
(In Millions of Dollars)							
<b>Portfolio</b>	2019	2020	2021	2022	2023	2024	Total
Low-Income	\$ 0.17	\$ 0.21	\$ 0.23	\$ 0.17	\$ 0.18	\$ 0.17	\$ 1.13
Residential	\$ 1.53	\$ 1.69	\$ 1.86	\$ 2.09	\$ 2.29	\$ 2.51	\$ 11.97
Business	\$ 0.83	\$ 1.54	\$ 2.19	\$ 2.43	\$ 2.47	\$ 2.47	\$ 11.93
<b>Portfolio Total</b>	<b>\$ 2.53</b>	<b>\$ 3.45</b>	<b>\$ 4.27</b>	<b>\$ 4.69</b>	<b>\$ 4.93</b>	<b>\$ 5.15</b>	<b>\$ 25.03</b>
<b>Low-Income</b>							
Multifamily Low-Income	\$ 0.06	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.46
Single Family Low-Income	\$ 0.10	\$ 0.12	\$ 0.13	\$ 0.08	\$ 0.08	\$ 0.09	\$ 0.61
Business Social Services	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.06
<b>Low Income Total</b>	<b>\$ 0.17</b>	<b>\$ 0.21</b>	<b>\$ 0.23</b>	<b>\$ 0.17</b>	<b>\$ 0.18</b>	<b>\$ 0.17</b>	<b>\$ 1.13</b>
<b>Residential</b>							
Appliance Recycling	\$ 0.02	\$ 0.03	\$ 0.03	\$ 0.03	\$ 0.02	\$ 0.02	\$ 0.13
Efficient Products	\$ 0.10	\$ 0.12	\$ 0.13	\$ 0.15	\$ 0.17	\$ 0.18	\$ 0.85
Energy Efficient Kits	\$ 0.08	\$ 0.08	\$ 0.05	\$ 0.05	\$ 0.05	\$ 0.05	\$ 0.37
Home Energy Report	\$ 0.04	\$ 0.04	\$ 0.04	\$ 0.04	\$ 0.05	\$ 0.05	\$ 0.25
HVAC	\$ 0.84	\$ 0.93	\$ 0.96	\$ 1.04	\$ 1.10	\$ 1.10	\$ 5.97
Lighting	\$ 0.21	\$ 0.22	\$ 0.19	\$ 0.10	\$ 0.02	\$ 0.02	\$ 0.77
Multifamily Market Rate	\$ 0.04	\$ 0.06	\$ 0.07	\$ 0.09	\$ 0.09	\$ 0.10	\$ 0.44
Residential Demand Response	\$ 0.20	\$ 0.23	\$ 0.39	\$ 0.59	\$ 0.78	\$ 0.99	\$ 3.17
Residential Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Res Total</b>	<b>\$ 1.53</b>	<b>\$ 1.69</b>	<b>\$ 1.86</b>	<b>\$ 2.09</b>	<b>\$ 2.29</b>	<b>\$ 2.51</b>	<b>\$ 11.97</b>
<b>Business</b>							
Custom	\$ 0.38	\$ 0.75	\$ 1.00	\$ 1.14	\$ 1.21	\$ 1.26	\$ 5.75
New Construction	\$ 0.04	\$ 0.09	\$ 0.12	\$ 0.15	\$ 0.15	\$ 0.17	\$ 0.72
Retro-Commissioning	\$ 0.03	\$ 0.07	\$ 0.12	\$ 0.15	\$ 0.15	\$ 0.17	\$ 0.70
Small Business Direct Install	\$ 0.07	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.07	\$ 0.06	\$ 0.44
Standard	\$ 0.25	\$ 0.43	\$ 0.50	\$ 0.53	\$ 0.50	\$ 0.42	\$ 2.63
Strategic Energy Management	\$ 0.00	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.02	\$ 0.02	\$ 0.07
Business Demand Response	\$ 0.06	\$ 0.12	\$ 0.36	\$ 0.36	\$ 0.36	\$ 0.36	\$ 1.62
Business Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Biz Total</b>	<b>\$ 0.83</b>	<b>\$ 1.54</b>	<b>\$ 2.19</b>	<b>\$ 2.43</b>	<b>\$ 2.47</b>	<b>\$ 2.47</b>	<b>\$ 11.93</b>

Note: Education EM&V costs are distributed amongst the other programs.

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Other Portfolio Costs**							
(Marketing, Potential Study, Data Tracking & Incremental Labor)							
(In Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low-Income	\$ 283,034	\$ 285,245	\$ 305,612	\$ 291,895	\$ 244,760	\$ 226,843	\$ 1,637,390
Residential	\$ 2,140,703	\$ 1,998,271	\$ 2,034,820	\$ 2,586,797	\$ 2,139,372	\$ 2,038,873	\$ 12,938,836
Business	\$ 2,026,015	\$ 1,515,933	\$ 1,652,825	\$ 2,084,688	\$ 1,616,129	\$ 1,626,388	\$ 10,521,978
<b>Portfolio Total</b>	<b>\$ 4,449,752</b>	<b>\$ 3,799,449</b>	<b>\$ 3,993,258</b>	<b>\$ 4,963,380</b>	<b>\$ 4,000,261</b>	<b>\$ 3,892,104</b>	<b>\$ 25,098,203</b>
<b>Low-Income</b>							
Multifamily Low-Income	\$ 100,266	\$ 106,343	\$ 112,440	\$ 138,234	\$ 115,986	\$ 104,916	\$ 678,185
Single Family Low-Income	\$ 163,908	\$ 166,044	\$ 181,966	\$ 141,787	\$ 120,398	\$ 115,468	\$ 889,572
Business Social Services	\$ 18,860	\$ 12,858	\$ 11,206	\$ 11,874	\$ 8,376	\$ 6,459	\$ 69,633
<b>Low Income Total</b>	<b>\$ 283,034</b>	<b>\$ 285,245</b>	<b>\$ 305,612</b>	<b>\$ 291,895</b>	<b>\$ 244,760</b>	<b>\$ 226,843</b>	<b>\$ 1,637,390</b>
<b>Residential</b>							
Appliance Recycling	\$ 28,286	\$ 34,365	\$ 36,011	\$ 48,496	\$ 25,066	\$ 24,071	\$ 196,294
Efficient Products	\$ 168,071	\$ 162,529	\$ 181,686	\$ 264,186	\$ 238,422	\$ 238,989	\$ 1,253,882
Energy Efficient Kits	\$ 125,160	\$ 106,463	\$ 69,676	\$ 91,719	\$ 77,498	\$ 73,194	\$ 543,710
Home Energy Report	\$ 57,147	\$ 49,993	\$ 52,888	\$ 73,952	\$ 66,566	\$ 65,631	\$ 366,177
HVAC	\$ 1,354,064	\$ 1,262,095	\$ 1,333,039	\$ 1,788,804	\$ 1,564,318	\$ 1,477,331	\$ 8,779,652
Lighting	\$ 344,976	\$ 303,221	\$ 263,638	\$ 172,882	\$ 33,778	\$ 29,513	\$ 1,148,009
Multifamily Market Rate	\$ 62,999	\$ 79,605	\$ 97,883	\$ 146,757	\$ 133,723	\$ 130,145	\$ 651,112
Residential Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Res Total</b>	<b>\$ 2,140,703</b>	<b>\$ 1,998,271</b>	<b>\$ 2,034,820</b>	<b>\$ 2,586,797</b>	<b>\$ 2,139,372</b>	<b>\$ 2,038,873</b>	<b>\$ 12,938,836</b>
<b>Business</b>							
Custom	\$ 1,008,583	\$ 794,527	\$ 907,158	\$ 1,152,306	\$ 926,535	\$ 971,468	\$ 5,760,576
New Construction	\$ 97,041	\$ 94,036	\$ 106,453	\$ 153,770	\$ 117,560	\$ 131,679	\$ 700,540
Retro-Commissioning	\$ 75,848	\$ 77,293	\$ 105,951	\$ 154,410	\$ 118,815	\$ 133,649	\$ 665,965
Small Business Direct Install	\$ 190,025	\$ 82,840	\$ 75,482	\$ 78,766	\$ 53,528	\$ 48,473	\$ 529,113
Standard	\$ 646,153	\$ 460,413	\$ 449,965	\$ 535,641	\$ 384,507	\$ 326,008	\$ 2,802,688
Strategic Energy Management	\$ 8,364	\$ 6,824	\$ 7,816	\$ 9,796	\$ 15,184	\$ 15,111	\$ 63,096
Business Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Business Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Biz Total</b>	<b>\$ 2,026,015</b>	<b>\$ 1,515,933</b>	<b>\$ 1,652,825</b>	<b>\$ 2,084,688</b>	<b>\$ 1,616,129</b>	<b>\$ 1,626,388</b>	<b>\$ 10,521,978</b>

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Incremental MWh Savings**							
Portfolio							
	2019	2020	2021	2022	2023	2024	Total
Low-Income	15,707	19,736	20,312	14,786	14,602	14,100	99,243
Residential	132,536	106,517	106,649	100,826	96,502	98,033	641,062
Business	83,956	163,241	220,578	247,014	251,978	251,060	1,217,828
<b>Portfolio Total</b>	<b>232,198</b>	<b>289,494</b>	<b>347,539</b>	<b>362,626</b>	<b>363,082</b>	<b>363,193</b>	<b>1,958,132</b>
<b>Low-Income</b>							
Multifamily Low-Income	6,164	7,527	7,790	7,316	7,247	6,945	42,989
Single Family Low-Income	8,556	10,415	10,822	5,777	5,773	5,892	47,236
Business Social Services	987	1,793	1,700	1,692	1,582	1,263	9,017
<b>Low Income Total</b>	<b>15,707</b>	<b>19,736</b>	<b>20,312</b>	<b>14,786</b>	<b>14,602</b>	<b>14,100</b>	<b>99,243</b>
<b>Residential</b>							
Appliance Recycling	3,369	4,762	4,779	4,847	2,894	2,902	23,552
Efficient Products	11,862	13,248	14,127	15,192	16,040	16,917	87,386
Energy Efficient Kits	8,047	8,047	5,423	5,423	5,423	5,419	37,782
Home Energy Report	35,250	-	-	-	-	-	35,250
HVAC	50,020	53,957	54,594	55,681	57,767	57,803	329,823
Lighting	19,475	20,313	17,290	8,727	2,037	1,896	69,738
Multifamily Market Rate	3,381	4,878	6,029	6,502	6,914	7,217	34,922
Residential Demand Response	1,130	1,311	4,409	4,454	5,426	5,878	22,608
<b>Res Total</b>	<b>132,536</b>	<b>106,517</b>	<b>106,649</b>	<b>100,826</b>	<b>96,502</b>	<b>98,033</b>	<b>641,062</b>
<b>Business</b>							
Custom	36,240	73,949	106,291	121,206	126,772	132,187	596,645
New Construction	3,543	9,164	12,779	17,074	17,525	20,023	80,110
Retro-Commissioning	2,835	7,637	12,779	17,074	17,525	20,023	77,873
Small Business Direct Install	9,209	10,707	11,999	11,603	10,543	9,744	63,805
Standard	30,920	59,757	72,600	77,617	74,606	64,077	379,577
Strategic Energy Management	709	1,527	2,130	2,439	5,007	5,006	16,818
Business Demand Response	500	500	2,000	-	-	-	3,000
<b>Biz Total</b>	<b>83,956</b>	<b>163,241</b>	<b>220,578</b>	<b>247,014</b>	<b>251,978</b>	<b>251,060</b>	<b>1,217,828</b>

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Incremental MW Savings**							
Portfolio							
	2019	2020	2021	2022	2023	2024	Total
Low-Income	3.7	4.8	4.9	4.2	4.1	4.0	25.7
Residential	63.5	52.8	84.7	85.4	95.5	100.5	482.4
Business	45.6	67.0	155.7	66.2	69.6	72.6	476.6
<b>Portfolio Total</b>	<b>112.7</b>	<b>124.6</b>	<b>245.3</b>	<b>155.7</b>	<b>169.2</b>	<b>177.1</b>	<b>984.7</b>
<b>Low-Income</b>							
Multifamily Low-Income	1.7	2.1	2.1	2.0	2.0	1.9	11.7
Single Family Low-Income	1.8	2.3	2.5	1.8	1.8	1.8	12.0
Business Social Services	0.2	0.3	0.4	0.4	0.4	0.3	1.9
<b>Low Income Total</b>	<b>3.7</b>	<b>4.8</b>	<b>4.9</b>	<b>4.2</b>	<b>4.1</b>	<b>4.0</b>	<b>25.7</b>
<b>Residential</b>							
Appliance Recycling	0.5	0.7	0.7	0.7	0.5	0.5	3.5
Efficient Products	3.1	3.5	3.8	4.2	4.5	4.8	23.9
Energy Efficient Kits	1.4	1.4	1.0	1.0	1.0	1.0	6.7
Home Energy Report	16.4	-	-	-	-	-	16.4
HVAC	26.6	29.3	29.9	30.5	31.6	31.6	179.4
Lighting	2.9	3.0	2.6	1.3	0.3	0.3	10.4
Multifamily Market Rate	1.0	1.6	1.9	2.4	2.6	2.7	12.2
Residential Demand Response	11.5	13.3	44.8	45.3	55.2	59.8	229.9
<b>Res Total</b>	<b>63.5</b>	<b>52.8</b>	<b>84.7</b>	<b>85.4</b>	<b>95.5</b>	<b>100.5</b>	<b>482.4</b>
<b>Business</b>							
Custom	10.5	22.6	30.9	37.0	40.6	44.2	185.8
New Construction	0.9	2.4	3.4	4.5	4.7	5.3	21.3
Retro-Commissioning	1.0	2.8	4.7	6.3	6.4	7.3	28.6
Small Business Direct Install	1.6	1.9	2.1	2.0	1.8	1.7	11.1
Standard	6.4	12.1	14.4	16.0	15.4	13.3	77.6
Strategic Energy Management	0.1	0.2	0.3	0.3	0.7	0.7	2.3
Business Demand Response	25.0	25.0	100.0	-	-	-	150.0
<b>Biz Total</b>	<b>45.6</b>	<b>67.0</b>	<b>155.7</b>	<b>66.2</b>	<b>69.6</b>	<b>72.6</b>	<b>476.6</b>

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Total Resource Cost Test**							
Portfolio							
	2019	2020	2021	2022	2023	2024	Total
Low-Income	1.10	1.22	1.29	1.03	1.14	1.18	1.16
Residential	1.51	1.60	1.74	1.73	1.77	1.83	1.71
Business	1.59	1.81	1.98	2.13	2.24	2.40	2.05
<b>Portfolio Total*</b>	<b>1.39</b>	<b>1.53</b>	<b>1.71</b>	<b>1.70</b>	<b>1.77</b>	<b>1.86</b>	<b>1.68</b>
<b>Low-Income</b>							
Multifamily Low-Income	0.76	0.84	0.86	0.86	0.96	1.01	0.88
Single Family Low-Income	1.50	1.66	1.81	1.18	1.27	1.33	1.47
Business Social Services	1.30	1.43	1.49	1.61	1.68	1.76	1.54
<b>Low Income Total</b>	<b>1.10</b>	<b>1.22</b>	<b>1.29</b>	<b>1.03</b>	<b>1.14</b>	<b>1.18</b>	<b>1.16</b>
<b>Residential</b>							
Appliance Recycling	1.36	1.69	1.79	1.89	1.25	1.32	1.56
Efficient Products	1.20	1.35	1.44	1.52	1.61	1.70	1.47
Energy Efficient Kits	1.89	2.06	1.49	1.56	1.63	1.71	1.74
Home Energy Report	1.01	1.06	1.14	1.26	1.42	1.56	1.23
HVAC	1.53	1.64	1.72	1.79	1.90	1.99	1.75
Lighting	4.01	3.93	4.40	3.76	1.31	1.33	3.64
Multifamily Market Rate	1.02	1.06	1.17	1.16	1.19	1.19	1.14
Residential Demand Response	1.06	1.26	1.82	1.80	1.90	1.92	1.75
<b>Res Total</b>	<b>1.51</b>	<b>1.60</b>	<b>1.74</b>	<b>1.73</b>	<b>1.77</b>	<b>1.83</b>	<b>1.71</b>
<b>Business</b>							
Custom	1.67	1.90	2.02	2.18	2.30	2.47	2.15
New Construction	1.41	1.58	1.70	1.78	1.88	1.95	1.78
Retro-Commissioning	2.63	3.10	3.41	3.61	3.85	4.02	3.61
Small Business Direct Install	1.40	1.58	1.72	1.79	1.90	1.97	1.71
Standard	1.49	1.67	1.81	1.96	2.03	2.11	1.86
Strategic Energy Management	2.29	2.61	2.80	2.97	3.18	3.36	3.04
Business Demand Response	1.62	1.80	2.00	NA	NA	NA	1.90
<b>Biz Total</b>	<b>1.59</b>	<b>1.81</b>	<b>1.98</b>	<b>2.13</b>	<b>2.24</b>	<b>2.40</b>	<b>2.05</b>

\*Includes Earnings Opportunity

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Utility Cost Test**							
Portfolio							
	2019	2020	2021	2022	2023	2024	Total
Low-Income	1.21	1.35	1.43	1.16	1.28	1.33	1.30
Residential	2.30	2.48	2.46	2.43	2.45	2.50	2.44
Business	2.35	3.00	2.88	4.03	4.36	4.63	3.48
<b>Portfolio Total*</b>	<b>1.96</b>	<b>2.27</b>	<b>2.34</b>	<b>2.54</b>	<b>2.65</b>	<b>2.75</b>	<b>2.44</b>
<b>Low-Income</b>							
Multifamily Low-Income	0.87	0.98	1.01	1.01	1.15	1.20	1.03
Single Family Low-Income	1.57	1.74	1.90	1.25	1.35	1.41	1.55
Business Social Services	1.35	1.49	1.61	1.74	1.82	1.90	1.65
<b>Low Income Total</b>	<b>1.21</b>	<b>1.35</b>	<b>1.43</b>	<b>1.16</b>	<b>1.28</b>	<b>1.33</b>	<b>1.30</b>
<b>Residential</b>							
Appliance Recycling	1.36	1.69	1.79	1.89	1.25	1.32	1.56
Efficient Products	1.99	2.34	2.53	2.70	2.88	3.06	2.58
Energy Efficient Kits	2.19	2.39	1.76	1.84	1.92	2.02	2.04
Home Energy Report	1.01	1.06	1.14	1.26	1.42	1.56	1.23
HVAC	3.26	3.57	3.75	3.84	4.10	4.30	3.79
Lighting	4.01	3.93	4.40	3.76	1.31	1.33	3.64
Multifamily Market Rate	1.55	1.75	1.90	1.99	2.09	2.05	1.92
Residential Demand Response	1.06	1.26	1.82	1.80	1.90	1.92	1.75
<b>Res Total</b>	<b>2.30</b>	<b>2.48</b>	<b>2.46</b>	<b>2.43</b>	<b>2.45</b>	<b>2.50</b>	<b>2.44</b>
<b>Business</b>							
Custom	3.26	3.96	4.32	4.61	4.99	5.25	4.55
New Construction	2.82	3.34	3.68	3.86	4.09	4.26	3.83
Retro-Commissioning	2.97	3.55	3.93	4.16	4.43	4.64	4.16
Small Business Direct Install	1.85	2.13	2.33	2.44	2.59	2.69	2.31
Standard	2.59	3.01	3.27	3.49	3.72	3.90	3.37
Strategic Energy Management	2.29	2.61	2.80	2.97	3.18	3.36	3.04
Business Demand Response	1.62	1.80	2.00	NA	NA	NA	1.90
<b>Biz Total</b>	<b>2.35</b>	<b>3.00</b>	<b>2.88</b>	<b>4.03</b>	<b>4.36</b>	<b>4.63</b>	<b>3.48</b>

\*Includes Earnings Opportunity

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Participant Cost Test**							
Portfolio							
	2019	2020	2021	2022	2023	2024	Total
Low-Income	4.91	4.83	4.85	3.48	3.62	3.72	4.27
Residential	4.24	4.19	4.04	3.58	3.25	3.31	3.78
Business	3.12	3.12	3.21	3.23	3.19	3.25	3.20
<b>Portfolio Total</b>	<b>3.83</b>	<b>3.65</b>	<b>3.58</b>	<b>3.36</b>	<b>3.23</b>	<b>3.29</b>	<b>3.46</b>
<b>Low-Income</b>							
Multifamily Low-Income	3.06	2.96	3.01	2.77	2.84	2.89	2.92
Single Family Low-Income	8.41	8.86	8.98	4.90	5.27	5.34	7.09
Business Social Services	3.71	3.77	3.28	3.44	3.47	3.60	3.53
<b>Low Income Total</b>	<b>4.91</b>	<b>4.83</b>	<b>4.85</b>	<b>3.48</b>	<b>3.62</b>	<b>3.72</b>	<b>4.27</b>
<b>Residential</b>							
Appliance Recycling	∞	∞	∞	∞	∞	∞	∞
Efficient Products	3.30	3.31	3.33	3.29	3.31	3.35	3.32
Energy Efficient Kits	7.39	7.51	4.94	5.02	5.10	5.19	5.96
Home Energy Report	∞	∞	∞	∞	∞	∞	∞
HVAC	2.60	2.62	2.65	2.69	2.74	2.78	2.68
Lighting	∞	∞	∞	∞	∞	∞	∞
Multifamily Market Rate	3.22	2.79	3.01	2.58	2.51	2.55	2.72
Residential Demand Response	∞	∞	∞	∞	∞	∞	∞
<b>Res Total</b>	<b>4.24</b>	<b>4.19</b>	<b>4.04</b>	<b>3.58</b>	<b>3.25</b>	<b>3.31</b>	<b>3.78</b>
<b>Business</b>							
Custom	2.88	2.85	2.93	2.97	2.91	2.99	2.93
New Construction	2.54	2.58	2.63	2.67	2.71	2.76	2.67
Retro-Commissioning	5.00	5.07	5.15	5.24	5.32	5.40	5.25
Small Business Direct Install	3.76	3.83	3.89	3.94	4.02	4.07	3.91
Standard	3.18	3.32	3.42	3.49	3.46	3.48	3.41
Strategic Energy Management	11.02	11.20	11.39	11.59	11.78	11.98	11.65
Business Demand Response	∞	∞	∞	NA	NA	NA	∞
<b>Biz Total</b>	<b>3.12</b>	<b>3.12</b>	<b>3.21</b>	<b>3.23</b>	<b>3.19</b>	<b>3.25</b>	<b>3.20</b>

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Ratepayer Impact Measure (Net Fuel)**							
Portfolio							
	2019	2020	2021	2022	2023	2024	Total
Low-Income	0.49	0.53	0.56	0.56	0.60	0.63	0.55
Residential	0.71	0.76	0.93	0.98	1.07	1.12	0.93
Business	0.91	0.96	1.15	1.03	1.10	1.17	1.07
<b>Portfolio Total*</b>	<b>0.73</b>	<b>0.79</b>	<b>0.98</b>	<b>0.93</b>	<b>1.00</b>	<b>1.06</b>	<b>0.92</b>
<b>Low-Income</b>							
Multifamily Low-Income	0.44	0.48	0.50	0.53	0.57	0.60	0.51
Single Family Low-Income	0.52	0.55	0.59	0.58	0.62	0.64	0.58
Business Social Services	0.55	0.58	0.68	0.71	0.74	0.76	0.67
<b>Low Income Total</b>	<b>0.49</b>	<b>0.53</b>	<b>0.56</b>	<b>0.56</b>	<b>0.60</b>	<b>0.63</b>	<b>0.55</b>
<b>Residential</b>							
Appliance Recycling	0.41	0.45	0.47	0.50	0.46	0.48	0.46
Efficient Products	0.58	0.64	0.68	0.72	0.77	0.80	0.70
Energy Efficient Kits	0.53	0.56	0.55	0.58	0.60	0.63	0.57
Home Energy Report	0.42	0.44	0.48	0.53	0.59	0.64	0.51
HVAC	0.82	0.87	0.91	0.95	0.99	1.02	0.92
Lighting	0.57	0.58	0.61	0.61	0.47	0.48	0.58
Multifamily Market Rate	0.56	0.62	0.64	0.70	0.73	0.74	0.67
Residential Demand Response	0.97	1.13	1.58	1.58	1.67	1.70	1.55
<b>Res Total</b>	<b>0.71</b>	<b>0.76</b>	<b>0.93</b>	<b>0.98</b>	<b>1.07</b>	<b>1.12</b>	<b>0.93</b>
<b>Business</b>							
Custom	0.90	1.02	1.05	1.13	1.23	1.30	1.14
New Construction	0.84	0.92	0.97	1.01	1.06	1.09	1.01
Retro-Commissioning	1.04	1.15	1.23	1.30	1.37	1.43	1.31
Small Business Direct Install	0.62	0.67	0.71	0.74	0.77	0.80	0.71
Standard	0.72	0.77	0.80	0.86	0.90	0.94	0.84
Strategic Energy Management	0.58	0.62	0.66	0.70	0.74	0.78	0.71
Business Demand Response	1.56	1.73	1.93	NA	NA	NA	1.82
<b>Biz Total</b>	<b>0.91</b>	<b>0.96</b>	<b>1.15</b>	<b>1.03</b>	<b>1.10</b>	<b>1.17</b>	<b>1.07</b>

\*Includes Earnings Opportunity

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Net to Gross **							
Portfolio							
	2019	2020	2021	2022	2023	2024	Total
Low-Income	99.6%	99.4%	99.5%	99.3%	99.3%	99.4%	99.4%
Residential	85.1%	80.7%	81.7%	83.7%	85.9%	85.9%	83.8%
Business	94.0%	94.0%	94.1%	94.0%	94.0%	94.0%	94.0%
<b>Portfolio Total</b>	<b>89.0%</b>	<b>89.0%</b>	<b>90.1%</b>	<b>91.1%</b>	<b>91.9%</b>	<b>91.9%</b>	<b>90.6%</b>
<b>Low-Income</b>							
Multifamily Low-Income	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Single Family Low-Income	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Business Social Services	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%
<b>Low Income Total</b>	<b>99.6%</b>	<b>99.4%</b>	<b>99.5%</b>	<b>99.3%</b>	<b>99.3%</b>	<b>99.4%</b>	<b>99.4%</b>
<b>Residential</b>							
Appliance Recycling	77.0%	77.0%	77.0%	77.0%	77.0%	77.0%	77.0%
Efficient Products	72.6%	72.6%	72.5%	72.6%	72.7%	72.7%	72.6%
Energy Efficient Kits	90.0%	90.0%	90.0%	90.0%	90.0%	90.0%	90.0%
Home Energy Report	100.0%	NA	NA	NA	NA	NA	100.0%
HVAC	90.0%	89.6%	89.5%	89.5%	89.5%	89.5%	89.6%
Lighting	64.1%	64.3%	64.6%	65.6%	72.9%	72.9%	64.9%
Multifamily Market Rate	90.0%	90.0%	90.0%	90.0%	90.0%	90.0%	90.0%
Residential Demand Response	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<b>Res Total</b>	<b>85.1%</b>	<b>80.7%</b>	<b>81.7%</b>	<b>83.7%</b>	<b>85.9%</b>	<b>85.9%</b>	<b>83.8%</b>
<b>Business</b>							
Custom	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%
New Construction	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%
Retro-Commissioning	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%
Small Business Direct Install	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%
Standard	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%
Strategic Energy Management	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%
Business Demand Response	100.0%	100.0%	100.0%	NA	NA	NA	100.0%
<b>Biz Total</b>	<b>94.0%</b>	<b>94.0%</b>	<b>94.1%</b>	<b>94.0%</b>	<b>94.0%</b>	<b>94.0%</b>	<b>94.0%</b>

\*\* Because of rounding, the numbers in these may not seem to sum properly. Please see Ameren Missouri's workpapers for necessary clarification regarding these sums.

Incremental Market Penetration Rates**							
Low-Income							
	2019	2020	2021	2022	2023	2024	Total
Multifamily Low-Income	18.4%	23.0%	27.8%	26.8%	27.1%	25.4%	24.5%
Single Family Low-Income	14.1%	17.6%	22.4%	12.2%	12.5%	12.5%	15.3%
Business Social Services	1.6%	3.0%	2.8%	2.8%	2.6%	2.1%	2.5%
Residential							
Appliance Recycling	20.3%	28.8%	28.9%	29.3%	17.5%	17.5%	23.7%
Efficient Products	14.4%	16.3%	17.5%	19.0%	20.1%	21.3%	18.1%
Energy Efficient Kits	91.4%	95.1%	66.7%	69.4%	72.3%	75.5%	78.9%
Home Energy Report	27.1%	0.0%	0.0%	0.0%	0.0%	0.0%	4.5%
HVAC	29.6%	32.3%	33.0%	34.1%	35.7%	35.7%	33.4%
Lighting	16.4%	17.3%	31.3%	15.8%	3.7%	3.5%	15.3%
Multifamily Market Rate	4.1%	6.0%	7.5%	8.1%	8.7%	9.1%	7.2%
Residential Demand Response	1.1%	1.3%	4.4%	4.4%	5.4%	5.8%	22.4%
Business							
Custom	0.9%	1.8%	2.6%	2.9%	3.1%	3.2%	2.4%
New Construction	82.2%	100.0%	98.8%	99.0%	81.3%	77.4%	87.9%
Retro-Commissioning	4.5%	12.2%	20.5%	27.3%	28.1%	32.1%	20.8%
Small Business Direct Install	2.1%	2.4%	2.7%	2.6%	2.4%	2.2%	2.4%
Standard	1.3%	2.4%	2.9%	3.1%	3.0%	2.6%	2.6%
Strategic Energy Management	0.7%	1.4%	2.0%	2.2%	4.6%	4.6%	2.6%
Business Demand Response	5.1%	5.1%	20.2%	NA	NA	NA	30.2%

\*\* Because of rounding, the numbers in these may not seem to sum properly. Please see Ameren Missouri's workpapers for necessary clarification regarding these sums.