

# Monthly Time of Use Customer Transition Reporting

December 2023

EW-2023-0199

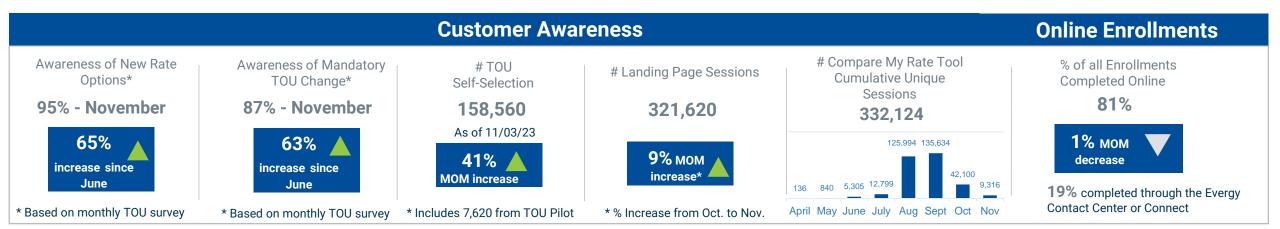


# TOU Marketing Campaign Dashboard

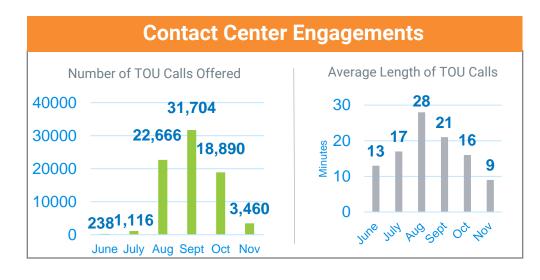




Measured Date: June - November 2023



Missouri TOU Rate Enrollments Summary					
Rate Plan Name	Total Enrollments				
Summer Peak Time Based Plan	54,099				
Default Time Based Plan	478,206				
Nights & Weekends Plan	13,342				
Nights & Weekends Max Plan	23, 588				
<b>Total</b> As of 12/04/23	569,235				



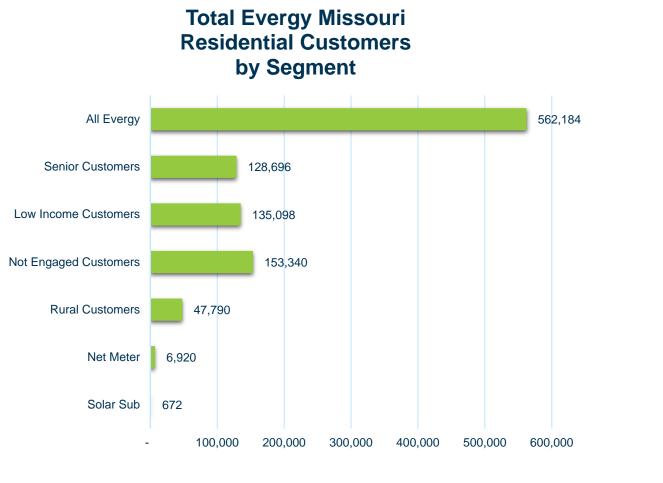


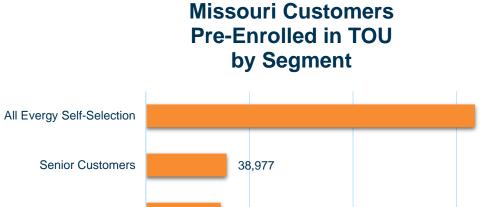
# TOU Education and Outreach Campaign Dashboard Measured Date: June - November 2023

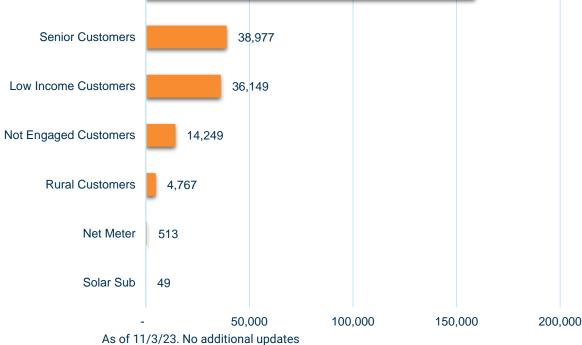
	Channel Performance						
Tactic	Impressions To Date	Goal #1	Result	Benchmark	Goal #2	Result	Benchmark
Bill Message/Insert	3,102,500	General Awareness	N/A	N/A	URL Visits	22,002	1500 site visits by 10/1
Billboards	179,670,189	General Awareness	N/A	N/A	URL Visits	2,309	1000 site visits by 10/1
Digital Display	11,635,311	Click-Through Rate	0.11%	0.09%	Cost Per Click	\$3.84	\$5.60
Direct Mail	1,960,767	General Awareness	N/A	N/A	URL Visits	46,379	12,000 by 10/1
Email	1,607,124	Open Rate	38.78%	20%	Click Through Rate	11.63%	5%
Events	N/A	# of Events	72	60 events by 12/1	# Customer Reached	8,888	5000 customer by 12/1
Media Relations	217,077,000	Story Sentiment	Neutral: 79.5% Positive: 8% Negative: 12.5%	80% Neutral or Positive	Message Pull Through	239 out of 239	At least 1 key message
Newspaper & Church Ads	501,124	General Awareness	N/A	N/A	URL Visits	1,030	800 site visits by 10/1
Paid Search	115,755	Click-Through Rate	35.14%	28.0%	Cost Per Click	\$0.63	\$1.73
Paid Social	430,638	Click-Through Rate	22.01%	2.59%	Engagement Rate	6.51%	10.3%
Radio & Streaming Audio	7,212,507	General Awareness	N/A	N/A	URL Visits	1,982	500 site visits by 10/1
Digital Video	3,645,637	Video Completion Rate	73.3%	31.0%	Click-Through Rate	0.08%	0.08%
High Impact Display	2,611,050	Click-through Rate	1.11%	1.50%	Engagement Rate	8.72%	10.0%



# **Enrollment Summary by Segments**









158,860

<sup>\*</sup> Customers can be in more than one category.

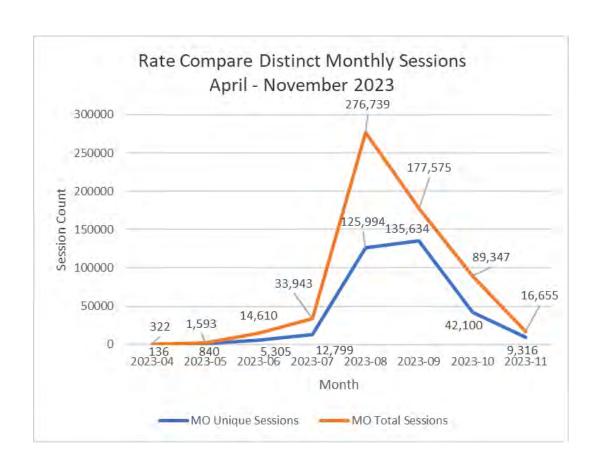
<sup>\*\*</sup> Evergy uses Acxiom to help determine segment and it is used as a guide and estimate.

<sup>\*\*\*</sup> Net Metering and Solar Subscription customers only have one option and are not needing to select a plan



# Compare My Rate Tool & Online Engagement

- 99% of Evergy MO residential customer base now enrolled in a time-based plan, nearly 30% of those customers pre-selected their plan
  - Average industry opt-in enrollment for time-based rates is 1%
- Increased overall time-based rate enrollments 80x since May 2023
- 81% of customers enrolled online
  - Down 1% in online enrollment from October 2023
- MO Rate Comparison Tool engagement in November 2023 is **52x** that of April 2023
- 45% of Evergy MO residential customers with an online profile engaged with Rate Compare since April 2023





# **Contact Center Engagements**

### Customer election to utilize IVA assistance

2023	Total Calls	Agent Calls	IVA Rate
23-Jun	219,981	71,935	65.5%
23-Jul	234,103	74,716	65.8%
23-Aug	321,065	115,115	59.3%
23-Sep	311,476	115,693	59.3%
23-Oct	273,279	98,160	60.8%
23-Nov	209,908	65,582	66.8%
23-Dec			
Total	1,569,812	541,201	62.9%

### Premature disconnection by customer = Abandon Call Rate (ACR)

RAYTOWN	OFFERED	ABANDONS	ACR
23-Jun	71,935	4,525	6.3%
23-Jul	74,716	6,673	8.9%
23-Aug	115,115	31,547	27.4%
23-Sep	115,693	44,689	38.6%
23-Oct	98,160	21,917	22.3%
23-Nov	65,582	2,207	3.4%
23-Dec			
Total	541,201	111,558	20.6%

### Customer election to use call back feature

2023	Return Call Option	Agent Calls	% of Calls Using RCO
23-Jun	3,976	71,935	5.5%
23-Jul	7,429	74,716	9.9%
23-Aug	17,784	115,115	15.4%
23-Sep	17,315	115,693	15.0%
23-Oct	10,273	98,160	10.5%
23-Nov	2,691	65,582	4.1%
23-Dec			
Total	59,468	541,201	11.0%

### **TOU Escalations to Resolution Team Member**

2023		June	July	August	September	October	November	December	Total
CASE_TYPE	CASE_SUB TYPE	COUNT	COUNT	COUNT	COUNT	COUNT	COUNT		
Escalation	Mandatory TOU	1	2	12	20	19	8	0	62





# **Contact Center and Feedback**

### **Call Center Preparation**

Team of up to 30 TOU contingent CSRs

- All classes of contingent CSRs taking TOU calls
- All regular CSRs can and are taking TOU calls

### IVA Call Management

- Two call paths for customer
  - **Dedicated TOU Phone Number**
  - Main Contact Center Phone Number
- **Dedicated TOU Skill Queue**
- Call Back functionality

### Results

Since entering Phase 3 of the education campaign in August:

- Phase 1: saw uptick in calls, with more informational questions
- Phase 2: an average of over 250 TOU calls per day, helping customer pick a rate and educational focus
- Phase 3: call offers and average duration times are lower

Month	TOU Calls Offered	Avg TOU Duration	Avg All Calls Duration
June	238	13:01	7:01
July	1,116	16:58	6:13
August	1,835	26:54	7:55
September	31,704	21:27	9:16
October	18,890	16:10	8:34
November	3,460	8:40	7:16

### **Customer Feedback Examples**

"Give us lower rates all year long. I do everything to cut cost. I use most 4 to 8 pm cooking supper and it honestly part of Days" - July 29

"Good explanation of rate plan choices, good coaching." - July 21

"I am upset with your new energy rate hike during the hours of 4-8 pm. That is the time people get home from work. In our case, when the sun is setting in the west our house is the hottest. If you are allowed to raise my rates like this I should have the option of choosing which electric company deserves my business." - July 10

"The only reason I like evergy is now gone with these time based rates that is exactly what the rest of these companies already do and that makes it so much harder on low income families. So disappointing." – July 7



# **Contact Center Engagements**

 Evergy has provided details of calls in CONF\_Exhibit A TOU\_Commission Order Reporting\_November 2023



Campaign Strategy, Outreach Examples and Special Customer Group Approach



Communication
Strategy & Special
Group Customer
Details





### Goals

- 1. Prepare customers for the upcoming change in rate structures, including the new mandatory rate, and how TOU rates work.
- 2. Offer choice and inform customers of their rate options and the benefits depending on the customer's lifestyle.
- 3. Provide customers with tools, resources, and reports that serve to help them understand TOU rates and options, empower them to choose their rate, and provide guidance to modify their behaviors so that they can mitigate usage and bill impact to increase their success on a TOU rate.
- 4. Help all customers (and with increased emphasis on special customer groups) be successful before, during and after the mandatory TOU rate transition and/or enrollment on their selected TOU rate option.



# **Education and Awareness Strategy**

Strategy Overview: Use a phased approach, that incorporates both mass awareness and direct marketing tactics, to move a customer from **awareness** to **action** and then finally to **transition** and **success**.

Campaign Phase	Objective	Message Idea	Tactic Type
Phase 1 Awareness & Education June 15 <sup>th</sup> – Nov. 30 <sup>th</sup> , 2023	Inform customers that Missouri is changing rate structures soon and educate them on how TOU rates work.	Missouri will be changing electric rate structures starting this Fall. Learn how to prepare.	Mass Awareness
Phase 2 Action & Preparation Aug. 1 <sup>st</sup> – Nov. 30 <sup>th</sup> , 2023	Prepare customers for the upcoming change, inform them of their rate options & how they work, and encourage pre-selection of a rate.	As Missouri moves to TOU rates, Evergy is offering new personal power plans. Learn about your plan options and select a plan before October.	Mass Awareness and Direct
Phase 3 Transition & Coaching Oct. 1st – Dec. 31st, 2023	Ensure customers know they will be defaulted into a new rate and provide coaching to help them be successful on the new plan.	Your rate will change on X date. We are here to support your transition to TOU.	Direct
Phase 4 Success & Coaching Jan. 1 <sup>st</sup> – April 30 <sup>th</sup> , 2024	Help customers understand how their rate works and encourage shifting usage to off-peak times.	Your new rate allows you to save money by shifting to off- peak times. Here are tips and tricks to help you save.	Direct
Phase 5 Summer Prep & Coaching May 1 <sup>st</sup> – Sept. 30 <sup>th</sup> , 2024	Prepare customers for the change in summer pricing and provide tools, tips, and resources to avoid summer peak usage.	Prices change in the summer, start preparing your home and family to avoid high usage during the summer.	Mass Awareness and Direct

# **Campaign Phases**

Mid-June July Aug. Sept. Oct Nov. Dec.

### Phase 1: Awareness & Education

June 15th - Nov. 30th

### **Phase Objective**

Inform customers that Missouri is changing rate structures soon and educate them on how TOU rates work.

### Main Message Idea

Missouri will be changing electric rate structures starting this Fall. Learn how to prepare.

### **Tactics**

Out-of-Home, Social, Digital Display, Email, Bill Inserts/Message, Website, Media Relations, Search

### **Creative Approach**

Text over branded background. CTA: Learn more at evergy.com

### Phase 2: Action & Preparation

Aug.  $1^{st}$  – Nov.  $30^{th}$ 

### **Phase Objective**

Prepare customers for the upcoming change, inform them of their rate options & how they work, and encourage pre-selection of a rate.

### Main Message Idea

As Missouri moves to TOU rates, Evergy is offering new personal power plans. Learn about your options & select a plan before Oct.

### **Tactics**

Out-of-Home, Radio, Digital Display, Search, Social, Media Relations, Rate Education Reports, Direct Mail, Community Events & Special Group\* 1:1 Support, Website

### **Creative Approach**

Addition of lifestyle images and rate plan creative. CTA: select your rate now.

### Phase 3: Transition & Coaching

Oct. 1st - Dec. 31st

### **Phase Objective**

Ensure customers know they will be defaulted into a new rate and provide coaching to help them be successful on the new plan.

### Main Message Idea

Your rate will change on X date. We are here to support your transition to TOU.

### **Tactics**

Direct Mail, Email, Energy Coach Emails and Weekly Reports, Community Events & Special Group\* 1:1 Support

### **Creative Approach**

Energy Coach and detailed plan information.

Q1 2024

Q2 2024

Q3 2024

Q4 2024

### Phase 4: Success & Coaching

Jan. 1st – April 30th, 2024

### **Phase Objective**

Help customers understand how their rate works and encourage shifting usage to off-peak times.

### Main Message Idea

Your new rate allows you to save money by shifting to off-peak times. Here are tips and tricks to help you save.

### **Tactics**

Email, Direct Mail, Bill Inserts, Search, Digital, Energy Coach Emails, Rate Education Report, Special Group\* 1:1 Support

### Phase 5: Summer Prep & Coaching

May 1<sup>st</sup> – Sept. 30<sup>th</sup>, 2024

### **Phase Objective**

Prepare customers for the change in summer pricing and provide tools, tips, and resources to avoid summer peak usage.

### Main Message Idea

Prices change in the summer, start preparing your home and family to avoid high usage during the summer peak.

### **Tactics**

Out-of-Home, Radio, Social, Email, Bill inserts, Direct Mail, Special Group\* 1:1 Support

14

<sup>\*</sup> Includes income-eligible, seniors, electric-heat customers

# Messaging Strategy

### **Overarching Campaign Message**

Missouri is changing electric rate structures this Fall, and Evergy is here to help you understand your new rate options, how to pick a plan that is best for your home, and how to be successful on the new plan as the seasons change. This means that Missouri customers will have a choice of electric rate plans that fit their household. The new rate plans will help you save money when using less energy during peak times, when people use it most.

### **Sub Message by Campaign Phase**

### Phase 1

Missouri will be changing electric rate structures starting this Fall. Learn how to prepare and review your new plan options.

### Phase 2

Evergy is offering new rate plans to help you save money by using less energy during peak times, when people use it most. Learn which plan may be best for you and select an option by October 2023.

### Phase 3

Your new rate plan will start in October/November. You can save money on your new rate plan by shifting usage away from peak hours of 4-8pm, learn how.

### **Phase 4 & 5**

As the seasons change, Evergy will support you with customized rate education and usage reports to help you maximize savings with on your new time-based rate plan.



# **Key Messages**

	Phase 1	Phase 2	Phase 3	Phase 4 & 5
Objective	Inform customers that Missouri is changing rate structures soon and educate them on how TOU rates work.	Prepare customers for the upcoming change, inform them of their rate options & how they work, and encourage pre-selection of a rate.	Ensure customers know they will be defaulted into a new rate and provide coaching to help them be successful on the new plan.	Prepare customers for behaviors needed to lessen impact of high usage season.
Primary Message	Missouri is moving to time-based rate plans this Fall.	We have 4 new time-based rate plan options. Select your plan before October.	Your energy rate plan is changing to the {Rate Plan Name}. Evergy is here to help during the transition.	We are heading into high energy use season and we want to make sure you are managing your new rate plan during seasonal changes.
Supporting Message	Timing plays a crucial role in the cost of energy. That is why Missouri is moving to time-based rate plans. As the demand for energy rises, so does the cost of producing electricity. This usually takes place during the busy peak hours of 4-8pm. Conversely, the demand for energy decreases during off-peak times, typically in the early morning and overnight, resulting in lower energy costs.	Missouri is changing how electric rate plans work this Fall, so Evergy has introduced four new rate plan options to fit your household needs. To help you choose the best option for you, we have developed new tools that analyze your energy usage and determine the plan that offers the greatest savings. Every household is different, so your savings will depend on how much energy you're able to shift to times when the demand is lower and energy is cheaper.  If you don't want to make a choice by October, you'll be moved to the Standard Peak Saver plan.  Timing plays a crucial role in the cost of energy, which is why Missouri is moving to time-based rate plans. As the demand for energy rises, so does the cost of producing electricity. This usually takes place during the busy peak hours of 4-8pm. Conversely, during off-peak times, typically in the early morning and overnight, the demand for energy decreases, resulting in lower energy costs. According to our analysis, the time-based rate plan offers a modest cost reduction for the majority of customers, with savings varying depending on the season.	Since you have transitioned to a time-based energy rate plan, it is important to minimize significant energy usage between 4-8pm. During this period, we recommend reducing use of high-energy appliances or activities that consume a substantial amount of electricity. By avoiding peak hours, you can reduce your energy usage and benefit from lower costs.  As the demand for energy rises, so does the cost of producing electricity. This usually takes place during the busy peak hours of 4-8pm. Conversely, during off-peak times, typically in the early morning and overnight, the demand for energy decreases, resulting in lower energy costs. According to our analysis, the time-based rate plan offers a modest cost reduction for the majority of customers, with savings varying depending on the season.	TBD
СТА	Learn about the changes coming to your rate plan	Learn about Evergy's new Personal Power plans and choose the one that fits your household	Learn about your new Personal Power plan and how to save energy and save money	TBD



# Helping Groups At-Risk with New Rates

### **Income-Eligible & Seniors**

**Strategy:** Leverage community events and trusted agency partners to offer more educational opportunities.

### **Electric Heat Customers**

**Strategy:** Increase customer engagement with TOU plans through targeted direct mail, email, and trade ally network efforts.



**Strategy:** Proactively inform these customer they are moving into the Default Time Based Plan and educate on how the rate works.







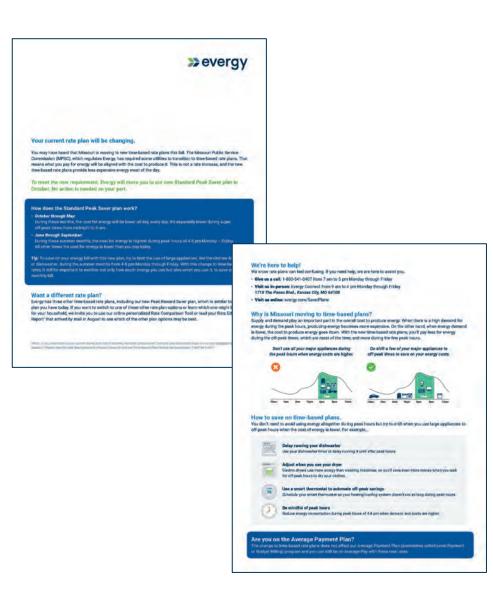


# Income-Eligible and Seniors

**Strategy:** Enhance TOU engagements by leveraging community events and collaborating with trusted agency partners to offer more touchpoint and educational opportunities.

### **Special Support Tactics:**

- Conduct training workshops for agency partners to enhance their knowledge and ability to promote our services.
- Develop a bilingual handout and video on Time-of-Use (TOU) plans in Spanish to facilitate customer understanding and engagement.
- Participate in over 60 community events from June to October to create awareness about our services and engage with potential customers.
- Organize Connect Center events to offer in-person assistance and support to customers.
- Increase the frequency of email and direct mail campaigns to better inform and engage customers about our services.
- Offer both in-person and virtual appointments to provide more convenient options for customers to learn about and sign up for our services.
- Targeted paid media tactics to provide additional touchpoints.
- Specialized TOU support number highlighted on education material.
- Food bank and Library outreach events and materials







# **Income-Eligible and Senior Outreach Events**

Agency Partner Webinars	
Agency Partner Webinar 7.13	7/13/2023
Agency Partner Webinar 8.15	8/15/2023
Agency Partner Webinar 9.21	9/21/2023
LIHEAP Events @ Connect	
July	7/18/2023
September	9/12/2023
Community Events	
Marlborough Community Coalition	
Heartland Renewable Energy Society	9/19/2023
Columbus Park	9/20/2023
Kansas City Neighborhood Advisory Council	8/17/2023
Urban Summit	9/22/23
Nevada Resource Fair	8/1/2023
Platte County BTS	8/3/2023
Belton HS BTS	8/8/2023
BTS Fair @ West Bluff HAKC	8/9/2023
BTS Fair @ Riverview HAKC	8/9/2023
Back to School Fair - CSL	8/10/2023
Back to School Fair - Mattie Rhodes	8/10/2023
BTS Rally - VTCLC	8/11/2023
Oak Grove Project Connect	8/14/2023
KC Connect - LIHEAP	8/15/2023
Oak Grove BTS	8/16/2023
Community LINC BTS Fair	8/17/2023
BTS Fair @ KC Public Library NE Branch	8/19/2023
Ruskin High School BTS	8/20/2023
KC Connect - LIHEAP	8/22/2023
NKC YMCA Head Start BTS	8/23/2023
Community Resource Day w/Front Porch Alliance	8/25/2023
	9/5/2023
Tremont Place Senior Apts	9/5/2023

Greg Klice Community Center	9/6/2023
Liberty at Shoal Creek-Senior Living	9/7/2023
Palestine Gardens North	9/8/2023
Prairie Estates Senior Living	9/11/2023
LIHEAP Event at Connect	9/12/2023
LIHEAP Event at Connect-overflow	9/13/2023
Key Coalition Neighborhood Assoc	9/16/2023
Hillside Christian Church	9/19/2023
Columbus Park Neighborhood Assoc	9/20/2023
Phoenix Family	9/20/2023
Oak Grove Manor Apts	9/21/2023
Lions Club-Belton	9/21/2023
Warrensburg Trails Regional Library	9/22/2023
Northland Shepherd's Center	9/25/2023
Tri-Blenheim Neighborhood Assoc	9/25/2023
KC Landlords	9/26/2023
Summit Grove Senior Center	9/27/2023
KC Public Library – SE Branch	9/9/2023
5th District Community Meeting	10/2/2023
Foxwood Springs Senior Living	10/3/2023
Possibly Cass County Public Library- Belton	10/3/2023
Palenstine Gardens North	10/4/2023
MCPL Antioch Branch	10/4/2023
Tarkio Senior Center	10/10/2023
Guadalupe Center (Spanish)	10/11/2023
Kansas City Federation of Teachers	10/12/2023
Posada del Sol (Spanish)	10/12/2023
Redemptorist (Spanish)	10/12/2023
3rd District Community Meeting	10/17/2023
KC Public Library - Plaza Branch	10/17/2023
Liberty Community Center/Senior	10/18/2023
Southern communities Coalition	10/18/2023
Don Bosco Senior Center	10/19/2023
(seniors) - Vine Street Manor	10/23/2023
(seniors) - The Woodlands at Citadel	10/24/2023
(seniors) - Destiny Towers	10/25/2023
(seniors) - Prairie Estates	10/26/2023

10/27/2023
11/1/2023
11/03/2023
11/04/2023
11/6/2023
11/7/2023
11/8/2023
11/9/2023
11/14/2023
11/14/2023
11/15/2023
11/16/2023
11/28/2023
11/30/2023
12/7/2023
12/12/2023
12/13/2023

So far, we have attended 70 outreach events and reached over 9,000 customers.





# Food Pantries & Library - TOU Handout Distribution

Library Lagations

### **Food Pantry Locations** Catholic Charities (7 locations) Metro Lutheran Ministries Jewish Family Services Community Services League (3 locations) Bishop Sullivan Center Pleasant Hill Lay Clergy West Central Community Action Agency Central Presbyterian Church Calvary Chapel Church of God In Christ Open Door Services Center Redemptorist Center Second Harvest Community Food Bank Pleasant Hill Lay Clergy Central Presbyterian Church Calvary Chapel Church of God in Christ First Baptist Church Blue Springs Coldwater of Lees Summit

Second Harvest Community Food Bank

Library Locations
Mid-Continent Public Library - Antioch Branch
Mid-Continent Public Library - Blue Ridge Branch
Mid-Continent Public Library - Blue Springs North Branch
Mid-Continent Public Library - Blue Springs South Branch
Mid-Continent Public Library - Buckner Branch
Mid-Continent Public Library - Camden Point Branch
Mid-Continent Public Library - ClayComo Branch
Mid-Continent Public Library - Colbern Road Branch
Mid-Continent Public Library - Dearborn Branch
Mid-Continent Public Library - East Lee's Summit Branch
Mid-Continent Public Library - Edgerton Branch
Mid-Continent Public Library - Excelsiors Spring Branch
Mid-Continent Public Library - Fairview Neighborhood Library Branch
Mid-Continent Public Library - Grandview Branch
Mid-Continent Public Library - Greenhills Library Center
Mid-Continent Public Library - Lee's Summit Branch
Mid-Continent Public Library - Lone Jack Branch
Mid-Continent Public Library - North Oak Branch
Mid-Continent Public Library - Parkville Branch

<b>Library Locations</b>						
Mid-Continent Public Library - Platte City Branch						
Mid-Continent Public Library - Raytown Branch						
Mid-Continent Public Library - Red Bridge Branch						
Mid-Continent Public Library - Riverside Branch						
Mid-Continent Public Library - Smithville Branch						
Mid-Continent Public Library - Weston Branch						
Mid-Continent Public Library - Withers Branch						
Mid-Continent Public Library - Woodneath Library Center						
KC Public Library - Central Library Branch						
St. Joseph Downtown Library						
Rock Port Library						
Mound City Library						
Oregon Public Library						
Cass County Public Library						
Cass County Public Library Northern Resource Center						
Cass County Public Library Pleasant Hill Branch						
The Henry County Library						
Trails Regional Library Hold						
Butler Public Library						





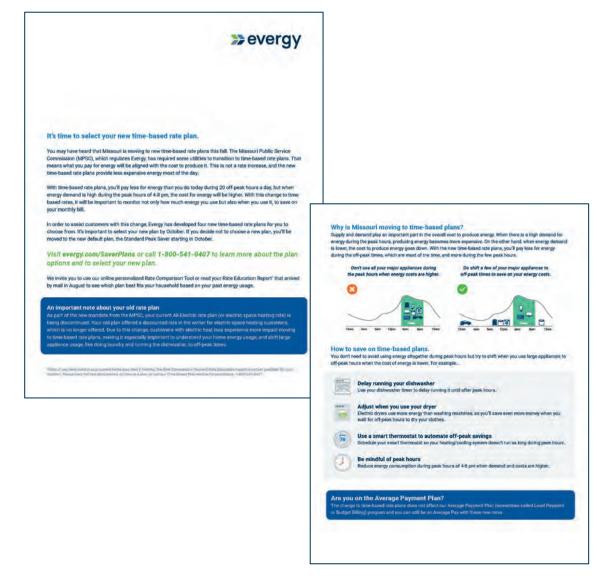
# **Electric Heat Customers**

### Strategy:

Increase customer engagement with TOU plans through targeted direct mail, email, and trade ally network efforts, emphasizing the best available rates and winter savings tips.

### **Special Support Tactics:**

- Conducted a workshop with trade allies in May to educate them about the change with Electric Heat Rate.
- Will send an additional Rate Education Reports (RER) for customers who are not on the best plan.
- Increase direct mail and email campaigns to electric heat rate customers.
- Provide winter heating coaching support as part of Phase 4, to assist customers in maximizing their savings during the winter season.







# Net-Meter & Solar Subscription Customers

### Strategy:

Proactively inform net-meter customers of the upcoming change in their rate to the Peak Reward Saver plan and provide them with comprehensive information on how the rate works.

### **Special Support Tactics:**

- Send a direct mail letter to all net-meter customers, providing them with clear and concise information about the upcoming change in their rate and how it will impact them.
- Follow up with multiple email touchpoints to remind and update customers about the rate change, and to offer additional support and assistance as needed.
- Provide specialized TOU support number for netmeter customers to provide assistance and answer any questions.







# **Example of Special Group Customer Outreach Journey**



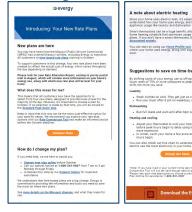
Early August - Postcard



A note about electric heating







Mid-August – Special Group Customized Email



Early September - Postcard



Early August - General Email

Early September - General Email



Mid-August - Personalized Rate Education Report

Letter and Email





Mid-September – Special Group Customized Letter Mid-September - Special Group Customized Email



Early October - Letter and Email



Early November - Mailed Welcome Kit

### Other Items:

- Monthly Bill Inserts
- Community Events
- Connect Visits and Events
- **Agency Webinars**
- Continue outreach in Winter 2023 and 2024





# **2023 Tactics and Audience Summary**

Channel	General Audience	Low Income	Seniors	Hard-to-Reach				
				Rural	Non-Digital	Less Energy Engaged	Electric Heat Customers	Net-Meter Customers
Paid								
Out-of-Home								
Traditional Billboards	X							
Posters	Χ	Х		Х	Χ	X		
Print								
Newspapers	X			X	X			
Church Bulletins	X		Х	Х	X			
Audio	V		V	V	V			
Non-Metro Radio	X	V	Χ	Х	X	V		
Streaming Audio	X	X				X		
Digital & Social	V	V				V		
Programmatic Display	X	X				X		
High Impact Display	X	X				X		
Digital Video	X	Х		V		X		
Social Video	X			X		X		
Social Image	X	V		X		X		
Paid Search Earned	X	X		X		X		
Media Outreach			v			.,		
	X	V	X	X	X	X		
Community Events Connect Center	X	X	X	Х	X	X		
Shared	X	Х	Х		Х			
Video	X	Х						
Organic Social		X		v				
Owned	X			X				
Email	Х	Х		Х			X	Х
Website	X	X		A			Λ	X
Rate Education Reports	X	,		Х	х	X	X	
Direct Mail	X	х	Х	X	X	Α,	X	X
Bill Message and Inserts	X	X		X	X		^	Α



# Campaign Goals and Measurement Plan

### Goals

- Prepare customers for the upcoming change in rate structures, including the new mandatory rate, and how TOU rates work.
- Offer choice and inform customers of their rate options and the benefits depending on the customer's lifestyle.
- Provide customers with tools, resources, and reports that serve to help them understand TOU rates and options, empower them to choose their rate, and provide guidance to modify their behaviors so that they can mitigate usage and bill impact to increase their success on a TOU rate.
- Help all customers (and with increased emphasis on special customer groups) be successful before, during and after the mandatory TOU rate transition and/or enrollment on their selected TOU rate option.

### Measurement

### Awareness & **Understanding Study**

Baselined after May pre-campaign study

### **Self-Selection into Rate**

Customers who have preselected a TOU option

Business Impacts Monitoring

### **Customer Feedback**

Monitor customer calls, emails and web form feedback

### **Paid**

Overall impressions, click-through rate, bounce rate and page views based on benchmarks per channel.

### **Earned**

Message recall and story sentiment.

### **Shared**

Overall impressions, click-through rate, cost-per-click and landing page views based on benchmarks.

### Owned

Open rates, landing page views and bounce rates.

Channel Performance

Customer Awareness



# Customers enrolled in Average Payment Plan

 Evergy has worked to add information about the Average Payment Plan onto outbound communications, like letters, postcards and emails and on Evergy.com TOU landing page.

By submitting, you authorize Evergy to change your rate plan. Your new rate plan will become effective on the next business day. Depending on where you are at in your billing cycle when your rate change becomes effective, you will either receive a final, separate bill for charges on your current rate plan or

for the charges incurred up to the point of billing on your new rate plan. If you are enrolled in the Average Payment Plan, changing your rate will unenroll you from that plan. If you have an Average Payment Plan balance, that amount will be added to the final balance due for your current rate plan. Once your rate is changed, you will have the ontion to re-enroll in Average Payment Plan. All subsequent bills will include charges on your new rate plan. There will be no interruption in your electric service

You may change your rate to another available rate option at any time, but we recommend staying on a plan for 3 months to understand usage patterns and determine impact. Changing your rate plan does

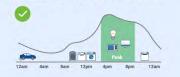
### Your current rate plan will be changing in October.

You may have heard that Missouri is moving to new time-based rate plans this fall. The Missouri Public Service Commission, which regulates Evergy, has required some utilities to transition to timebased rate plans. That means what you pay for energy will be aligned with the cost to produce it. This is not a rate increase, and the new time-based rate plans provide less expensive energy most of the day.

### Why is Missouri moving to time-based plans?

When there is a high demand for energy during peak hours, producing energy becomes more expensive. On the other hand, when energy demand is lower, the cost to produce energy goes down. With the new time-based rate plans, you'll pay less for energy during the off-peak times, which are most of the time, and more during the few peak hours.

Shift a few of your major appliances, like the dishwasher or dryer, to off-peak times to save on your energy costs. It's ok to use appliances that use less energy, like lights and computers.



### How to save on time-based plans.

You don't need to avoid using energy altogether during peak hours but try to shift when you use large appliances to offpeak hours when the cost of energy is lower. For example...

### Delay running your dishwasher

Use your dishwasher timer to delay running it until after peak hours.



### Adjust when you use your dryer

Electric dryers use more energy than washing machines, so you'll save even more money when you wait for off-peak hours to dry your clothes.



### Use a smart thermostat to automate off-peak savings

Schedule your smart thermostat so your heating/ cooling system doesn't run as long during peak hours.



### Be mindful of peak hours

Reduce energy consumption during peak hours of 4-8 pm when demand and costs are higher

### Are you on the Average Payment Plan?

The change to time-based rate plans does not affect our Average Payment Plan program (sometimes called Level Payment or Budget Billing) and you can still be on Average Pay with these new rates.

Adjust your thermostat Shift when you use Set your EV or other appliances

### Be mindful of peak and off-peak hours Optimize when you use your large appliances Energy costs are higher during peak hours of 4-8 pm, and off-You don't need to avoid using energy altogether during peak hours neak times and pricing varies by play but try to shift when you use large appliances to off-neak times.

STEP TWO:

hours

earn more at evergy.com/SaverPlans >> evergy



### Demand for energy is lower during these times, so you'recharged less. Off-peak times vary by plan but are typically late at night and in the early

STEP ONE:

Demand for energy is higher during these few hours, so energy costs more during peak hours. Peak hours ar 4-8 pm and vary by day and

Get your plan's peak and off-peak times at evergy.com/SaverPlans

### STEP THREE:

### Use our Evergy energy engagement tools you're using energy and how to save money.

With our weekly Rate Coach emails, you'll ge an email every week that breaks down your by each hour of the day. helping you to see when you're using energy.

Energy Engagement Portal MyAccount portal you can see your usage patterns broken dov by hour beloing identify when

Compare My Rate Tool to see which time-based rate plan is best for you

High Bill Alerts High Bill Alert emails you'll receive a notice vou're currently on tra to receive a higher-tha

### Average Payment Plan this program averages your bills level throughout the year.

### Here to help you with time-based

Be mindful of peak and off-peak hours

to off-neak times

You don't need to avoid using energy altogether during

peak hours but try to shift when you use large appliances

Evergy has personalized tools to help you find ways to shift some of your energy usage, manage costs, or choose another rate plan option that best fits your household.

### → Our Average Payment Plan budget billing) averages your bills each month to

→ With our weekly Rate Coach Emails, you'll get an email every week that breaks down your weekly energy usage help keep payments level by each hour of the day. Not receiving these emails? Sign up online or give us a call.

Optimize when you use your large appliances

Reduce large appliance use during peak hours of 4-8 pm.

to avoid peak hours your clothes dryer

→ Use our online Rate Compare Tool to see which time-based rate plan is best for you. Check back to see if a different rate may be best for you as your energy usage changes.

### Depending on where you are at in your billing cycle when your rate change becomes effective, you will either receive a final, separate bill for changes on your current rate plan or you will receive a bill with both your final changes on your current rate plan and a prorated amount do for the changes incurred up to the point of billing on your new rate plan. A subsequent tills will include changes on your new rate plan. Your All rate plans start with the Budget Billing feature turned off. You can turn on Budget Billing in your preferences after your new rate plan ou have a Budget Billing account balance of \$210.05. This amount will be added to the final bill for your current rate plan. This balance is Standard Plan Time of tice Plan **Effective Date** ise <u>Energy Analyzer</u> to manage your energy usage, find energy saving tips and more.





# Modifications Based on Customer Feedback

- Average Payment Plan (APP) Information: Evergy added information about APP on most TOU materials to help clarify that customers could still stay on their APP.
- Finding Monthly Breakdown Estimates: Updated Compare My Rate tool to make it easier to find estimated cost breakdown by month.
- Additional Graphics: Evergy worked to add more charts and graphics to help explain both the rate plans and how TOU works.
- Rate Descriptions: Added subheads under each plan name to give more details about the plan.
- Additional Rate Plan Differences: Due to the similar nature of many of the plans, Evergy provided additional descriptions of differences between plans to help customers make a selection.
- Additional Spanish Resources: Added a Spanish contractor to help with outreach events and translations to Spanish speaking groups and communities. Created Spanish video.

# Copies of Customer Communications

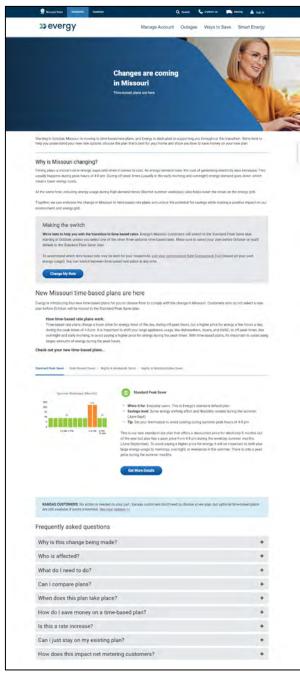




# Phase 1 – Awareness Tactics

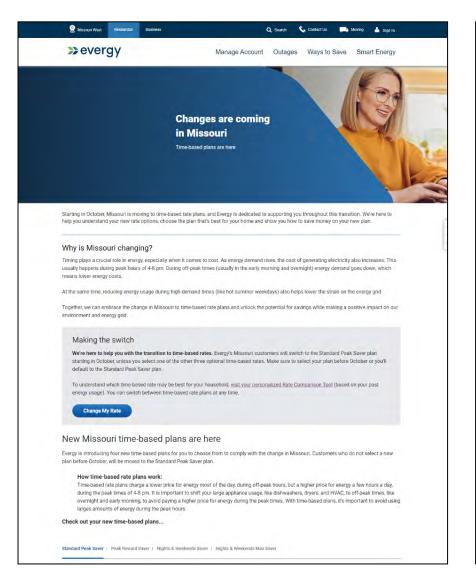
Examples filed in June 2023

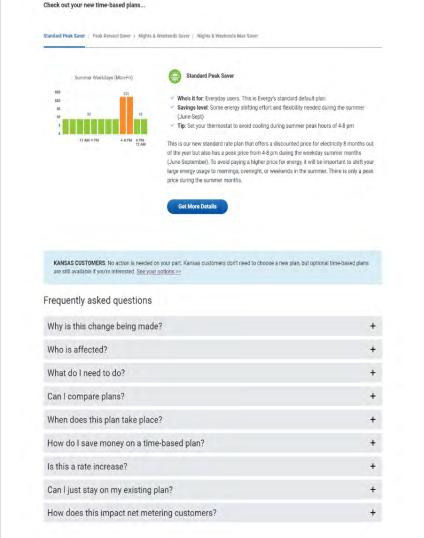
### Full Page



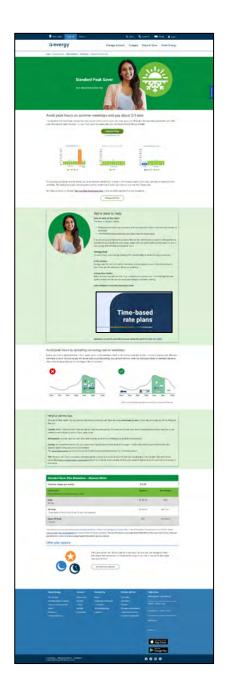
# Campaign Website Landing Page

Audience: Mo Residential customers
Launched Date: June 2023





# Plan Webpages









## Out of Home - Billboard

Audience: Mo Residential customers Date: June-October 2023

# Missouri is moving to time-based rate plans this fall.

Learn more at evergy.com/NewPlans

>> evergy

# Digital Banner Ads

Awareness Ad









Audience: Missouri Residential

customers

Send Date: June-October 2023

# **Print Advertising**

Missouri Newspapers and Select Church bulletins Send Date: July 2023

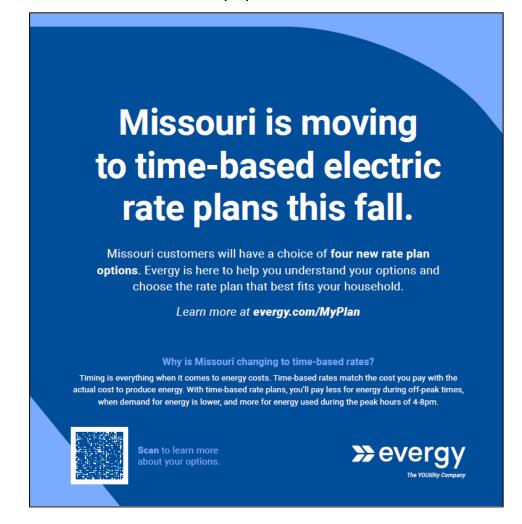
Newspaper Print Ad

### Church Bulletin Ads

## >> evergy

Missouri is moving to time-based rate plans this fall.

Pick your new plan by October at evergy.com/PickPlan



### Place-Based Out of Home

(Located in places like grocery stores, laundromats, hair solans)

Audience: Mo Residential Customers Send Date: July - September 2023

Take-One Brochure

In-Store Banner/Sign

# Missouri is moving to time-based electric rate plans this fall.

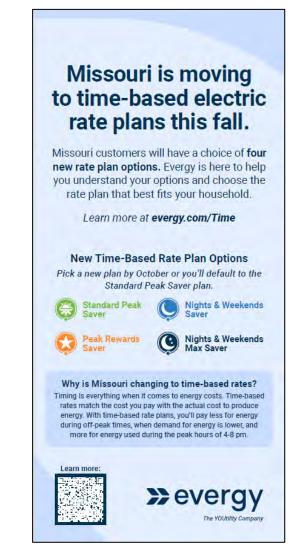
Missouri customers will have a choice of **four new rate plan options**. Evergy is here to help you understand your options and choose the rate plan that best fits your household.

Pick your new plan by October and learn more at evergy.com/Time

### Why is Missouri changing to time-based rates?

Timing is everything when it comes to energy costs. Time-based rates match the cost you pay with the actual cost to produce energy. With time-based rate plans, you'll pay less for energy during off-peak times, when demand for energy is lower, and more for energy used during the peak hours of 4-8 pm.







## **Paid Social Posts**



Audience: Mo Residential customers

Send Date: June-July 2023

### Billing Communication

July Bill Insert

## Missouri is moving to time-based rate plans this fall.

This summer we will provide you with additional details about the change and how to pick an Evergy time-based rate plan that best fits your household. Watch for more information by mail and email soon.

Learn more at evergy.com/TimePlans



### Why is Missouri changing to time-based rates?

Timing is everything when it comes to energy costs. By switching to time-based rates, Missouri is working to match the cost you pay with the actual cost to produce energy. With time-based rate plans, you'll pay less for energy during off-peak times, when demand for energy is lower, and more for energy used during the peak hours of 4-8pm.

Watch for more information by mail and email soon.

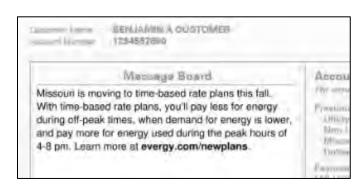
Learn more and review your new plan options at evergy.com/TimePlans

>> evergy

Audience: Mo Res with paper billing

Send Date: July 2023

#### July Bill Message





# Phase 2 – Preparation and Action Tactics

August

### **Billing Communication**

August Bill Insert

## It's time to choose your new time-based rate plan.

Missouri is changing how electric rate plans work this Fall, so Evergy has introduced four new rate plan options to fit your household needs.

If you have not selected a new plan by October, you will be moved to the Standard Peak Saver plan.

#### Choose your new plan now!

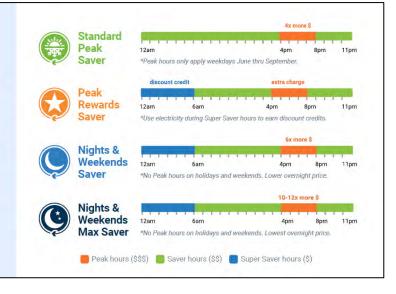
Select your time-based plan before October by going to evergy.com/TimePlans



### Why is Missouri changing to time-based rates?

The Missouri Public Service Commission has ordered Missouri utilities, including Evergy, to transition to mandatory time-based rate plans. The goal of time-based rates is to match the costs you pay with the actual cost to produce energy. With time-based rate plans, you'll pay less for energy used during off-peak times, when demand for energy is lower, and more for energy used during the peak hours of 4-8 pm.

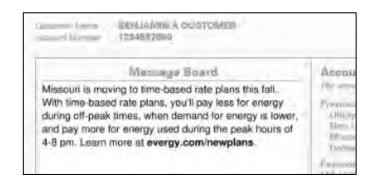
With time-based rate plans, you can take advantage of discounted off-peak pricing by shifting your larger appliance usage, like dishwashers and clothes drying, to off-peak hours.



Audience: Mo Res with paper billing

Send Date: August 2023

#### August Bill Message



### **August Customer Postcard**

Audience: All Missouri Residential Customers

Send Date: August 7-15, 2023

### >> evergy

# Missouri is moving to time-based electric rate plans this fall.

Choose your new plan by October or you'll be placed into the Standard Peak Saver Plan.

### It's time to choose your new time-based rate plan.

#### We're here to help:

To help you choose the best plan for your household, we have developed online tools and reports that analyze your energy usage and determine the plan that best fits your lifestyle.

**Coming Soon:** Watch for your **Rate Education Report** arriving soon or visit our online Compare My Rate tool.

Learn more at evergy.com/SaverPlans

#### Why is Missouri changing to time-based rates?

The Missouri Public Service Commission has ordered Missouri utilities, including Evergy, to transition to mandatory time-based rate plans. The goal of time-based rates is to match the costs you pay with the actual cost to produce energy. With time-based rate plans, you'll pay less for energy used during off-peak times, when demand for energy is lower, and more for energy used during peak hours.



#### Four new time-based rate plans – Choose by October

With time-based rate plans, you can take advantage of discounted off-peak pricing by shifting your larger appliance usage, like dishwashers and clothes drying, to off-peak hours.



Standard Peak Saver
New Default Residential Rate



Peak Reward Saver Closest to the Current Standard Residential Rate



Nights & Weekends Saver Three Time Periods, Overnight and Weekend Discount



Nights & Weekends Max Saver Three Time Periods, Largest Difference in Price

### August Newspaper Ad

### >> evergy

## It's time to choose your new time-based rate plan.

Evergy's Missouri customers will be automatically enrolled in the **Standard Peak Saver plan** if you don't choose one of the other three additional rate plan options before October.

Learn more:

Choose your plan now at evergy.com/TimePlans

#### Why is Missouri changing to time-based rates?

The Missouri Public Service Commission has ordered Missouri utilities, including Evergy, to transition to mandatory time-based rate plans. The goal of time-based rates is to match the costs you pay with the actual cost to produce energy. With time-based rate plans, you'll pay less for energy used during off-peak times, when demand for energy is lower, and more for energy used during peak hours.

#### How time-based rate plans work:

With time-based rates, you'll pay less for any energy used during the 20 off-peak hours. But when energy demand is high during peak hours, the cost for energy will be higher. It is important to shift your large appliance usage, like dishwashers, dryers, and HVAC, to off-peak times, like overnight and early morning, to avoid paying a higher price for energy during the peak times.

#### We're here to help:

To help you choose the best plan for your household, we have developed online tools and reports that analyze your actual energy usage and determine the plan that best fits your lifestyle.

#### Four new time-based rate plans – Choose by October

With time-based rate plans, you can take advantage of lower off-peak pricing by shifting your larger appliance usage, like dishwashers and clothes drying, to off-peak hours.



Standard Peak Saver New Default Residential Rate



Peak Reward Saver Closes to the Current Standard Residential Rate



Nights & Weekends Saver Three Time Periods, Overnight and Weekend Discount



Nights & Weekends Max Saver Three Time Periods, Largest Difference in Price Missouri Newspapers Send Date: August 2023

### Retargeting Digital Banner Ads

Retargeting Ads - Message 1









Digital banners

Audience: anyone who went to

evergy.com TOU pages

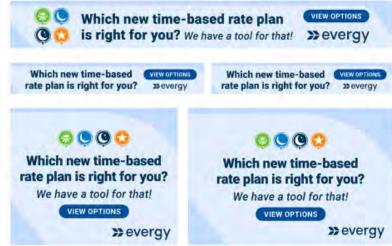
Send Date: July - October 2023

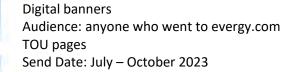
### Retargeting Digital Banner Ads

Retargeting Ads - Message 2











### Cover Letter Insert in the Rate Education Reports

### **>>** evergy

#### Welcome to your Rate Education Report

Missouri is moving to time-based rate plans this fall, and Evergy is here to support you through this change. That's why we're sending you the attached Rate Education Report. This report uses your home's past energy usage data to estimate the costs of each new time-based rate plan. This report will help you understand the possible costs of each of the new plan options and how you might be able to save money by shifting energy usage to off-peak times.

#### Select your plan by October!

Select your new plan before October by going to evergy.com/PickMyRate. If you have not selected a new plan by October, you will be moved to the Standard Peak Saver plan.

#### Why is Missouri changing to time-based rates?

Timing is everything when it comes to energy costs. By switching to time-based rates, Missouri is working to match the cost you pay with the actual cost to produce energy. With time-based rate plans, you'll pay less for energy used during off-peak times, when demand for energy is lower, and more for energy used during the peak hours of 4-8 pm.

With time-based rate plans, you can take advantage of discounted off-peak pricing by shifting your larger appliance usage, like dishwashers and clothes drying, to off-peak hours.

#### How to read your Rate Education Report

The attached report estimates what your average monthly Evergy bill might be on each of the new time-based plan options, based on your home's last year of energy usage. Please note that this is only an estimate, and any changes in your home or household members could affect the estimated cost of each plan. Additionally, this estimate does not consider any shifting of your energy use to off-peak times, which could help lower your monthly energy costs.

#### Questions about the plans or your estimated costs?

- · Visit evergy.com/My-Plans for plan details and your personalized Rate Comparison.
- · Talk with a rate plan specialist: 800-541-0407.
- Keep a look out for our weekly Rate Plan Coach emails, which provide a weekly breakdown of your energy usage and costs by time of day.



Letter with the Rate Education

Paper Report

Audience: All Missouri

customers

Send Date: August 15-31, 2023

### Rate Education Reports Paper Version

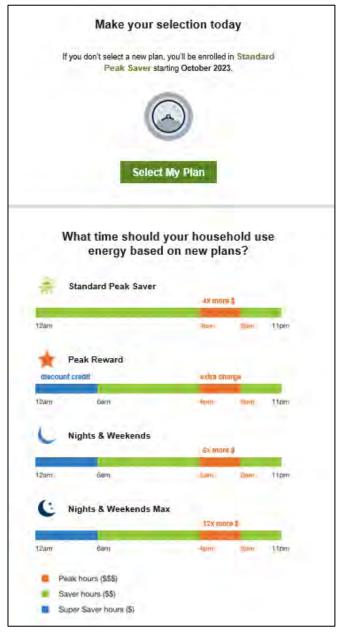
Audience: All Missouri customers Send Date: August 15-31, 2023





### Rate Education Reports Email





Audience: All Missouri customers with emails Send Date: August 16-31st, 2023



### **Customer Event Handout**

#### >> evergy

We're here to help you with your

Visit: evergy.com/PeakPlans

Compare My Rate tool to see

which plan might be best for you.

Call: 800-541-0407

Analyze: Use our online

transition to time-based rate plans.

#### Missouri's Time-Based Rate Transition

In October, customers will be moved to time-based rate plans

Evergy's Missouri customers will be automatically enrolled in the Standard Peak Saver plan if you don't choose one of the other three additional rate plan options before October.

#### Why is Missouri changing to time-based rates?

The Missouri Public Service Commission has ordered Missouri utilities, including Evergy, to transition to mandatory time-based rate plans. The goal of time-based rates is to match the costs you pay with the actual cost to produce energy. With time-based rate plans, you'll pay less for energy used during off-peak times, when demand for energy is lower, and more for energy used during peak hours.

#### How time-based rate plans work:

With time-based rates, you'll pay less for any energy used during the 20 off-peak hours. But when energy demand is high during peak hours, the cost for energy will be higher. It is important to shift your large appliance usage, like dishwashers, dryers, and HVAC, to off-peak times, like overnight and early morning, to avoid paying a higher price for energy during the peak times. With time-based plans, it's important to avoid using large amounts of energy during peak hours.



Standard Peak Saver



Peak Reward Saver Clustest to the Current Standard Residential Rate



Nights & Weekends Saver Three Time Periods, Overnight and



Nights & Weekends Max Saver Three Time Periods, Largest Difference in Price

#### Time-Based Plans - Savings Tips



Delay running your dishwasher: Use your dishwasher timer to delay running it until after peak hours.



Adjust when you use your dryer: Electric dryers use more energy than washing machines, so you'll save even more money when you wait for off-peak hours to dry your clothes.



Adjust your thermostat to automate off-peak savings: Adjust your thermostat so your heating/cooling system doesn't run as long during peak hours.



Be mindful of peak hours: Reduce large appliance energy consumption during peak hours of 4-8 pm when demand and costs are higher.

### Transición a tarifa basada en la hora de uso de Missouri

>> evergy

En octubre, los clientes pasarán a planes de tarifas basadas en la hora de uso

Los clientes de Evergy en Missouri quedarán inscritos automáticamente en el plan **Standard Peak Saver** si no se elige una de las otras tres opciones de planes de tarifas adicionales antes de octubre.

#### ¿Por qué se realiza el cambio a tarifas basadas en la hora de uso en Missouri?

La Comisión de Servicios Públicos de Missouri ha ordenado a los proveedores de servicios públicos de Missouri, incluido Evergy, que realicen la transición a planes obligatorios de tarifas basadas en la hora de uso. El objetivo de las tarifas basadas en la hora de uso es equilibrar los costos que se pagan con el costo real de producir energía. Con los planes de tarifas basadas en la hora de uso, pagará menos por la energía utilizada durante las horas de menor actividad, cuando la demanda de energía es menor, y más por la energía utilizada durante las horas de mas demanda.

#### ¿Tiene preguntas?

Estamos aquí para ayudarle con su transición a planes de tarifas basadas en la hora de uso.

Visite: evergy.com/PeakPlans

Llame: 800-541-0407

Analice: utilice Compare My Rate, nuestra herramienta en línea para comparar tarifas, para ver cuál plan podría ser el mejor para usted.

#### Cómo funcionan los planes de tarifas basadas en la hora de uso:

Con las tarifas basadas en la hora de uso, pagará menos por la energía utilizada durante las 20 horas de menor actividad. Pero cuando la demanda de energía es alta durante las horas de mas demanda, el costo de la energía esé mayor. Es importante cambiar el uso de grandes electrodomésticos, como lavavajillas, secadoras y sistemas de calefacción y aire acondicado, a horas de menor actividad, como durante la noche y a primera hora de la mañana, para evitar pagar un precio más alto por la energía durante las horas de mas demanda. Con los planes basados en la hora de uso, es importante evitar el uso de grandes cantidades de energía durante las horas de mas demanda.



Standard Peak Saver

Nueva tarifa residencial predeterminada



Peak Reward Saver
El plan más constante a la tarilla
renklencial authorian setual



Nights & Weekends Saver
Tres periodos de tiempo; descuentos
noctumos y de fin de semana



Nights & Weekends Max Saver

Tres periodos de tiempo; la mayor diferencia de precio

#### Planes basados en la hora de uso - Consejos para ahorrar



Retrase el uso del lavavajillas: utilice el temporizador del lavavajillas para retrasar su uso hasta después de las horas pico.



Ajuste la hora de uso de la secadora: las secadoras eléctricas consumen más energía que las lavadoras, por lo que ahorrará aún más dinero si deja el secado de la ropa para las horas de menor actividad.



Ajuste su termostato para automatizar los ahorros en las horas de menor actividad: ajuste su termostato para que su sistema de calefacción/aire acondicionado no opere durante tanto tiempo durante las horas pico.



Tenga en cuenta las horas pico: reduzca el consumo de energía de los electrodomésticos grandes durante las horas pico, de 4:00 a 8:00 p. m., cuando la demanda y los costos son mayores.

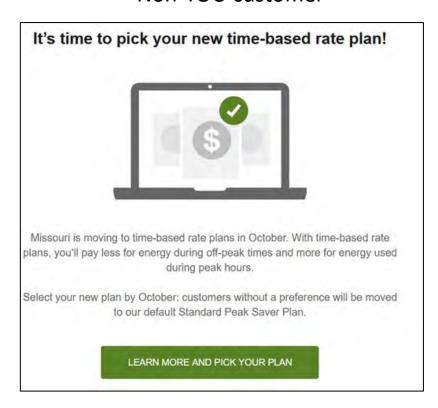
### Weekly Energy Analysis Emails – Promotion Pod

Promotional pod in the weekly energy analysis emails

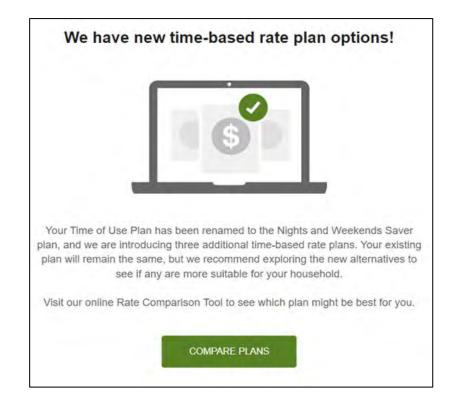
Audience: ~300,000

Send Date: August – October, 2023

#### Non-TOU customer



#### **Customers on TOU Pilot**



### All Mo Customers: August Email



Introducing: Your New Rate Plans

### You may have heard: Missouri is moving to time-based rate plans this fall

The Missouri Public Service Commission has required utilities, including Evergy, to transition to mandatory time-based rate plans. In order to assist customers with this change, Evergy has four new time-based rate plans for you to choose from. These plans offer you the flexibility to select the plan that best fits your household's needs.

With time-based rates, you'll pay less for energy used during 20 offpeak hours a day, and more for energy used during a four-hour peak period.

It's important to pick your new plan by October. If you decide not to choose one, you will be moved to the new default plan, the Standard Peak Saver.

Compare Plans

#### We're here to help

Evergy has introduced new four rate plan options, along with our <u>Rate Comparison Tool</u>\*, which shows your expected annual cost on each of the new plans, based on your past energy usage. In addition, we will send you weekly usage reports, to show which time of day you're using the most energy.

All Missouri customers are encouraged to compare the new plans and make a choice by October. If you decide not to choose one, then you will automatically change to the Standard Peak Saver plan.

Note that you don't have to keep the Standard Peak Saver plan after October. You can change to one of the four new plans anytime.

See more details on the Missouri changes, and what they mean for

#### Why is Missouri changing?

Timing plays a crucial role in the cost of energy, which is why Missouri is changing. As the demand for energy rises, so does the cost of producing electricity, resulting in "peak" and "off-peak" times.

During off-peak times, the demand for energy decreases, resulting in lower energy costs. By shifting your large-appliance use—like running the dishwasher and doing laundry—to off-peak times, you'll potentially save both energy and money on these new plans. With time-based rates, you'll pay less for energy most of the time.

According to our analysis, time-based rate plans may result in a small annual savings for most customers, depending on the season and household.

#### A note about electric heating

Since your home uses electric heat, it's especially important to understand how your home uses energy, and to shift large-appliance usage like laundry and dishwasher use to off-peak times.

Smart thermostats can be a huge benefit, allowing you to create a home heating schedule that optimizes usage around time-based rate plans. If you don't have a smart thermostat, Evergy offers <u>free and discounted models</u>.

You can start by using our <u>Home Profile tool</u>, which can show you where your home uses energy, along with suggestions on how to

\*Note: If you have lived in your current home less than 9 months, the Rate Comparison Tool will not yet have enough data to provide cost estimates. Please view each rate description to choose a plan, or call our Time-Based Plan Hotline for assistance: 1-800-541-0407



Download the Evergy app

The YOUtility Company

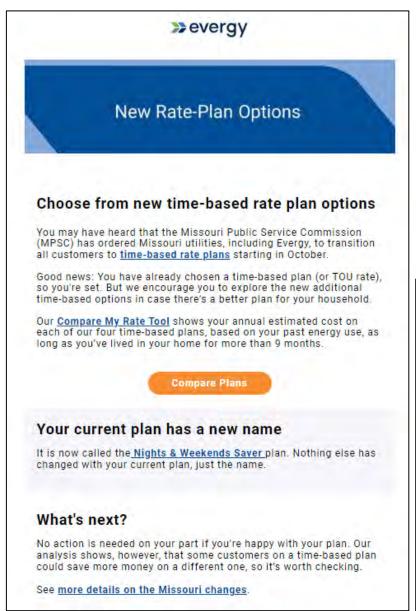
Subject: Missouri, it's time to pick your new rate plan Audience: Mo Residential (excluding already on TOU, net

metering, solar sub, non-AMI), ~400,000

Note: electric heat pod only shows for space heating customers

Send Date: August 2, 2023

### Pilot TOU Customers: August Email



Subject: Are you on the best plan for your home

Audience: Mo Residential that are already on a TOU plan prior to Jan 1, 2023, ~8,000

Note: electric heat pod only shows for space heating customers

Send Date: August 2, 2023

#### What's next?

No action is needed on your part if you're happy with your plan. Our analysis shows, however, that some customers on a time-based plan could save more money on a different one, so it's worth checking.

See more details on the Missouri changes.

#### A note about electric heating

Since your home uses electric heat, it's especially important to understand how your home uses energy, and to shift largeappliance usage like laundry and dishwasher use to off-peak times.

Smart thermostats can be a huge benefit, allowing you to create a home heating schedule that optimizes usage around time-based rate plans. If you don't have a smart thermostat, Evergy offers <u>free and discounted models</u>.

You can start by using our <u>Home Profile tool</u>, which can show you where your home uses energy, along with suggestions on how to save.



#### >> evergy

#### Introducing: Your New Rate Plans

#### New plans are here

You may have heard that the Missouri Public Service Commission (MPSC) has ordered Missouri utilities, including Evergy, to transition all customers to time-based rate plans starting in October.

To support customers in this change, four new rate plans have been created to reflect the actual cost of energy, which varies throughout the day depending on demand.

Please look for your Rate Education Report, coming to you by postal mail in August, which will contain more information on your home's energy use, along with which new rate plan will be best for your home.

#### What does this mean for me?

This means that all customers now have the opportunity to select from four new plans, designed to provide lower prices for the majority of the day. However, it's important to choose a plan by October. If no selection is made by that time, you will be moved to the Standard Peak Saver plan.

Keep in mind that this may not be the most cost-effective option for your specific needs. We recommend you explore your rate-plan options with our <u>Rate Comparison Tool</u> and make an informed choice before the October deadline.

Compare Plans

#### How do I change my plan?

If you need help, we are here to assist you.

- . Change your plan online before October
- Call our special hotline at 1-800-541-0407 from 7 am to 5 pm Monday through Friday
- In Kansas City, stop by our <u>Connect Center</u> for in-person assistance

We understand that time-based plans are a big change. Evergy is committed to providing the information and tools you need to save the most on these new plans.

See more details on the Missouri changes, and what they mean for

### Seniors & Low Income: August Email

#### A note about electric heating

Since your home uses electric heat, it's especially important to understand how your home uses energy, and to shift large-appliance usage like laundry and dishwasher use to off-peak times.

Smart thermostats can be a huge benefit, allowing you to create a home heating schedule that optimizes usage around time-based rate plans. If you don't have a smart thermostat, Evergy offers <u>free and discounted models</u>.

You can start by using our <u>Home Profile tool</u>, which can show you where your home uses energy, along with suggestions on how to save.

#### Suggestions to save on time-based plans

By shifting some of your energy use to off-peak times, you can pay lower rates of 75% or more compared to peak times. The more you shift, the more you save.

#### Laundry

- · Wash clothes on cold. They get just as clean and save energy
- . Run your dryer after 8 pm on weekdays, or on weekends

#### Dishwashing

· Run full loads and wait until after 8pm on summer weekdays

#### Heating and cooling

- Adjust your thermostat to cool your home a few degrees lower before peak hours begin to delay using the AC when energy is more expensive.
- In winter, warm your home a few extra degrees before peak hours begin.

You can also check out this chart to understand which appliances tend to use the most electricity in your home.

Energy Use Chart

\*Note: If you have lived in your current home less than 9 months, the Rate Comparison Tool will not yet have enough data to provide cost estimates. Please view each rate description to choose a plan, or call our Time-Based Plan Hotline for assistance: 1-800-541-0407



Subject: This Fall: New rate plan options

Audience: Mo Residential seniors and low income,

~70,000

Note: electric heat pod only shows for space heating

customers

Send Date: August 10, 2023

### Non Saver: August Email

Can't see images? View online.

>> evergy

#### Missouri Rate Update

#### Missouri makes changes to rate plans for Evergy customers

You may have heard that the Missouri Public Service Commission (MPSC) has ordered Missouri utilities, including Evergy, to transition all customers to time-based rate plans starting in October.

While many customers, based on their current usage, are expected see a modest reduction on their energy bill, others will not. Those customers will need to offset the increased costs by shifting the use of large appliances away from the peak hours (just four hours per day and never on weekends), when energy costs will be highest.

#### Impact to your home

Based on your past usage history, time-based plans may increase your overall energy bill if you don't make some effort to shift energy usage to the 20 hours of the day when energy will cost less.

#### What you can do

By October, choose one of the four time-based plans that will be least expensive for you, based on how you currently use energy. Our <u>Rate Comparison Tool</u> shows you what you would pay on each of the four new plans, based on 9 months of your prior usage.

Choose Now

#### We're here to help

If you need help choosing a plan, we have a special hotline to help from 7am to 5pm Monday through Friday: 1-800-541-0407. Or you can visit us in person at our <u>Evergy Connect location</u>.

Lastly, once you sign up for your new plan, you'll receive tips and strategies to avoid higher costs.

We understand that time-based plans are a big change. Evergy is committed to providing the information and tools you need to save the most on these new plans.

See more details on the Missouri changes, and what they mean for

#### A note about electric heating

Since your home uses electric heat, it's especially important to understand how your home uses energy, and to shift largeappliance usage like laundry and dishwasher use to off-peak times.

Smart thermostats can be a huge benefit, allowing you to create a home heating schedule that optimizes usage around time-based rate plans. If you don't have a smart thermostat, Evergy offers <u>free and discounted models</u>.

You can start by using our <u>Home Profile tool</u>, which can show you where your home uses energy, along with suggestions on how to save.

#### Suggestions to save on time-based plans

By shifting some of your energy use to off-peak times, you can pay lower rates of 75% or more compared to peak times. The more you shift, the more you save.

#### Laundry

- · Wash clothes on cold. They get just as clean and save energy
- . Run your dryer after 8 pm on weekdays, or on weekends

#### Dishwashing

. Run full loads and wait until after 8pm on summer weekdays

#### Heating and cooling

- Adjust your thermostat to cool your home a few degrees lower before peak hours begin to delay using the AC when energy is more expensive.
- In winter, warm your home a few extra degrees before peak hours begin.

You can also check out this chart to understand which appliances tend to use the most electricity in your home.

**Energy Use Chart** 

\*Note: If you have lived in your current home less than 9 months, the Rate Comparison Tool will not yet have enough data to provide cost estimates. Please view each rate description to choose a plan, or call our Time-Based Plan Hotline for assistance: 1-800-541-0407



Subject: Important updates regarding your Evergy rate plan Audience: Mo Residential who are not expected to save on a new TOU plan,

Note: electric heat pod only shows for space heating customers

Send Date: August 14, 2023

### Net Metering: August Email



#### No changes to your net-metering agreement

Although your plan is changing, your net-metering agreement is not. Just as now, the energy you generate will continue to offset your bill.

**Peak Reward Saver** 

Also unchanged from your current agreement is the purchase of excess energy over and above what you use per billing cycle. This energy will continue to be purchased at the Cost of Fuel rate.

The <u>Peak Reward Saver plan</u> is similar to your current plan in that it is a tiered plan, with prices that change based on the amount of energy used, and with variation in summer and winter.

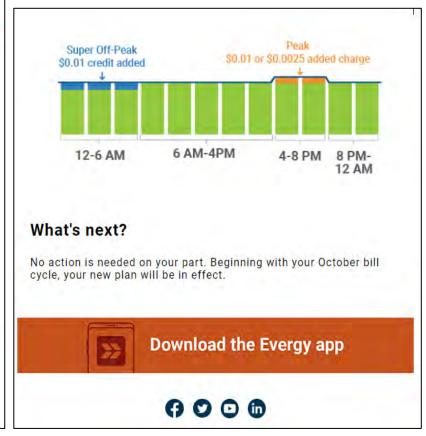
Additionally, on the Peak Reward Saver plan, there is a small surcharge (one-cent or less per kWh) during peak hours of 4-8 pm. This means that any energy received from your system during those peak times could provide even greater savings.

Subject: Your new rate plan is coming soon

Audience: Net-metering ~6,000

Note: electric heat pod only shows for space heating customers

Send Date: August 25th



### Solar Subscription: August Email



Subject: Your new rate plan is coming soon Audience: Solar Subscription Customers ~900

Note: electric heat pod only shows for space heating customers

Send Date: August 23rd

#### Plan changes in Missouri

You may have heard that the Missouri Public Service Commission (MPSC) has ordered Missouri utilities, including Evergy, to transition all customers to <u>time-based rate plans</u> starting in October.

As a participant in our Solar Subscription program, your rate plan will change to the new Peak Reward Saver plan this fall.

Peak Reward Saver

The <u>Peak Reward Saver plan</u> is similar to your current plan in that it is a tiered plan, with rates that change based on the amount of energy used, and with variation in summer and winter.

Additionally, on the Peak Reward Saver plan, there is a small surcharge (one-cent or less per kWh) during peak hours of 4-8 pm. There is also a one-cent discount on energy used between midnight and 6 am.

#### What's next?

No action is needed on your part. Beginning with your October bill cycle, your new plan will be in effect.

#### Can I pick one of the other time-based plans?

You may have heard that additional time-based plans are available to Missouri customers.

Currently, the Peak Reward Saver plan is the only plan compatible with Solar Subscription. However, we will reach out as other plan choices become available.



# Phase 2 – Preparation and Action Tactics

September and October

### Customer Postcard - September

### >> evergy

### It's time to pick your new time-based rate plan.

Four new plan options. Which plan is right for your household? **We have a tool for that!** 

Visit our online Rate Comparison Tool to see which plan may be best for your home based on your past usage history.

Visit evergy.com/TimePlans



Audience: Mo Residential (excluding already on TOU, net metering, solar sub)

~450,000

Send Date: September 15-20, 2023

#### Your current rate plan will be changing in October.

You may have heard that Missouri is moving to new time-based rate plans this fall. The Missouri Public Service Commission, which regulates Evergy, has required some utilities to transition to time-based rate plans. That means what you pay for energy will be aligned with the cost to produce it. This is not a rate increase, and the new time-based rate plans provide less expensive energy most of the day.

#### Why is Missouri moving to time-based plans?

When there is a high demand for energy during peak hours, producing energy becomes more expensive. On the other hand, when energy demand is lower, the cost to produce energy goes down. With the new time-based rate plans, you'll pay less for energy during the off-peak times, which are most of the time, and more during the few peak hours.

Shift a few of your major appliances, like the dishwasher or dryer, to off-peak times to save on your energy costs. It's ok to use appliances that use less energy, like lights and computers.



#### How to save on time-based plans.

You don't need to avoid using energy altogether during peak hours but try to shift when you use large appliances to offpeak hours when the cost of energy is lower. For example...



#### Delay running your dishwasher

Use your dishwasher timer to delay running it until after peak hours.



#### Adjust when you use your dryer

Electric dryers use more energy than washing machines, so you'll save even more money when you wait for off-peak hours to dry your clothes.



#### Use a smart thermostat to automate off-peak savings

Schedule your smart thermostat so your heating/ cooling system doesn't run as long during peak hours.



#### Be mindful of peak hours

Reduce energy consumption during peak hours of 4-8 pm when demand and costs are higher.

#### Are you on the Average Payment Plan?

The change to time-based rate plans does not affect our Average Payment Plan program (sometimes called Level Payment or Budget Billing) and you can still be on Average Pay with these new rates.

### **Billing Communication**

September Bill Insert

### Missouri's Time-Based Rate Transition

In October, customers will move to time-based rate plans

Evergy's Missouri customers will be automatically enrolled in the **Standard Peak Saver plan** if you don't choose one of the other three additional rate plan options.

#### Choose your new plan now!

Select your time-based plan before October by going to evergy.com/TimePlans



Audience: Mo Res with paper billing

Send Date: September 2023

#### Bill Message

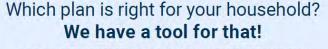
It's time to choose your new rate plan. Evergy's Missouri customers will be switching to time-based rate plans starting in October. With time-based rate plans, you'll pay less for energy during off-peak times and more for energy used during the peak hours. Select your new plan at evergy.com/NewPlans.

#### Why is Missouri changing to time-based rates?

The Missouri Public Service Commission has ordered Missouri utilities, including Evergy, to transition to mandatory time-based rate plans. The goal of time-based rates is to match the costs you pay with the actual cost to produce energy. With time-based rate plans, you'll pay less for energy used during off-peak times, when demand for energy is lower, and more for energy used during peak hours.

#### How time-based rate plans work:

With time-based rates, you'll pay less for any energy used during the 20 off-peak hours. But when energy demand is high during peak hours, the cost for energy will be higher. It is important to shift your large appliance usage, like dishwashers, dryers, and HVAC, to off-peak times, like overnight and early morning, to avoid paying a higher price for energy during the peak times.



Visit our online Rate Comparison Tool\* to see which plan may be best for your home based on your past usage history.

Visit evergy.com/TimePlans

"At least 9 months of usage history at your current home is needed to use the Rate Comparison Tool.



### All MO: September Email



#### How does the Rate Comparison Tool work?

This personalized Rate Comparison Tool takes 9-12 months of your historical usage data, applying that information to the rates of the four new time-based plans.

You'll see an estimate of what your Evergy bill would be on each of the four plans, based on your home's last year of energy usage. This estimate does not consider any shifting of your energy use to offpeak times, which could help lower your energy costs.

To use this customized rate tool, you'll first log into your online Evergy account. If you don't yet have an account, you can easily create one with the Evergy account number shown on your bill.

#### Pick a plan that fits your home

Each of the four plans has various peak and off-peak pricing periods On all plans, you can avoid the higher energy costs during peak hours by shifting large appliance use to off-peak periods.

If you are willing to make a bigger effort to shift usage, plans with the largest price difference can potentially save you more.

Here are the four plans in order of the lowest difference in cost between peak and off-peak hours, and the largest difference.

#### Peak Reward Saver

Closest to the current standard residential rate, with the lowest price difference between time periods

#### Standard Peak Saver

This is our default residential rate plan if you don't choose a plan by October

#### Nights & Weekends Saver

Three time periods with different prices, with an overnight and weekend discount

#### Nights & Weekends Max Saver

Three time periods with different prices, with the highest difference in prices between time periods

#### What happens if I don't choose?

If you don't decide to switch to one of the new plans, you'll be automatically enrolled in the default rate plan, the Standard Peak

We encourage you to check out all the plans in case there's a better one for your household.



#### How well do you know your home?

You can avoid higher peak-hour prices by spreading your energy use throughout the day, especially when it comes to larger appliances.

Using your laundry machines during off-peak hours, for example, can cost less. But smaller items, like hair dryers or cell-phone charging, won't make much difference.

#### Appliance Chart

You can get personalized information about your home's energy use with our Energy Analyzer tools.

#### A note about electric heating

As part of the new mandate from the MPSC, your promotional All-Electric rate plan is being discontinued, and these new time-based plans may impact your home this winter (depending on the weather). There are steps you can take to reduce that possibility.

- Plan to shift some of your large-appliance usage, like laundry and dishwashing, to off-peak times.
- 2. Take time now to seal window leaks, install draft stoppers, and replace any dirty furnace filters.
- 3. Pre-heat your home during the day, taking advantage of lower daytime rates.

The most important tip? Choose the right rate plan. Use our tool to compare last year's usage to what you would have spent on each of the four new plans. Then simply choose the most cost-effective plan.

Compare Plans



Download the Evergy app

Subject: Action Needed: It's time to choose your new plan Audience: Mo Residential (excluding already on TOU, net

metering, solar sub, non-AMI), ~320,000

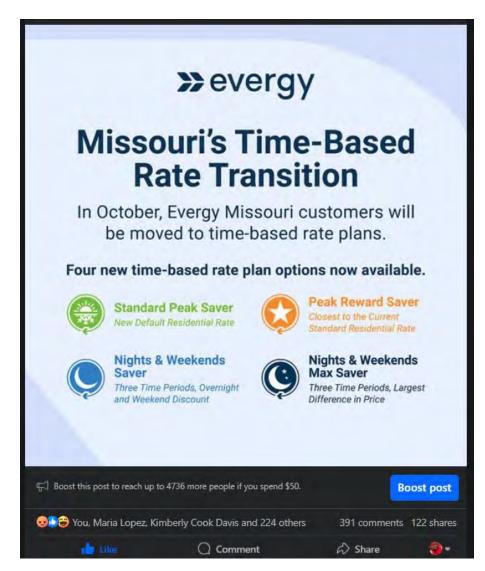
Note: electric heat pod only shows for space heating

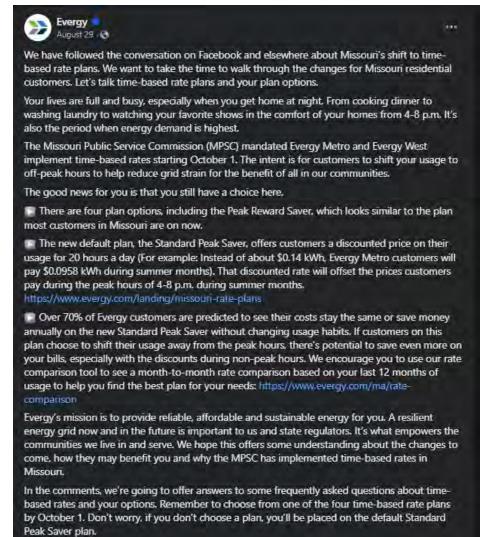
customers.

Send Date: September 2023

### **Organic Social Post**

Send Date: September 2023





### Electric Heat Customers: September Letter

Audience: Customers on the Space Heating Rate ~103,749

Send Date: September 5-15, 2023



#### It's time to select your new time-based rate plan.

You may have heard that Missouri is moving to new time-based rate plans this fall. The Missouri Public Service Commission (MPSC), which regulates Evergy, has required some utilities to transition to time-based rate plans. That means what you pay for energy will be aligned with the cost to produce it. This is not a rate increase, and the new time-based rate plans provide less expensive energy most of the day.

With time-based rate plans, you'll pay less for energy than you do today during 20 off-peak hours a day, but when energy demand is high during the peak hours of 4-8 pm, the cost for energy will be higher. With this change to time-based rates, it will be important to monitor not only how much energy you use but also when you use it, to save on your monthly bill.

In order to assist customers with this change, Evergy has developed four new time-based rate plans for you to choose from. It's important to select your new plan by October. If you decide not to choose a new plan, you'll be moved to the new default plan, the Standard Peak Saver starting in October.

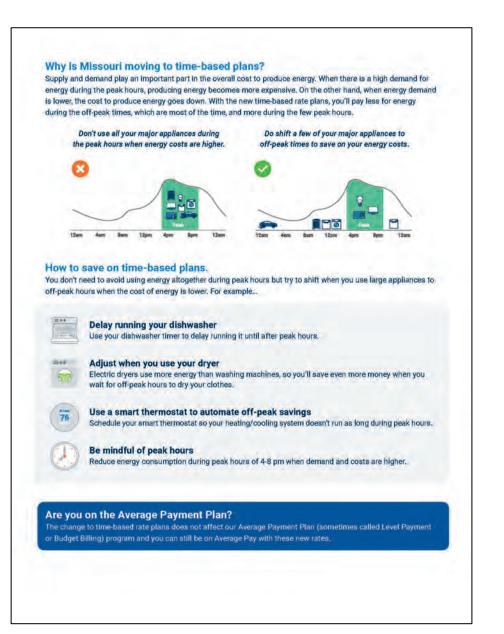
Visit evergy.com/SaverPlans or call 1-800-541-0407 to learn more about the plan options and to select your new plan.

We invite you to use our online personalized Rate Comparison Tool or read your Rate Education Report' that arrived by mail in August to see which plan best fits your household based on your past energy usage.

#### An important note about your old rate plan

As part of the new mandate from the MPSC, your current All-Electric rate plan (or electric space heating rate) is being discontinued. Your old plan offered a discounted rate in the winter for electric space heating customers, which is no longer offered. Due to this change, customers with electric heat may experience more impact moving to time-based rate plans, making it especially important to understand your home energy usage, and shift large appliance usage, like doing laundry and running the dishwasher, to off-peak times.

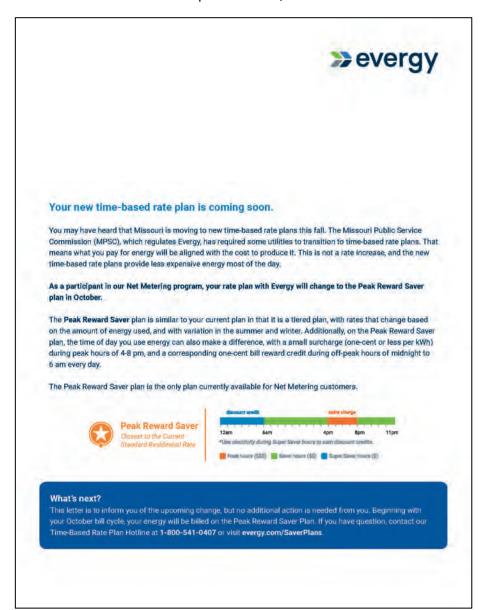
\*Note: If you have lived in your current home less than 9 months; the Rate Companison Tool and Rate Education Report is not yet available for your location. Please view the rate descriptions to choose a plan, or call our Time-Based Plan Hofinia for assistance: 1-800-541-0407.



### Net Metering Customers: September Letter

Audience: Customers on the Net Metering Rate ~6,766

Send Date: September 5-15, 2023



#### Why is Missouri moving to time-based plans?

Supply and demand play an important part in the overall cost to produce energy. When there is a high demand for energy during the peak hours, producing energy becomes more expensive. On the other hand, when energy demand is lower, the cost to produce energy goes down. With the new time-based rate plans, you'll pay less for energy during the off-peak times, which are most of the time, and more during the few peak hours.

#### Why can't I pick one of the other time-based rate plans?

The MPSC has ordered that Net Metering customers move to the Peak Reward Saver plan. This is partly due to Missouri state statute that specifies how net metering is to be calculated and when it is to be available. The Peak Reward Saver plan is currently the only rate plan that meets the Missouri statute criteria.

#### Are there changes to my net metering agreement?

Although your rate plan is changing, your net metering agreement is not. Just as now, Evergy will purchase energy from you at the Cost to Fuel rate.

#### How to save on the Peak Reward Saver plan.

This plan is very similar to your current rate, but you can save money by shifting some energy to overnight times. You don't need to avoid using energy altogether during peak hours but try to shift when you use large appliances to off-peak hours when the cost of energy is lower. For example...

### ---

#### Delay running your dishwasher

Use your dishwasher timer to delay running it until after peak hours.



#### Adjust when you use your dryer

Electric dryers use more energy than washing machines, so you'll save even more money when you wait for off-peak hours to dry your clothes.



#### Use a smart thermostat to automate off-peak savings

Schedule your smart thermostat so your heating/cooling system doesn't run as long during peak hours.



#### Be mindful of peak hours

Reduce energy consumption during peak hours of 4-8 pm when demand and costs are higher.

#### Are you on the Average Payment Plan?

The change to time-based rate plans does not affect our Average Payment Plan (sometimes called Level Payment or Budget Billing) program and you can still be on Average Pay with these new rates.

### Net-Metering: September Email



#### Get to know your new plan

You may have heard that the Missouri Public Service Commission (MPSC) has ordered Missouri utilities, including Evergy, to transition all customers to time-based rate plans starting in October.

As a participant in our Net Metering program, your rate plan will change to the new Peak Reward Saver plan this fall.

Peak Reward Saver

#### No changes to your net-metering agreement

Although your plan is changing, your net-metering agreement is not. Just as now, the energy you generate will continue to offset your bill.

Also unchanged from your current agreement is the purchase of excess energy over and above what you use per billing cycle. This energy will continue to be purchased at the Cost of Fuel rate.

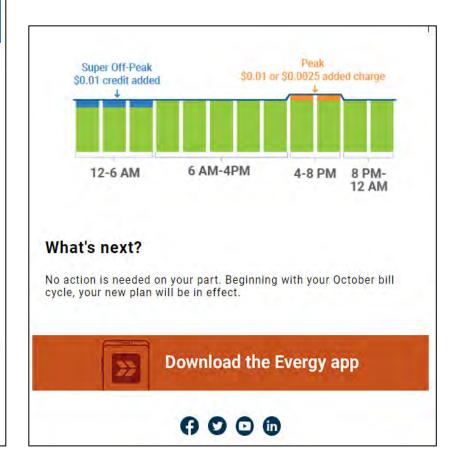
The <u>Peak Reward Saver plan</u> is similar to your current plan in that it is a tiered plan, with prices that change based on the amount of energy used, and with variation in summer and winter.

Additionally, on the Peak Reward Saver plan, there is a small surcharge (one-cent or less per kWh) during peak hours of 4-8 pm. This means that any energy received from your system during those peak times could provide even greater savings.

Subject: Your new rate plan is coming soon

Audience: Resend to non-opens from August: Net-metering, ~3,000 Note: electric heat pod only shows for space heating customers

Send Date: September 2023



### Low Income and Seniors: September Letter



#### Your current rate plan will be changing.

You may have heard that Missouri is moving to new time-based rate plans this fall. The Missouri Public Service Commission (MPSC), which regulates Evergy, has required some utilities to transition to time-based rate plans. That means what you pay for energy will be aligned with the cost to produce it. This is not a rate increase, and the new time-based rate plans provide less expensive energy most of the day.

To meet the new requirement, Evergy will move you to our new Standard Peak Saver plan in October. No action is needed on your part.

#### How does the Standard Peak Saver plan work?

- · October through May:
- During these months, the cost for energy will be lower all day, every day. It's especially lower during super off-peak times from midnight to 6 am.
- June through September

During these summer months, the cost for energy is highest during peak hours of 4-8 pm Monday ~ Friday. All other times the cost for energy is lower than you pay today.

Tip: To save on your energy bill with this new plan, try to limit the use of large appliances, like the clothes dryer or dishwasher, during the summer months from 4-8 pm Monday through Friday. With this change to time-based rates, it will be important to monitor not only how much energy you use but also when you use it, to save on your monthly bill.

#### Want a different rate plan?

Evergy has three other time-based rate plans, including our new Peak Reward Saver plan, which is similar to the plan you have today. If you want to switch to one of these other rate plan options or learn which one might be best for your household, we invite you to use our online personalized Rate Comparison Tool or read your Rate Education Report\* that arrived by mail in August to see which of the other plan options may be best.

"Note if you have lived in your current home was than 9 months, the Rate Companion Tool and Rate Education Report is not yet available for your location. Please view the rate descriptions to choose a plan or call our Time-Based Plan Hotline for assistance, 1-800-541-0407.

#### We're here to help!

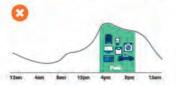
We know rate plans can feel confusing. If you need help, we are here to assist you.

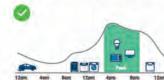
- · Give us a call: 1-800-541-0407 from 7 am to 5 pm Monday through Friday
- Visit us in-person: Evergy Connect from 9 am to 4 pm Monday through Friday 1710 The Paseo Blvd., Kansas City, MO 64108
- · Visit us online: evergy.com/SaverPlans

#### Why is Missouri moving to time-based plans?

Supply and demand play an important part in the overall cost to produce energy. When there is a high demand for energy during the peak hours, producing energy becomes more expensive. On the other hand, when energy demand is lower, the cost to produce energy goes down. With the new time-based rate plans, you'll pay less for energy during the off-peak times, which are most of the time, and more during the few peak hours.

Don't use all your major appliances during the peak hours when energy costs are higher. Do shift a few of your major appliances to off-peak times to save on your energy costs.





#### How to save on time-based plans.

You don't need to avoid using energy altogether during peak hours but try to shift when you use large appliances to off-peak hours when the cost of energy is lower. For example...

### -

#### Delay running your dishwasher

Use your dishwasher timer to delay running it until after peak hours.



#### Adjust when you use your dryer

Electric dryers use more energy than washing machines, so you'll save even more money when you wait for off-peak hours to dry your clothes.



#### Use a smart thermostat to automate off-peak savings

Schedule your smart thermostat so your heating/cooling system doesn't run as long during peak hours.



#### Be mindful of peak hours

Reduce energy consumption during peak hours of 4-8 pm when demand and costs are higher.

#### Are you on the Average Payment Plan?

The change to time-based rate plans does not affect our Average Payment Plan (sometimes called Level Payment or Budget Billing) program and you can still be on Average Pay with these new rates.

Audience: Customers identified as lower income or a senior ~187,293 Send Date: September 5-15, 2023

### Seniors & Low Income: September Email

#### >> evergy

#### **Update Your Rate Plan**

#### It's time to choose your new rate plan

The Missouri Public Service Commission (MPSC) has required utilities, including Evergy, to change to time-based rate plans by October. We've made it quick and easy to make your choice right now.

We understand that time-based plans are a big change. Evergy is committed to providing the information and tools you need to manage your usage and be successful on your new plan.

**Plan Options** 

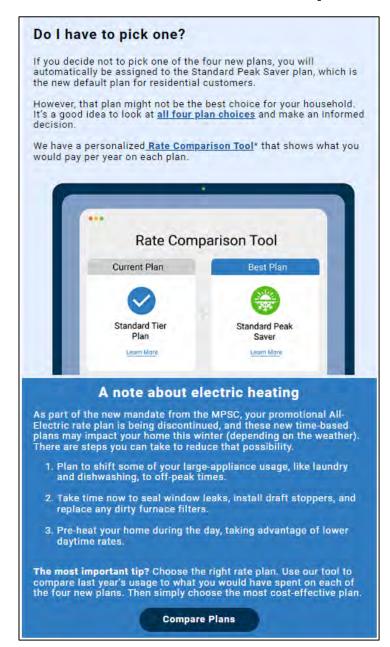
#### How do I change my plan?

If you need help, we are here to assist you.

- . Change your plan online before October.
- Call our rate plan hotline at <u>1-800-541-0407</u> from 7 am to 5 pm Monday through Friday.
- In Kansas City, stop by our <u>Connect Center</u> for in-person assistance.

Evergy is committed to providing the information and tools you need to save the most on these new plans.

See more details on the Missouri changes, and what they mean for you.



Subject: Action needed: Update your rate plan

Audience: Mo Residential seniors and low income, ~70,000

Note: electric heat pod only shows for space heating

customers

Send Date: September 2023

### Non-Digital Customers: September Letter

Audience: Customers identified at non-digital ~32,708

Send Date: September 5-15, 2023



#### It's time to select your new time-based rate plan.

You may have heard that Missouri is moving to new time-based rate plans this fall. The Missouri Public Service Commission, which regulates Evergy, has required some utilities to transition to time-based rate plans. That means what you pay for energy will be aligned with the cost to produce it. This is not a rate increase, and the new time-based rate plans provide less expensive energy most of the day.

With time-based rate plans, you'll pay less for energy during 20 off-peak hours a day, but when energy demand is high during the peak hours of 4-8 pm, the cost for energy will be higher. With this change to time-based rates, it will be important to monitor not only how much energy you use but also when you use it, to save on your monthly bill.

In order to assist customers with this change, Evergy has four new time-based rate plans for you to choose from. It's important to select your new plan by October. If you don't select a new plan, you'll be moved to the new default Standard Peak Saver plan starting in October.

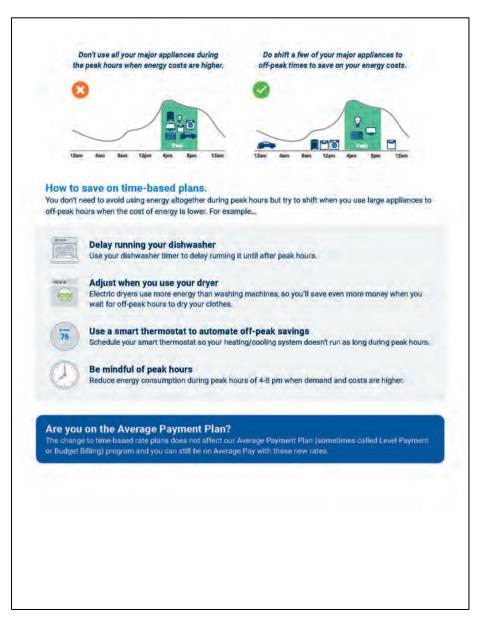
Visit evergy.com/SaverPlans or call 1-800-541-0407 to learn more about the plan options and to select your new plan.

We invite you to use our online personalized Rate Comparison Tool or read your Rate Education Report" that arrived by mail in August to see which plan best fits your household based on your past energy usage.

#### Why is Missouri moving to time-based plans?

Supply and demand play an important part in the overall cost to produce energy. When there is a high demand for energy during the peak hours, producing energy becomes more expensive. On the other hand, when energy demand is lower, the cost to produce energy goes down. With the new time-based rate plans, you'll pay less for energy during the off-peak times, which are most of the time, and more during the few peak hours.

Note: If you have lived in your current home less than 9 months, the Rate Comparison Tool and Rate Education Report is not yet available for your location. Please view the rate descriptions to choose a plan, or call our Time-Based Plan Hotline for assistance, 1-600-541-0407.



### Non-Saver: September Email

#### >> evergy

#### **Update Your Rate Plan**

#### It's time to choose your new rate plan

The Missouri Public Service Commission (MPSC) has required utilities, including Evergy, to change to <u>time-based rate plans</u> by October. We've made it quick and easy to make your choice right now.

We understand that time-based plans are a big change. Evergy is committed to providing the information and tools you need to manage your usage and be successful on your new plan.

Plan Options

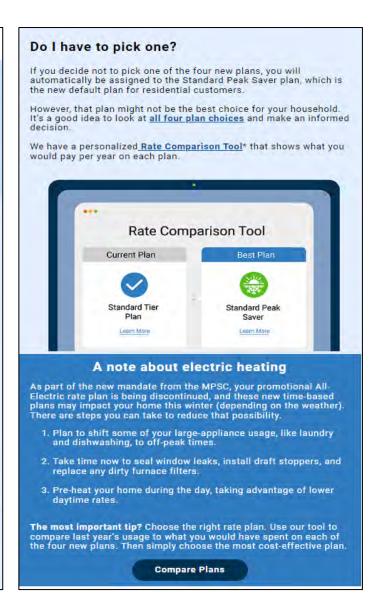
#### How do I change my plan?

If you need help, we are here to assist you.

- . Change your plan online before October.
- Call our rate plan hotline at 1-800-541-0407 from 7 am to 5 pm Monday through Friday.
- In Kansas City, stop by our <u>Connect Center</u> for in-person assistance

Evergy is committed to providing the information and tools you need to save the most on these new plans.

See more details on the Missouri changes, and what they mean for you.



Subject: Action Needed: Update your rate plan

Audience: Mo Residential who are not expected to save on a

new TOU plan, ~70,000

Note: electric heat pod only shows for space heating customers

Send Date: September 2023

### Solar Subscription Customers: September Letter



#### Your new time-based rate plan is coming soon.

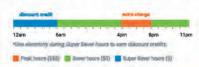
You may have heard that Missouri is moving to new time-based rate plans this fall. The Missouri Public Service Commission (MPSC), which regulates Evergy, has required some utilities to transition to time-based rate plans. That means what you pay for energy will be aligned with the cost to produce it. This is not a rate increase, and the new time-based rate plans provide less expensive energy most of the day.

As a participant in our Solar Subscription program, the portion of your energy bill from the solar program will not change, but any non-solar energy will be billed on the new **Peak Reward Saver plan**.

The Peak Reward Saver plan is similar to your current plan in that it is a tiered plan, with rates that change based on the amount of energy used, and with variation in the summer and winter. Additionally, on the Peak Reward Saver plan, the time of day you use energy can also make a difference, with a small surcharge (one-cent or less per kWh) during peak hours of 4-8 pm, and a corresponding one-cent bill reward credit during off-peak hours of midnight to 6 am every day.

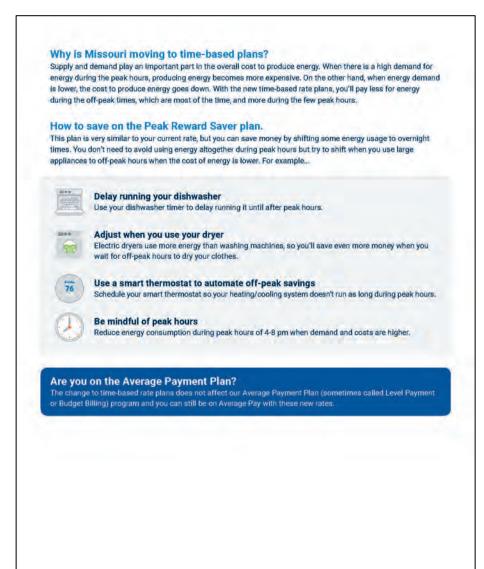
The Peak Reward Saver plan is the only plan currently available for Solar Subscription program customers.





#### What's next?

This letter is to inform you of the upcoming change, but no additional action is needed from you. Beginning with your October bill cycle, your non-solar energy will be billed on the Peak Reward Saver Plan. If you have questions, contact our Time-Based Rate Plan Hotline at 1-800-541-0407 or visit evergy.com/Saver Plans.



Audience: Customers on Solar Subscription Program ~700

Send Date: September 5-15, 2023

### Solar Subscription: Email



Subject: Your new rate plan is coming soon

Audience: Solar Subscription Customers ~600. Resend to customers

who did not open in August Send Date: September 2023

#### Plan changes in Missouri

You may have heard that the Missouri Public Service Commission (MPSC) has ordered Missouri utilities, including Evergy, to transition all customers to time-based rate plans starting in October.

As a participant in our Solar Subscription program, your rate plan will change to the new Peak Reward Saver plan this fall.

Peak Reward Saver

The <u>Peak Reward Saver plan</u> is similar to your current plan in that it is a tiered plan, with rates that change based on the amount of energy used, and with variation in summer and winter.

Additionally, on the Peak Reward Saver plan, there is a small surcharge (one-cent or less per kWh) during peak hours of 4-8 pm. There is also a one-cent discount on energy used between midnight and 6 am.

#### What's next?

No action is needed on your part. Beginning with your October bill cycle, your new plan will be in effect.

#### Can I pick one of the other time-based plans?

You may have heard that additional time-based plans are available to Missouri customers.

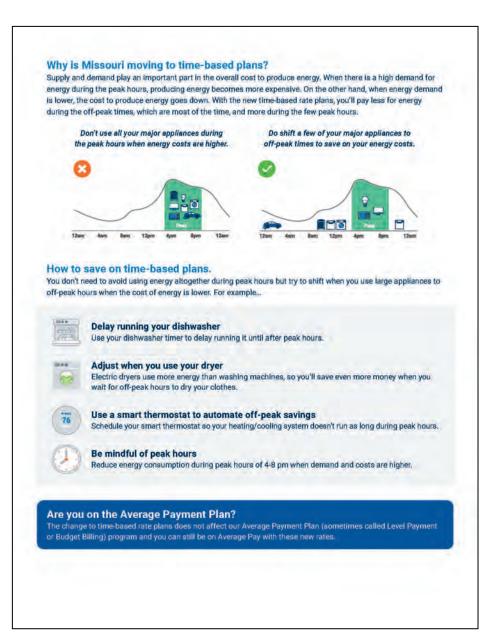
Currently, the Peak Reward Saver plan is the only plan compatible with Solar Subscription. However, we will reach out as other plan choices become available.

### **TOU Pilot Customers: September Letter**

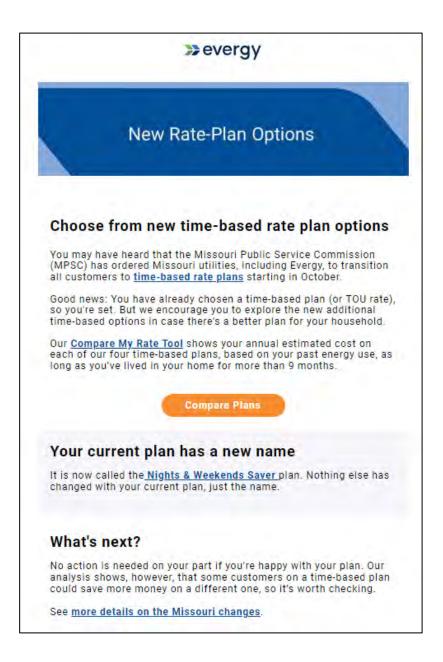
Audience: Customers who participated in the TOU Pilot Program ~7,000

Send Date: September 5-15, 2023





### Pilot TOU Customers: September Email



Subject: Are you on the best plan for your home

Audience: Mo Residential that are already on a TOU plan prior to Jan 1, 2023, ~3,000

Note: electric heat pod only shows for space heating customers

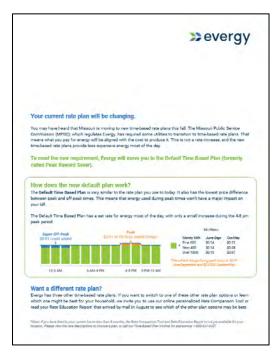
Resend to non-opens from August Send Date: September 2023



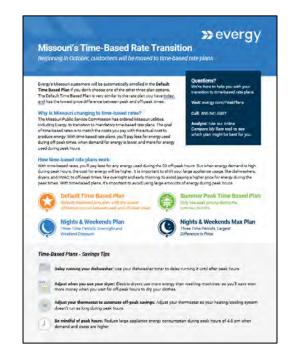
### Request for Information: Packet Mailed by Request

Audience: Customers who requested to be sent additional information

Send Date: August - Present









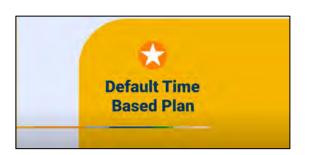
### **TOU Overview & Plan Videos**

Uses: used on website and paid media advertising

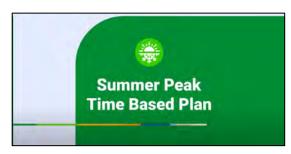
Live: September 2023

https://youtu.be/gOhjfT35-lw

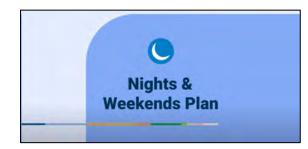




https://www.evergy.com/manage-account/rate-information-link/plan-options/default-time-based-plan



https://www.evergy.com/manage-account/rate-information-link/plan-options/summer-peak-time-based-plan



https://www.evergy.com/manage-account/rate-information-link/plan-options/nights-and-weekends-plan



https://www.evergy.com/manage-account/rate-information-link/planoptions/nights-and-weekends-max-plan

## **TOU Informational and Training Videos**

Uses: shared with community/agency partners to help inform

their customers. Live: October 2023

English Version https://youtu.be/navtQ4H5X\_8



Spanish Version https://youtu.be/AouKjYcv\_eY



## Radio and Streaming Audio

Audience: Missouri Radio Stations, Missouri streaming audio customers

Live: September 2023

#### Announcer-read spot

VO: Hey, [Radio Talent Name], here. If you're a Missouri resident like me, things are changing with your energy bill. That's because in October, Missouri is being mandated to move to time-based rate plans.

So what's that mean for us? Well, due to demand, we'll pay more for energy during peak hours. BUT, during the other 20 offpeak hours, we'll actually pay less.

Evergy has four time-based rates to help make the switch. They'll even recommend the best plan for you based on your usage history.

Learn more at evergy.com/myrate.

#### Produced spot

VO: Hey Missouri, have you heard? Missouri electric utilities, including Evergy, are being mandated to move to time-based rates beginning this October.

So what's that mean for you? Well, to help reduce the strain on the power grid you'll pay more for energy during peak hours. BUT, during the other 20 off-peak hours, you'll actually pay less.

Evergy has four time-based rates to help Missouri residents make the switch. To find the plan that best fits your lifestyle, check out our personalized "Rate Comparison" tool at evergy.com/myrate.



## Digital Ad TOU Overview Videos

Audience: Mo Residential customers

Uses: Short informational digital ad videos, with option to click to learn more

Send Date: October 2023

How do time-based rates work



Picking a plan digital video



How to save on time-based rates digital video



## Digital Ad - Undertones

Audience: Missouri Residential Customers

Live: October



















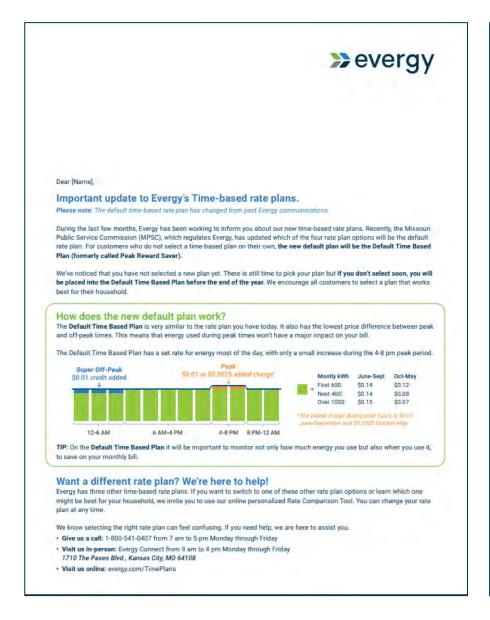
Animation: A quick, visual intro will engage viewers with our ad. We begin on a clock with rotating hands. The clock then transitions to a meter visual, illustrating low and then high energy usage. Our prompt animates in as each plan name enters on its unique color bar from the right. Once all plans have appeared, the bars stack on top of each other and become accordion tabs. The CTA message/button appears with a subtle rotation of the color wheel to encourage the viewer to tap.



## Default Plan Change letter

Audience: Customers who have not yet selected a rate. ~380,000

Send Date: October 9-14, 2023



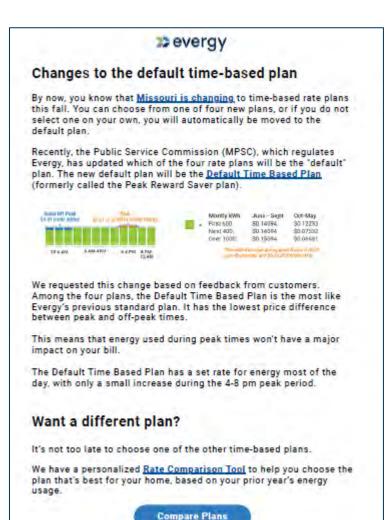


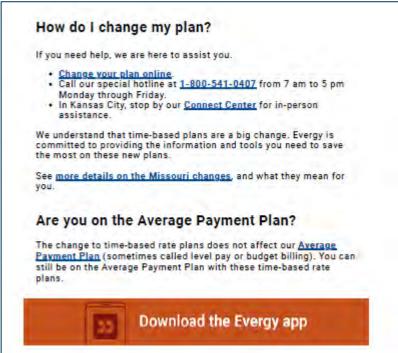


## Default Plan Change Email

Audience: Customers who have not yet selected a rate.

Send Date: October 9-18, 2023









# Phase 3 – Success and Transition

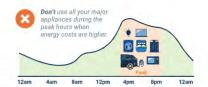
October, November and December – Still In-Process

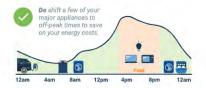


## Welcome Kit Postcard with Magnet

#### Why is Missouri moving to time-based plans?

Supply and demand impacts the cost to produce energy. When there is a high demand for energy during peak hours, producing energy becomes more expensive, and when energy demand is lower, the cost to produce energy goes down. With time-based plans, you'll pay less for energy during off-peak times and more during the few peak hours.





evergy

Welcome to your new time-based rate plan.

Look inside for helpful ways to save energy and money with your new plan.



#### STEP ONE:

#### Be mindful of peak and off-peak hours

Energy costs are higher during peak hours of 4-8 pm, and offpeak times and pricing varies by plan.



#### Off-Peak Hours

Demand for energy is lower during these times, so you're charged less. Off-peak times vary by plan but are typically late at night and in the early morning.

Demand for energy is higher during these few hours, so energy costs more during peak hours. Peak hours are 4-8 pm and vary by day and

Costs and times vary by each plan. Get your plan's peak and off-peak times at evergy.com/SaverPlans

#### STEP TWO:

#### Optimize when you use your large appliances

You don't need to avoid using energy altogether during peak hours but try to shift when you use large appliances to off-peak times.









Learn more at evergy.com/SaverPlans >> evergy

#### STEP THREE:

#### Use our Evergy energy engagement tools

Use our personalized tools to help you understand when you're using energy and how to save money.

#### Weekly Rate Coach

With our weekly Rate Coach emails, you'll get an email every week that breaks down your weekly energy usage by each hour of the day, helping you to see when you're using energy.

#### High Bill Alerts When you enroll in our

High Bill Alert emails. you'll receive a notice if you're currently on track to receive a higher-thannormal bill.

#### Energy Engagement Portal

Through your online Evergy MyAccount portal, you can see your usage patterns broken down by hour, helping identify when you're using the most energy.

#### Compare My Rate Tool Use our online rate compare tool to see which time-based rate plan

is best for you.

#### Average Payment Plan

Sometimes called budget billing, this program averages your bills each month to help keep payments level throughout the year.

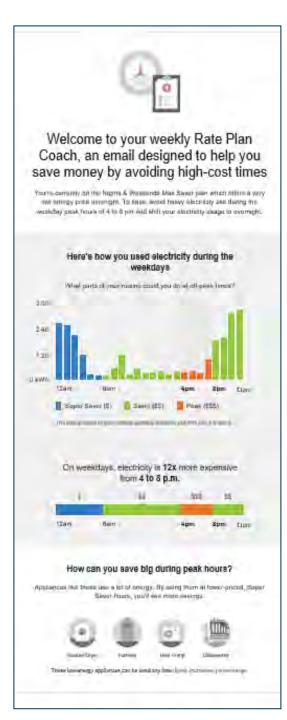
Audience: All Eligible Missouri TOU residential customers

Send Date: November (Mo Metro) & December (Mo West) 2023

#### Removable Refrigerator Magnet









## Weekly Rate Coach Emails

Audience: All Eligible Missouri TOU residential customers with emails

Send Date: About a week after signing up for TOU



## **Billing Communication**

Audience: Mo Residential with paper billing

Send Date: November 2023

#### November Bill Insert

### >> evergy

Your new time-based rate plan is now starting.

### We're here to help!

Learn more about your rate plan at evergy.com/TimePlans

Note: Recently, the Missouri Public Service Commission (MPSC), which regulates Evergy, has updated which of the four rate plan options will be the default rate plan. If you did not select a time-based plan, your plan will be the Default Time Based Plan (formerly called Peak Reward Saver). You can change your rate plan at any time.



Default Time Based Plan Default residential rate plan, with the lowest difference in price between peak and off-peak times.



Peak Time Based Plan Only has peak pricing during the summer months

Summer



Weekends Saver Three Time Periods, Overnight and Weekend Discount



in Price

#### Bill Message

Your time-based rate plan is now starting. To save money on your new plan, shift when you use some of your major appliances, like the dishwasher, to off-peak times. Learn more at evergy.com/NewPlans.

#### Be mindful of peak and off-peak hours

You don't need to avoid using energy altogether during peak hours but try to shift when you use large appliances to off-peak times.



#### Optimize when you use your large appliances

Reduce large appliance use during peak hours of 4-8 pm.



Use your dishwasher delay button



Adjust your thermostat to avoid peak hours



Shift when you use your clothes dryer



Set your EV or other appliances to charge overnight

## Here to help you with time-based rate plans.

Evergy has personalized tools to help you find ways to shift some of your energy usage, manage costs, or choose another rate plan option that best fits your household.

Our Average Payment Plan program (sometimes called budget billing) averages your bills each month to help keep payments level and consistent throughout the year. → With our weekly Rate Coach Emails, you'll get an email every week that breaks down your weekly energy usage by each hour of the day. Not receiving these emails? Sign up online or give us a call.

→ Use our online Rate Compare Tool to see which time-based rate plan is best for you. Check back to see if a different rate may be best for you as your energy usage changes.



## Welcome To Your New Rate Email

Audience: Mo Residential Send Date: November 2023



#### Making the Most of Your Plan

The Default Time Based Plan has very small differences in price between peak and off-peak hours, so you don't have to worry much about when you use energy during the day.

This is a tiered plan, meaning that prices go up or down by tiers as you use more energy throughout the month, depending on the season.

Default Time Based Plan



\$0.11829

\$0.11829

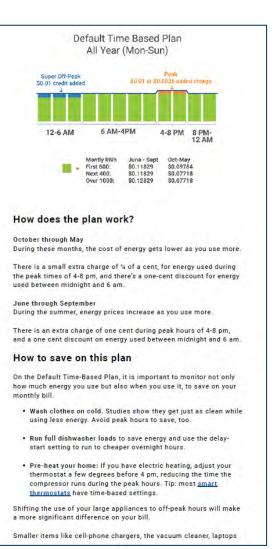
\$0.12829

\$0.09784

\$0.07718

\$0.07718

First 600:





to 6 am.

#### June through September

During the summer months, the cost for energy is highest during peak hours of 4-8 pm on weekdays. At all other times the cost for eneray is lower.

#### How to save on this plan

With time-based rates, it is important to monitor not only how much energy you use but also when you use it, to save on your monthly bill

- . Schedule your laundry to run overnight by using a delay timer.
- . Use the delay-start setting on your dishwasher so it runs after midnight.
- · Pre-heat your home before 6 am. If you have electric heating, set your thermostat to warm your home a few degrees higher before 6 am, then set it back to normal. Tip: most smart thermostats have time-based settings.

Smaller items like cell-phone chargers don't draw enough energy to make a huge difference, so it's up to you whether to delay charging to after midnight.

How does your home use energy?

It's helpful to know which items in your home use a lot of energy, and which use much less.

We have a tool to help. Our quick quiz asks you about your home, then estimates what you are spending on appliances, heating/cooling, lights and more.

Take the Analyze My Usage quiz today.

Take the Quiz



## Welcome To Your New Rate Email

#### >> evergy



#### Making the Most of Your Plan

With time-based plans, WHEN you use energy matters.

On the Nights and Weekends Plan, thinking about the timing of your energy use, and shifting some usage to off-peak evening and weekend hours can really pay off. That's because off-peak power costs about 60% less.



#### How does the plan work?

From Monday through Friday, the days are divided into three time periods: Peak, Off-Peak and Super Off-Peak.

The Peak prices are higher because energy costs the most to produce on weekdays between 4-8 pm. Weekends and Holidays There are no peak hours at all on the weekends or on holidays. How to save on this plan With time-based rates, it is important to monitor not only how much energy you use but also when you use it, to save on your monthly bill. . Try doing your laundry in the mornings or on weekends. . Start your dishwasher at bedtime instead of right after dinner or use your delay-start setting. · Pre-heat your home: Adjust your thermostat a few degrees before 4 pm, reducing the time the compressor runs during the peak hours. Tip: most smart thermostats have time-based settings. Shifting the use of your large appliances to off-peak hours will make a more significant difference on your bill. Smaller items like cell-phone chargers, the vacuum cleaner, laptops and lamps don't draw enough energy to make a huge difference, so it's up to you whether to avoid peak hours with those types of items. How does your home use energy? It's helpful to know which items in your home use a lot of energy, and which use much less. The impact of spreading your usage throughout the day will be greater if you shift the use of large appliances. We have a tool to help. Our quick quiz asks you about your home. then estimates what you are spending on appliances, heating/cooling, lights and more Take the Analyze My Usage quiz today.



Audience: Mo Residential Send Date: November 2023

From Monday through Friday, the days are divided into three time periods: Peak, Off-Peak and Super Off-Peak. The peak prices are higher because energy costs the most to produce on weekdays between 4-8 pm.

#### Weekends and Holidays

There are no peak hours at all on the weekends or on holidays, and rates during the Super Off-Peak hours of midnight to 6 am are the

#### How to save on this plan

With time-based rates, it is important to monitor not only how much energy you use but also when you use it, to save on your monthly bill.

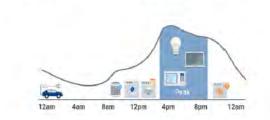
- . Try doing your laundry in the mornings or on weekends.
- . Start your dishwasher at bedtime instead of right after dinner or use your delay-start setting.
- . Pre-heat your home: Adjust your thermostat a few degrees before 4 pm, reducing the time the compressor runs during the peak hours. Tip: most smart thermostats have time-based
- . Charge electric vehicles after midnight. Program EV vehicles to start charging at midnight to enjoy the lowest rates.

Shifting the use of your large appliances to off-peak hours will make a more significant difference on your bill.

Smaller items like cell-phone chargers, the vacuum cleaner, laptops and lamps don't draw enough energy to make a huge difference, so it's up to you whether to avoid peak hours with those types of items.

#### How does your home use energy?

It's helpful to know which items in your home use a lot of energy, and which use much less. The impact of spreading your usage throughout the day will be greater if you shift the use of large appliances.





## **Billing Communication**

Audience: Mo Residential with paper billing

Send Date: December 2023

#### December Bill Insert







## Savings Tip Digital Ad Videos

Audience: Mo Residential customers Uses: Used as targeted digital ads Start Date: November 2023

60sec – 4 Savings Tips Video



#### Dishwasher Tip Video



#### EV/Large Appliances Tip Video



#### **HVAC Tip Video**



#### Washer/Dryer Tip Video



## Customer Survey Results

Internal Monthly Survey and Third Party Survey





# Time-Based Rate Campaign Tracker

Missouri residential customer survey (23-0013)

November 2023





## Methodology

## Evergy's Missouri Residential Customers

- Random sample of Missouri residential customers with email on file
- Evergy emails survey to 30,000 customers each month
- Same questionnaire sent each month with 40 questions

Month	Completes
June	557
July	831
August	702
September	816
October	787
November	670

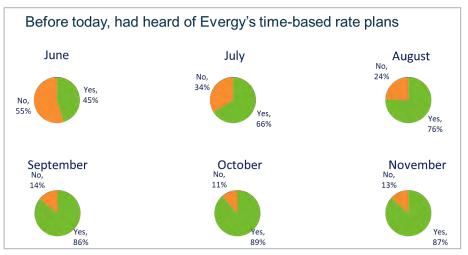


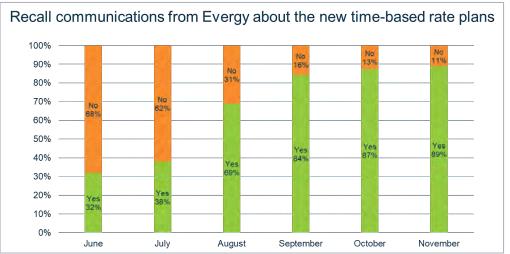
## Evergy Mandated Time-Based Rate Campaign

### Executive Summary

Evergy's Time-Based Rate Campaign has proven to be successful in creating awareness among Missouri residential customers.

- In November, 87% of Missouri residential customers had heard about Evergy's time-based rates. That is a 93% increase from the baseline measurement in June.
- The number of Missouri residential customers who recall Evergy communications about the new time-based rates has more than doubled in the past few months (increased from 32% to 89%)
- When first asked about their knowledge of time-based rates, Evergy customers rate their knowledge a 4.1 on a 7-point scale. But when asked what they believe to be true about time-based plans, most correctly identify the key aspects of time-based plans. This may show that customers know more about the plans than then think they do.





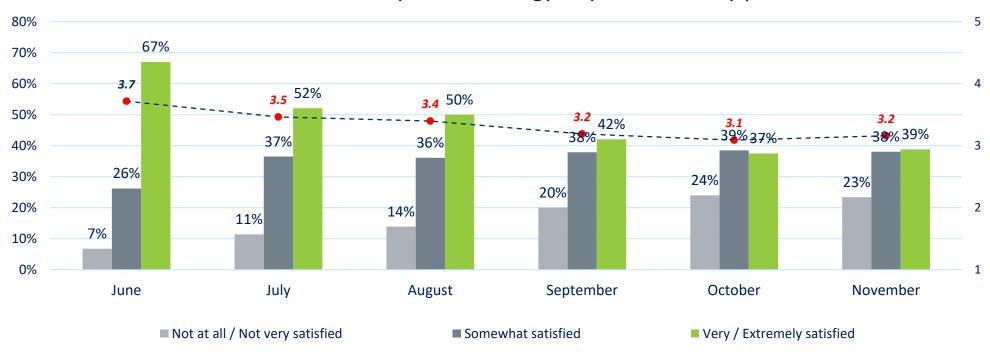




## Customer Satisfaction with Evergy

## Satisfaction appears to be slowly starting to level off

#### Overall, how satisfied are you with Evergy as your electricity provider?



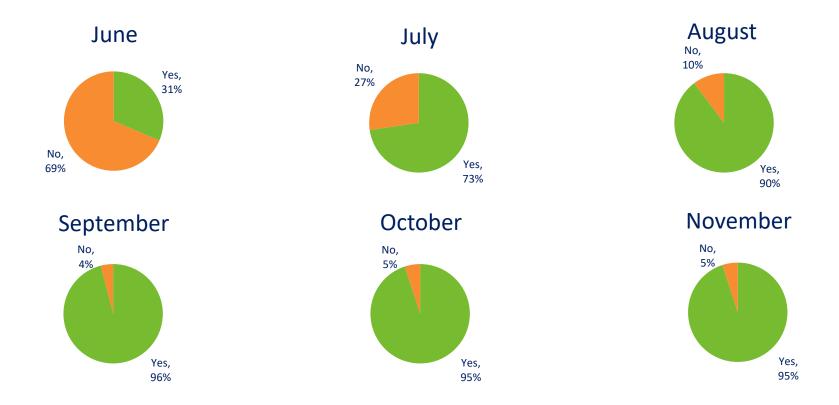




## Seen or Heard of New Rate Options

## Almost all customers had seen or heard about Evergy's new rate options

Seen or heard anything recently about Evergy offering new rate plan options to customers?



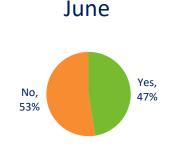


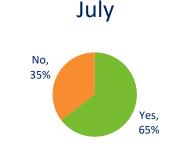


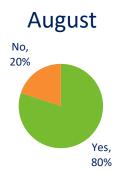
## Awareness of Evergy Currently Offering Choices

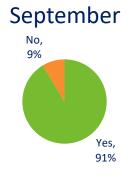
## Almost every customer is aware that Evergy offers choices in rate plans

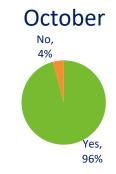
Aware that Evergy currently offers you choices of different types of rate plans?

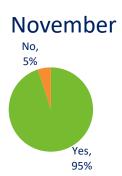












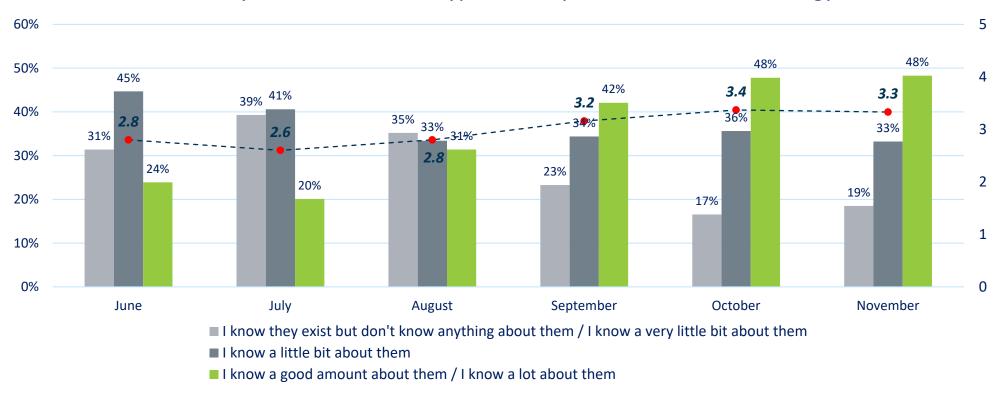




## Familiarity with Evergy Rate Plans

## Familiarity with Evergy's rate plan offerings is starting to level off

#### Familiarity with the different type of rate plans available from Evergy



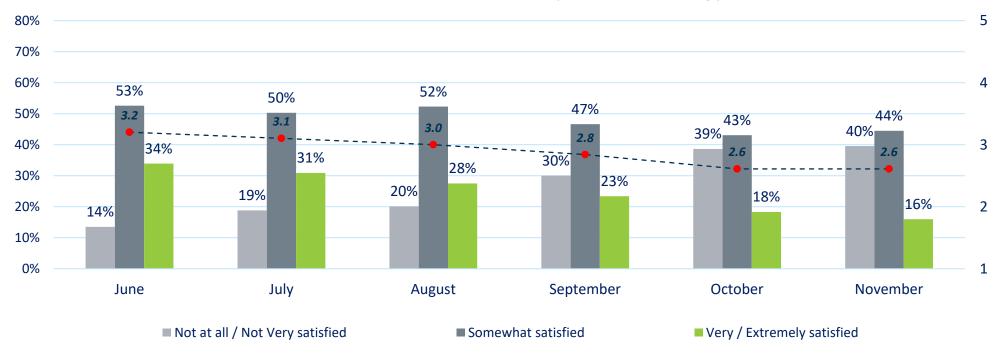




## Customer Satisfaction with Current Rate Plan

Satisfaction with current rate plan appears to have leveled off at this point

#### Satisfaction with current rate plan from Evergy







## Heard of Evergy's Time-Based Rate Plans

## Almost nine out of ten customers heard about Evergy's time-based rate plans

Before today, had heard of Evergy's time-based rate plans costs of electricity will vary based on the time of day that you use it.



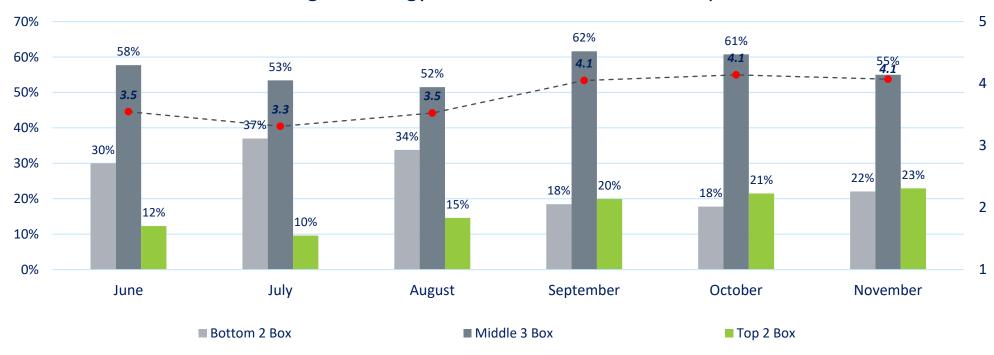




## Knowledge of Evergy's Different Time-Based Rate Plans

Evergy customers rate their knowledge a 4.1 on a 7-point scale. These results are in line with our past research where we ask similar questions about their knowledge of their current rate plans.

#### Knowledge of Evergy's different time-based rate plans



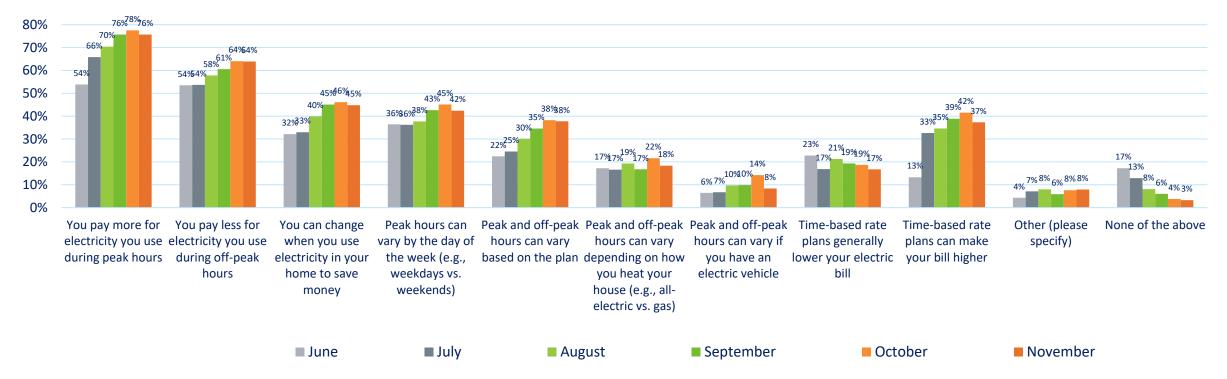




## Statements Believed To Be True About Time-Based Rates

Most customers correctly identify the key aspects of time-based plans. This may show that customers know more about the plans than then think they do.

#### Believed to be true about time-based rates



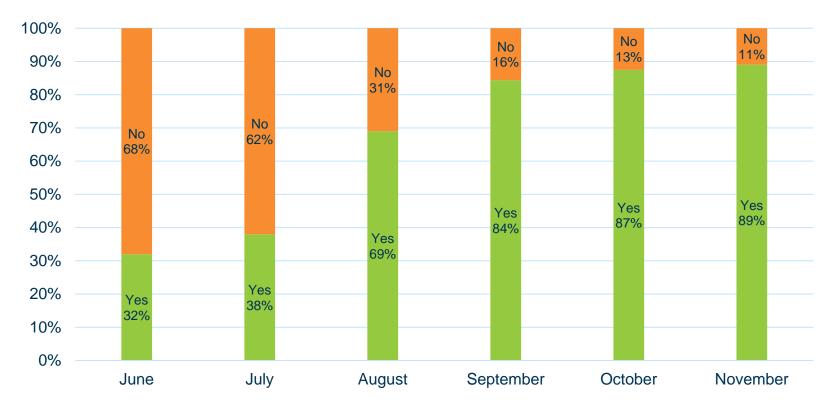




## Recall Communications About Time-Based Rate Plans

Almost nine out of ten customers recall communications about Evergy's timebased rate plans

Recall communications from Evergy about the new time-based rate plans



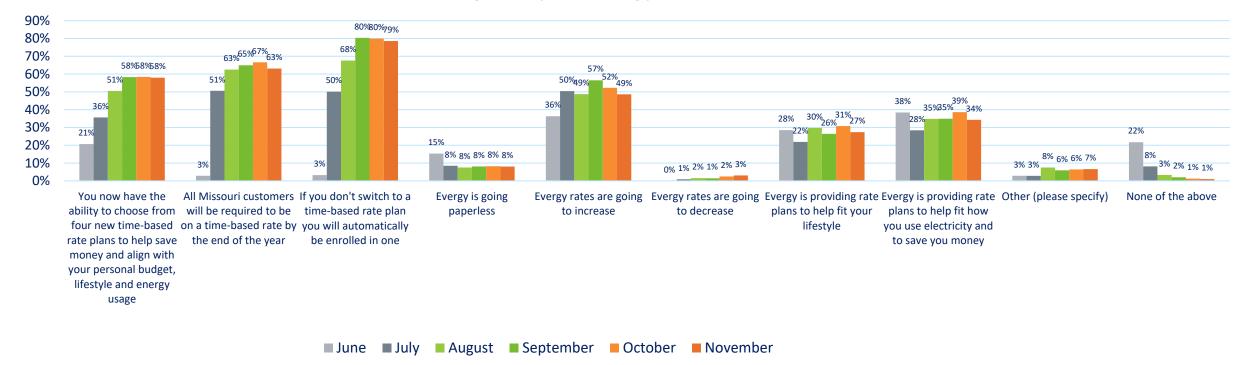




## Changes To Your Electric Service

## Awareness of time-based rate changes has leveled off at this point

#### Changes to your Evergy electric service



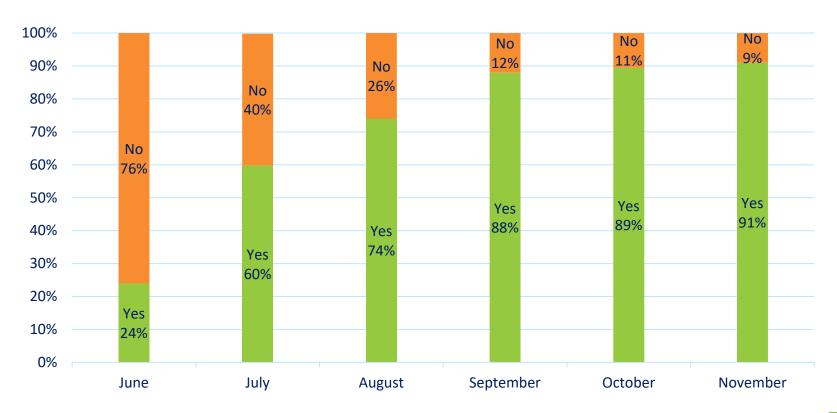




## Cost of Electricity Will Vary Based On Time Of Day Awareness

The number of customers who are aware that cost of electricity will vary based on time of day by end of 2023 has more than tripled since June

Aware cost of electricity will vary based on the time of day by the end of 2023



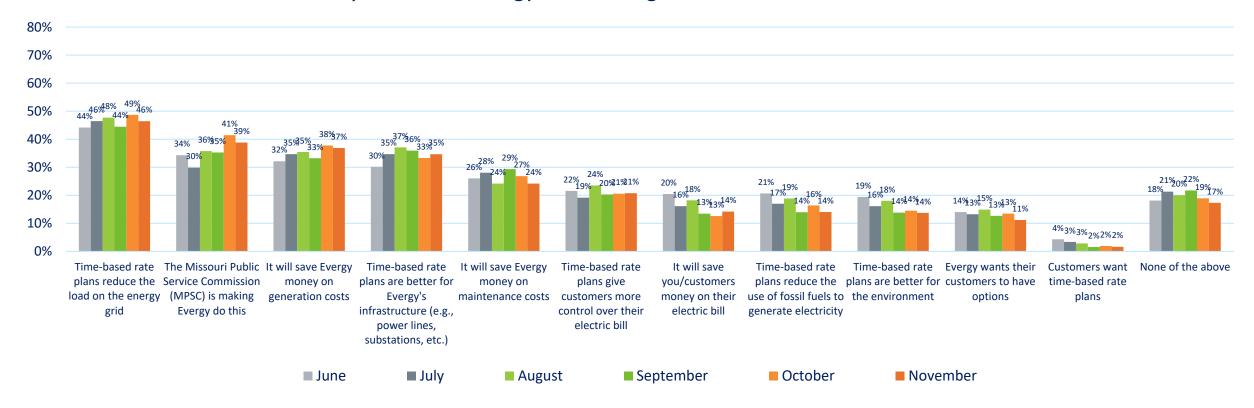




## Reasons for Switching to Time-Based Rates

## Customers perception is that time-based rates benefit Evergy more than the customers

Reasons you believe Evergy is switching customers to a time-based rates



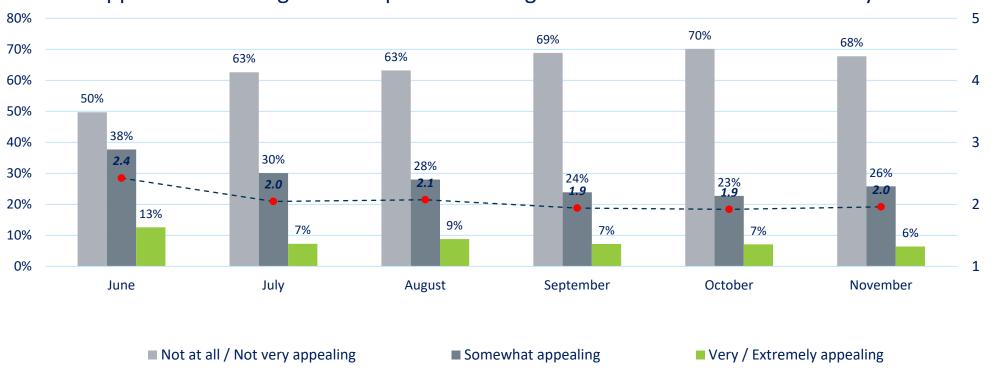




## Appeal of Switching to Time-Based Rate

Two-thirds (68%) of customers indicated switching to time-based rates is Not very appealing or Not at all appealing

#### Appeal of switching to a rate plan that charge different amounts for electricity

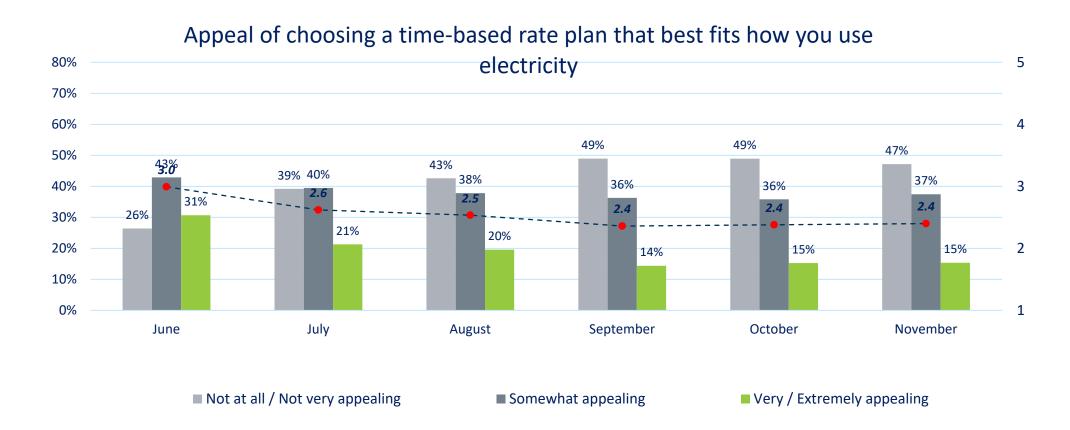






## Appeal of Choosing a Time-Based Rate Plan

The number of customers who find the idea of choosing a time-based rate plan to be appealing remains very low at this point



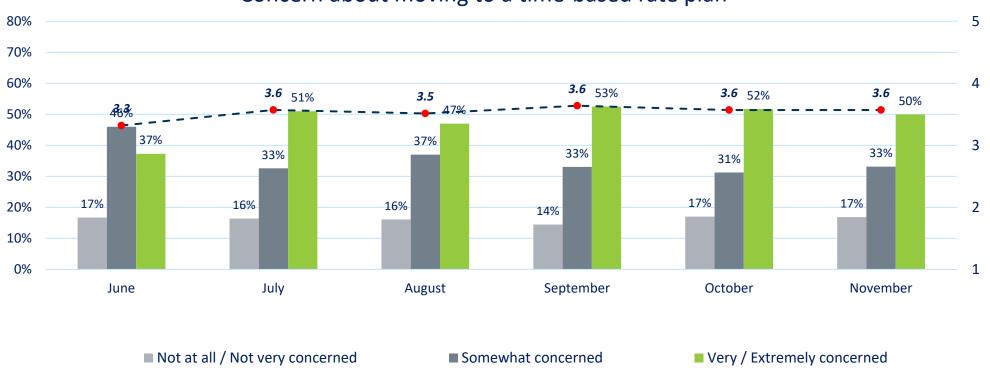




## Concern About Switching to Time-Based Rate Plan

The number of customers who are <u>Very concerned</u> or <u>Extremely concerned</u> about switching to time-based rates has remained fairly flat



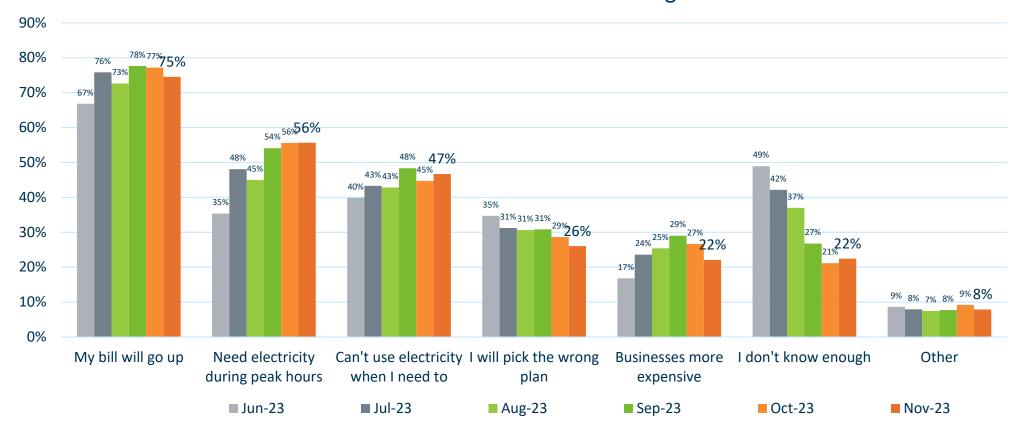






## What Concerns about Switching to Time-based Rate Plan

#### What Concerns about Switching



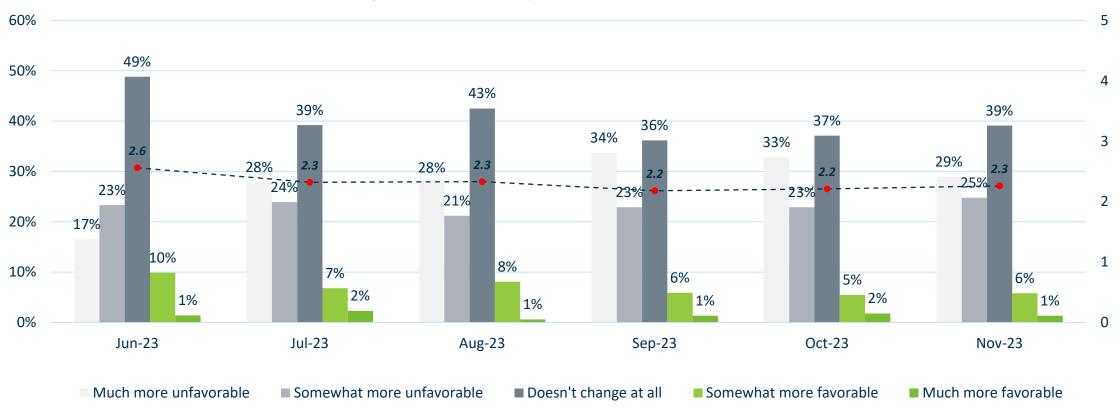




## Change in Evergy Favorability due to Time-based Rates

## More than half (54%) of Evergy customers have a more unfavorable opinion of Evergy because of the mandated TOU rates

#### Change in Favorability due to Time-based Rates





# Third Party Quarterly Survey





# TOU Awareness & Understanding Research Top Line Report- Wave 2

Insights by TrueNorth
October 2023





# Objectives and Methodology

TOU Customer Education Campaign; Awareness and Understanding; Wave 2.

#### **Measure the Impact of how the Time of Use Campaign is Performing on Educating Customers**

- To measure awareness of the transition to a Time of Use rate plan.
- Determine understanding of and familiarity with Evergy's Specific TOU rate plans and the appeal of multiple rate plans to fit customers' lifestyles.
- Measure overall satisfaction with Evergy as a provider and with customers' current rate plan.
- Monitor customer's opinions and perceptions of Time Of Use rate plans and reactions to Evergy making this change.

#### **Research Methodology**

- A 15-minute online survey was conducted in September 2023 among n=604 respondents. This was the second wave, with wave one conducted in May 2023 among n=600 respondents.
- This was a blind study among Evergy customers
- Respondents were screened based on the following criteria
- 18+ years old
- Evergy is the current electricity supplier
- Sole or joint decision maker for household energy decisions
- If renter, electric bill must not be included in rent



# **Executive Summary**

#### The Time Of Use awareness campaign was successful

 The TOU plan increased in awareness from 36% to 71% among non-TOU plan users. This is strong awareness, given that customers heard about this primarily through mail, email, and inserts.

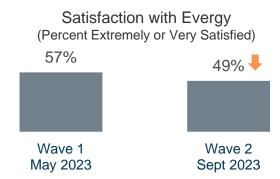




- Similarly, the awareness that different rate plans exist increased from 45% to 81%.
- However, of those aware, the level of understanding increased only slightly. Those who said they know "a lot" or a "good amount" only increased by 4 points (not statistically significant). But when asked what they believe to be true of time-based plan, many show understanding of time-based plans.
- The knowledge of tools on the Evergy Website increased significantly (from 25% to 57%)

#### Satisfaction with Evergy dropped as awareness increased

 Satisfaction dropped from May to September 2023 after communications of the rate plans.



#### Interest in the Time of Use plans are limited

- Only 13% say they are positive about the idea of switching to a TOU plan. Most do not believe they will save money by switching.
- Similarly, only 16% say they will save money on this plan. About half (46%) believe their rates will increase.

16%

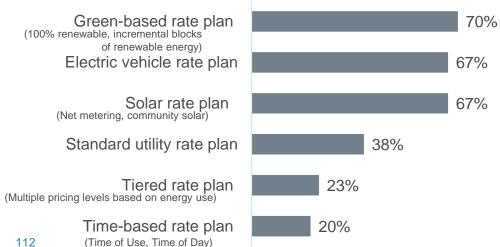


# **Executive Summary**

#### The Time Of Use Plan has the lowest satisfaction among its users.

- Not only are non-users not interested in using this plan, additionally, current users give this plan the lowest satisfaction scores.
- It is possible that the TOU plan's benefits are not as clear as that of the other plans. The names of the other plans also convey a benefit (e.g., good for the environment). Customers may be willing to pay more if the benefits are clear.

#### Satisfaction of Rate Plan (Percent Extremely or Very Satisfied)



#### There are opportunities to improve understanding of the Time Of Use Plan benefits.

- About two-thirds appear to understand the basic premise of the plan (significantly up from Wave 1), although only 18% say they understand it a lot or a great deal.
- However, about half (48%) understand that this will reduce the load on the grid (48%), save money on generation costs (36%), or be better for the environment (24%).
- Customers believe this will benefit Evergy or the government; few believe it will benefit the customers (11%).



# Awareness and Satisfaction of Plans

- Satisfaction with Evergy
- Awareness of plans
- Selection of Plans
- Satisfaction of Plans
- Awareness of Online Tools
- Evergy Brand Evaluation

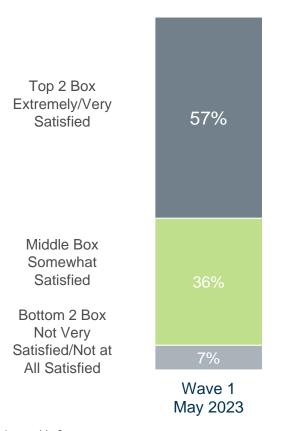


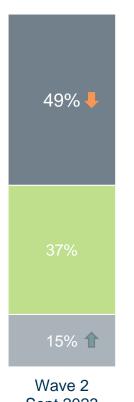


# Overall Satisfaction with Evergy

Around half (49%) of customers are satisfied with Evergy. This is significantly lower than Wave 1.

#### Overall Satisfaction with Evergy as an Electric Provider





Customers ages 35-44 are less satisfied overall. (Extremely/very satisfied 42%)

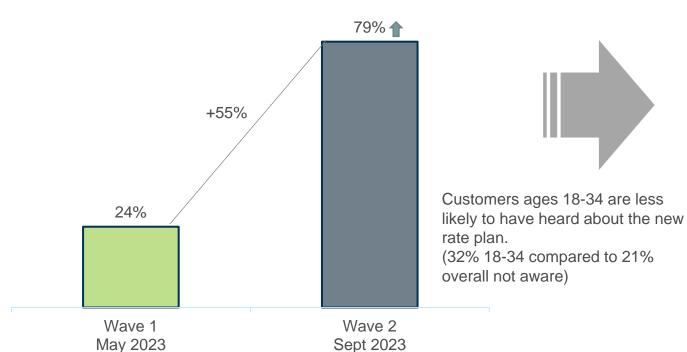




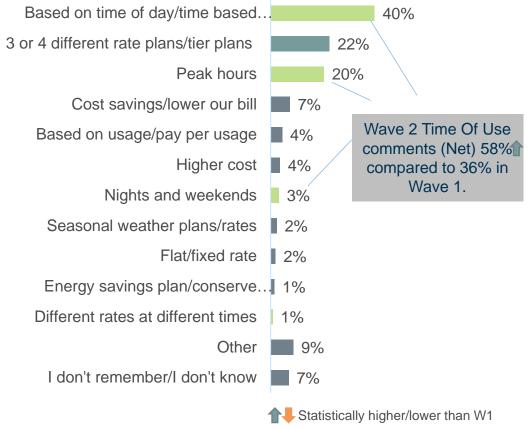
#### Awareness of New Rate Plans

Almost 8 in 10 (79%) customers have now seen or heard about the new rate plan options, up significantly from wave 1 (24%). Over half of those aware (58%) understand usage rates are based on time-of-day usage (time of day, peak, weekends, nights). This is also significantly more that understood this concept in Wave 1 (36%)

#### Have Heard About the Rate Plan



#### **Customers Understanding of the Rate Plan**



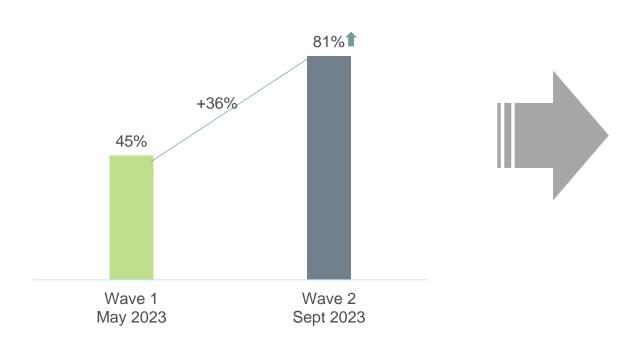




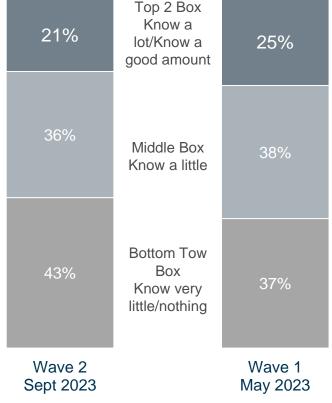
# Aided Awareness of Rate Plans Options

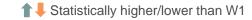
There has been a significant increase (+36%) of those aware of different types of rate plans. We see an upward shift in familiarity with those plans since W1.

#### **Aware of Choices of Different Types of Rate Plans**



#### **Familiarity with Rate Plans**







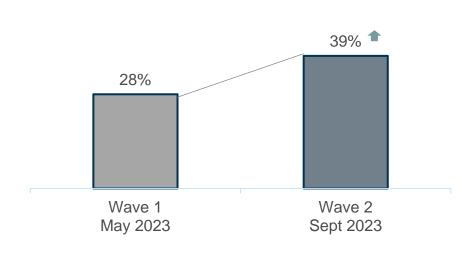


## Selection of Rate Plans

Significantly more people are actively choosing their rate plan now than in W1. Customers were more likely to select the Time Of Use rate plan in W2 and less likely to select the standard utility rate plan.

# **Actively Selected Rate Plan**

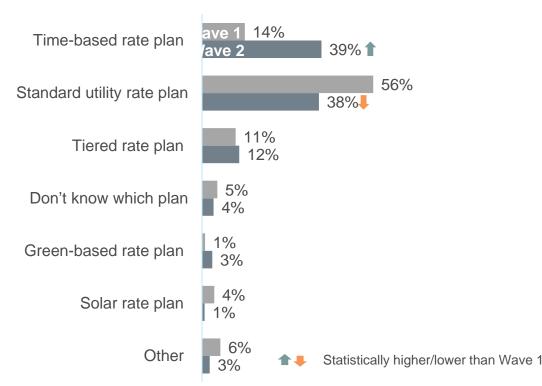
(% selected rate plan)





#### **Electric Plans**

(% who chose electric plans)







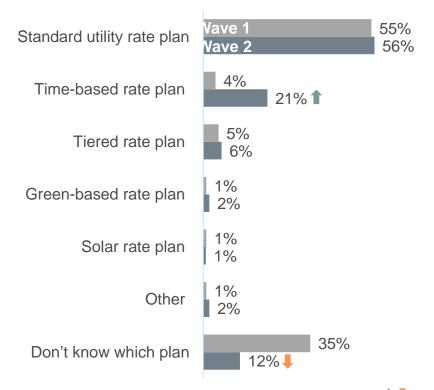
# Current Electric Plan (Non-Selectors)

In Wave 2, customers who did not select their plan are likelier to tell us they are on the Time Of Use rate plan.

#### In Wave 2, customers who did not choose their plan are likelier to tell us they are on the Time Of Use rate plan.

- The proportion of these customers who did not know their plan dropped significantly from Wave 1.
- Only 12% indicated they did not know which plan they were on in Wave 2 compared to 35% in Wave 1.

#### **Current Electric Plan**



↑ Statistically higher/lower than W1



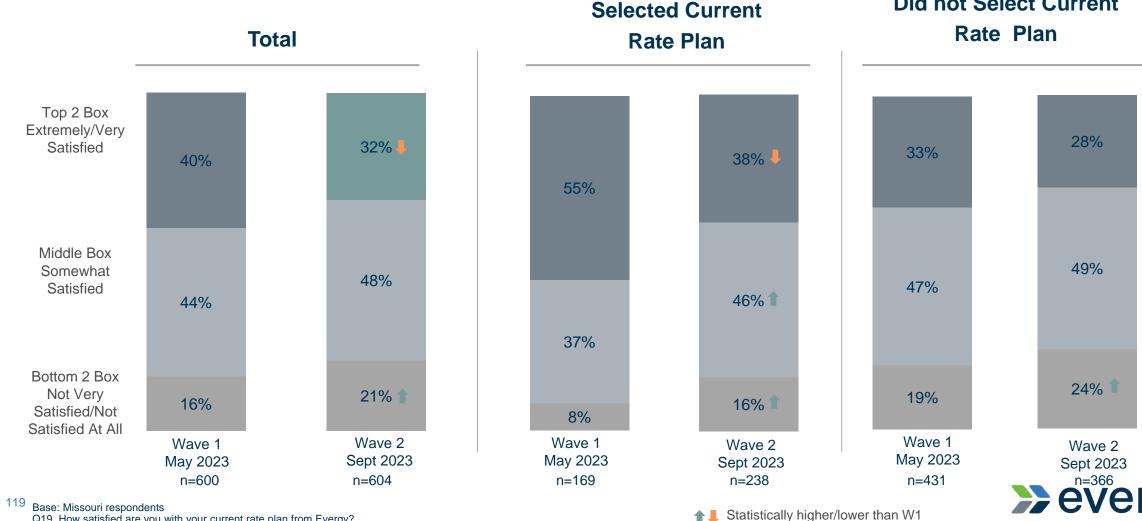


#### Satisfaction with Current Rate Plan Selection

Customers overall are expressing lower levels of satisfaction with their current rate plan. Those who did not choose their rate plan indicated the highest levels of dissatisfaction.

**Did not Select Current** 

Internal Use Only

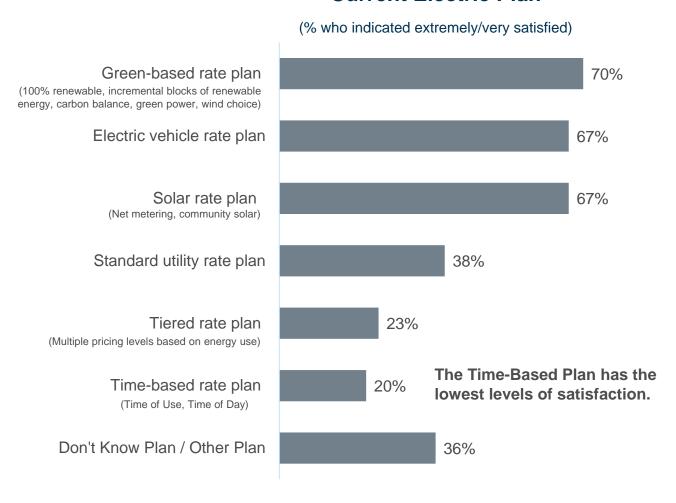




# Overall Satisfaction with Evergy Rate Plans

Those using the green-based, electric vehicle, or solar rate plan tend to be highly satisfied; however, this represents a smaller group. The Time Of Use and tiered rate plans have the lowest levels of satisfaction.

#### **Current Electric Plan**





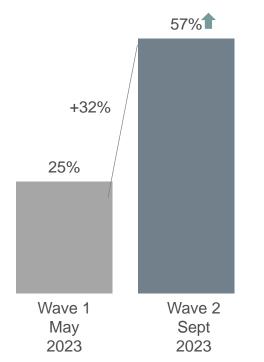


# Awareness and Usage of Evergy Tools

Many know that Evergy provides tools on their website to understand electricity usage. This has shown a significant increase since Wave 1. A little over half of those aware that Evergy provides tools use them.

#### **Knowledge of Tools on Evergy Website**

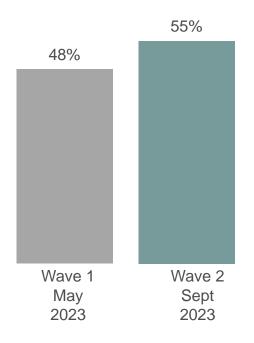
(% overall respondents)





#### **Usage of Tools**

(% those aware of tools)





Internal Use Only



# Evergy Brand Evaluation

Evergy is more likely to be seen as proactive and transparent with customers in W2.

# Perceptions of Evergy have changed somewhat since the first wave

- On the positive side, Evergy is more likely to be seen as proactive and transparent.
- It received lower scores for affordability and reliability

#### **Statements to Describe Evergy**

(% overall respondents)

W1 Difference

Provides helpful resources and information	30%	3%
•		3/0
Proactive and transparent with customers	25%	5% 👚
Helps me manage my home energy use	22%	2%
Communications from Evergy fit with their image	20%	3%
Helps me manage my bill during changes in seasonal		2%
Powers my life with affordable and reliable power	19%	-4% 👢
Seeks customer or community input on important issues	18%	-1%
Provides more reliable service than other utility companies	15%	-4% 👢
Supports local businesses and my community	14%	-3%
Seen as a leader in its communities	14%	-3%
An important part of customers' lives, beyond providing	. 12%	-4% 👢
Is seen as an innovator in its communities	12%	0%
Has my best interests at heart	11%	0%
Adds value beyond just providing energy	9%	-1%
Cares that my home is where I can be myself	7%	-2%
None of the above	32%	2%





# Time Of Use Rate Plans

- Awareness
- Understanding of the plan
- Recalled messages
- Plan Beliefs
- Interest in the Time Of Use Plans

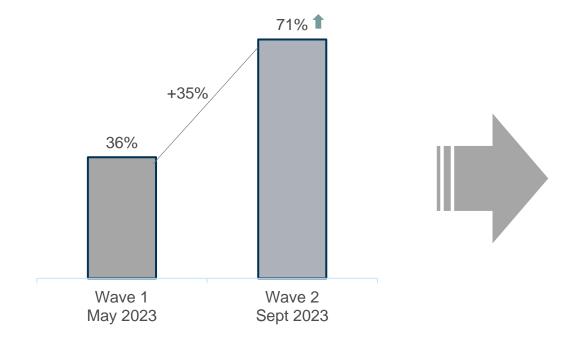




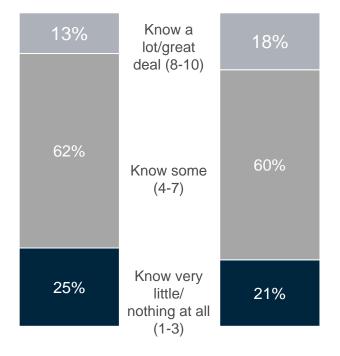
# Evergy Time Of Use Rate Plans

Non-users awareness of the Time of Use plans has almost doubled since W1. Of those aware, knowledge has increased since W1.

#### **Aware of Time-Based Plans**



#### **Knowledge of Time-Based Rate Plans**







# Evergy Time-Based Rate Plans

Understanding of the Time-Based Rate Plan.

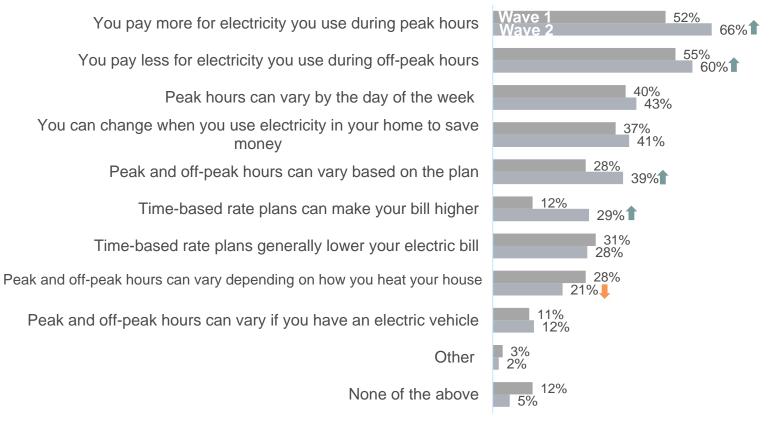
#### Many understand the Time-Based Rate Plan

 However, there is room for improvement as roughly two-thirds understand that you pay more during peak hours.

#### Most do not believe that the Time-Based Rate Plan will lower their electric bill.

 Just over a quarter (28%) believe it will lower their electric bill.

#### What Customers Believe About the Rate Plans

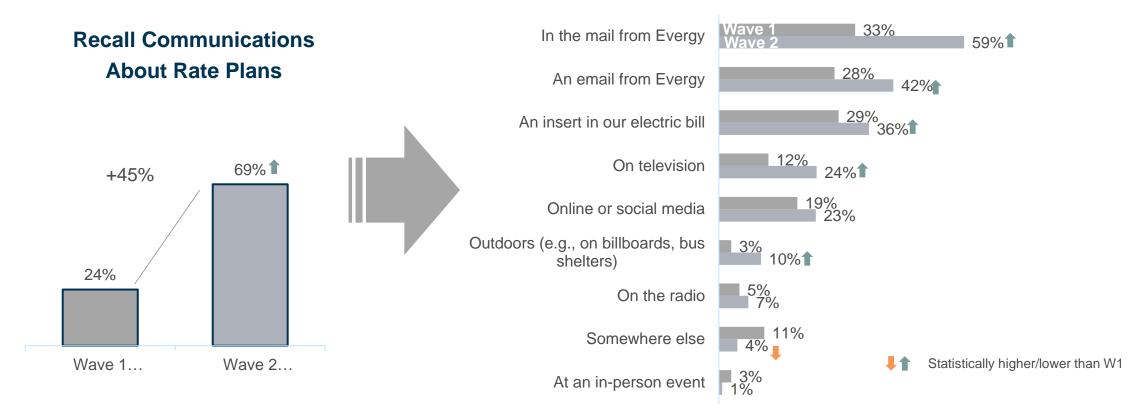




#### Communications

Around 7 in 10 customers (69%) have heard communications about the rate plans, which is almost 3x the number of recalls since Wave 1. Most communications remembered came in the mail, followed by email and electric bill.

# Where Customers Have Heard Communications



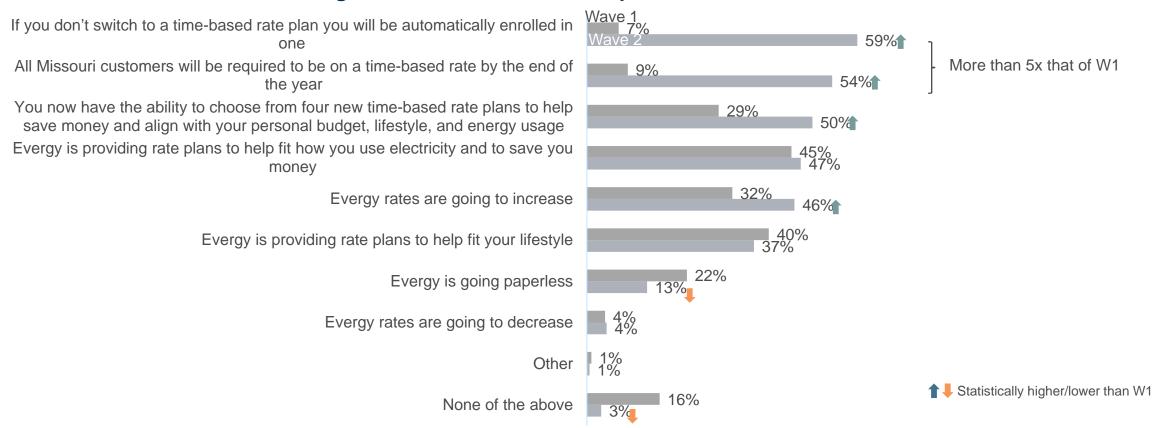




# Retained Messages

More than half of customers have heard that they must be on a time-based rate plan and that it is required by the end of the year. This is vastly different than W1, suggesting customers are beginning to understand the transition.

#### **Changes to Electric Services Respondents Have Heard About**

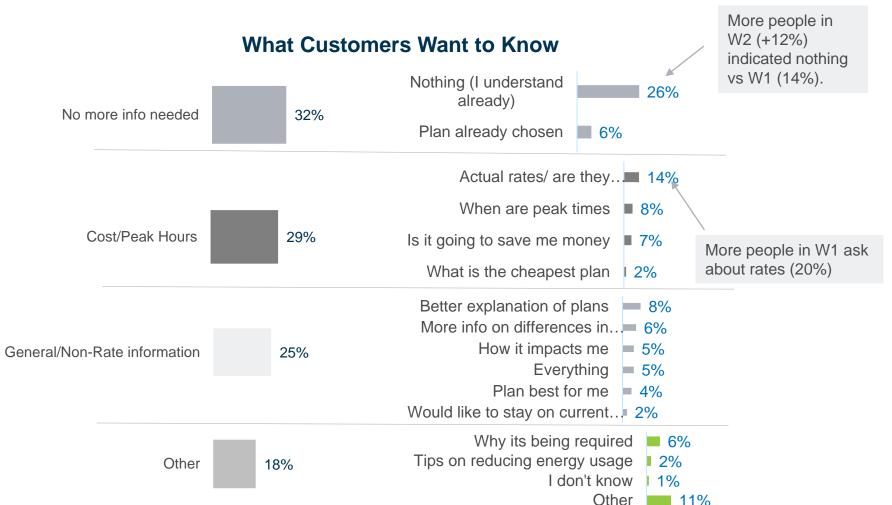






## Future Communication Preference

Around one-third (32%) either have the needed information or have already chosen a plan. Around 30% each would like to understand more about the cost implications or a better explanation of the plans.



## **Customer Verbatims** "Already switched based on suggestions from Evergy" "Nothing, I read the email and made my choice right awav." "Details on costs and plans" "Everythina" "Will it lower my bill?" "Why are we being forced to change something that works fine?" "What my projected monthly bill will be and how will the rates be different"





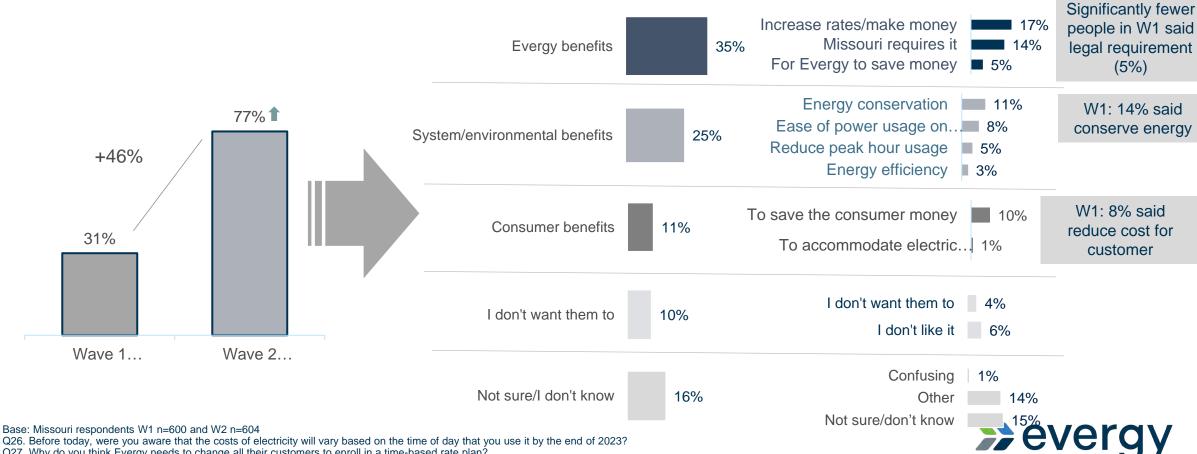
# Awareness and Current Understanding

Almost 80% are aware of the time-of-day rate plans. A little more than one-third see it as a benefit to Evergy. Few believe it is a benefit for the customer.

#### **Awareness of Time-of-Day Rate Plan**

#### Why Evergy Needs Customers on a Time-Based Plan

Internal Use Only

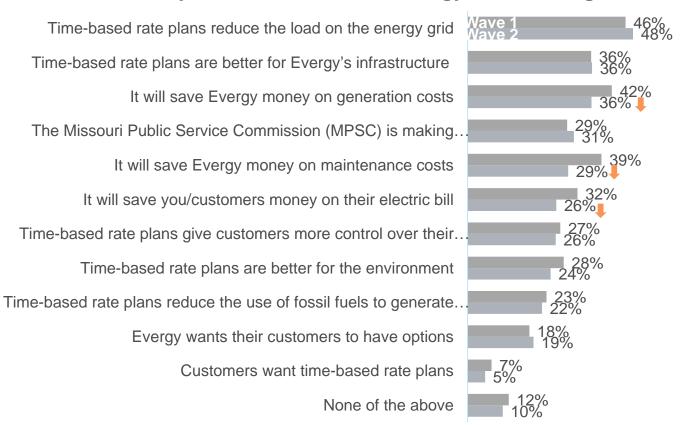




# Perceptions of Why Evergy is Switching to Time-Based Rate Plans

The perception that switching will save money, for either Evergy or the consumer, has gone down significantly.

#### Why Customers Believe Evergy is Switching



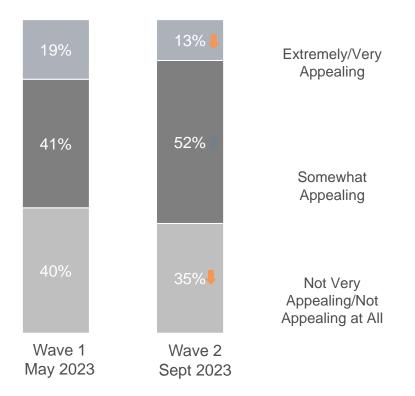




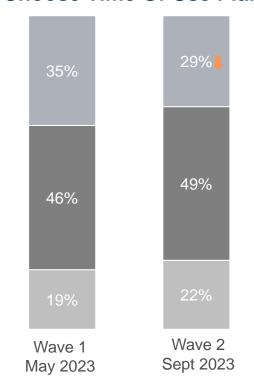
# Appeal of Time Of Use Rate Plan

A little over 1/3<sup>rd</sup> of customers indicated that the overall appeal of the time-of-use-based plan was not appealing. However, around 30% do find the ability to choose their plan appealing. The Time Of Use rate plan is less appealing than it was in W1, and the ability to choose among options does not mitigate this.

#### **Overall Appeal of Time Of Use Rate Plan**



#### **Appeal of Being Able to** Choose Time Of Use Plan



↑ Statistically higher/lower than W1

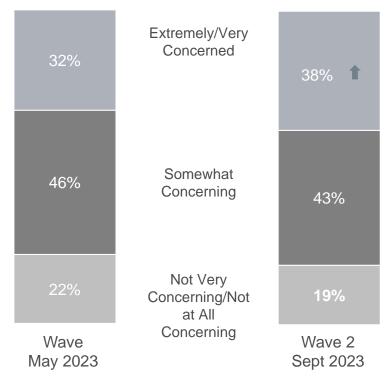




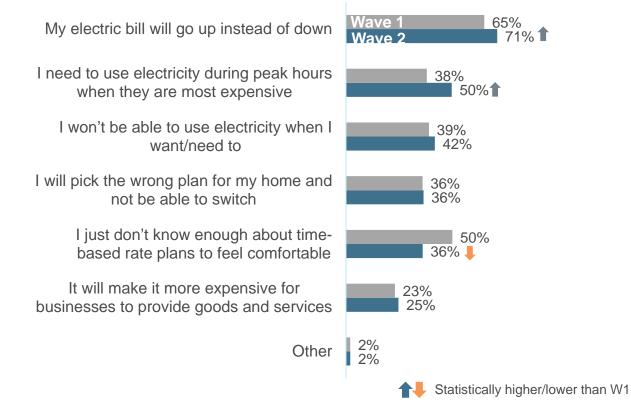
# Concern Regarding the Time Of Use Rate Plan

The gap has increased since Wave 1, and twice as many customers find the Time Of Use rate plan concerning compared to those who do not. The top concern is that their electric bills will go up.

#### **Level of Concern About** Moving to New Rate Plan



#### **Concerns Customers Have About Switching Rate Plan**





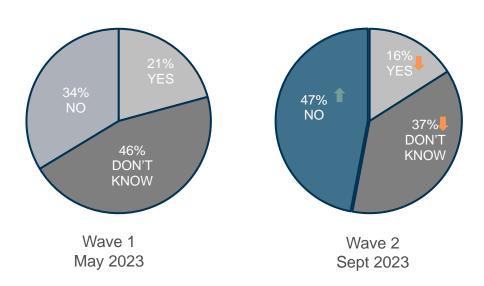


# Money Savings

Fewer customers now believe they would save money on the new rate plan when compared to earlier this year. Furthermore, the amount of savings they believe it might save is less than in Wave 1.

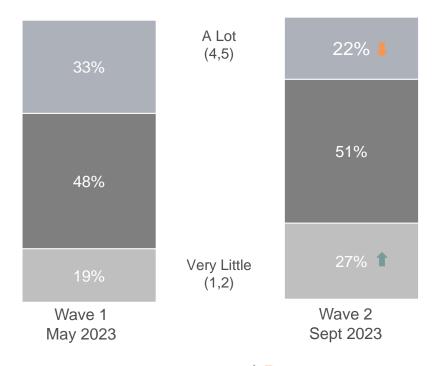
#### **Perception of Saving Money** on a Time-of-Use Rate Plan

(% all respondents)



#### **Amount Saved**

(% of those who believe it will save money)



↑■ Statistically higher/lower than W1





# How Switching to a Rate Plan Effects Opinions of Evergy

More say these new plans will decrease their opinion of Evergy than increase it.

#### **Overall Opinion of Evergy If Switched Plans**

(% overall respondents)





# Appendix





# Demographics

	Wave 1	Wave 2		
Home Ownership				
Rent	41%	36%		
Own	59%	64%		
Education				
Some high school	2%	2%		
High school graduate	23%	20%		
Some college	27%	28%		
Trade or vocational training	8%	6%		
College graduate	26%	30%		
Postgraduate study or degree	14%	14%		
Age				
18-34	23%	22%		
35-44	23%	23%		
45-54	13%	18%		
55-64	17%	18%		
65+	25%	20%		
Gender				
Male	33%	31%		
Female	67%	69%		

	Wave 1	Wave 2	
Profession			
Healthcare/Pharmaceuticals	13%	14%	
Education	10%	10%	
Retail	11%	8%	
Food/Beverages	9%	6%	
Financial Services/Insurance	6%	4%	
Government/Politics	5%	4%	
Real Estate/Construction	5%	4%	
Transportation/Shipping	7%	4%	
Automotive	5%	3%	
Restaurants	3%	3%	
Telecommunications	1%	2%	
Beauty/Cosmetics	2%	1%	
Entertainment	3%	1%	
Marketing/Market Research	2%	1%	
Travel/Tourism	1%	1%	
Media	2%	1%	
Energy, Oil or Gas Services	1%	1%	
None of these	42%	47%	
Income			
Under \$50k	41%	45%	
\$50k-74K	23%	20%	
\$75k+	31%	33%	

# Customer Data



# Usage Data Request

- Usage by Rate ID by month will be attached as Exhibit B and is marked as highly confidential.
- CONF\_Exhibit B\_Usage by Rate ID Monthly Residential November.xls

# Rate Switching

Number of rate changes by Customer from original selection or defaulted rate	Number of Customers who have made changes		
Data as of 12/4/23	Missouri West	Missouri Metro	
1 rate change	5,665	4,374	
2 rate changes	381	294	
3 rate changes	39	31	
4 rate changes	8	3	
5 rate changes	1	1	
10 rate changes		1	





# Average Payment Plan Data

#### Customer Accounts and status of APP enrollment

Active Customers on APP and on TOU rate as of 12/4/2023	Counts	Notes
Customer previously on APP and currently on APP	99,818	Count of accounts that were previously and currently on APP.
Customer previously on APP and NOT currently on APP		Approx 3500 of these customers elected to change rates prior to system updates that automatically re-enrolled them in APP. Self-serve customers were alerted to this process and asked to call the contact center to re-enroll. The system updates were effective 8/23/23.
Customer previously on APP, changed rates without		Customers that have been manually re-enrolled due to exception or who have
APP, but now currently on APP	5,192	called to re-enroll.
Customer previously on APP, changed rates with APP, but now currently not on APP		Customers have elected to un-enroll or have other circumstances where the account is no longer on APP.
Total	110,532	





# Average Payment Plan Data

#### Customer Mix of APP enrollments on TOU and Non-TOU rates

Division	Residential Customer On Avg Pay Plan (APP)	# of Accounts	% of APP	# of TOU Rate Customers	% of TOU Customers on APP
MO West	No	228,191	78.7%	226,427	78.6%
MO West	Yes	61,744	21.3%	61,703	21.4%
Total		289,935		288,130	
MO Metro	No	210,358	80.0%	209,118	80.0%
MO Metro	Yes	52,441	20.0%	52,402	20.0%
Total		262,799		261,520	

<sup>\*</sup> Data as of 12/4/2023