

**STATE OF INDIANA**

**INDIANA UTILITY REGULATORY COMMISSION**

<b>PETITION OF NORTHERN INDIANA PUBLIC</b>	<b>)</b>	
<b>SERVICE COMPANY FOR APPROVAL OF</b>	<b>)</b>	
<b>ELECTRIC ENERGY EFFICIENCY PROGRAMS</b>	<b>)</b>	
<b>TO BE EFFECTIVE FOR THE PERIOD</b>	<b>)</b>	
<b>JANUARY 1, 2016 THROUGH DECEMBER 31,</b>	<b>)</b>	
<b>2018, FOR AUTHORITY TO RECOVER</b>	<b>)</b>	
<b>ASSOCIATED START-UP, IMPLEMENTATION</b>	<b>)</b>	<b>CAUSE NO. 44634</b>
<b>AND ADMINISTRATIVE COSTS ALONG</b>	<b>)</b>	
<b>WITH COSTS ASSOCIATED WITH THE</b>	<b>)</b>	
<b>EVALUATION, MEASUREMENT AND</b>	<b>)</b>	
<b>VERIFICATION OF THOSE PROGRAMS</b>	<b>)</b>	
<b>("PROGRAM COSTS"), LOST REVENUES AND</b>	<b>)</b>	
<b>PERFORMANCE INCENTIVES ("ENERGY</b>	<b>)</b>	
<b>EFFICIENCY PROGRAM COSTS") THROUGH</b>	<b>)</b>	
<b>ITS DEMAND SIDE MANAGEMENT</b>	<b>)</b>	
<b>ADJUSTMENT MECHANISM IN</b>	<b>)</b>	
<b>ACCORDANCE WITH IND. CODE § 8-1-2-42(a),</b>	<b>)</b>	
<b>8-1-8.5-9 AND 8-1-8.5-10 AND PURSUANT TO</b>	<b>)</b>	
<b>170 IAC 4-8-5, 170 IAC 4-8-6 AND 170 IAC 4-8-7</b>	<b>)</b>	
<b>AND FOR AUTHORITY TO DEFER ENERGY</b>	<b>)</b>	
<b>EFFICIENCY PROGRAM COSTS.</b>	<b>)</b>	

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**COMPLIANCE FILING –QUARTERLY SCORECARD**

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In accordance with the Indiana Utility Regulatory Commission's June 29, 2016 Order in Cause No. 43618-DSM-10 (at 7), Petitioner Northern Indiana Public Service Company LLC ("NIPSCO"), by counsel, respectfully submits the Quarterly Performance Update as of September 30, 2018.

Respectfully submitted,



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### CERTIFICATE OF SERVICE

The undersigned hereby certifies that on November 27, 2018, the foregoing  
was served by email transmission upon the following:

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Claudia J. Earls



NIPSCO Electric Programs Energy Efficiency Scorecard  
Program Period January 2018 to December 2018  
As of September 30, 2018

	Gross MWh Savings at the Meter					MWh Savings at the Meter - EM&V ( c )			Gross MW Savings at the Meter			MW Savings at the Meter - EM&V ( c )		
	Current Month	Year To Date	Current Full Year Plan (b)	Actual % Achieved	NIPSCO Forecast (a)	Ex-Ante Savings 2017	Audited Savings 2017	Verified Savings 2017	Current Month	Year To Date	Current Full Year Plan (b)	Ex-Ante Savings 2017	Audited Savings 2017	Verified Savings 2017
<b>RESIDENTIAL PROGRAMS</b>														
Residential HVAC Rebates	98	969	1,657	58%	76%	1,848	1,848	1,848	0.0	0.5	0.9	0.6	0.5	0.5
Residential Lighting	1,137	15,053	26,172	58%	100%	20,717	20,723	17,829	0.2	2.1	6.6	2.8	2.8	2.4
Residential Home Energy Analysis	6	354	1,161	31%	42%	525	525	492	0.0	0.2	0.7	0.3	0.3	0.3
Residential Appliance Recycling	368	1,786	1,865	96%	125%	1,731	1,731	1,731	0.1	0.3	0.3	0.3	0.3	0.3
Residential School Education	108	2,085	2,946	71%	100%	2,613	2,613	1,702	0.0	0.3	0.4	0.4	0.4	0.2
Residential Multi Family Direct Install	-	-	921	0%	90%				-	-	0.2			
Residential Behavioral	3,301	23,629	24,516	96%	125%	22,491	22,491	22,491	-	-	-	-	-	-
Residential IQW	95	749	1,846	41%	61%	276	276	264	0.0	0.1	0.3	0.1	0.1	0.1
<b>TOTAL 2018 RESIDENTIAL PROGRAMS (73% of goal)</b>	<b>5,112</b>	<b>44,625</b>	<b>61,084</b>	<b>73%</b>	<b>108%</b>	<b>50,200</b>	<b>50,205</b>	<b>46,356</b>	<b>0.3</b>	<b>3.4</b>	<b>9.4</b>	<b>4.4</b>	<b>4.4</b>	<b>3.8</b>
<b>COMMERCIAL &amp; INDUSTRIAL PROGRAMS</b>														
C&I Prescriptive	3,495	27,797	41,559	67%	100%	33,505	33,265	33,265	0.5	5.6	13.7	9.1	9.1	9.1
C&I Custom	2,158	15,795	29,268	54%	107%	21,141	21,141	21,555	0.2	2.0	5.7	4.1	4.1	4.1
C&I New Construction	525	6,753	12,084	56%	143%	8,975	8,975	7,849	0.1	1.4	2.5	2.1	2.1	1.4
C&I Small Business Direct Install	405	4,221	6,077	69%	74%	7,786	7,391	7,114	0.1	1.5	2.5	3.2	3.1	3.0
C&I Retro Commissioning	-	328	2,089	16%	20%	501	501	501	-	-	0.4	0.0	0.0	0.0
<b>TOTAL 2018 C&amp;I PROGRAMS (60% of goal)</b>	<b>6,583</b>	<b>54,893</b>	<b>91,076</b>	<b>60%</b>	<b>104%</b>	<b>71,908</b>	<b>71,274</b>	<b>70,285</b>	<b>0.9</b>	<b>10.5</b>	<b>24.8</b>	<b>18.5</b>	<b>18.4</b>	<b>17.7</b>
<b>TOTAL 2018 NIPSCO DSM PROGRAMS (65% of goal)</b>	<b>11,695</b>	<b>99,518</b>	<b>152,161</b>	<b>65%</b>	<b>106%</b>	<b>122,108</b>	<b>121,479</b>	<b>116,641</b>	<b>1.2</b>	<b>13.8</b>	<b>34.2</b>	<b>22.8</b>	<b>22.8</b>	<b>21.5</b>

	Program Trackable Expenditures				
	Program Expense	Admin Expense	Total Current Month	Year To Date	Current Full Year Plan (b)
<b>RESIDENTIAL PROGRAMS</b>					
Residential HVAC Rebates	\$ 26,370	\$ 489	\$ 26,859	\$ 235,900	\$ 500,164
Residential Lighting	\$ 147,136	\$ 4,031	\$ 151,167	\$ 2,326,229	\$ 4,119,284
Residential Home Energy Analysis	\$ 2,540	\$ 510	\$ 3,051	\$ 161,590	\$ 521,661
Residential Appliance Recycling	\$ 88,105	\$ 458	\$ 88,563	\$ 436,016	\$ 467,608
Residential School Education	\$ 17,583	\$ 494	\$ 18,078	\$ 348,439	\$ 505,192
Residential Multi Family Direct Install	\$ -	\$ 273	\$ 273	\$ 3,779	\$ 279,129
Residential Behavioral	\$ 231,050	\$ 1,712	\$ 232,762	\$ 1,710,931	\$ 1,828,988
Residential IQW	\$ 46,142	\$ 841	\$ 46,984	\$ 338,070	\$ 859,761
<b>TOTAL 2018 RESIDENTIAL PROGRAMS</b>	<b>\$ 558,927</b>	<b>\$ 8,809</b>	<b>\$ 567,736</b>	<b>\$ 5,560,953</b>	<b>\$ 9,081,787</b>
<b>COMMERCIAL &amp; INDUSTRIAL PROGRAMS</b>					
C&I Prescriptive	\$ 316,201	\$ 3,992	\$ 320,192	\$ 2,697,161	\$ 4,126,847
C&I Custom	\$ 256,538	\$ 3,557	\$ 260,095	\$ 1,808,675	\$ 3,677,007
C&I New Construction	\$ 47,209	\$ 1,310	\$ 48,518	\$ 737,047	\$ 1,353,864
C&I Small Business Direct Install	\$ 55,143	\$ 914	\$ 56,058	\$ 641,926	\$ 945,242
C&I Retro Commissioning	\$ -	\$ 250	\$ 250	\$ 22,346	\$ 258,406
<b>TOTAL 2018 C&amp;I PROGRAMS</b>	<b>\$ 675,090</b>	<b>\$ 10,023</b>	<b>\$ 685,113</b>	<b>\$ 5,907,155</b>	<b>\$ 10,361,366</b>
<b>TOTAL 2018 NIPSCO DSM PROGRAMS</b>	<b>\$ 1,234,017</b>	<b>\$ 18,832</b>	<b>\$ 1,252,849</b>	<b>\$ 11,468,108</b>	<b>\$ 19,443,152</b>



NIPSCO Electric Programs Energy Efficiency Scorecard

Program Period January 2018 to December 2018

As of September 30, 2018

Program Name	Program Description	Program Updates
<b>Residential HVAC Rebates</b> Implemented by Lockheed Martin	The Heating, Ventilation and Air Conditioning (“HVAC”) Program, which will be marketed as the Energy Efficiency Rebate Program, is designed to incentivize natural gas and electric customers to replace inefficient HVAC equipment with energy efficient alternatives. These measures are paid per-unit installed, reimbursing the customer for a portion of their cost. The program’s intent is to help remove the financial barrier associated with the initial cost of these energy efficient alternatives. The primary marketing driver for these programs is the construction of a strong and active network of trade allies who are capable of promoting the program to NIPSCO customers directly.	3,455 rebates have been paid out to 2,458 participants.
<b>Residential Lighting</b> Implemented by Lockheed Martin	The Residential Lighting Program, which will be marketed as the Lighting Discounts Program, encourages residential customers to purchase high-efficiency ENERGY STAR® qualified lighting. The program works toward this goal by using wholesale incentives to buy down or mark down the incremental cost of energy efficient products through manufacturer and retailer partnerships. Lockheed Martin plans to utilize the services of Ecova to assist in the implementation of this program.	800,309 bulbs have been sold through the Lighting program.
<b>Residential Home Energy Analysis</b> Implemented by Lockheed Martin	The Home Energy Analysis Program, which will be marketed as the Home Energy Assessment (“HEA”) Program, provides homeowners with the direct install of low-cost, energy-efficient measures followed by the delivery of a Comprehensive Home Assessment (CHA) report to the customer. The HEA Program is designed to help homeowners improve the efficiency, safety, and comfort of their homes, as well as deliver an immediate reduction in electricity (kWh) and/or natural gas (therm) consumption savings and promote additional efficiency work. Lockheed Martin will train and utilize several contractors within NIPSCO’s service territory to execute this program.	520 home energy assessments have been performed.
<b>Residential Appliance Recycling</b> Implemented by Lockheed Martin	The Appliance Recycling Program provides a \$50 incentive to residential customers who recycle a secondary working refrigerator and/or freezer. Lockheed Martin plans to utilize the services of Appliance Recycling Centers of America (ARCA) to assist in the implementation of this program.	2,153 customers have recycled 2,270 units.
<b>Residential School Education</b> Implemented by Lockheed Martin	The School Education Program, which will be marketed as the Energy Efficiency Education Program, produces cost-effective electric and natural gas savings by influencing 5th grade students and their families to focus on conservation and the efficient use of electricity and natural gas. It provides classroom instruction, posters, and activities aligned with national and state learning standards and energy education kits filled with energy-saving products and advice. Students participate in an energy education presentation at school, learning about basic energy concepts through class lessons and activities. The students also receive an energy education kit of quality, high-efficiency products, that they are instructed to install at home with their families. The experience at home completes the learning cycle started at school. Lockheed Martin plans to utilize the services of the National Energy Foundation (“NEF”) to assist in the implementation of this program.	7,664 combo kits have been reserved for the spring semester and 3,661 combo kits have been reserved for the fall semester.
<b>Residential Multi Family Direct Install</b> Implemented by Lockheed Martin	The Multifamily Direct Install Program ("MFDI") is designed to provide a “one-stop shop” to multifamily building owners, managers, and tenants of multifamily units containing three or more residences receiving service from NIPSCO. The program generates immediate energy savings and improvements in two distinct program phases. Phase I is a walkthrough assessment of each property, while Phase II is an in-unit direct installation of energy-efficient devices at no-cost or low-cost to the tenant or landlord, such as light emitting diode light bulbs, low-flow showerheads, faucet aerators, pipe wrap, and Wi-Fi or smart thermostats.	The MFDI application and marketing materials have been approved, and signed applications have been received from participating trade allies. Outreach and lead generation has begun.
<b>Residential Behavioral</b> Implemented by Lockheed Martin	The Behavioral Program, which will be marketed as the Home Energy Report, significantly increases energy efficient behavior through customer engagement across a selected population within the NIPSCO service territory. Home Energy Reports are sent to the select population to: 1) show large-scale, measurable, and cost-effective energy savings over a one year period; 2) to increase program participation in select NIPSCO energy efficiency programs; and 3) increase customer satisfaction through an improved customer experience. Lockheed Martin will be utilizing the services of OPower to administer this program.	179,750 combo customers and 22,354 electric customers are enrolled and receive a home energy report. There have been limited efforts and methods used by evaluation firms across the country in order to calculate demand savings. Due to these limitations demand savings will not be reflected in the scorecard.
<b>Residential IQW</b> Implemented by Lockheed Martin	The Income Qualified Weatherization ("IQW") Program provides energy efficiency services to qualifying low-income households. Qualifying participants receive an in-home energy assessment to identify the areas of the home that can be improved so that energy is used more efficiently to help make the home more comfortable and reduce energy costs. The income-qualified appliance replacement measure has been incorporated within this program. Lockheed Martin will utilize the services of the Community Action Program Agencies and its associated contractors within NIPSCO’s service territory for the completion of the home assessments.	502 assessments have been performed, and 192 refrigerators have been replaced.
<b>C&amp;I Prescriptive</b> Implemented by Lockheed Martin	The C&I Prescriptive Program offers a menu of incentives to commercial and industrial customers for installing energy efficient measures by reimbursing a portion of their cost of those pre-selected measures. Customers may have concerns about the initial cost associated with implementing larger energy efficiency upgrades; the incentives provided by this program help remove that barrier.	842 customers have participated in the program, and pipeline savings total 11,965 MWh.
<b>C&amp;I Custom</b> Implemented by Lockheed Martin	The C&I Custom Program is available to commercial and industrial customers for non-prescriptive efficiency measure projects. This program is designed for more complicated projects, or those that incorporate alternative technologies where incentives are based on calculated energy savings. Each project will be specially designed by the customer and will be thoroughly reviewed by Lockheed Martin. The purpose of this program is to provide customers with additional ways for saving energy outside of the traditional rebate program.	133 customers have participated in the program, and pipeline savings total 14,520 MWh.
<b>C&amp;I New Construction</b> Implemented by Lockheed Martin	The C&I New Construction Program is designed to encourage energy efficient new construction of commercial and industrial facilities within NIPSCO’s service territory. This program offers financial incentives to encourage building owners, designers and architects to exceed standard building practices and achieve efficiency, above and beyond the current statewide building code requirements. The goal of the New Construction Program is to produce newly constructed and expanded buildings that are among the most efficient in the nation.	27 customers have participated in the program, and pipeline savings total 10,525 MWh.
<b>C&amp;I Small Business Direct Install</b> Implemented by Lockheed Martin	The C&I Small Business Direct Install (“SBDI”) Program is designed to assist small and medium commercial customers throughout NIPSCO's service territory by minimizing energy costs. The SBDI Program provides energy-saving measures paying up to the total cost (material and labor) of the measure by SBDI trade allies.	309 customers have participated in the program, and pipeline savings total 291 MWh.
<b>C&amp;I Retro Commissioning</b> Implemented by Lockheed Martin	The Retro-Commissioning (“RCx”) Program was designed to help NIPSCO commercial and industrial customers determine the energy performance of their facilities and identify energy savings opportunities by optimizing their existing systems. RCx projects will holistically examine energy consuming systems for cost-effective savings opportunities. The RCx process will identify operational inefficiencies that can be removed or reduced to yield energy savings. To maintain program cost-effectiveness and maximize savings opportunities, the RCx Program will focus on office buildings, large hotels, hospitals, large retail stores, industrial plants and refrigerated warehouses.	1 customer has participated in the program, and there are currently no pipeline savings.
a.) The NIPSCO forecast was updated in Q3 2018 based on individual program performance.		
b.) Program goals have been updated in the March 2018 scorecard to reflect the following changes: 1.) The IQW program design previously claimed savings for the refrigerator replacement measure based on an interpretation of the TRM that unnecessarily divided the annual savings by the measure life. To correct the issue, the 2016 EM&V value was utilized, resulting in an increase of 408 MWh to the program savings goal. Adjustments to the January through March activity will be applied in the April scorecard. 2.) The Behavioral program savings and spend was updated to properly account for the 2017 correction which resulted in less savings and spend for 2017. As a result, the 2018 current full year plan was increased by 2,251 MWh and \$79,443 for program expense. 3.) The Prescriptive program demand goal was increased by 18 kW to account for the proper TRM deemed value.		
c.) Evaluated savings reflect savings from the 2017 NIPSCO EM&V Report as filed on June 29, 2018. Lockheed Martin was the implementer for the 2017 portfolio.		
As savings and spend are reported throughout the year, any prior month corrections will be reflected in the YTD column. As such, the sum of monthly/quarterly scorecards may not equal the YTD balance.		