



Energy Efficiency
PROGRAM

2026 Program Ally Kickoff

November 4, 2025

Today's Presenters

Tucker Blum, Program Ally & Midstream Marketing Manager

Tim Huber, Portfolio Program Ally Manager

Colin Santel, Energy Engineer Lead

Welcome and Thank You



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- Welcome to the Team
 - **You are Important**—Program Ally participation and engagement is vital to the success of the Ameren Illinois Energy Efficiency Program.
 - During the period covering Program Year 2024 thru October 23, 2025; here is what YOU accomplished:
 - 387 Program Allies participated
 - 6,622 projects were completed
 - \$38.1 million in electric incentives have been paid, \$4 million in gas incentives paid.
- Partnership
 - **We need You**—Our team is here to help you do what you do best, serve your customers.
 - Answer questions, provide clarification, one-on-one interaction, and personalized program guidance.



Tucker Blum

Program Ally and Midstream Marketing Manager

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Program Ally Resources

1. Program Ally Marketing Portal

- Professionally pre-designed marketing materials available to YOU **FOR FREE!**
- You can create your own materials and use our approved Program Ally logo.
 - Requires **Pre-Approval** from the Program before use.

2. Program Ally Resource Page

- Links to applications and forms, helpful resources and training videos, Marketing Portal access, bonus information (as applicable), etc.
- **AmerenIllinoisSavings.com/Ally**

3. Program Ally Partner Portal

- Regarding projects, large file uploads and payment information.

- Reach out to Tucker Blum for more information at TBlum@ameren.com

For Our Program Ally Contractors

Ameren Illinois serves over 2 million residential and business customers, and when customers seek equipment installs, repairs or services, they turn to our trusted Program Allies. As a registered Program Ally, you'll gain access to free technical training, project support, lead generation, marketing support, and more. Together, we will provide your customers with the highest level of professional energy-efficiency services in Illinois.

Become a Program Ally Contractor

As a registered Program Ally Contractor, you can expand your business while helping customers receive energy-saving incentives. Get started by choosing your customer type below.

Business Residential Business & Residential

Existing Program Ally Contractors

Thank you for your continued collaboration with Ameren Illinois. Choose your customer type below to get instant access to application forms, educational resources, Program updates, and more.

Business Residential ICC Installer Certification

Marketing & Sales Resources

Co-branding Requirements, Requests, Online Store, & Logos

ICC Certification



- Certified energy efficiency installers **must** submit a recertification report.
- Installer recertification must be submitted to the ICC between January 1 – June 1, annually, to avoid ICC late fees.
- There are no fees to recertify, however, late fees could be high if your recertification isn't submitted by June 1; annually.
- Per Illinois State legislation, our Program cannot issue incentive payments until recertification is up to date.
- **Installer Recertification Reports are due annually on June 1, 2026.**
- Questions? Reach out to Tucker Blum at TBlum@ameren.com

Annual Program Ally Agreement

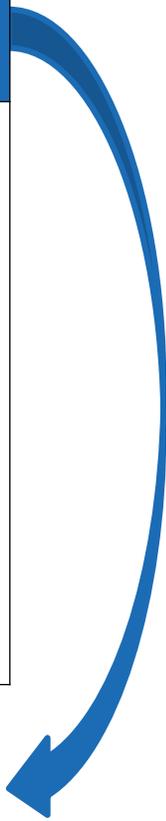


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Will be distributed this week and must be returned by December 31, 2025.

Review and agreement of the annually updated Program Terms and Conditions.	Opportunity to update contact information and/or point of contact	Updated Warranty Terms and Conditions
<ul style="list-style-type: none"> • This is required to maintain "Eligible" Program Ally status (how you GET PAID). • If you do not receive this annual required documentation, reach out to: <ul style="list-style-type: none"> ○ Your local Energy Advisor ○ Business Call Center 866.800.0747 ○ IllinoisBusinessEE@ameren.com 	<ul style="list-style-type: none"> • Add or change points of contact within your business operation. <ul style="list-style-type: none"> ○ Who should be informed? ○ Receives program communications and invitations to upcoming events. 	<ul style="list-style-type: none"> • Manufacturer Warranty vs Install Warranty <ul style="list-style-type: none"> ○ Proof of purchase (invoice) and Manufacturer Warranty contact info ○ 1 Year Program Ally Install Warranty

Warranty of Work– Program Ally shall provide the customer a written warranty covering installation labor for a minimum of one year from the date the services are performed. Program Ally shall provide proof of purchase documentation to customer for all installed, qualifying energy efficiency measures to support future manufacturer’s warranty claims by customer. Offers of, and documentation referring to, any applicable extended warranty coverage shall be supplied to the customer by the Program Ally, if applicable.



Program Ally Status

There are two main statuses applicable to a Program Ally within the Business Program:

**Active or
Inactive**

Based on rolling 12
months participation

**Eligible or
Ineligible**

The ability to pay
incentives based on
receipt of necessary
documentation (*W9,
ICC, Agreement,
ACH**)

Active Status and Why it Matters



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Active Status	Active Status Benefits	If status goes "Inactive"
<ul style="list-style-type: none"> • Completion of one project in the past 12 months. <ul style="list-style-type: none"> ○ To maintain "Active" status a Program Ally must complete one project within 12 months of registration or last completed project. 	<ul style="list-style-type: none"> • Eligible for Program Ally Bonus <ul style="list-style-type: none"> ○ 5% bonus of calculated incentive for eligible projects completed by deadline. • Program Ally marketing materials and assistance <ul style="list-style-type: none"> ○ Free marketing material available for download ○ Assistance in creating your own unique marketing material, program approval is required. • Free listing on Program Ally search on website <p>Active Program Allies are added to the locator on our website and categorized by service provided and service territory covered on AmerenIllinoisSavings.com.</p>	<ul style="list-style-type: none"> • Submit and complete a project to return to "Active" status. <ul style="list-style-type: none"> ○ If program guidance is needed, reach out to an Energy Advisor or the Business Call Center. • For a newly registered Program Ally: <ul style="list-style-type: none"> ○ Upon initial registration, a Program Ally is listed as "Inactive" by the Program until completion of first project.

Eligibility and Why it Matters



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A Program Ally must be listed as "Eligible" for a project incentive payment to be issued.



Submission of Annual Ally Agreement

- Annual acknowledgement of Program Ally guidelines and Program.

Initial ICC certification

- Not all projects or Program Allies "require" ICC certification, but it is highly encouraged to obtain incentive payment.
- Payment will hold if project does require a certified installer.

Annual ICC recertification

- Required to be submitted each year, by June 1st, even if you did not complete any projects in the previous Program Year.

Program Ally W-9

- An annual W-9 for a Program Ally is preferred to be submitted.
- The W-9 on file must be the 2024 form version or newer.

ACH/Direct Deposit Paperwork

- For Program Allies participating in a channel that has Direct Deposit payments.
- Necessary for any banking detail changes.
- Maybe needed for other situations.
- We cannot initiate payment until updated.

Program Ally Expectations



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The Ameren Illinois Energy Efficiency Program expects our Program Allies to create a partnership that utilizes your technical skills and customer relationship, to provide the best opportunities for the Ameren Illinois customers and maximize the impact of rate payer funding.

Utilizing our program to provide financial and technical assistance.

Assisting customers in completing projects that will save energy and improve their facilities.

Providing an upgraded technological workplace in a manner that fits your business model.

Working in an ethical and professional business model.

Following the guidelines of the Program Ally Agreement.

Complying with all State and Local industry standards and regulations.

Quality Assurance and Control



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Inspections

- A goal of QA/QC is to maintain the quality and integrity of the Energy Efficiency Program.
 - This is achieved through on-site and virtual inspections, and customer satisfaction feedback.
- Inspections are a critical step to the processing of your projects.
- Projects may be inspected:
 - Pre-installation and/or post-installation
 - Projects flagged for various reasons
 - Random selection
 - Project metrics
 - Program Ally metrics



Contact your Energy Advisor for project inspection questions!



Colin Santel

Energy Engineer Lead

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Business HVAC is moving from Midstream to Standard in PY2026!

- **Measures moving include:**
 - *Ducted Air Source Heat Pump (less than 65 kBtu)*
 - *Ducted Air Source Heat Pump (65 - 134.9 kBtu)*
 - *Ductless Mini-Split Heat Pump*
 - *Heat Pump Water Heater*
 - *Smart Thermostat*
 - *AX/ BX Notched V-Belts*
 - *PTAC Units*
 - *PTHP Units*
- **Visit our Business Forms Library to download a copy of our HVAC applications at:**
 - [AmerenIllinoisSavings.com](https://www.AmerenIllinoisSavings.com)**
 - > [Business Forms Library](#)**
 - [Public HVAC/Water Heaters Application](#)
 - [Private HVAC/Water Heaters Application](#)
- **Reach out to your Energy Advisor with any questions!**

PY2026 Incentive Rate Changes



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Measure	2025 Incentive	2026 Incentive
Air Cooled Chillers	\$3000 per unit	\$12 per ton per EER improvement
Water Cooled Chillers	N/A	\$100 per ton per kW/ton improvement
Infrared Heaters	N/A	\$1.25 per kBtu/hr
LED Grow Lights Greenhouses*	N/A	\$0.02-\$0.13 per PPF installed
LED Exterior Fixtures Dark Sky**	\$0.50 per watt reduced	\$0.55 per watt reduced
Zero Energy Doors for Refrigeration Cases	N/A	\$200 per door
Steam Leak Repair Space Heating	N/A	\$75
Steam Leak Repair Process Heating	N/A	\$100-\$200
Turbulators	N/A	\$0.30 per Btu
Low Pressure Sprinkler Nozzles	N/A	\$0.50
PTAC/PTHP new installation	Midstream HVAC	\$35 per unit
PTAC/PTHP Early Replacement	Midstream HVAC	\$40 per unit
Air Source Heat Pumps 0-135 kBtuh	Midstream HVAC	\$350
Notched V-Belts - A-section	Midstream HVAC	\$10
Notched V-Belts - B-Section	Midstream HVAC	\$15
Heat Pump Water Heater	Midstream HVAC	\$750
Smart Thermostat	Midstream HVAC	\$175

What to know for PY2026:

- *Lighting Incentives will remain in the 2026 Business Program!*
- **DLC Luna** listed will be a requirement for the new Dark Sky measure. Standard Exterior LED Lighting measure is not changing.
- **Full eligibility requirements** for the new measures will be **released by December 1, 2025.**
- *Measures not listed will maintain the current incentive level.*

* Greenhouses were not split out in the LED grow light measure in 2025.

** LED exterior fixtures will now be eligible for higher incentives if they meet DLC Luna requirements.

Midstream Lighting

(Instant Incentives)

- Midstream Lighting incentives will remain the same at this time.
 - Per our Midstream Program process, a 45-day grace period will give plenty of time to prepare for any incentive level changes!
- Where to find participating distributors:
 - AmerenIllinoisSavings.com/Instant-Incentives-Distributors

Current Incentives Available	
LED Linear T8 8ft.	\$11/tube
LED Linear T8 4ft. and U-bend	\$7/tube
LED Linear T8 3ft.	\$5/tube
LED Linear T8 2ft.	\$3/tube
LED Linear T5 HO 4 ft.	\$12/tube
LED Linear T5 4 ft.	\$10/tube
LED Mogul (E39) ≤ 5k lm	\$30/lamp
LED Mogul (E39) 5,001-10K lm	\$35/lamp
LED Mogul (E39) 10,001-15K lm	\$70/lamp
LED Mogul (E39) 15,001-30k lm	\$90/lamp
LED Mogul (E39) 30,001-40k lm	\$130/lamp
LED Mogul (E39) > 40k lm	\$200/lamp
LED 4-Pin Base	\$3/lamp
Exit Signs	\$12/fixture
Wall Packs, 0-5k lumens	\$100/fixture
Wall Packs, 5-10k lumens	\$150/fixture
Wall Packs, > 10k lumens	\$200/fixture

Business Projects Paperwork



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Funds Reserved and Pre-Approval Requirements:	Final Paperwork Requirements:
<p>Required:</p> <ul style="list-style-type: none">• Signed and completed application<ul style="list-style-type: none">▪ <i>Including utility account and estimated date of completion</i>• Signed and completed customer W-9 form* <p>For larger Custom or Retrocommissioning projects:</p> <ul style="list-style-type: none">• LIRF* - Large Incentive Request Form (\$50k+) Purchase Orders/Scope of Work• Project calculations <p>As needed:</p> <ul style="list-style-type: none">• Spec sheets	<p>Required:</p> <ul style="list-style-type: none">• Signed and completed Incentive Payment Request Form• Invoice(s) illustrating labor and materials• Signed and completed customer W-9 form*<ul style="list-style-type: none">• If not already submitted with application• W-9 Change for PY2026:<ul style="list-style-type: none">• <i>No longer required for <u>ALL</u> Public Sector participants</i>• <i>No longer required for <u>SOME</u> Non-Profit participants</i>

If you have questions regarding the paperwork, please work with your Energy Advisor – they are here to help!

- *Payment Release Authorization Form is now available on the payment request form.*
- *Landlord Consent is now integrated within Terms and Conditions, form is no longer required.*
- *For paperwork requiring wet signatures, we will accept DocuSign-type signatures – ID, date and time stamp certificates are required.*
- *PY2026 applications to be released on the Business Forms Library by December 1, 2025*

Market Development Initiative



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Ameren Co-Pay Assistance	Resource Grants
<ul style="list-style-type: none">• Some small businesses that are approved for energy efficiency projects may be eligible for copay assistance.• Copays are reserved for nonprofits and other small businesses within the Ameren Illinois service territory.• Copay amount awarded is based on need and available funding.• Business customers interested in copay assistance, for the Standard or Small Business Program should contact their Energy Advisor to get started!	<ul style="list-style-type: none">• Resource grants are available to local Program Allies, Community-Based Organization Partners, Program Ally Incubator Alumni and contractors that work with Community Action Agencies.• Grants are available to support the business operations and are to be applied to tasks and functions that relate to energy efficiency.• For example, a resource grant may be used to purchase equipment needed to complete projects or short-term salary support for an employee.• For more information contact our Market Development Initiative Project Manager, Alex Deeb, at adeeb@ameren.com.

Together, the Ameren Illinois Energy Efficiency Program and MDI are cultivating new economic and energy efficiency opportunities for individuals and communities in the Ameren Illinois service territory to achieving [Energy Efficiency Impact](#).

Small Business Direct Install (SBDI)



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SBDI Channel Description:

- Only Ameren Illinois electric **DS-2 and DS3-A** (unless otherwise approved) customers are eligible. This includes **commercial businesses, non-profits, private schools**.
 - **Public K-12 School customers with DS3-B rate are also eligible!**
- Other Retail Electric Supplier (RES) are eligible to participate with Ameren Illinois delivery service and their 10-digit electric account number.
 - *Examples: Mid-American Energy; Constellation Energy; Spark Energy, etc.*
- Customer must be interested in doing the project because of the incentives offered. Any customer that pays into the Energy Efficiency Program is eligible (unless deemed otherwise through verification).
- The **Small Business Program Ally** and **Small Business Energy Advisor** play critical roles in the SBDI process.
- **Weatherization measures coming in PY2026.**

Small Business Direct Install (SBDI)



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- **Small Business Program Ally Roles and Responsibilities**
 - Perform free Energy Assessments.
 - Provide estimated sales tax on all assessments and get signed W-9 for 1099 requirement.
 - Work with customer to identify any possible project issues prior to installation and inform customer of any additional costs.
 - Assist in collection of applicable project paperwork and submit to Snapshot for approval and payment.
 - Complete projects and serve the Ameren Illinois' customers.

- **SBDI Channel - Upcoming Important Dates:**
 - **December 8, 2025: PY2026 Snapshot server opens** for new projects
 - PY2026 projects **cannot** complete until after January 1, 2026
 - **December 8, 2025: PY2026 Snapshot Server Informational Training**
 - December 12, 2025: PY2025 Snapshot server closes for new projects
 - December 26, 2025: PY2025 final paperwork submission is recommended
 - **December 31, 2025: PY2025 Snapshot server closes** to all paperwork
 - **January 1, 2026: Updated Small Business Program Ally Forms for payment are due**
 - **W-9 form, ACH form and Vendor Master Change Forms**



Upcoming Important Dates



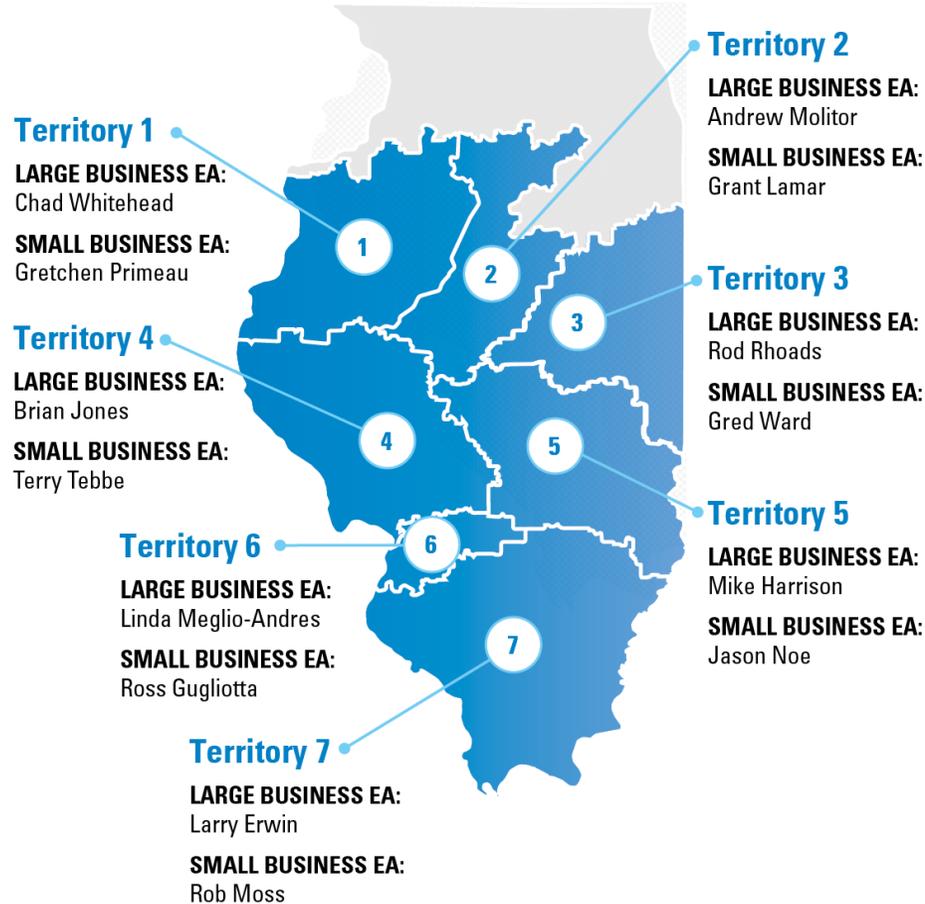
Date DUE	PY2025-2026 Program Requirement
December 1, 2025	PY2026 Applications posted to the Business Forms Library
December 8, 2025	PY2026 Snapshot Server Opens for New Projects
December 8, 2025	PY2026 SBDI and Snapshot Server Informational Training
December 12, 2025	PY2025 Snapshot Server Closes for New Projects
December 31, 2025	PY2026 Program Ally Agreement Due (Registration)
December 31, 2025	PY2025 Final Paperwork Due for all Projects
December 31, 2025	PY2025 Midstream HVAC Transaction Submittals Due
January 1, 2026	PY2026 Updated Direct Deposit Paperwork Due Paperwork Due (ACH,W9, Vendor Master Change)
January 15, 2026	PY2025 Midstream Final Lighting Transaction Submittals Due
April 30, 2026	PY2025 Business Symposium Coupon Due
June 1, 2026	PY2026 ICC Re-certification Due

Project and Equipment Questions



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Have questions regarding your project or application?



Ask an Energy Advisor:

<https://amerenillinoisavings.com/business/resource-center/find-an-energy-advisor/>

OR

Business Call Center:

 866.800.0747

 IllinoisBusinessEE@ameren.com



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AmerenIllinoisSavings.com