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October 2026

Market Development Initiative (MDI) Update

Illinois EE Stakeholder Advisory Group
Equity Subcommittee Meeting

Agenda

- Program overview and design
  - Training and Development
  - Energy Efficiency Service Providers
  - Vendor Resources
  - Community Collaboration



ComEd Energy Efficiency Market Development Initiative

Reducing barriers and expanding the pipeline for small and local EE contractors, service providers, and workers | Building a stronger small and local energy efficiency supplier network

PROGRAM PURPOSE

Equips local entrepreneurs, businesses, and individuals with the skills and certifications to participate in the clean energy ecosystem

EE MDI OBJECTIVES

01 Expand contracting opportunities for contractors and CBOs — and build their capabilities to deliver services for the EE Portfolio

02 Grow the participation of small and local suppliers across ComEd's EE supplier network

03 Develop a certified energy efficiency talent pipeline to meet industry workforce needs

Four areas of focus

01 Training & Development

Trains and develops new and experienced energy efficiency professionals

02 Energy Efficiency Service Providers

Builds a pipeline of small and local suppliers from which to procure EE products and services

03 Resources for Service Providers

Grows the pool of small and local EE service providers and deepens engagement with those already involved

04 Community Collaboration

Partners with CBOs, faith-based organizations, and non-profits to support program delivery and drive participation

Video Message



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Training and Development

NEWCOMER COHORTS

Cohort Outcomes

2	Cohorts
26	Participants Enrolled
24	Cohort Graduates
20	Building Analyst Technician (BAT) Certifications Earned
20	Building Science Principles (BSP) Certifications Earned

On-the-Job Training (OJT)

20

Graduates Participating in OJT

83%

Graduates Received Hands-On Experience

11

Graduates Hired Full-Time in EE or pursing additional education (Cohorts 1 & 2)

55%

Graduates Employed Full-time in EE or pursuing education and training within 30 Days (Cohorts 1 & 2)

SKILLED COHORTS

Cohort Outcomes

1	Cohort
11	Participants Enrolled
11	Cohort Graduates
9	Building Analyst Technician Certifications Earned
7	Building Analyst Professional Certifications Earned

Continued Participation in MDI

3 Graduates

↓

Completed the EESP Incubator

↓

Entered the DVR Database

↓

Applied to the EESP Network

Continued Upskilling Opportunities



Building Performance Analyst (BA-P) Upskilled Course

- 1 week intensive offering the Building Analyst Professional (BA-P) certification
  - Focused on upskilling those already working in EE
  - Certification needed to enter the EESP Network

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Training and Development Participant Spotlight

In September 2026, Yandel Garcia, a graduate of the Elgin Newcomer Cohort (Cohort 2), was the first MDI alum to be hired for a full-time position with UES. Yandel Garcia completed the full eight-week cohort and earned BPI credentials, OSHA 10 and CPR/First Aid training before transitioning into employment with UES.



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Energy Efficiency Service Providers

EESP INCUBATOR

Business Development

Program Overview

17

Businesses Enrolled

8	6	2
ELECTICAL	HVAC	REFRIGERATION

1

OTHER

17

Businesses Completed



33

Wrap-Around Services Provided

11	10	12
MARKETING	TAX PREP	CERTIFICATIONS

Participants may access multiple wraparound services based on the recommendations identified through the review of their Business Growth Plan

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EESP Incubator Participant Spotlight

“Knowing how to do the job is only half the battle. We lacked the business knowledge needed to actually launch, manage, and sustain a company.” With this program, we finally feel we have a clear roadmap to follow.

We are not just building a business; we are working to establish a lasting legacy that provides financial stability for our household.”

— Smart Home Energy Suppliers participant statement

Richard Ruiz Jr.



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Vendor Resources

Wrap Around Services

Utilizing Local Businesses

+250

Businesses in the Database



Chicago Business Opportunity Forum

The event connected business owners, procurement professionals, utilities, and SMBs to explore wealth creation, business valuation, and succession planning. Through networking and outreach, 75+ individuals and businesses engaged with our team and connected with local suppliers and buyers

$457,555

Total IL Small and Local Spend



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Community Collaboration

COMMUNITY PARTNERSHIPS

Engagement

13

Formal Community Partnerships

Allies for Community Business (A4CB)

A4CB provided financial-assistance workshops for the EESP Incubator cohort and helped one participating business secure equipment financing to expand its project capacity. This partnership demonstrates how coordinated community support can directly strengthen small business growth and readiness.

30

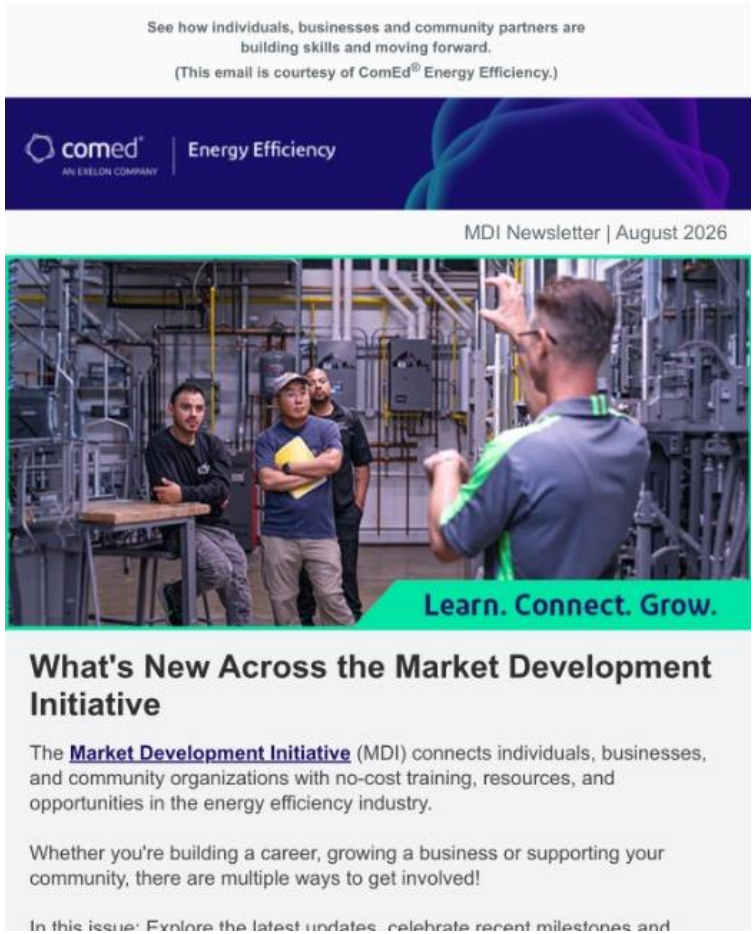
Events Attended, Facilitated or Hosted

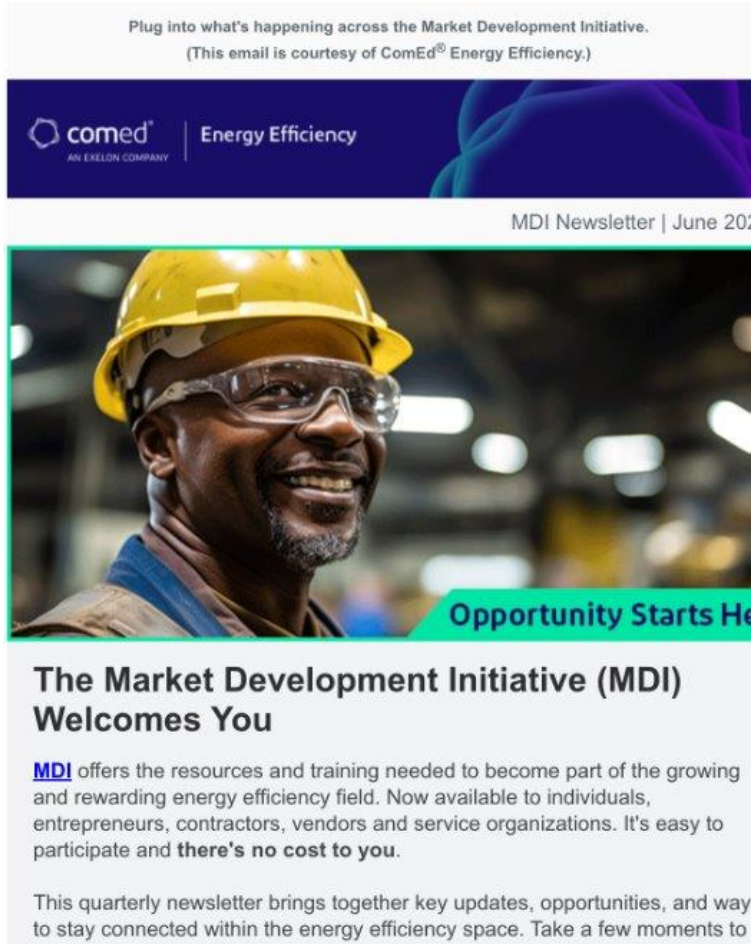
Q1 9 Active CBOs

Q2 12 Active CBOs

Q3 13 Active CBOs

Outreach and Engagement





Launched the MDI Newsletter

- **Quarterly distribution to over 1600 individuals**
- Visit **ComEd.com/MDI to sign up**



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