

ComEd[®]
Energy Efficiency Program

IL EE SAG Q3 Meeting: ComEd Report Out

August 30, 2021

2020 Results

- » Recovered from COVID-induced freeze of programs to deliver 113.7% of the annual goal (AAIG) and 106.1% of the cumulative (CPAS) goal to customers – 8,676,070 MWh in cumulative energy savings – and came in just \$5.6M under budget
 - WAML 11.2; portfolio TRC of 2.19 (3.19 with NEIs) – when IE and VO TRC is 2.31 (3.38 with NEIs); achieved 726% of demand response goal
- » Targeted innovation to help communities in-need and keep energy savings flowing
 - Distributed EE products to nearly 600K IE customers through Food Bank Program, by recruiting 250 new food pantries and creating a drop-ship option for pantries whose distribution services were challenged by spiking need for food assistance
 - Created virtual options for Home Energy Assessments, Facility Assessments, Retrocommissioning, and more
- » Drove expansion of diverse supplier spend to \$41.1M, reflecting a 50% growth in spend since 2018
- » Drove 100% improvement in vendor safety performance, with 0 human performance incidents in 2020
- » Crafted EE Plan 6 and conducted R&D work for a host of new technologies and market transformation initiatives, across 23 pilot and research projects

2021 Progress through Q2

» Through Q2, the portfolio has achieved 44% of its CY2021 forecast of 1,817,301 MWh and 48% of its CY2021 filed goal of 1,659,037 MWh

» Residential Programs

- Achieved 49% of CY2021 forecast of 335,182 MWh
- Customers have received over 145,198 rebates and over 13,398 homeowners and tenants have received free direct install products from assessments

» Income Eligible Programs

- Achieved 41% of CY2021 forecast of 82,291 MWh, not including converted therms
- Over 21,158 income eligible households have participated

» Business & Public Sector Programs

- Achieved 44% of CY2021 forecast of 662,868 MWh
- Over 5854 business and 529 public sector projects have been completed

» Third Party

- Achieved 43% of CY2021 forecast of 171,786 MWh

794,984

Actual Net MWh YTD

1,817,301

CY2021 MWh Forecast

1,659,037

CY2021 MWh Filed Goal

\$155,103,473

Actual Spend YTD

Residential Highlights

» Appliance Rebates:

- During Q2, the offering saw a 250% increase in smart thermostat sales compared to Q2 of 2020; increase is attributable to manufacturers introducing lower cost models, offering steeper manufacturer discounts on popular models, increasing the rebate from \$75 to \$100, and the retail impacts of the COVID pandemic
- Also continued to see interest in the recently launched “bulk rebate tool,” including 3 additional applications totaling over \$10k in rebates; tool allows multi-family building owners/property managers to submit a single application for multiple qualified products in a quick and efficient manner, and eligible product categories include smart thermostats, clothes washers, electric clothes dryers, and refrigerators

» Home Energy Assessments: Continue to see a lower kWh savings per in-home assessment due to decreased LED install opportunities and less smart thermostat installs; in response, program selected Energy Advisors with a high smart thermostat installation rate to provide peer mentorship and share best practices with other Energy Advisors

» Heating & Cooling Rebates: Demand for ductless mini splits and air source heat pumps has increased by 300% when compared to 2020 – increase may be attributable to lower participation last year due to COVID, but also the transition of these measures to midstream (distributor) incentives.

Income Eligible Highlights

- » Public Housing: Outreach efforts leading to increase in Q3 expected projects, including: emergency HVAC replacements (Winnebago), service provider-installed lighting (Joliet*, CHA), AC covers (Elgin*, CHA), direct installation (Jo Daviess*, Joliet, Winnebago), steam trap replacements (CHA), attic insulation and air sealing (Winnebago, Jo Daviess), and boiler tune-ups (CHA, North Chicago)
- » Multi-Family Retrofits:
 - IHWAP: held “CAA Multi-Family Cohort Meetings” in Q1-Q2 to share best practices, clarify processes, and enhance coordination efforts for projects, bringing together CAAs with representatives from DCEO, all northern Illinois utilities, and an engineering firm; CEDA completing major Loomis and Olympic Village projects
 - Non-IHWAP: issued over \$600K in incentives for weatherization projects at 52 buildings; continuing to see high demand for the DI program component as well – 2021 is on pace for all time highest DI participation
- » Income Eligible Product Discounts:
 - At the end of Q2, participating retailers started to stock discounted room ACs; to promote the measure, ComEd mailed postcards to over 128K customers residing in zip codes with a participating retailer
 - Earth Day desk lamp promotion was held within Charity (Salvation Army, St. Vincent De Paul and Habitat ReStore) and Independent retailers, resulting in ~19% increase in average monthly sales of interior fixtures

Biz & Public Sector Highlights

- » Standard: Received a large bulk of new public sector pre-applications from Chicago Public Schools (42 apps), Chicago Park District (38 apps), and City of Chicago (8 apps)
- » Custom: Custom Combo Promotion was created to encourage customer to submit applications for multiple offerings, including Custom; to date, the 33 applications received
- » Small Biz: Q2 continued to show strong participation, including among increased customer eligibility: 8% of Private projects from 100-200 kW customers, 31% of Public projects from 100-400 kW customers, average kWh/project 2021Q2 vs 2020Q2: Private ~7% increase and Public ~57% increase
- » Streetlights: Streetlights in Distressed Communities initiative launched in Q1, to provide free LED streetlight upgrades to municipalities located in economically distressed areas; by the end of Q1, of the 41 municipalities eligible, 10 already submitted applications and another 15 were in the process; in Q2, incentives paid for the first project, with a total energy savings of 60.7 MWh
- » Instant Discounts: HVAC projects are steadily coming in and are below the forecasted \$0.95/kWh, at approximately \$0.50/kWh; reduced watt linear fluorescents have been removed making lighting all LED

Third Party Highlights

» Food Bank:

- June was largest distribution month so far this year – 78,520 4-packs to food pantries and CBOs, representing a 16% increase from May
- Successful outreach into Brighton Park, community with ~70% IE households, on Chicago's Southwest Side; in Q1, no products were sent to this area, however, with extensive outreach to food pantries, the program ended Q2 with three participating pantries, distributing over 1,500 LED 4-packs in the 60632 zip code

» Elementary Education Kits: To capture students who did not have the opportunity to participate in 2020 due to COVID, invited select 6th grade classrooms to participate, garnering 4,194 students

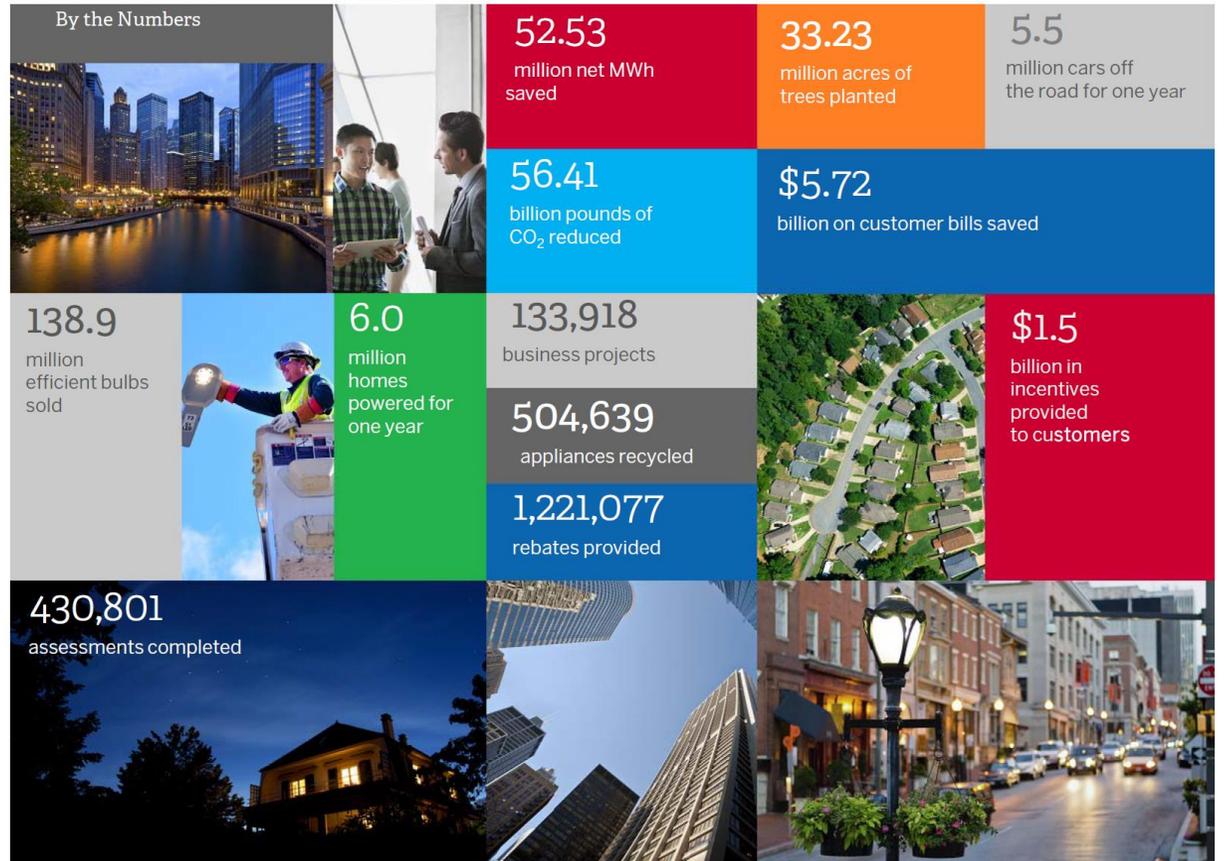
» Small Biz Kits: 550 leads for Small Biz offering from participating Kit customers; top participating segments include restaurants, repair services, childcare services, industrial equipment, and fitness facilities; targeting outreach to eligible customers in distressed communities to increase participation

» Agriculture: Controlled Environment Agriculture (CEA) is a growth area supported by 2 webinars and outreach activities; expect CEA projects to increase in Q3-Q4 with awarding of recreational cannabis licenses to craft growers, infusers, and transporter applicants

Other Highlights

- » R&D Team learned that 2 proposals we partnered on have been selected by U.S. DOE, under the Buildings Energy Efficiency Frontiers & Innovation Technologies FOA – these are exciting, high-impact projects, where ComEd will be the key utility, local demonstration partner
- XEROX Palo Alto Research Center Inc. will engineer, construct, and demonstrate a packaged 5-ton HVAC system using a liquid desiccant that returns to a liquid phase at ambient temperature, and is capable of shifting load to reduce grid demand
 - Emerson Commercial and Residential Solutions (partnered with NREL) will design, fabricate, and validate a highly efficient refrigerated display case for use in supermarkets. The display case will also integrate with HVAC systems to serve as a flexible grid resource
- » RFPs
- Plan 6 core portfolio RFP released in March
 - MDI Research RFP released in June
 - Plan 6 Third Party RFP released in August

ABOUT THE COMED ENERGY EFFICIENCY PORTFOLIO



The above metrics are from 2008 - Q1 2021
Based on lifetime net MWh savings realized through CY2020. Incentives is calculated based on applied percentage of 61%.