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ComEd 2022 EE Portfolio Update

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2022 Portfolio Summary Through Q3

- ComEd on-track to exceed 2022 CPAS and AAIG, with an estimated WAML of 11.7
 - Anticipate coming in under the 2022 budget, at approximately \$396.9M
- Residential Programs
 - Through Q3, market rate residential programs have achieved 70% of 2022 forecast of 256,363 MWh, not including converted therms
- Income Eligible Programs
 - Through Q3, income eligible residential programs have achieved 54% of their combined 2022 forecast of 213,560 MWh, not including converted therms
 - On-track to meet 2022 spend forecast, including electrification
- Business & Public Sector Programs
 - Through Q3, business programs have achieved 55% of their combined 2022 forecast of 616,373 MWh; public sector programs have achieved 51% of their combined 2022 forecast of 155,274 MWh

936,695

Actual Net MWh YTD

1,643,355

CY2022 MWh Forecast

\$220,495,377

Actual Spend YTD

\$424,662,727

CY2022 Budget

Residential & Income Eligible Highlights



- **Multi-Family Energy Savings (Market Rate, Income-Eligible, and Public Housing)** – In Q3, over \$9M in incentives were issued, with ~\$7.7M being allocated to income-eligible and public housing projects, and YTD, the program has served over 1,400 income eligible buildings and over 8,700 tenant units throughout the service territory with energy efficiency upgrades
 - In Q3, the program welcomed six new Energy Efficiency Service Providers (EESPs), bringing the total number to 84 with over a quarter being diverse suppliers; ~\$1.8m of the total YTD incentives have been allocated to Diverse Business Enterprise (DBE) EESPs
 - Heat pumps displacing electric resistance heating: On-track to install 208 heat pumps this year within income-eligible and public housing multi-family properties, translating to \$1,452,800 in incentives for 2022
 - Franklin Energy is subcontracting with CMC Energy, a certified woman-owned business, to lead this strategic effort
 - Program staff is currently working to analyze previous project data to identify potential candidates as the program works to further scale this initiative in 2023 and beyond.
 - In July, first PHA heat pump project was completed in Jo Daviess County

Residential & Income Eligible Highlights

- **Home Energy Savings - Income Eligible Retrofits** – Strongest quarter to date – with \$4.8M in incentives allocated to projects and customer satisfaction at 9.9/10; new diverse EESP, Assured Insulation, added to the program’s network
- **Home Energy Savings - Home Energy Assessment (Market Rate and Income Eligible)** – Q3 was the strongest quarter thus far, with a 35% increase in participation as compared to Q2
- **Product Distribution (Market Rate and Income Eligible)**
 - Food Bank Distribution – In Q3, 23 events were hosted and over 55,000 energy saving products and informational material were distributed to over 7,000 income eligible customers
 - Income Eligible Kits – In Q3 the program was able to distribute 40% of its annual goal; CAAs continue to be core delivery partner, but in Q3, the program added, Neighborhood Housing Services, as well as launched an ad campaign via the Propel App for additional customer leads
- **Residential New Construction (IE)** – The Affordable Housing offering completed a project in Elgin that recently won an award from the American Planning Association for best practices; project delivered 36 affordable units, while promoting the preservation of historic buildings in the Elgin area
- **Heating and Cooling** – The program increased its incentives up to \$2,000 for air source heat pumps and mini split heat pumps with a 16 SEER or higher efficiency, to encourage participation and technology adoption; interest from distributors and EESPs has significantly increased due to the higher incentive and the recent announcement of the IRA

EE – Financial Assistance Highlights

- **Targeting Hardship Customers campaign**, promoting energy efficiency programs and services to help income eligible customers with payment troubles manage and reduce their energy bills, continued throughout Q3, with monthly emails and targeted social media messages; in Q3, delivered 376,345 emails and was viewed by 119,953 customers, approximately 31.87% of the target group; concurrently targeted English and Spanish social media, yielding a total of 385,312 impressions and cultivating engagement with approximately 5,240 customers, approximately 1.36% of the target group
- **Community Energy Assistance Ambassador (CEAA)** program, initially launched in 2020, provides in-person outreach, in targeted communities, to inform customers of programs available to help manage and reduce their energy bills, including financial assistance and energy efficiency programs; a new round of training launched in September, with approximately 100 ambassadors attending and will begin outreach activities in Q4



Business & Public Sector Highlights

- **Retro-Commissioning** – Continued strong activity through Q3, especially in the Public Sector across all three program tracks (RCx Flex, Monitoring-Based Commissioning, and Virtual Commissioning)
- **Standard** – In July, incentives were increased an average of 33% across many of the most popular measures, to encourage program participation amid changing economic conditions; these increases included LEDs, networked lighting fixtures and controls, occupancy sensors, and energy management systems
- **Small Business (Private and Public)** – In Q3, a campaign with increased incentives was also launched for small private and public customers; interior lighting and networked lighting controls, in addition to park districts' outdoor lighting, are among the most popular measures during this quarter



Business & Public Sector Highlights (cont.)

- **Strategic Energy Management** – 18 Treasure Hunts and 8 customer workshops were completed in Q3; recruiting for SEM has been strong with 112 customers participating, including three >10MW customers
 - 15 student interns, all from within the ComEd service territory, have been hired for to support our future workforce
- **Industrial Systems** – In Q3, the program saw a large percentage of the comprehensive projects pipeline shift to 2023 due to customer delays and long lead times on equipment.
- **Midstream/Upstream** – DLC fixtures, up to 500W with restrictions, were added to Instant Discounts to influence purchasing decisions not being experienced with our existing downstream programs, and to-date, there has been positive feedback from the distributor network on this additional product category; six new distributors have been added to the Instant Discounts program in Q3.



Other Highlights

- More than 40 R&D projects in-flight, with 11 research and pilot efforts aimed at standing up EE electrification portfolio
 - Market Development Initiative: Griffin and Strong research on-track to be completed in December; implementation RFP issued in Q3 and 5 bids received; on-track to have final selection and execute contract by year-end
 - IE Bill Impacts: Joint research near complete, with positive findings
 - Four papers presented at the ACEEE Summer Study
- In Q3, ComEd utilized 13 diverse prime contractors (Tier 1), along with 78 diverse sub-contractors and EESPs (Tier 2)

Q3 ComEd EE Portfolio Diverse Spend

Tier 1		
Diverse Category	Spend (\$)	# of Vendors
MBE	\$ 4,651,314.80	5
WBE	\$ 4,399,333.07	8
Total	\$ 9,050,647.87	13

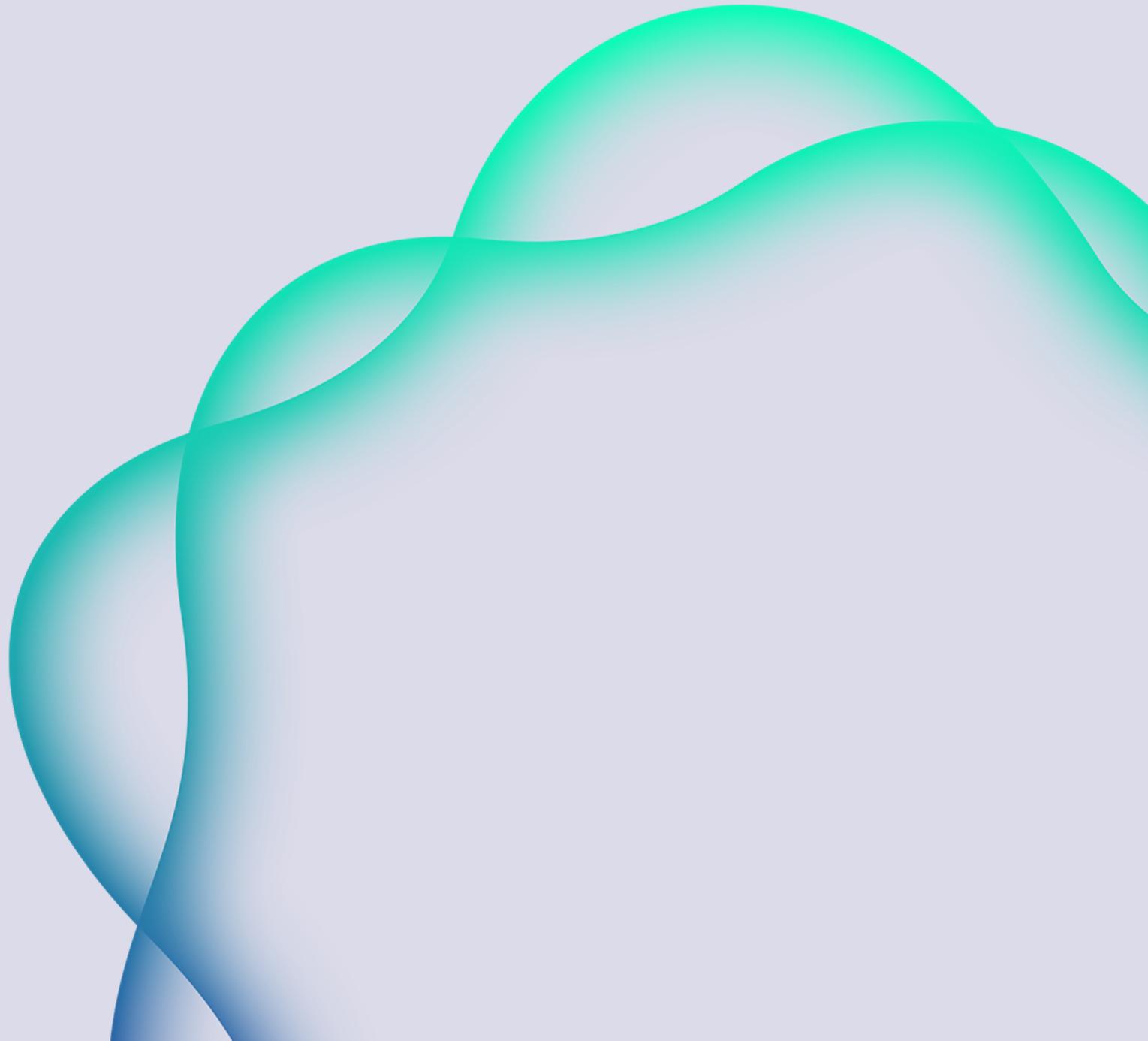
Tier 2		
Diverse Category	Spend (\$)	# of Vendors
MBE	\$ 4,505,551.82	33
WBE	\$ 5,925,974.91	41
VOSB	\$ 2,065,520.60	4
Total	\$ 12,497,047.33	78



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AN EXELON COMPANY

Thank you



Appendix – Residential & Income Eligible

	Net MWh YTD	Program Participation YTD	Unit Definition
Home Energy Savings – Market Rate Assessment	4,447	6,857	Homes
Home Energy Savings – Income Eligible Assessment	2,050	3,232	Homes
Home Energy Savings – Income Eligible Retrofits	3,416	2,204	Homes
Multi-Family Energy Savings – Income Eligible	8,057	Tenant Unit Direct Installation: 10,007 Building Upgrades: 1,453	Projects
Multi-Family Energy Savings – Public Housing	488	Tenant Unit Direct Installation: 0 Building Upgrades: 45	Projects
Multi-Family Energy Savings – Market Rate	4,764	Tenant Unit Direct Installation: 6,195 Building Upgrades: 523	Projects
Home Energy Report	52,726	Home Energy Reports (print): 5,102,127 Home Energy Reports (email): 8,363,229 High Usage Alerts: 1,773,215 Weekly Usage Reports: 7,081,241	Reports and Alerts

	Net MWh YTD	Program Participation YTD	Unit Definition
Retail – Market Rate	85,902	Home Products: 174,947 Lighting: 3,523,435	Appliances; Light Bulbs
Retail – Income Eligible	4,924	Home Products: 52,426 Lighting: 283,359	Appliances; Light Bulbs
Product Distribution – Market Rate	974	14,936	School Kits
Product Distribution – Income Eligible	94,736	752,087	Bulbs and weatherization measures
Residential New Construction – Affordable Housing	926	10	Projects
Residential New Construction – All Electric	186	15	Homes
Heating and Cooling – Midstream/ Rebates	3,502	4,107	Units

Appendix – Business & Public Sector

Program	Net MWh YTD	% Savings Achieved to Plan Goal	Program Participation YTD	Unit Definition
Small Business - Private	114,754	51%	4,280	Projects
Small Business – Public	28,292	70%	402	Projects
Incentives – Standard - Private	80,413	37%	1,165	Projects
Incentives – Standard – Public	18,380	44%	468	Projects
Standard – ComEd Streetlights	8,136	101%	174	Projects

	Net MWh YTD	% Savings Achieved to Plan Goal	Program Participation YTD	Unit Definition
Incentives – Custom	3,713	20%	52	Projects
Incentives – Custom – Public	1,066	29%	8	Projects
Retro-commissioning – Private	11,442	31%	73	Projects
Retro-commissioning – Public	12,427	96%	69	Projects
Industrial Systems	26,736	59%	247	Projects
Midstream/Upstream – Private	82,318	48%	902,347	Lighting products; battery chargers; HVAC
Midstream/Upstream – Public	19,020	85%	337,410	Lighting products; battery chargers; HVAC
Strategic Energy Management – Private	1,750	6%	87	Participating Customers
Strategic Energy Management – Public	337	5%	25	Participating Customers
C&I New Construction – Private	7,154	78%	34	Projects
C&I New Construction – Public	97	8%	7	Projects