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ComEd 2021 Report-Out

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2021 Portfolio Summary

- ComEd achieved 104.1% of CPAS, 89.2% of AAIG, and WAML of 11.6
 - As discussed last August, AAIG shortfall was anticipated, due to large amount to expiring savings
 - 102% of 2021 forecast, 112% of its 2021 filed goal
- Residential Programs
 - Achieved 116% of 2021 forecast of 293,762 MWh
- Income Eligible Programs
 - Achieved 102% of 2021 forecast of 76,903 MWh, not including converted therms
- Business & Public Sector Programs
 - Business achieved 101% of 2021 forecast of 663,763 MWh; public sector achieved 119% of forecast of 108,719 MWh
- Third-Party Programs
 - Achieved 99% of their combined 2021 forecast of 176,166 MWh

1,849,877
Actual Net MWh YTD

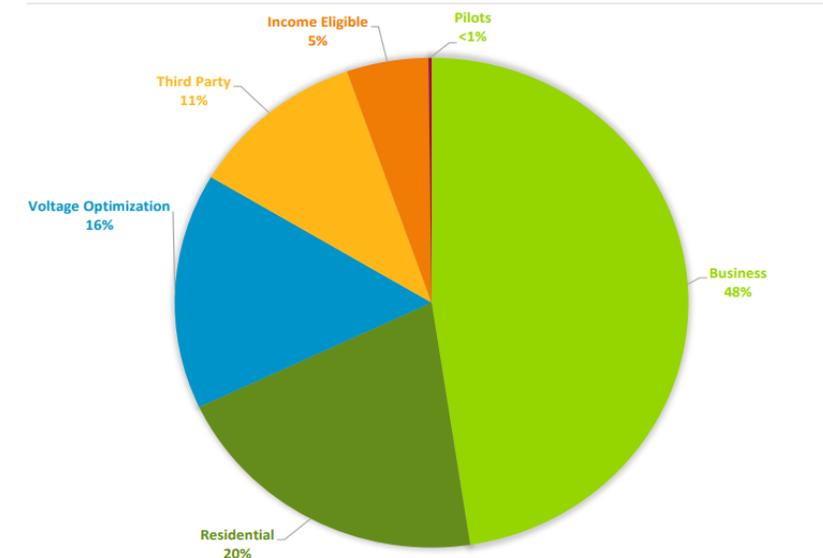
1,817,991
CY2021 MWh Forecast

1,659,037
CY2021 MWh Filed Goal

\$351,037,752
Actual Spend YTD

\$351,334,190
CY2021 Spending Cap

Figure 2-1. Annual Incremental Net Electric Savings by Sector



Residential Highlights

- Customers received over **440,000 rebates** and **~26,000 homeowners and tenants have received free direct install products from assessments**
- **Appliance Rebates** – Exceeded yearly program savings by 18% due to the increase in smart thermostats, advanced power strips (APS), and large appliance rebates.
- **Home Energy Assessment** – The program team worked with field energy advisors to share best practices and provide guidance on how to communicate the value of advanced power strips (APS) to customers. As a result, Q4 APS distribution increased by 49%, as compared to Q3 distribution. Q4 also saw the highest rates of smart thermostat installation of the year, with over 450 installs.
- **Residential Lighting Discounts** – Exceeded yearly program savings target by 5%, incentivizing over 5.5 million lighting units, through 695 participating retailers throughout ComEd's service territory.

Here's what to expect with our assessment options:



[Video Transcript](#)

Virtual Home Assessment

- Free visual inspection of your home for energy-saving opportunities using video sharing software
- Personalized assessment report
- Delivery of free energy-saving products for you to install



[Video Transcript](#)

In-Home Energy Assessment

- In-person inspection of your home for energy-saving opportunities
- Personalized assessment report
- Installation of free energy-saving products

Income Eligible Highlights

- **79,000 income eligible households participated** in programs
- Exceeded stipulation spend commitments, including **over \$47M in IE program spend**
- **Single Family Retrofits** – 2-flat pilot that was started in September met its original production goal, with higher than anticipated savings and a lower \$/kWh than planned. Under CBA/CVHA delivery channel, program completed 1,118 projects in 2021, exceeding their annual savings goal.
- **Multi-Family Retrofits** – In partnership with CEDA, Dearborn Homes project was completed in December. This multi-year project was made possible by leveraging braided funds from IHWAP, ComEd and Peoples Gas, along with the CHA.
- **Public Housing Retrofits** – In Q4 alone, 7 unique PHA projects were completed in Winnebago County, Elgin, Jo Daviess County, Joliet, Cook County, Chicago, and Livingston County.

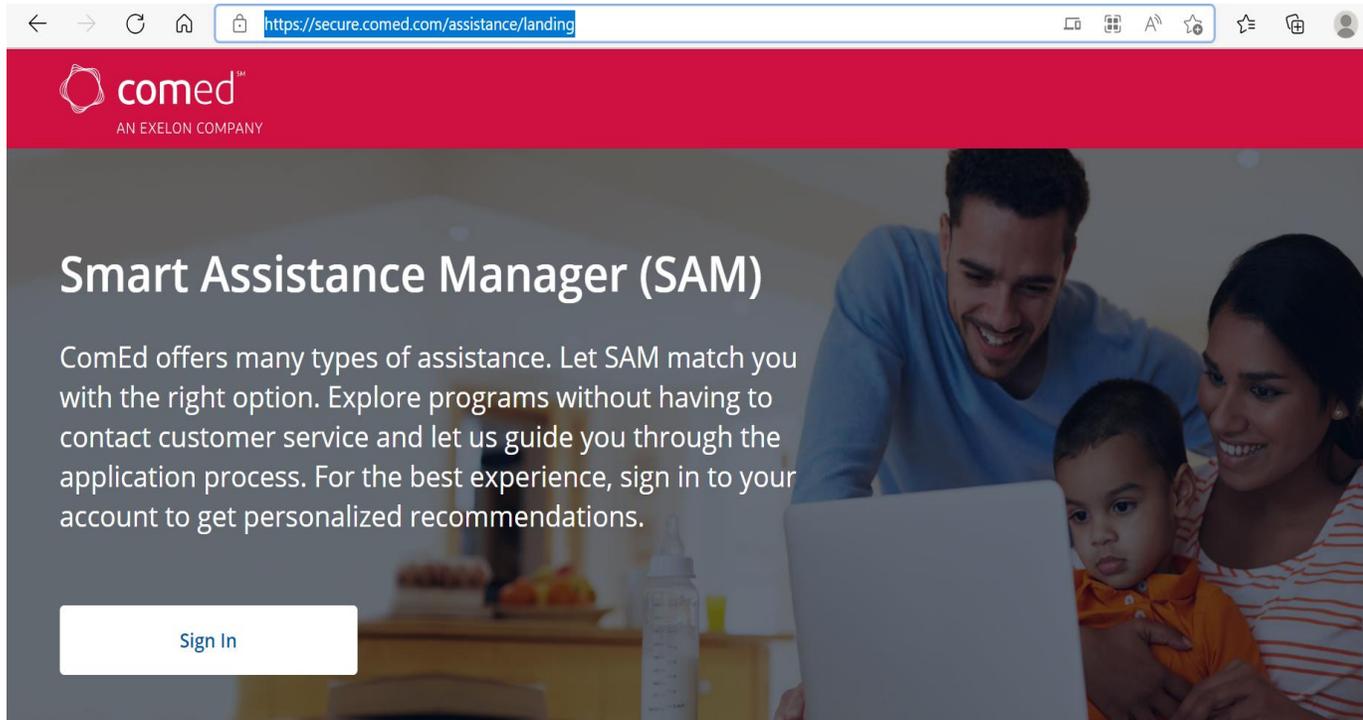


Income Eligible Highlights (cont.)

- **Affordable Housing New Construction** – Accepted 3 Passive Building Pathway projects into the program. Also added a Moderate Rehab path that responds to industry feedback and increases pipeline potential. Q4 saw extensive positive coverage of Chicago’s historic investment in affordable housing, including many projects and partners active with AHNC. Moderate Rehab pathway should allow AHNC to support almost all these projects.
- **Income Eligible Kits** – Achieved the year-end goal of delivering 31,500 kits to income eligible customers. In Q4, in partnership with CEDA, attended CHA’s Operation Warm event and distributed 2,000 IE Kits.
- **Income Eligible Product Discounts** – Exceeded yearly savings target, incentivizing over 1.8 million ENERGYSTAR appliances and lighting products, through 232 participating retailers located in income-eligible communities.



Income Eligible Highlights (cont.)



The Assistance Finder



Smart Assistance Manager (SAM), launched in October 2021, is a self-service customer-facing digital tool designed to empower customers to take control of their energy decisions through personalized assistance utilizing data & analytics. SAM uses an “Assistance Finder” to collect customer specifics about their circumstances and preferences. Then, in combination with existing customer information and program eligibility requirements, SAM presents the programs and services which are a likely fit for that customer. Currently, SAM includes Financial Assistance, Energy Efficiency, and Demand Response programs within it’s set of potential recommendations.

Business & Public Sector Highlights

- Over **10,600 private sector projects** and **1,400 public sector projects** completed.
- **Small Business (Private and Public)** – Over 7,000 customers participated in 2021. Doubled savings from public customers compared to 2020. 1,716 projects in distressed communities (Private =1,583 and Public = 133), equating to ~65 GWh savings (29% of Small Business savings) and \$15M incentives (27% of Small Business incentives total).
- **Streetlights** – Launched a Streetlight track, offering free LED upgrades to targeted in-need municipalities. This effort led to \$6M in projects, in 22 municipalities, resulting in 10,500 MWh in annual savings, in addition to supporting local community workforce development. Of the 43 Streetlight SPs, 32% identify themselves as MBE-owned companies.



Business & Public Sector Highlights (cont.)

- **Strategic Energy Management** – SEM Water Pilot was completed in conjunction with R&D, with 7 SEM alumni customers and 62,593,935 gallons of water savings verified.
- **Industrial Systems** – Industry recognition (MEEA and AESP) of Fix It Now offering – an innovative approach to streamlining compressed air leaks and fixes.
- **Facility Assessments** – Launched FA tablet app, reducing labor required to perform an FA (~4 hours per FA).
- **Outreach:** Partnered with ComEd Large Customer Services to launch a 5-year plan to better integrate outreach, to increase large customer participation in EE offerings. Created progress dashboards and completed trainings with account managers – resulting in 136 FAs, compared to 44 in 2020. Hired initial EE large account executive, to support plan and convert projects with large customers.



Other Highlights

- Completed **19 R&D projects** and launched 19 more, with several research efforts aimed at understanding top electrification measure opportunities
 - Impactful R&D projects completed include: Smart Pressure Independent Control Valves, Liquid Cooled Server Racks, Electric Homes New Construction, Enervee/Efficient Choice Website, and several research efforts aimed at understanding top electrification measure opportunities
- Graduated **28 companies** from the EE Diverse Service Provider incubator (61% certified in network, 117 projects underway): [ComEd's Diverse Energy Efficiency Service Provider \(EESP\) Incubator Program - YouTube](#)
- Drove expansion of diverse supplier spend to more than **\$50.5M – reflecting 91% growth since 2018**





Thank you

Appendix – Residential & Income Eligible

Program	Net MWh YTD	% Savings Achieved to Plan Savings Goal	Program Participation YTD	Unit Definition
Residential Behavior	111,065	135%	Home Energy Reports (print): 6,199,557 Home Energy Reports (email): 9,095,481 High Usage Alerts (unique customers): 2,490,995 Weekly Usage Reports: 8,739,158	Reports and alerts
Residential Lighting Discounts	154,357	105%	5,562,255	Number of bulbs and fixtures incentivized
Marketplace 2.0 Lighting Discounts	844	Not included in Plan 5	31,825	Number of bulbs and fixtures incentivized
Appliance Rebates	27,855	120%	357,015	Rebates processed
Marketplace 2.0 Appliance Rebates	18,478	Not included in Plan 5	73,572	Rebates processed
Home Energy Assessment	14,585	84%	15,369	Homes upgraded
Multi-Family Assessments	8,062	88%	10,221	Total Units upgraded
Residential HVAC	4,443	124%	10,245	Rebates processed

Program	Net MWh YTD	% Savings Achieved to Plan Goal	Program Participation YTD		Unit Definition
Income Eligible Product Discounts	68,339	103%	776,714		Products and bulb/fixture/nightlight packages incentivized
Single-Family Retrofits (IHWAP+CBA/CVHA)	3,853	112%	IHWAP	CBA/CVHA	Homes upgraded
			601	1118	
Multi-Family Retrofits (IHWAP+IEMS)	4,700	85%	IHWAP	IEMS	Total units upgraded
			456	10,295	
Affordable Housing New Construction (AHNC)	1,281	90%	623		Eligible tenant units

Appendix – Business & Public Sector

Program	Net MWh YTD	% Savings Achieved to Plan Goal	Program Participation YTD	Unit Definition
Standard – Private	170,310	100%	2,595	Projects completed
Standard – Public	22,189	109%	639	Projects completed
Custom – Private	12,408	96%	132	Projects completed
Custom – Public	3,006	108%	18	Projects completed
Small Business – Private	196,111	107%	6,687	Projects completed
Small Facilities – Public	28,086	216%	532	Projects completed

Program	Net MWh YTD	% Savings Achieved to Plan Goal	Program Participation YTD	Unit Definition
Business Instant Discounts – Private	154,830	102%	1,830,437	Lighting, battery chargers, HVAC units
Business Instant Discounts – Public	21,139	92%	373,600	Lighting, battery chargers, HVAC units
New Construction – Private	12,747	98%	61	Projects completed
New Construction – Public	2,114	123%	27	Projects completed
Industrial Systems – Private	45,610	98%	320	Projects
Retro-commissioning – Private	33,492	108%	201	Projects
Retro-commissioning – Public	15,062	113%	81	Projects
Strategic Energy Management – Private	29,566	106%	77	Participating customers
Strategic Energy Management – Public	4,563	91%	25/86	Participating customers/accounts
LED Streetlighting – Private	15,579	65%	193	Projects completed
LED Streetlighting – Public	31,288	116%	103	Projects completed
Operational Savings/Facility Assessment – Private	1,405	47%	74	Projects
Operational Savings – Public	996	217%	7	Projects
Public Housing Retrofits	1,352	62%	323/6,629	Buildings served/total units impacted

Appendix – Third-Party

Program	Net MWh YTD	% Savings Achieved to Plan Goal	Program Participation YTD	Unit Definition
Grocery Offering	6,277	125%	149	Projects
Food Bank LED Distribution	91,240	102%	1,167,060	Products distributed
Non-Profit Offering	4,269	108%	16,890	Lighting and HVAC projects
Income Eligible Kits	32,344	106%	60,000	Kits
Agriculture	7,769	88%	232	Projects
Telecom	9,999	120%	70	Projects
Small Business Kits	7,289	100%	8,324	Kits
Public Building Safety in Distressed Communities	10,604	69%	216	Project Phases Completed
Elementary Energy Education	4,385	59%	Kits - 13,026; LED Portal Redemptions -474	Kits and Unique Portal Orders/Redemptions