Illinois EE Stakeholder Advisory Group (SAG)
Fourth Quarter Meeting

Wednesday, November 12, 2025
10:00 AM – 4:00 PM
Teleconference

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Meeting Materials

Posted on the November 12 meeting page of the SAG website:

- November 12 Large Group SAG Agenda
- SAG Facilitator Introduction to November 12 Meeting
- SAG Facilitator Presentation: Overview of Legislative Changes with Impacts to Illinois EE Portfolios
- Nicor Gas Presentation: EE Portfolio Report-out
- Peoples Gas & North Shore Gas Presentation: EE Portfolio Report-out
- Electrification Presentations:
  - Ameren Illinois Presentation: Electrification Update
  - ComEd Presentation: Electrification Update
  - Guidehouse Presentation: Midstream Income Eligible Policy Analysis for ComEd
- Guidehouse Presentation: ComEd Financial Assistance and Energy Efficiency Research
- Opinion Dynamics Presentations:
  - Ameren Illinois 2025 Evaluation Research Update
  - Ameren Illinois 2025 Heat Pump Incentive and Program Design Study

Attendees

Name	Company or Organization
In-Person Attendees	
Celia Johnson	Facilitator (Celia Johnson Consulting)
Zoe Knaus	SAG Facilitation Support (Inova Energy Group)
Carl Samuelson	Michaels Energy
Kit White	Midwest Energy Efficiency Alliance (MEEA)

Name	Company or Organization
Courtney Golino	Guidehouse
Daniel Gonazlez	ComEd
Channel Turbines	ComEd
Elder Calderon	ComEd
Liz Connolly	ComEd
Danielle Munroe	ComEd
Nick Horras	CEDA
Dan Makzymiw	CEDA
Steve Spentzas	Energy Infrastructure Partners
Valencia Roner	Energy Infrastructure Partners
Jim O'Shanghnessy	Energy Infrastructure Partners
Heidi Gorrill	Slipstream
Jim Heffron	Walker-Miller Energy Services
Thomas Manjarres	Peoples Gas & North Shore Gas
Christina Frank	Peoples Gas & North Shore Gas
Danish Murtaza	Peoples Gas & North Shore Gas
Shawn Haas	Peoples Gas & North Shore Gas
Jarred Nordhus	Peoples Gas & North Shore Gas
Omy Garcia	Peoples Gas & North Shore Gas
Matt Armstrong	Ameren Illinois
Keyla Ward	Ameren Illinois
Theo Okiro Quarles	EcoHealth Strategies
Chris Vaughn	Nicor Gas
Jonathan Skarzunski	Nicor Gas
Thomas Ketchum	5 Flavorz
Tre Ketchum Jr.	DNR Ad Agency
Mark Milby	Elevate
Kari Ross	NRDC
Joel McManus	TRC
Andrey Gribovich	DNV
Abigail Miner	IL Office of the Attorney General
Zoe Huspen	Citizens Utility Board
Laura Agapay-Read	Guidehouse
Jane Anderson	Inova Energy Group
Rashaan Keeton	Center for Energy & Environment
Lee Ringo	Energy Infrastructure Partners
Teleconference Attendees	
Adam Roche	Cascade Energy
Amy Jewel	Elevate
Andrea McKenna	Cascade Energy
Andrew Cottrell	ScottMadden
Andy Gorecki	Franklin Energy
Andy Vaughn	Leidos

Name	Company or Organization
Aneesha Aggarwal	Guidehouse
Anna Lydia Marrero	CEDA
Anthony Albano	Resource Innovations
Antonia Ornelas	Elevate
Barb Ramos	Nicor Gas
Bill Risley	Franklin Energy
Blaine Fox	CMC Energy
Bobbi Fey	ICF
Brady Bedeker	Walker-Miller Energy Services
Brian Barry	Guidehouse
Brook Cranford	Ameren Illinois
Cameron Seeley	Walker-Miller Energy Services
Carmine Tucci	Nicor Gas
Caryn DeSignor	Leidos
Celina Aguilar	Guidehouse
Charles Ampong	Guidehouse
Charles Schreier	Go Sustainable Energy, representing IL AG
Chris Neme	Energy Futures Group, representing NRDC
Corey Grace	Resource Innovations
Danielle Munroe	ComEd
Denise Munoz	DMT Consulting
Devin Wall	Louvers International
Diana Dorman	Energy Solutions
Dustin Kunkel	Guidehouse
Ebony Buchanan	CEDA
Elena Savona	ES Consulting
Elizabeth Horne	ICC Staff
Elli Arzbaecher	Future Energy Enterprises (IQ South Committee Facilitation Team)
Eric O'Neill	Michaels Energy
Erin Daughton	ComEd
Erin Kempster	Power TakeOff
Erin Stitz	ICF
Evan Tincknell	Opinion Dynamics
Gregory Norris	Aces 4 Youth
Hannah Collins	Ameren Illinois
Hannah Howard	Opinion Dynamics
Hira Majeed	ComEd
Jaleesa Scott	ComEd
Jamey Neal	Ameren Illinois
Jason Fegley	Leidos
Jeff Erickson	Guidehouse

Name	Company or Organization
Jennifer Alvarado	Franklin Energy
Jessica Minor-Baetens	Guidehouse
Jessica Raker	Opinion Dynamics
Jim Fay	Energy Research and Analysis
Joe Mays, Cascade Energy	Cascade Energy
John Carroll	Leidos
John Gossman	Midwest Energy Efficiency Alliance (MEEA)
John Lavallee	Ameren Illinois
John Yi CEDA	CEDA
Josalin Wills	Ameren Illinois
Joshua Asiyanbi	Nicor Gas
Joshua Ramos	Nicor Gas
Julie Hollensbe	Walker-Miller Energy Services
June Fang	Guidehouse
Kanchan Swaroop	Resource Innovations
Kara Jonas	ComEd
Kari McCue	Nicor Gas
Kegan Daugherty	Resource Innovations
Ken Walczak	DarkSky International
Kristen Kalaman	Resource Innovations
Lance Escue	Ameren Illinois
Larry Kotewa	Elevate
Laura Agapay-Read	Guidehouse
Laura Pettersen	Cascade Energy
Lauren Bates	Opinion Dynamics
Lilieric FlorezMonroy	Peoples Gas & North Shore Gas
Lisa Obear	Brightline Group
Lucila Gambino	Guidehouse
Madhu Bhargava	ComEd
Mark Hamann	ComEd
Mary Johnson	Resource Innovations
Melissa Helphingstine	Primera Engineering
Michelle Norgard	CLEAResult
Molly Graham	Midwest Energy Efficiency Alliance (MEEA)
Monique Leonard	Ameren Illinois
Natasha Herring	Guidehouse
Nathalie Nadda	Guidehouse
Nathan Baer	Staples Energy
Nayan Patel	Nicor Gas
Neb Kisic	Erthe Energy Solutions
Neil Curtis	Guidehouse
Nick Lovier	Ameren Illinois

Name	Company or Organization
Nick Warnecke	Ameren Illinois
Nora Fitton	ICC Office of General Counsel (OGC)
Randy Opdyke	Nicor Gas
Ridhi Kalra	Guidehouse
Ronna Abshure	ICC Office of General Counsel (OGC)
Rose Williamson	Opinion Dynamics
Salina Colon	CEDA
Sam Stahl	Ameren Illinois
Sara Castleberry	Resource Innovations
Sarah Evans	DNV
Scott Mallory	Brubaker & Associates
Scott Yee	Resource Innovations
Selena Worster Walde	Erthe Energy Solutions
Seth Craigo-Snell	SCS Analytics
Shawn Haas	Peoples Gas & North Shore Gas
Steven LaBarge	ComEd
Sushmitha Ramakrishnan	ComEd
Tamika J. Cole	Walker-Miller Energy Services
Ted Weaver	Dunsky Energy + Climate Advisors, representing Nicor Gas
Tina Grebner	Ameren Illinois
Tori Woolbright	Metropolitan Mayors Caucus
Tyler Sellner	Opinion Dynamics
Valencia Roner	Energy Infrastructure Partners
Victoria Nielsen	ScottMadden
Wade Morehead	Morehead Energy
Will Wilson	Leidos
Zach Obert	Franklin Energy
Zach Ross	Opinion Dynamics

Meeting Notes

See red text for follow-up items.

Introduction to Large Group SAG 4th Quarter Meeting

Celia Johnson, SAG Facilitator

Purpose of November 12 Meeting:

- Morning Agenda
    1. To educate SAG participants on legislative changes from the Clean and Reliable Grid Affordability Act.
    2. For Nicor Gas to report-out on EE portfolio progress in 2025
    3. For Peoples Gas & North Shore Gas to report-out on EE portfolio progress in 2025.
- Afternoon Agenda
    1. For Ameren Illinois and ComEd to provide an electrification update

2. For Guidehouse to present results of two evaluation studies for ComEd
3. For Opinion Dynamics to present an overview and results of ongoing evaluation and research studies for Ameren Illinois

Overview of Legislative Changes with Impacts to Illinois EE Portfolios
Celia Johnson, SAG Facilitator

Introduction

- The Clean & Reliable Grid Affordability (CRGA) Act passed the Illinois House and Senate during the veto session that concluded on October 30, 2025
  - Pending signature by Governor Pritzker
  - Effective date is June 1, 2026
  - Includes a variety of changes in law – this overview will focus on legislative updates that impact Illinois energy efficiency portfolios administered by Ameren Illinois, ComEd, Nicor Gas, Peoples Gas and / or North Shore Gas
- Full text of CRGA is available on the ILGA website

Legislative Changes Impacting Electric Utility EE Portfolios - Electric EE Changes

- CRGA Electric EE Changes
  - See Section 8-103B of the Public Utilities Act
  - Changes apply beginning January 1, 2027
  - EE Plan refiling deadline is June 1, 2026 – for an updated EE Plan for 2027-2029
- EE Budget
  - Increased for both ComEd and Ameren Illinois (electric) – see slide 5
- Low Income Minimum Spend
  - 25% of EE budget
    - Previous statutory requirement set specific amounts: $13,000,000 per year for Ameren Illinois (electric), and $40,000,000 per year for ComEd
- Savings Goals
  - Cumulative Persistent Annual Savings (CPAS) goals eliminated after program year 2026
  - Incremental annual energy savings goals in effect beginning with program year 2027
    - ComEd – 2% annual savings goal
    - Ameren Illinois (electric) – ramp up savings over the next 3 years, to reach 2% annual savings goal by 2029
      - 1.4% in 2027
      - 1.7% in 2028
      - 2% in 2029 and every year thereafter
- EE Budgets
  - For both ComEd and Ameren Illinois (electric)
    - 4.25% for 2026 (no change)
  - For ComEd
    - 4.25% for 2027-2029
    - 4.25% + an increase sufficient to account for inflation for each subsequent 4-year EE Plan
  - For Ameren Illinois (electric)
    - 4.21% for 2027
    - 5.25% for 2028
    - 6.06% for 2029

        - 6.06% + an increase sufficient to account for inflation for each subsequent 4-year EE Plan
            - For EE Plans in effect through 2026 – use the average amount paid per kWh by residential eligible retail customers during calendar year 2015
            - For EE Plans in effect beginning in 2027 – use the average amount paid per kWh by residential eligible retail customers during calendar year 2023
- Definition of "Incremental Annual Energy Savings"
    - "the total electric energy savings from all measures installed in a calendar year that will be realized within 12 months of each measure's installation"
- Reduced Savings Goal
    - May be reduced by 0.025 percentage points for every percentage point increase above the 25% minimum to be targeted at low-income and moderate-income households
        - Goals cannot be reduced 0.25 less than the energy savings requirement applicable to the calendar year, even if low-income and moderate-income spending is greater than 35%
- Modified Savings Goal
    - May be reduced if clear and convincing evidence and independent analysis demonstrates a variety of conditions have been met
        - One of the new conditions is "changes in federal law, programs, or tariffs" that "have a significant and demonstrable impact on the cost of delivering measures and programs"
- Performance Incentives
    - Return on Equity (ROE) – ComEd based on MWh energy savings
    - ROE – Ameren Illinois (electric) is split, 100 basis points for MWh energy savings and 100 basis points for peak demand energy savings
- Converting Savings
    - Electric utilities can convert gas therm savings achieved from joint programs with gas utilities – 30% for ComEd, 20% for Ameren Illinois (electric)
        - Previous maximum was 10%
    - ComEd may only count savings from other fuels when savings are from weatherization measures that reduce heat loss through the building envelope, insulating mechanical systems, or the heating distribution system, including, but not limited to, air sealing and building shell measures
        - Does not impact ComEd's ability to claim savings from electrification measures
- Peak Demand Savings Goal – Ameren Illinois
    - Establishes a peak demand savings goal for Ameren Illinois (electric)
    - Energy savings goal divided by the actual average ratio of kWh savings to coincident peak demand reduction achieved through EE programs in 2023
- Definition of "incremental annual coincident peak demand savings"
    - "the total coincident peak reduction from all energy efficiency measures installed in a calendar year that will be realized within 12 months of each measure's installation"
- Average Savings Life – Ameren Illinois
    - Incremental annual energy savings must be achieved with an average savings life of at least 12 years

        - "In no event can more than 1/5 of the incremental annual savings or the coincident peak demand savings counted toward a utility's annual savings goal in any given year be derived from efficiency measures with average savings lives of less than 5 years."
        - "Average savings lives may be shorter than the average operational lives of measures installed if the measures do not produce savings in every year in which the measures operate or if the savings that measures produce decline during the measures' operational lives."
- Third Party EE Programs
    - Optional filing
        - Previously required $25,000,000 for ComEd and $8,350,000 for Ameren Illinois
- Definition of "moderate-income"
    - "income between 80% of area median income and 300% of the federal poverty limit"
- Definition of "lifetime savings"
    - "the total incremental savings that installed efficiency measures are projected to produce, relative to what would have occurred absent to the utility's efficiency programs, over the useful lives of the measures"
- Electrification for Low Income Households
    - 33% of all costs of offering and promoting electrification measures "must be for supporting installation of electrification measures through programs exclusively targeted to low-income households"
        - Requirement may be reduced if the utility can demonstrate it is not possible to achieve due to low-income customer eligibility
        - If reduced, the utility "must prioritize support of low-income electrification in housing that meets program eligibility requirements over electrification spending on non-low-income residential or business customers"
    - Previous minimum was 25% for "electrification of end uses in low income housing", with no opportunity for reduction
- Electrification Spending Ratio
    - Ratio of spending for low-income SF and low-income MF "shall be designed to achieve levels of electrification savings from each building type that are approximately proportional to the magnitude of cost-effective electrification savings potential in each building type"
- Electrification Savings
    - Electrification savings goal limit of 20% per year, starting in 2026
        - Previous limit was 5% per year from 2022 to 2025, 10% per year from 2026 to 2029 and 15% per year starting in 2030
- Electrification Bill Impacts
    - Prior to installing or promoting electrification measures, the utility must provide customers with estimates of the impact of the new measures on the customer's average monthly electric bill and total annual energy expenses
        - Similar to previous language, with the addition of "promoting"
- EE Formula Rate
    - Changes the calculation of the cost of equity
- Requirement to Award a Bid Preference for Construction, Installation, or Other Related Services

- "Award a bid preference of 2% to a contractor if the contractor certifies under oath that the contractor's primary place of business is located within the utility's service area; and
- Award a bid preference of 2% to a contractor if the contractor certifies under oath that at least 85% of the workforce to be utilized for such construction, installation, or other related services reside in the utility's service area."
- Must report annually to the ICC, including "the proportion of total program dollars awarded to firms that meet the criteria"

Legislative Changes Impacting Gas Utility EE Portfolios – Gas EE Changes

- CRGA Gas EE Changes
  - See Amendment 5, updates to Section 8-104 of the Public Utilities Act
  - Changes apply beginning January 1, 2027
  - EE Plan refiling deadline is June 1, 2026
- Voluntary EE Plan Budget Increase – Amende Gas EE Plan
  - Option to file an amended EE Plan for 2027-2029, increasing the EE budget above the current 2% spending cap
  - Amended plan filing deadline – June 1, 2026
  - Applicable to Nicor Gas, Peoples Gas and North Shore Gas
  - Not applicable to Ameren Illinois (gas)
- If an Amended Gas EE Plan is Filed:
  - Minimum public sector spend is 30% of non- residential spending (current EE Plan minimum is 10% of cost-effective EE measures)
  - In approving an amended gas EE Plan, ICC will consider 1) policy goals established in existing subsection f of the existing Act and 2) six additional considerations established by CRGA (see Appendix slide 32)
- Definition of "Low Income Households"
  - "Households with incomes at or below 80% of the area median income."
- Definition of "Moderate-Income"
  - "Income between 80% of area median income and 300% of the federal poverty limit."
- Definition of "Average Savings Life"
  - "(i) the savings that will be realized as a result of a utility's efficiency programs over the lives of all efficiency measures divided by (ii) the savings that will be produced in the first year after such measures are installed."
- Low Income EE Portfolio Requirements
  - "…leverage existing State and federal low-income weatherization programs and delivery capacity to the extent practicable."
  - "…prioritize contracting with organizations, gov't agencies, and businesses with a track record of delivering weatherization services in low-income communities in this State to delivery any low-income programs that are not integrated with State and federal low-income weatherization programs."

Applicable to Ameren Illinois (gas) and Nicor Gas

- Low Income EE Budget
  - The portion of the entire budget for EE programs that is spent on low-income households shall be:
    - No less than the greater of: (A) 25% or (B) five percentage points more than the proportion of total annual gas sales to non-opt-out retail customers that are consumed by low-income households

- Weatherization Low Income Spending
    - The portion of low income spending delivered through whole building weatherization programs that comprehensively address building envelope efficiency upgrade opportunities as well as other efficiency measures shall be at least 80%
- Health and Safety Low Income Spending
    - Utilities shall invest in health and safety measures that are appropriate and necessary for comprehensively weatherizing the single-family and multi-family buildings of low-income households, with up to 15% of income-qualified program spending made available for such purposes

Applicable to Peoples Gas and North Shore Gas, if an updated 2027-2029 EE Plan is filed

- Low Income EE Budget
    - The portion of the entire budget for EE programs that is spent on low-income households shall be:
        - Peoples Gas: No less than the greater of: (A) 25% or (B) five percentage points more than the proportion of total annual gas sales to non-opt-out retail customers that are consumed by low-income households
        - North Shore Gas: No less than the greater of A) 15% or B) five percentage points more than the proportion of total annual gas sales to non-opt-out retail customers that are consumed by low-income households
- Weatherization Low Income Spending
    - The portion of low income spending delivered through whole building weatherization programs that comprehensively address building envelope efficiency upgrade opportunities as well as other efficiency measures shall be at least 80%
- Health and Safety Low Income Spending
    - Utilities shall invest in health and safety measures that are appropriate and necessary for comprehensively weatherizing the single-family and multi-family buildings of low-income households, with up to 15% of income- qualified program spending made available for such purposes

Applicable to Nicor Gas, Peoples Gas and North Shore Gas if an amended EE Plan is filed

- Counting Electricity Savings Towards Gas Savings Goals
    - A gas utility may count electricity savings towards gas efficiency savings goals, with the following limitations:
        - Electricity savings must be the result of the installation of a gas efficiency measure
        - Electricity savings may only be counted when they are generated in service territories not served by electric utilities subject to Section 8-103B of the Public Utilities Act
        - No more than 5% of the total gas utility savings goal may be from electricity savings
    - A kWh of savings = 0.03412 gas therms
    - Applicable to Nicor Gas, Peoples Gas and North Shore Gas if an amended EE Plan is filed

Gas EE Changes

- Establishes an Incentive Mechanism Option

    - Gas utility must meet or exceed the following minimum requirements:
        - Plan budget must be equal to or greater than 5% of the amounts paid by non-opt-out retail customers
        - For 2027-2029, achieve average incremental annual savings of at least 0.7% of total average annual gas sales to non-opt-out retail customers over the years 2023 – 2025
            - This increases to 0.8% for EE Plans beginning after 2029
        - Achieve an average savings life of at least 12 years
        - Spend at least 67% of all financial incentive dollars on efficiency measures that:
            - Reduce the space heating loads of buildings through improvements such as to building envelopes, ventilation systems, space heating distribution systems, and space heating system controls;
            - Reduce the water heating loads of buildings such as through insulation of hot water pipes, recovery and reuse of heat from waste water and reductions in the amount of hot water required to meet customer needs; OR
            - Reduce the process heat loads of industrial facilities
    - Spending on health & safety counts
    - Spending on gas-consuming equipment (furnaces, boilers, water heaters, other) does not count
- Large Gas Utility Customers May Opt Out of Multi-Year Plans
    - There is an existing exemption provision for large gas utility customers in section (m)
    - CRGA establishes an opt-out provision for multi-year plans in a new section (m-1)
        - See m-1 for definition of who is eligible to opt out; does not apply to federal, State, municipal and other public customers
        - Opt-out is for:
            - Utilities that file an amended EE Plan for 2027-2029
            - All utilities for EE Plans beginning Jan. 1, 2030
        - There is a compliance filing for modified plans, to adjust budgets and natural gas savings targets, if necessary, to reflect the final level of customers opting out
    - Applicability will be determined beginning after Jan. 1, 2026, using the 12 consecutive billing periods prior to the start of the first year of a multi-year EE Plan
    - Customers will have an opportunity to opt-out beginning in mid-2026 – CRGA requires the ICC to provide the notice form with 45 days of the effective date of CRGA

Other Legislative Changes Impacting EE Portfolios

- Definition of Total Resource Cost (TRC) Test for Both Electric and Gas EE
    - Addition of “avoided societal costs associated with reductions in greenhouse gas emissions”
        - New language: “The societal costs associated with greenhouse gas emissions shall be $200 per short ton, expressed in 2025 dollars or the most recently approved estimate developed by the federal government using a real discount rate consistent with long-term Treasury bond yields,

whichever is greater. Changes in greenhouse gas emissions due to changes in electricity consumption shall be estimated using long-run marginal emissions rates developed by the National Renewable Energy Laboratory's Cambium model or other Illinois- specific modeling of comparable analytical rigor."

- On-Bill Financing
  - Program sunsets on January 1, 2027
- Low Income Energy Efficiency Accountability Committee (LIEEAC)
  - For ComEd's service territory, if a facilitator is used, the facilitator must be retained by Commission Staff

Chris Neme: On slide 14, you reference the minimum public sector spending shifting from 10% of cost-effective EE measures to 30% of non-residential spending. I want to clarify that required public sector spending is currently 10% on all programs, and it will shift to 30% of non-residential spending.

Representative from Energy Infrastructure Partners: Is the definition of low income changed between electric and gas utilities?

- *Celia Johnson: The electric definition did not change. The gas definition clarifies applicability.*
- *Response: That is correct, it was 150% Federal Poverty Level (FPL), it is now 80% Average Median Income (AMI).*

Omy Garcia: Will there be additional clarification regarding on-bill financing [whether it applies to electric only, or electric and gas]?

- **Follow-up response:** Several participants in the meeting stated the Jan. 1, 2027 sunset provision only applies to electric utilities.

Representative from Peoples Gas & North Shore Gas: Can gas utility customers opt out of charges or involvement of multi-year plans? It this gas only?

- *Celia Johnson: Customers can opt out of charges and then cannot participate in multi-year plans. Since they are not paying, they cannot participate. This largely mirrors what already exists on the electric side.*
- *Ted Weaver: Regarding opt outs, there are some customer requirements to complete an audit of other facilities. On the electric side, it is like the issue on public sector spending. Low-income electric requirements are currently 25% of savings but will be 33% of cost. These are not the same things; low-income customers already pay much more of the cost.*

Ted Weaver: Regarding on-bill financing, this change is only for electric utilities. For electric utilities, isn't there another financing provision separate from on-bill financing?

- *Zach Ross (via chat): That is PAYS/Equitable Energy Upgrade Program (EEUP).*
- *Chris Neme: EEUP is a substitute, which is why on-bill financing is repealed for electric utilities.*
- *Celia Johnson: I believe EEUP was added for electric utilities when CEJA passed (Sept. 2021). The ICC held a long series of workshops on this. I will check with ICC Staff on the status.*
  - **Follow-up response:** There is a docketed proceeding at the ICC to establish guidelines for Equitable Energy Upgrade Programs under Section 16-111.10 of the Public Utilities Act. See ICC Docket No. 25-0863.

Ted Weaver: How does accounting for inflation work?

- *Chris Neme: The percentage increase is multiplied by the actual non-sales in 2023.*

Charles Schreier (via chat): Can anyone speak to why Ameren includes a peak demand savings goal, but ComEd does not? Why is there a different approach between the utilities?

- *Celia Johnson [response added after the meeting]: I believe this was a negotiation during finalization of the legislative language.*

Zach Ross (via chat): To confirm, on slide 20, the gas PIM only applies if amended plans are filed, correct?

- *Chris Neme: Correct. One of the minimum requirements is spending at least 5% of revenue and the current cap (without the amended plans) is 2$.*

Next Steps for SAG

- Large Group SAG concluded a year-long Portfolio Planning Process in fall 2024
    - 2024 was the third time SAG has facilitated a planning process – this process is referenced in the IL EE Policy Manual (See Version 3.0, Section 3.9, SAG Review, iii. Draft Portfolio Outlines)
    - Purpose of 2024 process was to discuss draft 2026-2029 EE Plans with utilities and interested stakeholders, and for each utility to reach consensus with non-financially interested stakeholders before EE Plan filings
    - Final negotiations were held between individual utilities and non-financially interested stakeholders from Nov. 2024 to Feb. 2025
    - Statutory filing deadline for 2026-2029 EE Plans was March 1, 2025 – each utility filed a consensus EE Plan, with a stipulated agreement
    - 2026-2029 utility EE Plans were approved by the ICC in late summer 2025
- SAG Facilitator recommends the Large Group SAG repeat the final step of the SAG Portfolio Planning Process
    - Presenting Draft Updated Plan to SAG: Each utility that is filing an updated EE Plan for 2027-2029 will be invited to present the draft plan to the Large Group SAG
    - SAG Feedback Meeting: Opportunity for any interested SAG participant to share feedback on a utility's updated draft EE Plan
    - Confidential Negotiations: Negotiations between individual utilities and non-financially interested stakeholders will be held following Large Group SAG discussion
        - Negotiations will include parties that signed each utility's stipulated agreement, and those that participated in final negotiation meetings
        - Negotiations will be organized by the SAG Facilitator
- How does this impact the SAG schedule in 2026?
    - January – May will focus on 2027-2029 EE portfolio planning, with the majority of the time in confidential negotiations with individual utilities and non-financially interested stakeholders
    - June 1, 2026 is the 2027-2029 updated EE Plan filing deadline
    - SAG does not hold regular meetings when EE Plan dockets are open at the ICC, unless there is a time-sensitive topic that requires discussion
    - An abbreviated 2026 SAG Plan will be presented to the Large Group SAG in June, with an opportunity for feedback
- What else needs to happen due to CRGA?
    - IL EE Policy Manual needs to be updated to fix policy language

    - SAG Facilitator proposes waiting until after the June 1, 2026 filing deadline to edit the Policy Manual, and only changing the Manual to correct errors due to CRGA
    - Updated Policy Manual will need to be re-filed with the ICC for approval
- SAG Facilitator is meeting with individual utilities to discuss potential timeline for updated 2027-2029 EE Plans
    - See slide 29 for ComEd schedule
    - Additional information will be shared with SAG soon
- ComEd Schedule
    - Thursday, December 18 (10:00 am – 12:00 pm): ComEd presents 2027-2029 updated draft EE Plan
    - Tuesday, January 6 (10:00 am – 12:00 pm): Interested SAG participants present feedback on ComEd's draft EE Plan
    - Week of January 23: Final negotiations begin between ComEd and non-financially interested stakeholders that participated in the final 2026-2029 EE Plan negotiations
    - Next Steps: Additional schedule details will be shared with ComEd negotiation participants

Jonathan Skarzynski: When is the Policy Manual typically updated?

- *Celia Johnson: The Policy Manual is updated as needed. Typically, every 3-4 years because a full update process historically takes at least one year.*
- *Jonathan Skarzynski: Was the previous update in 2022?*
- *Celia Johnson: Yes, the last full Policy Manual update process began in summer 2022. That Policy Manual update (Version 3.1) was approved by the Commission in December 2023. I am open to another approach, but I recommend an approach like what we did after CEJA – updating the Policy Manual only to correct legislative changes.*

Nicor Gas 2025 SAG Portfolio Update

Chris Vaughn, Nicor Gas

Portfolio Impact

- 3.1 billion pounds of CO2 emissions avoided
- $2.7 billion in economic activity generated
- $164million spent with diverse suppliers
- 1.46 million customers have participated
- $298 million in incentives
- 271 million therms saved
- 2.5 billion lifecycle therms saved
- 10,900 jobs supported
- Equivalent to:
    - 335,000 cars off the road for a year
    - 193, 000 homes energy use for a year
    - Carbon captured by 1.4 million acres of forest in a year

2025 Portfolio Results to-date

- 10.48M net savings to date
- 76.6% percent of planned savings
- 14.1M annual savings goal
- $37.4M spend-to-date

- 81.8% percent of planned spend
- $45.7M annual budget
- Key Portfolio Highlights
    - 28,779 customers participated in our programs in 2025
    - Annual emissions reduced by 55,450 metric tons CO2
    - Income-Eligible was the largest sector accounting for 32% of the total spend

Portfolio and Program Acronyms

- Residential
    - Home Energy Efficiency Rebates (HEER)*
    - Home Energy Savings (HES)*
    - Energy Education and Outreach*
    - Multi-Family (MF)*
    - Smart Neighborhood Builder Program (Formerly RNC)
- Income-Eligible
    - Weatherization (Wx)*
    - Public Housing Authority (PHA)*
    - Affordable Housing New Construction (AHNC)*
    - Energy-Saving Kits (IE-ESK)*
- Business
    - Business Energy Efficiency Rebates (BEER)
    - Commercial Food Service (CFS)*
    - Business Optimization (BOP)
    - Custom
    - Small Business (SB)
    - Strategic Energy Management (SEM)*
    - Commercial/Industrial New Construction (CNC)
- Portfolio
    - Management, Marketing, Evaluation, Emerging Technology (ET)*, Market Transformation (MT)*, Market Development Initiative (MDI)*
- *Joint or coordinated programs with ComEd and/or Ameren Illinois and/or Peoples Gas/North Shore Gas

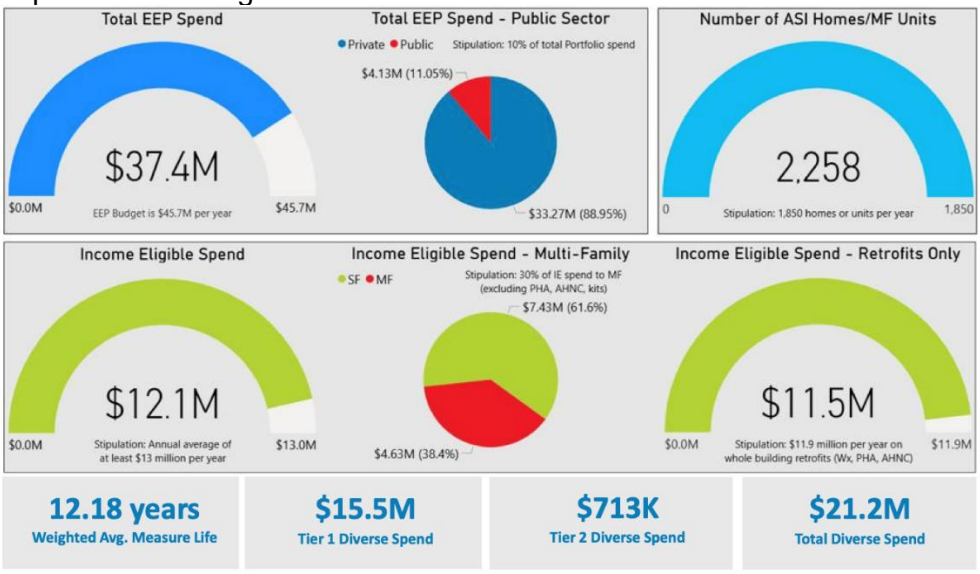
2025 Program Highlights

- Residential Programs
    - 5 programs
    - 3.18M net therms savings to-date
    - $8.97M spend to-date
    - Key Highlights
        - Air Sealing and Insulation met its 4-year stipulation goal (7,400 units)
            - 1,616 customer homes served (115% to goal)
        - The Self-Assessment Portal program has served 1,392 homes, which is 92% of its annual goal.
            - 69% to incentive spend and 66% to therm saving targets for 2025
        - The Smart Neighborhood Builder program achieved annual program goals in Q3.
            - 13 builders participated in the program, including 3 new builders
- Income-Eligible Programs
    - 5 programs
    - 1.46M net therm savings to date

- $12.2M spend to date
- $507K total health and safety spending
- $133K single-family health and safety spending, non-IHWAP
- $268K multi-family health and safety spending non-IHWAP
- Key Highlights
  - MF Retrofits achieved 84% of the annual incentive goal and 96% of the savings goal, including Indian Trail Apartments in Aurora, where 25 buildings received comprehensive weatherization upgrades delivering $203,576 in incentives and 52,658 therms in annual savings.
  - Income Eligible Home Assessments surpassed goals, serving 2,223 homes (130% of target) and achieving 92% of annual incentives and 109% of savings.
  - MF IHWAP program in partnership with CEDA, finalized the Pheasant Ridge-Hunter Apartments project in Orland Hills, IL at the beginning of Q3 with approximately $408,000 in Nicor Gas incentives and 24,000 therms in projected savings.

- Business Programs
  - 5 programs
  - 6.17M net therm savings to date
  - $8.08M spend to date
  - Key highlights
    - The program team launched Small Business Kit pilot, shipping over 300+ self-install kits to businesses, successfully re-engaging 74% of participants in the economically disadvantaged communities
    - Strategic emphasis placed on project quality, assessment throughput and public sector engagement. A total of 29 Public Sector assessments were completed in this quarter focused on high schools, elementary schools, colleges and medical facilities. With this focus, the public sector spend is at 11% of the total portfolio spend.
    - CINC – To date, Nicor Gas partnered with ComEd to incentivize 11 private C&I new construction projects and 8 public sector new construction projects.

Stipulation Tracking:



Customer Engagement - Community Connection Center Referrals

- Continuous cycle of engagement with customers regardless of need.
- Customers can enter while inquiring about:
    - Energy Efficiency
    - Energy Assistance
    - Community Resources

Community Connection Center

- A team dedicated to helping customers meet their basic needs
- Established in 2022, C3 determines customer needs and makes referrals to resources that help with energy efficiency, bill payments, food, clothing rental, housing assistance, etc.
    - 36,200+ customers have been referred to services
    - $21M in energy grants received by connected customers
    - 889,000+ therms saved through Energy Efficiency
    - 200+ community events attended during 2024, and we are expecting to attend 240+ events in 2025
    - 208,000 pounds of free food distributed
    - Online Community Assistance Navigator
    - (CAN) tool works 24/7/365 in English and Spanish

Community Connection Resource Fairs

- Financial Relief
    - Nicor Gas's C3 initiative connected customers with over $11.8M in the form of grants and discounts in 2025
    - 30 down-payment arrangements and 108 low-income discount enrollments established from our resource fairs in 2025
- Operation Warm 2025
    - Nicor Gas provided coats to children at Title 1 schools in Cicero and Joliet
    - 1,600 coats delivered to kids in need
- Nicor Gas Community Connection Resource Fairs
    - We will host 12 events through 2025 centered on energy efficiency opportunities, gas safety education, billing support, grocery giveaways (w/ Top Box NFP), housing security, job opportunities and more
    - We're forecasted to provide over 50,000 meals to over 3,300 households in 2025

Market Development Initiative

- 160 applications
- 42 candidates accepted
- 40 candidates completed
- 79% job placement percentage
- $6.07 average wage increase
- 3 corporate partner participants
- Key highlights
    - Program earned recognition by MEEA with Inspiring Energy Efficiency Award and AESP with Contributions to DEI Leadership Award
    - Hosted our first Upskilled Workforce Training & Employment cohort for those already in the field to earn their DET Verifier and Building Analyst Technician certifications.

    - Partnered with ComEd for a second year to host a joint BA-Professional Certification for those employed in the field.
    - Launched first Trade Ally Development Mentorship Program to encourage networking and support from fellow business owners.

Representative from Energy Infrastructure Partners: Do you have a median or average wage for participants?

Chris Neme: What is the time frame for participation, cost savings, and other report numbers?

- *Chris Vaughn: For business and residential, they are representative of 2025 YTD.*
- *Chris Neme: Is that through the end of September?*
- *Chris Vaughn: Yes, roughly.*
- *Chris Neme: On the residential programs slide, for weatherization, it says your four-year goal is 7,400 units served. You have served 1,600 units, which is 115% of your goal. Is 7,400 units the total goal over four years?*
- *Chris Vaughn: Yes, we have met the total goal of 7,400 units served and exceeded our goal this year by around 800 units.*
- *Jonathon Skarzynski: The 7,400 unit goal includes single-family and multifamily. >1,600 units served is the single-family share of that goal.*
- *Chris Neme: Got it, thanks.*
- *Chris Vaughn: To your point, we have surpassed the outline goal.*
- *Chris Neme: Has participation remained steady or grown in the past year?*
- *Chris Vaughn: Growth was significant in years 2 and 3. This year, it was steady.*

Peoples Gas & North Shore Gas EE Portfolio Report-Out

Danish Murtaza, Jarred Nordhus, Omy Garcia, Shawn Haas, and Thomas Manjarres, Peoples Gas & North Shore Gas

Quadrennial Highlights and Program Overview – Program Years 2022-2025

Who Qualifies

- Customers in the North Shore Gas Territory
    - Most of Lake County
    - 54 communities north of Chicago to the Wisconsin border
    - 165,000 residential and business customers
- Customers in the Peoples Gas Territory
    - City of Chicago
    - 894,000 residential and business customers

Quadrennial to Date (2022-Q3 2025) Performance

- The Peoples Gas portfolio:
    - Achieved 103% of the Plan adjusted savings goal of 33,976,058 therms
    - Spent 93% of the $97,489,039 program budget
- The North Shore Gas portfolio:
    - Achieved 96% of the Plan adjusted savings goal of 6,611,648 therms
    - Spend 82% of the $13,772,328 program budget

Peoples Gas Q3 2025 Performance

- Through Q3 2025, the Peoples Gas Energy Efficiency portfolio:
    - Achieved 94% of the 2025 savings goal of 6,767,672 therms

    - Spent 79% of the $25,807,714 program budget
- Through Q3 2025, the North Shore Gas Energy Efficiency portfolio:
    - Achieved 62% of the 2025 savings goal of 1,512,305 therms
    - Spent 62% of the $3,682,408 program budget

2022-2025 Environmental and Community Impact

- Environmental Impact
    - 218,500 trees planted
    - 218,000 carbon reduction (tons)
    - 50,800 cars removed from the road
    - 29,200 homes energy use offset
    - 41,225,000 Net energy savings (therms)
- Community Impact
    - 48,800 residential homes served
    - 151,700 income eligible homes served
    - 1,500 businesses served
    - 296 direct portfolio jobs
    - 25% diverse spend (implementation only)

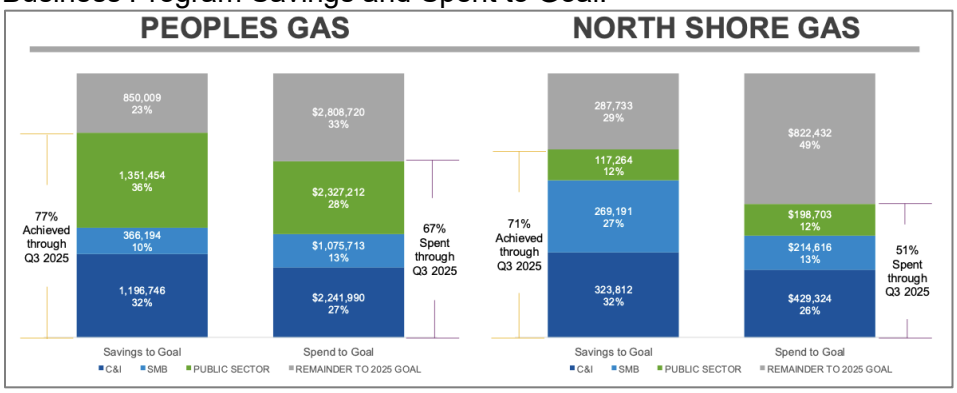
Overview of Business Programs

- Business
    - Commercial & Industrial
        - Prescriptive
        - Custom
        - Gas Optimization
        - Retro-Commissioning (Coordinated Program)
    - Small/Mid-Size Business
        - Prescriptive
        - Custom
    - Commercial Food Service (Coordinated Program)

Overview of Public Sector Programs

- Prescriptive
- Custom
- Gas Optimization
- Retro-Commissioning (Coordinated Program)

Business Program Savings and Spent to Goal:



Public Sector Program Delivery 2022-Q3 2025

- Delivery of 6.34 million incentives; 5.7 million therms saved; more than 720 public sector buildings improved.
- Cook County
  - 54,000 therms saved
  - $1.5 million in incentives
- CPS
  - 3.4 million therms saved
  - $2.7 million in incentives
  - More than 400 buildings improved
- CTA
  - 244,000 therms saved
  - $418,000 in incentives
- North Shore Water Reclamation District
  - 76,000 therms saved
  - $194,000 in incentives
- Waukegan Community School District
  - 217,000 therms saved
  - $199,000 in incentives

Chicago Public Schools

- In 2025, Chicago Public Schools (CPS) has:
  - Received $834,000 in incentives
  - Achieved 1.2 million in therm savings
  - More than 115 projects across their 1,000 buildings
  - Continued to be a role model for their students with their focus on efficiency through projects such as boiler replacements, boiler tune-ups, steam trap replacements, pipe insulation and demand-controlled ventilation.

Overview of Residential Programs

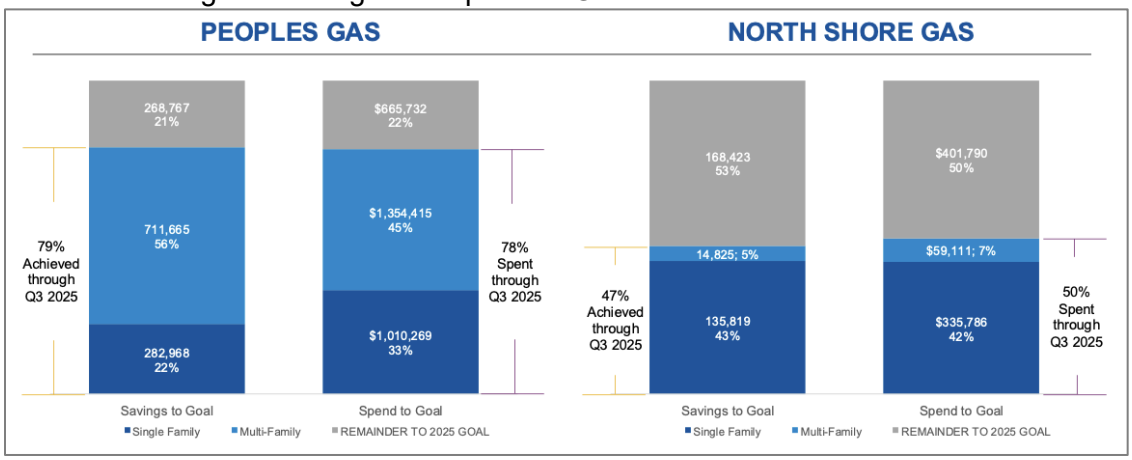
- Residential Market Rate
  - Market Rate Single Family
    - Home Energy Assessment (Joint Program)
    - Smart Thermostat (Coordinated Program)
    - Home Energy Rebate
    - Kits
      - Elementary Education Kits (Joint Program)
  - Market Rate Multi-Family
    - Multi-Family Energy Assessment (Joint Program)
    - Multi-Family Prescriptive, Custom, PTA

Overview of Income Eligible Programs

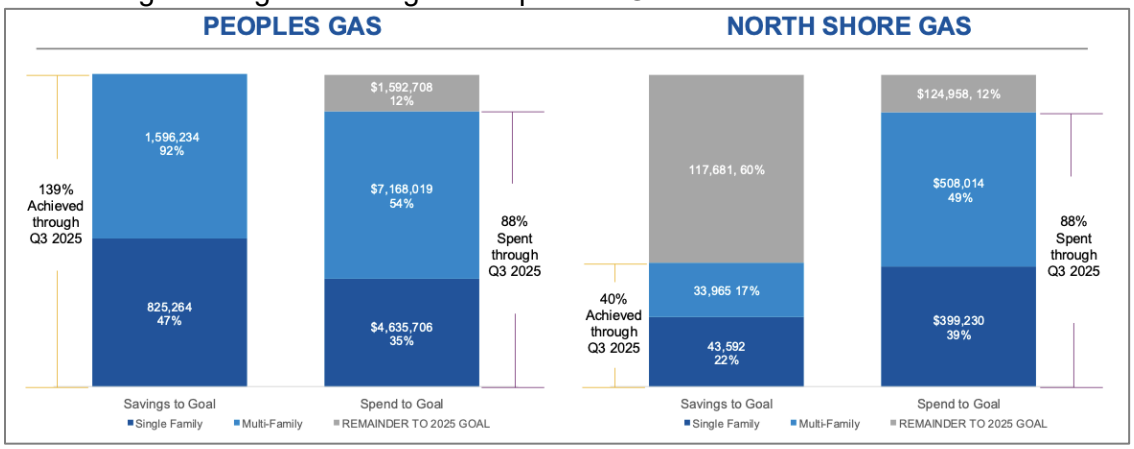
- Income Eligible
  - Home Energy Savings
    - Retrofits
    - Home Energy Assessments
    - IHWAP
  - Kits
    - Elementary Education Kits
    - Community Kits

- Multi-Family Energy Savings
  - Retrofits
  - Public Housing
  - IHWAP

Residential Program Savings and Spend to Goal:



Income Eligible Program Savings and Spend to Goal:



Chicago Housing Authority

- From 2022-2025, Chicago Housing Authority has:
  - Completed over 150 projects in 30 of their buildings
  - Received $795,000 in incentives
  - Saved over 114,000 therms
- Trumbull Park Homes
  - Received $131,500 in incentives
  - Achieved 17,000 in therm savings
  - Tested 275 steam straps and 84 replaced

Research and Development and Market Transformation

- Research and Development (R&D) evaluate innovative technologies and projects for possible future inclusion in programs to achieve additional therm savings. Projects are implemented in collaboration with research organizations, educational institutions, and non-profit organizations. This team is also engaged in Market Transformation (MT)

activities to shift the market to greater adoption of energy-efficient technologies. Market Transformation initiatives are expanding new project launches and existing projects as joint IOU MT initiatives.

- Areas of focus include:
    - Gas Heat Pumps
        - Residential and commercial units
        - TA training
    - Micro combined heat and power systems
    - Smart radiator controls
    - Low-cost steam trap monitoring systems

2025 Marketing and Outreach Highlights

- Outreach Events
    - We attended 33 events: 20 events were attended by joint program representatives
- Customer Communications
    - Business and Public Sector
        - Energy Forum hosted at the Art Institute of Chicago, Energy Insights e-Newsletter, Customer Webinar: Latest in natural gas saving technology.
    - Residential
        - Multi-family Energy Reserve Newsletter, Customer Connections, North Shore Gas kit offering reaches more than 50% of goal in first month.
- Chicago Fire Partnerships
    - In addition to game activations, Peoples Gas ads have been seen on the Fire's webpage and at the Chicago Pride Parade!
- Energy Forum
    - Honored 12 business and public sector customers for reducing energy use, lowering their heating bills, and preventing carbon emissions by participating in our Energy Efficiency Programs.
- Social
    - Consistently shared timely and relevant energy saving stories.

2025 Highlights: Portfolio Marketing

- Consistent and timely social media posts, ranging from Earth Day, energy- saving tips, congratulating Columbia College Chicago on their energy-saving projects, to our congratulating our diverse- owned business graduates
- Chicago Fire Partnership includes banner ads, emails and Chicago Pride activation
- April Customer Connections newsletter included rebate information

The Peoples Gas Light and Coke Company and North Shore Gas Company provide these qualitative Quarterly Reports containing a program brief on activities of Program Year 2025. These reports are accompanied by the quantitative reports, which detail the program savings, costs, and results. These reports are provided pursuant to Section 6.6 of the Illinois Energy Efficiency Policy Manual Version 2.0 (effective January 1, 2020). Data presented in this document is based on preliminary results and is subject to revision and evaluation adjustments.

Chris Neme: Slides 12, 18 and 19 present a breakdown of spending and savings values achieved through Q3 2025. I do not see overhead, admin, or evaluation costs. Are these costs factored in?

- *Christina Frank: This represents program performance. Those costs are tracked separately and not included in these slides.*
- *Chris Neme: On slide 18, 79% of the program budget achieved through Q3 2025 does not factor in all program costs?*
- *Christina Frank: Correct, that number represents program performance. The other information is available in our quarterly reports.*

Chris Neme: Are the numbers shown on slide 18 representative of the first three quarters of 2025?

- *Jarred Nordhus: Yes, program year 2025 through Q3.*
- *Chris Neme: Spending and savings for North Shore Gas is lower than Peoples Gas. You said you are on track to meet goals; can you comment on how you are on track if you have only spent half of the goal?*
- *Jarred Nordhus: We have a strong pipeline for North Shore Gas in Q4, including school kits which makes up 25% of production, and retrofits which represents ~30% of production.*
- *Chris Neme: This is not true for Peoples Gas?*
- *Jarred Nordhus: Correct.*
- *Christina Frank: North Shore Gas is significantly smaller than Peoples Gas, so the value that we need to achieve before the year ends is lower than Peoples Gas.*

Chris Neme: On slide 19 for North Shore Gas, you have only achieved 40% of savings to goal and spend 90% of the budget? Is this still on target?

- *Jarred Nordhus: There are significantly less income-eligible opportunities in North Shore Gas. We are hitting our spending targets but have to rely on other things to make up for energy savings.*
- *Chris Neme: So you are on track, low in low-income programs, and will make up for it in other spaces?*
- *Jarred Nordhus: Correct. We are forecasting 115% of the budget to be achieved with North Shore Gas for income-eligible programs for 2025.*
- *Chris Neme: It is the opposite for Peoples Gas. You have achieved 140% savings with only 90% of budget, is there an underestimate during the planning process?*
- *Jarred Nordhus: Peoples Gas has a lot more steam opportunities, which are more cost effective than other North Shore Gas opportunities.*

Chris Neme: Thomas, can you speak to the total system efficiency for micro combined heat and power (CHP)? Compared to the TRM requirements of 65% and higher.

- *Thomas Manjarres: We have a 25 kWh system. These manufacturers have a 90-92% efficiency, which is well above the TRM threshold.*
- *Chris Neme: Why are they so much higher?*
- *Thomas Manjarres: You can run them close to 80 hours a year. They are effective for the spaces they can fit in.*
- *Chris Neme: Do you have anything written up on this that you can share? A spreadsheet for the system, target market, opportunities for testing, etc.*

Elder Calderon: What is the intention after research & development?

- *Thomas Manjarres: This measure will fall under Market Transformation. We are trying to ensure that people know there is need in multifamily units. The customer would follow the normal custom program approach.*
- *Elder Calderon: It is up to the customer how they interact with the program?*

- *Thomas Manjarres: Yes, that is correct. Once we receive an application, we have a conversation with customers and evaluators to correctly claim savings.*

Ameren Illinois Electrification Update
Matt Armstrong, Nick Warnecke.

Electrification – Bill Impact Analysis
- Section 8-103B (b-27)
    - Prior to installing an electrification measure, the utility shall provide a customer with an estimate of the impact of the new measure on the customer's average monthly electric bill and total annual energy expenses.
- Illinois Energy Efficiency Policy Manual Version 3.0
    - In complying with this requirement (b-27) electric utilities shall provide transparent and accurate information that allows Customers to assess electrification choices.
    - At least once per year, electric utilities shall share algorithms, models, and assumptions used to calculate bill impacts, including how they are presented to Customers, with participants in the SAG. The electric utilities will present their approaches to interested SAG parties (leveraging existing meetings where possible), consider and discuss feedback, and provide responses.
- Ameren Illinois Stipulation
    - IQ electrification will be pursued only when it is expected to reduce IQ customers' total energy bills (for all existing end uses) and the customer agrees to the electrification measure installations. Ameren commits to discussions with the Parties starting in the second quarter of 2022 on how such assessments of impacts on customers' bills will be performed.

Bill Impact Analysis – Whole Home Electrification
- Existing technology fuel type (Fossil Fuel)
    - Cost per unit of energy
    - Propane costs sourced from EIA Annual Energy Outlook, East North Central region
    - Natural gas costs sourced from AIC Purchase Gas Adjustment Charges
- New technology fuel cost (Electric)
    - Fixed vs. variable costs, seasonal rates
    - Electric rates sourced from AIC Rates & Analysis group
- Existing and new technology efficiency
    - SEER, HSPF, AFUE, UEF
- Equipment types
    - E.g., Heating/cooling systems, water heaters, appliances, etc.
- Heating and cooling capacity
    - HVAC system capacity requirement (Btu/h)
- Climate zone
    - Heating and Cooling full load hours

Customer Pipeline Summary and Key Challenges
- Project Pipeline Status
    - 34 projects in various stages: 16 pending and 18 completed, showing steady progress.
- Implementation Challenges

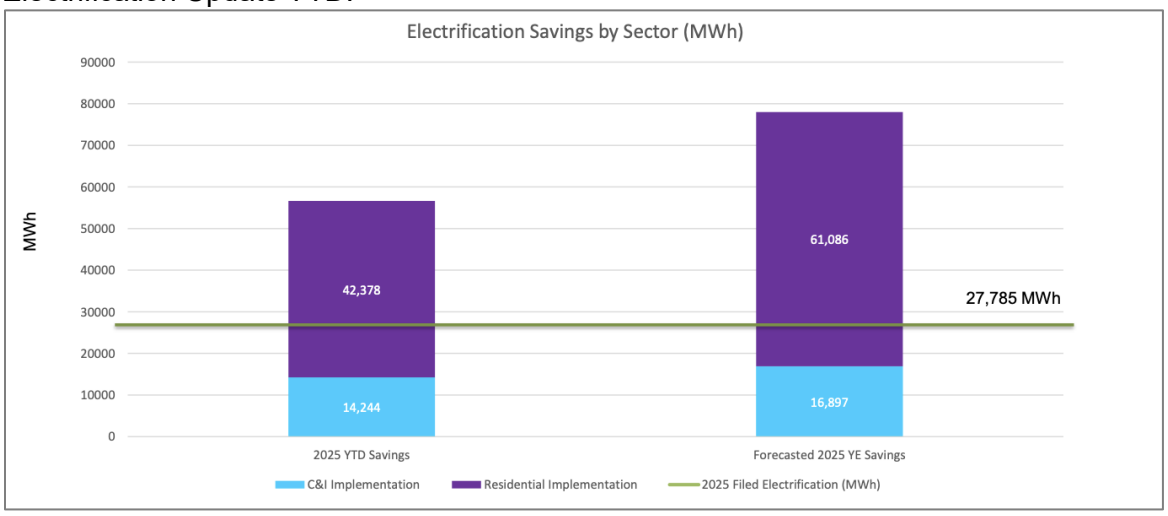
    - Limited eligible customers, complex department coordination, and high level of diligence required to provide reliable bill impact analyses.
- Customer Concerns
    - Hesitancy to adopt new technology, high electricity costs, logistics to transition from propane, and loyalty to current suppliers.
- Program Ally Perspective
    - Electrical upgrades are costly, unfamiliar with appliances, aesthetics a concern, and long timelines required to coordinate muti-faceted allies and infrastructure assessment/upgrades.

No questions were raised following Ameren's presentation.

ComEd Quarterly Report-Out: Electrification Update

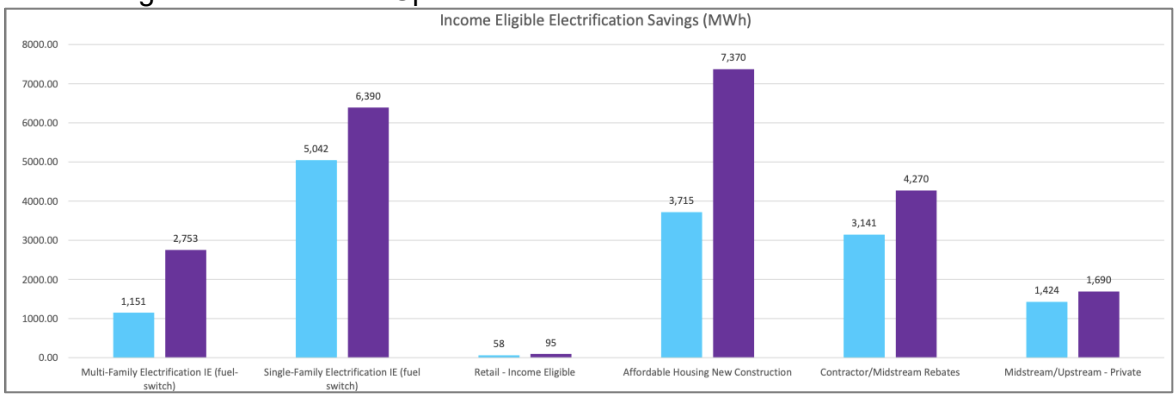
Elder Calderon, Channel Turbides, Danny Gonzalez Diaz, Jaleesa Scott, Liz Connelly, Danielle Munroe, Steven LaBarge and Hira Majeed, ComEd; Natasha Herring, Guidehouse

Electrification Update YTD:



- Forecasting nearly 78 GWh of electrification savings for 2025
- Nearly 57 GWh saved in the year to date, surpassing the filed target of 28 GWh
- Majority (~75%) of savings are claimed from residential offerings

Income Eligible Electrification Update YTD:

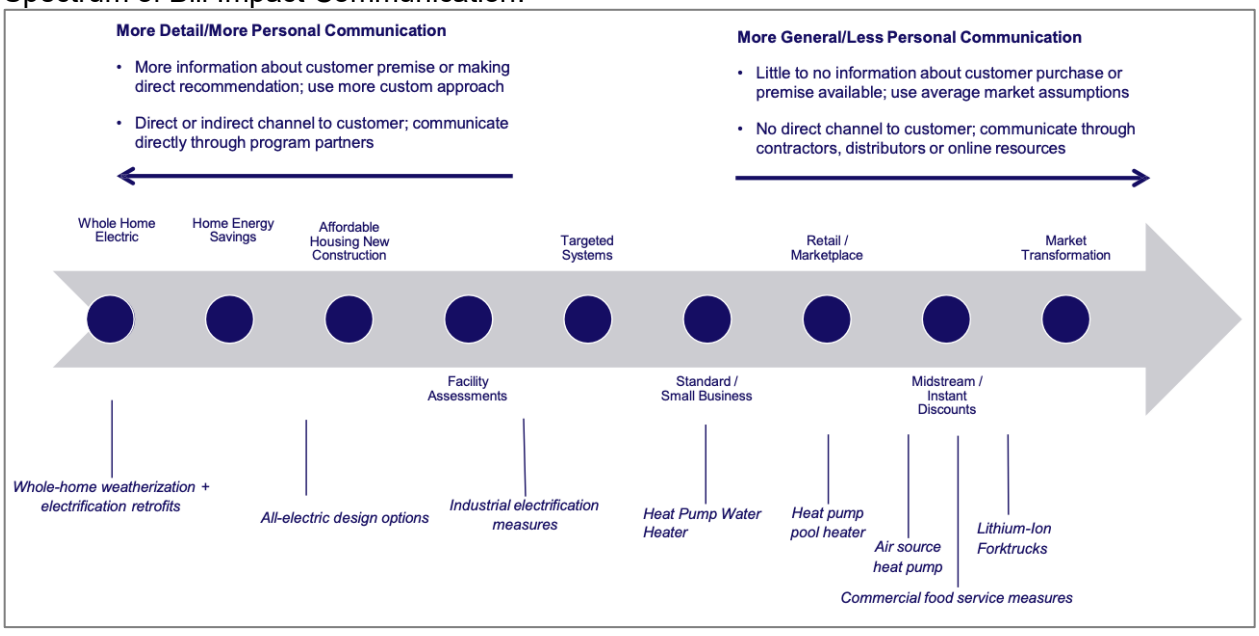


- Nearly 29% (23 GWh) of Electrification savings impact IE Households, exceeding the 25% requirement
- Majority of IE Savings claimed in Affordable Housing New Construction (AHNC) and Whole Home Electric offerings (SF & MF)

Bil Impacts and Program Design

- The level of detail available about an upgrade will be different based on program delivery channel
    - To accurately estimate bill impacts, even for a single measure (e.g., HPWH), several variables impact actual savings
    - Many programs have little or no way of collecting information on the customer premise prior to their purchase
    - For programs having access to some of these variables through site visits or pre-project modeling, implementation teams may develop a more custom calculation in some cases
    - In some cases, a range of savings potential, rather than a single value, is likely warranted.
- The ability to communicate with customers, and the communication format, will also differ
- For a program with closer customer contact this may look like (as an example) an information packet with potential bill impacts included
- For a program with no customer contact this may be a bill impacts estimate or calculator on ComEd.com, or EESPs trained to communicate further

Spectrum of Bill Impact Communication:



C&I Electrification Update: Fork Trucks

- Key Fork Truck Timeline: 2023-2025
    - 2023
        - Instant Discounts launches Fork Truck measure
            - Midstream model
            - Goal of 5500 net MWh

                - Full subscription by July 2023
        - 2024
            - Measure success leads to growth
                - Program reimagined:
                    - Improved cost effectiveness
                    - Increased MWh goal
            - ~21,400 net MWh achieved, 202 trucks
        - 2025
            - On track to meet al EEE goals & continuing to grow the network
                - 2025 goal:
                    - 16,800 net MWh, 156 trucks
        - Lifetime
            - Sustained interest and participation
                - 2023-2025:
                    - 15 distributors
                    - 350+ fork trucks incentivized
                    - >40,000 net MWh achieved

2025 Measure Design – Fork Trucks
- 15 Fork Truck Distributors
- 16,800 net MWh goal
- Energy Efficiency Electrification (EEE) incentives range from $8k to $20k for purchases that involve fuel switching; EE incentives range from $1,700 to $4k for purchases w/out fuel switching (lead acid to lithium-ion)
- Incentives capped at 33% of equipment price not to exceed full incentive values
- Cost effectiveness ranges from $.17- $.20/kWh

Fork Trucks 2026 and beyond
- 2026 Goal: ~ 16,800 net EEE MWh goal; $3M in incentives
- Fork trucks continue to be an opportunity area for growth in non-lighting savings
- Exploring changes in measure design to capture more market potential
- Cost effectiveness ranges from $.17- $.20/kWh and could continue trend down with measure design modification.

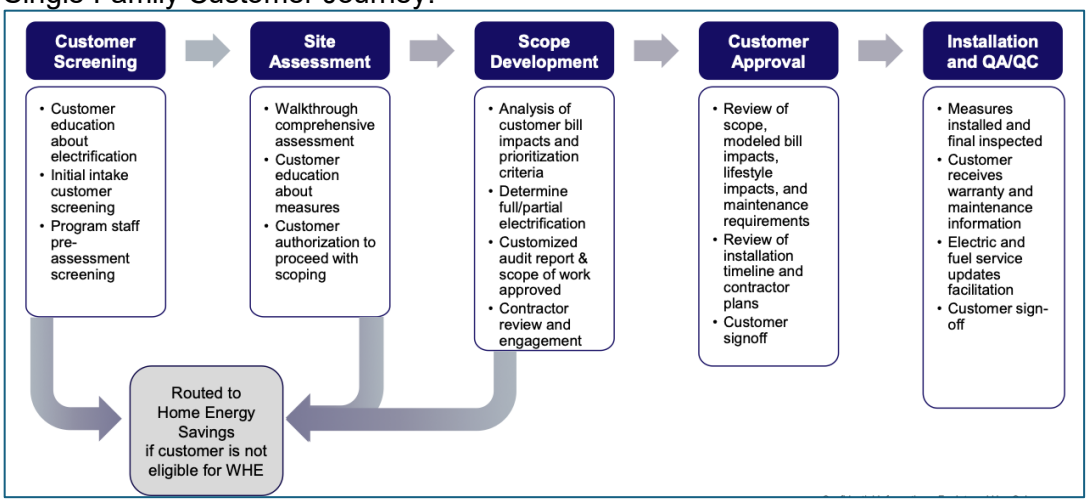
Residential Electrification Update: Whole Home Electric (WHE)
- Offering Overview
    - Goal: Serve both income eligible single family and multi-family customers that would most benefit from electrification with comprehensive measures, including electrification technologies, to replace fossil-fueled appliances and heating and cooling systems with high efficiency electric appliances and systems (e.g. heat pumps).
    - Strategically target and screen for customers that will realize the most energy savings and bill savings.
    - Single family
        - Detached homes, townhouses and two-flats (both units must qualify)
        - Owner occupied
        - Fully funded by ComEd (no customer co-pay)
    - Multi-family
        - Individually metered, in-unit mechanicals
        - ~20% property owner co-pay for non-weatherization measures

- Weatherization measures are fully funded by ComEd

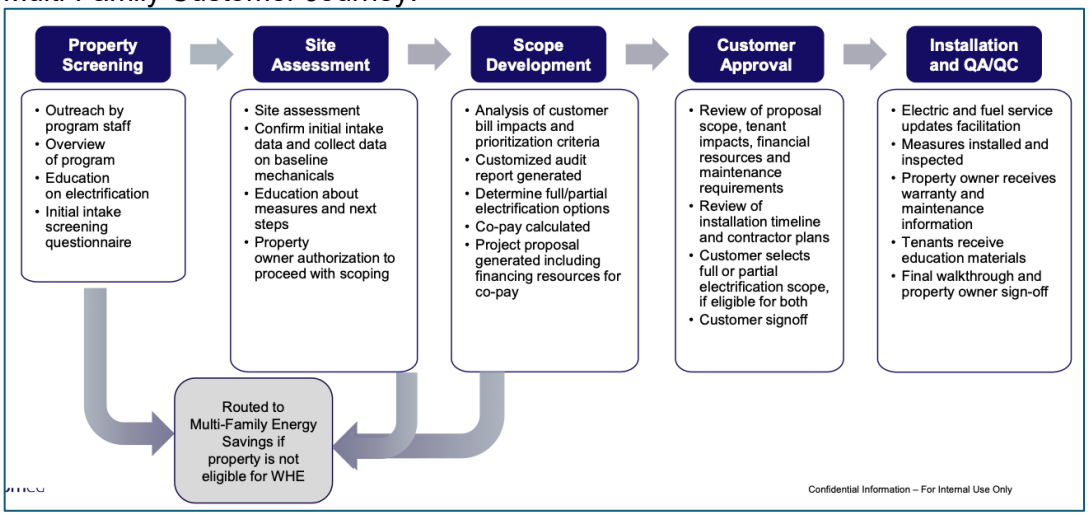
Energy Efficiency Service Provider Network (EESP)

- Closed EESP Network
- In 2025 there are 12 participating EESPs
  - 5 certified diverse
- RFQ underway to identify 2026 EESP network
- Focus on diverse contractors serving disadvantaged and rural communities
- EESPs must have the ability to provide comprehensive project execution, including conducting assessments and the use of subcontractors
  - Project scope includes: heat pump sizing and installation, heat pump water heater installation, electrical panel upgrade and electric appliance installation; some projects will include weatherization
- ICC certification is required
- BPI Building Analyst – Professional (BA-P) certification is required for conducting assessments and any projects that include weatherization

Single Family Customer Journey:



Multi-Family Customer Journey:



Partial Electrification:

	Full Electrification	Full Heating Displacement	Heat pump + existing gas furnace, 29 degree switchover
Weatherization	X	X	X
Electric panel upgrades	X		
Heat pump (ductless or ducted)	X	X	X
Heat pump water heater	X	X	X
Induction cooktop	X		
Heat pump dryer	X		
Health & safety measures	X	X	X
# of projects/units in 2025	191	13	6

*SF Partial electrification efforts began in July.

- New in 2025, offering now evaluates single family customers for partial electrification if customer is not eligible for full electrification. Partial electrification includes full heating load displacement with a cold climate HP and other remaining gas end uses OR partial heating load displacement with a hybrid HP and other remaining gas end uses, including the existing furnace. Full heating load displacement is prioritized if the customer qualifies for both partial electrification options.
- This allows more income-eligible customers to benefit from the offering and experience the benefits of electrification.
- Multi-family properties are evaluated for full and partial electrification options. If the property qualifies for both, the property owner chooses the pathway (considering factors such as required co-pay).

Bill Impact Calculations & Project Impact:

2024-2025 Whole Home Electric Project Averages		
	Single Family	Multi-Family
ComEd Investment per Unit	$ 45,469	$ 12,318
Fuel Switch Savings / Project (net MWhs)	30.53	12.54
Non-Fuel Switch Savings / Project (net MWhs)	11.31	1.69
Modeled Annual Bill Savings per Unit	$ 930.97	$ 358.29

- Model bill impacts for every home/unit served
- Customer bill savings based on home / equipment characteristics and the kWh/therms savings anticipated (based on TRM savings calculations) and current utility bill rates
- Customer bill impacts communicated in the customer audit report

- Program facilitates switching customer over to the electric space heat rate for their ComEd bills

Looking Ahead

- Continue partnering with City of Chicago's Green Homes Chicago program
  - First projects completed in August, 2025; 13 projects completed YTD
  - Cost sharing up to $32,500 for eligible projects
  - Anticipated increase in production in 2026
- Further scale Whole Home Electric
  - ComEd's approved Energy Efficiency Plan 7 assumes ~$40.6M average annual investment
  - Beginning in 2026, offering will target and serve income eligible homes and buildings with inefficient electric resistance heating systems
- Work with Community Organizations to educate customers on offering
- Evolve data-driven targeting and pre-screening tools
- Continue to identify and implement cost control strategies

Research & Development: Pilots & Go Electric

- Electrification and EE R&D
  - The mission of the R&D team is to identify, test, validate, and integrate new energy-saving technologies and program delivery strategies into the ComEd Energy Efficiency Program so that it continues to meet customers' needs and its energy savings goals cost-effectively.
- EE R&D has prioritized electrification technologies and market adoption strategies to build pathways for future program implementation.
- Project Highlights:
  - Window Mount HPs
  - VRF for Small-Medium Commercial
  - Go Electric Customer Micro-site
- Other Projects:
  - Commercial Dual Fuel Roof Top Units (RTUs)
  - Lithium Ion Fork Truck Customer Insights Support
  - Alternative Form Factor Heat Pumps for Residential Customers
  - Industrial Electrification Market Research

Window Mount Heat Pump Pilot Opportunity

- Traditional air-source heat pump programs typically target homes with existing ductwork and 240V electrical capacity.
- This leaves key building segments – such as multifamily housing, older homes, and units lacking existing ductwork – under-served by conventional HVAC upgrade pathways.
- Window-Mount Heat Pumps offer a pathway to expand access to Energy Efficiency and Electrification for these Residential Customers while reducing utility program implementation costs.

Window-mount Heat Pumps

- Features:
  - Like-and-better than window AC replacement
    - Installed over a windowsill (saddlebag-style)
    - Provides heating capacity
  - High efficiency, variable speed, low noise

    - Operates on standard 120V AC outlet
        - No electrician needed for install
    - Self-contained condensation management
    - Cold climate ready
    - Significant cost reductions compared to existing ductless HP systems
- Pilot Design
    - Scope: Lab + Field Testing
    - Manufacturers: Gradient, Midea
    - Quantity of Units: +/- 20 total units (+/1 10 Gradient, +/- 10 Midea)
    - Customer Target: Multi Family dwellings (Income Eligible)
    - Potential Measures: IE Multifamily Retrofits, Affordable Housing, Midstream

Research Objectives

- Primary Objectives
    - Lab testing to verify manufacturer claims on thermal performance including capacity + efficiency across a variety of operating conditions
    - Field testing to monitor and verify system performance during heating and cooling season operation.
    - Quantify potential savings and benefits (energy + non-energy).
    - Determine “best-fit” programs for future offerings
- Secondary Objectives
    - Better understand homeowner feedback regarding installation, noise level, comfort, user controls, etc.
    - Compare Gradient and Midea unit performance in ComEd territory.
    - Visibility into use cases for other utility partners

VHE HVAC Pilot

- EE R&D Team has supported installation of 5 VRF HVAC systems in Small-Medium customers across ComEd Service Territory.
- Projects held to a Very High Efficiency (VHE) Standard. To meet this standard, new HVAC systems installed were VRF Heat Pump Systems with Heat Recovery and Demand Control Ventilation equipment.
- Installed Sites
    - Suburban Religious Building
    - Rural Medical Clinic
    - Suburban Community Center
    - Suburban Office Building
    - Rural Commercial Restaurant
- R&D Team using findings to determine future Program fit and customers best served by this equipment, as well as understand Energy Savings, Bill Impacts, and specific building types best suited for this approach

Suburban Religious Building HVAC Description

- Pre-Retrofit HVAC System
    - Steam boiler and open-loop municipal-water-cooled chiller
    - Worship spaces served by air handling units with hot water heating and chilled water cooling
    - Classrooms served by hot water radiators and window air conditioners
    - Office and administrative spaces served by packaged DX-cooled, gas-fired rooftop units

    - Mechanical ventilation only present in AHUs and RTUs
- Post-Retrofit HVAC System
    - Replace all existing HVAC systems to air-cooled variable refrigerant flow units
    - Mechanical ventilation to all spaces supplied through energy recovery ventilators

Suburban Religious Building Annual Summary:

	Pre-Retrofit (modeled)		Post-Retrofit (monitored)	Savings	
HVAC Weather	Existing TMY	Code TMY	VHE HVAC TMY	Existing – VHE HVAC TMY	
Electricity (kWh)	72,013	71,656	377,466	-305,453	-424%
Natural Gas (therm)	29,261	17,937	0	29,261	100%
Total Energy (kBtu)	3,171,809	2,038,220	1,287,914	1,883,895	59%
Utility Bill ($)	$ 31,694	$ 24,058	$ 53,593	$ (21,899)	-69%
Emissions (metric ton CO2e)	188	128	172	16	8%
EUI (kBtu/ft2)	85	55	35	50	59%

- Assumptions:
    - Electricity Rate: 0.14 $/kWh
    - Natural Gas Rate:
        - 0.67 $/therm
        - $155.70/month (pre-retrodit)
    - Water:
        - 13.38 $/thousand gal
    - Emissions Rate
        - 0.00529 ton CO2eq/therm
        - 0.00046 ton CO2eq/kWh

Rural Medical Clinic HVAC Description

- Pre-Retrofit HVAC system
    - Single zone DX-cooled, hot water heat air handling unit for lower level
    - Multizone DX-cooled, hot water heat air handling unit for upper level
    - Non-condensing natural gas boiler provides hot water to the AHU heating coils, cabinet heaters, convectors and unit heaters
    - All thermostats are pneumatic without any type of programmable control
- Post-Retrofit HVAC system
    - Replace all existing HVAC systems to air-cooled variable refrigerant flow units
    - Mechanical ventilation supplied through energy recovery ventilators

Rural Medical Clinic Annual Summary:

	Pre-Retrofit (modeled)		Post-Retrofit (monitored)	Savings	
HVAC Weather	Existing TMY	Code TMY	VHE HVAC TMY	Existing – VHE HVAC TMY	
Electricity (kWh)	65,802	51,994	82,959	-17,157	-26%
Natural Gas (therm)	4,243	3,754	0	4,243	100%
Total Energy (kBtu)	648,769	552,832	283,056	365,713	56%
Utility Bill ($)	$ 8,490	$ 7,353	$ 5,114	$ 3,376	40%
Emissions (metric ton CO2e)	47	39	31	16	34%
EUI (kBTU/ft2)	63	53	27	35	56%

- Assumptions:
- Electricity Rate:
    - 0.06 $/kWh
- Natural Gas Rate:
    - 0.59 $/therm
    - $162.09/month (pre-retrofit)
- Emissions Rate:
    - 0.0053 ton CO2eq/therm
    - 0.000371 ton CO2eq/kWh

Go Electric Website Overview

- https://goelectric.comed.com/
- Provide ComEd's residential customers with educational information for relevant electrification end uses including space conditioning, water heating, cooking, laundry, and outdoor end uses, to enable them to understand steps and decision-making when considering electrification in their home
- The latest phase of the Go Electric site was launched in September 2025
    - Provides customers with savings calculator tool to estimate bill impacts for heat pumps and heat pump water heaters
- Go Electric site includes information for contractors including why and how to get involved, and links to trainings and other resources

Go Electric Site Features

- Heat Pump Water Heaters
    - Additional content on heat pump water heaters, including options for your home and information on how to use your heat pump water heater
- Electric Appliances
    - Site expansion includes information on heat pump dryers, induction cooktops, electric lawnmowers, and more! Providing the customer easy to electrify options throughout their home
- Savings Calculator – Inputs
    - Provides customers with a bill savings estimate using specific characteristics of their home
- Savings Calculator – Results
    - Calculator estimates bill impacts in terms of annual savings, monthly savings, and avoided CO2

Chris Neme: The average cost of a whole-home retrofit electrification – is this a combination cost for weatherization and electrification?

- *Liz Connelly: Yes, that is right.*
- *Chris Neme: Do you know how much each costs? Is it half and half?*
- *Liz Connelly: Great question, I will have to look at the data. Investment includes health and safety expenses.*
- *Chris Neme: It would be helpful to get a breakdown of costs in the first row by weatherization, health and safety, and electrification measures.*
    - *Ted Weaver: If you could break that down by different electric end uses, that would also be helpful.*
    - *Liz Connelly: ComEd will follow up.*

Chris Neme: The majority of bill savings are going to all-electric homes who cut fossil fuels. Is it fair to assume you've accounted for the variable cost of gas as well as monthly fixed charges?

- *Kara Jonas: Yes, we account for the closing of the gas account when applicable. Not in the partial electrification projects, but when we fully electrify.*
- *Chris Neme: Are those customers placed on the whole home electric rate?*
- *Kara Jonas: Yes, and we consider that. When a system is transferring to fully electric, we consider the lower rate in the analysis and then switch them to the lower rate.*
- *Chris Neme: Do you apply the same rate to all electric uses?*
- *Kara Jonas: Yes.*
- *Chris Neme: How did you conclude a 29-degree turnover to gas [for partial electrification]?*
- *Kara Jonas: We identified the optimal switchover to ensure customer bill and energy savings. We are learning and open to revising as needed.*
- *Chris Neme: For the 29-degree switchover scenario for a partial electrification project, is that a cold climate heat pump? What is the spec?*

Scott Mallory: Regarding IL utility or third party EV and charger programs, I'm curious as to which (if any) of these include utility control of, or TOD rates to incentivize, the charging to reduce peak demands and save money? I believe such direct or incentivized control of new electric usage could best be integrated with customers when they are signing up and/or receiving rebates for EV purchases or chargers.

- *Elder Calderon: We do not offer incentives for EV chargers in our EE portfolio. Fork Trucks are a C&I offering, the incentive is for fuel switching.*
- *Scott Mallory: As the presentation covered a subset of EV rebates but not this issue, I ask that this question be parked and brought up at another more appropriate time for the utilities and/or EE administrators to respond to. There is opportunity here for savings.*
    - *SAG Facilitator to add to SAG 'parking lot' list.*

Ted Weaver: Low income customers are receiving bill savings, correct?

- *Liz Connelly: Yes.*
- *Ted Weaver: Does this reflect customers that are part of low income discount rates?*
- *Kara Jonas: No.*
- *Ted Weaver: That is impressive. These savings are higher than I thought.*

Abby Miner: What does modeled bill savings mean? Does this use AMI data, and why or why not?

- *Liz Connelly: It is modeled, so not based on AMI data. We used the TRM to calculate the savings model.*
- *Steven LaBarge: We are conducting a pilot to monitor and verify customers. We do not have results yet but will compare actual usage to the models.*

Representative from Energy Infrastructure Partners: Any deferred projects?

- *Liz Connely: We report on deferral details in EE reports. Most funds facilitate whole-home electrification.*
    - *SAG Facilitator Note: Quarterly and annual EE utility reports are posted here.*

Kari Ross: On the decision to move heat pumps, meant to displace electric resistance heating, to under the whole-home electrification umbrella, what will the general energy savings impacts be on MF programs?

- *Liz Connelly: There will be no impact on customer experience, it made sense internally to group them.*
- *Karrie Ross: Savings won't be counted as electrification savings?*
- *Liz Connelly: They would still be counted the same, but under MF.*
- *Kara Jonas: It made the most sense logically. It's a common initiative and a good opportunity to leverage a shared service provider network and expertise.*

Representative from Energy Infrastructure Partners: Are you exploring a variable speed compressor for residential units?

- *Steven LaBarge: This is something we are considering. We are looking at all things heat pump and what fits best.*

Seth Craigo-Snell: Was there a cost analysis done from a savings perspective over a longer-term period to identify long-term benefit?

- *Kara Jonas: There are added benefits but they are not factored into the savings calculations.*

Zach Ross (via chat): I am curious how the LID data will be used given that there still will not be an ability to directly link the actual customers who participate with the data the program collects.

Guidehouse Presentation: Midstream Income Eligible Policy Analysis
Courtney Golino, Guidehouse

SAG Policy Directive

- For CY2024, the policy directed evaluators to apply a 10% assumption of income-eligible (IE) EEE savings for Midstream programs.
- For CY2025, the policy language states that:
    - For the 2025 Program Year and beyond, ComEd EE Portfolio Evaluators will seek to develop an updated IE EEE savings estimate from using a combination of Low-Income Discount (LID) rate participation data (the ratio of actual LID participants to LID eligible customers) and Midstream HVAC Program Data at the Income Eligible Census Tract level. ComEd evaluators will conduct a study initiated in 2025 to use both LID and Midstream HVAC program data to estimate overall IE participation and savings. Evaluators will apply the updated methodology if they determine it will produce a more reliable estimate.
        - Income Eligible Energy Efficient Electrification Attribution for Midstream Programs (Final, February 2025)
- Midstream HP program participant data was available: Low-Income Discount (LID) Rate data unavailable.
- The goal is to produce a revised IE midstream analysis.

Methodology

- ComEd provided the midstream heat pump participant data for January – July of 2025.
    - Reviewed available participant data
    - Mapped each participant to census tract Area Median Income (AMI) data
    - Aggregated findings and key considerations

Participant Overview

- 3,182 data rows
    - 2,477 ASHPs

    - 685 DMSHPs
    - 20 GSPHs
- 324 non-existent addresses
- 264 addresses with multiple measures
- 2,594 unique addresses mapped to 1,083 census tracts

Census Tract and AMI Mapping
- Each address was assigned to its census tract according to 2024 Census Bureau data.

Transaction Mapping
- Installations are concentrated in the Cook County region, where majority of participants reside.
    - 1,082 census tracts
    - 2,594 addresses

Income Eligible Definition
- Low-income: A customer of a participating utility with a household income…at or below eighty percent of the Area Median Income.
- 80% AMI Income Limits increase linearly as household size grows.

Household Size
- 2.64 = Average household size of mapped addresses according to Census Bureau data
- 2.52 = household size for unknown household types according to the IL TRM v13.0 (effective 1/1/25)

Result:

Household Size (participants)	80% Income Limit	Percent of households that meet the IE definition
2	76,750	14.0
2.52*	81,742	17.6
3	86,350	21.8
3.5	91,125	25.1

- In CY2024, the policy applied a 10% assumption of IE savings for Midstream programs, applied to Contractor/Midstream and Instant Discounts.
- Since the policy doesn't specify household size, we propose to use the TRM v13 household unknown value of 2.52, which leads to a 17.6% assumption of IE EEE savings for Midstream programs for CY2025 and CY2026 evaluation.

Abigial Miner: Is this assumed data from TRM v13?
- *Courtney Golino: Yes, household size of 2.2 correlating to 17.6 assumption.*
- *Abigail Miner: Is there not a household size number in TRM v14?*
- *Courtney Golino: This assumption is effective for 2025, but I am happy to revisit with TRM v14.*
- *GH: Effective for 2025, but I am happy to revisit with TRM 14.*

Kari Ross: Can you repeat why household size is a key indicator?

- *Courtney Golino: Since we did not have income information for participants, data we found was listed by household size. This became the next key driver for defining 80% AMI.*
- *Kari Ross: I am still confused on how it specifically helps determine midstream issues.*
- *Courtney Golino: We did not have IE data or household data, so we had to make out best estimate on data that was publicly available.*

Mark Milby: When we met earlier this year, we discussed taking a sample of participants and gathering IQ data. Does ComEd have an update?

- *Elder Calderon: I do not recall. We typically use the census tract for IQ data.*

Chris Neme: After establishing a threshold for income levels, you have assumed that the proportion of customers in each census tract that are LI would be equal to the percent of those in income tracts that participate in the midstream program. Can you clarify how the census tract determines the percent LI?

- *Jeff Erikson: The census data is median income. If we use the median income for these households, we flag every census tract that has a household size of 2.3 and an AMI of under 80% AMI. Then, count participants in those census tracts and divide to get percent.*
- *Chris Neme: I want to restate for confirmation – for census tracts with median income less than the threshold you identified, 100% of those are LI.*
- *Jeff Erikson: The math follows that analysis. In essence, the analysis was at the zip code level, the census tract is more precise.*
- *Chris Neme: Mark's comment holds up, not everyone in that census tract is LI. This skews more towards overstating LI participation. Data has previously showed the correlation between census tracts and participation rate. Did you consider whether there was a way to look at similar relationships?*
- *Jeff Erikson: We considered this, if anyone else has other suggestions we are open to them. This was the best method given the data that we had.*
- *Chris Neme: This is a stop gap until we have data on actual LIDR participants. When can we expect to see those for 2026?*
- *Jeff Erikson: Our last conversation with ComEd did not think much to the future.*
- *Elder Calderon: A clear timeline is not yet in place for that. If it is not in place by Q1/Q2 of 2026, we may need to do a hybrid approach.*
- *Kara Jonas: This should be in place January 1st. I worry about the limitations because it is midstream. We are not collecting customer information; we are working with distributions. If a customer signs up with LIDR, some will not have the discount.*
- *Chris Neme: You are already matching in some way; there must be a way to match census tracts.*
- *Kara Jonas: I will have to look at the data we are collecting.*
- *Chris Neme: It must be more than a census label. You have address data that you were using to match the census tracts to individual accounts.*
- *Elder Calderon: We are collecting address levels voluntarily through participating customers. We collect about 70% of the customer's information. This is addressed in the policy document; there are obstacles with LIDR. They cannot come on board immediately. We have tried to push the acquisition of customer data in midstream.*
- *Celia Johnson: I am happy to add this as an update for SAG next year.*

Guidehouse Presentation: ComEd Financial Assistance and Energy Efficiency Research
Courtney Golino, Guidehouse

Plan 6 Stipulation Language

- This evaluation supports ComEd's compliance with the Clean Energy Jobs Act (CEJA) and Revised 2022-2025 Energy Efficiency & Demand Response Plan 6 Stipulation Agreement (RSA), which require reporting on key metrics and stakeholder collaboration to optimize program performance. Language from the Plan 6 Stipulation (page 10, section c) as follows:
    - *c) Evaluation of Customer Engagement and Targeted Energy Efficiency Delivery Efforts: ComEd will direct its independent evaluator to perform one or more process evaluations of the Customer Engagement and Mapping of Assistance Needs and Targeting Delivery of Weatherization Services efforts described above during the Plan 6 Period and will share results at a joint SAG and Committee meeting.*

Primary Research Objectives

- This evaluation supports ComEd's compliance with the Clean Energy Jobs Act (CEJA) and Revised 2022-2025 Energy Efficiency and Demand Response Plan 6 Stipulation Agreement (RSA)
- Review Program Design and Process
    - Analyze the current program marketing/outreach structures to assess the effectiveness of identifying and targeting customers in need of financial assistance (FA) with weatherization and other energy efficiency (EE) services
- Analyze Participation Data
    - Examine the data collection and mapping methods ComEd employs to determine if weatherization and other EE services are reaching those in need of FA
- Map Program Participation
    - Evaluate the effectiveness of ComEd's mapping and targeting strategies

Programs and Outreach Tools Evaluated

Guidehouse reviewed the following programs and outreach tools in this evaluation:

Financial Assistance Programs
Bill Payment Assistance (BPA)
Emergency Rental Assistance Program (ERAP)
Low-Income Home Energy Assistance Program (LIHEAP)
Illinois' Percentage of Income Payment Plan (PIPP)
PIPP Payment Assistance (PPA)
Supplemental Arrearage Reduction Program (SARP)
(UDAP) Utility Disconnection Avoidance Program

Residential Direct-to-Consumer Offerings
Single Family Upgrades (SFU) • Income Eligible Home Energy Assessment • Retrofits
Multifamily Upgrades (MFU) • Income Eligible • Public Housing
Whole Home Electrification (WHE)

Residential Channel Offerings
Product Distribution
Retail/Online • Income Eligible

Quarterly Data of IE EE Programs
Portfolio-Level • Energy Savings • Participation & SAM Referrals
Residential Direct to Consumer Programs • Participation
Residential Channel Programs • Energy Savings

Marketing/Outreach Tools
Smart Assistance Manager Tool (SAM)
Targeting Hardship Campaign (THC)

Cross-Program Themes

- Community-Embedded Outreach is Expanding

    - Across SFU, MFU, and Product Distribution, the most successful outreach efforts are those rooted in trusted community channels
- Efforts to Streamline Customer Journeys are Underway
    - SFU and WHE have implemented structured pathways where IE customers begin with a Home Energy Assessment (HEA), followed by tailored referrals
- Braided Funding and Multi-Stakeholder Collaboration
    - Programs like SFU – Retrofit and MFES are leveraging braided funding (e.g., IHWAP) and multi-actor delivery models (CAAs, EESPs, suppliers)
- High-Volume Distribution Channels Are Being Used to Build Awareness
    - Product Distribution and Retail/Online programs have reached tens of thousands of customers through food banks, pantries, schools and retail partnerships, digital targeting, and joint utility campaigns
- Data-Informed Outreach Practices are Emerging
    - Customer research, asset mapping, and digital lead generation are being used to identify barriers, refine messaging, and target outreach more effectively

Portfolio-Level Participation

- SAM referrals closely align with energy savings trends, suggesting the tool may be a valuable mechanism for connecting IE customers to impactful EE services
- Participation and savings rose sharply in 2022, following increased SAM engagement, then stabilized through 2023 and 2024—indicating early outreach efforts were effective but may need new strategies to sustain momentum
- Direct install product distribution remained consistent, with a steady number of IE customers receiving services each quarter, contributing meaningfully to overall portfolio savings
- Trends in SAM Tool referrals closely align with achievement of combined energy savings across IE residential offerings
    - This alignment suggests the SAM Tool may have potential as a mechanism for connecting customers to EE services that contribute to portfolio-level savings

FA and IE EE Program Participants Overview:

Year	FA Program Participants	IE EE Program Participants	Dual Program Participants	% of FA Participants in EE	% of IE EE Participants in FA
A	B	C	D	D/B	D/C
2022	193,820	9,959	398	0.21%	4%
2023	197,188	10,083	364	0.18%	3.61%
2024	228,673	8,705	1,964	0.86%	22.56%

- Overlap between FA and IE EE participation has increased since 2022
- In 2024, dual program participation experienced an increase compared to the previous two years.
- Given the small magnitude of dual program participation, there is still a high potential population of FA customers that could benefit from EE programs.

Events and Dual Participation Saturation

- Guidehouse created categories to identify areas of high potential for ComEd to target with marketing

- Within zip codes with at least 200 FA participants, Guidehouse identified the following categories:
    - High Outcome - zip codes with a high number of events and a high ratio of IE EE to FA participation (23 zip codes). These are areas that have been targeted and have seen high IE EE enrollment rates from within the FA population.
    - High Potential - zip codes with a low number of events and a low to medium ratio of IE EE to FA participation (45 zip codes). These are areas that have not been targeted with many events and have low to medium IE EE enrollment rates from within the FA population.
    - Potentially insert table

Events and Dual Participation Saturation

- Guidehouse analyzed events and IE EE/FA participation to identify areas to focus outreach.
    - Guidehouse recommends targeting future outreach in the bright green zip codes* as those have an FA population enrolled in IE EE at a low-to-average rate and have had relatively few events.
    - Red zip codes* have been previously targeted by outreach events and have an FA population enrolled in IE EE at a higher-than-average rate.
    - Maybe insert map

Key Findings

- Several programs are shifting toward community-based outreach models, partnering with local organizations and conducting asset mapping to better engage income-eligible customers.
- Streamlined enrollment pathways are being introduced across programs, like Single Family Upgrades programs, potentially reducing barriers and improving access, though further evaluation is needed to confirm long-term impact.
- Outreach and participation trends are moving in parallel across the portfolio, with increases in the Smart Assistance Manager referrals and the Targeting Hardship Campaign activity often coinciding with growth in income-eligible program participation, suggesting these tools may be helping connect customers to services.
- Mapping data show higher concentrations of participation in Disadvantaged Community zip codes, indicating outreach and service delivery may be reaching areas of greater need. However, several zip codes with substantial financial assistance populations have had few outreach events and show low-to-average income-eligible energy efficiency participation, indicating untapped potential.

Catch Up & Save Pilot Evaluation - Plan 6 Stipulation Language

- This evaluation supports ComEd's compliance with the Revised 2022-2025 Energy Efficiency & Demand Response Plan 6 Stipulation Agreement (RSA). Language from the Plan 6 Stipulation (page 10, section d) as follows:
    - d) Pilot Connecting Customers with Payment Trouble to Energy Efficiency: ComEd Energy Efficiency will work directly with relevant ComEd business units to create a pilot or program that recruits customers who are payment troubled (e.g., customers at risk of being disconnected; with high arrears) into its IE energy efficiency programs, with commitment to incorporate ideas and input from interested stakeholders on pilot design and modifications, as practicable. ComEd will direct its independent evaluator to perform an impact and a process evaluation of the pilot. ComEd will provide updates to the SAG

and Committee in joint meetings on pilot progress and the evaluation results, and include updates in ICC-filed Quarterly Reports, as appropriate.

Research Objectives

- Customer Survey
  - Customer Feedback
    - Assess how effectively the Catch Up and Save Pilot reached eligible customers and delivered intended support
  - Barriers & Opportunities
    - Identify participant reported barriers and opportunities for improvement
- Impact Analysis
  - Quantify Impacts
    - Quantify the impact the pilot had on participants' ability to pay for energy services (e.g., changes in arrearages, disconnects, late payments, etc.) in addition to the energy savings
  - Use Quasi-Experimental Design
    - Utilize quasi-experimental design (QED) to assess program efficacy

Catch Up & Save Pilot

- The Catch Up & Save Pilot (Pilot) provides eligible customers with a free energy savings kit (kit) when they enroll in the Supplemental Arrearage Reduction Program (SARP). SARP is designed to help customers manage overdue utility bills by providing stabilized monthly payments through Budget Billing and reducing outstanding balances with arrearage reduction credits.
- Participation: 343 customers participated in 2024

Survey Approach

- Guidehouse reached out to 334* participants via an online survey and received 86 responses (~25% response rate)
- Survey Launch:
  - July 10: Soft launch
  - July 16: Full launch
- Reminder Notification:
  - July 21
- Survey Close:
  - July 28
- Incentives: A $25 digital incentive was given to those that fully completed the survey
- *Of the 343 participants in the 2024 program, email addresses were available for 334. As a result, the survey was distributed only to those 334 individuals.
- Total responses include partial completes (2), screened out (5), and complete responses (79).
- Response rate is calculated using total responses.

Most Respondents are Satisfied with the Kit

- There is strong program satisfaction (93%), indicating the kit is well-received and valued by most respondents

Overall Satisfaction with Kit Components

- Across all components, most respondents indicated that their expectations were either met or exceeded

- Ease of ordering is a clear strength with 44% exceeding expectations, the highest among all categories
- Design and performance are satisfactory but could be areas for improvement to reduce the “fell short” responses
- Printed materials, communication, and delivery are performing well and contributing positively to the overall experience

Respondents Reported the Kit is Helping to Reduce Their Energy Consumption

- Most respondents (72%) feel the products are helping them save energy, which supports the Pilot’s core objective
- Neutral responses may reflect a lack of noticeable change in bills, limited usage of products, or the time to observe impact

Most Respondents Noticed a Positive Impact on Bill Management

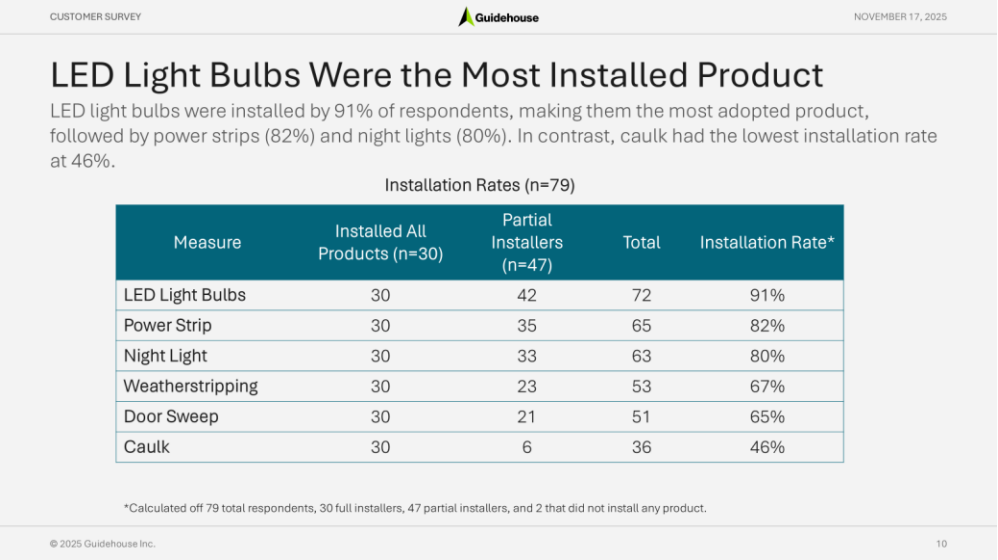
- The kit is generally effective at helping customers manage their bills, with 73% of respondents reporting some level of improvement, but its impact is mostly moderate, marking opportunities to enhance product effectiveness or better communicate usage tips to help customers see better results
- Only 10% of respondents felt the kit provided a significant improvement in bill management
- A subset of respondents (27%) reported no noticeable impact

Most Respondents Installed At Least One Product

- Most respondents (97%) installed at least one product from the kit, suggesting high engagement and follow-through with the kit overall
- 38% of respondents installed all products
- 59% installed some products. Among these, the most installed items were:
    - LED light bulbs (26%)
    - Power strips (22%)
    - Night lights (20%)
    - Weatherstripping (14%) and door sweeps (13%) saw moderate installation rates, while caulk (3%) was the least installed
- Only 3% of respondents did not install any products
    - While the only respondents who did not install any products were renters, installation rates between renters and homeowners were otherwise similar, with both groups showing strong engagement
- Installation rates were generally strong across all seasons, with Spring showing the highest full installation rate (54%) and Winter the highest partial installation rate (71%), while non-installation remained low overall

LED Light Bulbs Were the Most Installed Product

- The slide below was updated following the November 12th SAG presentation. The installation rates have been revised to reflect total installations, which means they are higher than what was discussed during the meeting.



CUSTOMER SURVEY Guidehouse NOVEMBER 17, 2025

LED Light Bulbs Were the Most Installed Product

LED light bulbs were installed by 91% of respondents, making them the most adopted product, followed by power strips (82%) and night lights (80%). In contrast, caulk had the lowest installation rate at 46%.

Installation Rates (n=79)

Measure	Installed All Products (n=30)	Partial Installers (n=47)	Total	Installation Rate*
LED Light Bulbs	30	42	72	91%
Power Strip	30	35	65	82%
Night Light	30	33	63	80%
Weatherstripping	30	23	53	67%
Door Sweep	30	21	51	65%
Caulk	30	6	36	46%

*Calculated off 79 total respondents, 30 full installers, 47 partial installers, and 2 that did not install any product.

 10

Intent to Install Items is High

- Most of partial and non-installers (85%) plan to install items within a 0–6-month timeframe, showing that the barrier is temporary/situational and that non-installation is likely not about the kit, rather a delay in action

Barriers to Install are Mixed

- Installation barriers (redundancy of items, confusion about items, procrastination, and lack of tools to install) may be addressable through better instructions and support

Suggestions to Improve Kit

- More frequent updates (32%) and better product selection (30%) are the most common suggestions among respondents, indicating a strong desire for ongoing engagement and more relevant kit contents

Respondents want Smarter, Broader Efficiency Tools

- Smart thermostats and more LED bulbs topped the list of desired additions, showing interest in both advanced technology and proven, easy-to-use products
- Water and appliance efficiency also stood out, with ~16% of responses requesting faucet aerators and energy-efficient appliances
- 15% want better power strips, and 9% asked for more detailed energy-saving tips, highlighting a desire for both improved tools and guidance

Impact Analysis Overview

- Energy Consumption
    - Estimated the kWh impacts due to participating in the pilot. The energy efficiency kits received via the pilot should reduce energy consumption by providing solutions for existing inefficiencies in the participants' homes.
- Arrearage Amount
    - Estimated the impact of the pilot on arrearages owed. Reduced consumption due to the kits should reduce bill amounts, which may result in lower arrearages.
- Late Payment Frequency

- Estimated the impact of the pilot on the number of late payments. Reduced consumption due to the kits should reduce bill amounts, which may result in fewer late payments.

Consumption and Arrearage Impacts

- Consumption and Arrearage estimated impacts had large margins of error
- Consumption showed an increase while arrearages showed a decrease.
- Consumption and arrearage impacts are not statistically different from zero at the 90% confidence level.

Late Payment Impacts

- Late payment estimated impact was affected by lack of variation in the data after February 2024
- As there are very few instances of late payments after February 2024, the impact estimate is heavily influenced by a small number late payment indicators.
- While the impact estimate on late payments is statistically significant at the 90% confidence level, this result represents a reduction to a baseline value that is already nearly zero.

Results Context

- Inconclusive results may be explained by a variety of factors:
  - Small Effect Size
    - While the estimated consumption and arrearage impacts were not statistically different from zero, that does not necessarily mean they are zero. The effects may simply be too small to detect with the existing data.
    - For reference, estimated annual savings from IE kits as part of the ComEd Product Distribution evaluation would represent about 3.5% of Catch Up and Save participants' annual baseline which are relatively small to detect with the current sample size.
  - High Variance
    - Variability in the effect (which leads to higher variance/uncertainty) may be relatively high due to the nature of the pilot. Some potential sources of high variability include:
    - Customers may install different items from the kits.
    - Customers may be replacing different existing items with kit items.
    - Matched comparison group customers may install similar measures to some degree.
  - Sample Size
    - Statistical significance is driven by effect size and variance. Small effects with high variance require larger sample sizes to detect statistically significant impacts. It is possible that a similar study with a larger participant group would produce different results.

Key Findings

- The ComEd website and SARP enrollment were the primary sources of Pilot awareness, making up 65% of responses and demonstrating the effectiveness of digital outreach. In contrast, only 3% of respondents learned about the Pilot through the Smart Assistance Manager (SAM) Tool, suggesting the tool may be underutilized and presents opportunities to improve its visibility and integration.

- Saving money and energy were top motivators to participate. Most respondents reported feeling an improved ability to manage their bills (71%) and that the products helped reduce energy use (72%). However, these perceptions are not supported by impact data, which showed no measurable effect on consumption or arrearage.
- Most respondents (93%) are satisfied with the Energy Savings Kit, indicating strong approval of the kit and its delivery. However, only 44% reported the kit components exceeded expectations, suggesting that while the program is well-received, there is an opportunity to enhance product appeal, usability, or perceived impact to move customers into the "exceeded" category.
- Most respondents (97%) installed at least one product, showing high engagement and follow-through. The few who didn't cited fit issues or lack of familiarity, not disinterest. Additionally, 85% of partial installers plan to complete installation, and 75% expect to do so within 6 months, indicating that most barriers are temporary and solvable with better instructions, visual aids, or product fit adjustments.
- Most respondents (70%) reported being renters. As ComEd considers expanding the pilot to include home retrofits, consider options that enable renter and/or multifamily building participation to overcome barriers such as eligibility and landlord involvement.
- There was no clear evidence of an impact from Catch Up & Save on consumption, arrearages, or late payments. This was likely due to a small effect size and high variance.

Elena Savona (via chat): Over what time frame did you conduct this study?

- *Courtney Golino: During this year, in March.*
- *Guidehouse Representative Response: We kicked off research in Q1 of 2025 and wrapped up recently.*

Lauren Bates (via chat): You mentioned the impact study group was a quasi-experiment. What was the comparison group?

- *Dustin Kunkel (via chat): A subset of customers also enrolled in the SARP selected via matching (on arrearage and consumption prior to the pilot).*

Chris Neme: On slide 20 with installation rates, are you saying 64% of participants installed lightbulbs, or 26% of the 60% who installed everything?

- *Guidehouse Representative Response: It is the latter: 26% of the 59%.*
- *Chris Neme: About 53% installed lightbulbs and 47% did not?*
- *Guidehouse Representative Response: That is correct.*
- *Chris Neme: Less than half were installed for the other measures. Are we using this information to adjust install rates in the TRM?*
- *Courtney Golino: We have not discussed this.*
- *Elder Calderon: This is something we can explore.*
- *Chris Neme: It seems like most people installed things, but the true rates are poor.*
- *Elder Calderon: That is something you can interpret on these results. A sweeping change in the TRM would need a larger sample set and larger parameters. We will consider this.*
- *Chris Neme: We should look at that question in the coming year.*

Deb Dynako: The weatherization installation rates – the grid shows we do not have tools to do this. Are they complicated to install, do they need tools, or additional items in the kit?

- *Courtney Golino: Yes, that is a good point. There were instructions but no tools for the upgrades. One may need more tools for weatherstripping.*

- *Deb Dynanko: I am curious if renters have rules within their buildings keeping them from installing a door sweep. LED bulbs do not need permission. Or they may need a maintenance person to install these measures.*
- *Courtney Golino: There is a barrier with renters on what they are allowed to do.*
- *Dustin Kunkel (via chat): You do not need a tool for caulk, but it is a huge pain without one.*

Question: How was it decided that kits were the solution? Do we need something bigger than a kit?

- *Courtney Golino: This was a ComEd design decision.*
- *Elder Calderon: Kits met customer needs within statutory requirements. They are one solution, but not the only one.*

Andy Vaughn (via chat): Were the individuals who were sent these kits behind on their bills?

- *Courtney Golino: The pilot provided a kit when enrolling in SARP. It helps manage late bills, so they could have enrolled if they were late on their bills.*
- *Elder Calderon: This is a consideration that needs to be thought of when we consider changes to the TRM. This data may not represent a holistic representation of customers.*
- *Zach Ross (via chat): Most kit measures in the TRM have multiple ISRs for IQ vs market rate.*
- *Chris Neme: It is equally true that installation rates were measured before installation practices. This merits revisiting and rebalancing things.*

Ameren Illinois 2025 Evaluation Research Update

Zach Ross, Opinion Dynamics

Background of Evaluation Research

- A major objective of the AIC portfolio evaluation is to verify net program energy savings and produce a range of required reporting for statutory purposes
- However, we have a range of many other objectives included in our evaluation scopes; the purpose of evaluation is not just to audit but improve programs
- To support these objectives, every year our team scopes and executes evaluation research studies to achieve objectives based on our assessment of AIC's programs well as input from AIC and SAG

2025 Evaluation Research Studies

- IQ Electrification Targeting & Barriers Study
- IQ Credit & Collections Study
- Business Pipeline Channels Process Evaluation
- Partial Displacement Heat Pump Metering Study
- Heat Pump Incentive & Program Design Study

Income Qualified Electrification Targeting & Barriers Study

- Study Context
    - AIC has not seen the desired level of uptake in their electrification offerings targeting propane users
    - We were asked to scope a study to help better understand the impact that marketing/outreach efforts and targeting are having on the level of program performance
- Key Research Objectives

    - Review AIC's current approach for identifying propane customers and identify any recommendations for improvement in targeting
    - Understand customer barriers to electrification efforts to increase program participation and optimize marketing and outreach efforts
- Methods
    - Interviews with AIC staff and reviews of AIC's outreach materials and customer targeting approach
    - Interviews with representative peer utilities
    - Survey with eligible customers who have not yet participated
- Study Status
    - Staff interviews and targeting review is completed
    - Peer utility interviews are underway
    - Launching customer survey this month
    - Report anticipated in Q1 2026

Income Qualified Credit and Collections Study

- Study Context
    - AIC aims to refer customers with bills sent to collections or those negotiating payment plans to its IQ energy efficiency offerings to mitigate arrearages and service shutoffs
    - AIC agreed to consider conducting a "one-time study" to assess consistency of cross-referrals and effectiveness of cross- referrals in driving program participation and we scoped this study to meet that commitment
- Research Questions
    - How frequently and consistently does the AIC credit and collections department refer customers to AIC's IQ energy efficiency offerings?
    - What portion of customers who receive referrals go on to participate in an IQ whole-building offering?
- Study Status
    - We have completed initial discussions with AIC staff and have explored the coverage and availability of credit and collections data
    - Time and effort required to obtain data that would allow us to directly assess some of these metrics was not tenable for the budget and timeline of the study
    - We are requesting a smaller subset of data on credit and collections involved customers and will estimate metrics
- Next Steps
    - Expect to field a survey with credit and collections- involved AIC customers early next year
    - Report expected in Q1 2026

Business Program Pipeline Channels Process Evaluation

- Historic Conversion Analysis
    - Provide insights into the success of each of these pipeline channels to- date.
    - How many projects have been produced? Which types of projects?
- Cost-efficiency analysis
    - If you spread the cost of the pipeline channel incentive across all the resulting projects, what is the cost per unit of energy savings?
- Energy Advisor Interviews
    - Explore strategies for utilizing pipeline channels to generate energy-saving projects.

    - Understand processes for monitoring customer journey to encourage follow through after pipeline participation.
- Secondary Research
    - Explore service offerings and tactics utilized by peer utilities, specifically related to pipeline channels and customer engagement strategies with nonresidential customers.
    - Review available industry research that explores customer engagement and/or participation with nonresidential customers.
- Reporting
    - Recommendations for how the pipeline channels can best support the Business Program

Partial Displacement Heat Pump Metering Study

- Research Question:
    - What is the observed in situ switchover temperature between heating sources for air source heat pumps with backup fossil/electric resistance heat?
- Sampling & M&V Plan
    - Q2 2025
- Recruitment
    - Q2-Q3 2025
- Logger Install
    - Q3-Q4 2025
- Logger Retrieval
    - Q2 2026
- Analysis & Reporting
    - Q2 2026
- Research Outputs:
    - Information to update IL-TRM measure characterization for partial displacement heat pump installations to refine savings estimates.

Abigial Miner: Why does the heat pump metering study require loggers?

- *Zach Ross: For a customer that has backup household heat, we did not feel like a small sample study would allow us to reliably understand heating load at specific sites. So, we used AMI data to say that heat pumps were running at X number of hours, and heat is running at X hours. We wanted specific system data to log the actual run time of heat pumps.*
- *Chris Neme: If you had AMI data, and you could map the upper temperature to the 15-minute data. Heat pumps draw a lot of power, could you see when a house drops to zero or when it triples or doubles power?*
- *Zach Ross: A second phase of this study could leverage something on a broader scale, but we did not feel comfortable with these systems on a smaller scale. We needed to confirm customers' details and systems to understand efficiencies. This way, we can understand when power is being used.*
- *Chris Neme: You could at least determine the extent of the AMI focus data.*
- *Zach Ross: Exactly, that is the plan. Further interest will allow us to use day by day data and develop some lower key signals for customers without an onsite meter.*

Carl Samuelson: Are you metering ducted and ductless?

- *Zach Ross: Only ducted.*
- *Carl Samuelson: Are you observing set points or changing points?*

- *Zach Ross: We are not changing anything. We are collecting data when loggers are installed and retrieved. We want to see how well our logger data matches the parameter data when we install.*

Mark Milby: Is Ameren offering or requiring heat pump contractors to do training around switches and trade-overs?

- *Zach Ross: We prefer the Ameren implementation team answers that.*
- *Matt Armstrong: We can get back to you on that.*
- *Mark Milby: I know ComEd has been doing that, so there could be opportunity for curriculum sharing.*

Andrey Gribovich: It is interesting to see and track logging data on switch-over points. A contractor came in, installed at 32 degrees, and the heat pump cannot keep up.

- *Zach Ross: I appreciate your comment and agree. We want to explore what we see in practice and comment on these things when we see it.*

Ameren Illinois 2025 Heat Pump Incentive and Program Design Study
Evan Ticknell, Opinion Dynamics

Research Objectives

- How can AIC residential offerings optimize incentive levels for heat pump technology to increase adoption while maximizing program influence?
- What purchase considerations and program design elements most influence customers' choice of HVAC and water heating equipment (e.g., upfront cost, equipment efficiency, previous equipment type, incentive availability/format, contractor involvement)?
- To what degree are AIC residential customers familiar with and open to adopting heat pump technology? What do customers see as the primary benefits and drawbacks of heat pump technology?
- How do customers typically approach the installation of new heat pump technology, and how do these tendencies vary across different types of equipment or when fuel switching is involved?

Methods Overview

- Web survey (n = 1,469 respondents)
- AIC market rate residential customers responsible for home's HVAC and water heating equipment
- Traditional self-report questions: heat pump and heat pump water heater familiarity, perceived benefits/barriers, and installation experience
- Choice-based conjoint: modeling-based analysis of responses to specialized survey questions

Conjoint Methods

- Modeling-based analysis of responses to specialized survey questions
- Four distinct conjoin scenarios, one scenario per respondent
    - Central HVAC
    - Ductless HVAC
    - Gas Water Heating
    - Electric Water Heating
- Predetermined attributes and levels
- Eight randomized choice sets, plus two holdouts for testing internal validity

Conjoint Methods: Example Choice Set – Central HVAC:

	Option 1	Option 2	Option 3	Option 4	None
Equipment Type	High-Efficiency Heat Pump *~$1,130 Annual Energy Cost*	High-Efficiency Central AC *~$1,720 Annual Energy Cost*	Standard Central AC *~$1,760 Annual Energy Cost*	Standard Central AC *~$1,760 Annual Energy Cost*	I wouldn't choose any of these options
Installed Price Before Incentive	$6,000	$6,000	$6,000	$9,000	
Incentive Amount	$750	No Incentive	$750	$750	
Incentive Type	Rebate with Proof of Purchase	N/A	Discount Applied at Purchase	Discount Applied at Purchase	
Warranty	15 years	20 years	15 years	10 years	
	○	○	○	○	○

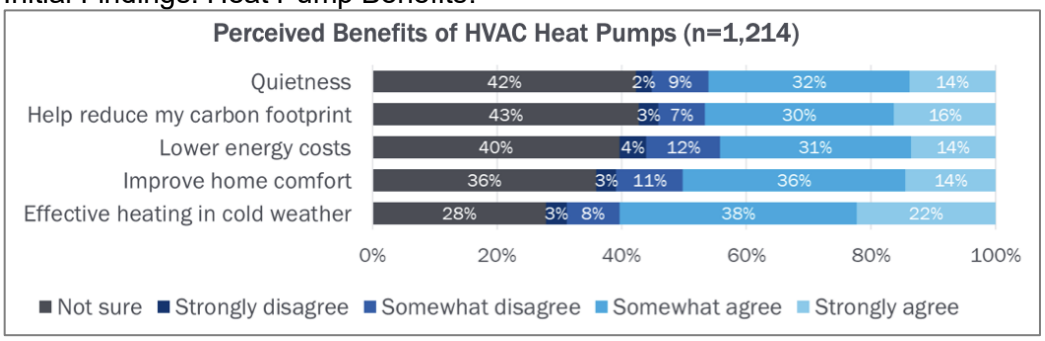
Conjoint Methods: Example Choice Set – Electric Water Heating:

	Option 1	Option 2	Option 3	Option 4	None
Equipment Type	Traditional Electric *~$370 Annual Energy Cost*	Heat Pump Water Heater *~$100 Annual Energy Cost*	Heat Pump Water Heater *~$100 Annual Energy Cost*	Heat Pump Water Heater *~$100 Annual Energy Cost*	I wouldn't choose any of these options
Installed Price Before Incentive	$2,750	$5,250	$5,250	$5,250	
Incentive Amount	No Incentive	$1,200	$800	$800	
Incentive Type	N/A	Discount Applied at Purchase	Rebate with Proof of Purchase	Discount Applied at Purchase	
Warranty	10 years	10 years	10 years	10 years	
	○	○	○	○	○

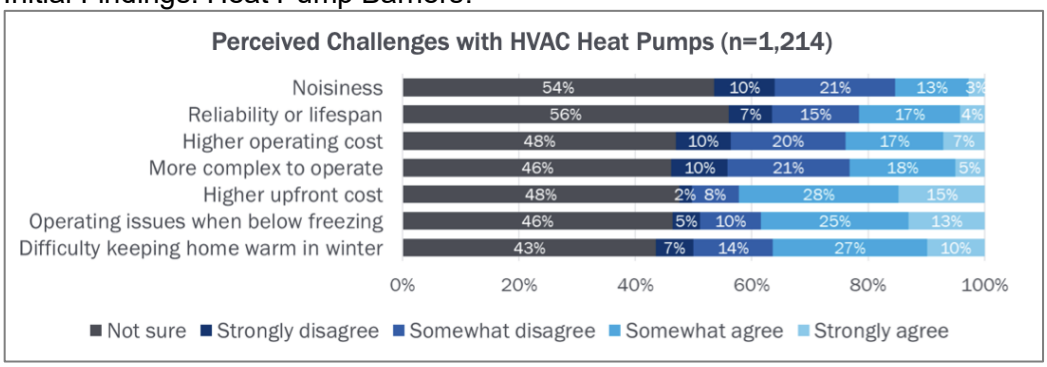
Initial Findings: Heat Pump Familiarity

- Most customers say they are at least slightly familiar with heat pump HVAC systems
  - 72% report some degree of familiarity with central heat pumps
  - 64% report some degree of familiarity with ductless heat pumps
- Only 38% of customers are at least slightly familiar with heat pump water heaters

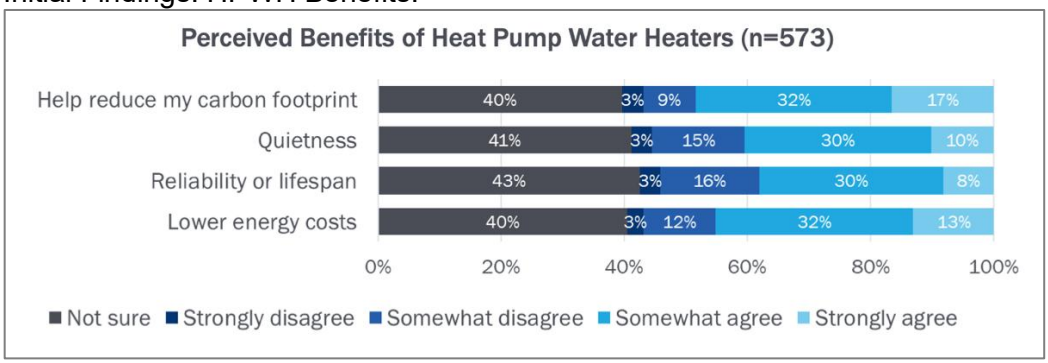
Initial Findings: Heat Pump Benefits:



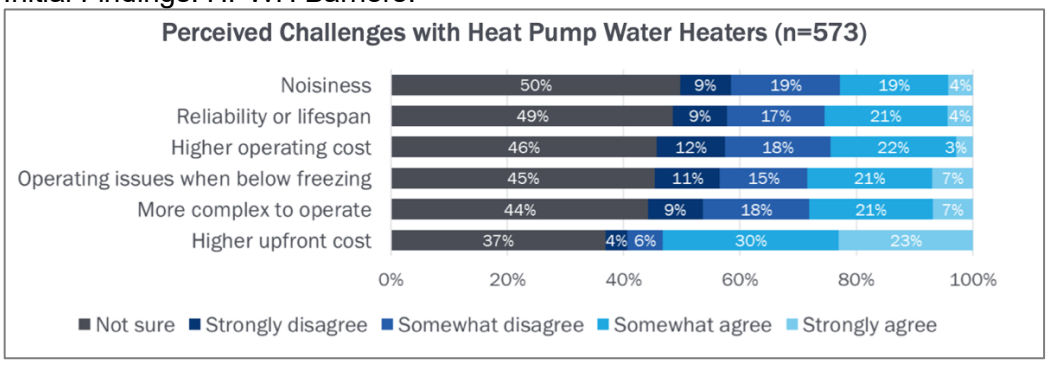
Initial Findings: Heat Pump Barriers:



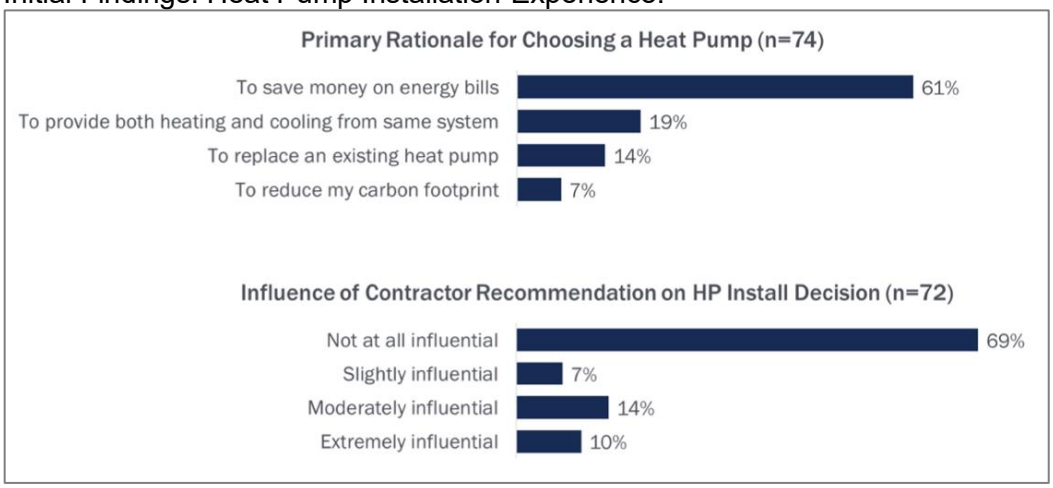
Initial Findings: HPWH Benefits:



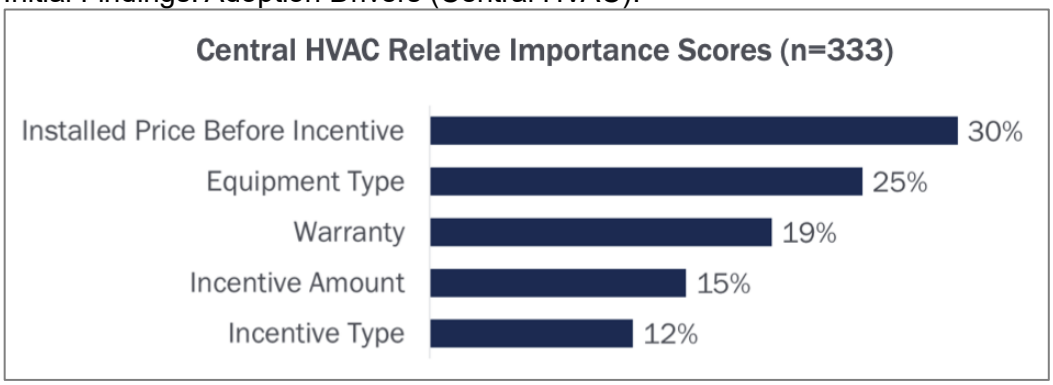
Initial Findings: HPWH Barriers:



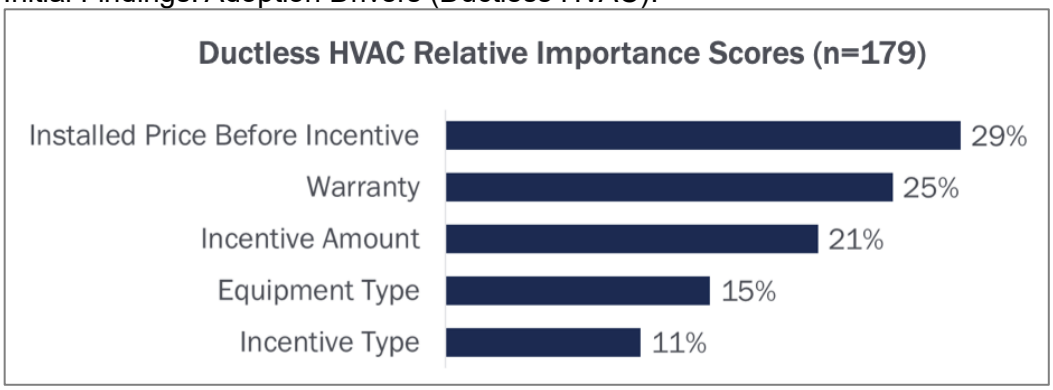
Initial Findings: Heat Pump Installation Experience:



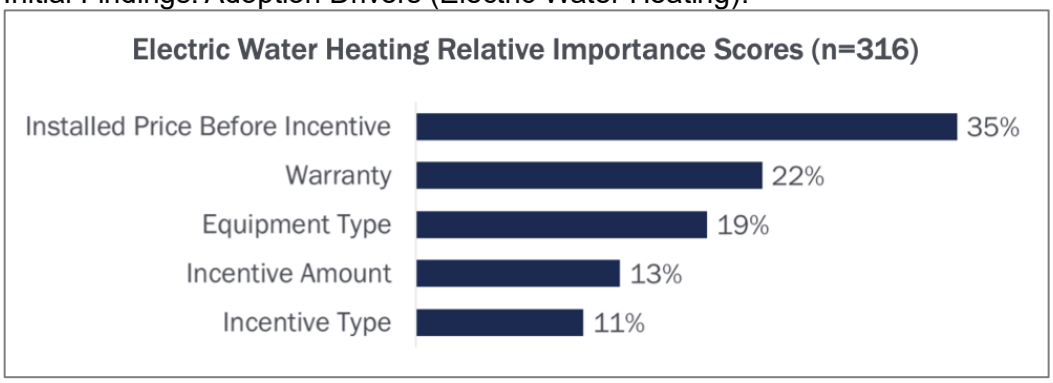
Initial Findings: Adoption Drivers (Central HVAC):



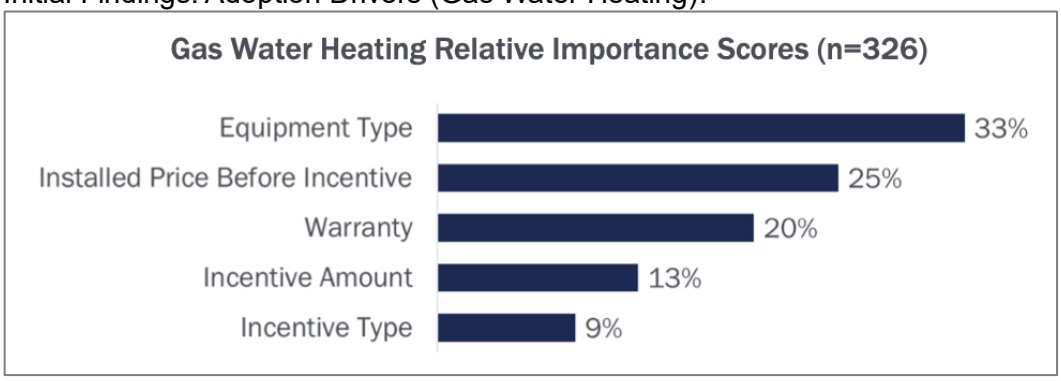
Initial Findings: Adoption Drivers (Ductless HVAC):



Initial Findings: Adoption Drivers (Electric Water Heating):



Initial Findings: Adoption Drivers (Gas Water Heating):



Next Steps: More to Come

- Detailed reporting to be delivered later this year
    - Additional conjoint analysis
        - Price sensitivity and implications incentive optimization
        - Customer preferences to inform future program design and marketing/outreach
    - Additional insights from traditional self-report questions
        - Installation tendencies, contractor influence, and stated preferences
        - Exploration of demographic differences

Chris Neme: The conjoint approach is interesting. The example of heat pump options to be voted on – I assume one is the annual energy cost for cooling?

- *Evan Tincknell: We explored different avenues. We presented cooling and heating costs. Many of these customers have gas furnaces in combination with central AC or heat pump heating.*
- *Chris Neme: I worry participants are not getting the full picture unless you communicate that the water heater trade out can be included with the central AC. We need to be explicit with the best combination.*
- *Evan Tincknell: There were annual energy cost representations in the survey. We tried to focus on the customers that we can realistically predict. The caveat of these results is that the reference for the equipment is tied to assumed annual energy costs.*
- *Chris Neme: Installed prices need to be reflective of install price of each one. I worry about the interpreting ability.*

- *Evan Tincknell: That is a good point, everything outside annual energy was explicitly framed as replacing a cooling system and overall framing. Past research with contractors highlighted discomfort in replacing AC systems and not leaving a backup.*
- *Zach Ross (via chat): We will surely be including details of the instrument in the report when we provide it, if it is helpful to look at how things are actually presented to the customer.*
- *Chris Neme: The level of interest in warranties is interesting. Have you looked at what it would cost Ameren to buy an extra five years on equipment in lieu of a lower rebate?*
- *Evan Tincknell: I'll refer that question to the Ameren folks. We have not specifically looked at the costs, but we know there are different levels available and program staff are looking as part of a survey.*
- *Matt Armstrong: One of the reasons for this study is uptake from our customers. We will define program design moving forward.*
- *Chris Neme: It makes me wonder given the interest.*

Seth Craigo-Snell: I think the influence of equipment type in the gas water heating adoption scores is an outcome of comparing gas and electric in the same panels. Not everyone has an option to switch, and the immediate tendency is sticking with gas versus electric.

- *Evan Tincknell: That is correct. Generally, people are choosing electric water heaters when they already have electric technology and others choosing gas are choosing between gas and electric water heaters. This is a first look at the general range of dynamics happening.*
- *Seth Craigo-Snell: That sample and engagement was quite large and successful. Hopefully the results will be interesting.*
- *Celia Johnson: The report will be ready at the end of this year, correct?*
- *Zach Ross: Q1 2026 for sure.*
- *Celia Johnson: We can schedule a report-out to SAG later in 2026.*

Seth Craigo-Snell: Are the evaluation plan meeting invites on calendars?

- *Celia Johnson: Yes, I can forward if you do not have them. The SAG meetings for evaluators to present an overview of draft evaluation plans for 2026 are scheduled on Tuesday, December 2 (9:30 – 12:00) and Wednesday, December 3 (10:00 – 12:00).*

Closing and Next Steps

Follow-up Items:

1. CRGA Legislative EE Changes:
    a. A question was asked about whether the on-bill financing sunset provision applies to only electric utilities, or to both electric and gas utilities. Several participants in the meeting stated the sunset provision only applies to electric utilities.
    b. A question was asked about the status of the Equitable Energy Upgrade Program (EEUP), which applies to electric utilities per CEJA. There is a docketed proceeding at the ICC to establish guidelines for Equitable Energy Upgrade Programs under Section 16-111.10 of the Public Utilities Act. See ICC Docket No. 25-0863.
2. Nicor Gas EE Portfolio Report-out:
    a. Nicor Gas to check on whether there is a median or average wage for participants per information shared about the Market Development Initiative.
3. Peoples Gas & North Shore Gas EE Portfolio Report-out:

    a. Peoples Gas & North Shore Gas to share additional information about the micro combined heat and power (CHP) systems, such as a spec sheet, information about the target market, etc.
4. Ameren Illinois Electrification Update
    a. No follow-up items.
5. ComEd Electrification Update
    a. What is the breakdown in costs for whole home electrification retrofits? Specifically weatherization, health and safety, and electrification measures, broken down by different electric end uses.
    b. For partial electrification, what type of heat pump is installed in the participating customer's home?
    c. Brubaker & Associates requested a topic be parked for a future response – regarding utility or third party EV and charger programs, which (if any) include utility control of, or time of day rates to incentivize, the charging to reduce peak demand / save money. This type of direct or incentivized control of new electric usage could best be integrated with customers when they are signing up and/or receiving rebates for EV purchases or chargers.
6. Guidehouse Midstream Income Eligible Policy Analysis
    a. SAG Facilitator to add a topic to the 2026 SAG Plan for Guidehouse or ComEd to share an update on using low income discount rates.
7. Guidehouse Presentation: ComEd Financial Assistance and Energy Efficiency Research
    a. ComEd will consider NRDC's suggestion to use results of this research to consider adjusting installation rates in the IL-TRM.
8. Opinion Dynamics Presentation: Ameren Illinois Evaluation Research Update
    a. Ameren Illinois will follow-up on whether training is provided regarding heat pump set points.
    b. SAG Facilitator will add a topic to the 2026 SAG Plan for Opinion Dynamics to share the final results of the IQ electrification study and IQ credit and collections study.
9. Opinion Dynamics Presentation: Ameren Illinois 2025 Heat Pump Incentive and Program Design Study
    a. SAG Facilitator will add a topic to the 2026 SAG Plan for Opinion Dynamics to share the final results of the heat pump study.