

CY2019 Q3 Summary

Stakeholder Advisory Group
November 19, 2019

CY2019 Q3 YTD Summary – by the numbers

Portfolio Segment	Net MWh Actuals	Net MWh Goal	% to Goal	Costs \$M	Forecast Budget \$M	% to Budget
Residential	233,305	259,675	74%	\$53	\$77	69%
Income Eligible	53,626	25,978	70%	\$25	\$40	63%
Business Private	486,969	767,902	70%	\$88	\$129	68%
Business Public	84,583	183,913	54%	\$23	\$35	66%
Other*	295,056	392,315	66%	\$12	\$22	55%
Portfolio-Level	-	-	N/A	\$42	\$48	88%
TOTAL	1,143,539	1,629,783	70%	\$243	\$351	69%

- *Other includes Third Party, Voltage Optimization, Therm Conversion, Lighting Carryover and Emerging Tech*

CY2019 Q3 Highlights

• Residential Programs

- HEA online scheduling launched in June at ComEd.com/Assessment
- Reduced smart thermostat rebate from \$100 to \$75 and changed limit from two to one per ComEd account
- Customers have received over 168,266 rebates, recycled over 40,074 appliances, and over 15,308 homeowners have received assessments through Q3

• Income Eligible (IE) Programs

- IACAA completed a staffing survey among agencies statewide to identify staffing challenges and opportunities, with 80% of agencies responding; feedback helped IACAA prepare a future succession planning workshop with CAAs to prevent future disruptions to production due to staff capacity CEDA served first over utility-only funded customers; DuPage County completed first projects
- Over 50,000 households served through Q3

• Business Programs

- Since launch of Standard online application tool in June, 218 applications have been submitted with total incentives exceeding \$1.5M
- Industrial Systems now offers Compressed Air EMIS for smaller compressed air systems, a low-cost solution to monitor the performance of compressed air systems and identify capital measures for implementation and savings analysis
- Over 4,800 businesses and 265 public projects completed through Q3

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CY2019 Q3 Highlights

• Third Party Programs

- Pre-existing Third Party programs (e.g., kits) continue to perform well
- Most new programs gaining momentum (e.g., groceries)

• Research & Development

- 23 pilot projects and 13 research projects currently in flight
- Baseline study research has wrapped up with presentation to stakeholders in late October

• Market Transformation

- Building Operator Certification has held 6 trainings and 2 continuing education webinars through 2019

• Outreach & Events

- Several campaigns have been in market this year, including focus on C&I
- Small Biz continues to focus outreach on and offer specialized incentives for projects in underserved areas of the ComEd territory
- Through Q3 we've participated in 221 energy efficiency events, interacting with approximately 52,841 customers

CY2020 Preview

• Residential Programs

- Sunsetting Weatherization and Residential New Construction due to low TRCs and high \$/kWh
- Heating & Cooling Rebates – shifting CAC measures to midstream, adding tune-up measure
- HEA – shifting APS to co-pay, adding 3rd smart stat option w/copay (Honeywell model)
- MF – shifting some common area measure to include a copay and removing APS
- EI Ed kits – remove omnis and add other measures
- Appliance Rebates – remove AC window units
- Res Lighting – adding connected lighting & night lights
- FFR – reducing fridge & freezer incentive (\$35) and removing dehumidifiers

CY2020 Preview

• Income Eligible Programs

- Sunsetting New Manufactured Housing due to low production and potential identified in 2019
- Food Bank – reduce LED omnis by ~50% and add new measures
- Kits – reduce LED omnis by ~30% and add new measures
- Product Discounts – remove LED omnis from big box stores, remove window AC, adding dehumidifiers
- SF & MF Retrofits – shifted budgets to increase MF from SF to better align with market segment

• Business Programs

- Sunsetting separate CHP offering due to poor performance, but will continue to offer incentives for CHP under Custom at \$0.12

• Budgetary Shifts

- Decreases: IE SF Retrofits, Third Party C&I, Res Behavior, Appliance Recycling, Res HVAC, C&I New Construction
- Increases: IE MF Retrofits, Third Party IE, Elementary Education, PS Instant Discounts, PS Small Biz, SEM, MF Assessments, RCx, ISO