

**To:** Erin Daughton, Vincent Gutierrez, Molly Lunn, Mark Milby, Steve Labarge, ComEd  
**CC:** Jennifer Morris, ICC; Celia Johnson, Celia Johnson Consulting; Randy Gunn, Jeff Erickson, Navigant  
**From:** Laura Agapay-Read, Patricia Plympton, Carly Olig, Navigant  
**Date:** April 11, 2019  
**Re:** ComEd CY2018 Pilot Programs' Net-to-Gross Values

This memo summarizes Navigant's recommended net-to-gross (NTG) values for ComEd's CY2018 pilot programs; we will use these NTG values when we evaluate net savings for these pilot programs.

Our recommendations are based on a review of NTG values from recent primary research of similar programs in the region or from a region with similar weather and market characteristics.

The table includes CY2018 pilot programs for which Navigant will deliver impact evaluations. For a few of the pilots, we have already recommended NTG values, as documented in our CY2018 NTG recommendation spreadsheet, and those pilots are indicated below. For the other pilots, this memo documents our NTG recommendations.

For some pilots, Navigant will evaluate savings using consumption data from customers' monthly bills or AMI meter reads in a randomized control design (RCT) or a random encouragement design (RED). These pilots will not need NTG adjustments because the impact evaluation will yield net savings. For one pilot (Ductless Heat Pump & Building Envelope), the NTG is 1.0 because the program participants are income eligible customers. We recommend the default NTG of 0.80 for two pilots that have no comparable programs in the region with NTG values from recent primary research. For one pilot (Schnucks VFD), we recommend a NTG value of a similar ComEd program with recent primary research. For another pilot (Smart Building Operations) Navigant will evaluate savings using consumption data from participants' monthly bills, however, not in a RCT or RED design. This pilot will not need a spillover adjustment because the impact evaluation will yield savings that account for spillover (but do not account for free ridership). For this pilot, we recommend a NTG value that does not include a spillover adjustment and that includes the free ridership value of a similar ComEd program with recent primary research.

**Table 1. Recommended NTG Values**

Pilot Program	Recommendation Status	CY2018	Source
Nest Seasonal Savings (Cooling Season)	Previous	NA	TRM v7, Vol 4, Sec 5.3*
Total Connected Savings Wi-Fi Thermostat Optimization (Heating Season)	Previous	NA	TRM v7, Vol 4, Sec 5.3*
Total Connected Savings Wi-Fi Thermostat Optimization (Cooling Season)	Previous	NA	TRM v7, Vol 4, Sec 5.3*
Ductless Heat Pump & Building Envelope	New	1.00	TRM v7, Vol 4, Sec 4*
HVAC SAVE	New	0.80	Policy Manual, Sec 7.2†
Holiday Light Exchange (savings captured in Residential Lighting impact report)	New	0.80	Policy Manual, Sec 7.2†
Schnucks VFD	New	0.70	Standard Non-Lighting‡
Smart Building Operations	New	0.91	Free Ridership: 0.09, Retrocommissioning‡. Spillover: NA, TRM v7, Vol 4, Sec 5.3*

\* [http://ilsagfiles.org/SAG\\_files/Technical\\_Reference\\_Manual/Version\\_7/Final\\_9-28-18/IL-TRM\\_Effective\\_010119\\_v7.0\\_Vol\\_4\\_X-Cutting\\_Measures\\_and\\_Attach\\_092818\\_Final.pdf](http://ilsagfiles.org/SAG_files/Technical_Reference_Manual/Version_7/Final_9-28-18/IL-TRM_Effective_010119_v7.0_Vol_4_X-Cutting_Measures_and_Attach_092818_Final.pdf)

† [http://ilsagfiles.org/SAG\\_files/Subcommittees/IL\\_EE\\_Policy\\_Manual\\_Subcommittee/2017\\_Revision/IL\\_EE\\_Policy\\_Manual\\_Version\\_1.1\\_5-5-17\\_FINAL.pdf](http://ilsagfiles.org/SAG_files/Subcommittees/IL_EE_Policy_Manual_Subcommittee/2017_Revision/IL_EE_Policy_Manual_Version_1.1_5-5-17_FINAL.pdf), 21-22.

‡ [http://ilsagfiles.org/SAG\\_files/NTG/2017\\_NTG\\_Meetings/Corrected-NTG-Documents/ComEd\\_NTG\\_History\\_and\\_PY10\\_Recommendations\\_2017-03-01\\_Excel\\_Faucet\\_Aerator\\_Correction\\_2019-03-20.xlsx](http://ilsagfiles.org/SAG_files/NTG/2017_NTG_Meetings/Corrected-NTG-Documents/ComEd_NTG_History_and_PY10_Recommendations_2017-03-01_Excel_Faucet_Aerator_Correction_2019-03-20.xlsx)

NA = Not Applicable

Source: Navigant analysis