

**ComEd's 2011 – 2013
Energy Efficiency / Demand Response
Plan**



**Plan Year 4 – First Quarter Performance Update
(June 2011 – August 2011)**

The data presented in this document is based on preliminary results and is subject to revision and evaluation adjustments.

ComEd Portfolio Summary

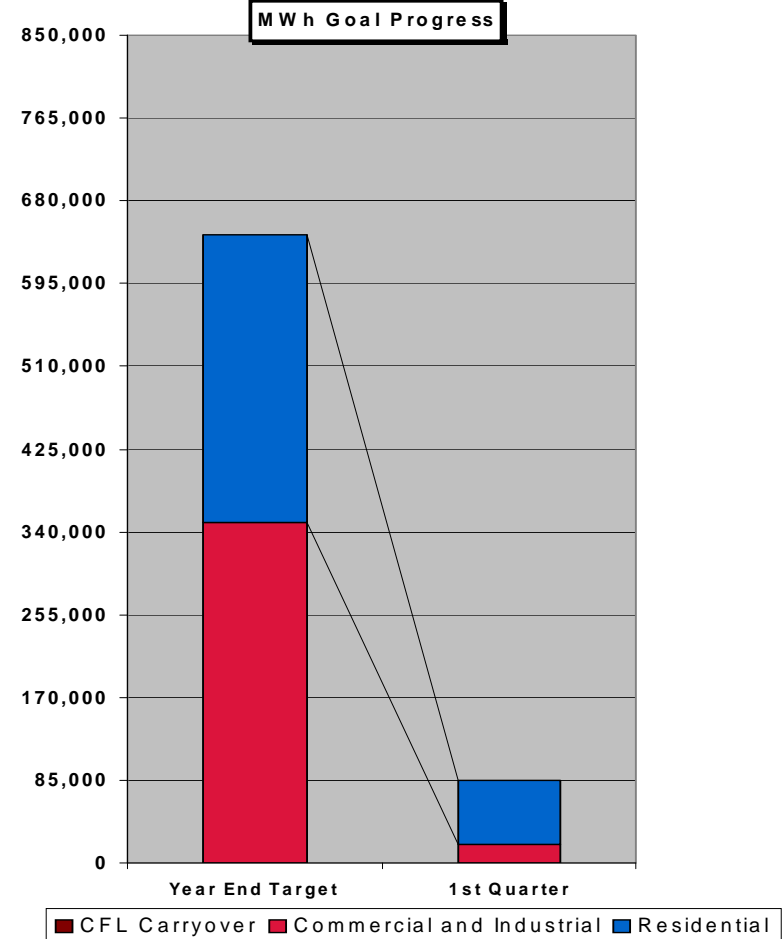
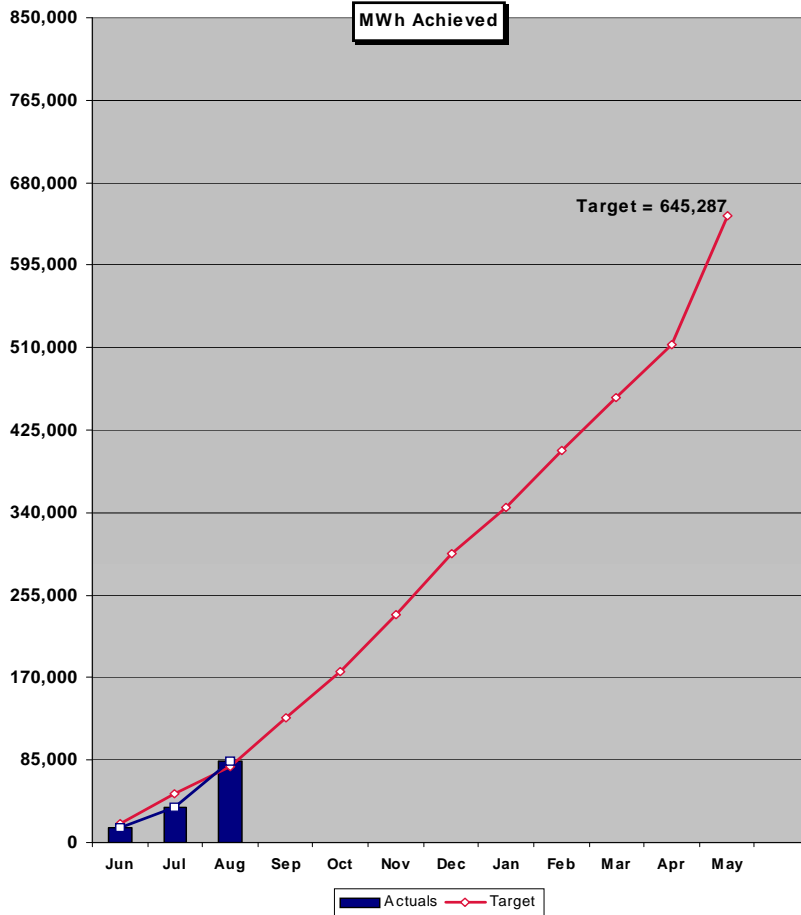
Portfolio Ex-Ante Net Results			
	PY4 Quarterly Results	PY4 Statutory Goal	PY4 % of Goal Achieved
Energy Saved (MWh)	84,188	610,804	14%

Program Year 4 Ex-Ante Results							
Program	Actual YTD Net MWh PY4 Results	Plan Net Target MWh	% of Plan Target	Program Costs YTD (\$1,000)	Projected Annual Costs (\$1,000)	Percent Annual Spend	Cost/kWh
Lighting Discounts	44,312	181,601	24%	\$ 3,442	\$ 18,212	19%	\$ 0.08
Home Energy Report	2,551	64,803	4%	\$ 330	\$ 2,614	13%	\$ 0.13
Fridge & Freezer Recycle Rewards	13,517	33,371	41%	\$ 2,030	\$ 8,219	25%	\$ 0.15
Central AC Efficiency Services	2,174	8,233	26%	\$ 697	\$ 4,010	17%	\$ 0.32
Multi- Family Home Energy Savings	2,242	6,110	37%	\$ 240	\$ 1,314	18%	\$ 0.11
Clothes Washer Rebate	63	1,786	4%	\$ 191	\$ 2,934	7%	\$ 3.03
Home Energy Savings	17	438	4%	\$ 112	\$ 285	39%	\$ 6.58
Residential Subtotal	64,876	296,342	22%	\$ 7,041	\$ 37,588	19%	\$ 0.11
Prescriptive	14,834	238,252	6%	\$ 2,852	\$ 38,753	7%	\$ 0.19
Custom	2,207	28,796	8%	\$ 261	\$ 5,985	4%	\$ 0.12
Retrocommissioning	0	26,880	0%	\$ 1,182	\$ 4,872	24%	TBD
Midstream Incentives	873	19,979	4%	\$ 101	\$ 1,497	7%	\$ 0.12
Compressed Air	0	18,151	0%	\$ 19	\$ 1,913	1%	TBD
Small Business Energy Savings	155	5,960	3%	\$ 310	\$ 3,230	10%	\$ 2.00
New Construction	1,243	5,502	23%	\$ 305	\$ 2,493	12%	\$ 0.25
Energy Efficiency RFP	0	4,995	0%	\$ -	\$ 1,323	0%	TBD
C&I Subtotal	19,312	348,945	6%	\$ 5,029	\$ 60,066	8%	\$ 0.26
CFL Carryover							
Totals	84,188	645,287	13%	\$ 12,071	\$ 97,654	12%	\$ 0.14

C&I Subtotal: Plan Net MWh Target includes 430 MWh for CACES, which will not be implemented

ComEd Portfolio Summary

- ComEd’s portfolio is on-track for the Plan Year 4 statutory goal of 610,804 MWh
 - The Business Solutions program activity has been nominal.
 - The Residential Solutions program activity is steady.
 - Lighting Discounts Program has sold nearly 2,000,000 CFLs
 - Fridge and Freezer Recycle Rewards has picked up over 13,000 units
 - Multi-Family and Single Family Home Energy Savings Programs have retrofitted over 7,000 housing units
 - Clothes Washer Rebates and Home Energy Reports have launched.



NOTE – All MWhs Savings reported are “net” savings

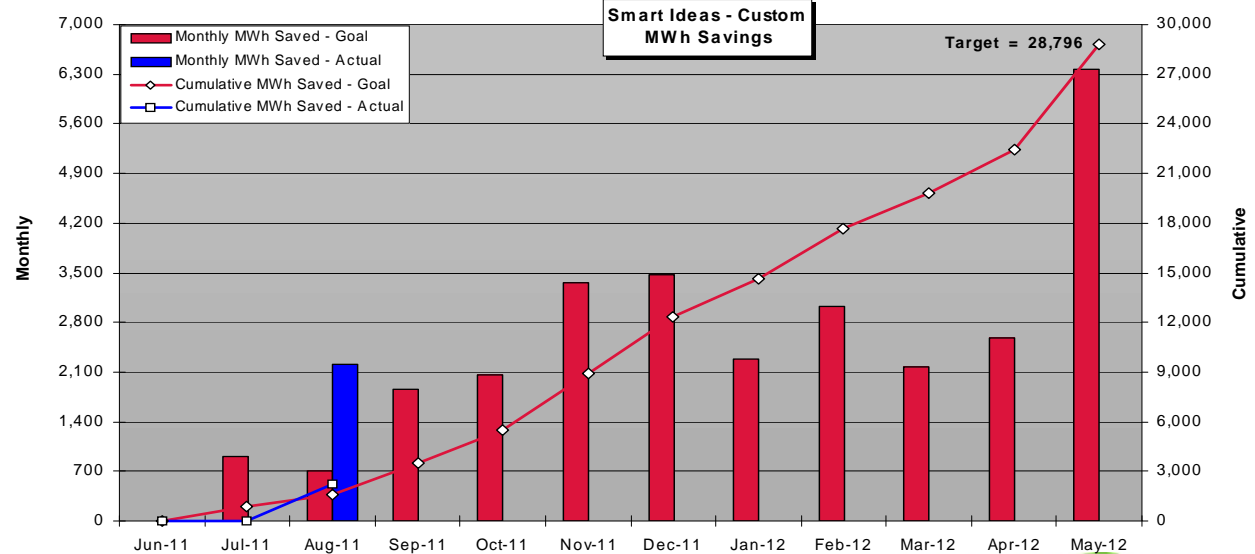
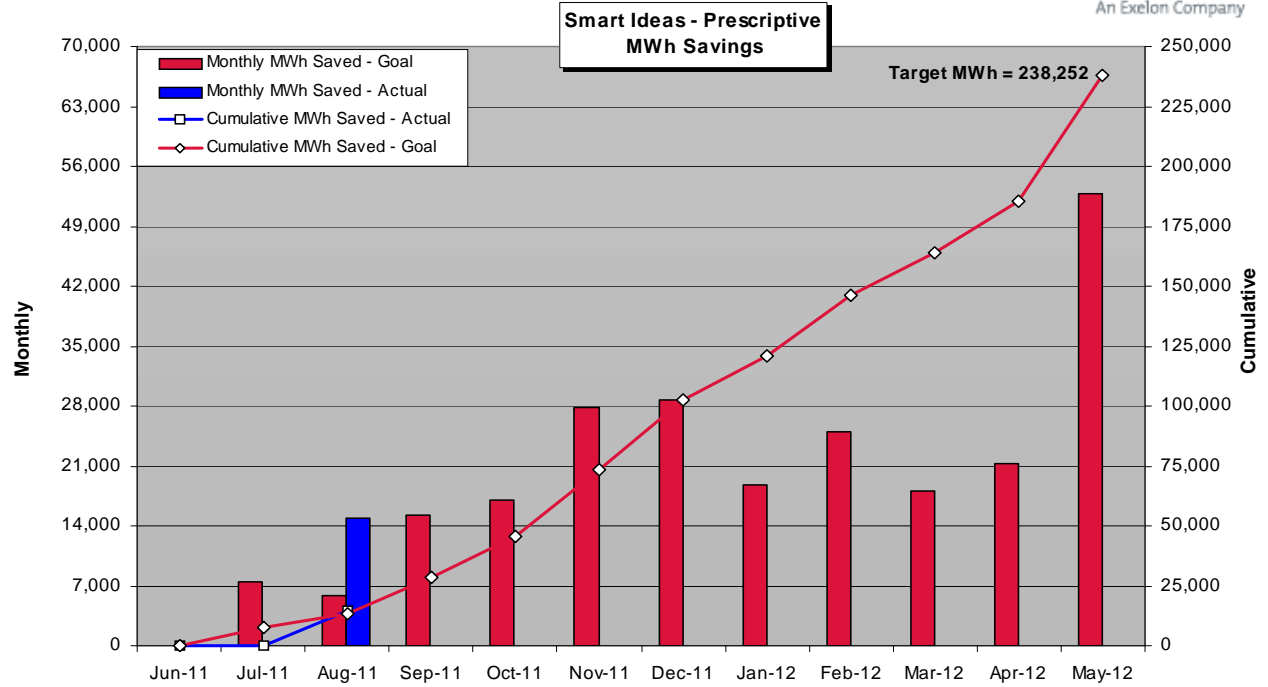
Smart Ideas for Your Business - Prescriptive/Custom

Program Overview

- The Prescriptive Program Plan goal is 238,252 MWh
- Custom Program Plan goal is 28,796 MWh
- Internal targets are 251,600 MWh for Prescriptive and 39,000 MWh for Custom

Results as of 08/31/2011

- There are 1,532 active projects
- Completed Projects
 - 359 Projects
 - 17,041 MWh saved (6% of goal)
 - \$1.4 M Incentives paid
- Reserved Projects
 - 1,010 Projects
 - 65,544 MWh Potential
 - \$6.5 M Potential Incentives
- “Under Review” Projects
 - 163 Projects
 - 13,494 MWh Potential
 - \$ 1.7 M Potential Incentives



Program Observations

- Smaller application size (kWh)
- Increased participation by chain accounts
- Lower participation of large industrial customers
- Market research indicates that 30% of C&I customers still have T12s; they tend to be found in warehouses, smaller office buildings and retail operations
- Custom showing a move from lighting to other technologies (HVAC and Energy Management Systems)
- Request For Incentives program is new and starting to gain traction

Program Challenges/Issues

- Attracting larger industrial process facilities into *Smart Ideas*. Perceived barriers include application length/complexity, size of incentives, bandwidth of trade allies, and state of the economy
- Industrial customers have skilled maintenance staff and tend to keep existing equipment running many years past rated equipment life which creates baseline confusion for customer
- Evaluation teams currently do not give the program kWh savings credit from replacing equipment that is more than 20 years old. (Credit is given only for incremental kWh savings above what is typically purchased in the marketplace.)
- Encouraging lighting retrofits in the face of rising fluorescent lamp prices

Three types of assessments now available to business customers over 100 kW

- *Smart Ideas* Opportunity Assessment
 - Objective – help customers uncertain about “where to start” with efficiency opportunities
 - Free of charge
 - Two-hour walk-through assessment to determine possible incentive opportunities
 - Customer letter is produced, showing suggested efficiency opportunities, incentives available, kWh savings available, approximate project cost and payback
 - Customers under 100 kW can get assessments through the *Small Business Energy Services*
- Facility and System Assessments
 - Objective – help larger customers (over 500 kW) with more complex facilities and processes, determine where to start with their energy efficiency projects
 - Customer pays \$5,000 to a program-qualified Technical Service Provider who assesses the facility or processes large uses of electricity to find potential savings in both operations and replacement of equipment.
 - Customer is refunded their \$5,000 if they install projects yielding at least \$10,000 in *Smart Ideas* incentives

Results to-date

- Over 100 opportunity assessments completed, with over 28,000 MWh savings identified
- Already, 26 SIOAs have turned into applications – 4,500 MWh savings, \$355k incentives

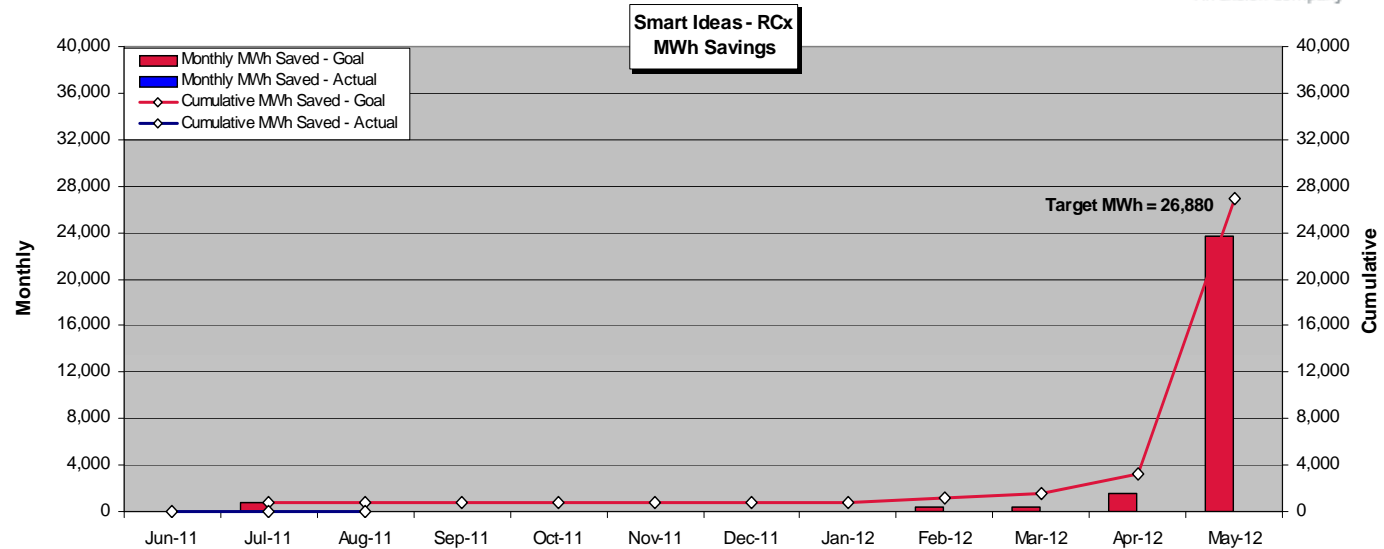
Smart Ideas for Your Business- Retrocommissioning (RCx)

Program Overview

- The Program Plan goal is 26,880 MWh
- Internal target is 26,880 MWh

Results as of 08/31/2011

- 53 accepted projects with nearly 32,000 MWh of potential net savings
- No projects have been completed yet
- Table shows pipeline activity, by implementation phase



Pipeline Activity		
	PY4	PY5
Applications Received	75	
Applications Accepted	53	
Applications Planning Phase	35	
Applications Implementation Phase	16	
Application Verification Phase	2	
Applications Completed		

Program Observations

- Projects for PY4 eligibility nearing end. PY5 project pipeline begins Nov. 1 (This is due to project completion timelines)
- 75 received applications. 53 accepted projects with 11 applications in screening phase.
- 32,000 MWhs and 637,000 Therm savings forecasted for PY4 based on accepted projects
- Joint Gas/Electric Effort Benefits
 - Shared cost reduces \$/kWh
 - Increased outreach of program through account managers from all utilities
 - Increased market potential across building types
 - Increased savings potential for participants
 - More competitive with studies offered outside of the program

Program Challenges / Issues

- Managing timelines within the confines of a program year
- Expanding participation within size, cost, and risk constraints
- Creating awareness for retro-commissioning

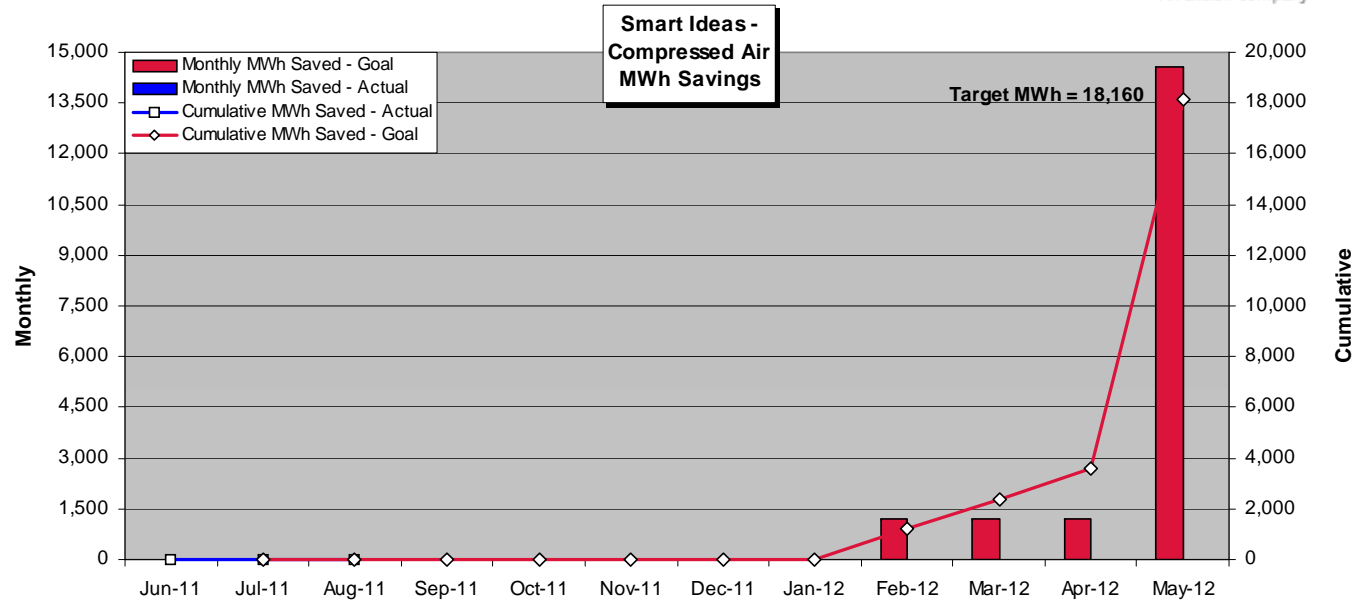
Smart Ideas for Your Business- Compressed Air

Program Overview

- Program Plan goal is 18,160 MWh
- Internal target is 18,160 MWh

Results as of 08/31/2011

- 9 applications received
- 6 applications accepted
- No projects completed yet
- Potential MWh currently in pipeline is 6,600 MWh



Pipeline Activity		
	PY4	PY5
Applications Received	9	
Applications Accepted	6	
Applications Planning Phase	3	
Applications Implementation Phase	2	
Application Verification Phase	1	
Applications Completed		

Program Observations

- 6,600 MWh forecasted savings through 6 applications with additional 5 new applications in last month
- New program spun from Retro-commissioning. Current program format new and gaining traction with Compressed Air Service Providers (CASPs)
 - Account Managers and Nexant outreach efforts targeting large compressed air users
 - Industrial spotlights prefabrication, medical, plastics, and paper
- PY4 applications through Oct. 31st . Applications afterwards will be assigned to PY5.

Program Challenges / Issues

- Managing project timelines and customer expectations/downtime
- Continue increasing program awareness
- Large learning curve for new service provider group
- Baseline for savings calculations presents confusion for customer when replacing older equipment
 - The Compressed Air incentive has been redesigned and now includes both low cost improvements and capital measures. Evaluation teams currently do not give the program kWh savings credit from replacing equipment that is more than 20 years old. (Credit is given only for incremental kWh savings above what is typically purchased in the marketplace.)

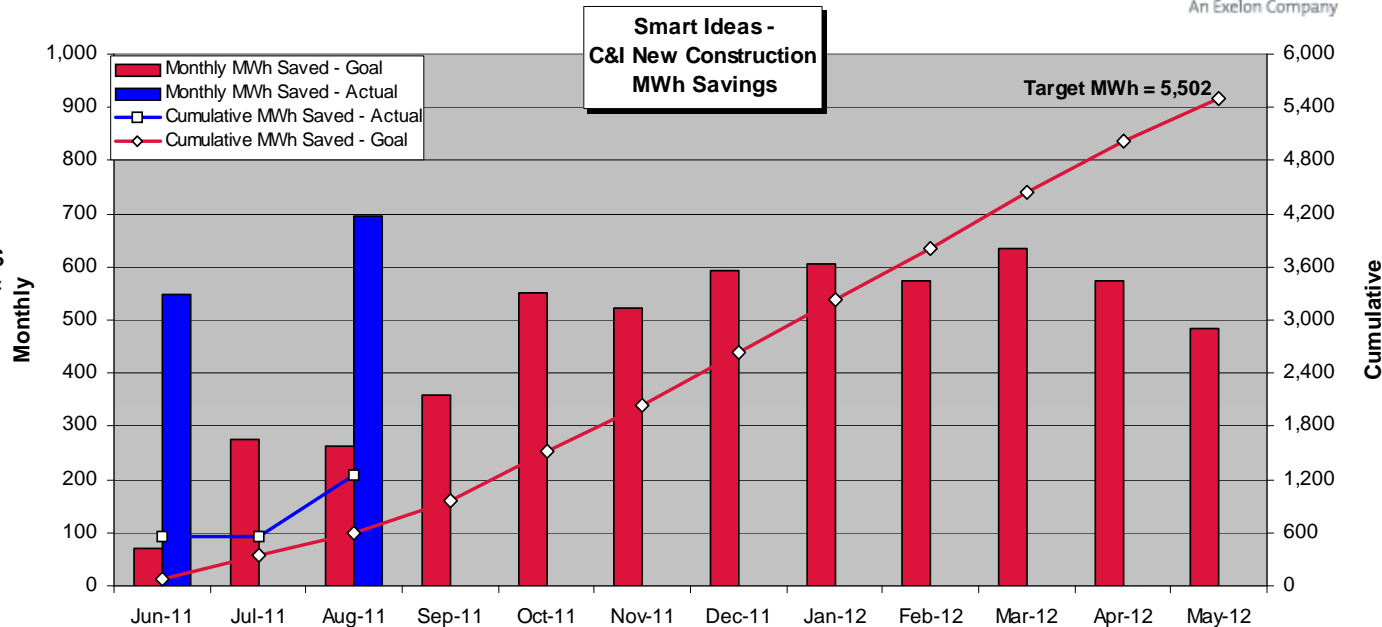
Smart Ideas for Your Business- C&I New Construction

Program Overview

- Program Plan goal is 5,502 MWh
- Internal target is 5,502 MWh
- “Three-Track” approach allows customers in various stages of design to participate

Results as of 08/31/2011

- Achieved energy savings of 1,243 MWh (23% of goal)
- Potential savings of 12,939 MWh from projects in pipeline
- 83 applications received in PY4
- 93 applications accepted
- 69 projects in Systems Track, covering 7,255,530 SF
- 24 projects in Comprehensive Track, covering 2,982,781 SF



Pipeline Activity		
	PY4	PY5
Applications Received*	83	35
Applications Accepted	93	32
Track		
System Accepted	69	
System Paid		
Comprehensive Accepted	24	
Comprehensive Paid		

Note: * Applications Received total does not include applications received in previous Program Years but deferred to stated year.

Program Observations

- Offering incentives for electric and gas measures
- Accepting applications for Program Years 5-8

Pipeline Activity										
	System					Comprehensive				
	PY4	PY5	PY6	PY7	PY8	PY4	PY5	PY6	PY7	PY8
Square Footage	7,255,530	1,441,724	27,500			2,982,781	4,057,001	985,500	1,228,000	115,000
Community Service	1						2			
Education	7					4	6	6	1	1
Healthcare	6	5	1			4	2	1	1	
Hospitality	1						3			
Industrial	6					6	1			
Office	7	2				4				
Retail/Service	34	5				4	3	1		
Warehouse	6					2				
Worship	1	2					1			

- Scheduled Training
 - 9/13/11, Nicor Account Manager training
 - 10/25/2011, Commissioning and On-going Commissioning, Rebecca Ellis (in marketing development)

Program Challenges / Issues

- Continuing to build/maintain a multi-year comprehensive project pipeline, for both electric and gas impacts
- Coordinating Joint Program among both ComEd and Nicor customers and staff
- Continuing efforts with primary market actors (design and construction) while engaging secondary market actors (owner-occupied and developer-tenant groups, professional organizations, other Smart Ideas programs, ComEd Sales Account Managers and community stakeholders)
- Economic uncertainty continues to impact new construction supply and demand

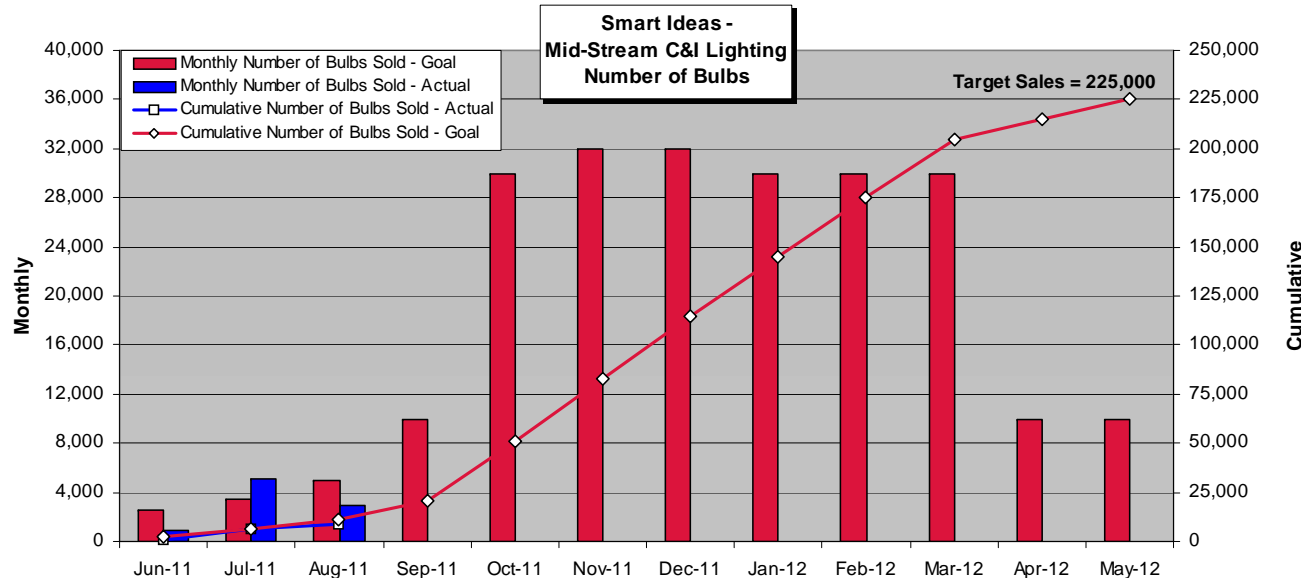
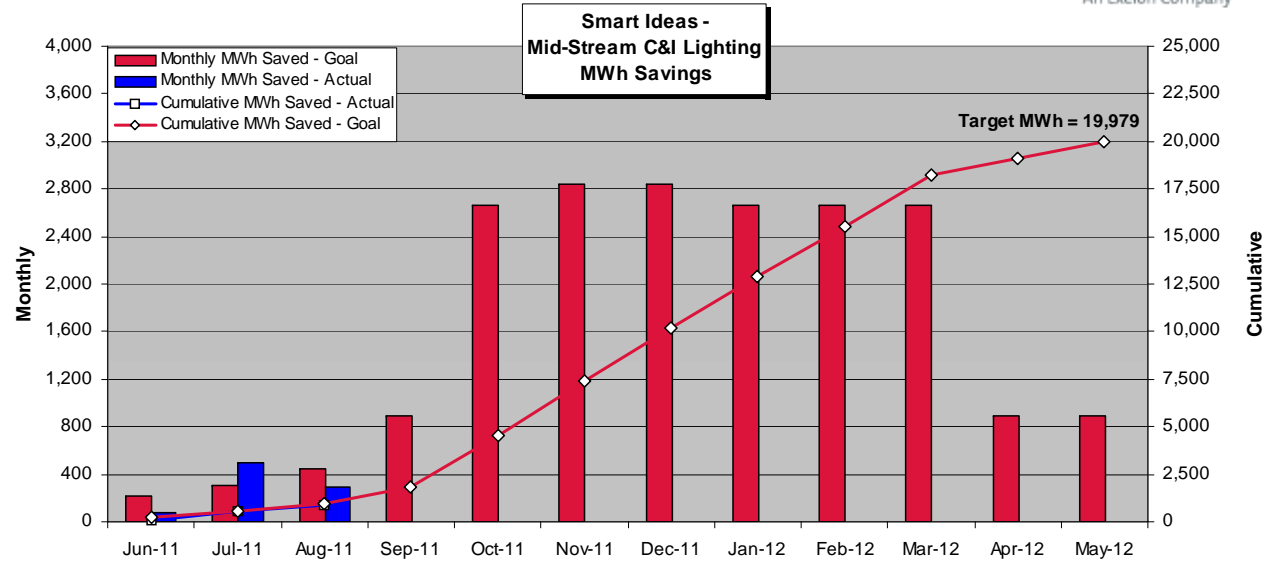
Smart Ideas for Your Business- Midstream C&I Lighting

Program Overview

- Program Plan goal is 19,979 MWh
- Internal target is 19,580 MWh

Results as of 08/31/ 2011

- Achieved energy savings of 873 MWh (4% of goal)
- 9,012 bulbs sold year to date



Program Observations

- Program partners (distributors) that signed up in late 2010/early 2011 are now starting to show sales
- Distributor sales associates know very little about CFLs
- Distributors are very interested in LEDs, even though prices are high and quality is questionable
- Potential partners are cautious to commit because of rising prices on CFLs, even though the rebate program will help to reduce these increases

Program Challenges / Issues

- CFLs are not a big ticket item--challenging to get distributor sales associates to proactively sell the products
- Difficult to get face time with distributor sales associates to promote the program
- All the lighting/electrical community wants to discuss is LED, despite the fact that very little units are being sold
- Attributes of CFL are not clearly known to electrical distribution due to its small position in the lighting market
- Dimmer compatibility issues with CFL are being discussed in the commercial and industrial market, despite the fact that the majority of sockets in that market are on toggle switches

Smart Ideas for Your Business- Small Business Energy Savings



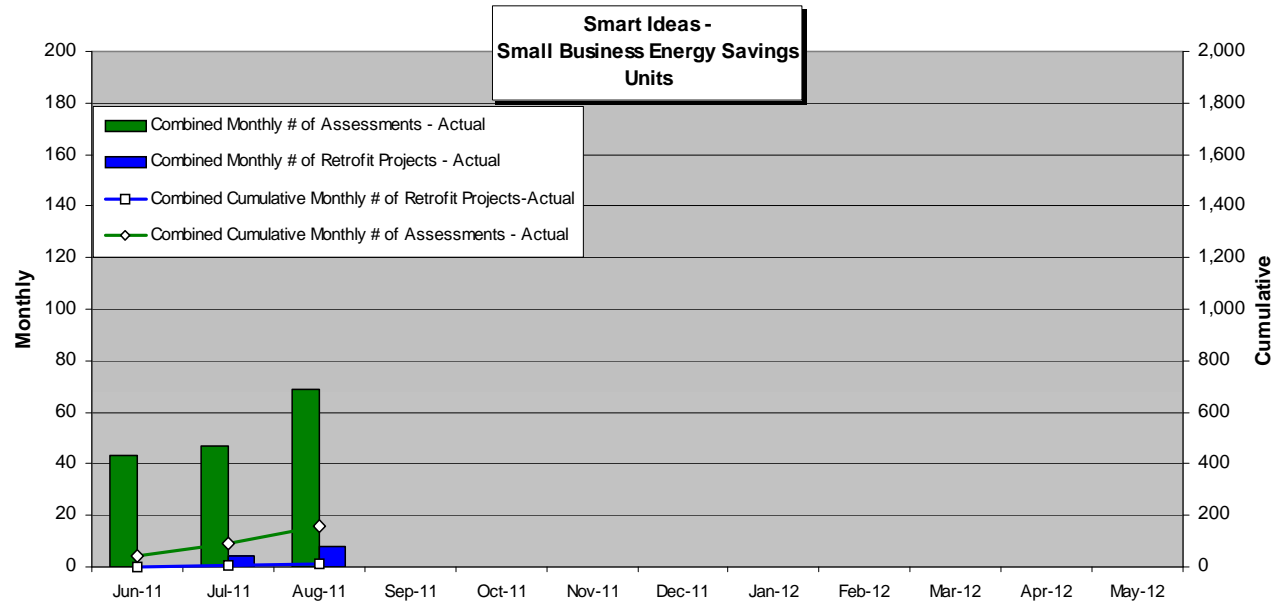
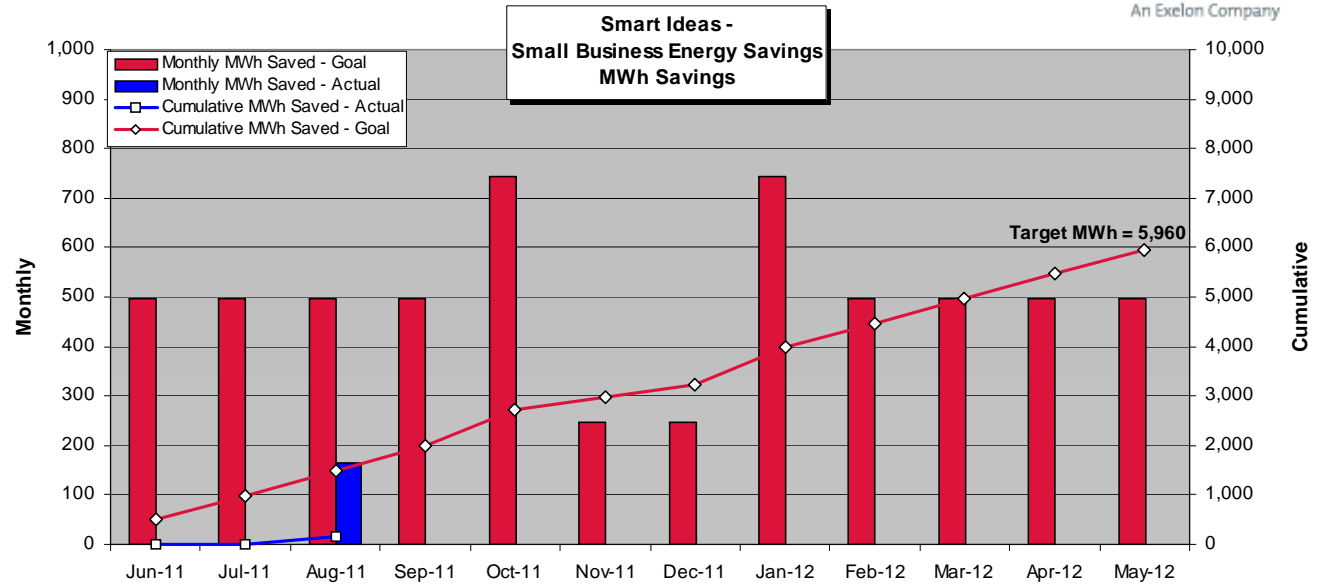
An Exelon Company

Program Overview

- Program Plan goal is 5,960 MWh
- Internal target is 5,960 MWh

Results as of 08/31/ 2011

- Achieved energy savings of 155 MWh (3% of goal)
- 159 assessments completed



Program Observations

- Small Business Energy Savings (SBES) in Nicor territory managed by Nexant Inc. launched in July. There has been a gradual pickup on Assessments, Direct Installs and Projects. The Integrys territory launched in June as expected, consistently adding new customers. Integrys territory managed by Franklin Energy Services was able to leverage learning's from pilot to assist with launch.
- Recruited multiple Trade Allies, 48 in total (11 mechanical and 37 lighting).
- Although the program is in an early stage, referrals have been obtained from multiple channels, Trade Allies' website, outreach events, and other programs.
- SBES has initiated and completed multiple retrofit projects, with a growing pipeline of additional committed projects. As the program matures the intent is to have a maximum of 30 days from initial assessment to completion.

Program Challenges/Issues

- Programming development and coding have been designed to initiate systems integration to report program metrics regularly for the SBES program.
- Program launch delays occurred due to orchestrating marketing materials among 2 territories and 4 utilities. (ComEd/Nicor/North Shore and Peoples)
- Gas Program PY1 programs were not approved by the Illinois Commerce Commission until late June 2011, however, SBES continued planning optimistically and developing strategies for both Gas and Electric to avoid significant delays.

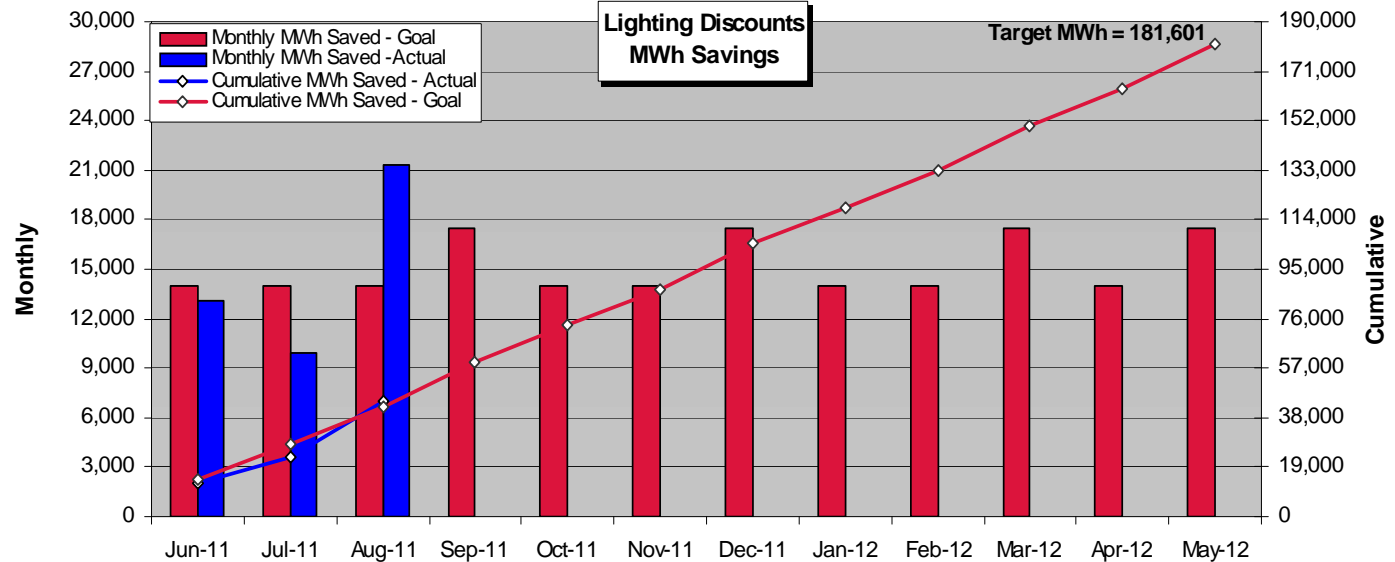
Program Challenges/Issues (continued)

- Trade Allies had difficulty providing a set price for some of the larger mechanical measures, SBES proposed a revised set of mechanical measures to assist.
- Summer is not the ideal time to promote natural gas energy efficiency projects. With the start of the heating season, SBES expects increased interest.
- Gas measure promotion efforts with Trade Allies and customers will be increased with the season change.

Smart Ideas for Your Home – Lighting Discounts*

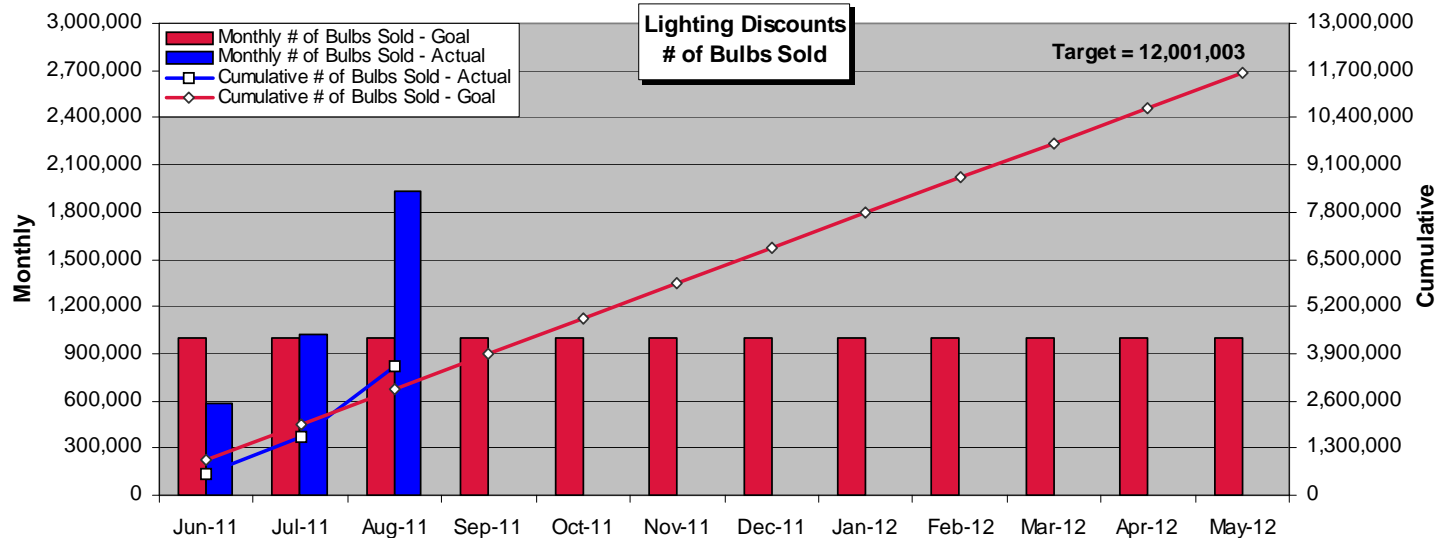
Program Overview

- The Program Plan goal is 181,601 MWh, totaling 12 million CFLs and 101,000 fixtures
- Internal target is 263,628 MWh, 12 million CFLs and 101,000 fixtures



Results as of 08/31/2011

- Achieved energy savings of 44,312 MWh (24% of goal)
- 1,739,726 bulbs (14% of goal) sold
- 29,457 fixtures sold (29% of goal)



* Formerly ENERGY STAR Lighting

Program Observations

- Added 3 new retailers to the program – Family Dollar (June), Kmart (July) and Dollar General (August)
- Hired a 15th field rep to service the new retail locations
- For the most part, PY3 transitioned seamlessly into PY4
- Select LED products added to the program – Costco, Sam’s Club & The Home Depot
- A lot of customer “buzz” around LEDs observed during field rep retail demonstrations
- Power of retail placement – a new end-cap added at The Home Depot increased sales by 14%
- Doubled the desk lamp order at Jewel this year due to popularity in PY3 – Jewel featured the desk lamp in their mid-July circular/flyer

Program Challenges / Issues

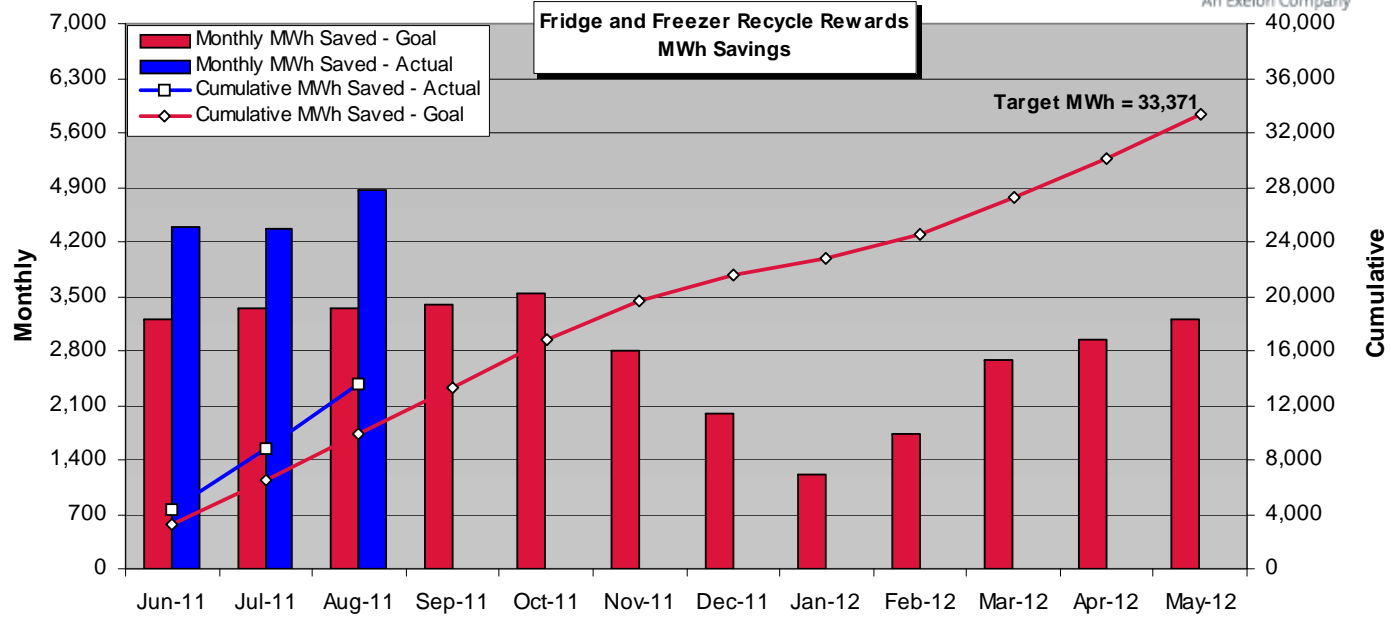
- Several major retailers performed shelf resets (redesigning their shelf layouts, product replacement etc.) in June. The resets caused delays in qualifying product appearing on the shelf.
- June-August is garden season so many of the end-caps that often feature qualifying product were bumped in favor of promoting garden products
- Timely reporting – harder to get retail sales data during the summer months due to employee vacations

Smart Ideas for Your Home – Fridge and Freezer Recycle Rewards* **ComEd**

An Exelon Company

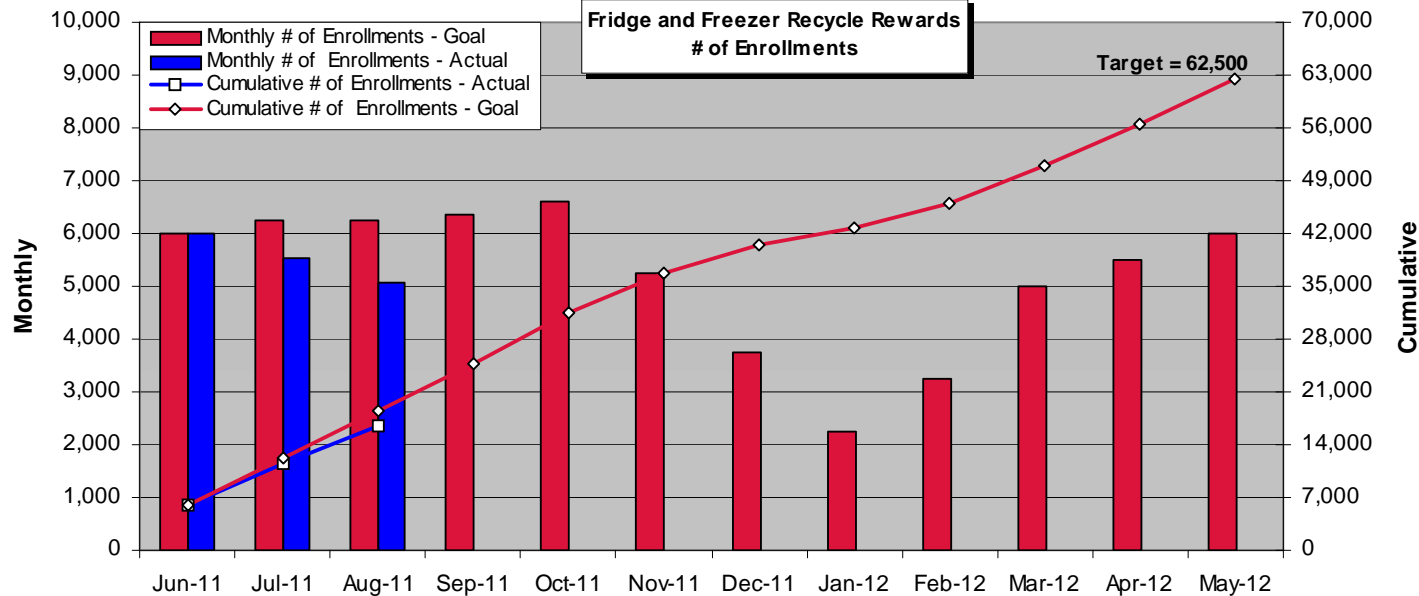
Program Overview

- The Program Plan goal is 33,371 MWh, targeting 47,120 units and 51,719 enrollments
- Internal target is 49,412 MWh



Results as of 08/31/2011

- Achieved energy savings of 13,622 MWh (41% of goal)
- Enrollments total 16,615 (32% of goal)
- Harvest rate is 79%
- 13,289 total appliances picked up (28% of goal)



* Formerly Appliance Recycling

Program Observations

- Program awareness is high and customers continually report hearing about the program by word of mouth from a friend, neighbor, or relative.
- Bill inserts and radio commercial were leveraged to build momentum for the start of PY4, helping to avoid a drop in pick-ups and the need to ramp-up the program once again.
- Pick-ups for June-August exceeded PY3 pick-ups for the same time period by over 3,000 units.
- The retail program is currently accounting for between 20-25% of units collected. Abt is the leading retail program partner.

Program Challenges / Issues

- Maintaining high customer satisfaction levels with increased pick-up volumes.
- Analyzing the large amounts of data available for this program in order to increase marketing effectiveness and to streamline program management.
- Maintaining retail awareness of the program at the sales associate level to prevent old units from becoming a customer's second unit.

Smart Ideas for Your Home – Multi-Family Home Energy Savings*

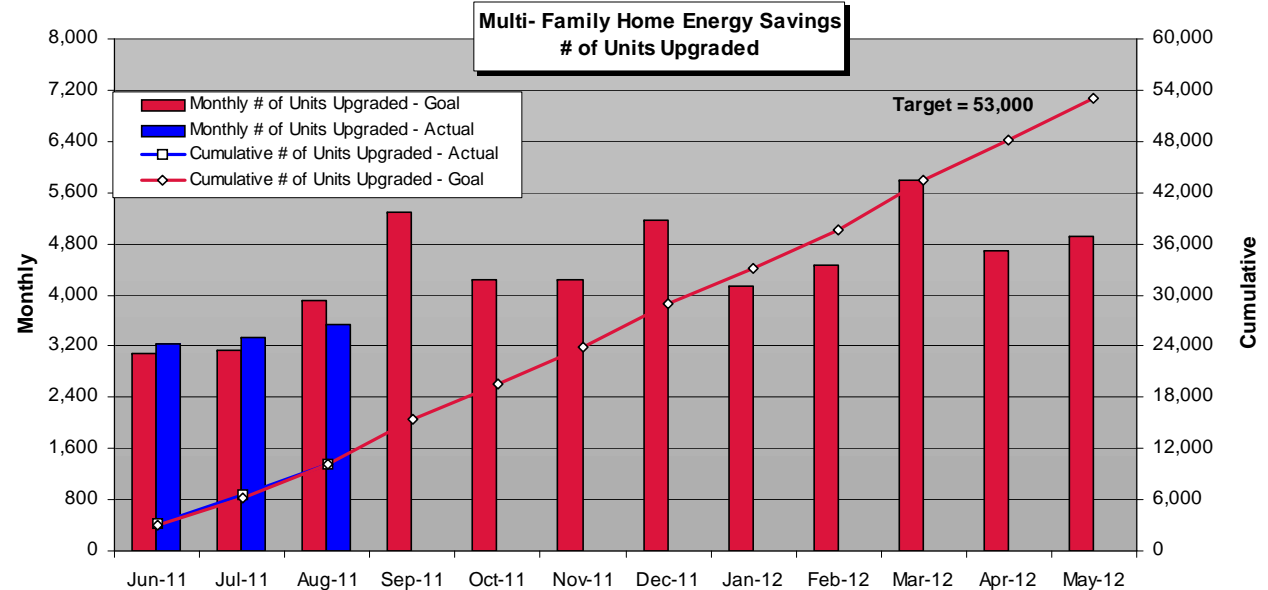
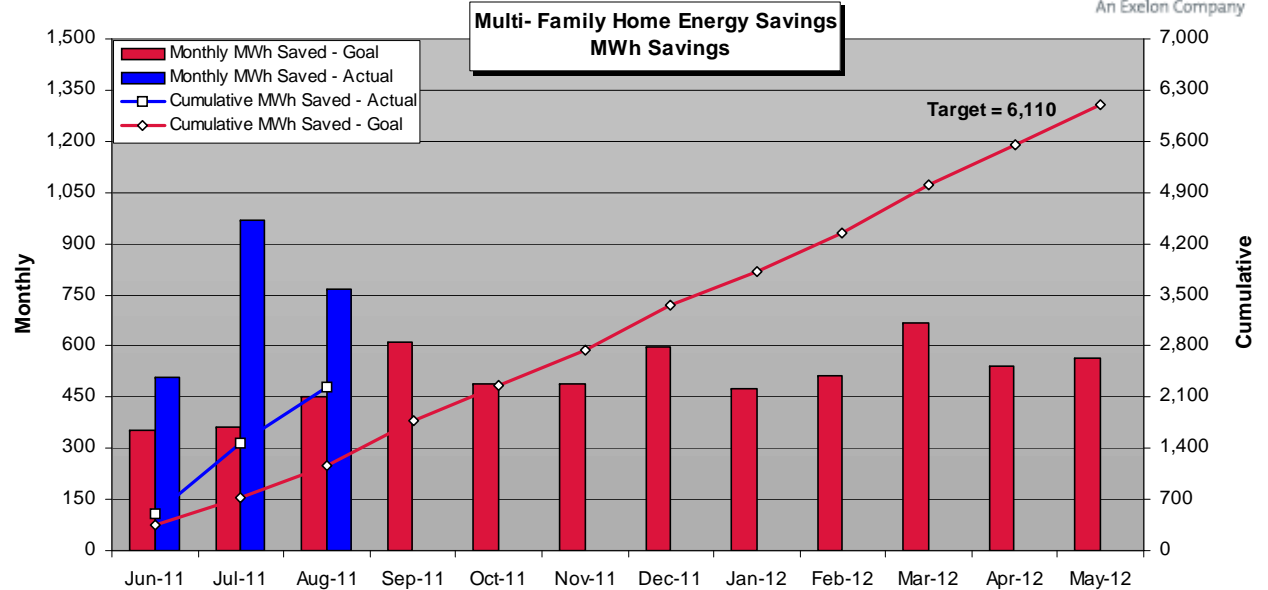
An Exelon Company

Program Overview

- The Program Plan goal is 6,110 MWh
- Internal target is 9,500 MWh
- Approximately 53,000 units would need to be upgraded to reach the MWh goal

Results as of 08/31/2011

- Achieved energy Savings of 2,242 MWh (37% of goal)
- 10,106 units were completed



* Formerly Multi-Family Direct Install

Program Observations

- Nicor Gas
 - Program launched June 6th as a continuation of the PY3 pilot with Honeywell as the implementation contractor
- North Shore Gas/Peoples Gas
 - Program launched June 27th with Franklin Energy as the implementation contractor
- Customer satisfaction high among participating customers who are home during the install
 - Nicor Gas = 4.91 out of 5.0
 - North Shore Gas/Peoples Gas = 4.74 out of 5.0

Program Challenges / Issues

- Nicor Gas
 - Significant carry-over of all-electric units from PY3. All-electric funds almost exhausted for PY4.
- North Shore Gas/Peoples Gas
 - Delayed start due to delayed gas order and joint material development
- In an effort to better serve multi-family properties, program is coordinating with the Small Business program to serve the properties' common areas and central plants

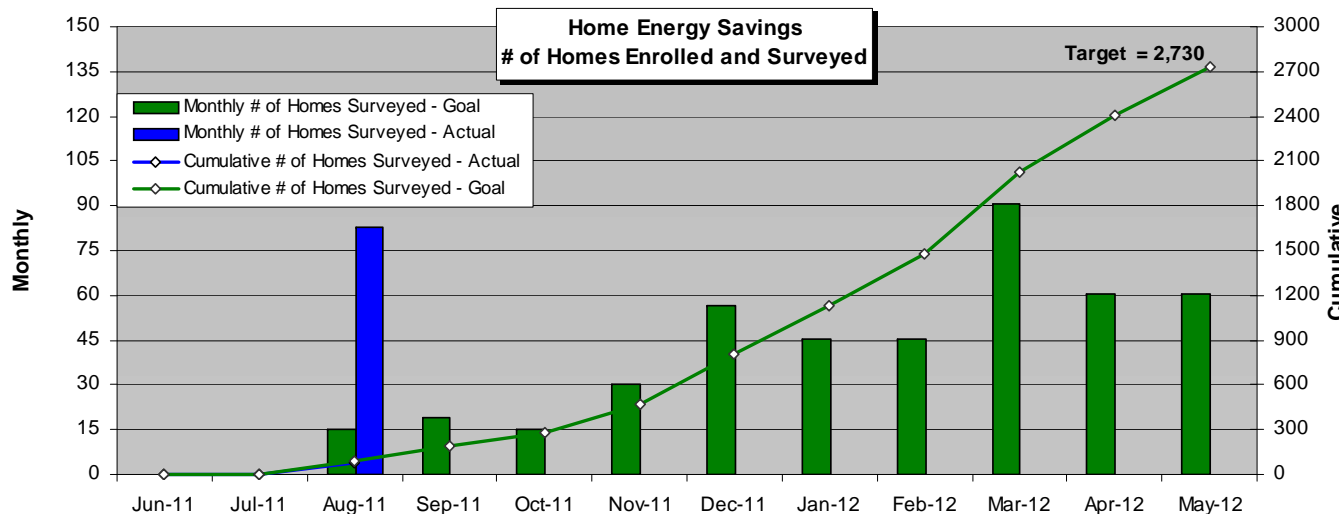
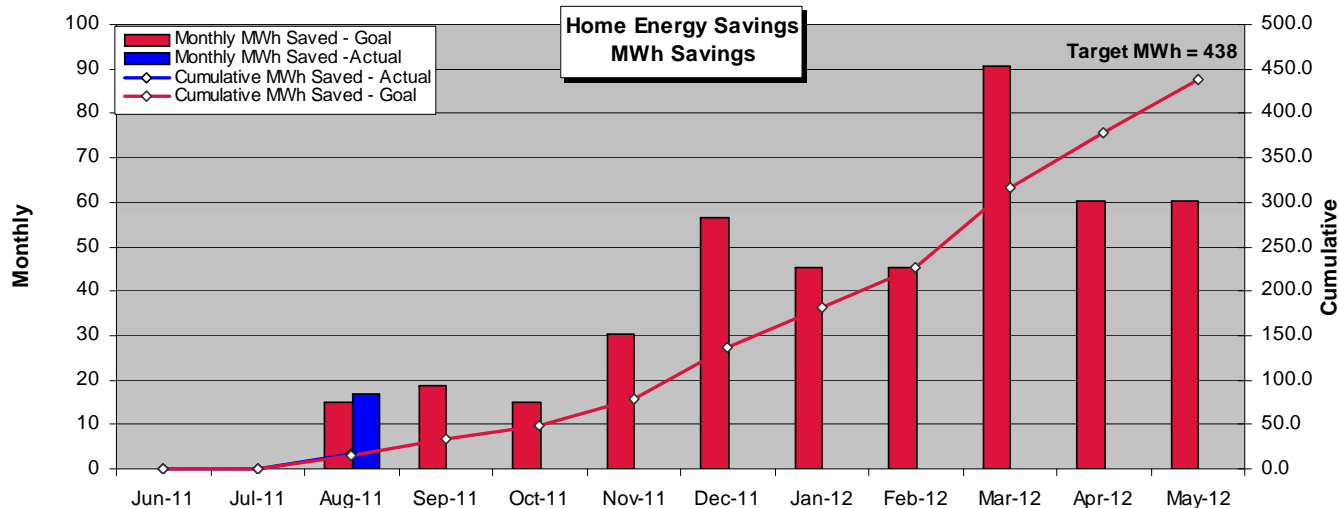
Smart Ideas for Your Home –Home Energy Savings*

Program Overview

- The Program Plan goal set at 438 MWh
- Internal target is 580 MWh
- Approximately 2,730 units need to be upgraded with direct install measures

Results as of 08/31/2011

- Achieved energy Savings of 17 MWh (4% of goal)
- 83 units upgraded and retrofitted (3% of target)



Program Observations

- Joint program with Nicor Gas
- Program launched August 1st with CSG as the implementation contractor
- Assessment fee increased to \$99 from \$49 during pilot. Increase assessment fee better prepares the marketplace for future open-market design
- Initial 9 targeted communities include: Arlington Heights, Darien, Downers Grove, Lombard, Mount Prospect, Palatine, Rolling Meadows, Schaumburg, Woodridge
- First direct mail piece sent to 15,000 customers in late July
- Strong response rate from weatherization contractors interested in participating in the program. Currently, 4 subcontractors approved for program.

Program Challenges / Issues

- Delayed program launch due to program and material development
- Initial response to direct mailer was low. Next marketing efforts will focus on direct interaction with targeted communities and weatherization subcontractors to increase program awareness and enrollment
- Significant time spend coordinating program with Illinois Home Performance with Energy Star®

Smart Ideas for Your Home – Clothes Washer Rebates*



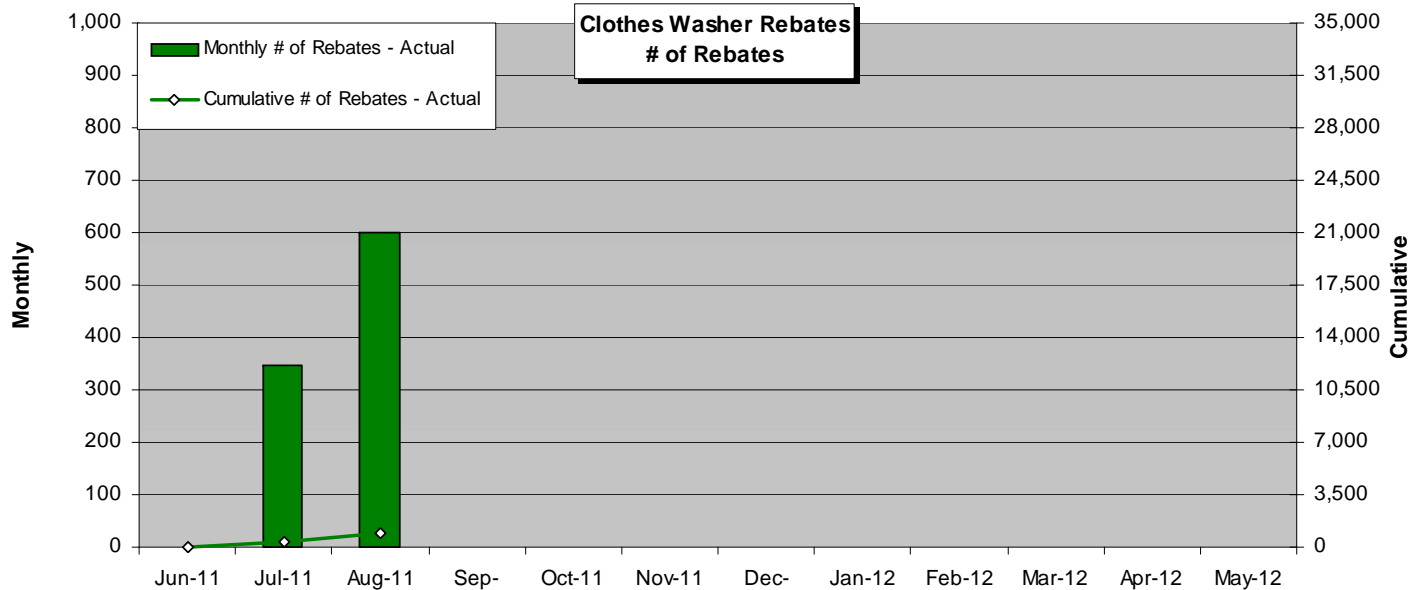
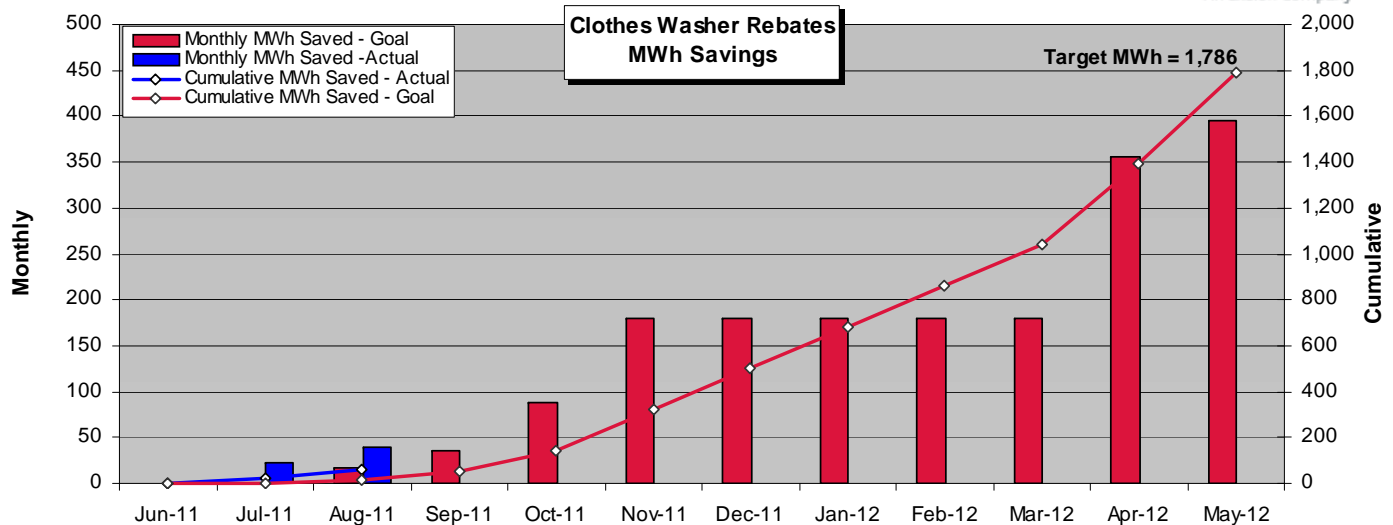
An Exelon Company

Program Overview

- The Program Plan goal is 1,786 MWh which will require 30,000 rebates
- Internal target is 1,786 MWh

Results as of 08/31/2011

- Achieved energy savings of 63 MWh (4% of goal)
- 947 rebates processed



* Formerly Appliance Rebate



Program Observations

- Launched Clothes Washer Rebate at Abt and Sears (July) and The Home Depot (August)
- A lot of interest for the program at the store level – sales people are excited about the rebate
- Feedback from retailers is that the program is very popular with customers
- August bill insert generated a lot of buzz amongst customers (high call volume) and independent retailers wanting into the program

Program Challenges / Issues

- Initially enrolling independent retailers was challenging as they are represented nationally through a buying group that had very little interest in the program. The August bill insert made it easier to deal directly with independent retailers. Look for independents to be participating next quarter.
- Keeping enough qualifying models on the sales floor for customers to view
- Cashier system challenges with The Home Depot – issue resolved

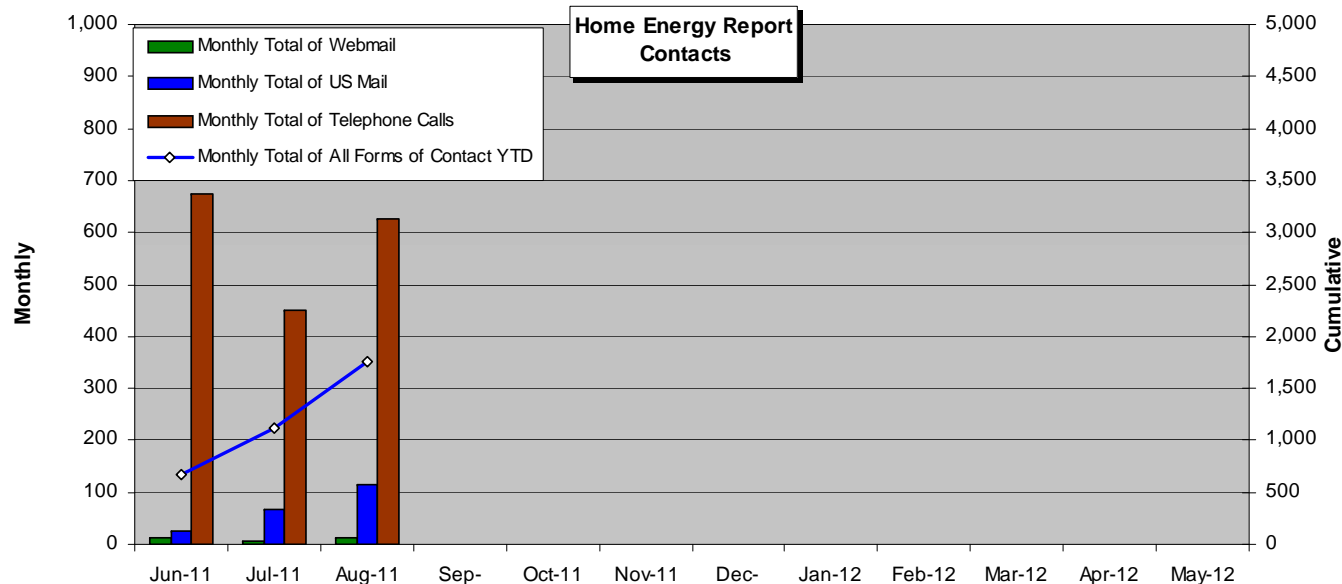
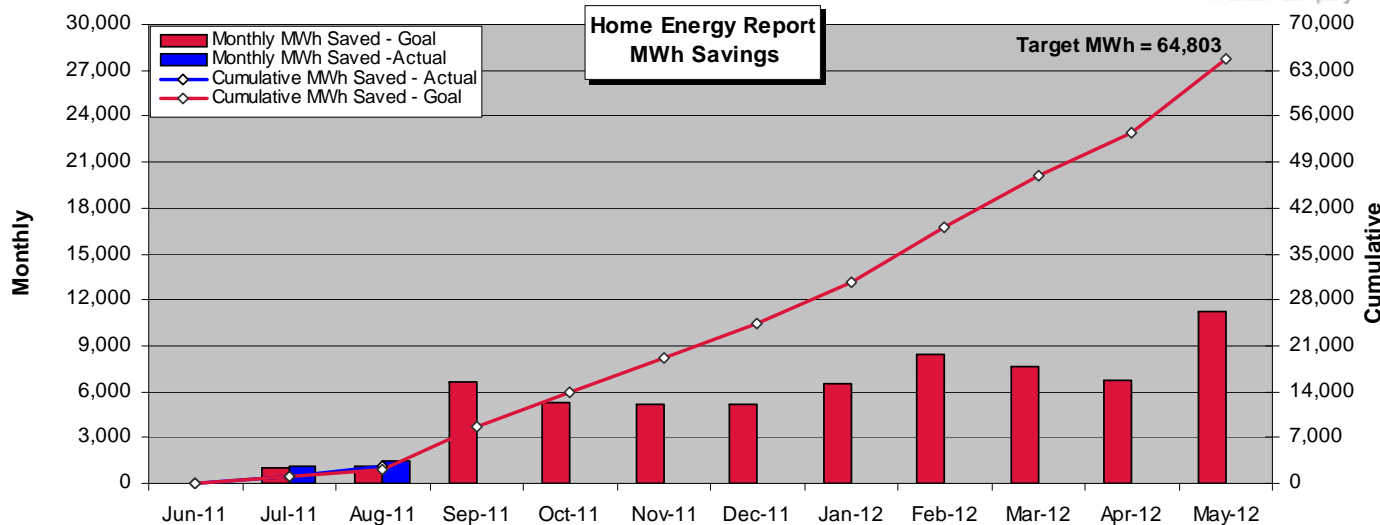
Smart Ideas for Your Home – Home Energy Report

Program Overview

- The Program Plan goal is 64,803 MWh with 250,000 projected participants
- Internal target is 64,803 MWh

Results as of 08/31/2011

- Achieved energy savings of 2,551 MWh (4% of the goal)
- 42,075 participants comprising savings
- 1,750 customers contacted ComEd during PY4



Program Highlights

- Customers new to the program are contacting ComEd with inquiries about the program at about the same rate as was experienced with the Home Energy Reports pilot.
- Number of opt-outs from the program remain low; most customers choose to remain in the program and have questions regarding their usage, comparison, or home profile information.
- Preliminary savings suggest that customers who participated in the pilot program and continue to participate in the program are saving more than they did during the same time period of PY3.
- Preliminary savings for the expanded group of customers are positive and show the expected ramp-up period necessary as customers begin making changes to their behavior.
- Some customers received automated calls reminding them of the report and asking them to make a personal commitment to saving – the purpose of these calls was to engage customers new to the program early in order to ramp up savings over the summer months.

Program Challenges/Issues

- Ensuring customer inquiries are addressed thoroughly and that calls coming through to the call center are handled appropriately.
- Completing the user experience by providing enrolled customers with their Home Energy Report data through ComEd's My Account online. Customers who engage online are shown to save more.

Smart Ideas for Your Home – Central AC Efficiency Services *



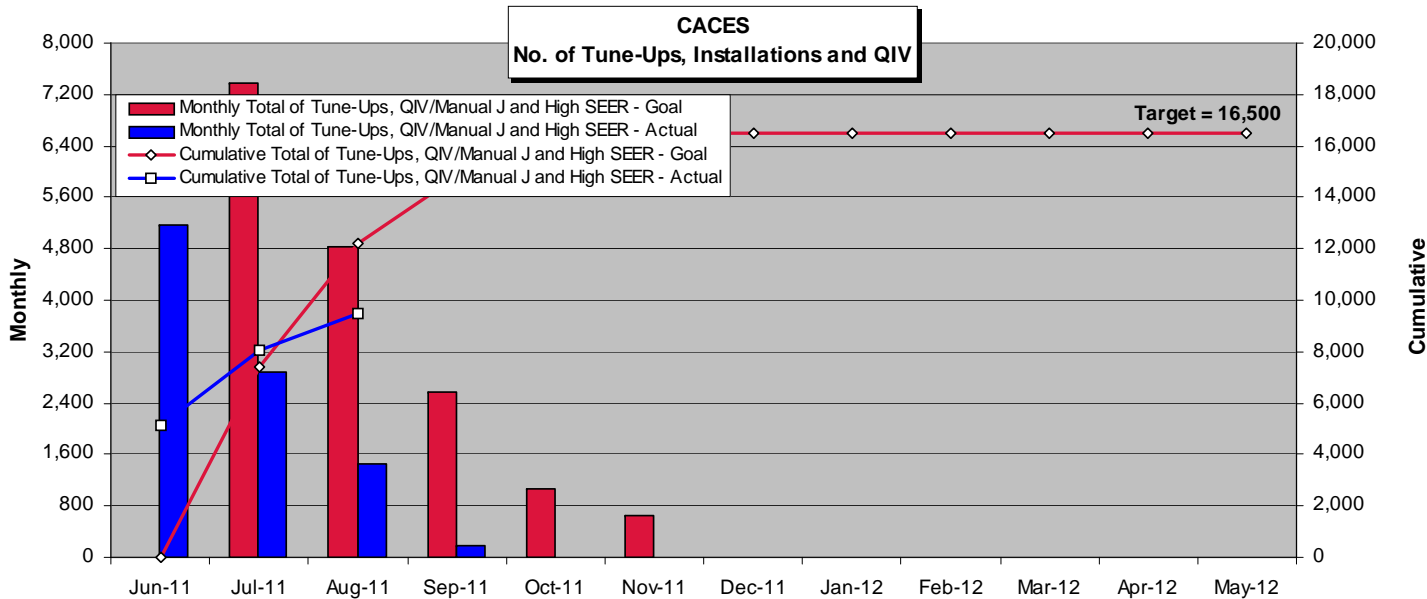
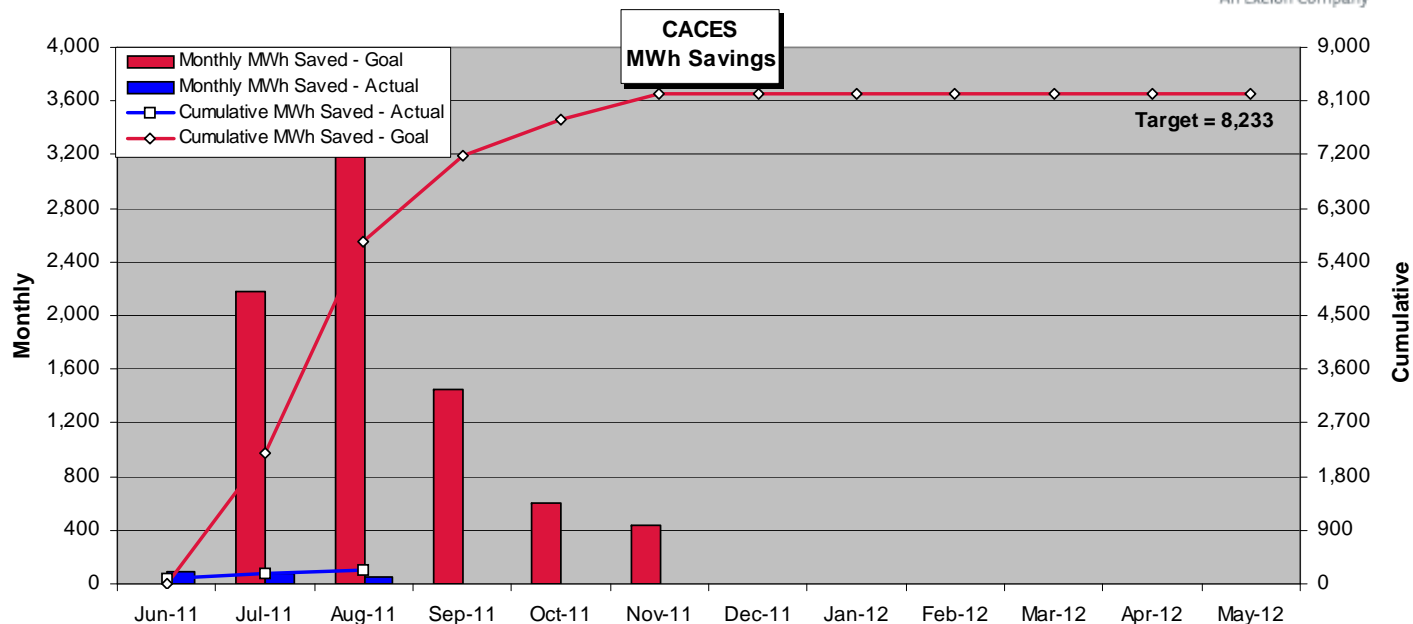
An Exelon Company

Program Overview

- The Program Plan goal is 8,233 MWh
- Internal target is 3,581 MWh

Results as of 08/31/2011

- The total combined savings of 2,174 MWh represents 26% of the goal
- 273 total incentive applications have been approved
- 228 Tune-Up applications have been approved, equal to 1,922 MWh of savings
- 33 QIV applications have been approved, equal to 110 MWh of savings
- 12 High SEER Upgrade applications have been approved, equal to 142 MWh of savings



* Formerly CACES



Program Observations

- The prolonged weakened economy continues to be a factor in both customer spending and contractor operations.
- The program was originally designed to focus primarily on replacement installations but actual participation has been more than 92% for tune-up services.
- The overall level of participation has also been dramatically lower than forecasted.
- The type and volume of work experienced has resulted in significantly lower than expected energy savings and made it extremely challenging to make CACES a cost effective program.
- Replacing a central AC system is a significant expense for most customers and also not an outwardly recognizable home improvement project (e.g., new windows)
- Since air conditioning usage primarily occurs from June through August, most customers tend to call a contractor to service their central AC only when they experience a problem
- The short cooling season limits the ability to market CACES year-round. The program essentially has to be reintroduced to customers from an awareness perspective each spring.
- Weather conditions in April 2011 were some of the coolest in the past 30 years and resulted in virtually no activity for the entire month when thousands of pre-season maintenance checks usually occur.

Program Challenges/Concerns

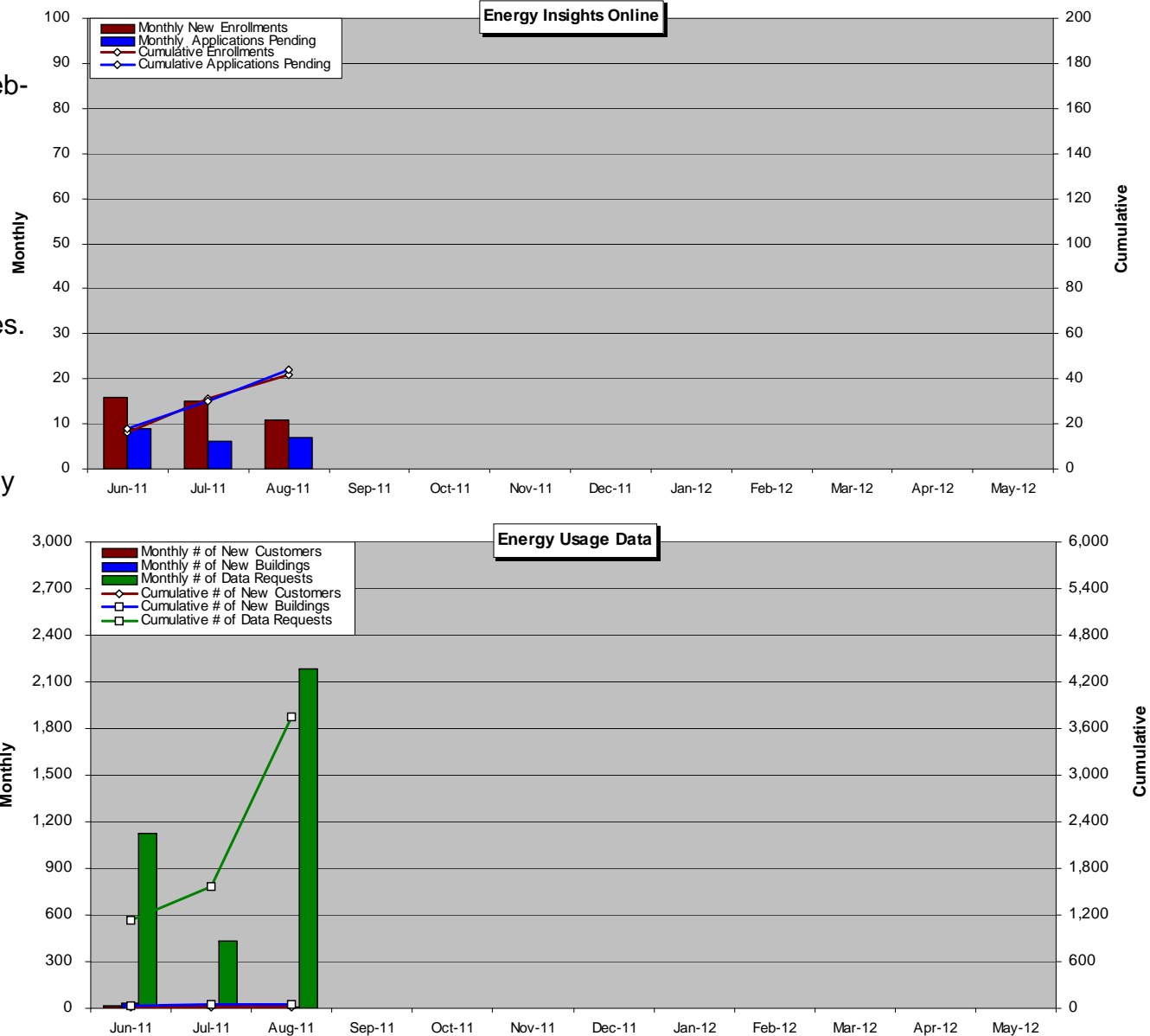
- No direct customer incentive impacts the marketing tactics as these must focus on (1) potential energy savings and (2) using a "specialized" independent participating contractor. These concepts are difficult to effectively communicate in a mass marketing context.
- Customers generally tend to feel more comfortable with contractor referrals from family, friends, and neighbors or they simply prefer to use a contractor that they have used previously.
- **A decision was made to sunset CACES at the end of the 2011 cooling season, despite several program design changes that were made this year. These changes include cost reductions agreed to with our implementation contractor, increased scrutiny about ensuring positive energy savings for each paid incentive, and bringing all marketing activities in-house.**

Program Overview

- **Energy Insights Online** is a Web-based energy analysis service. The service interprets data gathered from the Customer's recording meters and converts either monthly or daily data into easy-to-understand graphs and reports that show how much electricity the customer consumes.
- **Energy Usage Data** program provides customers with an automated system to obtain aggregated whole building energy usage on a monthly basis. This information can be used by the customer as part of the Energy Star benchmarking process in conjunction with the EPA's Portfolio Manager.

Results as of 08/31/2011

- Energy Insights Online
 - 42 Enrolled
- Energy Usage Data
 - 22 Building Managers
 - 56 Buildings
 - 2,183 Data Requests



Evaluation Contractors (ComEd programs)

- PY3 evaluation of all programs in progress
- Site visits scheduled for Prescriptive, Custom and Retrocommissioning programs.
- Appliance Recycling meter study for PY4 underway
- Navigant extended as Independent Evaluator for PY4-PY6

Plan Year Three Results

Portfolio Ex-Ante Results			
	PY3 Net MWh Achieved	PY3 Statutory Goal	PY3 % of Goal Achieved
Energy Saved (MWh)	583,780	458,919	127%

Program Year 3 Ex-Ante Results					
Program	Gross MWh Year to Date	Realization Rate	NTG Ratio	PY3 Results	Revised Target Net MWh
All-Electric Efficiency	2,939	0.95	0.95	2,652	2,664
Appliance Recycling	64,012	0.73	0.71	33,093	30,900
Central AC Efficiency	2,404	0.90	1.00	2,164	2,552
ENERGY STAR® Lighting	470,847	0.70	0.70	232,975	181,155
Multi- Family Direct Install Joint	7,083	0.95	0.90	6,056	5,400
Single Family Home Performance	448	0.90	0.85	343	289
Single Family Joint Programs	2,174	0.90	0.85	1,663	2,040
OPOWER	9,600	1.00	1.00	9,600	0
Prescriptive & Custom	313,941	1.00	0.70	219,759	182,106
Mid-Stream C&I Lighting	2,215	0.65	0.60	864	7,020
Retrocommissioning	22,662	0.95	0.90	19,376	18,700
C&I New Construction	10,430	0.80	0.75	6,258	2,490
CFL Carryover				48,977	50,473
Totals	908,755			583,780	485,789

* Due to Rounding, Net MWh may not equal Gross MWh multiplied by the Realization Rate and the NTG Ratio.

Plan Year Two Results

Portfolio Ex-Post Results			
	PY2 Net MWh Achieved	PY2 Statutory Goal	PY2 % of Goal Achieved
Energy Saved (MWh)	456,151	312,339	146%

Plan Year 2 Ex-Post Results						
Program	Revised Net Plan MWh Target	Ex-Ante Gross MWh	Realization Rate	NTG Ratio	Net MWh Achieved	% of Target Achieved
All-Electric Efficiency	1,782	3,094	0.68	0.80	1,840	103%
Appliance Recycling	23,628	50,147	0.87	0.75	32,624	138%
Central AC Efficiency	3,893	5,972	0.33	1.00	1,964	50%
ENERGY STAR® Lighting	127,011	295,307	1.17	0.58	202,557	159%
Single Family Home	399	672	1.07	0.88	638	160%
Prescriptive & Custom	152,100	240,327	1.17	0.74	209,151	138%
Retrocommissioning	5,780	7,847	0.91	0.92	6,574	114%
C&I New Construction	630	1,615	0.85	0.59	803	127%
Totals**	315,223	604,981			456,151	145%

* Due to Rounding, Net MWh may not equal Gross MWh multiplied by the Realization Rate and the NTG Ratio.

** Additional 15,981 MWh due to CFL carryover applicable for PY2 for total portfolio savings of 472,132 MWh.

Plan Year One Results

Portfolio Ex-Post Results			
	PY1 Net MWh Achieved	PY1 Statutory Goal	PY1 % of Goal Achieved
Energy Saved (MWh)	163,717	148,842	110%

Plan Year 1 Ex Post Results						
Program	Net Plan MWh Target	Ex-Ante Gross MWh	Realization Rate	NTG Ratio	Net MWh Achieved	% of Target Achieved
ENERGY STAR® Lighting	75,809	119,151	0.74	0.69	60,789	80%
Appliance Recycling	8,159	21,570	0.73	0.73	11,478	141%
All-Electric Efficiency	2,369	2,568	0.90	0.80	1,852	78%
Prescriptive & Custom	62,187	98,982	1.29	0.67	85,693	138%
Retrocommissioning	1,090	1,509	0.90	0.80	1,090	100%
Small C&I Intro Kit	16,816	25,064	0.20	0.56	2,815	17%
Totals	166,430	268,844			163,717	98%

*Due to Rounding, Net MWh may not equal Gross MWh multiplied by the Realization Rate and the NTG Ratio.

Environmental and Economical Impact				
Performance Metrics	PY4 YTD QTR Results	PY3 Results	PY2 Results	PY1 Results
Carbon Reduction (MTs)	59,534	406,036	257,230	143,236
Cars removed from the road	11,673	77,670	49,205	26,238
Acres of trees planted	16,272	110,978	70,306	39,156
Number of homes powered for 1 year*	8,814	60,111	47,755	21,263
Portfolio Jobs**	140.5	154	84	66



* Assumes average ComEd single-family residential home with no electric space heat consumes 801 kWh monthly or 9,612 kWh annually per the filing.
 ** Portfolio Jobs reflect actual positions by ComEd and its contractors that are part of the Rider EDA and does not attempt to capture indirect jobs in the energy efficiency industry that may result from the ComEd portfolio.

Program Descriptions

Program Objective

Obtain kWh savings by offering Prescriptive and Custom incentives to motivate customers to purchase and install high efficiency equipment (e.g., lighting, HVAC, refrigeration)

Program Contractor

KEMA

Program Description

Prescriptive

This program element will offer prescriptive incentives for the most common energy efficiency improvements made by businesses. The incentives are on a dollars-per-unit-installed basis. A unit may be a lamp, fixture, horsepower, linear foot or watt reduction, with incentives ranging from a few dollars to hundreds of dollars per unit.

Custom

This program element will offer custom incentives for more complex measures, including industrial process improvements. Any measure that would improve a customer's electric energy efficiency will be eligible provided that it is cost-effective. Incentive levels will be project-specific based on prescribed calculations. The program is being promoted primarily through ComEd's account management team and the trade ally network. Customers can obtain program information (e.g., application forms, rebate amounts) directly through their account managers, the trade allies or from the ComEd web site. The budgets and goals for the Prescriptive and Custom programs have been combined.

Program Objective

Identify and implement low cost tune-ups and adjustments that improve the efficiency of existing buildings' operating systems by returning them to intended operation or design specifications, with a focus on building controls and HVAC systems.

Program Contractor

Nexant

Program Description

This program involves an assessment of building energy operating performance and improvements to the performance through proper use of energy systems controls and installation of measures such as ventilation and lighting controls. The program underwrites a portion of Retrocommissioning studies and actual improvements based on measured improvements. Building energy benchmarking is also required.

Program Objective

Assist customers in identifying and implementing solutions that will address inefficiencies in their compressed air systems. Incentives will be offered to customers to offset the cost of a comprehensive assessment of their compressed air systems. The assessment will be utilized to identify low- and no cost energy efficiency opportunities as well as opportunities for capital investments. Incentives will also be paid to customers for kWh saved through the implementation of the opportunities that were identified in the assessment.

Program Contractor

Nexant

Program Description

This program element is designed to assist customers in identifying inefficiencies in their compressed air systems. Incentives will be offered to customers to partially or completely pay for comprehensive assessments of their compressed air systems. These assessments will focus primarily on the identification of low- and no-cost improvements. Incentives will also be paid for kWh saved through the implementation of the opportunities identified during the system assessment. Pre-approval is required prior to participation in the program. Full system assessments may also identify opportunities for capital investment. As capital investment measures related to energy-saving compressed air equipment are identified, incentives will be provided through the Custom Incentive program element.

Program Objective

Obtain kWh savings by offering the capture of energy efficiency opportunities that are available during the design and construction of new buildings, major renovations of existing buildings, and tenant build-outs in the nonresidential market.

Program Contractor

Energy Center of Wisconsin

Program Description

This program provides new construction design assistance and incentives to building designers, architects and building owners for surpassing the 2006 IECC standard for new construction practice by at least 10%.

Program Objective

To obtain energy savings by offering customers instant incentives on CFL bulbs through distributors of electrical supplies at the point of sale.

Program Contractor

Applied Proactive Technologies, Inc. (APT)

Program Description

This program element is designed to provide an expedited, simple solution for C&I customers interested in purchasing efficient technologies that can produce verifiable savings. We expect the initial measures in this program to center around CFLs, but this program has the potential to branch out into other cost-effective technologies. This program can be ramped up quickly, and primarily targets discrete replace-on-fail measures. There is no application process for the customer to go through to get the incentive; rather, the price of the item is reduced at the point of sale in a manner similar to the Residential Lighting program element. Cooperation with distributors will be a key strategy for promoting measures incentivized through the midstream channel to customers.

Program Objective

Provide small business customers with cost-effective turn-key energy efficiency retrofit services. Generate energy savings by direct installation of low-cost energy efficient products, and also provide incentives for more capital-intensive measures to maximize energy efficiency.

Program Contractor

Franklin Energy Services - Integrys service territory
Nexant - Nicor service territory

Program Description

This program element will incorporate lessons learned from the current pilot and assist in identifying the most cost-effective method for delivering this program. It is also designed to assist small business owners in overcoming existing barriers to achieving energy efficiency. Common barriers include time constraints, capital constraints, lack of energy efficiency awareness, lack of labor resources, and getting the decision-maker's attention.

An Initial Comprehensive Site Survey – This site survey will identify a variety of electric and natural gas measures available to the customer for either immediate installation or longer-term projects.

Immediate Direct Installation – There will be some measures the implementation contractor will install immediately during the site survey with the customer's permission.

Scheduled Direct Installation – In addition to the immediate direct installation, customers will also be offered the opportunity to immediately schedule the installation of measures that require capital investment.

Program Objective

Obtain kWh savings by increasing the market share of ENERGY STAR® labeled lighting (CFLs and fixtures) sold through retail sales channels in response to reduced product costs (retail markdown)

Program Contractor

Applied Proactive Technologies, Inc. (APT)

Program Description

This program buys down the cost of compact fluorescent light bulbs (“CFL”) at the retail level. It also provides incentives for energy efficient residential fixtures such as table lamps and torchieres. Instant markdowns on ENERGY STAR® labeled CFLs (standard & specialty) and fixtures are available. Point of Purchase advertisements at retail shelves highlight available discounts. Retailers include: Ace Hardware, Best Buy, Costco, Food 4 Less, The Home Depot, Jewel-Osco, Meijer, Menards, Sam’s Club and Wal-Mart. Weekly in-store demonstrations hosted by the field reps to educate customers on the merits of ENERGY STAR® lighting and the importance of CFL recycling. ComEd has partnered with The Home Depot and participating True Value and Ace Hardware stores to offer CFL recycling.

Program Objective

To obtain kWh savings by promoting the retirement and recycling of second refrigerators and freezers and inefficient room air conditioners of residential customers using a monetary turn-in incentive and free pick-up.

Program Contractor

JACO Environmental

Program Description

This program offers incentives in the range of \$25 to \$50 to participants who turn in working, second refrigerators and freezers, as well as working room air conditioners. The old appliances are collected and recycled with the capture and destruction of ozone-depleting substances. Customers can enroll for the program by calling ComEd or through the ComEd website. Enrollments are for a pick-up of either a secondary working refrigerator or freezer; old working room air conditioners will be picked-up at the same time, but will not be picked up independently of a refrigerator or freezer. Primary marketing to date has been through bill inserts in the ComEd bill.

Program Objective

To obtain kWh savings by providing customers with usage information, resources, tools and tips to help homeowners become more energy efficient. The information provided in the Home Energy Report (“HER”) is intended to influence customers’ behavior in such a way that they lower their energy usage.

Program Contractor

OPOWER

Program Description

This program provides 250,000 residential customers with a personalized Home Energy Report on either a monthly or bi-monthly basis. The report compares customers’ kilowatt-hour use to similar homes in their community. The report also provides resources, tools and tips to help homeowners become more energy efficient. Customers can log-on to view report elements and additional content by creating an online account via the provided online portal. Customers are auto-enrolled in this program and can opt-out at any time.

Program Objective

To obtain energy savings by the direct installation of no-cost energy efficiency products (e.g., CFLs, faucet aerators, low flow showerheads) to residential customers in multi-family buildings served by both ComEd and Nicor Gas, North Shore Gas or Peoples Gas. To conduct a common area energy survey for the building owner / property manager to identify potential energy efficiency opportunities and possibly take advantage of the *Smart Ideas for your Business* program.

Program Contractor

Honeywell Utility Solutions (Nicor Gas territory) and Franklin Energy (North Shore Gas and Peoples Gas territories)

Program Description

This program engages building owners and managers in the direct installation of energy-saving measures in the residential units of multi-family properties served by both ComEd and Nicor Gas, North Shore Gas or Peoples Gas. Program Contractors work directly with building owners / property managers of multi-family dwellings to inform them of the program, conduct survey of common area and make the program available to the building residents. The contractors attempt to complete all installs of the energy efficiency measures in one “sweep” of the building.

Program Objective

Improve the efficiency of single family homes by helping customers analyze their energy use, recommending appropriate weatherization measures, and facilitating installation. This initiative provides immediate energy savings to the customer with direct installation of CFLs and water saving measures.

Program Contractor

Conservation Services Group (CSG)

Program Description

This program offers energy saving measures targeted to owners of single family homes. Targeted customers served by both ComEd and Nicor Gas receive direct-mail pieces informing them of the offer. CSG's auditors conducts a detailed assessment of the home, resulting in a printed report on energy-saving opportunities and a fixed-price proposal for the recommended weatherization measures. Up to 10 CFLs, low-flow showerheads, low-flow faucet aerators and programmable thermostats are installed during the time of the assessment. Customers receive an incentive of \$1,250 or 50% of the project cost for weatherization measures installed. The auditor also provides information about other energy-saving opportunities through ComEd's residential energy efficiency programs. Customer co-pay is \$99.

Program Objective

To obtain kWh savings by improving the operating performance of existing residential central air conditioning (A/C) units. To obtain kWh savings by promoting the proper sizing and installation of new residential central air conditioning (A/C) units.

Program Contractor

Honeywell Utility Solutions

Program Description

The programs are referred to as Residential Heating, Ventilation and Air Conditioning (“HVAC”) Diagnostics & Tune-Up and Residential New HVAC with Quality Installation in the Plan. Honeywell utilizes area HVAC equipment distributors to assist in contractor recruitment. Participating contractors are required to purchase or lease a Field Diagnostics Service Assistant and their technicians must attend ComEd provided technical training. Contractors receive incentives for each qualifying tune-up and new installation performed. Qualification standards for tune-ups and installs include the satisfaction of an A/C system efficiency threshold as measured by the Service Assistant. All field test data captured by the Service Assistant is uploaded by contractors for review by Honeywell/ComEd. Quality Control field audits are performed on a percentage of the contractor services submitted for incentive. Audits are performed using a Service Assistant to ensure consistency.