

**ComEd's 2008 – 2010
Energy Efficiency / Demand Response
Plan**



**Plan Year 3 – Fourth Quarter Performance Update
(June 2010 – May 2011)**

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

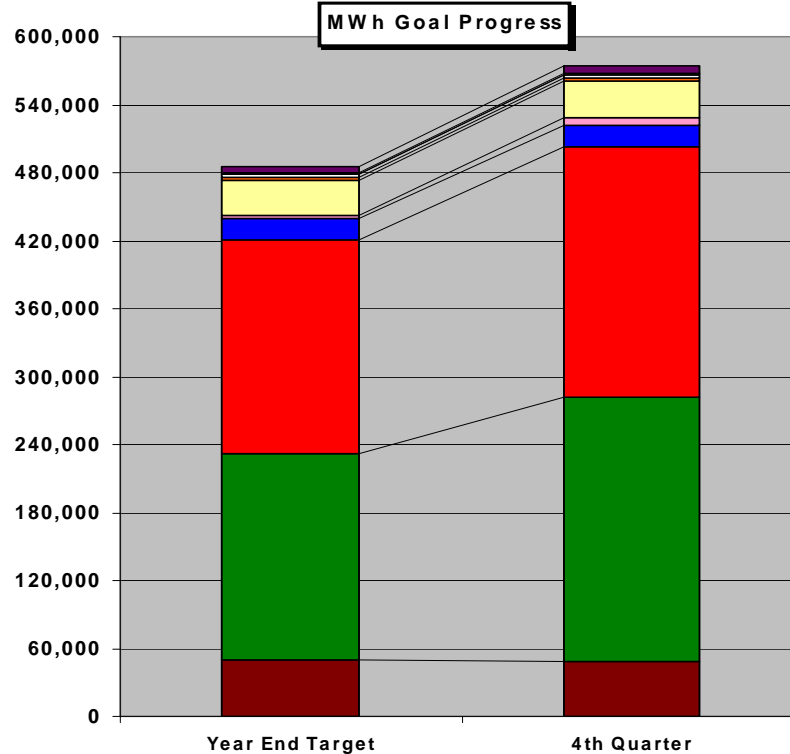
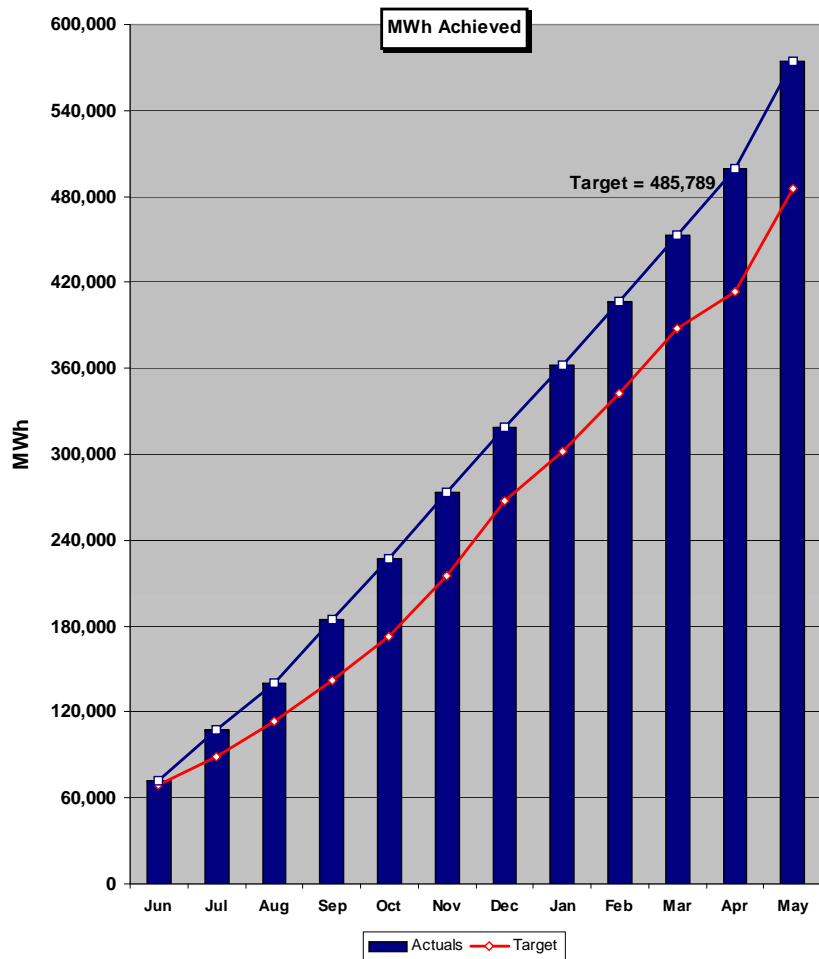
| Portfolio Results | | | |
|--------------------|-----------------------------|--------------------------|------------------------------|
| | PY3 Quarterly Results | PY3 Statutory Goal | PY3 % of Goal Achieved |
| Energy Saved (MWh) | 574,180 | 458,919 | 125% |

| Program Year 3 Ex-Ante Results | | | | | | |
|------------------------------------|---------------------------|---------------------|-----------|----------------|------------------------------|-------------------------|
| Program | Gross MWh Year to Date | Realization Rate | NTG Ratio | PY3 Results | Revised Target Net MWh | % of Target Achieved |
| All-Electric Efficiency | 2,939 | 0.95 | 0.95 | 2,652 | 2,664 | 100% |
| Appliance Recycling | 64,012 | 0.73 | 0.71 | 33,093 | 30,900 | 107% |
| Central AC Efficiency | 2,404 | 0.90 | 1.00 | 2,164 | 2,552 | 85% |
| ENERGY STAR® Lighting | 470,847 | 0.70 | 0.70 | 232,975 | 181,155 | 129% |
| Multi- Family Direct Install Joint | 7,083 | 0.95 | 0.90 | 6,056 | 5,400 | 112% |
| Single Family Home Performance | 448 | 0.90 | 0.85 | 343 | 289 | 119% |
| Single Family Joint Programs | 2,174 | 0.90 | 0.85 | 1,663 | 2,040 | 82% |
| Prescriptive & Custom | 313,941 | 1.00 | 0.70 | 219,759 | 182,106 | 121% |
| Mid-Stream C&I Lighting | 2,215 | 0.65 | 0.60 | 864 | 7,020 | 12% |
| Retrocommissioning | 22,662 | 0.95 | 0.90 | 19,376 | 18,700 | 104% |
| C&I New Construction | 10,430 | 0.80 | 0.75 | 6,258 | 2,490 | 251% |
| CFL Carryover | | | | 48,977 | 50,473 | 97% |
| Totals | 899,156 | | | 574,180 | 485,789 | 118% |

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

ComEd Portfolio Summary

- ComEd's portfolio is on track for the Plan Year 3 statutory goal of 458,919 MWh
 - The Business Solutions program activity has been brisk.
 - The Residential Solutions program activity is steady.
 - ENERGY STAR Lighting Program has sold over 11,000,000 CFLs
 - Appliance Recycling has picked up over 40,000 units
 - All-Electric Efficiency and Single Family Home Performance Programs have retrofitted nearly 6,000 housing units
 - Joint Programs with Nicor and Integrys – Combined total over 44,000 units surveyed and retrofitted



- Multi - Family Combined Joint Programs
- Single Family Combined Joint Programs
- Single Family Home Performance
- Central AC Efficiency Services
- Multi-Family All-Electric Efficiency Upgrade
- Appliance Recycling
- C&I New Construction
- C&I Retrocommissioning
- C&I Prescriptive/Custom
- Energy Star Lighting
- CFL Carryover

NOTE – All MWhs Savings reported are “net” savings

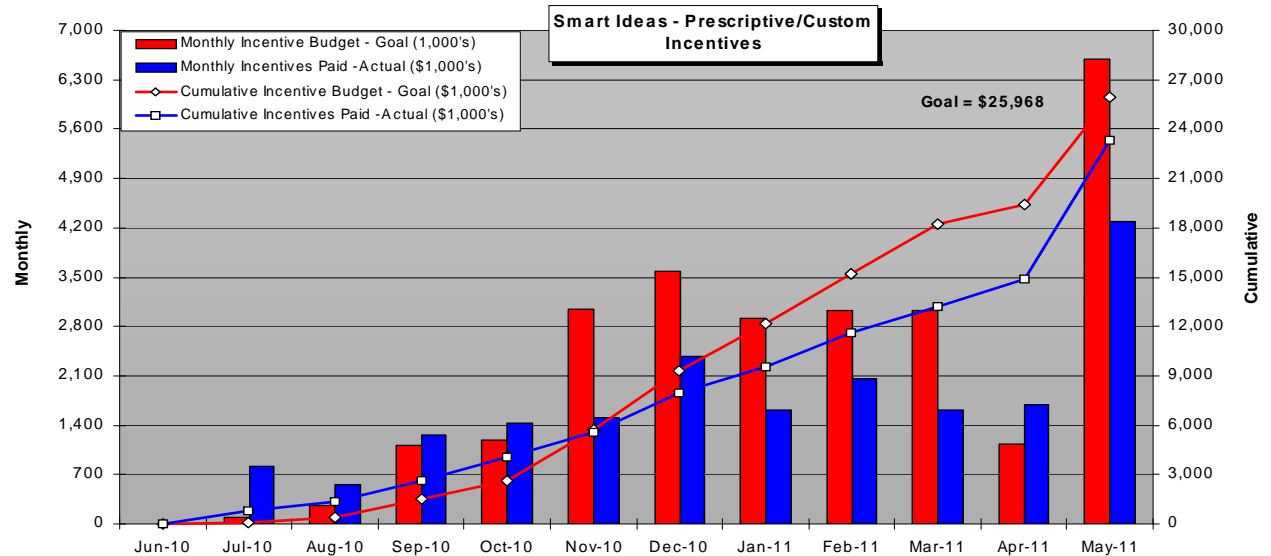
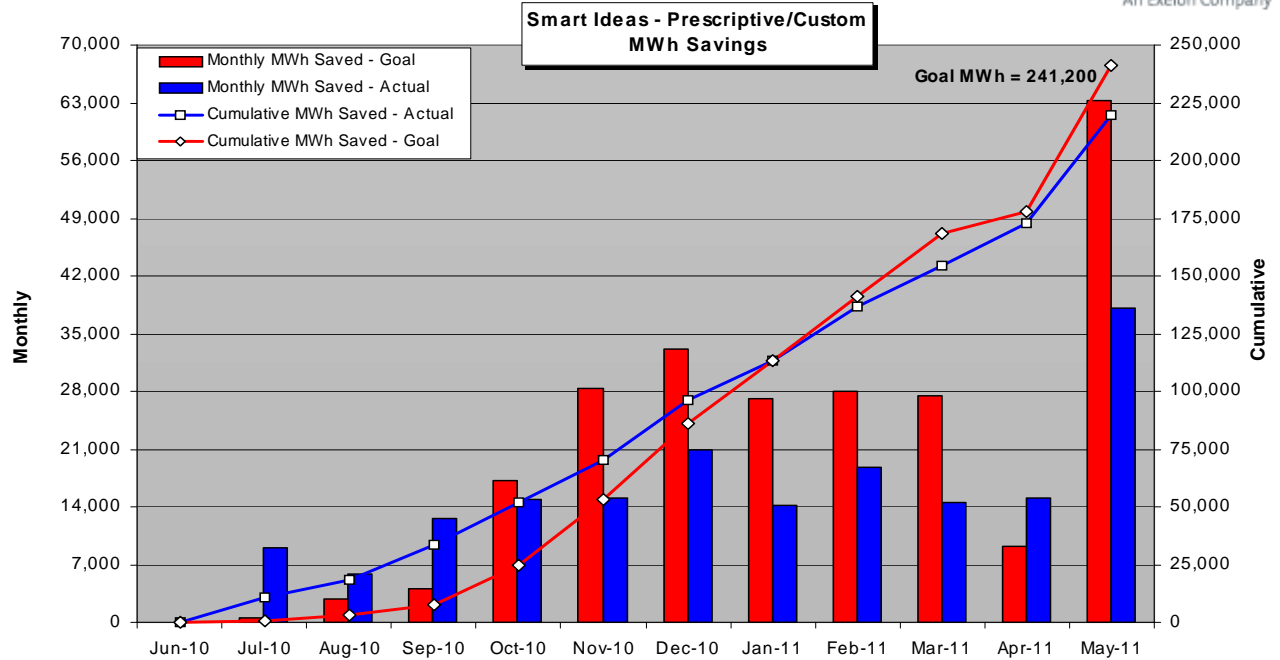
Smart Ideas for your Business - Prescriptive/Custom

Program Overview

- The Program Plan goal of 241,200 MWh
- Revised target is 182,106 MWh

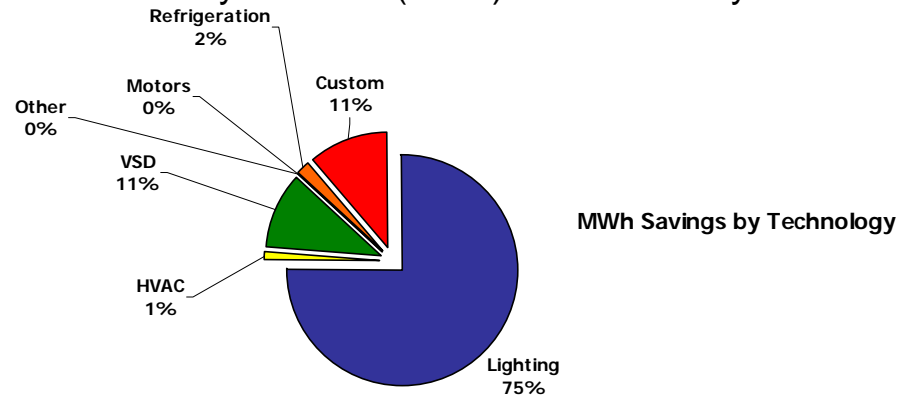
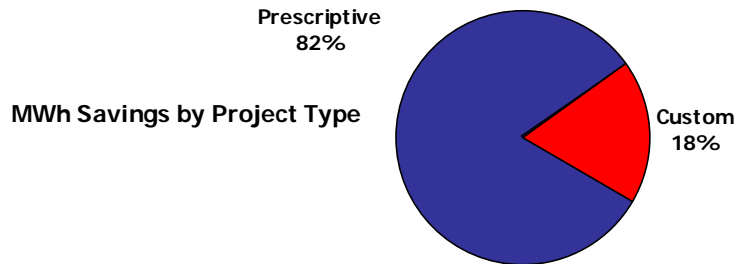
PY3 Results

- There are 4,407 projects completed with savings totaling 219,759 MWh (121% of revised target)
 - \$23 M Incentives Paid



Program Observations

- Increased participation by chain accounts
- Lower participation of large industrial customers
- T12 sales are on the rise and 30% of C&I customers still have them
- Customers' awareness of The Energy Independence & Security Act 2007(EISA) on availability of T12 lamps is limited



Program Challenges / Issues

- Industrial customers have skilled maintenance staff and tend to keep existing equipment running many years past rated equipment life
- Encouraging lighting retrofits in the face of rising fluorescent lamp prices
- The 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)
- Evaluators use ASHRAE 90.1 for the baseline when calculating savings for industrial chiller upgrades- this standard is more useful for commercial office buildings than industrial application

Smart Ideas for your Business- Retrocommissioning (RCx)



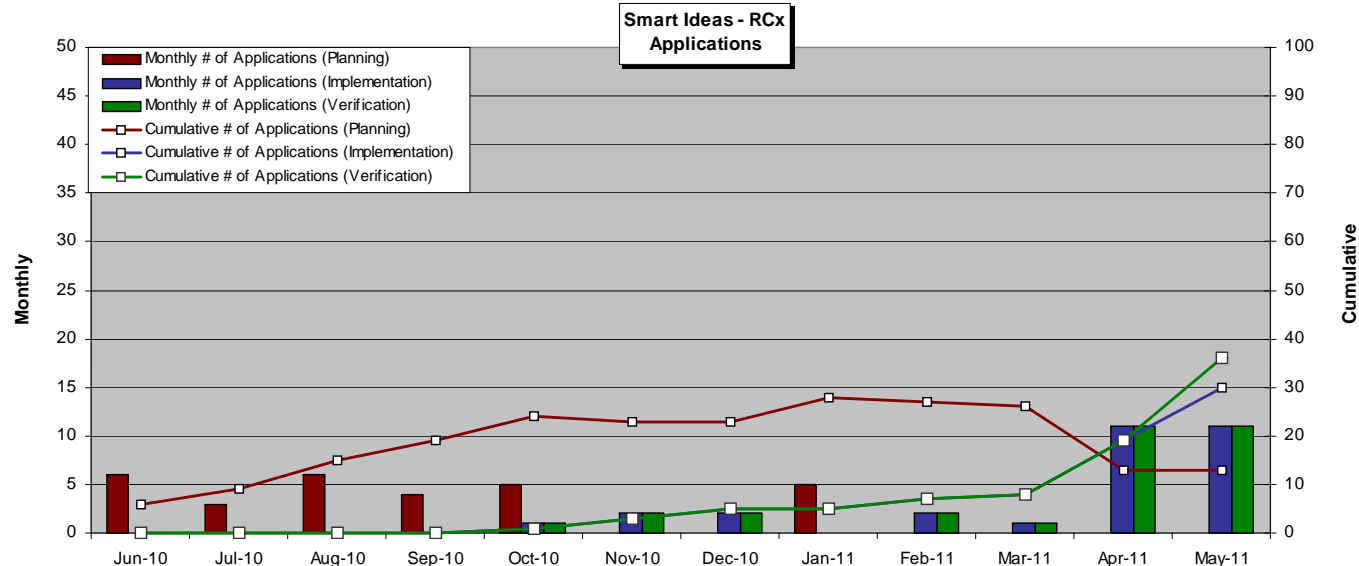
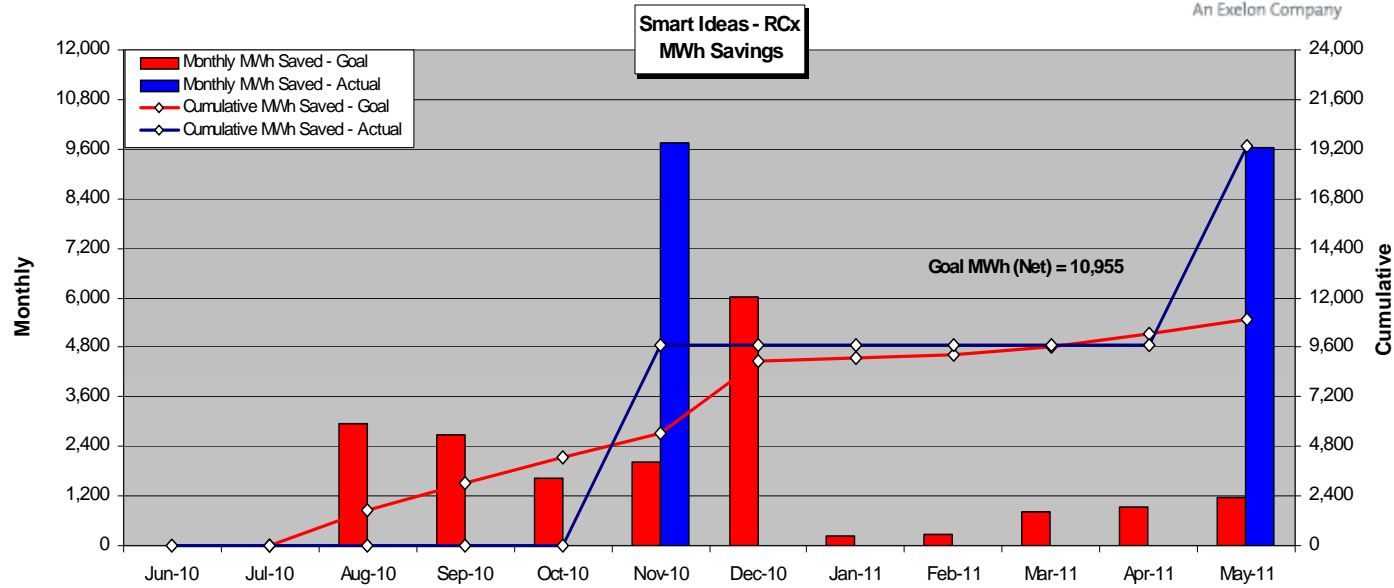
An Exelon Company

Program Overview

- The Program Plan goal of 10,955 MWh
- Revised target is 18,700 MWh

PY3 Results

- 34 projects completed with 19,376 MWh of net savings
 - Includes monitoring-based commissioning pilot projects
 - 67% program acceptance rate
 - Chicagoland pilot resulted in 280,280 verified therms.
 - Program Totals: 471,019 therms saved
- First year cost/kWh = \$0.16/kWh



Program Observations

Average Customer Spend:

Commercial – \$25,788
 Industrial – \$15,108
 Overall - \$24,754

Average Project Payback:

Commercial – 0.56 years
 Industrial – 3.72 years
 Overall – 0.89 years

MWh % Savings / baseline

Commercial – 5.2%
 Industrial – 1.9%
 Overall – 4.9%

Average Project Duration:

Planning = 122 days
 Investigation = 175 days
 Verification = 87 days
 Overall – 12.6 months

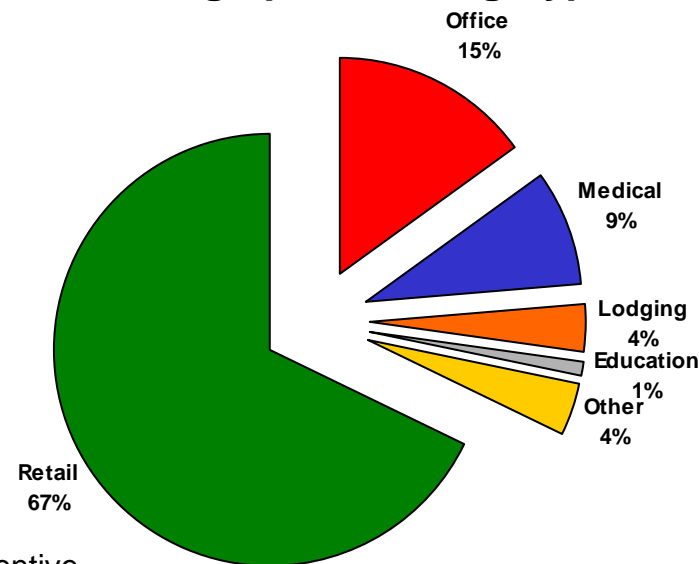
Program Challenges / Issues

- Integration with gas utilities
- Long project duration/workflow at the end of a program year.
- Lack of customer understanding about retrocommissioning and its incentive

Most Popular PY3 Measures

| Category | Number Suggested | Number Selected | Adoption Rate |
|------------------------------------|------------------|-----------------|---------------|
| Fan optimization/air distribution | 100 | 73 | 73.00% |
| Equipment scheduling | 74 | 52 | 70.27% |
| Economizer and ventilation control | 24 | 17 | 70.83% |
| Compressed air | 17 | 11 | 64.71% |
| Chiller / chilled water system | 24 | 14 | 58.33% |
| Pump optimization | 11 | 7 | 63.64% |
| Cooling tower optimization | 14 | 9 | 64.29% |
| Heating plant optimization | 5 | 5 | 100.00% |
| Other | 19 | 10 | 52.63% |
| Lighting | 3 | 3 | 100.00% |
| Totals | 291 | 201 | 69.07% |

% Savings per Building Type



Smart Ideas for your Business- C&I New Construction



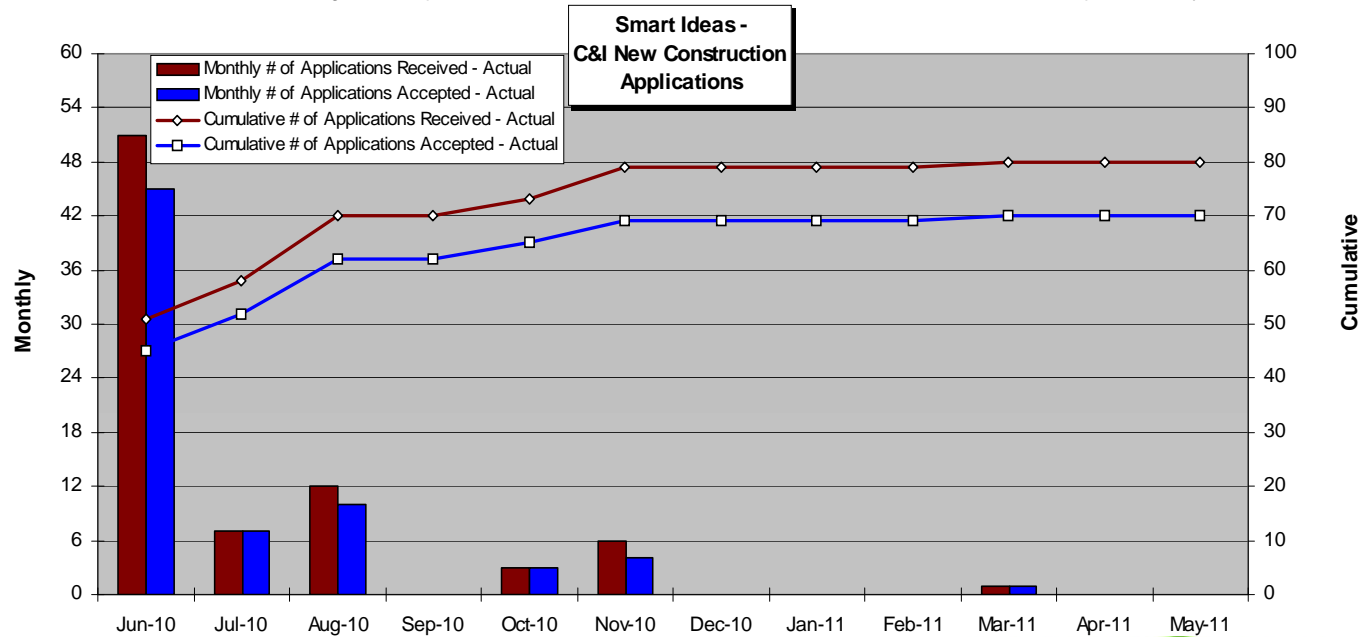
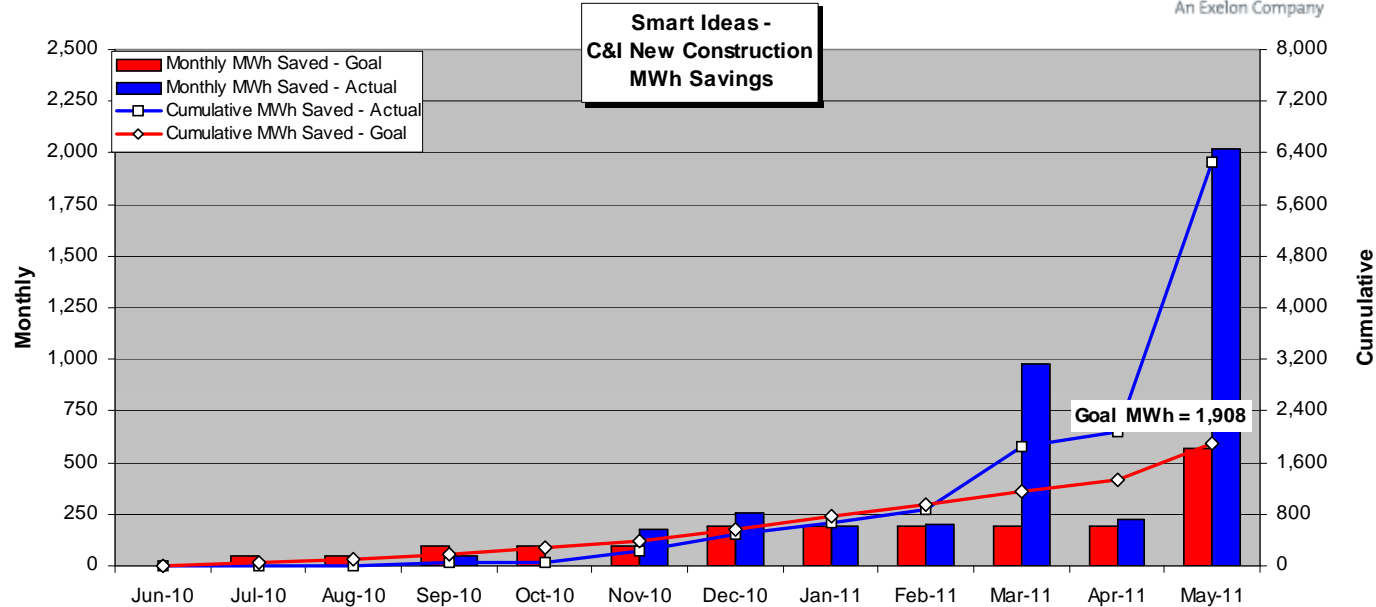
An Exelon Company

Program Overview

- Program Plan goal of 1,908 MWh
- Revised target is 2,490 MWh
- “Three-Track” approach allows customers in various stages of design to participate

PY3 Results

- Energy savings 6,258 net MWh (250% of revised target)
- 80 applications received
- 70 applications accepted
- 37 projects paid
 - 31 Systems Track Projects
 - 6 Comprehensive Track Projects



Program Observations

- Accepting applications for Program Years 4-8
 - PY4: 25 comprehensive (2,765,028 SF)
61 systems (7,297,168 SF)
 - PY5: 16 comprehensive projects (3,911,859 SF)
10 systems (5 Hospital & healthcare, 888,600 SF; 3 Retail, 342,973 SF; 1 Education, 44,000 SF)
 - PY6: 7 comprehensive projects (6 Education, 595,500 SF; 1 Retail, 90,000 SF)
1 systems (Hospital & healthcare, 27,500 SF)
 - PY7: 2 comprehensive projects (1,228,000 SF)
 - PY8: 1 comprehensive project (Education, 115,000 SF)
- Training
 - 6/15/10, HVAC Technology Enhancements & Design Solutions , 99 attendees
 - 10/6/10, Lighting and Daylighting with Efficiency, 72 attendees
 - 12/7/10, Direct Digital Control Systems for High Performance Buildings , 46 attendees
 - 2/10/11, Passive Thermal Design for Energy Efficiency and Indoor Comfort, 44 attendees
 - 2/27/11, ComEd Account Manager training
 - 4/14/11, Designing HP Buildings: Using an Integrative Design Process, 25 attendees

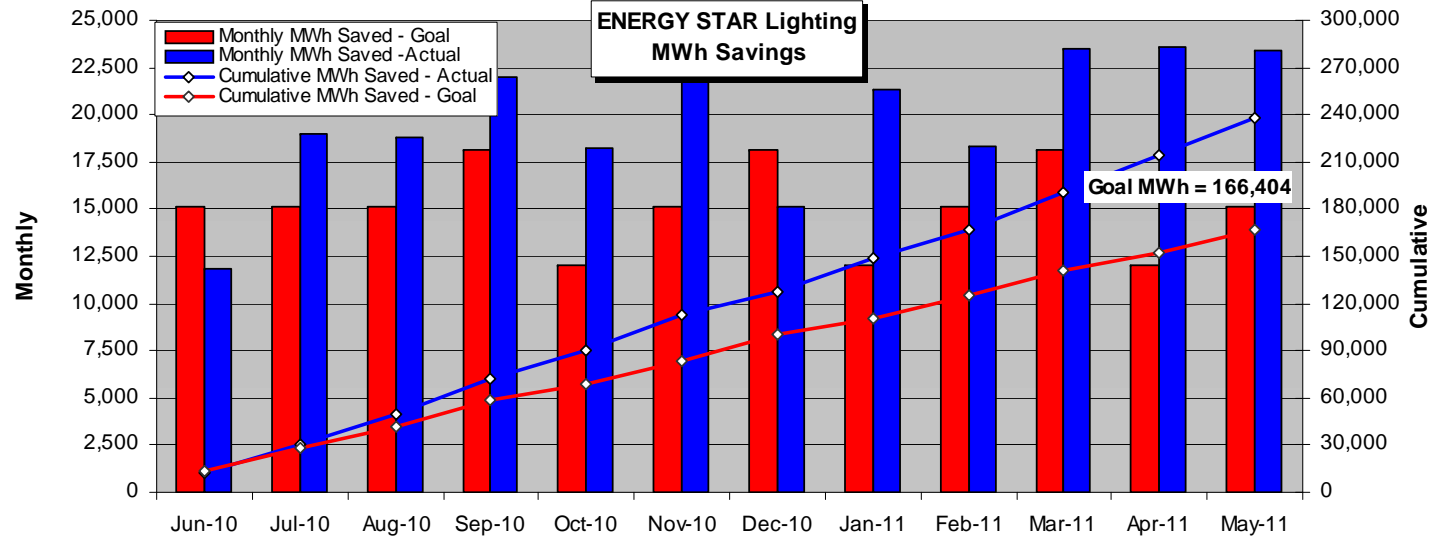
Program Challenges / Issues

- Continuing to build and maintain a multi-year comprehensive project pipeline
- Coordinating Joint Program with Nicor in PY4 to offer gas incentives in addition to electricity
- Continuing efforts with primary market actors in the design and construction community 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 Home – ENERGY STAR® Lighting

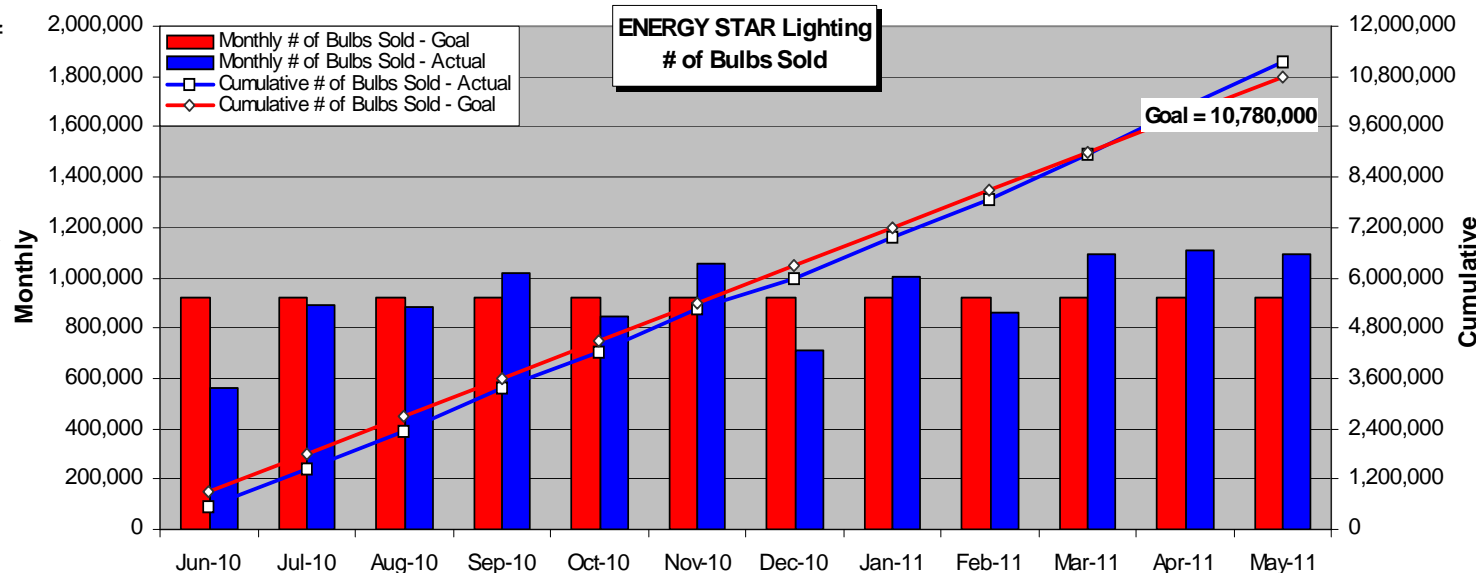
Program Overview

- The Program Plan goal of 166,404 MWh, totaling 10.7 million CFLs and 90,000 fixtures
- Revised target is 181,155 MWh, 11.1 million CFLs and 83,600 fixtures



PY3 Results

- Energy Savings – 232,975 MWh (129% of revised target)
- 11,018,054 bulbs (100% of revised target) sold (specialty & twists)
- 86,761 fixtures sold (104% of revised target)



Program Observations

- Increasing the incentive on the popular TCP 4-pack (14 watts) at The Home Depot by \$1 increased sales by almost 300%
- Sold 11,018,054 CFLs – Target: 11,100,000 million (100% to goal)
 - Home Depot, Sam's Club and Menards are the top performing retailers
- Sold 86,761 fixtures – Target: 83,600 (104% to goal)
 - Jewel Osco sold the most fixtures- globe desk lamps (28,000)
- Frequent Field reps visits to the participating retailers is necessary to ensure that POP is in place, sales staff are aware of the program and pricing is correct
- CFL recycling program growing in popularity (True Value, Ace Hardware, The Home Depot) – over 187,000 CFLs have been recycled since program inception

Program Challenges / Issues

- Pricing challenges on select products at select retailers – however, the price rings in at the cashier correctly with the incentive in place
- Maintaining inventory on select products at select retailers
- Wal-mart is very time consuming to visit due to lack of organization and store personnel- improved greatly towards the end of PY3
- Lowe's pricing is high compared to its main competitors so they continue to sell significantly less product

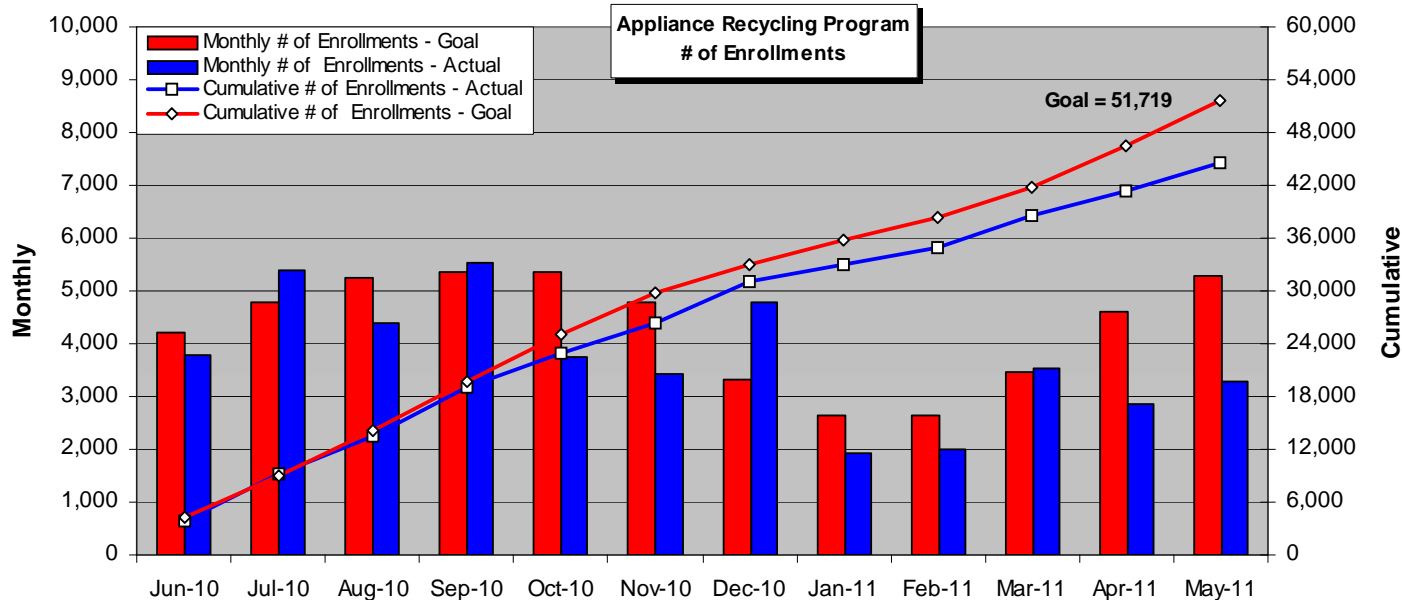
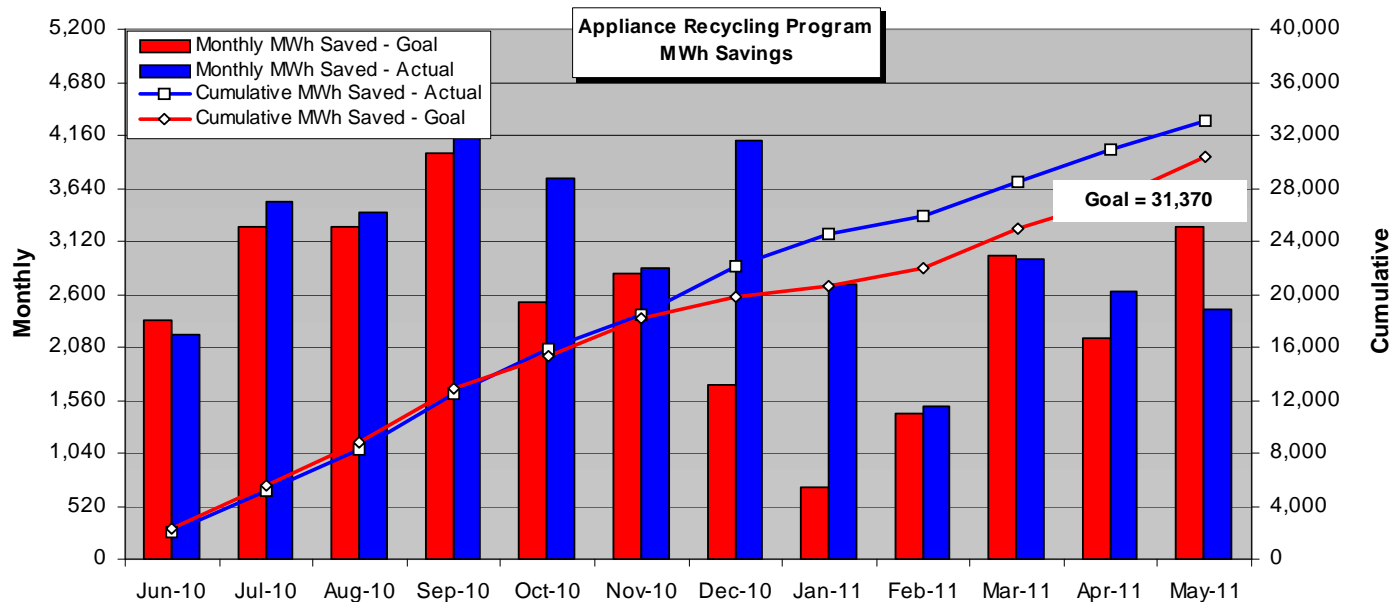
Smart Ideas for your Home – Appliance Recycling

Program Overview

- The Program Plan goal of 31,370 MWh, targeting 38,500 units and 51,719 enrollments
- Revised target is 30,900 MWh

PY3 Results

- Energy Savings – 33,093 MWh (107% of revised target)
- Enrollments total 44,651 (86% of goal)
- Harvest rate improved to over 90%
- 40,980 total appliances picked up (104% of goal)



Program Observations

- Customers respond to special offers with increased incentive levels; offers to recycle were tested at various incentive levels: \$25, \$35, or \$50.
- Incentive level increased from \$25 to \$35 during the latter part of PY3 as a result of incentive level testing for refrigerators and freezers.
- The harvest rate for actual pick-ups versus scheduled enrollments was maintained near 90%.
- Abt accounted for almost 70% of all units collected through the retail program.

Program Challenges/Issues

- Maintaining high customer satisfaction levels with increased pick-up volumes.
- Addressing customers who enroll but later decide to keep their second unit.
- 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 All-Electric Efficiency Upgrade

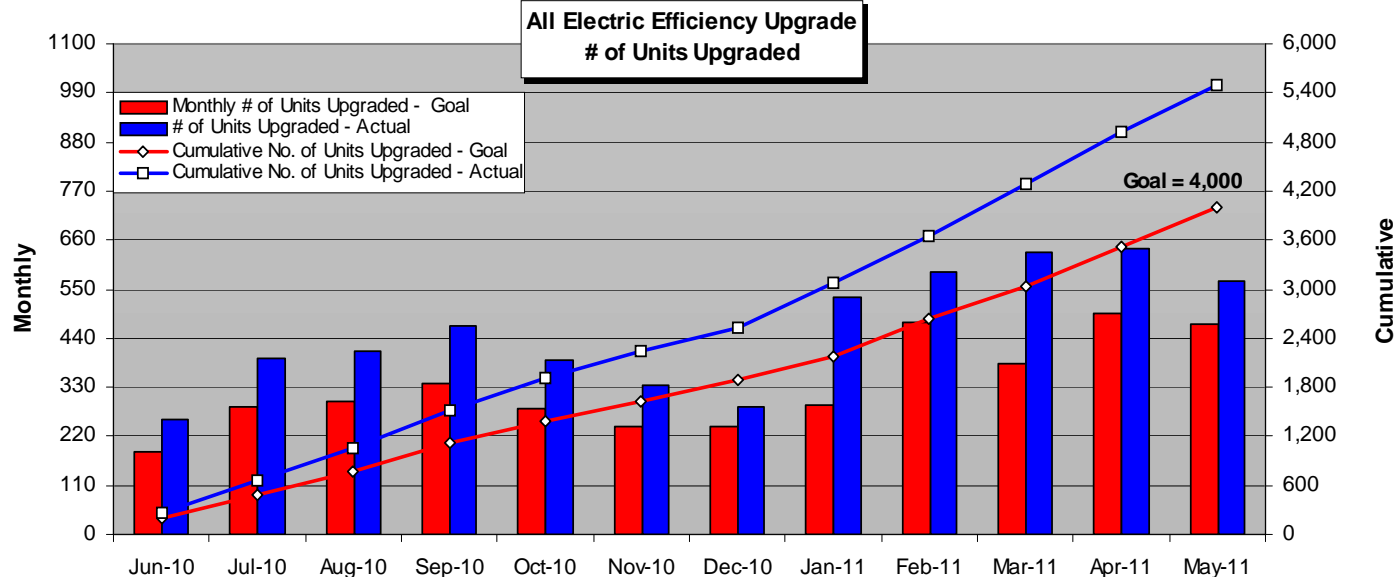
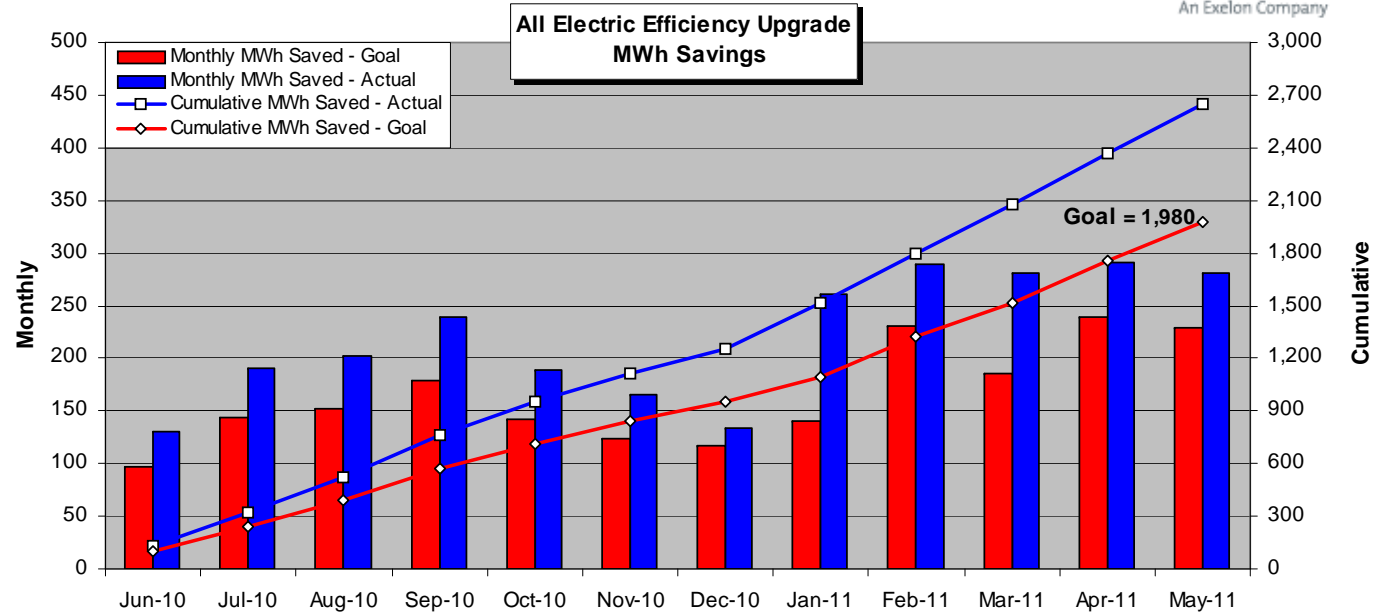
An Exelon Company

Program Overview

- The Program Plan goal of 1,980 MWh which will require 4,000 units upgraded
- Revised target is 2,664 MWh

PY3 Results

- 5,500 units upgraded (i.e., at least one energy conservation measure has been installed in each unit)
- 2,652 MWh saved (99.5% of revised target)
- 5,881 units in buildings surveyed – 94% of units in these buildings have been upgraded



Program Observations

- Working directly with the building owner/manager to socialize prior to site visit allowed for higher penetration rates of the units.
- Customer satisfaction (4.88 out of 5.0) remained high throughout the program among the customers who participated.

Program Challenges/Issues

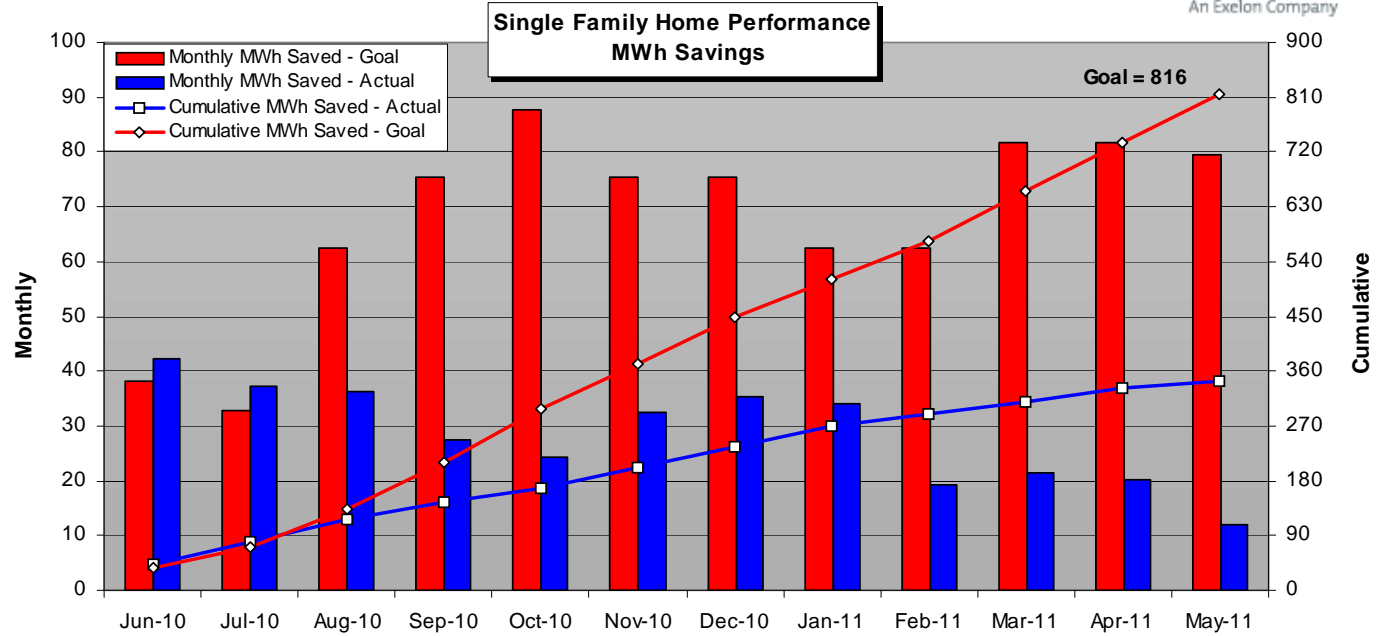
- Cold calling, word-of-mouth and feet on the street tactics were the primary methods to reaching these customers although joint programs with Nicor and Integrys during PY3 increased the recognition of potential units.
- The total number of units for PY3 was increased from 4,500 units to 5,500 units to accommodate for the expected shortfall of single family all-electric homes.
- This is the final program year for a separate all-electric program. Future all-electric units will be serviced through the multi-family programs offered jointly by ComEd and the local gas utilities.

Smart Ideas for your Home – Single Family All-Electric Home Performance Tune-Up

An Exelon Company

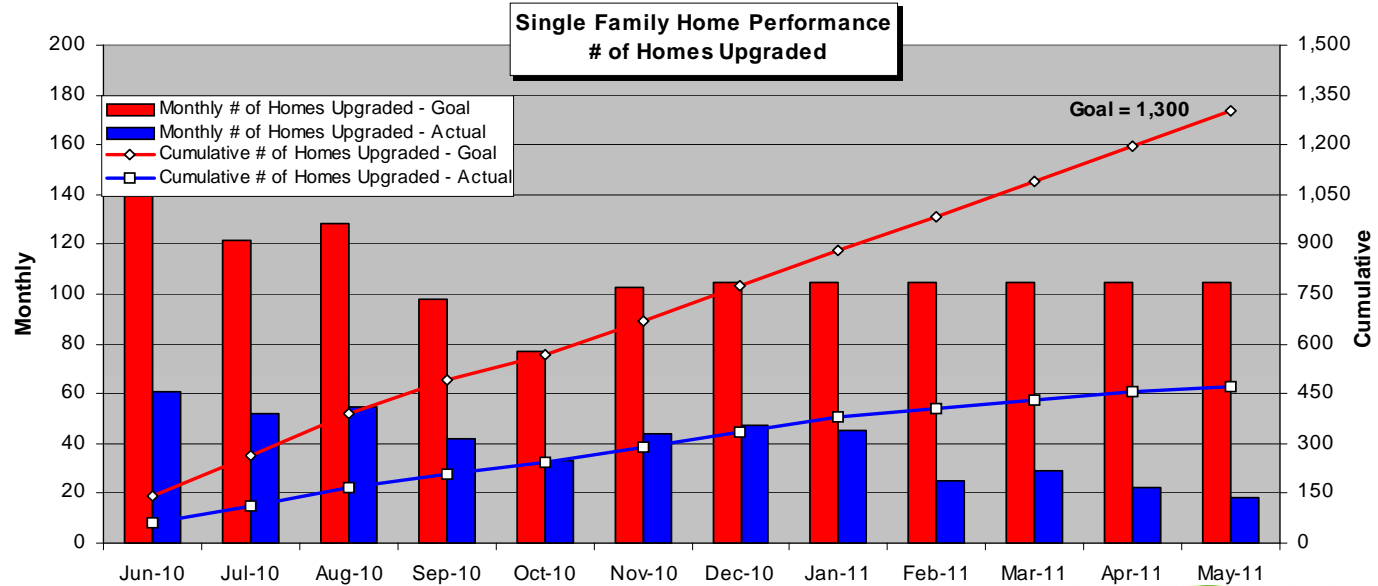
Program Overview

- The Program Plan goal of 816 MWh
 - Approximately 1,300 homes would need this Tune-Up to reach the MWh goal
- Revised target is 340 MWh, and 557 homes are estimated to be upgraded to meet this revised target



PY3 Results

- Energy Savings – 343 MWh (101% of revised target)
- 473 homes were completed



Program Observations

- Marketing tactics, including a direct mail letter with a promotion including a \$500 monthly raffle from The Home Depot, were utilized throughout the program year. Seven (7) winners were selected and received their \$500 gift card.
- Out-bound telemarketing efforts were transferred to the implementation contractor's corporate call center to increase call volume and, ultimately, customer participation.
- Customer satisfaction remained a program strength at 4.90 on a 5-point scale.

Program Challenges/Issues

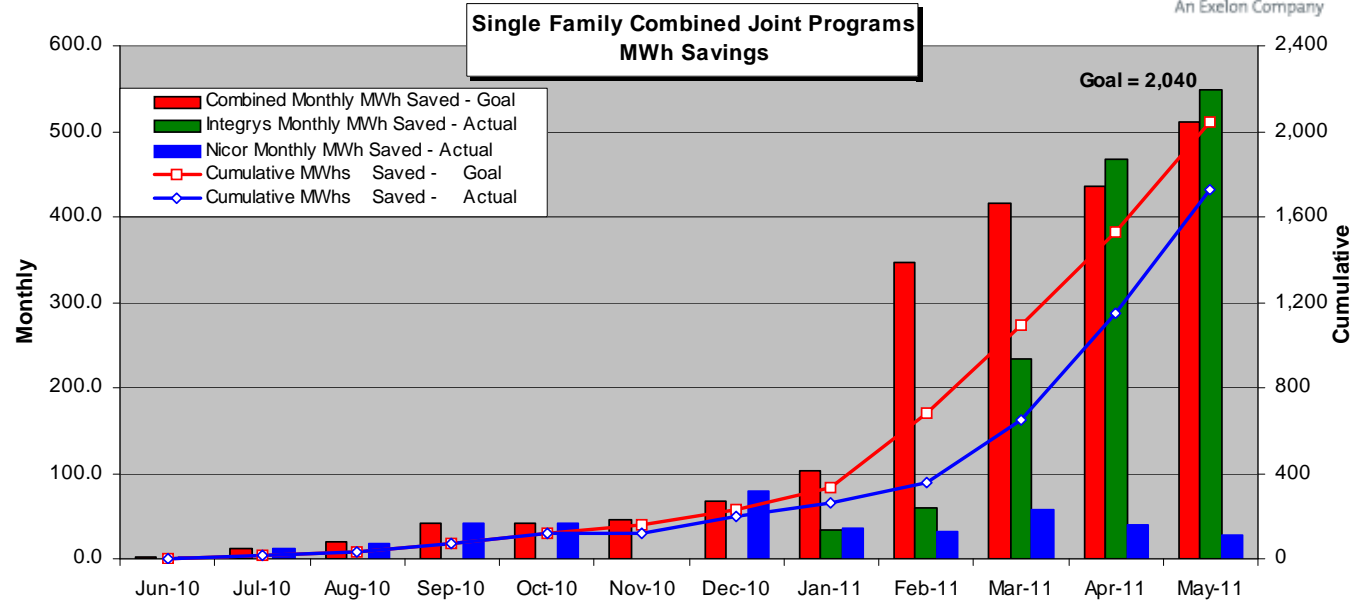
- The pool of all-electric customers is very limited. Estimated qualifying participants is only 10,000 customers. Program continued to struggle for enrollments.
 - Program goal reduced to 557 homes from 1,300 homes.
 - Response rate remained low despite program promotion and increased telemarketing.
- This program suffers from a 25% cancellation rate. This ranges from cancellations during the reminder calls to customers, customers not at home, or cancelling when the technician arrives for the appointment.
- This will be the final program year for a separate all-electric program. Future all-electric homes will be serviced through the single family programs offered jointly by ComEd and the local gas utilities.

Smart Ideas for your Home – Single Family Combined Joint Programs **ComEd**

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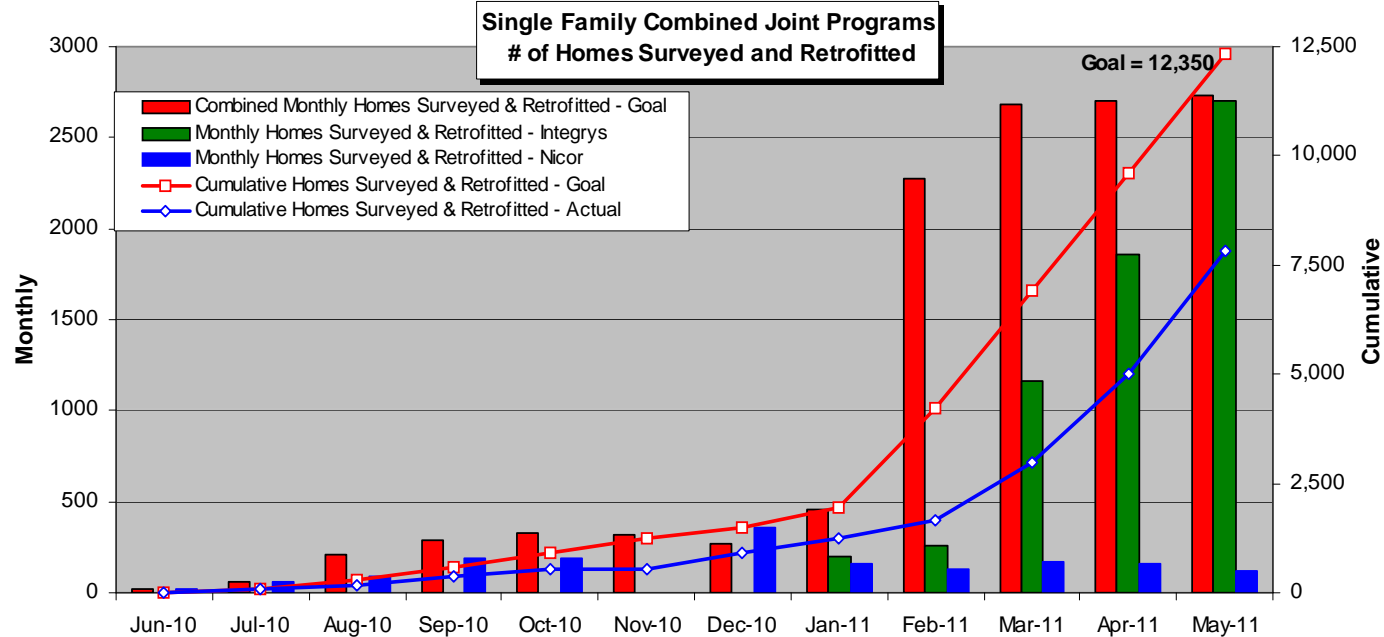
Program Overview

- Beginning of year goal set at 2,040 MWh, although not part of original ComEd Plan
- Revised target remained at 2,040 MWh
 - Approximately 12,350 homes would be upgraded with direct install measures and 600 homes would be targeted for weatherization retrofits



PY3 Results

- Energy Savings – 1,663 MWh (82% of revised target)
- 7,572 homes upgraded and retrofitted (61% of target)
- 296 homes retrofitted (49% of target)



Program Observations

- Program with Nicor Gas
 - Customer satisfaction (4.76 out of 5.0) remained high throughout the program among those customers who participated.
- Two (2) new programs continued with Peoples Gas through the Chicagoland Natural Gas Savings Program in Q4.
 - Single Family Direct Install Program
 - This program is very similar to our multi-family programs where customers receive installed compact fluorescent light bulbs and energy efficient water measures at no-charge.
 - The Chicagoland Natural Gas Savings program goal was reduced to 6,000 homes.
 - Program marketing focuses on outreach through trusted community organizations within the targeted areas.
 - Air Sealing Pilot Program
 - This program is very similar to our joint single family program with Nicor Gas where customer receive a detailed energy audit with direct install measures along with a proposal and incentives to proceed with air sealing and insulation.
 - Program include radon testing both before and after the retrofit work to determine air sealing impacts on radon levels within the home.
 - The goal is 500 retrofitted homes.
- Joint programs allow ComEd to reach additional customers not previously served by the all-electric program.

Program Challenges/Issues

- Program marketing efforts had difficulty balancing program goals without risking over-enrollment.
- The joint program with Nicor Gas will be the only joint single family program that will continue from PY3 into PY4.

Smart Ideas for your Home – Multi - Family Combined Joint



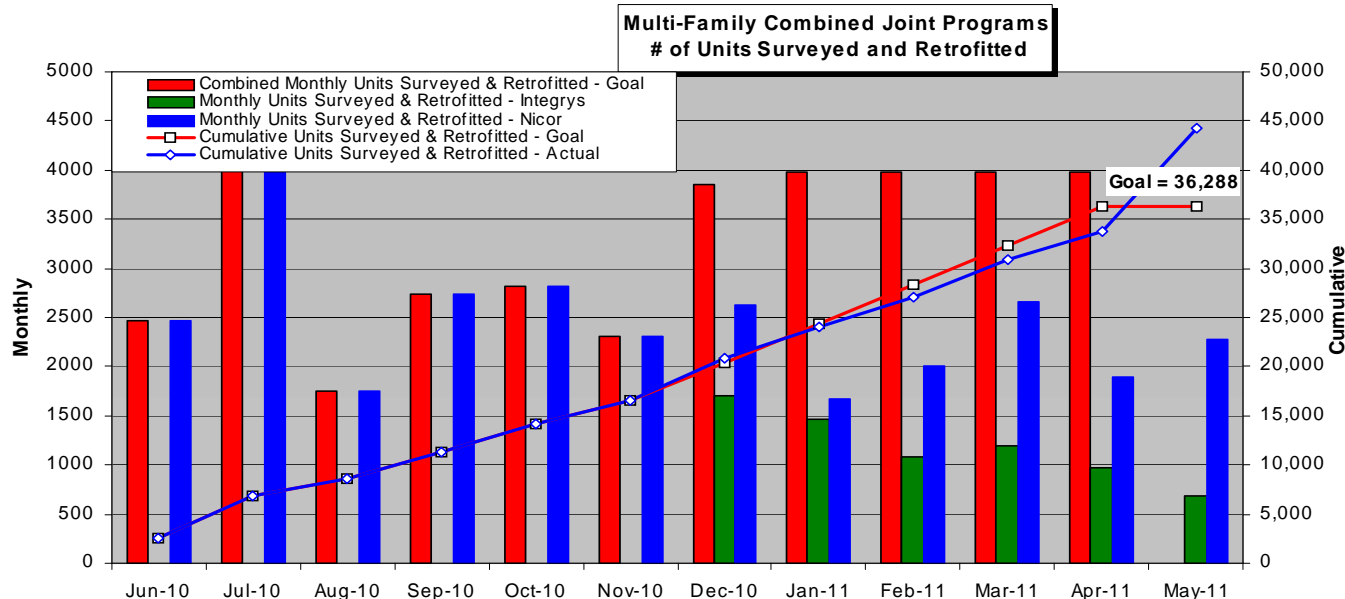
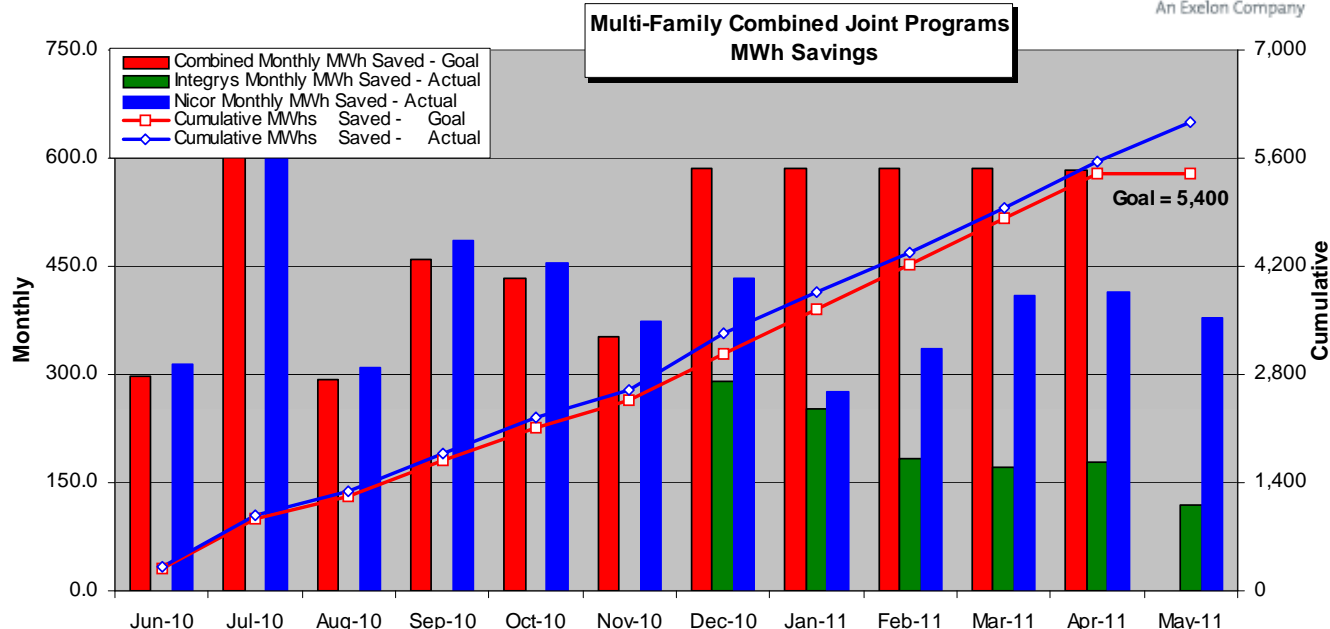
An Exelon Company

Program Overview

- Beginning of year goal set at 5,400 MWh which will require 36,288 units upgraded
- Revised target remained at 5,400 MWh

PY3 Results

- Energy Savings – 6,056 MWh (112% of revised target)
- 44,303 units upgraded (122% of target)



Program Observations

- Program with Nicor Gas
 - Customer satisfaction remained high throughout the program with Q4 results at 4.8 out of 5.0.
- Program with Peoples Gas through the Chicagoland Natural Gas Savings Program
 - Customer Satisfaction at 4.89 on a 5.0 scale.
 - Goal increased to 7,080 units from its original goal of 6,500 units due to a strong start.
- Nicor Gas programs extended through May 31st to provide uninterrupted service to customers prior to PY4.
- Joint programs allow ComEd to reach additional customers not previously served by all-electric program.

Program Challenges/Issues

- Programs face on-going issue with last minute cancellations from building managers and owners. This is a particularly difficult issue to manage on programs which are free to the customer. This has been an on-going issue for all the multi-family programs. Properties are usually rescheduled at a later date. However, this causes short-term scheduling and staffing issues.

Smart Ideas for your Home – Central AC Efficiency Services (CACES)

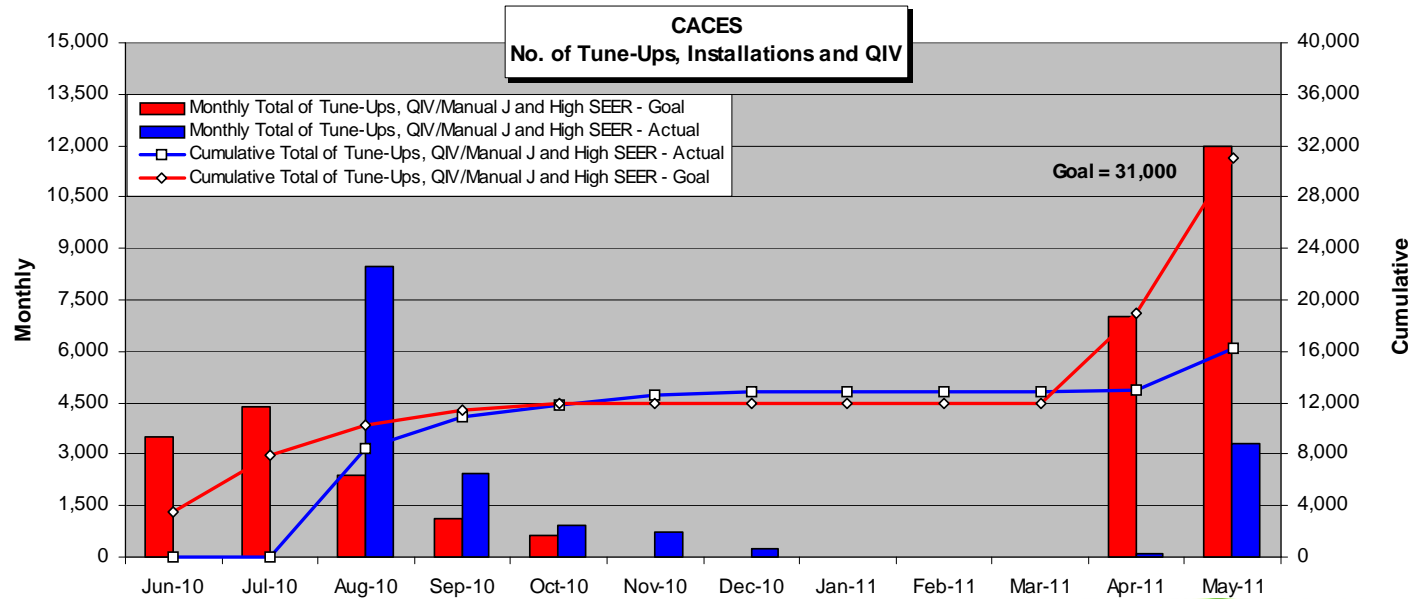
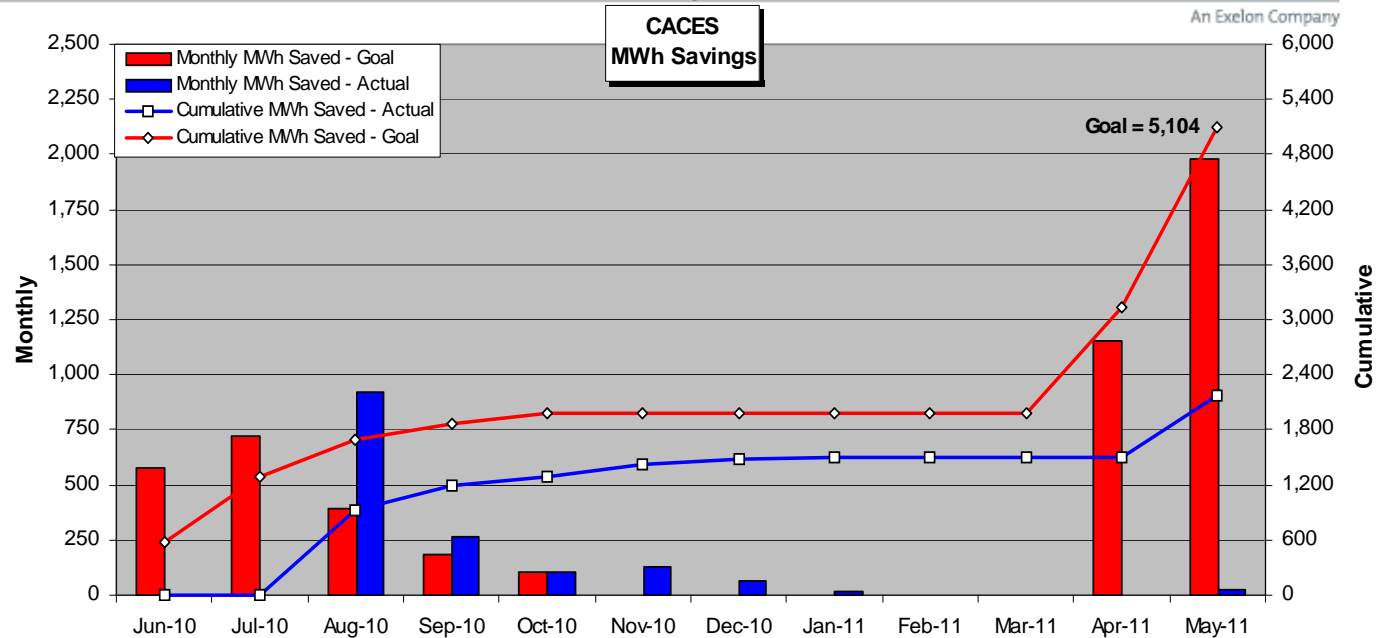
An Exelon Company

Program Overview

- The Program Plan goal of 5,104 MWh with 31,000 projected participants
- Revised target is 2,552 MWh

PY3 Results

- The total combined savings of 2,164 MWh represents 85% of the year-end goal
- 16,237 total incentive applications have been approved
- 14,550 Tune-Up applications have been approved, equal to 1,479 MWh of savings
- 1,095 QIV applications have been approved, equal to 271 MWh of savings
- 592 High SEER Upgrade applications have been approved, equal to 414 MWh of savings



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.

Smart Ideas for your Home – Central Air Conditioning (AC) Cycling



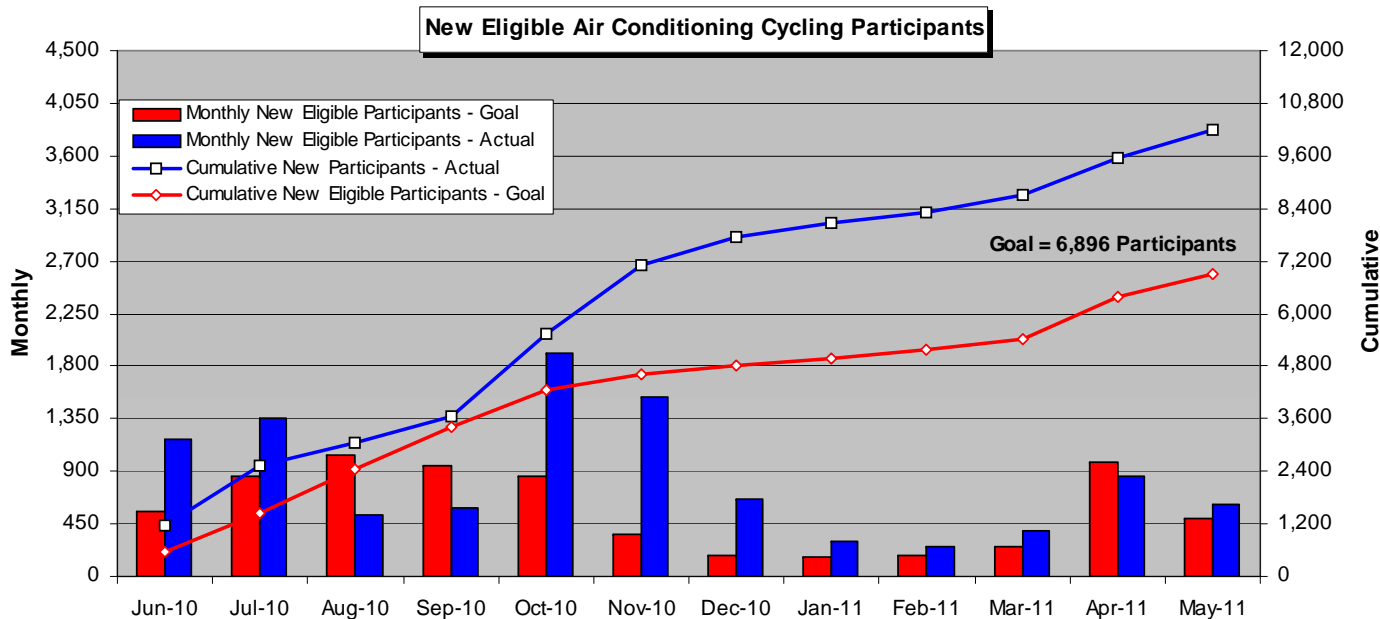
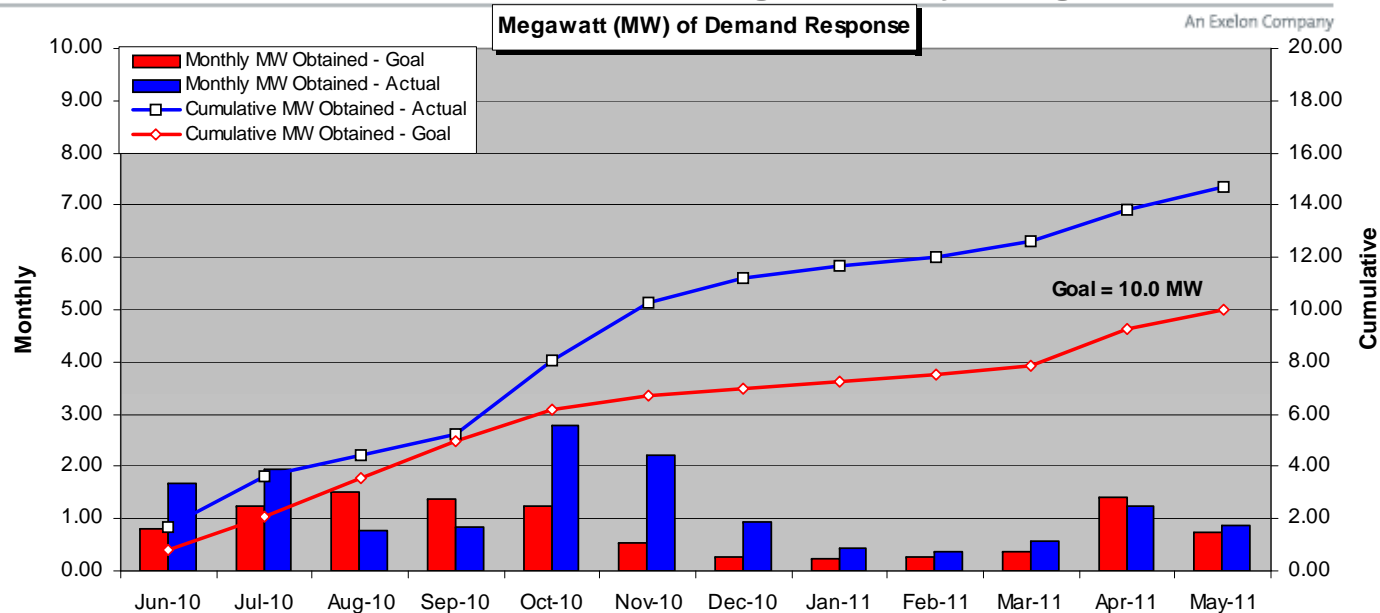
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Program Overview

- AC Cycling is a residential central air conditioner direct load control initiative designed to meet the Plan's demand response requirement.
- The AC Cycling goal is 10.0 MW and 6,896 new participants

PY3 Results

- 10,180 new participants have been added to the program (148% of the goal)
- 14.7 MW of controllable load has been obtained

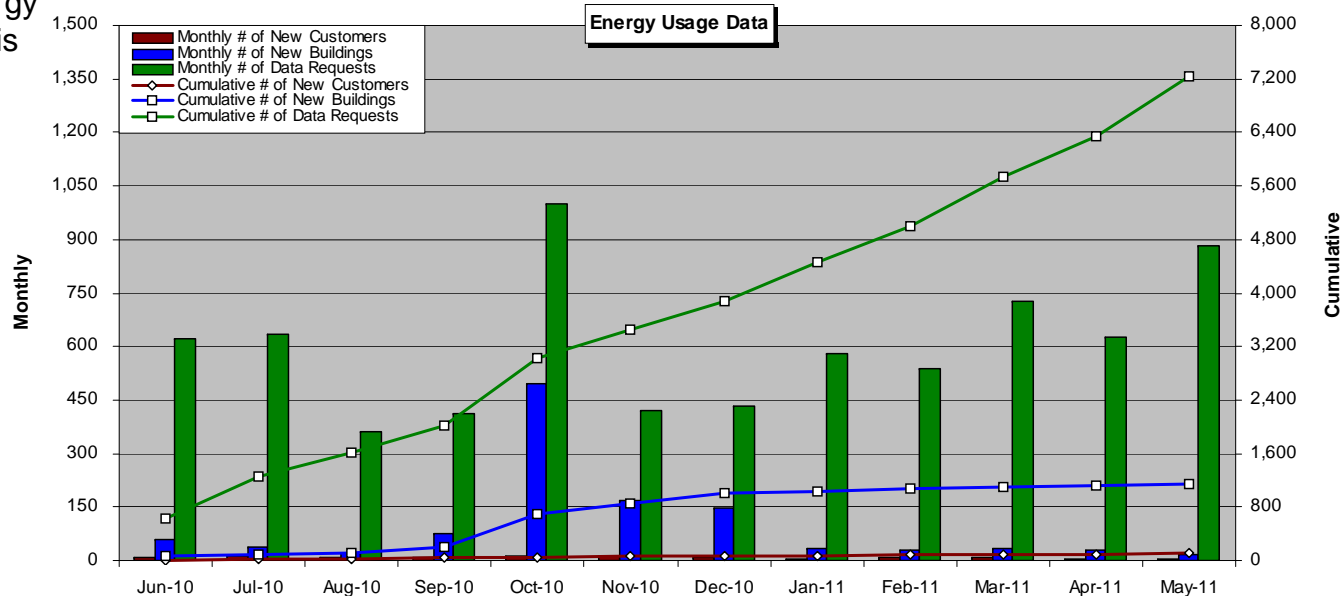
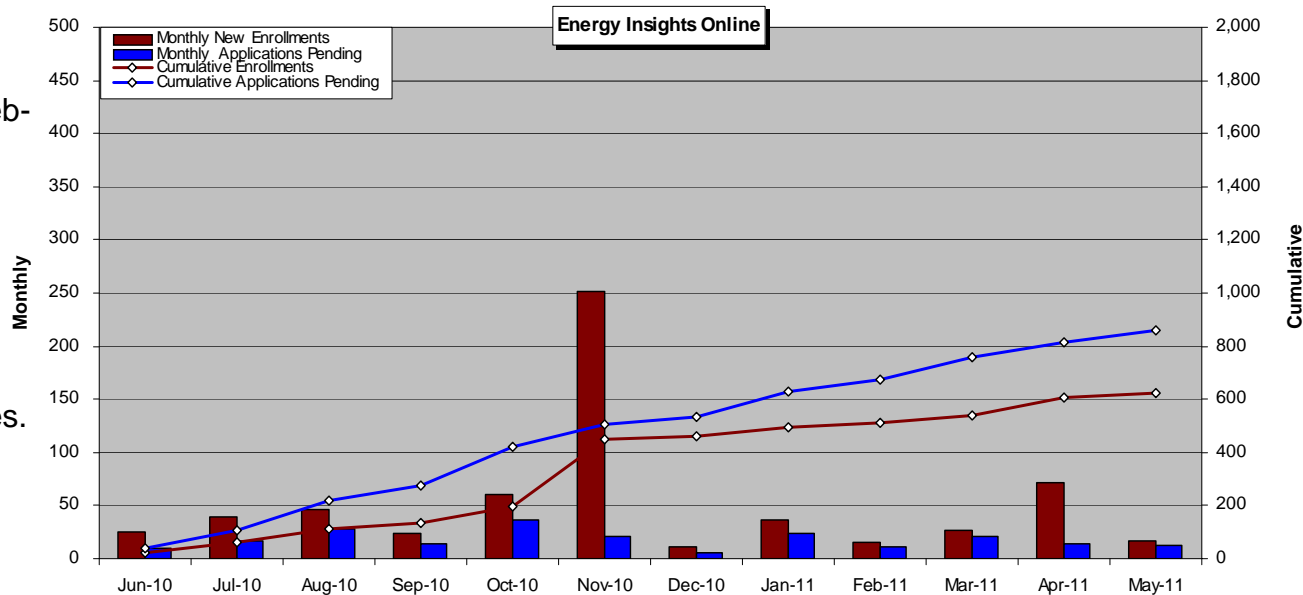


Program Overview

- **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.

PY3 Results

- Energy Insights Online
 - 625 Enrolled
- Energy Usage Data
 - 103 Building Managers
 - 1,145 Buildings
 - 7,232 Data Requests



For the 3 year EE/DR Plan, ComEd has allocated approximately \$1M per year for the investigation of emerging technologies / R&D projects.

- The law allows up to 3% of the spending screen be allocated to these types of projects. Due to the budget constraints, ComEd does not allocate the maximum amount in any year.
- **Successful pilot programs have been completed during PY3**
 - Positive Energy “Home Energy Report” Pilot Program
 - Sears ENERGY STAR® Clothes Washer Pilot
 - Small C&I Direct Install
 - Monitoring Based Commissioning (MBCx) Pilot
- **All Programs, except for Monitoring Based Commissioning (MBCx) are becoming stand alone programs in PY4. ComEd is not continuing MBCx at this time.**

OPOWER “Home Energy Reports” Pilot Program

The Home Energy Reports pilot is designed to measure energy consumption savings in 50,000 residential homes through changes in behavior and was launched July 2009. Program savings to be evaluated in PY3 along with longer term effects.

Status:

- For PY3, program ex ante results indicate savings of 13,300 MWh (***data is preliminary***)
- Most customer concerns still relate to energy usage questions or home profile updates
- Only 50 participants opted out of the program during PY3
- Navigant completed an evaluation of the PY2 program using the first complete year’s worth of data. Key findings include:
 - ***Total energy savings for one year of the program was approximately 9,600 MWh***
 - ***Average annual savings was 1.54% for high energy users and 1.27% for low energy users***
 - ***High energy users contributed about twice as much savings on a per customer basis (327 kWh/year) as low energy users (141 kWh/year)***
 - ***Savings vary seasonally***

Project Name - Small C&I Direct Install Program

Project Description - This was a 1 year pilot program intended to demonstrate the effectiveness of direct install programs. ComEd evaluated multiple delivery approaches and determined the appropriate mix of energy efficiency measures that will maximize energy savings. The pilot was conducted in multiple geographical locations. Working with community based organizations and civic groups played an important role as a program design element. Targets customers with electric demand under 100kW. This was a Nicor Gas/Integrus Gas joint program.

Timeframe - Program will officially transition from a pilot stage in Rockford and Chicago in PY3 to a SIFYB program offering in PY4. The name will be changed to Small Business Energy Savings Program.

Cost - \$500k budgeted

Final Deliverable - An encouraging highlight of the Chicago small business pilot was the success of grass roots campaigns for the free installation of energy saving devices. Close to 100% of all prospects approached were open to the free devices offered, with approximately 25% of these agreeing to a future energy assessment. There is a high potential for this program to benefit both gas and electric utility customers. A key element of the pilot was to determine the cost impact of a multi-utility effort. The most obvious benefit was the economies of scale that resulted in shared administrative cost (i.e. program management, recruitment, marketing collateral and outreach). Regardless of measure mix or incentive levels, small C&I remains a “hard-to-reach” market, given their limited capital, resources, and time to consider energy efficiency.

The pilot underscored the need for a consultative approach with this audience. Energy advisors served in this capacity, using a combination of technical expertise and salesmanship to:

- Sell the concept of energy efficiency and perform an energy assessment of the owner’s facility.
- Educate on the benefits of a holistic approach to building efficiency upgrades- selling all the measures and guiding the customer through the program process.
- Implement a measure pricing strategy which required significant front end due diligence and negotiation, but created a pricing structure that made it easier for participants to immediately quantify the value of energy efficiency to their business.

Project Name – Monitoring Based Commissioning (MBCx) Pilot

Project Description – A one year pilot program that will seek to determine the cost effectiveness of monitoring based commissioning through evaluating at least two separate approaches of measure diagnosis and implementation. Target market will consist of customers with over 500,000 square feet of conditioned floor space and peak demand of at least 3,000 kW

Timeframe – Ongoing

Cost – \$300k available per project (Under RCx budget)

Current Status – Two contractors were chosen to participate in the pilot. Additionally, two facility sites were selected, with each contractor managing a single project. Work is continuing into PY4

Final Deliverable - One site partially completed with 461.8 MWh energy savings in PY3. Remaining 1st site and all 2nd site work scheduled for completion in PY4.

Project Name – Sears ENERGY STAR® Clothes Washer Pilot

Project Description – \$100 instant discount on select ENERGY STAR top-loading clothes washers

- Target – 2,000 units
- Testing concept with 15 Sears stores spread throughout the ComEd service territory
- POP – utilizing square clings (5” x 5”) on qualifying models to identify \$100 instant discount
- Receipt sticker – upon purchasing a qualifying model the customer gets a receipt with a “Thank you for participating in the ComEd *Smart Ideas* Program” sticker on it
- ENERGY STAR lighting field reps merchandise the POP and train the sales staff on the pilot

Timeframe – Launched August 20, 2010 and scheduled for at least 4 months

Cost – \$250K

Current Status – Pilot concluded March 2011. Target met. Pilot rolled out as full-scale program in PY4.

Evaluation Contractors (ComEd programs)

- Multi-state lighting program analysis deferred, final report not issued.
- HOU (Hours of Use) analysis, based on lighting loggers in ComEd territory, was completed and Final Report will be issued.
- Wave 1 activities for Prescriptive/Custom projects were begun. Wave 2 will make sure final samples represent total population of projects.
- Prescriptive Implementation team updated measure saving's assumption based on results from PY1 and PY2, Evaluators reviewed modifications and provided suggested changes when needed. ComEd to deem these measure savings in PY4.

Plan Year Two Results

| Portfolio Ex-Post Results | | | |
|---------------------------|-------------|--------------------|------------------------|
| | PY2 Results | 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 | PY3 YTD QTR Results | PY2 Results | PY1 Results |
|--|---------------------------|----------------|----------------|
| Carbon Reduction (MTs) | 406,036 | 257,230 | 143,236 |
| Cars removed from the road | 77,670 | 49,205 | 26,238 |
| Acres of trees planted | 110,978 | 70,306 | 39,156 |
| Number of homes powered for 1 year* | 60,111 | 47,755 | 21,263 |
| Portfolio Jobs** | 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

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

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 the direct installation of no-cost energy efficiency products (e.g., CFLs, faucet aerators, low flow showerheads) to residential customers in all-electric multi-family buildings. To conduct a common area energy survey for the building owner / landlord to identify potential energy efficiency opportunities and possibly take advantage of the *Smart Ideas for your Business* program.

Program Contractor

Honeywell Utility Solutions

Program Description

This program engages building owners and managers in the direct installation of electricity-saving measures in the residential units of all-electric multi-family properties. Program contractor works directly with building owners / landlords of all-electric multi-family dwellings to inform them of the program, conduct survey of common area and make the program available to the building residents. The contractor attempts to complete all installs of the energy efficiency measures in one “sweep” of the building.

Program Objective

Improve the efficiency of all-electric single family homes by offering a comprehensive package of low-cost retrofit measures, and a walk-through survey with the homeowner. This initiative provides immediate energy savings to the customer.

Program Contractor

Honeywell Utility Solutions

Program Description

This program offers incentives for a comprehensive basket of electricity-saving measures targeted to owners of all-electric homes and customers with electric hot water heaters. Targeted ComEd customers receive a letter informing them of the offer. Honeywell's technician conducts a walk-through survey with the homeowner, resulting in a printed report on energy savings opportunities. Up to 10 CFLs, low-flow showerheads, and low flow faucet aerators are installed in each home. The report also provides information about other energy savings opportunities that are eligible for incentives through ComEd's residential energy efficiency programs. Customer co-pay is \$25.

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

Thermal Scan Inspection (TSI)

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 a letter informing them of the offer. TSI's auditors conduct a walk-through survey with the homeowner, resulting in a printed report on energy savings opportunities. Up to 10 CFLs, low-flow showerheads, and low flow faucet aerators are installed in each home. The auditor facilitates the scheduling and installation of weatherization measures. Customers receive an incentive \$1,250 or 50% of the project cost for weatherization measures installed. The auditor also provides information about other energy savings opportunities through ComEd's residential energy efficiency programs. Customer co-pay is \$50.

Similar program piloted with Peoples Gas in PY3, but is not scheduled for full implementation in either PY4 or PY5.

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 or Peoples Gas. To conduct a common area energy survey for the building owner / landlord to identify potential energy efficiency opportunities and possibly take advantage of the *Smart Ideas for your Business* program.

Program Contractor

Honeywell Utility Solutions

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 or Peoples Gas. Program Contractor works directly with building owners / landlords 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 contractor attempts to complete all installs of the energy efficiency measures in one “sweep” of the building.

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.