



An Exelon Company



May EE SAG Meeting

ComEd's Plan Year 7 Third Quarter Report & Plan Year 8 Forecast

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



Smart Ideas is funded by ComEd customers in compliance with Illinois Public Act 95-0481.

Quarterly Program Highlights

Smart Ideas for Your Business

- On track to exceed PY7 goals for incentives, new construction, and midstream incentives programs
 - There is a healthy portion of larger projects as evidenced by a U.S. Cellular data center site in Schaumburg that was awarded an incentive check for \$266,334 for saving 3,308 MWh in PY7
- Not expected to meet PY7 goal for optimization program
 - However, ComEd continues to expand RCx to smaller buildings with a new RCx offering that launched in March to target buildings under 150,000 square feet
 - There is also a sizable pipeline for future industrial projects
- Not in original filing is small business energy savings program, which is forecasted to be about 61,500 MWh
- Overall, C&I program expected to exceed PY7 goal by approximately 57,000 MWh

Smart Ideas for Your Home

- On track to exceed PY7 goals for lighting discounts, home energy rebates, energy education kits, home energy assessments, and new construction programs
- Not expected to meet PY7 goals for fridge & freezer recycling or multi-family programs, although original filing included common area savings, which is now a part of business savings
- Overall, residential program expected to exceed PY7 goal by about 88,000 MWh, driven primarily by lighting
- PY7 is the last year that residential lighting in in the EEPS portfolio

IPA Programs

- Small Business Energy Saving program has already met its goal of 100,000 MWh, and additional savings will be realized in EEPS portfolio (additional savings forecasted @ 61,500 MWh)
- Home Energy Report program expected to achieve about 90% of goal

EEPS Programs – PY7 Q3 Ex Ante Results

| Program | Actual YTD Net MWh PY7 Results | Planning Net Target MWh | Percent of Planning Target | Program Costs YTD (\$1,000) | Projected Annual Costs (\$1,000) | Percent of Annual Spend | 1st Year Cost/kWh |
|-----------------------------------|--------------------------------|-------------------------|----------------------------|-----------------------------|----------------------------------|-------------------------|---|
| Incentives Total | 114,995 | 254,500 | 45% | \$ 21,977 | \$ 37,381 | 59% | Values will be reported with year end final value |
| Standard | 103,677 | 220,000 | 47% | | | | |
| Custom (includes large C&I pilot) | 5,259 | 25,000 | 21% | | | | |
| Data Center Efficiency | 6,059 | 9,500 | 64% | | | | |
| Midstream Incentives | 162,933 | 110,000 | 148% | \$ 14,891 | \$ 14,000 | 106% | |
| Optimization Total | 5,498 | 50,000 | 11% | \$ 4,056 | \$ 11,397 | 36% | |
| Retro-Commissioning | 3,262 | 36,000 | 9% | | | | |
| Industrial Systems | 2,236 | 14,000 | 16% | | | | |
| New Construction | 11,979 | 18,500 | 65% | \$ 3,589 | \$ 5,995 | 60% | |
| Multi-Family Common Area | 4,566 | 4,500 | 101% | | | | |
| Small Business Energy Savings | 79,903 | 50,000 | 160% | \$ 8,451 | \$ - | | |
| C&I Other * | | | | \$ 1,059 | \$ 1,106 | 96% | |
| C&I Subtotal | 379,875 | 487,500 | 78% | \$ 54,022 | \$ 69,880 | 77% | |
| Lighting Discounts | 141,024 | 100,000 | 141% | \$ 13,708 | \$ 17,396 | 79% | |
| Fridge & Freezer Recycling | 13,214 | 20,000 | 66% | \$ 4,608 | \$ 7,524 | 61% | |
| Multi-Family | 2,513 | 6,000 | 42% | \$ 942 | \$ 4,379 | 22% | |
| Home Energy Rebates | 3,425 | 2,200 | 156% | \$ 1,884 | \$ 1,705 | 110% | |
| Home Energy Assessments | 3,080 | 3,800 | 81% | \$ 1,811 | \$ 1,365 | 133% | |
| Elementary Energy Education | 0 | 700 | 0% | \$ 208 | \$ 433 | 48% | |
| New Construction | 244 | 200 | 122% | \$ 167 | \$ 9 | 1918% | |
| Residential - General | | | | \$ 296 | \$ 677 | 44% | |
| Residential Subtotal | 163,500 | 132,900 | 123% | \$ 23,624 | \$ 33,487 | 71% | |
| CFL Carryover | 75,789 | 83,500 | | | | | |
| EEPS Portfolio Totals | 619,163 | 703,900 | 88% | \$ 77,646 | \$ 103,367 | 75% | |

*Other costs include IT Infrastructure, Call Center, and General charges.

IPA Programs – PY7 Q3 Ex Ante Results

| Program | Actual YTD Net MWh PY7 Results | Planning Net Target MWh | Percent of Planning Target | Program Costs YTD (\$1,000) | Projected Annual Costs (\$1,000) | Percent of Annual Spend | 1st Year Cost/kWh |
|---|--------------------------------|-------------------------|----------------------------|-----------------------------|----------------------------------|-------------------------|---|
| Home Energy Report | 136,782 | 271,825 | 50% | \$ 9,099 | \$ 11,000 | 83% | Values will be reported with year end final value |
| Small Business Energy Savings | 100,000 | 100,000 | 100% | \$ 27,479 | \$ 33,000 | 83% | |
| Small Commercial HVAC Tune-Up | 0 | 3,324 | 0% | \$ - | \$ 1,024 | 0% | |
| CFL Carryover | 5,368 | | | | | | |
| Third Party | | | | | | | |
| CUB Energy Saver | 2,084 | 5,970 | 35% | \$ 201 | \$ 400 | 50% | |
| One Change | 0 | 4,360 | 0% | \$ 278 | \$ 1,267 | 22% | |
| Retrofit Chicago Residential | 13 | 1,157 | 1% | \$ - | \$ 543 | 0% | |
| Shelton Solutions Great Energy Stewards | 0 | 1,230 | 0% | \$ - | \$ 200 | 0% | |
| IPA Total | 244,246 | 387,866 | 63% | \$ 37,058 | \$ 47,433 | 78% | |
| EEPS Total | 619,163 | 703,900 | 88% | \$ 69,195 | \$ 103,367 | 67% | |
| Portfolio Total | 863,410 | 1,091,766 | 79% | \$ 106,253 | \$ 150,801 | 70% | |

| Portfolio | Actual YTD Net MWh PY7 Results | Approved Net Target MWh | Percent of Approved Target |
|--------------|--------------------------------|-------------------------|----------------------------|
| EEPS | 619,163 | 648,029 | 96% |
| IPA | 244,246 | 387,866 | 63% |
| TOTAL | 863,410 | 1,035,895 | 83% |

Portfolio Results

| Performance Metrics (Equivalents) | MWh, Environmental and Economic Impacts | | | | | | |
|-------------------------------------|---|-----------|---------|---------|---------|---------|---------|
| | PY7 Q3 | PY6 | PY5 | PY4 | PY3 | PY2 | PY1 |
| Net MWh | 863,410 | 1,118,648 | 953,454 | 944,142 | 626,715 | 472,132 | 163,717 |
| Carbon reduction (tons) | 591,880 | 845,306 | 654,975 | 630,999 | 443,186 | 257,230 | 143,236 |
| Cars removed from the road | 124,606 | 161,441 | 128,420 | 123,719 | 86,895 | 49,205 | 26,238 |
| Number of homes powered for 1 year* | 93,808 | 121,539 | 98,883 | 93,415 | 65,611 | 47,755 | 21,263 |
| Portfolio jobs** | 234 | 234 | 196 | 179 | 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. This number is updated once per year and is not updated for the current year until Q4.

PY7 EEPS Forecast vs. Filed Plan

EEPS PY7 savings is forecasted to be ~ 20% above filed goal

| PY7 Programs | PY7 | | |
|----------------------------------|-----------------------|---------------------|---------------------------|
| | Net MWHs - Filed Plan | Net MWHs - Forecast | Forecast vs. Filed Deltas |
| C&I - EE Programs | | | |
| Incentives | 215,277 | 222,000 | +6,723 |
| Optimization | 92,547 | 32,500 | -60,047 |
| C&I New Construction | 14,795 | 18,000 | +3,205 |
| Midstream Incentives | 110,033 | 150,000 | +39,967 |
| Small Business | Not in Filing | 61,500 | +61,500 |
| Multi-Family Common Area* | Filed in Res | 6,000 | +6,000 |
| C&I TOTAL | 432,651 | 490,000 | +57,348 |
| RESIDENTIAL - EE Programs | | | |
| Residential Lighting | 92,045 | 190,000 | +97,955 |
| Fridge & Freezer Recycling | 26,178 | 17,500 | -8,678 |
| Home Energy Rebates | 1,339 | 4,200 | +2,861 |
| Multi-Family Direct Install* | 9,512 | 3,200 | -6,312 |
| Energy Education Kits | 681 | 700 | +19 |
| Home Energy Assessments | 2,139 | 4,100 | +1,961 |
| Residential New Construction | 16 | 300 | +284 |
| RESIDENTIAL TOTAL | 131,910 | 220,000 | +88,090 |
| CFL Carryover | 83,468 | 75,789 | -7,679 |
| Total ComEd EE | 648,029 | 785,789 | +137,759 |

*Multi-Family Common Area savings were filed in Residential DI program but are now captured in C&I

PY8 EEPS Plan and Projection

PY8 will focus on customer participation and comprehensive solutions

| PY8 Filed Plan | | | | PY8 Projection |
|----------------------------------|------------------------------------|----------------|---------------|----------------|
| PY8 Programs | Cost | Net MWHs | ¢/kWh | Net MWHs |
| C&I - EE Programs | | | | |
| Incentives | \$34,414,531 | 196,742 | \$0.17 | 237,300 |
| Large C/I Pilot | \$5,150,000 | - | | N/A |
| Optimization | \$12,185,046 | 95,781 | \$0.13 | 69,600 |
| C&I New Construction | \$6,477,491 | 15,665 | \$0.41 | 49,200 |
| Midstream Incentives | \$6,975,586 | 116,269 | \$0.06 | 152,600 |
| C&I TOTAL | \$65,202,654 | 424,457 | \$0.15 | 508,700 |
| RESIDENTIAL - EE Programs | | | | |
| Residential Lighting | Residential Lighting In IPA in PY8 | | | In IPA in PY8 |
| Res Products / Appliance Rebate | \$6,650,200 | 9,103 | \$0.73 | 9,000 |
| Fridge & Freezer Recycling | \$8,599,829 | 29,450 | \$0.29 | 18,500 |
| Home Energy Rebates | \$4,296,162 | 7,528 | \$0.57 | 10,000 |
| Multi-Family Direct Install | \$4,191,113 | 9,014 | \$0.46 | 3,100 |
| Energy Education Kits | \$419,141 | 624 | \$0.67 | 600 |
| Direct to Consumer Kits | \$6,183,186 | 6,996 | \$0.88 | N/A |
| Home Energy Assessments | \$4,644,917 | 7,592 | \$0.61 | 7,600 |
| Residential New Construction | \$32,549 | 19 | \$1.71 | 500 |
| RESIDENTIAL TOTAL | \$35,017,097 | 70,326 | \$0.50 | 49,300 |
| CFL Carryover | | 47,200 | | 47,200 |
| Total ComEd EE | \$100,219,751 | 541,983 | \$0.18 | 605,200 |

PY8 IPA Plan

PY8 consists of a variety of new and existing IPA Programs

| PY8 IPA Plan | |
|--------------------------------------|----------------|
| PY8 Programs | Net MWHs |
| C&I - EE Programs | |
| Small Business | 133,000 |
| C&I TOTAL | 133,000 |
| RESIDENTIAL - EE Programs | |
| Home Energy Report | 337,751 |
| Res Lighting (Previously in EEPS) | 223,066 |
| LED Streetlighting | 5,474 |
| RESIDENTIAL TOTAL | 566,291 |
| THIRD PARTY - EE Programs | |
| CUB Energy Saver Energy Reports | 11,940 |
| Small Commercial HVAC Tune-Up | 9,309 |
| Retrofit Chicago Res All Electric DI | 1,518 |
| Shelton Great Energy Stewards | 850 |
| NTC Middle School Take Home Kits | 1,220 |
| CLEAResult Direct Install Schools | 4,097 |
| Matrix Direct Install Schools | 5,545 |
| Matrix Demand Control Ventilation | 5,517 |
| Sodexo Demand Control Ventilation | 5,096 |
| Weidt Group Net Energy Optimizer | 2,107 |
| THIRD-PARTY TOTAL | 47,199 |
| Total IPA EE | 746,490 |

Yellow highlighting indicates programs new to IPA in PY8

PY8 Smart Ideas for Your Home

Changes in PY8 include:

- **Smart Thermostats** will be added to Home Energy Assessment, Home Energy Rebate, and Appliance Rebate Programs
- **Appliance Rebate Program** is new for PY7 and will offer mail-in/online rebates for several types of consumer products, including refrigerators, freezers, heat pump water heaters, smart thermostats, clothes washers, electric clothes dryers, and air purifiers
- **Home Energy Rebate Program** is expanding in PY8 to include heat pumps/heat pump water heaters and ECMs (furnace blower motors)
- **Residential Lighting** will move into the IPA portfolio



Assessments



Rebates



Discounts



Recycling

PY8 Smart Ideas for Your Business

Highlights in PY8 include:

- **Healthy C&I Pipeline Potential leading into PY8**
 - Incentives Program: Pipeline savings already over 50% of PY8 goal
 - Optimization Program: Pipeline savings already over 40% of PY8 goal
 - New Construction Program: Pipeline savings already over 100% of PY8 goal

Market Transformation Strategy

- **Effort and investment to increase adoption of comprehensive EE projects by C&I customers**
 - Deep Retrofit Measures
 - Technology-Enabled Optimization

