

CY2018 Q3 Summary

**Stakeholder Advisory Group
November 7, 2018**

CY2018 Q3 YTD Summary – by the numbers

Portfolio Segment	Net MWh Actuals	Net MWh Goal	% to Goal	Costs \$M	Forecast Budget \$M	% to Budget
Residential	463,794	523,042	89%	\$58	\$83	70%
Income Eligible	46,288	53,831	86%	\$17	\$36	47%
Business Private	476,158	779,255	61%	\$93	\$136	68%
Business Public	59,169	180,401	33%	\$22	\$38	58%
Other*	151,729	176,923	86%	\$4	\$13	N/A
Portfolio-Level	-	-	N/A	\$27	\$30	90%
TOTAL	1,197,138	1,713,451	70%	\$221	\$336	66%

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

CY2018 Q3 Highlights

• Income Eligible (IE)

- Launched Chicagoland Vintage Home Assoc as an expansion of Chicago Bungalow Assoc. IE offering to serve Cook County outside of Chicago. Forecasted to complete 250-500 homes through Q4.

• Business Programs

- Launched Fix It Now program for Industrial Systems to target compressed air leaks and fix them on the spot
- Launched K-12 and Commercial Real Estate cohorts under Strategic Energy Management

• 3rd Party Programs Portfolio

- Commission approved RFP July 2018
- Collaboration with stakeholders and Independent Bid Evaluator create RFP and select \$25M/yr portfolio.

• EE Service Providers

- Developed road map for contractor network
- Launched with 1st Diverse TA Incubator workshop
- Held CHP Service Provider Workshop

CY2018 Q3 Highlights

- **Emerging Technology**

- 27 pilots and research projects underway
- 21 IE pilots and research projects in development from CFIs

- **Market Transformation**

- Initiated 5 projects ranging from midstream to certifications and codes
- Market Transformation Summit

- **Outreach & Events**

- General portfolio awareness – 21 community events
- Public Sector & Income Eligible offerings – 5 community events
- Income Eligible offerings - launched 1st of 3 neighborhood blitzes
- Small Business – launched outreach in underserved areas of Chicago
- Industrial - new outreach effort to leveraging national experts focusing on unique customer process needs
- Bronzeville Open House & Job Fair

PROGRAM SPOTLIGHT

SMALL BUSINESS

&

SMALL FACILITIES



Small Business Program Offering

- Overview: Provides free facility assessments and EE projects for private sector business customer under 100 kW peak demand. Incentives average 50-70% of the project cost for comprehensive energy saving solutions including advanced lighting, refrigeration, HVAC, and compressed air.
- Program Implementer: Nexant
- Program Metrics:
 - 141,860 net MWh savings achieved (75% of forecast)
 - 5,540 projects completed (January-September)
 - \$0.21/kWh, \$30M incentive distributed
- Trade Ally Network: 52 trade allies (54% diverse-owned)
- Trade Ally Mentorship Program: 13 mentees and 5 mentors
- Targeted Outreach: Solutions for Energy Efficiency Logistics (SEEL) providing outreach to underrepresented and lower participation areas in Chicago
- Recognition: ACEEE Exemplary Program award

Hope House Video

- ✓ Case study showcasing how ComEd, Project Green and Hope House came together to give back to the community
- ✓ Looks beyond just lighting upgrades and shows how something so simple can be so impactful
- ✓ The emotional story pulls on the heart strings and provides inspiration to small businesses looking to do more

Small Facilities Program Offering

- Overview: Provides free facility assessments and EE projects for public sector business customer under 100 kW peak demand. Incentives average 50-70% of the project cost for comprehensive energy saving solutions including advanced lighting. ***New in 2018***
- Program Implementer: Willdan
- Participation:
 - 4,653 MWh savings achieved (74% of forecast)
 - 121 projects completed (January-September)
- Trade Ally Network: 40 Trade allies (25% diverse-owned)
- Key learnings: Public sector projects often require a longer sales cycle due to more stringent procurement procedures and due diligence. The program has mitigated the risk of project completion uncertainty by building a robust pipeline.
- Project Spotlight: Norwood Park Fire Department

<https://youtu.be/VEIGmwwa6BM>