

CY2018 Q4 Summary

Stakeholder Advisory Group
February 25, 2019

CY2018 Q4 YTD Summary – by the numbers

Portfolio Segment	Net MWh Actuals	Net MWh Plan Goal	% to Goal	Costs \$M	Plan Budget \$M	% to Budget
Residential	672,115	523,042	128%	\$86.5	\$84.2	103%
Income Eligible*	99,553	53,831	185%	\$34.1	\$35.4	96%
Business Private	739,994	779,255	95%	\$147.7	\$147.1	100%
Business Public	127,650	180,401	71%	\$37.7	\$37.6	100%
Other**	246,588	176,923	139%	\$8.2	\$13.3	62%
Portfolio-Level	-	-	N/A	\$38.8	\$34.0	114%
TOTAL	1,885,900	1,713,451	110%	\$353.0	\$351.6	100.4%
<i>Preliminary Results</i>						

* Excludes Public Housing

**Other includes Voltage Optimization, Therm Conversion, Lighting Carryover and R&D

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CY2018 Q4 Highlights

Business Offerings

- Customers completed over 11,700 private sector and 900 business public sector projects and purchased over 2.8M discounted lighting products through distributors
 - Over 7,900 small business and small facility projects
- Approved five CHP Feasibility Studies, building pipeline for 2019+
- Named ACEEE Exemplary Program: Small Business, Retro-Commissioning & LED Street Lighting
- Record number of Facility Assessments: 1,147 (779 in the private sector and 368 in the public sector)
- 40 substations now actively controlling voltage, achieving over 100,000 MWhs

CY2018 Q4 Highlights

Residential Offerings

- Customers received over 235,000 rebates, recycled over 53,000 appliances, purchased over 11M discounted LED bulbs and fixtures and participated in over 36,000 assessments
- New Instant Coupon tool - over 9,000 smart thermostat transaction with a reservation to redemption rate over 50%
- Record year for Fridge & Freezer Recycling with over 53,000 units collected and recycled
- Multi-Family experienced high demand, especially in the joint Nicor Gas service territory, leading to almost 1,000 assessments, over 16,000 upgraded tenant units, 486 common areas and 194 service provider projects
- Piloted sales training with HVAC & Wx service providers to further develop network value

SPOTLIGHT

INCOME ELIGIBLE PROGRAMS



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2018 Income Eligible Results

Program	Filed Plan 2018		Actuals 2018	
Single-Family*	\$11.6M	17,226	\$11.0M	10,934
Multi-Family*	\$8.4M	19,494	\$7.9M	17,921
Public Housing*	\$2.1M	1,826	\$1.7M	2,264
New Construction	\$2.4M	1,222	\$1.7M	2,055
Lighting Discounts	\$4.3M	16,494	\$4.2M	46,340
Food Banks	\$3.2M	15,241	\$3.7M	35,041
Kits	\$3.2M	9,012	\$3.3M	8,482
Outreach/Marketing	\$2.0M	-	\$2.2M	-
R&D	Up to \$6M	-	\$1.4M	-
TOTAL*	\$37M - \$43M	80,515MWh	\$37.1M	123,037MWh

* Energy savings include converted therms

CY2018 Income Eligible Highlights

Achieved 153% of filed energy savings goal and 88% of average annual spend goal of \$42M while serving over 44,000 households

Home Energy Upgrades

- Highlights: over 1,900 homes weatherized; expansion of CVHA into South suburbs; above 200% for IHWAP
- Challenges: ramp up of IHWAP network, lower savings per home

Multifamily Energy Upgrades

- Highlights: nearly 5,200 tenant units and 388 building projects (e.g., common areas, Wx, capital); IHWAP expansion
- Challenges: adapting annual cycle to scale program

Public Housing Energy Upgrades

- Highlights: nearly 2,500 tenant units, 90 building project; large Altgeld Garden (CHA) and Blackhawk (Rockford) projects
- Challenges: outreach to all PHAs

CY2018 Income Eligible Highlights

Affordable Housing New Construction

- Highlights: 9 projects completed, including LUCHA Passive House
- Challenges: long project timelines; new standard; awareness

Lighting Discounts

- Highlights: 1M+ units sold; small retailers 45% of sales
- Challenges: slower start-up; ensuring geographic distribution

Food Pantry LED Distribution

- Highlights: 1.7M LEDs distributed; new marketing tear-off
- Challenges: cross-promotion; getting non-participants on board

Energy Savings Kits

- Highlights: ~35K distributed; 15 CAAs and 70 local organizations
- Challenges: non-heating season distribution

CY2019 Income Eligible – A Look Ahead

Continued Offerings

1. Home Energy Upgrades
 - RI/CAAs
 - Franklin/CBA/CVHA (now includes free Nest E)
2. Multifamily Energy Upgrades
 - RI/CAAs
 - Elevate Energy (now includes free Nest E)
3. Public Housing Energy Upgrades
4. Affordable Housing New Construction – revisions to the technical standard, slightly increased incentives to offset staged payments
5. Lighting & Appliance Discounts – adding ENERGY STAR advanced power strips, room ACs, and air purifiers
6. Kits –expanding distribution through community events
7. Food Bank LED Distribution

CY2019 Income Eligible – A Look Ahead

New Offerings

1. Third Party programs include two new Manufactured Housing offerings
 - FREE energy upgrades for existing homes (Slipstream)
 - Incentives for new energy efficient manufactured homes, ENERGY STAR or incorporation of EE measures (DNV-GL)
 - Approved by ICC in December, launching in early spring 2019
2. IE Home Energy Assessment Pilot – tailored version of existing market rate HEA, incorporates free Nest E, meant to serve as bridge to Home Energy Upgrade
3. R&D research projects and/or pilots that are the result of the 2018 Call for Ideas