

# ComEd Energy Efficiency Program



## CY2018

### THIRD QUARTER REPORT



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## Portfolio Summary

1,197,138

Actual Net MWh YTD

1,848,860

CY2018 MWh Forecast

1,713,451

CY2018 MWh Filed Goal

\$220,703,858

Actual Spend YTD

\$336,157,179

CY2018 Long-Range Plan

\$351,633,881

CY2018 Filed Budget

### PORTFOLIO

- Through Q3, the portfolio has achieved 65% of its CY2018 forecast of 1,848,860 MWh and 70% of its CY2018 filed goal of 1,713,451 MWh.
- The portfolio has surpassed the conversion limit for fuels other than electricity, defined as 10% of the Applicable Annual Incremental Goal, or 94,423 MWh. Of the 1,190,914 MWh achieved through Q3, 94,423 MWh savings were converted from approximately 3.2 million therm savings. Of the 94,423 MWh, 11,831 MWh were converted from approximately 403,789 therm savings achieved by income eligible programs including Single-Family Retrofits, Multi-Family Retrofits, and Public Housing Retrofits, through Q3; the proportion of the 94,423 MWh attributed to income eligible programs will increase as additional therm savings are achieved by income eligible programs in Q4.
- Since its inception in 2008, the ComEd Energy Efficiency Program has saved ComEd customers over \$3.5 billion on their electric bills.

### RESIDENTIAL PROGRAMS

- Through Q3, residential programs have achieved 69% of their combined CY2018 forecast of 670,080 MWh.
- Customers have received over 140,000 rebates, recycled over 39,000 appliances, and received over 28,000 assessments through Q3.
- ComEd has collected and responsibly recycled more than 410,000 refrigerators and freezers since ComEd began to offer this service to our customers in June 2008.

### INCOME ELIGIBLE PROGRAMS

- Through Q3, income eligible programs have achieved 56% of their combined CY2018 forecast of 82,141 MWh.
- An additional 11,831 MWh savings were converted from approximately 403,789 therm savings achieved by income eligible programs, including Public Housing Retrofits, through Q3.
- Over 16,800 income eligible households have participated through Q3.

### BUSINESS PROGRAMS

- Through Q3, business private sector programs have achieved 66% of their combined CY2018 forecast of 719,500; business public sector programs have achieved 43% of their combined CY2018 forecast of 138,128 MWh.
- Over 8,600 business private sector projects and over 700 business public sector projects have been completed through Q3.

# Residential Programs

## Home Energy Reports

*Overview: The Home Energy Report provides select residential customers with information on how they use energy within their households. Reports and the online portal include usage comparison to that of similar, nearby households, personalized energy efficiency advice, program promotions, and application of behavioral principles and social norms to drive adoption of energy efficient behaviors.*

- 218,777 MWh savings achieved (76% of forecast)
- The program is reaching 1.7 million participants with a low opt-out rate and high customer satisfaction through customer inquiries and a high digital communication engagement rate.
- There continues to be a steady volume of approximately 200 customer inquiries per month. Each customer inquiry is responded to personally and promptly. A portion of customer inquiries also require technical support and coordination with our engineering group.
- During Q2, the Energy Doctor email address was added to the High Usage Alerts, which may help to reduce escalations. The number of customer inquiries to the Energy Doctor email address was under 30 and manageable, so the Energy Doctor email address remained in Q3.

## Lighting Discounts

*Overview: The Lighting Discounts Program provides instant in-store discounts to ComEd residential customers at participating retail stores on select ENERGY STAR® certified lighting: LEDs, LED trim kits, and LED integrated fixtures.*

- 169,123 MWh savings achieved (64% of forecast) based on 7,211,053 units sold
- Over 7.2 million LEDs, LED trim kits, and LED integrated fixture have been sold through Q3.
- Field representatives have conducted over 250 in-store lighting demonstrations and trained more than 9,000 store associates, including appliance retailers.

## Appliance Rebates

*Overview: The Appliance Rebate Program provides rebates for qualifying ENERGY STAR® appliances sold through retail channels to ComEd residential customers. Eligible measures include the following select ENERGY STAR® certified appliances and products: air purifier, clothes washer, electric clothes dryer, refrigerator, freezer, dehumidifier, variable speed pool pump, room air conditioner, ventilation fan, water dispenser, smart thermostat, and advanced power strip.*

- 19,957 MWh savings achieved (50% of forecast) based on 123,743 appliance rebates issued
- The program has seen great success with the Instant Coupon tool, with over 9,000 smart thermostats purchased through this channel. The reservation to redemption rate is over 50%.

## Fridge and Freezer Recycling

*Overview: The Fridge and Freezer Recycling Program provides ComEd customers free pickup and recycling of older, working refrigerators and freezers from residential customer homes. In addition to free pickup, customers receive a \$50 dollar incentive for fridge and freezer units and \$10 for AC units when collected in conjunction. Customers can enroll via phone, following the prompts on the ComEd® Energy Efficiency Program hotline at 855-433-2700, or through the ComEd website.*

- 18,763 MWh savings achieved (78% of forecast) based on 39,627 pickups
- Over 39,500 appliances have been recycled through Q3.
- An additional 3,600 units are already scheduled to be picked up in the next few weeks.
- Approximately 95% of customers are very satisfied with the convenience of the program and the professionalism crews have shown out in the field.
- ComEd has collected and responsibly recycled more than 410,000 refrigerators and freezers since we began to offer this service to our customers in June 2008.

# Residential Programs

## Home Energy Assessment

*Overview: Offered in partnership with Nicor Gas, North Shore Gas, and Peoples Gas, the Home Energy Assessment is a free walkthrough assessment with an energy advisor that determines the ways energy is used in the home. Customers receive personalized energy-efficiency recommendations, and the following energy-saving products are installed for free: ENERGY STAR® certified LEDs, programmable thermostats, WaterSense® certified showerheads, faucet aerators, and hot water pipe insulation. Advanced Power Strips are provided and left behind for the customer to install. Ecobee4 and Ecobee3 Lite smart thermostats are also available for purchase at a discount and include free installation.*

- 16,971 MWh savings achieved (69% of forecast) based on 12,814 assessments
- A total of 12,814 customers have received assessments through Q3. More than 2,400 additional assessments are already scheduled.
- The program is receiving positive responses from customers after their appointments with a customer satisfaction score of 4.8 out of 5.
- Savings per home are higher than expected with significant opportunities being found for LED installations.
- The program is adding additional in-field positions as well as operational positions to provide a sustainable set of resources to continue to meet program demand.

## Multi-Family Energy Savings

*Overview: In partnership with Nicor Gas, North Shore Gas, and Peoples Gas, the Multi-Family Energy Savings Program provides multi-family tenants and property owners and managers with a variety of ways to save electricity and natural gas. The program will serve as a "one stop shop" to generate energy savings throughout the property. After an initial assessment, immediate energy savings are generated by the direct installation of energy-saving products in both tenant and common area spaces. The program further provides Trade Ally (TA) installs of common area lighting measures.*

- 8,193 MWh savings achieved (67% of forecast)

- The program has completed 712 assessments, direct install work in 11,712 tenant units and 380 common area spaces, and 153 TA projects through Q3.
- Direct install work in an additional 4,500 tenant units and 175 common area spaces and 58 TA projects are forecasted for Q4.
- The program has experienced greater demand, especially in the joint Nicor Gas service territory, compared to the initial forecast for the year. Greater market saturation was anticipated, but viable opportunities continue to be discovered. This has resulted in a commitment by all the utilities to increase program funding to support the increased level of demand for direct install work and TA projects.

## Heating & Cooling Rebates

*Overview: The Heating & Cooling Rebates Program promotes investment in long-term savings by providing rebates for the purchase and installation of high efficiency central air conditioners, air source heat pumps, ductless mini-split heat pumps, ECM furnace blower motors, heat pump water heaters, smart thermostats, and ground source heat pumps.*

- 6,862 MWh savings achieved (78% of forecast) based on 10,372 rebates
- Over 16,500 customers have received rebates for energy efficient heating and cooling equipment, including contractor-installed smart thermostats, through Q3.
- The program launched a \$150 bonus for central air conditioners in August, which will be offered through the end of 2018.
- The trade ally network has increased from 367 trade allies at the end of Q2 to 454 trade allies at the end of Q3.

## Weatherization Rebates

*Overview: The Weatherization Rebates Program promotes investment in long-term savings by providing rebates for the purchase and installation of weatherization measures including air sealing, duct sealing, and attic and wall insulation. The program is offered jointly with Nicor Gas, North Shore Gas and Peoples Gas.*



## Residential Programs

- 365 MWh savings achieved (54% of forecast) based on 1,063 projects
- In Q3, over 500 customers received rebates for completing weatherization projects in the combined Peoples Gas, North Shore Gas and Nicor Gas service territories.
- For the first time, there is a rebate application with the branding of the four partner utilities that is used by the closed network of contractors who support the program.
- In August, contractors were provided new educational materials including co-branded fact sheets and bi-fold brochures to utilize when making customer sales. Contractors will be engaged for feedback and sales training opportunities at the Fall Residential Trade Ally Forum to increase program engagement and participation.
- The program continues to make up ground for inactivity at the start of CY2018, including tapping existing contractors to increase focus and efforts on work in the ComEd service territory.

### Elementary Energy Education (Super Savers)

*Overview: ComEd, Nicor Gas, North Shore Gas, and Peoples Gas have partnered to offer schools the opportunity to teach 5<sup>th</sup> grade students and their families how to use less energy at home. Students learn about valuable ways to save energy and money through in-class education. They also receive free take-home kits containing ENERGY STAR®-certified LEDs, faucet aerators, and other energy-saving products to install at home with their families.*

- 3,939 MWh savings achieved (51% of forecast) based on 28,201 kits
- The program continues to successfully collaborate with partnering gas utilities on co-branded materials, a web portal to support teacher enrollment and student resources, and vendor and program management.

### Residential New Construction

*Overview: In partnership with Nicor Gas, the Residential New Construction Program increases awareness and understanding among Home Energy Rating System (HERS) rating companies and home builders of the benefits of energy-*

*efficient building practices with a focus on capturing energy efficiency opportunities available during the design and construction of new single-family homes. Incentives are provided to HERS-certified consultants that certify homes and builders who construct homes that are at least 20 percent more energy-efficient than what currently is required by the State of Illinois Energy Code. Incentives are also provided to RESNET/HERS-certified consultants for submitting homes to the program.*

- 228 MWh savings achieved (68% of forecast) based on 476 homes
- A total of 476 homes have been completed through Q3.
- In Q3, the program made temporary updates to its incentive structure to boost savings and participation through the rest of the year. The program added a new tier which allows for homes that complete at 15% better than code to receive an incentive. Builder incentive levels were increased for all existing tiers. Similarly, rater incentives were increased. This promotion will last through Q4.
- On September 27, 2018, the program hosted a sold-out event that brought over 50 residential building professionals together to discuss the latest business strategies and construction techniques to successfully build high performance homes. This event featured keynote speaker, chief architect at the U.S. Department of Energy, Sam Rashkin, along with local building envelope specialists. Attendees learned why and how to integrate high-performance homes in an evolving housing industry.
- The program is currently forecasted to fall below goal. This is due to a recent update to the American National Standards Institute (ANSI) standard which negatively impacted savings per home.
  - The program team is still working with Navigant to gain approval to begin collecting prescriptive savings for lighting and appliance measures not currently captured through the energy modeling.
  - In efforts to increase program awareness and participation, the program team is supplementing continuing outreach efforts to HERS rating companies and builders, with new marketing avenues such as sponsorship of the GreenBuilt Home Tour and a builder focused training scheduled for later this year.
  - Similarly, the aforementioned new incentive tier structure was implemented to help close the savings gap.

## Residential Programs

### Middle School Kits – National Theatre for Children (NTC)

*Overview: The Middle School Kits Program leverages a live professional theater experience, performed at schools, to increase awareness of energy efficiency and initiate the ordering of kits. Kits are offered based on watering heating fuel type: natural gas and electric.*

- 615 MWh savings achieved (55% of forecast) based on 4,257 kits
- Beginning in CY2018, this program transitioned from the Third-Party IPA to a ComEd Energy Efficiency program offering.
- The fall schedule includes opportunities for 6,030 kits, based on the number of students scheduled to attend upcoming performances.

# Income Eligible Programs

## Income Eligible Lighting Discounts

*Overview: The Income Eligible Lighting Discounts Program provides instant in-store discounts to ComEd residential customers at participating retail stores on select ENERGY STAR® certified lighting: LEDs, LED trim kits, and LED integrated fixtures. Instant Discounts will minimize the burden on the target market by lowering barriers to participation.*

- 18,805 MWh savings achieved (61% of forecast) based on 472,130 units sold
- In August, the program had several outreach team members attend two National Night Out events in neighborhoods that had a high density of income eligible customers. The events were well attended by neighborhood residents, and the program was able to distribute LED bulbs during the event, which were well received.
- A marketing campaign continued into Q3. This campaign provided opportunity to promote the program through print and digital ads, cable TV, cinema, and radio. The campaign was offered in both English and Spanish.

## Single-Family Retrofits

*Overview: The Single-Family Retrofits Program is implemented by Resource Innovations and the Illinois Community Action Agencies, as well as Franklin Energy and the Chicago Bungalow Association (CBA). Implementers complete comprehensive home energy audits and work with contractors to make weatherization and additional upgrades at no cost to the customer. On the Franklin/CBA side, CBA identifies and determines qualified vintage homeowners located in the City of Chicago and coordinates Home Assessments to identify areas prone to air leaks or drafts and works with contractors to make weatherization updates at no cost to the customer. This program covers costs associated with completing Air Sealing, Attic and wall insulation, duct sealing, direct install measures (LEDs, water saving measures, programmable thermostats) as well as Health & Safety improvements. This program is delivered in partnership with Peoples Gas. On the Resource Innovation/CAA side, ComEd, in coordination with the northern gas utilities is partially and, in some cases, fully funding whole home energy upgrades, in coordination with the State and its*

*Illinois Home Weatherization Assistance Program. Measures may include all of those in the Franklin/CBA side, as well as mechanicals.*

- 1,446 MWh savings achieved (30% of forecast) based on 1,120 projects
- An additional 2,133 MWh savings were converted from approximately 72,789 therm savings achieved through Q3.
- Through Q3, a total of 1,120 income-eligible customers have had projects completed in their home at no out of pocket expense.
- During Q3, smart thermostats, specifically the Nest E, were added to the direct install measure list for no cost to the customer during the completion of the project. Through Q3, 19 Nest E smart thermostats have been installed in customer homes.
- Chicago Bungalow Association:
  - This channel is expected to complete an additional 250 projects in CY2018. With a goal to complete 1,250 projects in the City of Chicago during CY2018, CBA has already received applications and has identified all of the projects and homes to carry the program through the end of the year.
  - Launched late in Q2, the program is piloting the same program in Oak Forest, IL, with a goal of completing 250 homes in CY2018 to assess further expansion in future years. Through Q3, approximately 94 projects have been completed.
  - As compared to the bridge period in 2017, the program is seeing less opportunity for direct install measures in homes where projects are completed, while weatherization improvements continue to drive the majority of energy savings.
- Illinois Home Weatherization Assistance Program:
  - Efforts during Q3 were focused on (1) processing completed projects submitted by Community Action Agencies (CAAs), including joint with IHWAP (braided) and utility-only funded projects, and (2) helping agencies adhere to IHWAP standards for utility-only funded projects while navigating evolving IHWAP requirements from DCEO.
  - Efforts during Q4 will focus on (1) assisting CAAs with completing and closing out all planned jobs for 2018, (2) developing detailed forecasts and execution plans, on an agency-level basis, for a full year of production in 2019, for both braided and utility-only projects with a



## Income Eligible Programs

balance of single family and multi-family projects, and (3) continued coordination with DCEO and stakeholders.

### Multi-Family Retrofits

*Overview: The Multi-Family Energy Upgrade Program is implemented by Elevate Energy, and Resource Innovations and the Illinois Community Action Agencies. The program is a one-stop shop for multi-family building owners and managers whose buildings serve income-eligible residents, including energy assessments, direct installation of energy-saving devices, and replacement of inefficient equipment/systems at no or very limited cost. The CAA work is jointly funded with the gas utilities, and Elevate is joint with Peoples/NorthShore.*

- 2,402 MWh savings achieved (54% of forecast)
- An additional 9,689 MWh savings were converted from approximately 330,688 therm savings achieved through Q3.
- Through Q3, direct install work has been completed in 3,101 tenant units and 204 common area spaces. Additionally, a total of 62 TA projects, 82 weatherization projects, and 31 capital improvement projects have also been completed.
- The program successfully engaged with some larger property management companies during Q3, including Mercy Housing, to begin to perform assessments and complete projects at their buildings. Elevate Energy will continue their outreach efforts into the future to identify and build a pipeline of opportunities for the program with these groups.
- The IHWAP program is coordinated by Resource Innovations for both the Multi-Family Retrofits and Single-Family Retrofits programs. Please refer to the Single-Family Retrofits highlights for IHWAP program highlights.

### Affordable Housing New Construction

*Overview: The Affordable Housing New Construction Program offers technical support and incentives for whole-building efficiency for new construction and rehab projects that increase the energy efficiency of income eligible households.*

- 775 MWh savings achieved (79% of forecast) based on 6 projects
- A total of 385,345 income-qualified square feet has been incentivized through Q3.

- There are three projects in the pipeline for CY2018 with potential savings of over 420 MWh and 133,145 income-qualified square feet.
- In September, EnergyStudio began serving as a technical subcontractor to Seventhwave to support energy savings calculations.
- During Q3, it was confirmed that ICC installer requirements will be needed before issuance of the final incentive payment, not the initial payment.
- The development of an updated allocation agreement is in process. The allocation will differ for buildings heated with gas vs. all-electric buildings vs. hybrid system projects, which will be incorporated into the updated agreement.
- Planning for sponsorship and participation at two conferences is underway. Program staff will present on the program at both conferences.

### Food Banks Distribution

*Overview: The Food Banks Distribution Program provides ENERGY STAR® LEDs and advanced power strips to food banks affiliated with Feeding America. The food banks then use their network of local food pantries to distribute the bulbs to utility customers in need may elect to receive a free 4-bulb pack and one advanced power strip.*

- 20,606 savings achieved (60% of forecast) based on 1,006,416 products
- Beginning in CY2018, this program transitioned from the Third-Party IPA to a ComEd Energy Efficiency program offering.
- The program has distributed 999,936 9W LED bulbs and 6,480 advanced power strips through Q3.
- The program collaborated with Greenlite, LED manufacturer, to create a tear off sheet directly affixed to the LED 4-Packs. This tear off will replace the laminated educational component and will be used to serve multiple functions ongoing. This new educational initiative will begin in Q4, with the final shipment of LEDs. A total of 25,000 4-packs will display an LED educational tear off in English and Spanish; an additional 25,000 4-packs will display a tear off directing them to participate in an optional online survey to support evaluation research with the chance to win a \$250 gift card in exchange for their feedback.

## Income Eligible Programs

- This new marketing initiative offers the program an increased opportunity to ensure Food Pantry patrons receive information regarding LEDs and energy savings. In addition, ComEd can directly target their willing income eligible participants by utilizing the tear offs to obtain direct customer data, and program satisfaction results, currently not captured in this program.
- In Q3, the program hosted its second community volunteer event. The **Senior Grocery Market Event, at Northern Illinois Food Bank's Rockford** location, serves to help seniors ages 60 and up living independently with a limited income. It was a success, serving a record number of 406 patrons in need. The program assisted with the distribution of fresh produce and meats, along with a 4-pack of LEDs and income eligible brochures to each patron.

### Income Eligible Kits

*Overview: The Income Eligible Kits Program delivers energy efficiency kits to single family income eligible homes. The kits include (4) 9-watt LED bulbs, (2) 15-watt LED bulbs, (1) tier 1 advanced power strip, and general guidelines for energy savings. A portion of the kits will also contain (1) low-flow kitchen aerator, (1) low-flow bathroom aerator, and (1) low-flow showerhead.*

- 2,253 savings achieved (34% of forecast) based on 10,147 kits
- Beginning in CY2018, this program transitioned from the Third-Party IPA to a ComEd Energy Efficiency program offering.
- The program has partnered with Community-Based Organizations and various organizations hosting events to provide participants options in how to obtain a kit.
- The program has received great feedback and is making an impact on the income eligible community.

# Business Programs

## Standard

*Overview: The Standard Program provides monetary incentives to customers on a "Standard" per-unit or per-fixture basis. Offered measures include LEDs, T-8 and T-5 lighting and controls, building automation systems, air- and water-cooled chillers and variable speed drives, as well as equipment with niche or targeted market applications, such as laboratory, farm and commercial food service equipment, and grocery refrigeration measures.*

- Private: 122,727 MWh savings achieved (66% of forecast) based on 2,010 projects
- Public: 11,883 MWh savings achieved (50% of forecast) based on 333 projects
- There are potential savings of approximately 71,000 MWh from private sector projects and 8,000 MWh from public sector projects in the CY2018 pipeline.
- Near quarter-end, the program announced extending the HVAC Variable Speed Drive (VSD) Bonus from September 30<sup>th</sup> to December 15<sup>th</sup>.
- **A 15% "Early Bird" bonus was enacted on September 4<sup>th</sup>** to encourage faster submissions of final applications, as well as generate new applications. The deadline for the bonus is November 16<sup>th</sup>.
- The program is seeing an increased rate of applications from units of local government due to focused outreach to this customer segment in Q2.
- The program continues to see a large rate of participation from K-12 school districts. The pipeline currently consists of 55% K-12 School districts. The **program's** outreach team is continuing to be proactive with these customers' timeline to ensure project completion schedules are on target.

## Custom

*Overview: The Custom Program identifies and implements site-specific and unique cost-effective energy efficiency opportunities that are not available via the Standard element. Customized incentives based on calculated savings for specific customer projects are offered. Measures include process efficiency improvements, system upgrades, and those measures not covered by the Standard element of the program.*

- Private: 6,653 MWh savings achieved (39% of forecast) based on 69 projects
- Public: 3,019 MWh savings achieved (32% of forecast) based on 6 projects
- There are potential savings of approximately 5,900 MWh from private sector projects and 4,000 MWh from public sector projects in the CY2018 pipeline.
- The program continued to decrease cancelled and derated projects by 13% and 12%, respectively.
- The team is working with Navigant in analyzing higher energy savings for waste water treatment plants.
- Waste water treatment projects currently make up the majority of the **program's public sector pipeline**. However, the team is working with the Outreach Service Providers for line of sight to the potential custom measures in the public sector. The goal is to increase the measure diversity within the program.

## Data Centers

*Overview: The Data Center Program follows the basic tenets of the Custom Program such that all energy-saving measures that can be measured and verified via industry accepted measurement and verification techniques are eligible for incentives. Incentives are based on actual energy saved from pre-project conditions to post-project conditions. The targeted segment for this program includes data centers as a business, data centers that support businesses and subsequent systems that support those data centers.*

- Private: 11,041 MWh savings achieved (41% of forecast) based on 13 projects
- Public: 0 MWh savings achieved (0% of forecast)
- There are potential savings of approximately 9,400 MWh from 16 private sector projects and 70 MWh from four public sector projects in the CY2018 pipeline.
- The program onboarded four new Technical Service Providers in Q3 to increase customer reach and engagement.
- The program made direct contact with over 150 public sector leads, identifying over 50 prospective projects.

## Business Programs

- The CY2018 pipeline indicates the program is not on track to meet goals due to multiple projects being moved into 2019 or have been reduced in scope.
- To get the program back on track, an action plan was initiated to identify additional projects that can be completed in CY2018, including:
  - Reaching out to existing customers to identify additional savings available for their facility
  - Developing simple engineering tools to help non-technical customers make informed decisions about their energy usage
  - Working with customers to complete low-cost RCx measures identified in Technical Assistance Services reports

### Combined Heat & Power (CHP)

*Overview: The Combined Heat and Power (CHP) Program supports the investigation of CHP opportunities for conventional and waste heat to power (WHP) systems, existing systems that have been dormant for at least three years, and generation equipment that currently does not have waste heat recovery capabilities. The program provides an economic assessment of site specific CHP opportunities and promotes implementation of CHP projects by customers.*

- The implementation of the program has been transferred to the Energy Resources Center (ERC) at the University of Illinois at Chicago from Leidos as of March 15th. Activity increased in Q3.
- There are currently (1) Feasibility Study (FS) in review, (1) FS being conducted, and (2) additional FS applications pending approval.
- One draft feasibility study was completed for a hotel in a southwest suburb of Chicago, and the final draft is pending submission from the Technical Service Provider (TSP).
- Currently, there is one potential FS application submission for a waste water treatment facility, but more engineering needs to be done before the customer will submit an application.
- The ERC has identified several leads, using a ComEd requested 2016 ICF study. Targeted market sector webinars are planned to start in Q4.
- During Q3, the first service provider workshop was organized and held at ComEd offices resulting in feedback from the SP network identifying topics

for future workshops. The next workshop is already planned to occur in early Q4.

- The program is currently focused on stronger outreach and communication, with ERC leveraging their strong regional CHP expertise and reputation to actively spread word about the program while also performing direct customer recruitment.
- Due to a long sales and development cycle, CY2018 will see a lot of activity in building a pipeline of projects for CY2019 and not actual installations.
- Joined the U.S. Department of Energy Packaged CHP Accelerator pilot to introduce packaged CHP to customers as a way to decrease implementation costs.

### Small Business Energy Savings (SBES) & Small Facilities

*Overview: The SBES Program and Public Small Facilities Program implement energy efficiency projects for customers under 100 kW peak demand. The program provides comprehensive energy savings solutions for customers including advanced lighting, refrigeration, HVAC, and compressed air.*

- Private: 141,860 MWh savings achieved (75% of forecast) based on 5,540 projects
- Public: 4,653 MWh savings achieved (74% of forecast) based on 121 projects
- The program onboarded one new Trade Ally in Q3. All small business trade allies are ICC certified.
- The program collaborated with the Non-Profit, Multi-Family, and Public Small Facilities teams to encourage cross promotion of various ComEd offerings to help fully service customer needs.
- The program is working with Solutions for Energy Efficiency Logistics (SEEL) to promote the program within underrepresented, or lower participating, areas.
- The program continued to release new versions of the Mobile Assessment Tool to improve the experience for both TAs and customers.
- Multiple waves of Trade Ally Mentorship were completed including the Track 1 initiative which focuses on partnering new TAs with long-standing TAs as a path for growth and success.

## Business Programs

- The program continued to promote and install non-lighting measures via cross-promotion and TA partnerships, as new fixtures accounts for approximately 81% of savings.
- Two new lighting fixtures were added the Small Facilities measure list in June to support customer and TA requests.
- In Q3, the Small Facilities program completed its first written case study for the Acorn Public Library District and first video case study for the Norwood Park Fire Protection District.
- Public sector projects often require a longer sales cycle due to more stringent procurement procedures and due diligence. Approval from multiple decision makers that meet on a set schedule is typically required. The program has mitigated the risk of project completion uncertainty by building a robust pipeline that exceeds the savings goal.

### Business Instant Discounts

*Overview: The Instant Discounts Program provides instant discounts on qualifying commercial screw-in, pin-base, HID, and linear fluorescent fixtures, and exit signs. Linear fluorescent lamps can be replaced with reduced wattage T8 lamps or Tubular LED (TLED) lamps. All screw-in, pin-base and exit sign replacements are LED.*

- Private: 129,137 MWh savings achieved (72% of forecast) based on 1,716,705 products sold
- Public: 10,280 MWh savings achieved (68% of forecast) based on 171,819 products sold
- Beginning in July, a bonus of \$1.00 per lamp was added to omni-directional lamp incentives to spur sales of this high impact, low cost per kWh measure.
- PAR and omni-directional lamps are having a significant impact on program savings and building strong participation towards the year-end goal.

### AirCare Plus

*Overview: The AirCare Plus Program is an enhanced HVAC maintenance service program designed to optimize the performance of all major energy-using components of packaged HVAC Roof Top Units (RTUs) and split systems. The program integrates a package of energy saving hardware retrofits and*

*mechanical adjustments into the standard commercial HVAC service and maintenance model to provide a cost-effective energy saving solution for 3 to 60-ton units.*

- Private: 11,598 MWh savings achieved (68% of forecast) based on 992 projects
- Public: 1,719 MWh savings achieved (48% of forecast) based on 102 projects
- In PY9, participation from small business customers with a peak demand of 100 kW or less was attributed to the Third-Party IPA. Beginning in CY2018, the program transitioned from the Third-Party IPA to a ComEd Energy Efficiency program offering.
- Work has been completed 1,094 projects, and 3,970 measures have been installed through Q3.
- Contractors and customers participating in the program recognize the value of tuning up HVAC systems. The program has helped several contractors enter the energy efficiency space with an offering aligned with their businesses and skill set.
- A new program contractor recently completed a large project in Q3 for Congregation Beth Shalom, which saved the customer 682,000 kWh, with an incentive of approximately \$20,000.
- Advanced rooftop unit controls were installed in two public sector projects, Ackerman Sports and Fitness Center and Village of Bridgeview, with the additional help of bonus incentives targeting advanced controls.
- The Aurora School District #129 saved over 700,000 kWh through the program from tune ups, economizer work, real seal, notched v belt, and thermostat adjustments.

### C&I New Construction

*Overview: The New Construction Program provides technical assistance, support for the Leadership in Energy and Environmental Design (LEED) rating system, and incentives for efficient designs and measure implementation to influence building design practices during the design and construction of new buildings, major renovations of existing buildings, and tenant build-outs in the C&I market.*

- Private: 12,113 MWh savings achieved (59% of forecast) based on 39 projects



## Business Programs

- Public: 16 MWh savings achieved (12% of forecast) based on 1 project
- The program accepted 7 public sector and 31 private sector project applications in Q3, of which 9 were Expedited Assistance.
- There are potential savings of approximately 10,200 MWh from 39 private sector projects and 280 MWh from 1 public sector project in the CY2018 pipeline.
- In Q3, the program team held 25 in-person meetings with customers to discuss the program and their specific projects. Nine of these meetings were lunch and learns. Seven leads were referred to other programs within the portfolio for projects that were not eligible for the program.
- The program team held a series of focus groups to vet concepts for updating the program to simplify program delivery, provide more real-time customer assistance, serve more projects, serve smaller projects and promote deeper energy savings. There were multiple groups that focused on public sector projects and to best serve this sector specifically. Program participants are excited about the proposed changes.
- The program is not on track to meet its private or public sector savings goals. One driver of this shortfall is a larger than expected decrease in savings per square foot resulting from more stringent energy code requirements. Planning analysis assumed savings would be around 2.5 kWh per sq. ft, but the current pipeline average is 1.7 kWh per sq. ft. Another driver is declining average project size, which has fallen from a historical peak of 270,000 sq. ft in PY9 to the current average of 157,728 sq. ft. The program design changes in development for 2019 are designed to reduce program cost per project, capture a greater share of the market, and drive deeper energy savings from enrolled projects.

## Industrial Systems

*Overview: The Industrial Systems Optimization Program is a study-based program for compressed air, process cooling, industrial refrigeration and wastewater treatment plant. The target customer is over 500 kW but under 10 MW. Because this is a study-based program, there are no predefined measures. Measures are a mix of no- to low-cost system optimization and capital improvements that are like custom measures.*

- Private: 11,493 MWh savings achieved (45% of forecast) based on 40 projects
- Public: 0 MWh savings achieved (0% of forecast)
- There are potential savings of approximately 14,600 MWh from private sector projects in the CY2018 pipeline.
- A large compressed air project of 3,200 MWh savings was completed in Q3.
- The program launched a new offering for Fix It Now compressed air to allow service providers to survey and fix compressed air leaks at the same time. There has been significant interest from service providers in the new offering.
- The program has energy advisors to assist customers with implementing prospect projects that were identified in facility assessments.

## Retro-Commissioning (RCx)

*Overview: The RCx Optimization Program provides detailed engineering analysis of building systems designed to identify energy-saving operational improvements with a bundled simple payback of 18 months or less. Incentives are provided to customers who commit to implementing agreed-upon energy-saving equipment scheduling, optimization of economizer operations, and adjustment of heating, ventilation, and air conditioning (HVAC) setpoints.*

- Private: 22,014 MWh savings achieved (79% of forecast) based on 68 projects
  - 5 RCx (buildings over 400,000 square feet) projects completed
  - 10 RCxpress (buildings between 150,000 and 400,000 square feet) project completed
  - 51 RCx Building Tune-Up (buildings less than 150,000 square feet) projects completed
  - 2 monitoring-based commissioning (MBCx) projects completed
- Public: 1,498 MWh savings achieved (33% of forecast) based on 3 projects
  - 1 RCx (buildings over 400,000 square feet) project completed
  - 9 DCEO legacy projects
- There are potential savings of approximately 28,000 MWh from private sector projects and 3,330 MWh from public sector projects in the CY2018 pipeline.

## Business Programs

- Program incentives, service provider fees and performance-based kWh incentives were increased slightly in CY2018 to drive participation. This was the first increase in several years.
- The MBCx incentive structure changed to pay incentive to service providers instead of customers, who will now receive the study for free, similar to RCx.
- An MBCx project at The Franklin was selected for national recognition by the **Department of Energy's Smart Energy Analytics Campaign**, achieving over 4,700 MWh in savings. Sieben Energy Associates was selected for recognition by the same campaign for their accomplishments as an MBCx service provider.
- During CY2018, pre-existing public sector RCx projects are being managed through to completion by SEDAC, the RCx program implementer under DCEO who transitioned to the ComEd program to maintain a smooth customer experience. Public sector RCx projects for which applications were accepted after October 15, 2017 are being managed by Nexant along with **private sector projects, following ComEd's existing program structure.**
- An application bonus is currently being offered to drive public sector RCx and RCxpress projects.
- The program is in the final stage of contracting with Cascade Energy for a waste water treatment plant cohort that will deliver potential savings of 7,600 MWh over a two-year period and an industrial refrigeration cohort that will deliver potential savings of 5,985 MWh over a two-year period.
- CLEAResult is under contract for a K-12 school district cohort that will deliver potential savings of 2,850 MWh over a one-year period and a commercial real estate cohort that will deliver potential savings of 2,850 MWh over a one-year period.
- The new cohorts for waste water treatment plants and K-12 school districts will uniquely target these public sector customers to engage and deliver significant energy savings.
- In addition, there will be a continuation of the practitioner cohort (alumni group) that all previous cohort members will be eligible to participate in.
- The change in culture to incorporate energy saving practices may take more than a year but produce a significant impact over time. The addition of the practitioner group is good way to continue the success for the customer. In addition, the program identifies other capital investment opportunities that drive participation in other energy efficiency programs.

## Strategic Energy Management (SEM)

*Overview: Strategic Energy Management provides tools, coaching and technical resources to support your energy goals through a year-long series of workshops and one-on-one coaching. It draws on principles of continuous improvement and organizational change and integrates Lean, Six Sigma and other cost savings and operational excellence initiatives. SEM will help implement organizational structures, behavior changes, and systematic practices that can lead to reducing energy costs by up to 15% for both electricity and natural gas.*

- Private: 0 MWh savings achieved (0% of forecast)
- Public: 0 MWh savings achieved (0% of forecast)
- There are potential savings of approximately 12,400 MWh from private sector projects in the CY2018 pipeline.
- The change in culture to incorporate energy saving practices may take more than a year but produce a significant impact over time. Several new cohorts will be over a two-year period to encourage deeper savings at the site.

## LED Street Lighting

*Overview: The program is to replace existing ComEd-owned mercury vapor (MV) or high pressure sodium (HPS) fixtures with LED street lights. These street lights are installed and maintained by ComEd and the municipality pays a rental charge for the fixture as well as an energy charge. LED street lights provide energy efficient lighting which reduces operating costs and increases the life of street lighting.*

- Private (ComEd Owned): 1,272 MWh savings achieved (9% of forecast)
- Public (Municipality Owned): 24,598 MWh savings achieved (36% of forecast)
- Installations of ComEd owned fixtures in the remaining municipalities have already begun or will begin in October with the balance of the 24,000 fixtures expected to complete by the first week in December.
- For municipality owned fixtures, there have been more than 198 projects paid for applications serving more than 44 municipalities through Q3.

## Business Programs

- For municipality owned fixtures, while there are approved applications with an estimated MWh savings of 60,000 MWh, only about 45,000 MWh are expected to be submitted by the beginning of December.

### Operational Savings

*Overview: The Operational Savings Program identifies no-cost/low-cost opportunities that do not qualify for incentives. These opportunities are identified by engineers during various types of ComEd Energy Efficiency Program studies and Facility Assessments. Examples of such opportunities include shutting off idle equipment, optimizing the efficiency of existing systems and changes in the operating habits of occupants.*

- Private: 2,689 MWh savings achieved (204% of forecast) based on 179 implemented measures
- Public: 375 MWh savings achieved (112% of forecast) based on 29 implemented measures
- A record number of Facility Assessments (FAs), 739 (466 private sector and 273 public sector) have been completed through Q3. This is greater than the previous annual high of 663 FAs.
- A total of 1,331 operational measure opportunities, 816 private and 485 public, have been identified during FAs through Q3.
- Through Q3, the program has increased personnel (outreach and engineering) as well as a greater marketing focus regarding FAs.

### Rural Small Business Kits

*Overview: The Rural Small Business Kits Program aims to cost-effectively capture electric energy savings in office, restaurant, or other general facilities located in ComEd's rural counties. The program achieves immediate savings through a kit of self-install energy efficiency measures delivered directly to customer facilities. A customer survey will be used to determine installation rates for each measure.*

- 2,057 MWh savings achieved (87% of forecast) based on 3,517 kits
- Beginning in CY2018, this program transitioned from the Third-Party IPA to a ComEd Energy Efficiency program offering.

- The program did not begin production until the final week of Q1; however, the program is back on track and has already fulfilled 100% of the office kits goal.
- Restaurants continue to be difficult market to reach due to the unique hours of operation and the narrow window to contact these customers.
- TRM Version 6 Errata resulted in revised kit savings; revised savings from advanced power strips increased savings from 437.44 to 455.96 kWh per office kit.

### Power TakeOff Energy Advisor

*Overview: Using analysis of AMI data, Power Takeoff identifies customers that have significant potential for operational savings. When such a customer is identified, Power Takeoff reaches out directly to engage the customer and provides recommendations to help them operate their facility more efficiently. The customer documents the changes to operations that are made, and Power Takeoff measures and verifies savings using the same AMI data. Since the change in usage over time needs to be adequately demonstrated, verification takes three to six months to complete.*

- 1,506 MWh savings achieved (59% of forecast) based on 245 actions
- Beginning in CY2018, this program transitioned from the Third-Party IPA to a ComEd Energy Efficiency program offering.
- The program has had 141 participants through Q3.
- Support from the ComEd Large Customer Services team for national accounts was very valuable in providing introductions to the appropriate customer personnel for Power Takeoff to work with. The program is also coordinating with outreach teams for commercial real estate and health care segments.
- Power TakeOff is working with the ComEd Facility Assessment (FA) team and Small Business team. Prior to scheduled site visits, the Power TakeOff team will provide the FA engineer with an analysis of the facility, highlighting opportunities for operational improvements that can be discussed with the customer.

## Business Programs

### Business Energy Analyzer (BEA)

*Overview: Business Energy Analyzer provides business customers with tools to visualize their energy usage over time, pinpointing high use periods and suggesting potential strategies to reduce energy costs. Customers receive personalized energy-efficiency solutions based on their unique energy use and the ability to compare usage patterns with similar businesses.*

- The BEA is being maintained until the First Fuel (FF) tool within My Account, part of the Business Intelligence and Data Analytics (BIDA) initiative, can demonstrate comparable performance.
- While the new FF tool is similar in function to BEA, a parallel evaluation process is being developed, in which some BEA users will be transitioned to the new tool and others will remain on BEA. Once it has been demonstrated that the FF tool successfully generates savings on the same level as BEA, the BEA will be phased out.
- In Q3, marketing of the BEA, such articles in customer-facing newsletters, increased, resulting in an increase in the number of users.
- The PY9 evaluation determined that the reduction in energy usage for engaged customers increased to 2.76 percent.

- Lighting improvement work continued during Q3 at Altgeld Gardens & Murray Homes, a Chicago Housing Authority property, and is expected to conclude in November.
- Several other PHAs have or will benefit from energy efficiency work this year, including multiple sites for Cook County, DeKalb, North Chicago, Rockford, Waukegan, and Winnebago County.

### Public Housing Retrofits

*Overview: The Public Housing Retrofits Program provides energy efficiency retrofits in Public Housing Authority (PHA) facilities in the ComEd service territory. The program offers energy assessments and incentives to upgrade most inefficient equipment in buildings owned and managed by a PHA, including residential units, and common areas at no cost. For energy efficiency projects requiring funding beyond program incentives, technical assistance will be offered to support implementation and identify financing options.*

- 1,127 MWh savings achieved (41% of forecast)
- An additional 9 MWh savings were converted from approximately 312 therm savings achieved through Q3.
- Direct install work has been completed 2,497 tenant units and 28 common area spaces, and 11 TA projects have been completed through Q3.

# Voltage Optimization & Market Transformation Programs

## Voltage Optimization

*Overview: The Voltage Optimization Program deploys circuit voltage detectors and control equipment that will effectively assess and adapt the amount of voltage traveling across a power line at any given time. Once in place, these devices will allow ComEd to more precisely monitor, manage and deliver the voltage customers need. No additional effort by consumers will be required as the control equipment will automatically adjust to consistently deliver only the voltage each customer requires.*

- 16,591 MWh savings (16% of forecast)
- Two substations are online and actively controlling voltage.
- Substations have taken slightly longer to come on line that was originally anticipated. This is not unexpected for a new control system, and those lessons learned have been applied as new substations are brought on line.

## Building Operator Certification (BOC)

*Overview: This training and certification program for large commercial building managers is operated by the MEEA Team. Energy savings are attributed to both increased awareness of energy efficiency opportunities from the training and from participation in utility programs.*

- The CY2018 BOC Program is now operating as a statewide program with funding from ComEd, Ameren, Nicor and Peoples/North Shore Gas.
- There are five training sessions in Chicago, Peoria, Joliet, Rockford and Bloomington that will be ongoing in Q4.
- More information on training options and schedules is available at <http://www.boccentral.org/training/illinois>.

## Illinois Home Performance (IHP)

*Overview: The Illinois Home Performance with ENERGY STAR® Program consists of processing ENERGY STAR® certificates for homeowners, training realtors and appraisers, and conducting a building science training series.*

- The CY2018 IHP Program is now operating in Northern Illinois with funding from ComEd, Nicor Gas, and Peoples/North Shore Gas.

- Eight training sessions have been conducted to date, with nine more still scheduled for 2018.
- More information on training options and schedules is available at <http://www.illinoishomeperformance.org/>.

## Market Transformation Summit

*Overview: On September 12-13, 2018, ComEd sponsored a Market Transformation Summit meeting that brought together many of the leading Market Transformation thinkers in the industry to discuss the key elements of a best-in-class program. The meeting was held at the Catalyst Ranch facility in downtown Chicago. Attendees included utilities, national energy efficiency not-for-profits, evaluators and consultants.*

- The meeting began with brief five-minute **presentations on the “must-have”** recommendations for Market Transformation Programs and was followed by break-out sessions to discuss and add detail to the recommendations.
- Attendees participated in a resource allocation exercise to determine group priorities for program elements before finishing up with a final discussion of the most important take-aways.
- ComEd not only received invaluable program guidance, but also received excellent feedback on the value of the Summit from attendees.



## Emerging Technology

*Mission: Assess, introduce, and accelerate the adoption of emerging cost-effective energy efficient technologies and services through demonstration and pilot projects in the ComEd service territory that have the potential to offer sustainable kWh and kW savings*

### Smart Meter Connected Devices Service (SMCD)

*Overview: Customers are able to purchase smart devices directly from manufacturers and have their smart device connected or joined to their smart meter to receive real-time energy data. Primary customer benefits include increased awareness of electric energy consumption, potentially reduced electric energy use due to behavioral changes.*

- Service Launch: December 2014
- Target Customer: ComEd residential customers with smart meters
- 930 customers have been successfully commissioned into the SMCD service.

### Water/Energy Nexus

*Overview: A study has been completed to quantify the energy required to deliver water to a customer site. This value, being introduced to the TRM for 2019, may allow ComEd to claim energy savings from water reduction measures. Elevate Energy has been commissioned to help identify new potential measures.*

- Target Sector: All
- Type of Test: Study
- Completion Date: TRM workpaper complete; new measure study will be completed in 2018 Q4.

### Nest Seasonal Savings

*Overview: During the summers of 2017 and 2018, Nest thermostat owners within the ComEd service territory were offered the opportunity to opt-in to the Seasonal Savings program, which makes small set-point adjustments to deliver additional energy savings for the customer while balancing comfort requirements. Navigant is calculating the impact of this program on savings and savings persistence.*

- Target Sector: Residential

- Type of Test: Pilot
- Completion Date: September 2018; savings data will be reported in 2018 Q4.

### Total Connected Savings

*Overview: Starting in early 2018, customers with a Honeywell Wi-Fi thermostat (not a smart-thermostat, i.e., one that can sense occupancy), were able to enroll into the Total Connected Savings program which provides cloud-based advanced analytics to control the thermostat based on outside weather conditions to **increase energy savings while maintaining occupants' comfort.***

- Target Sector: Residential
- Type of Test: Pilot
- Completion Date: September 2018; savings data will be reported in 2018 Q4.

### Income Eligible: High-Efficiency Public Housing Retrofit

*Overview: A team of stakeholders and experts designed and deployed retrofit strategies incorporating new heating and cooling technologies for seven housing units located at Rockford Housing Authority's (RHA) Blackhawk Courts this summer. The new technologies include advanced heat-pumps and low capacity furnaces. Tenants moved back into the retro-fitted units in fall 2017 and data will be collected on the operation of the systems throughout summer 2018.*

- Target Sector: Residential
- Type of Test: Demonstration Project
- Completion Date: Winter 2018; savings data will be reported in 2019 Q1.
- The retrofit was completed on time, but the overall project was delayed as RHA pursued additional facility upgrades outside of this pilot.

### HVAC SAVE

*Overview: The HVAC SAVE project will provide training for Trade Allies to provide a Quality Install (QI) of Residential AC units to improve their performance. This pilot will look to have 400 QI installs this summer and will collect information on QI energy savings to encourage TRM inclusion for 2019.*

## Emerging Technology

- Target Sector: Residential
- Type of Test: Pilot
- Completion Date: TRM workpaper complete; pilot complete October 2018; study findings will be reported in 2018 Q4.

### Commercial Geothermal Pilot

*Overview: The project implementation team is developing a pilot offer to incentivize geothermal heat pump (GHP) installations in the commercial and public sectors (business offering) through a Standard program styled approach. The pilot includes a TRM Workpaper Development, Pilot Program Design and Planning, and Marketing and Outreach.*

- Target Sector: C&I
- Type of Test: Market Testing
- Completion Date: TRM workpaper complete; pilot complete June 2019; study findings will be reported in 2019 Q3.

### Condenser VFD Pilot

*Overview: This project will study the impact of adding variable frequency drives (VFDs) to refrigeration system condenser fans in 23 condensers in 4 supermarkets. The pilot will compare system performance pre- and post-condenser fan retrofit with VFD, and provide energy and cost impacts to the TRM.*

- Target Sector: C&I
- Type of Test: Pilot
- Completion Date: TRM workpaper complete; pilot complete September 2018; study findings will be reported in 2018 Q4.

### Income Eligible: LUCHA Passive House Demonstration

*Overview: The Latin United Community Housing Association's (LUCHA) Tierra Linda project is comprised of several new construction multifamily buildings intended for low income residents. Located along the 606 Trail in Chicago's Humboldt Park neighborhood, one of the six-unit buildings will be constructed to Passive House Institute U.S. (PHIUS) certification standards. ComEd will install energy monitoring equipment, survey residents, and analyze construction cost*

*data to better understand the potential for integrating Passive House standards into the Affordable New Construction program.*

- Target Sector: Residential and Income Eligible
- Type of Test: Demonstration Project
- Completion Date: Monitoring equipment was installed at end of 2018 Q2; first data analysis report June 2019
- Buildings were recently constructed, and monitoring equipment has been installed.

### Q-Sync Motors Pilot

*Overview: This project will measure the energy savings and demand reduction from retrofitting refrigeration equipment motors with synchronous motors from manufacturer QM Power. These motors are 20% more efficient than electronically commutated motors. TRM workpapers for both reach-in and walk-in coolers will be completed for 2019 and 2020 TRM inclusion.*

- Target Sector: C&I
- Type of Test: Pilot
- Completion Date: TRM workpaper (reach-in coolers) complete; pilot complete December 2018; study findings (walk-in coolers) will be reported 2019 Q1

### Absorbent Air Cleaning Technology Demo

*Overview: This project will test new technology from manufacturer enVerid that filters and cleans indoor air and recycles it through the building's ventilation system to reduce the need to bring in outside, unconditioned air. A large downtown Chicago office building is installing this equipment and Seventhwave will perform a savings analysis throughout 2019.*

- Target Sector: C&I
- Type of Test: Pilot
- Completion Date: Construction will complete in February 2019, monitoring will continue throughout 2019; study results reporting in Q1 2020

# Marketing Education & Awareness

## General Outreach

- Participated in 73 energy efficiency events
- Interacted with approximately 6,161 customers
- Collected approximately 253 residential emails for the EE Monthly Newsletter

## Residential E&A Family Campaign – Neighbors

*Overview: The campaign was to promote awareness of the Energy Efficiency Program offerings with a call to action of ComEd.com/HomeSavings*

- In-market September 3 – December 2, 2018
- Included Radio, OOH and Print
- Generated 2,059,906 digital impressions in September
- Drove 100,207 page visits to ComEd.com/HomeSavings In-market

## Business E&A Facility Assessment Campaign – Moving Up

*Overview: The campaign was to promote awareness of our facility assessment offerings with a call to action of ComEd.com/FacilityAssessments.*

- In-market January – December 2018
- Includes TV, cable, digital, radio, social and print
- Generated 6,665,819 digital impressions from July through September
- Drove 200 page visits to ComEd.com/FacilityAssessments

## Rebates Campaign

*Overview: The campaign was to promote awareness of the rebates offerings with a call to action of ComEd.com/Rebates.*

- In-market June – September 2018
- Included cable, digital, radio, social and print
- Generated 6,665,819 digital impressions from July through September 9<sup>th</sup>
- Drove 31,360 page visits to ComEd.Com/Rebates

## Public Sector Campaign

*Overview: The campaign was to promote awareness of our public sector offerings with a call to action to look at incentives available on ComEd.com*

- In-market June – July 2018
- Includes TV, digital, social and print
- Generated 5,317,536 digital impressions from July 2<sup>nd</sup> – July 15<sup>th</sup>
- Drove 21,834 page visits to ComEd.com

## Instant Discounts – Pass the Buck

*Overview: The campaign was to promote participation in the Instant Discounts program with a call to action to learn more about all of the lighting solutions available.*

- Included TV, digital and radio
- In-market February – December 2018
- Generated 7,179,442 digital impressions from July through September
- Drove 15,839 page visits to ComEd.com/LightingSolutions

## Income Eligible Lighting Discounts Campaign

*Overview: The campaign was to promote awareness of income eligible lighting discounts through the ComEd Energy Efficiency program with a call of action to get instant in-store discounts at your local retailer.*

- In-market April 16<sup>th</sup> – August 26<sup>th</sup>, 2018
- Included digital, radio, print and out of home
- Generated 3,584,908 digital impressions from July 30<sup>th</sup> through August 26<sup>th</sup>

## Fridge Recycling Campaign – Found Money

*Overview: The campaign was to promote awareness of fridge recycling through the ComEd Energy Efficiency program with a call to action to get \$50 to recycle your old, working fridge.*

- In-market January – September 2018
- Included digital, radio, social and digital billboard
- Has generated 7,273,439 digital impressions from July through September
- Drove 15,839 page visits to ComEd.com/FridgeRecycling

# Stipulations

## Commitments Regarding Interactions with the Income-Qualified Advisory Committee (Settlement Stipulation § IV(D)(1))

- ComEd agrees to report on a quarterly basis to both the Income-Qualified Energy Efficiency Advisory Committee and the SAG on the development of reporting metrics on the following topics:
  - Identification of budget, savings, and number of participants served through Income-Qualified Plan funding, separately tracking by single-family and multi-family programs:
    - For budget and savings, please refer to the Income Qualified Programs section **on the “Ex Ante Results” tab of the statewide quarterly report template**. Total Income Qualified homes served is **captured on the “Other” tab of the statewide quarterly report template**.
    - The Single-Family Retrofits program has completed projects for a total of 1,120 income-qualified customers through Q3.
    - The Multi-Family Retrofits program has completed direct install work in 3,101 tenant units through Q3.
    - The Public Housing Retrofits program has completed direct install work in 2,497 tenant units through Q3.
    - The Affordable Housing New Construction program has completed six projects through Q3.
    - The Income Eligible Kits program has distributed 10,147 kits to income-qualified single-family homes through Q3.
    - The Food Banks Distributions program has distributed 999,936 9W LED bulbs and 6,480 advanced power strips through Q3. An estimate of unique participants is unavailable.
  - Income-Qualified pilot program results:
    - The Emerging Technology program has two pilots that are specific to income eligible and public housing customers: High-Efficiency Income Eligible Housing and LUCHA Passive House. The total spend on these projects was \$179,063 in Q3.
    - Please refer to the Emerging Technology section on page 23 of this report for additional information on High-Efficiency Income Eligible Housing and LUCHA Passive House.
- Identification of implementation vendors who receive funding designated for Income-Qualified programs, indicating whether each vendor is an independent third party that has demonstrated capabilities to serve such households, including not-for-profit entities and government agencies that have existing relationships with or experience serving Low-Income communities in the State:
  - Single-Family Retrofits – Chicago Bungalow Association (not-for-profit), Chicagoland Vintage Home Association (not-for-profit), Franklin Energy (for-profit), Illinois Association of Community Action Agencies (not-for-profit), Resource Innovations (WBE for-profit), 15 community action agencies in the ComEd territory (not-for-profits)
  - Multi-Family Retrofits – Elevate Energy (not-for profit), Franklin Energy (for-profit), Resource Innovations (WBE for-profit), Shelton Solutions (WMBE for-profit), 15 community action agencies in the ComEd territory (not-for-profits)
  - Public Housing Retrofits – Elevate Energy (not-for-profit), Franklin Energy (for-profit), University of Illinois at Chicago Energy Resources Center (not-for-profit)
  - Affordable Housing New Construction – Seventhwave (not-for-profit)
  - Income Eligible Lighting Discounts – CLEAResult (for-profit)
  - Low Income Kits – University of Illinois at Chicago Energy Resources Center (not-for-profit), 15 community action agencies in the ComEd territory (not-for-profits)
  - Food Bank – CLEAResult (for-profit), Greater Chicago Food Bank (non-for-profit), Northern Illinois Food Bank (non-for-profit), Riverbend Food Bank (non-for-profit)
  - Outreach & Marketing – Eire (WBE for-profit), Faith in Place (not-for-profit), Franklin Energy (for-profit), Ignition (for-profit), PACO (MBE for-profit), Surge Solutions (MBE for-profit)

## Total Resource Cost (TRC)

### CY2018 New Measures

All measures in the table below were launched in CY2018.

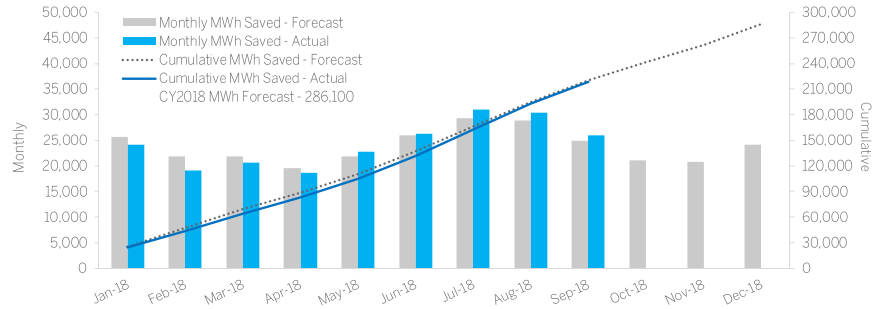
#### MEASURE TOTAL RESOURCE COST (TRC)

	Sector	TRC
Screw-In HID LED Mogul Base	Business	2.50
Screw-In HID LED Medium Base*	Business	2.04
4 & 2 Pin Base LED*	Business	0.61
Closet to Colocation	Business	3.55
Compressed Air Storage	Business	7.10
Voltage Optimization	Business	3.79
LED Traffic and Pedestrian Signals Flashing Signal	Business	2.51
LED Traffic and Pedestrian Signals Round Signals	Business	1.69
LED Traffic and Pedestrian Signals Turn Arrows*	Business	0.43
LED Traffic and Pedestrian Signals Pedestrian Sign	Business	3.95
Packaged RTU Sealing	Business	1.42
Dehumidifiers	Residential	2.46
ComEd Affordable Housing New Construction Standard*	Residential	0.85

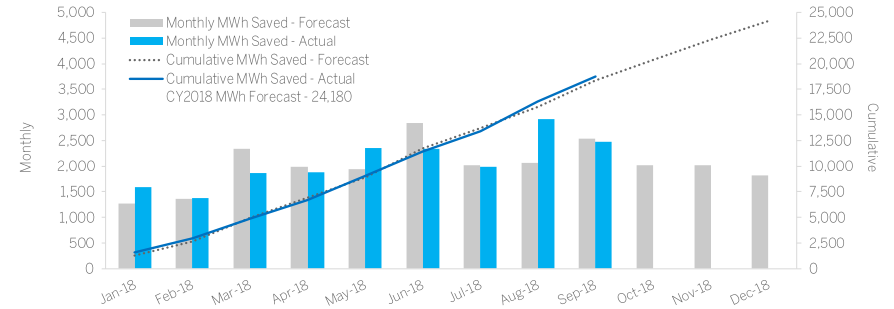


# Residential Programs – Monthly Charts

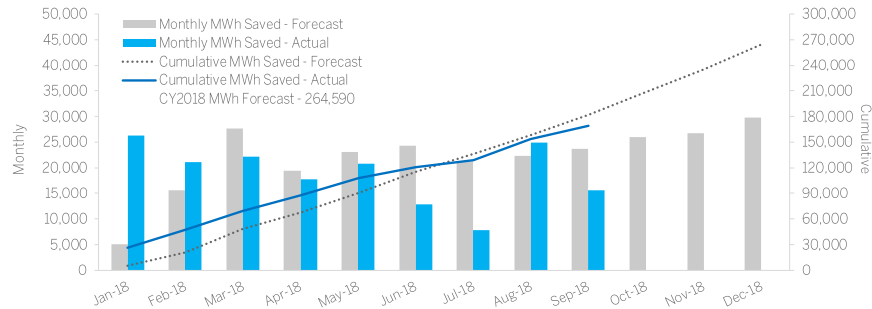
## HOME ENERGY REPORT NET MWH



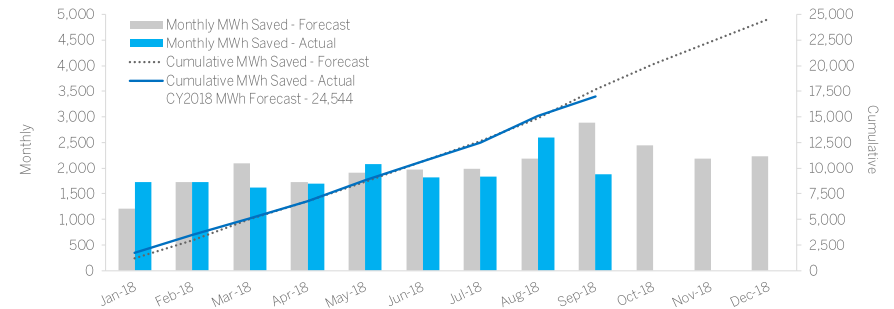
## FRIDGE & FREEZER RECYCLING NET MWH



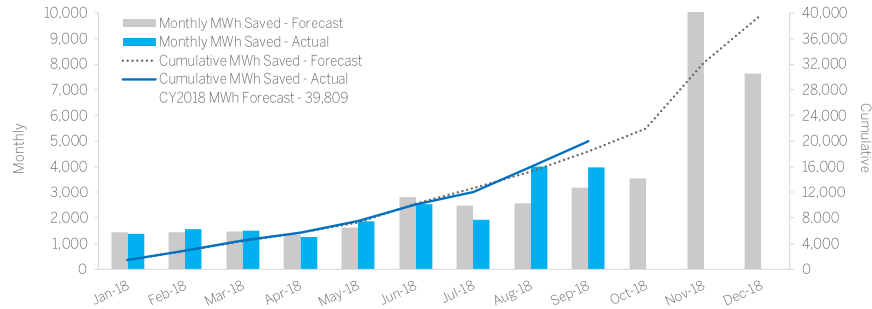
## RESIDENTIAL LIGHTING NET MWH



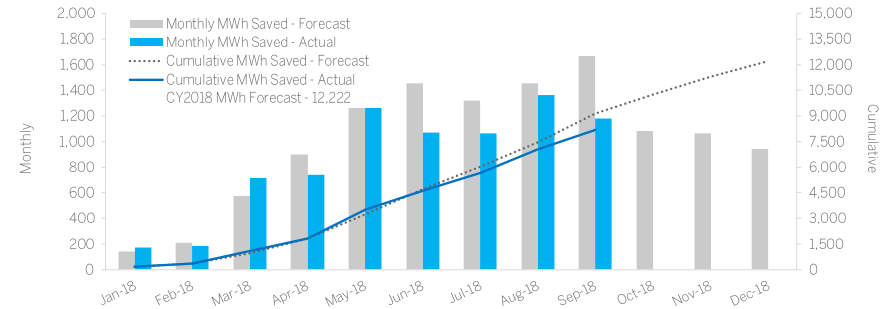
## HOME ENERGY ASSESSMENTS NET MWH



## APPLIANCE REBATES NET MWH

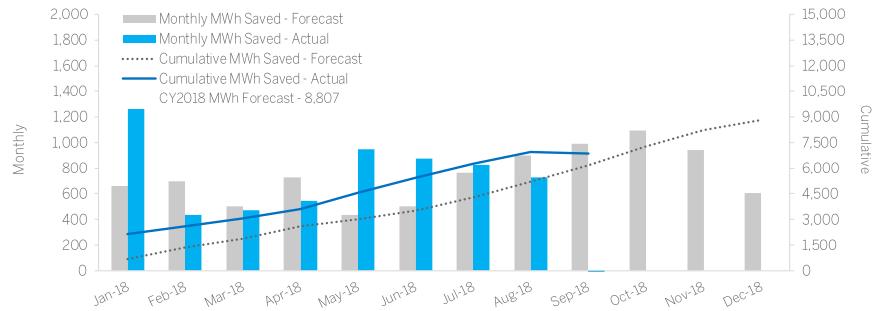


## MULTI-FAMILY ASSESSMENTS NET MWH

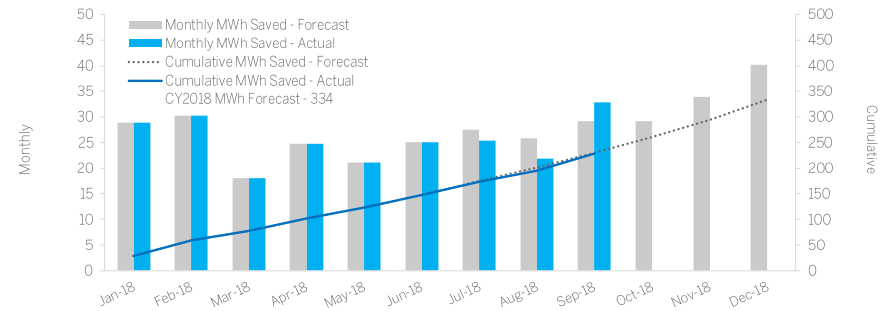


## Residential Programs – Monthly Charts

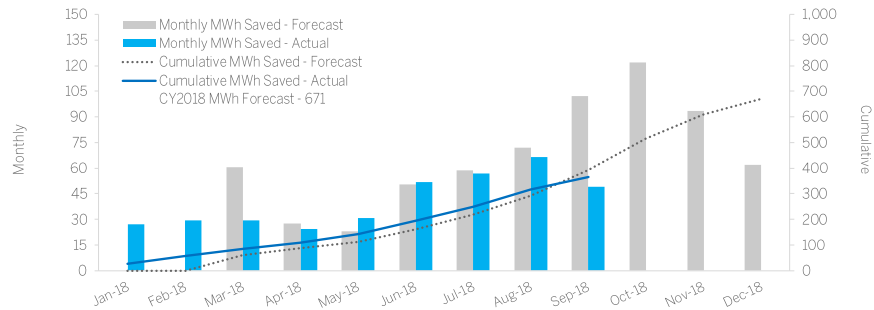
### HEATING AND COOLING REBATES NET MWH



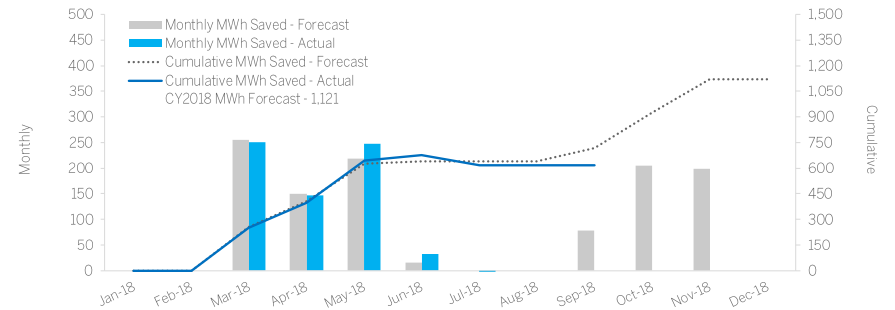
### RESIDENTIAL NEW CONSTRUCTION NET MWH



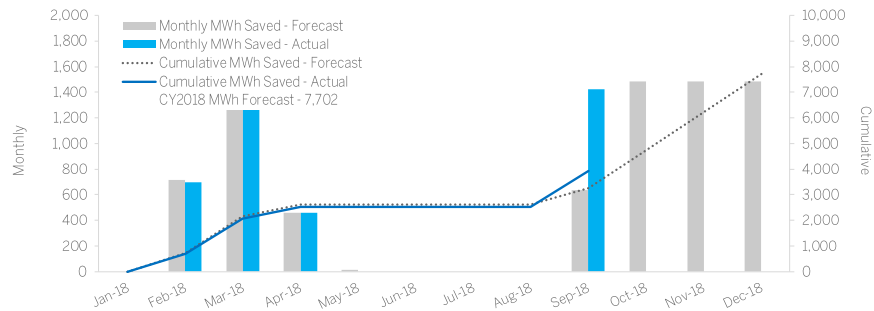
### WEATHERIZATION NET MWH



### NATIONAL THEATRE FOR CHILDREN KITS NET MWH

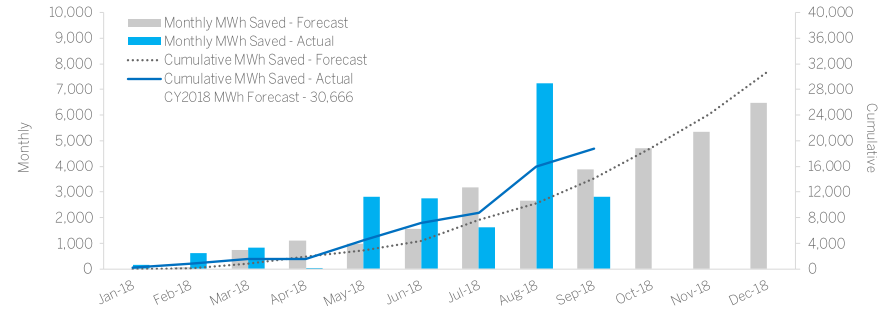


### ELEMENTARY ENERGY EDUCATION NET MWH

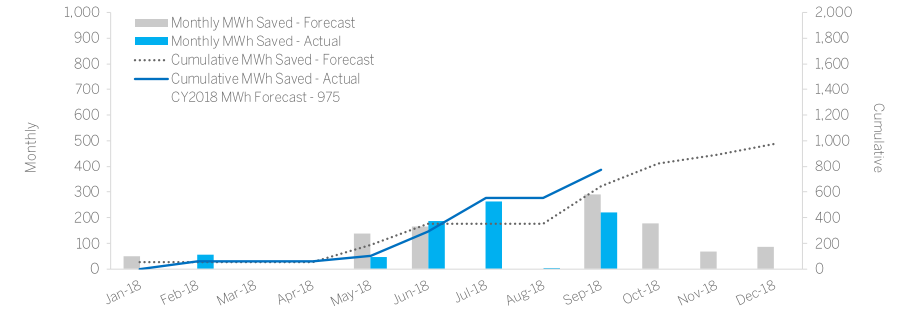


# Income Eligible Programs – Monthly Charts

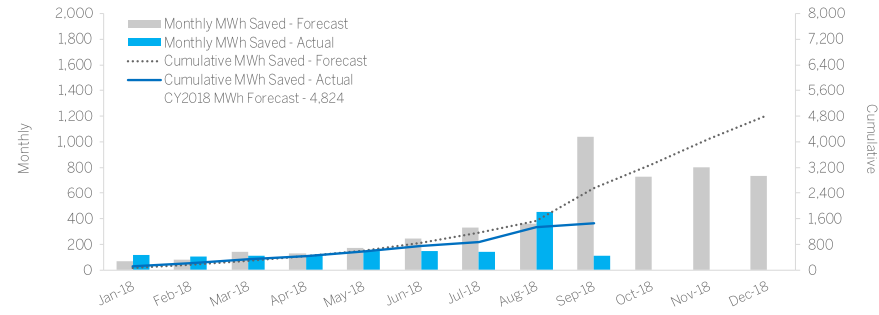
## INCOME ELIGIBLE LIGHTING DISCOUNTS NET MWH



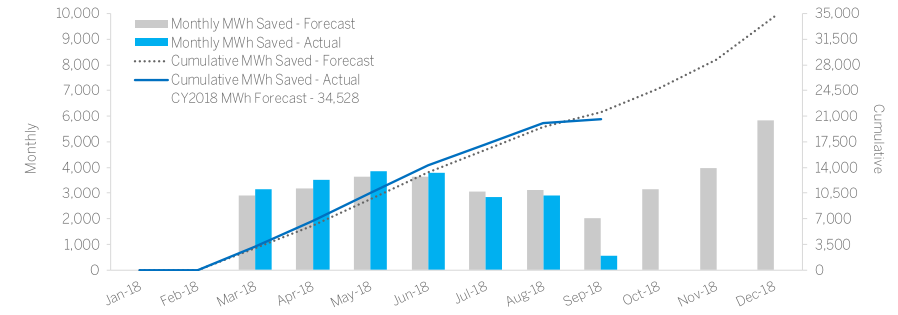
## AFFORDABLE HOUSING NEW CONSTRUCTION NET MWH



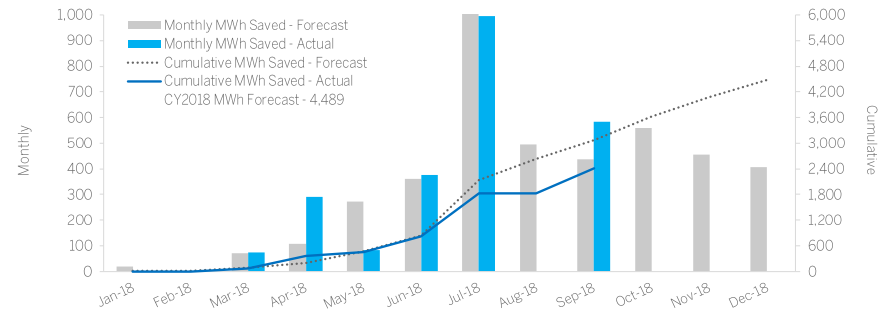
## SINGLE-FAMILY RETROFITS NET MWH



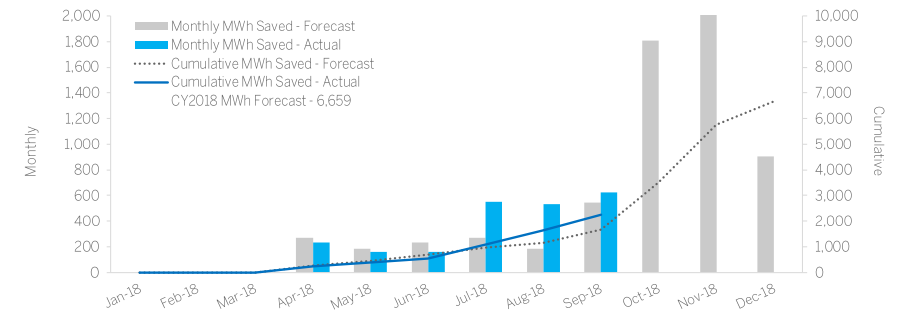
## FOOD BANK DISTRIBUTION NET MWH



## MULTI-FAMILY RETROFITS NET MWH

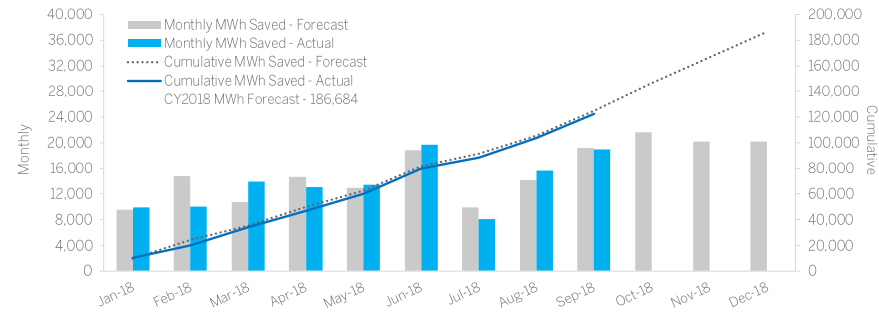


## INCOME ELIGIBLE KITS NET MWH

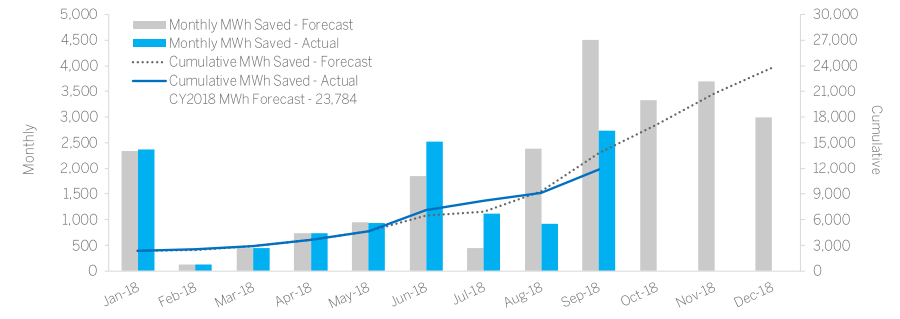


## Business Programs – Monthly Charts

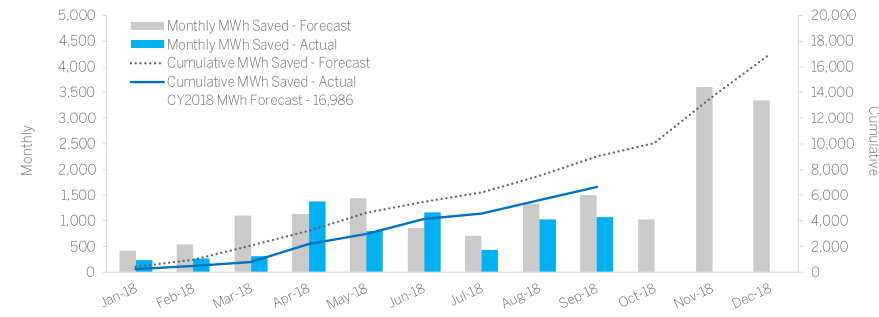
STANDARD PRIVATE NET MWH



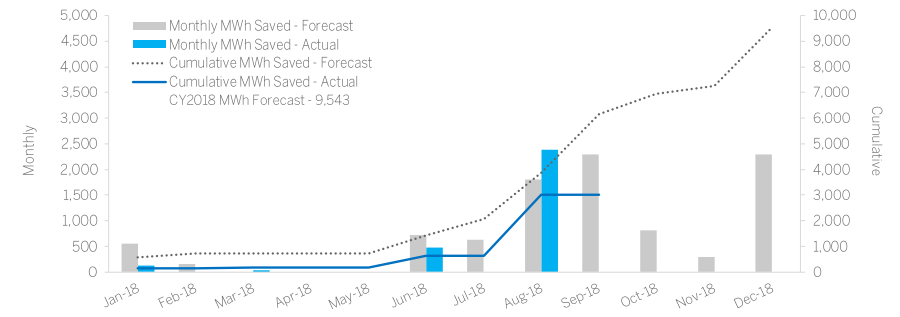
STANDARD PUBLIC NET MWH



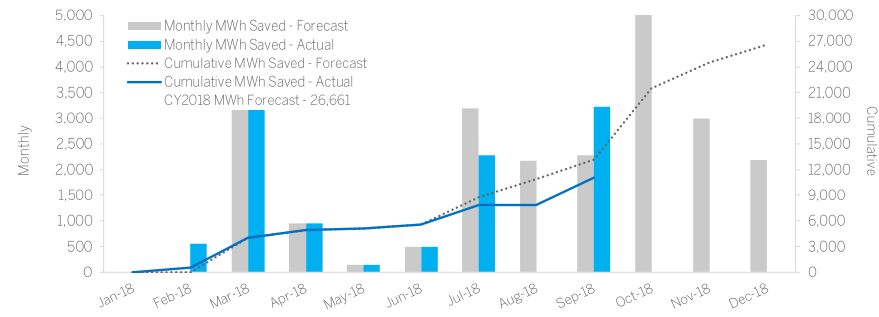
CUSTOM PRIVATE NET MWH



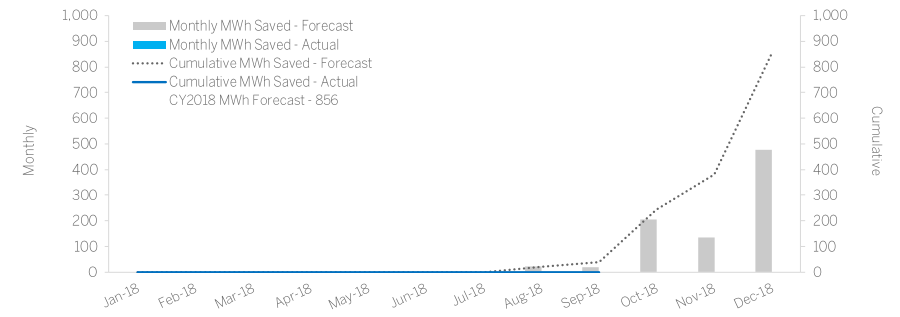
CUSTOM PUBLIC NET MWH



DATA CENTER PRIVATE NET MWH

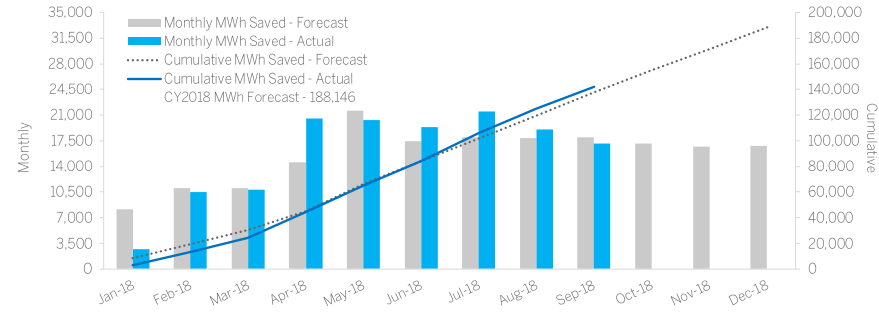


DATA CENTER PUBLIC NET MWH

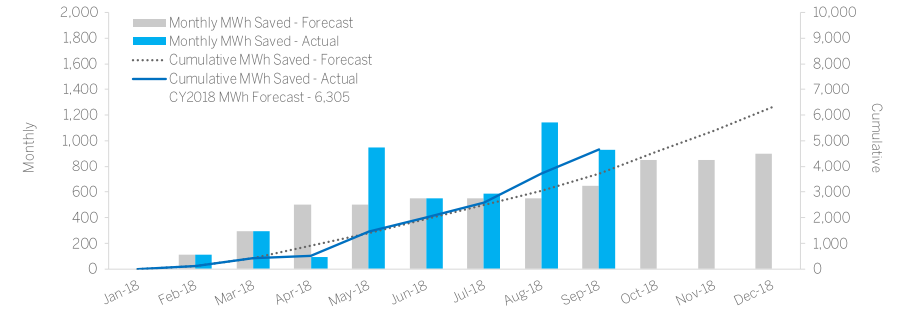


## Business Programs – Monthly Charts

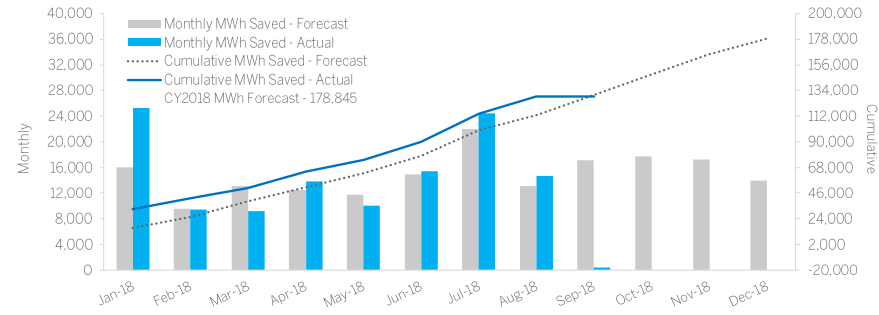
SMALL BUSINESS PRIVATE NET MWH



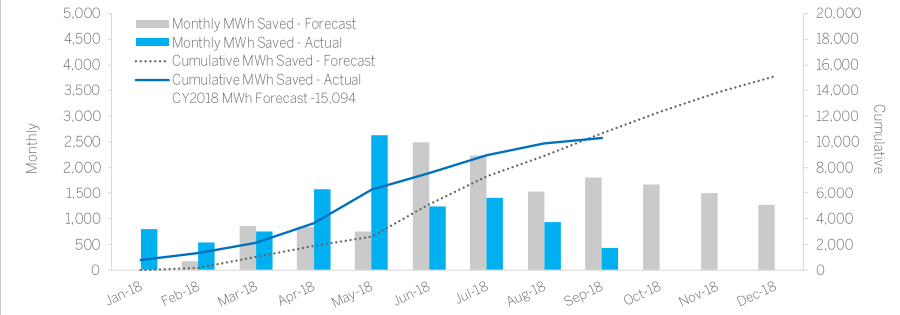
SMALL FACILITIES PUBLIC NET MWH



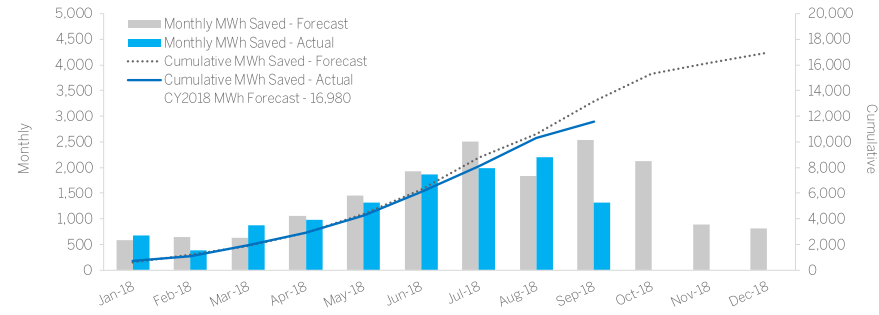
INSTANT DISCOUNTS PRIVATE NET MWH



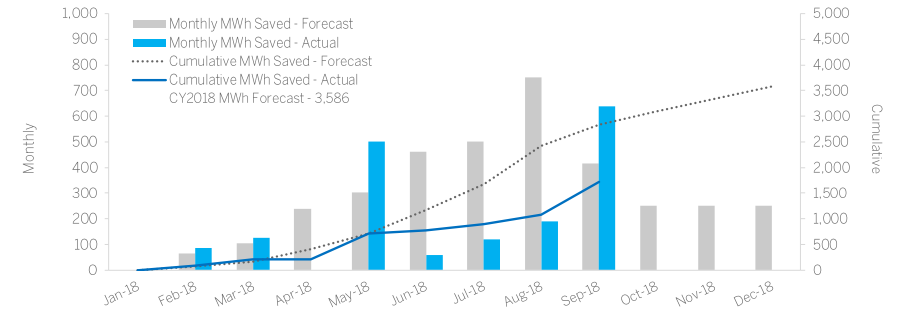
INSTANT DISCOUNTS PUBLIC NET MWH



AIRCARE PLUS PRIVATE NET MWH

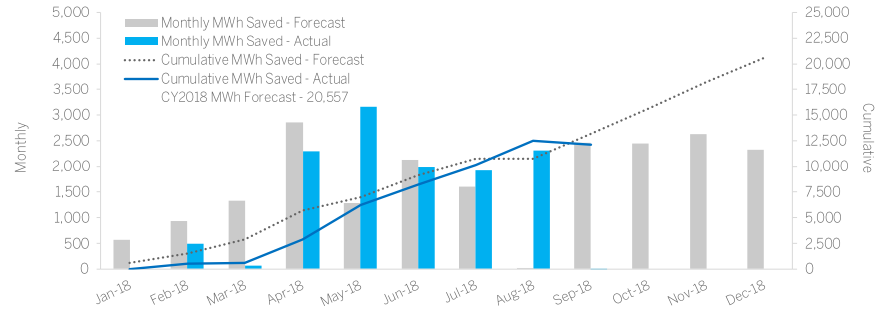


AIRCARE PLUS PUBLIC NET MWH

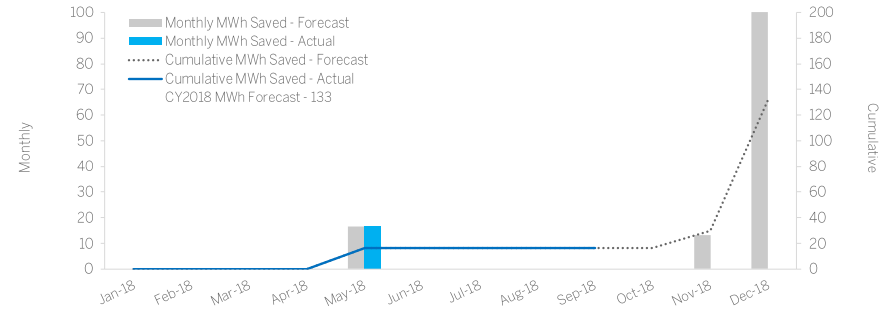


## Business Programs – Monthly Charts

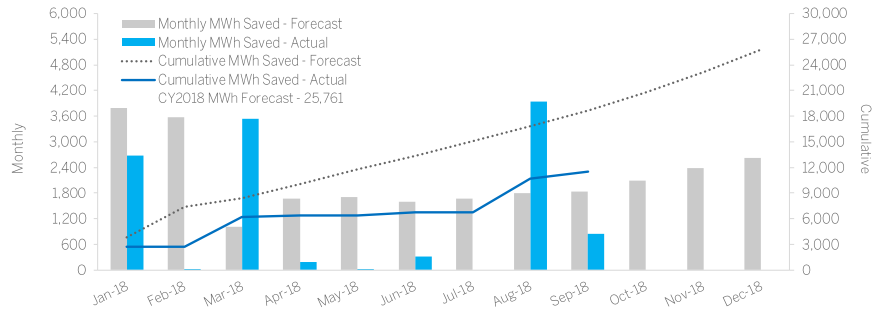
BUSINESS NEW CONSTRUCTION PRIVATE NET MWH



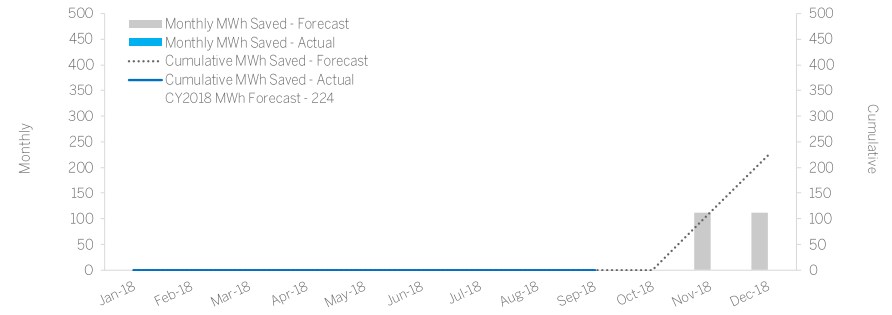
BUSINESS NEW CONSTRUCTION PUBLIC NET MWH



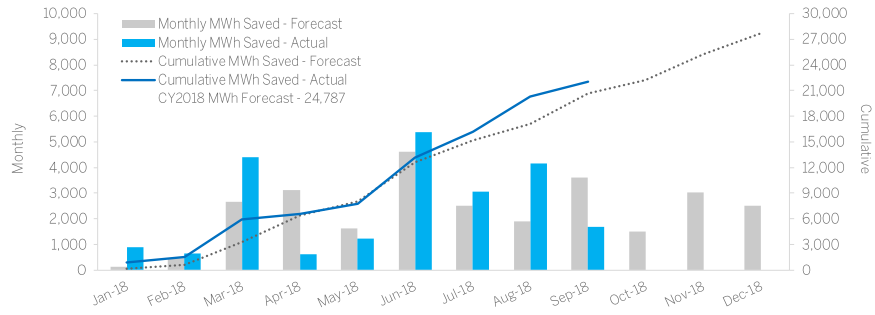
INDUSTRIAL SYSTEMS PRIVATE NET MWH



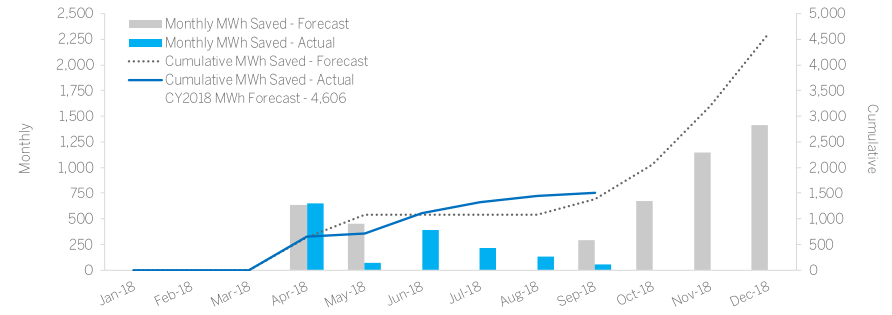
INDUSTRIAL SYSTEMS PUBLIC NET MWH



RETRO-COMMISSIONING PRIVATE NET MWH



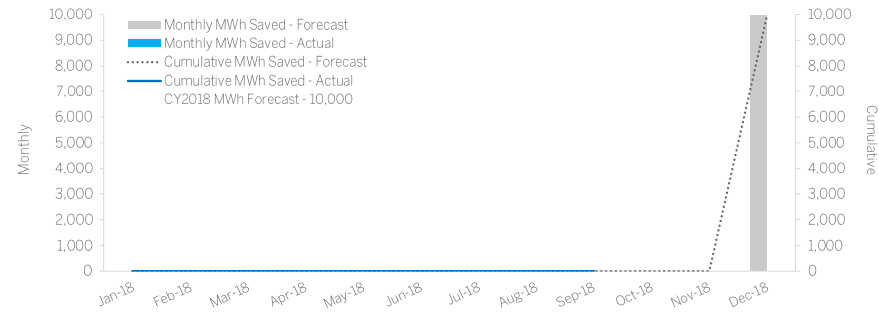
RETRO-COMMISSIONING PUBLIC NET MWH



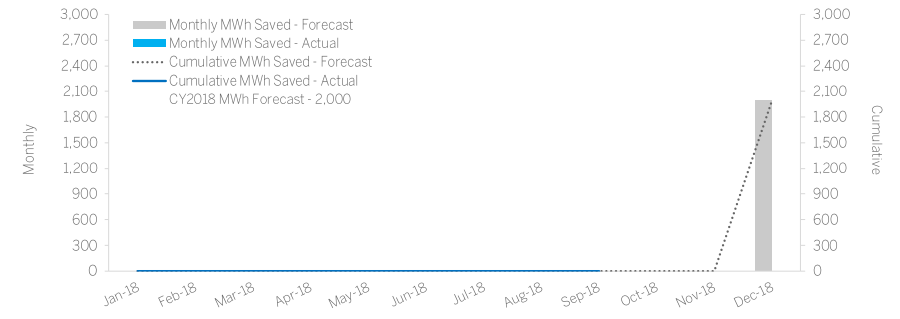


## Business Programs – Monthly Charts

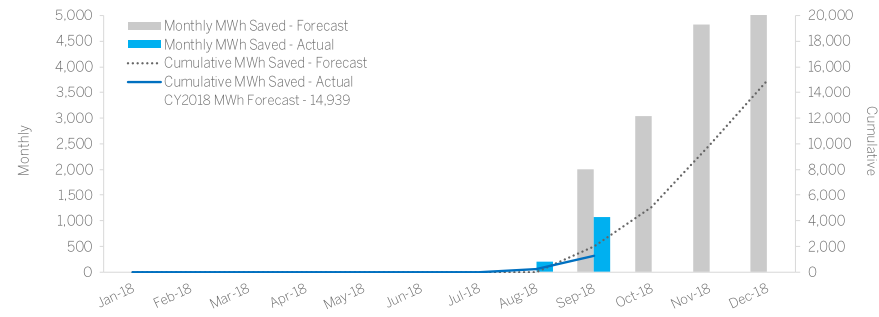
STRATEGIC ENERGY MANAGEMENT PRIVATE NET MWH



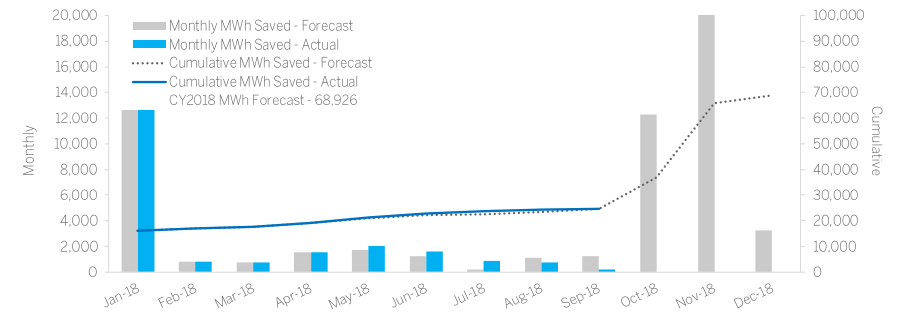
STRATEGIC ENERGY MANAGEMENT PUBLIC NET MWH



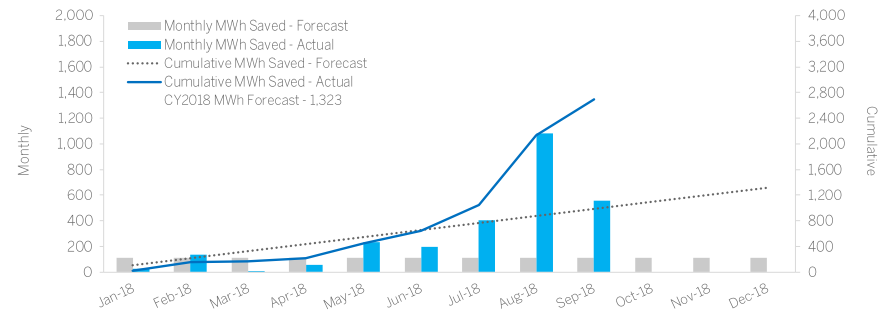
LED STREET LIGHTING PRIVATE NET MWH



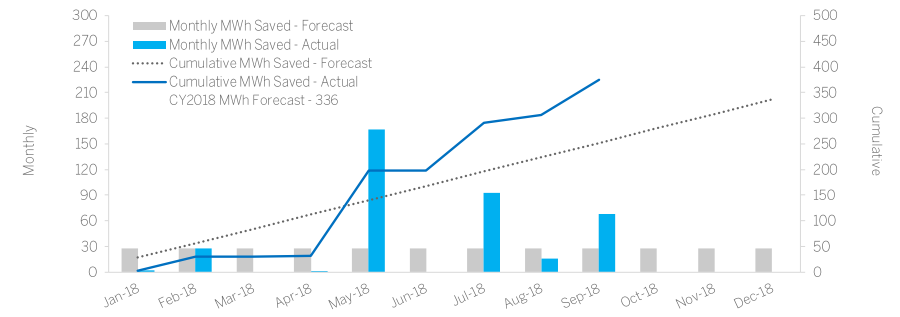
LED STREET LIGHTING PUBLIC NET MWH



OPERATIONAL SAVINGS PRIVATE NET MWH

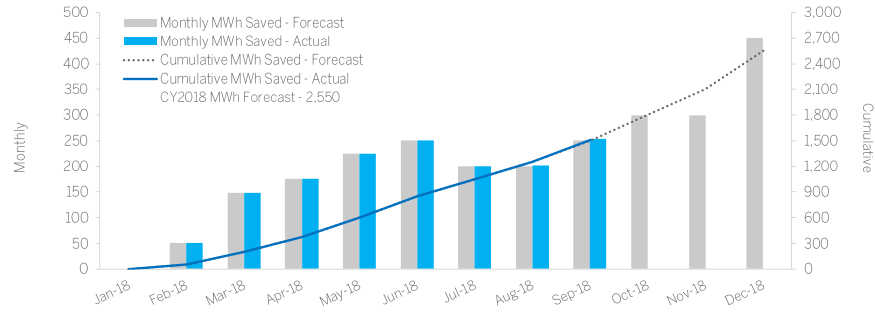


OPERATIONAL SAVINGS PUBLIC NET MWH

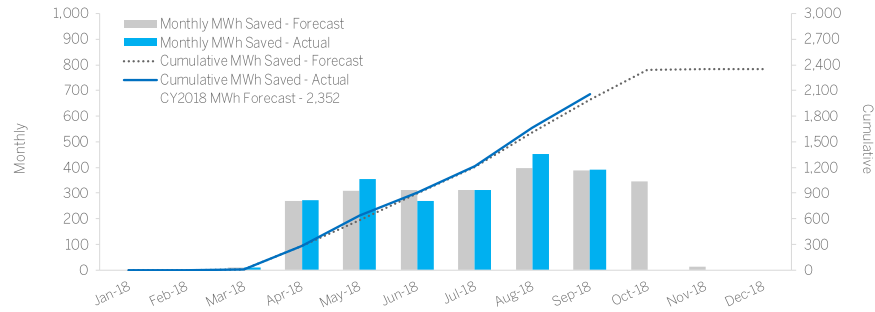


## Business Programs – Monthly Charts

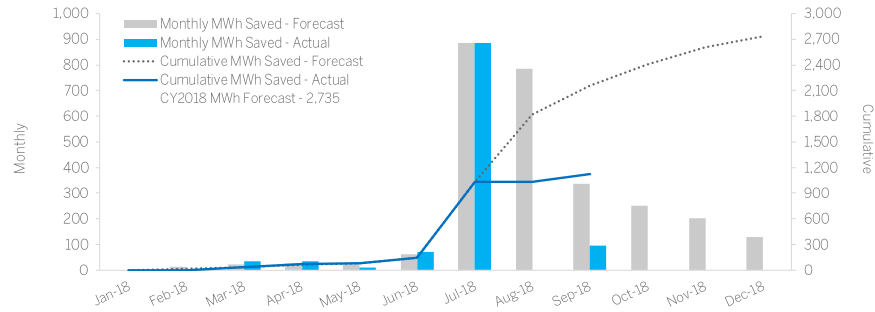
POWER TAKEOFF PRIVATE NET MWH



RURAL SMALL BUSINESS KITS PRIVATE NET MWH



PUBLIC HOUSING RETROFITS NET MWH



# Voltage Optimization – Monthly Chart

