

Commonwealth Edison Company's
Energy Efficiency / Demand Response Plan
Annual Report
Plan Year 6

June 1, 2013 – May 31, 2014



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ES. Executive Summary

This report provides a comprehensive update on the sixth year¹ performance under ComEd's 2011 – 2013 Energy Efficiency and Demand Response Plan ("2011 – 2013 Plan"). It is intended to provide an outline of the successes and challenges encountered during Plan Year 6 ("PY6").² A brief summary of PY6 Department of Commerce and Economic Opportunity ("DCEO")-sponsored program results in ComEd's service territory is provided in Section VII.

During PY6, ComEd's 2011 – 2013 Plan proposed a portfolio of initiatives that targeted both residential and business customers. Collectively, these initiatives ensured that program opportunities were available to all of ComEd's customers. Joint residential programs between ComEd, Nicor Gas, North Shore Gas, and Peoples Gas companies were implemented during PY6. Program Year 6 was also the second year of Third Party program

ComEd Residential Initiatives:

- Residential ENERGY STAR® Lighting
- Fridge & Freezer Recycling Rewards
- Multi-Family Home Energy Savings
- Single Family Home Energy Savings
- Elementary Energy Education
- Complete System Replacement
- Home Energy Reports
- Clothes Washer Rebates
- Residential New Construction

ComEd Business Initiatives:

- Prescriptive Incentives
- Custom Incentives
- Retro-Commissioning
- Commercial & Industrial New Construction
- Business Instant Lighting Discounts (BILD)
- Industrial Systems/Compressed Air
- Data Centers
- Small Business Energy Savings

implementation where outside companies proposed and implemented new energy efficiency programs. This promoted innovative thinking on approaches and niche markets. The ComEd portfolio included several other activities considered as development and educational initiatives. The resultant portfolio of initiatives was collectively packaged under the *Smart Ideas* banner.

Starting in PY6, legislation expanded energy efficiency under the IPA. Utilities are charged with identifying additional cost-effective energy efficiency programs, including third-party ones. The IPA then includes programs it determines to be cost-effective within its procurement plan. In PY6, there

¹ The sixth plan year runs from June 1st, 2013 through May 31st, 2014.

² Evaluation reports for Plan Year 6 programs are filed in ICC Docket No. 15-0274.

were seven IPA programs consisting of three programs complementing the EEPS offerings (Small Business, Energy Star Specialty Lighting, Multifamily Common Areas) and four third-party programs (Sustainable Schools, Simple Actions Matter, Single Family All Electric, Great Energy Stewards).

ComEd's 2011 – 2013 Plan was designed to address several key objectives –

- Create value for customers through a range of customer energy efficiency initiatives
- Meet energy goals approved by the Illinois Commerce Commission (“ICC” or “Commission”) while adhering to the spending screens
- Lay a solid foundation for energy efficiency programs in the future by investing in the program infrastructure needed to support comprehensive and integrated approaches to energy efficiency
- Develop a diverse portfolio of programs that minimizes portfolio risk while offering numerous energy efficiency opportunities across all customer groups
- Lay the groundwork for demand-side innovation in technology, practice and the integration of energy efficiency and demand response
- Create easy ways for ComEd's customers to participate in the programs

In accordance with the provisions of Section 8-103 of the Public Utilities Act (“Act”), 220 ILCS 5/8-103, that took effect August 28, 2007, the Commission set ComEd's PY6 annual energy efficiency goal at 805,729 megawatt-hours (“MWh”) with an overall budget of \$162.8M (\$122.1M was ComEd's allocation). Based on the budget limitations imposed by the statutory spending screen, the Commission-approved energy savings goal was less than the statutory goal. Consistent with the goal adjustments approved by the Commission as part of the 2011 – 2013 Plan, the PY6 energy savings goal was later modified, prior to the start of PY6, to 787,432 MWh with an overall budget of \$155.5M (\$116.6M was ComEd's allocation). ComEd's *ex post* verified savings were 977,911 MWh, exceeding the approved modified goal by 25%.

The IPA program goal was 109,417 MWh with an overall budget of \$31.4M. IPA *ex post* verified savings were 132,335 MWh, exceeding the goal by 21%.

Performance data related to these areas are included in Section VIII of this report.

Plan Year 6 Results

ComEd launched its Plan Year 6 *Smart Ideas* portfolio of energy efficiency programs on June 1, 2013, which ended May 31, 2014. Verified results show that ComEd had exceeded its statutory targets for energy efficiency and demand response. Table ES-1 presents energy efficiency savings achieved for PY6. This table indicates the *ex-ante* savings estimates by ComEd and the verified *ex post* savings determined by the independent evaluator. In addition to program activity in PY6, there is recognition of savings from the deferred installation of compact fluorescent light bulbs (“CFLs”) (“CFL Carryover”) purchased during PY4 and PY5 from Residential ENERGY STAR Lighting and purchased during PY4 and PY5 from Business Instant Lighting Discounts (BILD). This data is sourced from the independent evaluator’s (Navigant) final PY6 reports for ENERGY STAR lighting and BILD. Additionally, ComEd discovered an overlap in lighting measures between the Small Business Energy Savings program (SBES) and the BILD program after the program evaluations had been finalized. The savings for the common measures were subtracted from the SBES program to avoid double counting savings. This resulted in a reduction of 8,403 MWhs from the SBES program.

Table ES-2 shows the verified demand reductions by program. ComEd’s approved plan did not include a separate demand response program to meet its PY6 statutory goal of 10.8 MW, since the impacts of the other programs easily exceeds that 10.8 MW goal.

Table ES-1

Energy Efficiency Initiative	ComEd Ex Ante Net Savings (MWH)	Verified Net Savings Achieved (MWH)
<u>EEPS Programs</u>		
Residential ENERGY STAR Lighting	176,074	184,018
Fridge & Freezer Recycling Rewards	24,667	25,331
Multi-Family Comprehensive	19,411	20,469
Single Family Home Energy Savings ³	3,828	3,894
Elementary Energy Education	3,171	3,163
Complete System Replacement	3,340	3,254
Home Energy Reports	108,370	129,063
Residential New Construction	399	406
C&I Prescriptive/Standard Incentives	180,762	184,696
C&I Custom Incentives	13,325	16,219
C&I Retro-Commissioning	25,132	26,314
C&I New Construction	12,450	14,310
Business Instant Lighting Discounts	131,221	167,049
Industrial Systems / Compressed Air	12,943	17,902
Data Centers	10,655	12,939
Small Business Energy Savings ⁴	52,406	52,149
Third Party Programs	8,748	3,951
CFL Carryover	112,482	112,784
Total Net MWh Saved	899,382	977,911
EEPS Modified Approved Goal	787,432	787,432
MWhs over Goal	111,950	190,479
MWhs (% of Goal)	114%	124%
<u>IPA Programs</u>		
Small Business Energy Savings - IPA	57,217	67,986
Residential ENERGY STAR Lighting - IPA	38,216	40,931
Multi-Family Common Areas - IPA	18,262	19,021

³ Includes both Home Energy Savings and Home Energy Jumpstart.

⁴ The evaluated verified net savings is 60,552 MWh. This was reduced by 8,403 MWh to avoid double counting savings for measures that are common to both the Small Business Energy Savings program and the Business Instant Lighting Discounts program.

Third Party Programs – IPA	6,276	4,397
Total Net MWh Saved – IPA	119,971	132,335
Grand Total Net MWh Saved – EEPS + IPA	1,019,353	1,110,246

Table ES-2 shows the gross and net MW reductions verified by the independent evaluator.

Table ES-2

Energy Efficiency Initiative	Verified Gross Demand Reduction (MW)	Verified Net Demand Reduction (MW)
<u>EEPS Programs</u>		
Residential ENERGY STAR Lighting	40.0	21.6
Fridge & Freezer Recycling Rewards	4.8	3.2
Multi-Family Home Energy Savings	2.6	2.4
Single Family Home Energy Savings	1.5	1.2
Elementary Energy Education	0.5	0.4
Complete System Replacement	4.1	2.4
Home Energy Reports	0	0
Residential New Construction	0.1	0.1
C&I Prescriptive/Standard Incentives	46.9	32.0
C&I Custom Incentives	1.8	1.1
C&I Retro-Commissioning	0.6	0.7
C&I New Construction	5.5	2.8
Business Instant Lighting Discounts	54.0	34.0
Industrial Systems / Compressed Air	3.6	3.0
Data Centers	1.8	1.1
Small Business Energy Savings ⁵	11.5	8.1
Third Party Programs (Desktop Power)	0.2	0.2
CFL Carryover	24.7	13.9
Total MW Saved - EEPS	204.1	128.2

⁵ The evaluated verified net demand reduction is 10.90 MW. This was reduced by 2.8 MW to avoid double counting savings for measures that are common to both the Small Business Energy Savings program and the Business Instant Lighting Discounts program.

IPA Programs		
Small Business Energy Savings - IPA	13.5	12.8
Residential ENERGY STAR Lighting - IPA	10.2	5.2
Multi-Family Common Areas - IPA	3.6	2.9
Third Party Programs – IPA (Sustainable Schools & Simple Actions Matter)	0.5	0.4
Total MW Saved - IPA	27.8	21.2
Grand Total MWh Saved - EEPS + IPA	231.9	149.4

Banking

The ICC Order that approved the present 2011 – 2013 Plan permits banking as described in the Stipulation entered into by ComEd and various stakeholders and approved by the Commission. Specifically, the Commission approved the following banking provisions:

- ComEd's request to accumulate and apply "banked" kilowatt-hour ("kWh") savings across years – specifically from PY1 through PY5 for application in PY6 – is approved.
- Consistent with the above, applying any banked savings or CFL carryover from PY1 through PY5 to PY6 is also approved.
- The above banking provisions are subject to the following restrictions:
 - In any given Plan year, no more than 15% of that year's compliance obligation should be met with banked savings from previous Plan years.
 - Except that, in any Plan year for which the statutory target has been adjusted downward to accommodate the rate impact screen, if the availability of banked savings, including banked savings in excess of 15% of the current year's target, plus planned program savings, would allow ComEd to come closer to reaching the statutory target, the target shall be readjusted upward accordingly.

ICC Docket No. 10-0570 (Order, Dec. 21, 2010) at 53.

For PY6, ComEd and DCEO achieved a combined energy savings of 1,061,117 MWhs, which exceeded the adjusted combined goal of 902,690 MWh. Because these savings were less than the overall statutory goal of 1,294,739 MWh, the Stipulation directs that banked energy savings be applied toward achievement of the statutory savings goal. As a result, ComEd will apply 233,622 MWh of its banked savings in PY6 to achieve the statutory goal. ComEd's banked savings not only permit it to achieve the PY6 statutory goal, but they also result in ComEd exceeding the statutory goal by nearly 290,000 MWhs. Table ES-3 summarizes ComEd's banking through PY6.

Table ES - 3

ComEd Portfolio Banking (Net MWH)

Plan Year	Actual Banking	Cumulative Banked
PY1	0	0
PY2	39,369	39,369
PY3	58,408	97,777
PY4	323,766	421,543
PY5	98,706	520,249
PY6	(233,632)	286,617

Selected Highlights of ComEd’s PY6 Smart Ideas Portfolio:

- ComEd’s PY6 portfolio was cost-effective. Based on the Illinois’ version of the Total Resource Cost (“TRC”) test, ComEd’s PY6 portfolio TRC was 1.88 versus the requirement of 1.0 for the electric measures only.
- Growth in the energy efficiency portfolio brought an additional **38 direct jobs to the ComEd service territory** on top of the 196 direct jobs through PY5 and helped to lay a foundation for a robust energy efficiency implementation industry in Northern Illinois. The total estimate of 234 jobs does not include the indirect jobs (e.g., installation labor) required for many of the energy efficiency measures.
- **More than 13 million energy efficient bulbs were discounted** through **17** participating retail chains with **1,050** individual store locations and 89 electrical distributors with 128 unique locations.
- **Over 42,000 inefficient appliances (i.e., refrigerators, freezers, room air conditioners) were removed from the ComEd system** and recycled in an environmentally friendly manner.

- **Over 42,000 homes** received low-cost energy efficiency product upgrades as part of the Multi-Family and Single Family Home Energy Savings initiatives and Joint Programs with the Gas Companies.
- **There were 798 residential new construction projects** completed in PY6.
- **There were 385 trade allies enrolled** in *Smart Ideas'* Commercial and Industrial (“C&I”) Prescriptive and Custom Incentives initiative.
- More than **\$69 million was paid in incentives** for **11,493 business projects**
- **Small business completed 7,515 retrofits**, up from 1,881 in PY5. This program provides the assistance that small businesses need to overcome barriers to greater energy efficiency.

Key Challenges in Plan Year 6

Although ComEd’s residential programs exceeded expectations during PY6, residential savings dropped from 553,368 net MWh in PY5 to 528,763 net MWh in PY6. This is due to lower NTGs in single family, complete system replacement, and residential lighting, the latter of which is the largest residential program and dropped from a NTG of 73% in PY5 to 54% in PY6. There were about 6,000 fewer appliances recycled, although about 2,000 more homes participating in SF and MF home upgrades along with 1.3M more bulbs in PY6. ComEd believes that its overall success requires growth of its business programs. In PY6, there was an increase in savings from 396,024 net MWh to 589,885 MWh for business programs. Both net savings and the number of projects increased, due to greater customer participation and new offerings.

During PY6, ComEd continued participating in joint programs with gas utilities within its service territory (*i.e.*, Nicor Gas, Peoples Gas, and North Shore Gas). While this was an opportunity to grow programs and more easily reach customers, it requires considerable effort for both electric and gas

utility personnel and implementation contractors. Coordination even affects electric and gas evaluation teams, though Navigant was the lead independent evaluator for each utility.

An area of current high collaboration is looking at a new process for NTG determination for the C&I New Construction program. The prolonged time for design and construction activities often made it difficult to interview the primary actors in decision making if waiting until after project completions. A new approach to conduct interviews early in the process and after completions has begun. This new process should provide fresher and more complete information for the evaluation.

Continuing to examine the evaluation process remains a challenge each year as programs evolve in the way they interface with customers.

TRC Results

Following the evaluation of programs, TRC calculations were made for each program and the portfolio as a whole. The evaluation of cost effectiveness is a legislative requirement, and measures performance at the portfolio level to ensure a TRC of 1.0. For PY6, ComEd's portfolio TRC, based on its electric savings and allowable non-energy benefits, was 1.88. Programs with energy savings from screw-in bulbs impacted by EISA required multiple TRC calculations, used assumptions from the PY6 TRM, which included: reduced expected useful life, avoided future replacement costs, and modeled future savings reductions as EISA impacts the availability of baseline replacement bulbs.

Individual program TRC values are provided in each program's description section. The TRCs calculated are based only on ComEd's program costs, electric kWh savings (gas savings for clothes washers – it was not a joint program) and non-energy benefits (e.g., water savings for clothes

washers). Impacts from joint program implementation with gas utilities are not reflected and could raise some overall TRCs.

Change in Evaluation Retrospective Approach

There has been an on-going progression to base verified savings on deemed evaluation parameters. The Illinois TRM, version 2.0 was in effect for electric savings in PY6, and was used when applicable. In addition, the Stakeholder Advisory Group (SAG) provided recommendations for deemed NTG values for many program and program elements. Those areas not specifically identified in either the TRM or the SAG consensus process were evaluated retrospectively by the evaluation team(s). Future program years will utilize a process whereby research is conducted within the program year and completed by the following February for incorporation into the SAG Consensus NTG process.

I. Smart Ideas for Your Home[®]

Smart Ideas for Your Home[®] comprises a diverse set of residential programs, each targeting either a specific energy end-use such as lighting or adopting multiple measures within a home. Actual PY6 EEPS residential savings were 464,783 net MWh (including carryover), a 21% increase over the planned target of 382,725 net MWh. IPA residential savings were an additional 59,952 net MWh.

An important part of the sustained savings was the continued implementation of joint programs with the local gas utilities (*i.e.*, Nicor Gas, Peoples Gas and North Shore Gas). Through cost sharing, ComEd was able to continue participation in Single Family and Multi-family direct install programs. The preponderance of home heating within ComEd's service territory is with natural gas, and likewise almost as many residences have gas hot water heaters. To date, these residential direct install programs have provided a majority of the energy savings to the gas utilities, but ComEd has continued to share the leadership role and influence the program design by providing program management experience. Three other programs were also offered jointly with one or more gas companies: Joint Elementary Energy Education, Residential New Construction, and Complete System Replacement, which offers gas and electric rebates when a customer installs a high efficiency furnace and a high SEER AC unit at the same time. None of these programs were implemented as a ComEd-only program.

The following sections discuss each of the program's initiatives in greater detail.

Residential ENERGY STAR® Lighting

Program Description

ComEd's Residential ENERGY STAR Lighting initiative (*originally known as Residential Lighting*) offered residential customers instant discounts on select ENERGY STAR CFLs purchased at participating retailers.

The initiative offered discounts on both traditional spiral CFLs. Specialty CFLs, such as bathroom globes, reflectors and dimmable lamps, were offered in the program, although their savings were part of the IPA portfolio. Light-emitting diode (LED) bulbs and fixtures were not offered during PY6, but they were offered during PY5 and have been reintroduced in PY7. In PY6, 8,965,546 standard CFL bulbs have been incentivized in the EEPS program. The IPA incentivized an additional 2,125,179 specialty CFL bulbs.

Participating Retailers

Type of Store	No. of Stores	No. of Bulbs Sold
Big Box	104	1,605,220
DIY	123	4,655,412
Warehouse	40	1,667,566
Small Hardware	147	410,516
Dollar Store	231	409,054
Other*	264	217,778
Total	909	8,965,546

*includes grocery stores, drug stores, and other small retail stores

Discounts were designed to partially offset the higher cost of ENERGY STAR lighting products relative to comparable incandescent and halogen products and were administered primarily through a markdown on the price manufacturers charge to retailers.

To complement product availability, the program included an education element through the implementation of in-store point-of-sale material and product demonstrations conducted by *Smart Ideas* field representatives. This effort enabled consumers to directly discuss energy-efficient technologies with *Smart Ideas* representatives and receive information specific to their needs or concerns.

Plan Year 6 Activity

Table I-1 presents the non-energy savings metrics.

**Table I-1
Program Metrics**

Program Statistics	Quantity
Standard CFLs sold – EEPS	8,965,546
Specialty CFLs sold – IPA	2,125,179
Total bulbs sold (EEPS + IPA)	11,090,725
Participating storefronts	909
Number of unique retailers	17
Field reps	14
Field rep demonstrations	330
Retail stores offering free recycling (possible through ComEd and Retailer subsidies)	221

Table I-2 compares Navigant’s *ex post* estimates of savings with ComEd’s initial goal and its *ex ante* estimate of MWh saved, and also presents the program’s electric TRC.

Table I-2

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Residential ES Lighting - EEPS	150,000	176,074	184,018	123%	7.27
Residential ES Specialty Lighting - IPA	23,354	38,216	40,913	175%	

Fridge & Freezer Recycling Rewards

Program Description

Fridge & Freezer Recycling Rewards (FFRR) is an appliance recycling program that promotes the retirement of inefficient working refrigerators and freezers, as well as room air conditioners, by offering ComEd residential customers a direct incentive and free pickup. JACO Environmental recycles the units in their Illinois-based facility to ensure that CFCs, foam insulation, and other materials in the old appliances are handled in accordance with the Environmental Protection Agency's *Responsible Appliance Disposal ("RAD") Program*.

Customers can receive \$35 payments for qualifying refrigerator and/or freezer units. The units must be between 10 and 30 cubic feet in size, empty and operational at the time of pickup. The unit must also be accessible with a clear path for removal. When recycling a refrigerator or freezer, customers can also recycle working room air conditioners for an additional \$10 incentive. During a few promotional periods, incentives were raised from \$35 to \$50, which resulted in increased program enrollments.

Plan Year 6 Activity

The FFRR program achieved 101% of its PY6 goal of 25,000 MWh, while remaining within its planned budget. Additional marketing efforts were made to maintain participation during the typically slow winter period. The retail segment of the program, where customers buying new refrigerators or freezers can have their old, working appliance recycled at the time of delivery, included a total of three major retailers. Table I-3 details key measures of program performance.

**Table I-3
Program Metrics**

Program Statistics	Quantity
Refrigerators recycled	36,403
Freezers recycled	5,395
Room air conditioners recycled	515
Total appliances recycled	42,313
Participants	40,140
Number of JACO employees	24
Number of JACO trucks	5

Table I-4 compares Navigant’s *ex post* estimates of savings with ComEd’s initial goal and its *ex ante* estimate of MWh saved and also presents the program’s electric TRC.

Table I-4

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Fridge & Freezer Recycling Rewards	25,000	24,667	25,331	101%	2.34

Similar to PY5, in order to achieve the participation goal, a multi-channel marketing strategy was deployed emphasizing the promotional \$50 incentive level. This strategy was proven effective in increasing participation levels. The harvest rate for participants remained consistently above 80%.

Multi-Family Comprehensive Energy Efficiency Program

Program Description

The Multi-Family Comprehensive Energy Efficiency Program (MCEEP) is a direct install program focusing on lighting and water measure savings. In March 2013, the program started planning a new design and delivery strategy to target whole-building savings, which resulted in the program now being referred to as MCEEP. The PY6 program year is the first full year for joint MCEEP program delivery with the gas companies in the ComEd service territory, since the majority of tenant residences have gas water heaters. Lighting savings were achieved through replacement of inefficient screw-in bulbs with CFLs, and benefited from an expansion of available bulbs to include globes, commonly found above bathroom vanities. Programmable thermostats and water measures were other components that were directly installed.

During PY6, the MCEEP program continued to offer direct installation measures in common areas of eligible multi-family properties. The savings resulting from this portion of the program were accounted for in the IPA portfolio and included such measures as HVAC systems and lighting.

A number of buildings were found to use electric water heaters in tenant spaces, and therefore could provide kWh savings for installed EE water measures. ComEd paid 100% of the implementation costs for these “all-electric” buildings as no therm savings were available. Overall, implementing this program jointly with gas companies has enabled ComEd to reach a larger portion of its customers.

Plan Year 6 Activity

Table I-5 summarizes the initiative’s activities and savings breakdown:

**Table I-5
Program Metrics**

Program Metrics	
Tenant Direct Install Projects	41,457
Tenant Total Measures	290,113
Tenant CFLs Installed	269,456
Tenant Hot Water Measures	11,541
Tenant Programmable Thermostats	9,116
Common Area Projects	1,419
Common Area Total Measures (HVAC & Lighting)	101,771

Table I-6 compares Navigant’s *ex post* estimates of savings with ComEd’s initial goal and its *ex ante* estimate of MWh saved and also presents the program’s electric TRC.

Table I-6

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Multi-Family Comprehensive	15,000	19,411	20,469	136%	1.85
Multi-Family Common Areas - IPA	17,617	18,262	19,021	108%	

Single Family Home Energy Savings & Home Energy Jumpstart

Program Description

ComEd had two programs targeting single family households during PY6: Home Energy Savings offered jointly with Nicor Gas and Home Energy Jumpstart offered jointly with Peoples Gas and North Shore Gas.

Home Energy Savings was a joint program with Nicor Gas that offered single family homeowners direct installation of low-cost, energy-efficient products with an energy assessment for a small customer co-payment. The standard co-payment was \$99, but \$49 promotions were offered at times. The assessment included a comprehensive home energy assessment with combustion safety testing, direct installation of selected energy efficiency measures, and incentives for installing a recommended package of weatherization measures. The incentives for weatherization were instant rebates of 50% of retrofit costs up to a maximum of \$1,250 per home. During PY6, the program also launched an air sealing and insulation prescriptive track. The program implementation transitioned from Conservation Services Group (“CSG”) to CLEARResult in the final quarter of the program year.

Home Energy Jumpstart was a joint program with Peoples Gas and North Shore Gas with Franklin Energy Services implementing the program. The goal of this program was to secure energy savings through direct installation of low-cost efficiency measures, such as water efficient showerheads and faucet aerators, pipe insulation, programmable thermostats, and CFLs. A second objective of this program was to perform a brief assessment of major retrofit opportunities and bring heightened awareness to the homeowners about available additional energy efficiency programs offered.

Plan Year 6 Activity

Table I-7 summarizes the initiative’s activities in terms of surveys and direct installs:

**Table I-7
HES + HEJ Program Metrics**

Program Statistics	Electric Program Quantities
Number of Homes Assessed	9,575
CFL Installations	96,262
Low-Flow Showerheads	15
Kitchen and Bathroom Faucet Aerators	32
Weatherization Participants	1,212

Table I-8 compares Navigant’s *ex post* estimates of savings with ComEd’s initial goal and its *ex ante* estimate of MWh saved, and also presents the program’s electric TRC.

Table I-8

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Single Family HES+HEJ Total	2,900	3,828	3,894	134%	2.06

Elementary Energy Education

Program Description

The PY6 Elementary Energy Education (“EEE”) program was a joint program with Nicor and focused on a broad learning experience. As an EE program, its primary intent is to reduce energy consumption from water heating and lighting by presenting a school study element on energy efficiency with 5th grade students and putting into practice energy efficiency tips and measures. This program was implemented by the National Energy Foundation.

The EEE program distributed kits with three CFL bulbs, two energy-efficient faucet aerators, an energy-efficient showerhead, an energy-efficient kitchen aerator, a shower timer, flow rate test bag, digital water and ambient temperature thermometer, and other fun and educational inserts.

Plan Year 6 Activity

Table I-9 summarizes the initiative’s activities under the joint program with Nicor Gas:

**Table I-9
EEE Program Metrics**

Joint Program Metrics	
Kits distributed	26,497
CFLs installed	79,491
Faucet Aerators Installed	52,994
Showerheads Installed	26,497
Kitchen Aerators Installed	26,497

Table I-10 compares Navigant’s *ex post* estimates of savings with ComEd’s initial goal and its *ex ante* estimate of MWh saved, and also presents the program’s electric TRC.

**Table I-10
Elementary Energy Education Electric savings**

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Total program savings	1,900	3,171	3,163	166%	2.14

Complete System Replacement

Program Description

Complete System Replacement (“CSR”) is a joint gas/electric program that was a derivative of energy-efficient gas furnace installations. If a customer replaces both a furnace with a high efficiency furnace and an air conditioning unit with a SEER 14.5 or higher, an additional rebate is available for the high efficiency AC unit from ComEd. ComEd does not have high SEER rebates as a standalone measure, but is offering a rebate for the complete system replacement. This program was an adjunct to the gas company’s residential furnace offerings. AC rebates were \$400 for SEER 14.5 to 16 and \$500 for SEER 16 and above.

This program has two methods of calculating savings – early replacement (“ER”) or replace on burnout (“ROB”). The customer received the same incentive, but the attributed savings either use the existing equipment SEER as baseline for ER, or minimum code requirement SEER (13 SEER) as baseline for ROB. In PY6, the evaluator interviewed participants and determined whether units would be classified as ER or ROB based on operability, condition of unit and cost to repair. In the longer term, the TRM should provide guidance to determine if replacements are ER or ROB during the application process; this is currently being looked at by the TRM Technical Advisory Committee.

Plan Year 6 Activity

Table I-11 summarizes the initiative’s activities:

**Table I-11
Program Metrics**

Program Metrics	Units
Participants	10,706
Installed Projects	11,152

Installed projects had a 138% increase over PY5 projects.

Table I-12 compares Navigant’s *ex post* estimates of savings with ComEd’s initial goal and its *ex ante* estimate of MWh saved, and also presents the program’s electric TRC.

Table I-12

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Complete System Replacement	1,900	3,340	3,254	171%	0.79

Home Energy Reports

Program Description

ComEd continued its behavioral-based program with OPOWER with over 446,000 customers participating. The design of the program did not change in PY6, but the enrollment configuration did. In particular, it included three modifications. First, as part of a persistence study, ComEd targeted approximately 10,000 customers each in program Waves 1 and 3 for termination of their reports in autumn 2012, but due to an implementer error their reports restarted in autumn 2013. Second, ComEd targeted approximately 10,000 customers each in program Waves 1, 3, and 5 (non-AMI) for termination of reports in autumn 2013, with the termination lasting throughout PY6. Third, ComEd added a new wave with roughly 100,000 customers in June 2013. Additionally, PY6 is the first year that savings from the AMI pilot group, which began in July 2012, were estimated.

The purpose of this program is to target a segment of residential users and provide a comparison of their energy usage and the usage of similar customers. Targeted customers receive mailings with statistics on their usage, the comparison with similar “neighbors”, and useful hints regarding energy efficiency. Participants in this program are selected randomly from a larger group of customers who are high electric energy users. Given the general demographics of the target group, a similar control group must be chosen for comparison purposes. This control group receives no additional energy efficiency information and the savings associated with the target group is determined with a billing analysis comparison between this year and last year (or comparable usage periods) and the changes in the control group to address temporal effects such as weather and the economy.

Plan Year 6 Activity

As stated, the Home Energy Report expanded in PY6 to 446,000 participants. The verified results in PY6 were 129,063 MWh. Table I-15 shows the actual PY6 MWh saved compared to the program's plan and ComEd's *ex ante* estimates, and also presents the program's electric TRC.

Table I-15

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Home Energy Report	100,000	108,370	129,063	129%	3.20

Residential New Construction

Program Description

The Residential New Construction (“RNC”) program was added to the portfolio in PY4, and PY6 saw savings more than double from PY5. The program provides incentives to eligible builders to construct single family homes that are at least 20% more energy efficient than current code and install qualifying energy efficiency equipment. The RNC program is jointly offered by Nicor Gas and ComEd. The program implementer is Residential Science Resources.

The program structure relies heavily on raters to recruit builders to the program. The program pays incentives of up to \$350 per home to raters and up to \$450 per home to builders, and builders receive an additional incentive from ComEd for installing qualified ENERGY STAR electric appliances. Overall, a total of 930 new homes were constructed in PY6: 798 Joint Homes & 132 Nicor only territory homes.

Plan Year 6 Activity

Table I-18 shows the program results, and the electric only TRC.

Table I-18

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Residential New Construction	25	399	406	1,624%	6.01

II. Smart Ideas for Your Business[®]

Smart Ideas for Your Business[®] (SIFYB) comprises a diverse number of incentives and delivery channels to ensure relevance and reach among ComEd's different business customer segments. Actual PY6 EEPS business savings were 509,177 net MWh (including business CFL carryover), a 18% increase over the planned target of 430,700 net MWh. IPA business savings were 67,986 net MWh or about 19% over the planned target of 57,217 net MWh.

Some highlights for PY6: the Commercial & Industrial ("C&I") Prescriptive and C&I Custom initiatives were tracked as individual offerings in order to differentiate between common energy efficiency improvement projects and more complex projects, and due to separate administration of programs, although they maintained common aspects. The Retro-Commissioning Program added a Monitoring Based Commissioning program element and piloted a software based analytical retro-commissioning program. Data Centers added a new measure that provided incentives to customers that move smaller data center rooms to a colocation facility. Small Business Energy Savings continued to target businesses under 100 kW in demand, but tried new geographical based marketing, aka as geo-targeted, to increase participation rates. C&I New Construction program was honored by the Midwest Energy Efficiency Alliance (MEEA) with the 2014 Inspiring Efficiency Impact Award.

During PY6, there was a concerted effort within the SIFYB portfolio to create more project referrals across programs. This effort largely involved educating trade allies about other SIFYB offerings. ComEd also had Navigant examine the cross-cutting nature of this approach and provide recommendations to improve effectiveness. As an important enabler, ComEd undertook the development of a marketing database to record leads from multiple sources.

C&I Prescriptive/Standard Incentives

Program Description

Prescriptive/Standard incentives provided the customer with a menu of energy efficient measures that have been given pre-calculated incentive rebates based on their known energy efficiency performance. These incentives were available for common replacement or retrofit projects such as lighting; heating, ventilation and air conditioning (“HVAC”); motors; and commercial refrigeration technologies. This program was originally submitted as “Prescriptive”, but was later changed to “Standard” to be less confusing in the market as “Standard” is a more commonly used term.

In the PY4-PY6 Plan, Commercial Real Estate was envisioned as a separate program, but the measures were mostly from the Prescriptive/Standard Program. As a result, the Commercial Real Estate functioned almost entirely within the Prescriptive/Standard Program. Prescriptive/Standard Program goals and results reflect this combination. ComEd contracted with DNV GL (formerly “KEMA”) as the implementation contractor for the Prescriptive/Standard incentive offerings.

Plan Year 6 Activity

Incentives are subject to project caps of 50% of project costs, but annual premise level caps were eliminated. ComEd utilized technical service offerings called Smart Ideas Opportunity Assessments (“SIOA”). SIOAs are a means for helping customers identify economically feasible projects. The SIOAs consist of a 2 hour site assessment by a ComEd engineer offered to smaller businesses. Although the initial focus for SIOAs was to develop Custom projects, a large number of Standard projects were initiated from this work.

The Standard program elements continue to be challenged to expand program reach and offerings. Final savings were 14% under goal.

Table II-1 describes key program metrics during PY6.

**Table II-1
Program Metrics**

Program Statistics	Quantity
Number of applications received	4,188
Amount of Incentives Paid	\$23 M
Total Cost of Projects Supported	\$ 217 M
Participants	2,263
Projects	3,736
Installed Measures	7,126
Pct. Lighting Projects <i>(by MWh)</i>	78%
Pct. VSD Projects (inc. HVAC) <i>(by MWh)</i>	14%
Pct. Refrigeration Projects <i>(by MWh)</i>	3%
Pct. Other Projects <i>(by MWh)</i>	5%
Total SIOA completed	370

Table II-2 shows the actual PY6 MWh saved compared to the program's plan and ComEd's *ex ante* estimates, and also presents the program's electric TRC.

Table II-2

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Prescriptive / Standard	215,000	180,762	184,696	86%	1.22

C&I Custom Incentives

Program Description

ComEd's Custom Incentives offering targeted commercial and industrial projects that included manufacturing process improvements or complex measures for which deemed savings or standardized savings algorithms are not appropriate (or available). Custom incentive amounts were based on a formal engineering estimate of the energy savings anticipated for specific customer projects, including process improvements or new technologies not covered under the Standard incentive offering. Each custom incentive application and its energy savings estimate were reviewed on a case-by-case basis. The Custom Program paid \$0.07/kWh for energy savings. It also provided an option for early commitment where an incentive of \$0.06/kWh was paid on application approval. This option required a minimum of 500,000 kWh in approved savings.

ComEd contracted with DNV GL as the implementation contractor for Custom incentive offerings.

Plan Year 6 Activity

ComEd utilized SIOAs as a means for helping customers identify economically feasible projects. The SIOAs are a 2 hour site assessment by a ComEd engineer offered to smaller businesses.

Table II-1 describes key program metrics during PY6.

**Table II-1
Program Metrics**

Program Statistics	Quantity
Custom applications received	228
Custom incentives paid	\$1.92 M
Total cost of projects supported	\$5.7M
Participants	89
Completed projects	93

Table II-2 shows the actual PY6 MWh saved compared to the program’s plan and ComEd’s *ex ante* estimates, and also presents the program’s electric TRC.

Table II-2

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Custom	29,000	13,325	16,219	56%	1.14

C&I Retro-Commissioning

Program Description

Retro-commissioning is a joint program with Nicor Gas, Peoples Gas, and North Shore Gas. The program completed 49 projects in PY6 for a total net savings of 26,315 MWh. This is higher than PY5 results of 46 projects for 17,599 MWh. This program was designed to optimize the energy performance of

Retro-Commissioning provides building owners with low-cost adjustments to energy-using equipment to improve the efficiency of the building's operating system with a focus on building controls and HVAC systems.

participating buildings through low- and no-cost operational improvements. ComEd contracted with Nexant to implement this program. Retro-commissioning is achieved primarily through qualified engineering consulting firms, known as Retro-commissioning Service Providers ("RSPs"), who are selected through a competitive RFP process.

The program required that facilities had to be at least five years old, have a peak demand of at least 500 kW, contain at least 150,000 square feet of conditioned floor space and possess a relatively high Energy Use Index ("EUI") compared to the EUIs of similar buildings. Additionally, no major renovation or large capital investment for the facility could be pending. Participants had to commit to spend either \$15,000 or \$30,000 to implement identified retro-commissioning measures that would provide an estimated total project simple payback of less than 1½ years, based upon electric and gas savings. Operations and maintenance staff had to express a commitment for active involvement in the process as well, including sending a staff member to Building Operator Certification (BOC) training.

In PY6, monitoring based commissioning was introduced. Monitoring Based Commissioning is a long-term engagement between the RSP and customer to identify and implement measures over a period of 18 months or more. Additionally, analytical retro-commissioning was piloted which utilized

software to analyze interval electrical usage data to identify inefficient energy practices. The pilot included 10 projects which resulted in 1.2 GWh of energy savings. (Note- while the pilot started in PY6, it concluded in PY7, and the savings were claimed in PY7.)

Plan Year 6 Activity

The program fell 15% short of its PY6 goal of 31,000 MWh of energy savings with only 49 projects. This shortfall was partly due to the program allowing a longer time frame to complete projects.

Table II-3 compares Navigant's *ex post* estimates of savings with ComEd's initial goal and its *ex ante* estimate of MWh saved, and also presents the program's electric TRC.

Table II-3

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Retro-commissioning	31,000	25,132	26,314	85%	1.75

C&I New Construction

Program Description

The program is designed to capture long-term energy efficiency opportunities available during the design and construction of new buildings, substantial additions and major renovations in the non-residential market. In PY6, the program was operated jointly with Nicor Gas in the overlapping service territories, and ComEd offered only electric savings incentives in its remaining service territory. ComEd contracted with Energy Center of Wisconsin (“ECW”) for program design and implementation.

C&I New Construction Program offers:

- *Building Analysis*
- *Design Assistance*
- *Technical Education and training*
- *Financial Assistance*

The program uses a building sciences approach to expand marketplace knowledge and foster the design and construction of high performance commercial buildings that provide superior energy efficiency, integrated systems performance, comfort and highly productive indoor environments. The program provides an assembly of new construction technical assistance; whole building energy modeling and life cycle analysis; technical education and training; and financial incentives to building owners, designers, architects, and engineers to surpass the 2012 IECC standard for new construction practices by at least 10 percent. The addition of gas measures allowed a more holistic view of energy savings for new buildings in the Nicor service territory.

In PY6, the program offered a ‘comprehensive track’ to ensure the highest level of technical assistance and financial incentives to address building design, resulting in a holistic, integrated and efficient building design. The comprehensive approach is most effective when the New Construction team is involved very early in the building design process.

Plan Year 6 Activity

The program exceeded its PY6 goal of 11,500 MWh of energy savings with verified savings of 14,310 MWh from 59 projects. In PY6, 100 applications were submitted. Given the typical long development time, the approved applications not completed in PY6 are scheduled to be completed in PY7 and later. At the end of PY6, there were 152 projects in the pipeline.

**Table II-4
Program Metrics**

Program Statistics	Quantity
Number of applications received	100
Projects completed	59
Amount of incentives paid	\$ 2.8 M
Building area affected (Sq. ft.)	8,842,843

Table II-5 compares Navigant's *ex post* estimates of savings with ComEd's initial goal and its *ex ante* estimate of MWh saved, and also presents the program's electric TRC.

Table II-5

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
New Construction	11,500	12,450	14,310	124%	3.27

Business Instant Lighting Discounts

Program Description

Business Instant Lighting Discounts (BILD) originally began as Mid-Stream Incentives as a pilot in PY3. The PY6 program includes not only CFLs, but LEDs, high-intensity discharge (HID) lamps, and linear fluorescent (LF) bulbs as well. This program provides incentives to electrical distributors to reduce the purchase cost of lighting to its business customers. Bulbs are made available via distributors as well as retail channels, the latter of which sells bulbs directly to contractors through the pro desk of a major do-it-yourself retailer. Approximately 86% of BILD program unit sales were delivered via the distributor program while the remaining 14% were sold through the retail program.

Plan Year 6 Activity

During PY6, the program increased the number of participating electrical distribution companies from 84 in PY5 to 89, and bulb sales increased from 1,315,819 in PY5 to 2,421,109. The program also increased its LED efficiency requirement. Table II-6 summarizes the program's activities:

**Table II-6
Program Metrics**

Program Metrics	
Standard CFLs sold	343,577
Specialty CFLs sold	362,332
LEDs sold	804,299
Linear FLs sold	840,903
HIDs sold	2,607
LF Ballasts sold	67,391
Total units sold	2,421,109
Customers touched	~ 5,500
Unique distributors	89
Unique retailers	1

Table II-7 compares Navigant's *ex post* estimates of savings with ComEd's initial goal and its *ex ante* estimate of MWh saved, and also presents the program's TRC.

Table II-7

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
BILD	90,000	131,221	167,049	186%	1.95

Industrial Systems / Compressed Air

Program Description

The Industrial Systems program started in PY4 with Compressed Air Systems, and has expanded over the past three years to include process cooling and industrial refrigeration systems, although compressed air comprises the majority of the projects at this time. The Industrial Systems program offers a combination of technical assistance and financial incentives. Technical assistance includes an industrial systems study which assesses the performance of the facility's industrial compressed air, process cooling, and refrigeration systems to ensure efficient, economical operation. The study examines the systems' operating characteristics to help identify cost-effective energy saving measures, using a combination of capital investment and low or no cost measures. In the more operational review, the engineering study will identify compressed air leaks to repair along with low cost/no cost measures to improve system operations. Smaller stand-alone air compressor projects are typically handled through the Custom Program.

ComEd selected Nexant, Inc. to be the program administrator responsible for all aspects of the program. Actual engineering studies are performed by specialized Compressed Air Service Providers ("CASP"), who directly interface with customers during engineering reviews and implementation of accepted recommendations. Nexant is responsible for the recruitment and training of the CASPs and overview of their work. Nexant is also responsible for recruiting and training service providers for the refrigeration and process cooling elements.

Plan Year 6 Activity

Industrial Systems did not meet its target as 43 applications were received while 36 applications were approved but only 27 projects were completed versus the original target of 39 completions. There

were 55 projects that moved into PY7 due to implementation timelines. Thirty-three of these projects were PY6 applications with the remaining projects originating in PY4 and PY5. Table II-8 summarizes the programs activities:

**Table II-8
Program Metrics**

Program Metrics	
# of applications received	43
# of application approved	39
# of projects completed	27
# of approved CASP	21

Table II-9 compares Navigant's *ex post* estimates of savings with ComEd's initial goal and its *ex ante* estimate of MWh saved, and also presents the program's TRC.

Table II-9

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Industrial Systems / Compressed Air	16,000	12,943	17,902	112%	4.07

Data Centers

Program Description

The Data Centers Efficiency program was launched in June 2011. The Data Centers Efficiency program provides incentives to both new and existing data centers for implementing energy efficiency measures. Data center energy efficiency measures must result in a reduction of electric energy usage due to an improvement in system efficiency. Projects that result in reduced energy consumption without an improvement in system efficiency are not eligible for incentives.

ComEd selected Willdan Energy Solutions (Willdan) as its program administrator responsible for day-to-day operations. Willdan is responsible for all aspects of the program including participant coordination, technical service provider recruitment and training, logistical support, marketing / outreach and technical review for projects in the program. One of the main challenges in this program is proposing efficiency measures without impacting operating reliability (*i.e.*, keeping equipment on-line takes precedence over energy efficiency). Another challenge is establishing baselines for savings since there are few industry standards. The Data Center Program follows the incentive structure of the Custom Program. Both programs pay incentive of \$0.07/kWh for savings on eligible products. Data Center projects are also eligible for the Custom early commitment option, where savings can be locked in during application approval and incentives are based on \$0.06/kWh.

Plan Year 6 Activity

In PY6, 16 data center projects were completed. This is an increase from 11 projects in PY5 as the program has gained traction, albeit in a limited market.

Table II-10 shows Navigant's *ex post* estimates of savings. . Shown are the verified savings and the program's TRC.

Table II-10

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Data Centers	4,800	10,655	12,939	270%	2.94

Small Business Energy Savings

Program Description

The Small Business Energy Savings (“SBES”) Program was launched as a pilot in PY3. The SBES program is designed to achieve energy savings goals by educating ComEd small business customers about electric and natural gas opportunities through on-site assessments. Energy advisors from Peoples Gas/North Shore Gas implementer Franklin Energy or Nicor Gas implementer Nexant conduct a high-level walk-through assessment of each site. At the time of the assessment, customers can receive direct installation of energy efficient measures at no cost to them. These direct installed measures include: low-flow faucet aerators and showerheads, pre-rinse spray valves, vending machine controls, compact fluorescent lights, and programmable thermostats.

In addition to direct installations, assessments identified additional retrofit savings opportunities which were eligible for incentives of 30 to 70 percent for select, low-cost natural gas and electric energy efficiency measures that would be installed by a local contractor at a second on-site visit. Participants must be both a ComEd customer with peak monthly demand of less than 100 kW and a Nicor Gas or Peoples Gas/North Shore Gas customer who uses less than 60,000 therms per year.

Plan Year 6 Activity

As previously stated, during PY6 gas measures were offered for both direct installed or contractor installed. In PY6, both electric and gas participation increased greatly from the previous year. The small business target base is considered hard-to-reach, and implementation strategies to create awareness and develop trust within the local communities were extremely important. ComEd allocated 71,564 gross MWh (67,986 net MWh) to IPA based on the IPA budget, with the remaining savings of 54,894 gross MWh (52,149 net MWh) going to EEPS. Additionally, ComEd discovered an overlap in lighting measures between the Small Business Energy Savings program (SBES) and the

BILD program after the program evaluations had been finalized. The savings for the common measures were subtracted from the SBES program to avoid double counting savings, which resulted in a reduction of 8,403 MWh.

Table II-11 summarizes the initiative's activities:

**Table II-11
Program Metrics**

Program Metrics	
Direct Installed Measures	12,432
Contractor Installed Measures	541,523
Direct Installed Projects	1,638
Contractor Installed Projects	7,390
Total ComEd Unique Projects (excludes duplicates)	7,515

The program metrics represent the total program volume and do not account for the measure overlap.

Table II-12 compares Navigant's *ex post* estimates of savings (accounting for the measure overlap) with ComEd's initial goal and its *ex ante* estimate of MWh saved, and also presents the program's electric TRC.

Table II-12

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Small Business Energy Savings - EEPS	13,400	52,406	52,149	389%	3.05
Small Business Energy Savings - IPA	57,217	57,217	67,986	119%	

III. EEPS Third Party Programs

In ComEd's 2011 – 2013 Plan, ComEd issued RFP's for third party administered programs where ComEd would purchase net savings for an agreed upon payment (cents/kWh). The concept was to look for niche programs outside the utility programs and let market creativity have a chance at developing energy efficiency programs. Three contracts were awarded for the three-year period covered by ComEd's 2011 – 2013 Plan. These programs were completed at the end of PY6.

Dent On Energy

RLD Resources LLC ("RLD") offered a program to install smart thermostats/controllers for businesses, which act as low-cost automation, monitoring, and proactive control of HVAC systems. The targeted customers were end-users with between 100-400 kW in electrical demand.

Desktop Power Management

Resource Solutions Group ("RSG") proposed a computer efficiency suite with a centralized computer management ("CPM") software as the main component. This program was targeted towards private schools and business. The CPM would shut down individual desktop applications during off-hours.

CUB Energy Saver

CUB Energy Saver is a residential behavioral program offering on-line services to motivate participants to save energy. In PY6, program implementation contractor was C3. This program was not to overlap participants with ComEd's existing residential behavioral program, Home Energy Reports. The CUB Energy Saver program was based on opt-in participation and expected to achieve greater savings through increased customer interactions.

Plan Year 6 Activity

Table IV-1 compares Navigant's *ex post* estimates of savings with ComEd's initial goal and its *ex ante* estimate of MWh saved.

Table IV-1

Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal	ComEd PY6 TRC
Dent On Energy	1,241	600	99	8%	
Desktop Power Management	7,232	3,984	2,242	31%	
Cub Energy Saver	8,846	4,329	1610	18%	
Third Party Programs	17,319	8,748	3,951	23%	0.53

IV. R&D / Emerging Technologies

ComEd is allowed to spend up to 3 percent of its portfolio budget on research and development (“R&D”) / emerging technologies. For PY6, ComEd allocated \$2.08 million for these initiatives and spent \$1.85 million. Primary program activities for PY6 included a behavioral pilot for medium sized C&I customers (100kW – 1000kW); a small business behavioral pilot for C&I customers less than 100kW; a web-based tool that looks at C&I central plant systems to determine ways to optimize their operations; a plug load controller for businesses; and HVAC technology that uses refrigerant as both the heating and cooling medium. No savings from R&D efforts were included in PY6 results.

V. IPA Programs

In Plan Year 6, Illinois Power Agency (IPA) programs were added to the Smart Ideas portfolio for the first time. In PY6, there were seven IPA programs consisting of three programs complementing the EEPS offerings (i.e., Small Business, Energy Star Specialty Lighting, and Multifamily Common Areas) as well as four third-party programs (i.e., Sustainable Schools, Simple Actions Matter, Single Family All Electric, and Great Energy Stewards).

Small Business Energy Savings

The IPA portion of the Small Business Savings program was an expansion of the existing Small Business program savings and not operated any differently than the EEPs portion. For PY6, part of the Small Business Energy Savings program was shifted from EEPS to the IPA portfolio. ComEd allocated 57,217 net MWh to IPA based on the IPA budget, with the remainder of the savings going to EEPS. For a further explanation of this program, see the EEPS “Small Business Energy Savings” section of this report.

Energy Star Specialty Lighting

For PY6, all specialty bulb savings within the residential lighting program were attributed to the IPA portfolio. For a further explanation of this program, see the EEPS “Residential Energy Star[®] Lighting” section of this report.

Multi-Family Common Areas

For PY6, savings resulting from the common area portion of the Multi-Family Comprehensive Energy Efficiency Program are attributed to the IPA portfolio. For a further explanation of this program, see the EEPS “Multi-Family Comprehensive Energy Efficiency Program” section of this report.

Sustainable Schools – Third Party

The Sustainable Schools Program was launched in June of 2013 and implemented by Willdan Energy Solutions. The targeted customers for the program were independent schools, ranging from daycare/pre-school facilities through high schools that are not served through DCEO. The program offered a no-cost energy survey of the facilities conducted by a trained professional followed by a list of recommended improvements to the facility. After the school decision-maker approved the installations, the lighting measures were installed at the facility with no co-pay required. In PY6, all of the participants opted for the free lighting installations rather than cost-shared HVAC improvements.

Simple Actions Matter – Third Party

The Simple Actions Matter program was a community-based energy efficiency program implemented by One Change that distributed CFL light bulb packs to low-income customers least likely to respond to typical lighting offers in the ComEd service territory. Based upon the low recall in the telephone interview and the lack of tracking data, only 72.5% of the homes could be verified to have received the CFLs.

Single Family All Electric – Third Party

The Single Family program was implemented by Conservation Services Group and focused on homes that were fully electric. The program was designed to leverage the joint Home Energy Savings program via a variety of direct install and weatherization measures. Direct install measures for the program included CFLs, low-flow showerheads, low-flow kitchen & bathroom faucet aerators, hot water heater temperature setback, pipe insulation, and programmable thermostat education. Weatherization measures included attic, duct, and floor insulation, along with air sealing.

Great Energy Stewards – Third Party

The Great Energy Stewards program was a behavioral energy efficiency program implemented by Shelton Solutions, Inc. The program was designed to generate energy savings by providing ComEd residential customers with information on their energy usage and energy-saving tips through periodic postcards mailed to their homes, as well as small financial incentive payments for energy savings. The program’s design called for Shelton to recruit participants primarily at Chicago-area churches. Shelton experienced difficulties implementing this plan, however, and instead recruited the majority of the program’s PY6 participants at events sponsored by a local community action agency for customers seeking assistance paying their utility bills through LIHEAP. This led to a number of unanticipated changes to the program’s design that adversely affected its performance. During PY6, this program did not achieve any savings.

Plan Year 6 Activity

Table V-1 compares Navigant’s *ex post* estimates of savings with ComEd’s initial goal and its *ex ante* estimate of MWh saved.

Table V-1

IPA Program Results (Net MWh)	ComEd Planning Goal (MWh)	ComEd Estimated <i>Ex ante</i> Savings (MWh)	Navigant Verified <i>Ex post</i> Savings (MWh)	Pct. of Goal
Small Business Energy Savings	57,217	57,217	67,986	119%
Energy Star Specialty Lighting	23,354	38,216	40,931	175%
Multi-Family Common Areas	17,617	18,827	19,021	108%
Sustainable Schools	2,005	1,928	1,979	99%
Simple Actions Matter	3,875	3,882	2,336	60%
Single Family All Electric	3,489	79	82	2%
Great Energy Stewards	1,860	323	0	0%

VI. ComEd Summary

ComEd's *Smart Ideas* portfolio is the product of ComEd's Commission-approved 2011 – 2013 Plan, which was developed by ComEd in response to the requirements of Section 8-103 of the Act, the purpose of which is to encourage customers to reduce energy consumption.

In Plan Year 6 (June 1, 2013 through May 31, 2014), the *Smart Ideas* portfolio achieved 986,314 MWh in net energy savings, exceeding its adjusted statutory goal of 787,432 MWh by 25%. Since the energy efficiency program launched on June 1, 2008, ComEd has earned over 4,100,000 MWh in incremental annual energy savings and over 10,900,000 MWh in estimated total customer savings.

Since program inception, the *Smart Ideas* portfolio has put ComEd customers on track to save more than \$1.0 billion in energy costs versus the Rider EDA charges of \$493 million. ComEd customers will continue to save money over the remaining lifetimes of their installed energy efficiency measures.

VII. DCEO Summary - ComEd Service Territory

Per the Act, DCEO was assigned 25% of the energy efficiency measures, which ComEd and DCEO agreed to define as 25% of the total portfolio spending screen. In addition, DCEO agreed to specific goals defined for the public sector and low income programs. The Act required 10% of the overall portfolio be dedicated for public sector customers. For low income customers, a target of 6% of the overall portfolio was set based on the number of households at or below 150% of the poverty level.

For PY6, DCEO's statutory portfolio goal for the ComEd service territory was 115,258 MWhs. The results for DCEO are provided below.

Table VII-1

Program	Expected kWh Savings	Realized Gross kWh Savings	Realized Net kWh Savings
Lights for Learning	380.6	374.4	344.5
Retro-Commissioning	5,158.2	5,094.8	4,957.6
Builder Operator Certification	Not Specified	Not Specified	60
Public Housing Authority	1,691.4	1,806.2	1,806.2
Affordable Housing Construction	1,272.9	1,463.1	1,463.1
Standard	60,543.4	70,149.3	59,396.4
Custom	17,494.8	12,494.1	8,496.5
New Construction	1,126.1	848.4	649.5
Low Income Retrofits	Not Specified	3,608.5	3,608.5
Public Sector Boiler Tune-ups	0	0	0
Green Nozzle	0	0	0
Savings Through Efficiency Products	2765.2	2484	2423.5
Total	90,432.6	98,322.9	83,205.8

ComEd is responsible for administering funds, received from ComEd customers, for the DCEO energy efficiency projects completed within the ComEd Service Territory. For PY6, DCEO submitted funding requests for \$31.6M of their spending screen budget of \$38.9M.

VIII. Data Tables

Table VII-1 shows ComEd's performance, by program, for MWh saved. The table compares the Plan estimates with ComEd's *ex ante* results and Navigant's *ex post* results.

Table VIII-1

	ComEd Target	ComEd Reported Results (Ex Ante)		Navigant Reported Results (Ex Post)	
	Net MWH Savings	Net MWH Savings	Pct. Of Plan	Net MWH Savings	Pct. Of Plan
Residential					
Lighting Discounts	150,000	176,074	117%	184,018	123%
Home Energy Report	100,000	108,370	108%	129,063	129%
Fridge Freezer Recycle Rewards	25,000	24,667	99%	25,331	101%
Multi-Family Home Performance	15,000	19,411	129%	20,469	136%
Single Family Home Performance	2,900	3,828	132%	3,894	134%
Residential New Construction	25	399	1596%	406	1624%
Joint Elem Education	1,900	3,171	167%	3,163	166%
Complete System Replacement	1,900	3,340	176%	3,254	171%
Total Residential	296,725	339,260	114%	369,598	125%
C&I					
C&I Prescriptive (inc. Real Estate)	215,000	180,762	84%	184,696	86%
C&I Custom	29,000	13,325	46%	16,219	56%
Mid stream C&I Lighting	90,000	131,221	146%	167,049	186%
Retro-Commissioning	31,000	25,132	81%	26,314	85%
New Construction	11,500	12,450	108%	14,310	124%
Compressed Air / Industrial Systems	16,000	12,943	81%	17,902	112%
Small Business	13,400	52,406	391%	52,149	389%
Data Centers	4,800	10,655	222%	12,939	270%
Total C&I	410,700	438,893	107%	491,578	120%
PY6 Program Totals	707,425	778,153	110%	861,176	122%
Third Party Admin Programs & CFL Carryover					
Third Party	20,000	8,748	44%	3,951	20%
Residential CFL Carryover	86,000	95,185	111%	95,185	111%
C&I Carryover	20,000	17,297	86%	17,599	88%
Portfolio Totals	833,425	899,383	108%	977,911	117%
Modified Approved Goal	787,432	899,383	114%	977,911	124%

Table VIII-2 shows the IPA program performance, by program, for MWh saved. The table compares the Plan estimates with ComEd’s *ex ante* results and Navigant’s *ex post* results.

Table VIII-2

	ComEd Target	ComEd Reported Results (<i>Ex Ante</i>)		Navigant Reported Results (<i>Ex Post</i>)	
	Net MWh Savings	Net MWh Savings	Pct. Of Plan	Net MWh Savings	Pct. Of Plan
IPA					
Small Business Energy Savings	57,217	57,217	100%	67,986	119%
Energy Star Specialty Lighting	23,354	38,216	164%	40,931	175%
Multi-Family Common Areas	17,617	18,827	107%	19,021	108%
Sustainable Schools	2,005	1,928	96%	1,979	99%
Simple Actions Matter	3,875	3,882	100%	2,336	60%
Single Family All Electric	3,489	79	2%	82	2%
Great Energy Stewards	1,860	323	17%	-	0%
Total IPA	109,417	120,472	110%	132,335	121%

Table VIII-3 shows ComEd’s potential and actual savings banked for PY1 – PY6. These savings are available for use through Plan Year 6 to achieve applicable energy savings goals. Banked savings from PY1 – PY3 were limited to 10% of statutory goal when results exceeded goal.

Table VIII-3

Plan Year	Actual Banking	Cumulative Banked
PY1	0	0
PY2	39,369	39,369
PY3	58,408	97,777
PY4	323,766	421,543
PY5	98,706	520,249
PY6	158,427	678,676
Total	678,676	

Table VII-4 shows the comparison of the Plan budget versus Actual expenditures for PY6 for Rider EDA expenses. It should be noted that ComEd incurred additional internal labor costs that are not included as Rider EDA expenses, but are estimated in Table VII-5.

Table VIII-4

	Planned Budget *	Actual Expenditures (Total Rider EDA Expenses)
RESIDENTIAL EE PROGRAM COSTS		
Residential Lighting	\$ 13,115,065	\$ 13,782,316
Home Energy Report	\$ 2,466,323	\$ 1,788,260
Appliance Recycling	\$ 6,624,800	\$ 6,817,036
Multi Family Comprehensive	\$ 2,740,187	\$ 4,815,028
Single Family Home Performance	\$ 1,025,665	\$ 1,405,687
Residential Complete System Replacement (CSR)	\$ 3,345,516	\$ 4,858,147
Joint Elementary Education Program	\$ 996,789	\$ 813,434
Residential New Construction	\$ -	\$ 22,875
Total Residential Programs	\$ 30,314,345	\$ 34,302,784
C&I EE PROGRAM COSTS		
C&I Prescriptive	\$ 33,462,000	\$ 31,556,870
C&I Custom	\$ 6,340,000	\$ 4,405,094
C&I Retrocommissioning	\$ 5,589,200	\$ 4,568,932
C&I New Construction	\$ 5,612,000	\$ 4,906,211
C&I Compressed Air	\$ 6,780,000	\$ 4,391,117
C&I Midstream Incentives	\$ 5,090,329	\$ 11,966,763
C&I Small Business Direct Install	\$ 5,907,767	\$ 11,180,834
C&I Commercial Real Estate	\$ 510,000	\$ 555,353
C&I Data Center	\$ 1,200,000	\$ 1,000,609
Total C&I Programs	\$ 70,491,296	\$ 74,531,783
OTHER COSTS		
Third Party Program Admin.	\$ 1,000,000	\$ 372,642
Demand Response	\$ 896,000	\$ 1,197,008
DCEO	\$ 38,871,735	\$ 31,563,417
R&D / Emerging Technologies	\$ 2,075,265	\$ 1,849,544
M&V	\$ 3,498,456	\$ 4,071,757
Educational/Municipal/Outreach/EIO Energy Star	\$ 2,876,773	\$ 4,133,504
Other Portfolio Costs	\$ 5,463,070	\$ 3,504,433
Total Other	\$ 54,681,299	\$ 46,692,305
Total Portfolio Costs	\$ 155,486,940	\$ 155,526,871
Total On-Bill Financing Costs	\$ 150,000	\$ 132,562
Total PY6 Rider EDA Costs	\$ 155,636,940	\$ 155,659,433

* Plan Budget adjusted to Spending Screen PY6 as filed in PY6 Rate filing.

Table VII-4 shows the breakdown of PY6 by contractor, incentive, marketing and labor costs across the programs.

**Table VIII-5
PY6 Rider Portfolio Expenses**

	Energy Efficiency Expenses						TOTAL Non-Rider EDA Employee Labor Costs	TOTAL Rider EDA COSTS with Non-EDA Labor
	Contractor Costs	Incentive Costs	Marketing Costs	TOTAL Non-Labor Costs	Rider EDA Labor Costs	TOTAL Rider EDA Expenses		
	a	b	c	d	e	f		
	g						h	
	a+b+c						d+e	f+g
C&I EE PROGRAM COSTS								
C&I Prescriptive	\$ 6,111,283	\$ 23,439,907	\$ 1,354,952	\$ 30,906,143	\$ 650,727	\$ 31,556,870	\$ 376,960	\$ 31,933,831
C&I Custom	\$ 892,200	\$ 3,271,150	\$ 74,621	\$ 4,237,970	\$ 167,123	\$ 4,405,094	\$ 52,621	\$ 4,457,713
C&I Retrocommissioning	\$ 1,393,572	\$ 2,882,513	\$ 97,040	\$ 4,373,125	\$ 195,807	\$ 4,568,932	\$ 54,578	\$ 4,623,509
C&I New Construction	\$ 1,843,958	\$ 2,825,345	\$ 72,868	\$ 4,742,171	\$ 164,040	\$ 4,906,211	\$ 58,607	\$ 4,964,818
C&I Compressed Air	\$ 1,896,998	\$ 2,243,753	\$ 73,451	\$ 4,214,202	\$ 176,915	\$ 4,391,117	\$ 52,454	\$ 4,443,571
C&I Midstream Incentives	\$ 929,528	\$ 9,849,870	\$ 1,083,451	\$ 11,862,849	\$ 103,914	\$ 11,966,763	\$ 142,948	\$ 12,109,711
C&I Small Business Direct Install	\$ 1,612,236	\$ 9,232,557	\$ 177,472	\$ 11,022,264	\$ 158,570	\$ 11,180,834	\$ 133,560	\$ 11,314,394
C&I Commercial Real Estate	\$ 522,333	\$ -	\$ 10,849	\$ 533,182	\$ 22,170	\$ 555,353	\$ 6,634	\$ 561,987
C&I Data Center	\$ 678,423	\$ -	\$ 261,453	\$ 939,876	\$ 60,733	\$ 1,000,609	\$ 11,953	\$ 1,012,562
C&I Infrastructure	\$ 311,676	\$ -	\$ (311,676)	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Call Center	\$ 37,400	\$ -	\$ (37,400)	\$ -	\$ -	\$ -	\$ -	\$ -
Total C&I Programs	\$ 16,229,608	\$ 53,745,094	\$ 2,857,080	\$ 72,831,783	\$ 1,700,000	\$ 74,531,783	\$ 890,314	\$ 75,422,096
RESIDENTIAL EE PROGRAM COSTS								
Residential Lighting	\$ 2,423,139	\$ 10,545,459	\$ 474,776	\$ 13,443,374	\$ 338,942	\$ 13,782,316	\$ 28,000	\$ 13,810,316
Home Energy Report	\$ 1,586,629	\$ -	\$ 40,099	\$ 1,626,728	\$ 161,532	\$ 1,788,260	\$ -	\$ 1,788,260
Appliance Recycling	\$ 3,595,268	\$ 1,675,530	\$ 1,268,580	\$ 6,539,378	\$ 277,658	\$ 6,817,036	\$ 73,938	\$ 6,890,975
Multi-family All-electric Sweep	\$ 2,091,060	\$ 2,434,179	\$ 213,487	\$ 4,738,726	\$ 76,302	\$ 4,815,028	\$ -	\$ 4,815,028
Single Family Home Performance	\$ 492,778	\$ 571,767	\$ 193,984	\$ 1,258,529	\$ 147,158	\$ 1,405,687	\$ -	\$ 1,405,687
Residential Complete System Replacement (CSR)	\$ 304,181	\$ 4,309,250	\$ 155,098	\$ 4,768,529	\$ 89,618	\$ 4,858,147	\$ 15,313	\$ 4,873,460
Joint Elementary Education Program	\$ 625,199	\$ 124,309	\$ 18,757	\$ 768,265	\$ 45,169	\$ 813,434	\$ -	\$ 813,434
Residential New Construction	\$ 12,600	\$ 9,425	\$ 551	\$ 22,576	\$ 299	\$ 22,875	\$ 15,313	\$ 38,188
Total Residential Programs	\$ 11,130,853	\$ 19,669,919	\$ 2,365,333	\$ 33,166,106	\$ 1,136,678	\$ 34,302,784	\$ 132,564	\$ 34,435,347
THIRD PARTY PROGRAM COSTS								
Third Party Program Admin.	\$ 372,642	\$ -	\$ -	\$ 372,642	\$ -	\$ 372,642	\$ 87,500	\$ 460,142
DCEO PROGRAM COSTS								
DCEO	\$ 31,563,417	\$ -	\$ -	\$ 31,563,417	\$ -	\$ 31,563,417	\$ -	\$ 31,563,417
DEMAND RESPONSE COSTS								
Central AC Cycling	\$ 1,197,008	\$ -	\$ -	\$ 1,197,008	\$ -	\$ 1,197,008	\$ -	\$ 1,197,008
EDUCATION / MARKET TRANSF COSTS								
Education/Outreach	\$ 3,499,896	\$ -	\$ -	\$ 3,499,896	\$ -	\$ 3,499,896	\$ 264,750	\$ 3,764,646
Municipal Outreach	\$ 223,662	\$ -	\$ -	\$ 223,662	\$ -	\$ 223,662	\$ -	\$ 223,662
Market Transformation EIO/EDS	\$ 409,946	\$ -	\$ -	\$ 409,946	\$ -	\$ 409,946	\$ 157,500	\$ 567,446
Total Educational / Market Transf Costs	\$ 4,133,504	\$ -	\$ -	\$ 4,133,504	\$ -	\$ 4,133,504	\$ 422,250	\$ 4,555,754
R&D / Emerging Technologies								
R&D / Emerging Technologies	\$ 1,849,544	\$ -	\$ -	\$ 1,849,544	\$ -	\$ 1,849,544	\$ -	\$ 1,849,544
PORTFOLIO COSTS								
Portfolio Administration	\$ 1,576,545	\$ -	\$ -	\$ 1,576,545	\$ -	\$ 1,576,545	\$ -	\$ 1,576,545
Labor (Non-Program Specific)	\$ -	\$ -	\$ -	\$ -	\$ 1,927,888	\$ 1,927,888	\$ 705,450	\$ 2,633,338
Total Portfolio Admin Costs	\$ 1,576,545	\$ -	\$ -	\$ 1,576,545	\$ 1,927,888	\$ 3,504,433	\$ 705,450	\$ 4,209,883
Measurement & Verification (ComEd Only)								
Actual PY4 Measurement & Verification incurred	\$ 37,177	\$ -	\$ -	\$ 37,177	\$ -	\$ 37,177	\$ -	\$ 37,177
Actual PY5 Measurement & Verification incurred	\$ 3,150,077	\$ -	\$ -	\$ 3,150,077	\$ -	\$ 3,150,077	\$ -	\$ 3,150,077
Actual PY6 Measurement & Verification incurred	\$ 884,503	\$ -	\$ -	\$ 884,503	\$ -	\$ 884,503	\$ -	\$ 884,503
Total Portfolio	\$ 72,124,878	\$ 73,415,014	\$ 5,222,413	\$ 150,762,306	\$ 4,764,566	\$ 155,526,871	\$ 2,238,078	\$ 157,764,948
Total Portfolio - ComEd only	\$ 40,561,461	\$ 73,415,014	\$ 5,222,413	\$ 119,198,889	\$ 4,764,566	\$ 123,963,454	\$ 2,238,078	\$ 126,201,531
IPA Programs								
C&I Small Business Direct Install IPA	\$ 3,606,577	\$ 15,646,661	\$ 138,664	\$ 19,391,901	\$ 112,000	\$ 19,503,901	\$ 74,271	\$ 19,578,172
Residential Lighting Program IPA	\$ 115,198	\$ 5,066,363	\$ -	\$ 5,181,561	\$ 49,000	\$ 5,230,561	\$ -	\$ 5,230,561
Residential Multi Family -Joint IPA	\$ 270,520	\$ 2,551,033	\$ -	\$ 2,821,553	\$ 8,322	\$ 2,829,875	\$ 25,521	\$ 2,855,396
Total IPA Programs	\$ 3,992,295	\$ 23,264,057	\$ 138,664	\$ 27,395,015	\$ 169,322	\$ 27,564,337	\$ 99,793	\$ 27,664,130
Third Party Programs IPA								
CSG	\$ 37,763	\$ -	\$ -	\$ 37,763	\$ -	\$ 37,763	\$ 58,125	\$ 95,888
OneChange	\$ 500,000	\$ -	\$ -	\$ 500,000	\$ -	\$ 500,000	\$ 58,125	\$ 558,125
Shelton Solutions	\$ 60,000	\$ -	\$ -	\$ 60,000	\$ -	\$ 60,000	\$ 58,125	\$ 118,125
Willdan Energy Solutions	\$ 309,728	\$ 490,272	\$ -	\$ 800,000	\$ -	\$ 800,000	\$ 58,125	\$ 858,125
Residential Home Energy Report-IPA PY7 Start Up	\$ 140,000	\$ -	\$ -	\$ 140,000	\$ -	\$ 140,000	\$ -	\$ 140,000
OneChange-PY7 Start-Up	\$ 250,000	\$ -	\$ -	\$ 250,000	\$ -	\$ 250,000	\$ -	\$ 250,000
Portfolio Level Costs-IPA								
Market Research-IPA	\$ 48,921	\$ -	\$ -	\$ 48,921	\$ -	\$ 48,921	\$ -	\$ 48,921
Portfolio Admin-IPA	\$ 10,682	\$ -	\$ -	\$ 10,682	\$ -	\$ 10,682	\$ 214,300	\$ 224,982
WECC-Administrative	\$ 50,480	\$ -	\$ -	\$ 50,480	\$ -	\$ 50,480	\$ -	\$ 50,480
First Track Consulting	\$ 7,000	\$ -	\$ -	\$ 7,000	\$ -	\$ 7,000	\$ -	\$ 7,000
Total IPA Programs	\$ 5,406,869	\$ 23,754,328	\$ 138,664	\$ 29,299,861	\$ 169,322	\$ 29,469,183	\$ 546,593	\$ 30,015,776
OBF								
PY6 On-Bill Financing Costs	\$ 132,562	\$ -	\$ -	\$ 132,562	\$ -	\$ 132,562	\$ -	\$ 132,562
Total PY6 On-Bill Financing Cost	\$ 132,562	\$ -	\$ -	\$ 132,562	\$ -	\$ 132,562	\$ -	\$ 132,562
EEPS								
EEPS	\$ 72,124,878	\$ 73,415,014	\$ 5,222,413	\$ 150,762,306	\$ 4,764,566	\$ 155,526,871	\$ 2,238,078	\$ 157,764,948
IPA								
IPA	\$ 5,406,869	\$ 23,754,328	\$ 138,664	\$ 29,299,861	\$ 169,322	\$ 29,469,183	\$ 546,593	\$ 30,015,776
OBF								
OBF	\$ 132,562	\$ -	\$ -	\$ 132,562	\$ -	\$ 132,562	\$ -	\$ 132,562
Total PY6 Rider EDA	\$ 77,664,310	\$ 97,169,342	\$ 5,361,077	\$ 180,194,729	\$ 4,933,888	\$ 185,128,617	\$ 2,784,670	\$ 187,913,286