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# Plan Year 6 Second Quarter Report



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



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

Program Year 6 Ex-Ante Results							PY6Q2
Program	Actual YTD Net MWh PY6 Results	Plan Net Target MWh	% of Plan Target	Program Costs YTD (\$1,000)	Projected Annual Costs (\$1,000)	Percent Annual Spend	1st Year Cost/kWh
Standard	45,025	210,000	21%	\$ 8,346	\$ 31,784	26%	Values will be reported with year end final value
Commercial Real Estate	-	5,000	0%	\$ 165	\$ 510	32%	
Business Instant Lighting Discounts	41,527	90,000	46%	\$ 3,028	\$ 5,323	57%	
Retro-commissioning	-	31,000	0%	\$ 2,158	\$ 5,809	37%	
Custom	3,532	29,000	12%	\$ 689	\$ 6,340	11%	
Data Centers	336	4,800	7%	\$ 292	\$ 1,200	24%	
Industrial Systems	-	16,000	0%	\$ 945	\$ 6,780	14%	
Small Business Energy Savings	9,000	13,400	67%	\$ 2,923	\$ 5,840	50%	
New Construction	1,784	11,500	16%	\$ 1,334	\$ 5,662	24%	
C&I Other *				\$ 333	\$ 470	71%	
<b>C&amp;I Subtotal</b>	<b>101,204</b>	<b>410,700</b>	<b>25%</b>	<b>\$ 20,213</b>	<b>\$ 69,718</b>	<b>29%</b>	
Lighting Discounts	80,838	150,000	54%	\$ 7,382	\$ 15,808	47%	
Home Energy Report	46,992	100,000	47%	\$ 866	\$ 2,466	35%	
Fridge & Freezer Recycle Rewards	13,850	25,000	55%	\$ 3,186	\$ 6,625	48%	
Multi-family	4,275	15,000	29%	\$ 1,533	\$ 4,882	31%	
Complete System Replacement	1,218	1,900	64%	\$ 1,863	\$ 3,498	53%	
Elementary Energy Education	-	1,900	0%	\$ 401	\$ 826	49%	
Home Energy Savings	1,080	900	120%	\$ 531	\$ 1,656	32%	
Residential New Construction	-	25	0%	\$ 10	\$ 20	51%	
Residential - Other				\$ 388	\$ 1,376	28%	
<b>Residential Subtotal</b>	<b>148,252</b>	<b>294,725</b>	<b>50%</b>	<b>\$ 16,159</b>	<b>\$ 37,158</b>	<b>43%</b>	
Third Party Admin Programs	4,029	20,000	20%	\$ -	\$ 1,000	0%	
Residential CFL Carryover	-	86,000	0%				
C&I CFL Carryover	-	20,000	0%				
<b>EEPS Portfolio Totals</b>	<b>253,485</b>	<b>831,425</b>	<b>30%</b>	<b>\$ 36,372</b>	<b>\$ 107,876</b>	<b>34%</b>	

\*C&amp;I Other includes Marketing Database, Technical Services, C&amp;I Call Center and General charges.

## IPA Programs

Program	Actual YTD Net MWh PY6 Results	Plan Net Target MWh	% of Plan Target	Program Costs YTD (\$1,000)	Projected Annual Costs (\$1,000)	Percent Annual Spend	1st Year Cost/kWh
Small Business Energy Savings	20,657	57,217	36%	\$ 5,116	\$ 19,504	26%	Values will be reported with year end final value
Energy Efficient Lighting	27,150	23,354	116%	\$ 2,796	\$ 6,597	42%	
Multi-family Common Areas	1,060	17,617	6%	\$ 8	\$ 3,000	0%	
<b>Third Party</b>							
One Change	1,409	4,568	31%	\$ 480	\$ 488	98%	
Wildan Sustainable Schools	212	1,584	13%	\$ 175	\$ 801	22%	
Shelton Solutions	75	820	9%	\$ 64	\$ 215	30%	
CSG	33	3,489	1%	\$ 11	\$ 807	1%	
IPA Other*				\$ 58			
<b>IPA Total</b>	<b>50,597</b>	<b>108,649</b>	<b>47%</b>	<b>\$ 8,708</b>	<b>\$ 31,412</b>	<b>28%</b>	
<b>EEPS Total</b>	<b>253,486</b>	<b>831,425</b>	<b>30%</b>	<b>\$ 36,372</b>	<b>\$ 107,876</b>	<b>34%</b>	
<b>Portfolio Total</b>	<b>304,083</b>	<b>940,074</b>	<b>32%</b>	<b>\$ 45,080</b>	<b>\$ 139,288</b>	<b>32%</b>	

\*IPA Other includes consulting charges.

## Second Quarter Program Highlights

### ***Smart Ideas for Your Home***

- To address issues raised in PY5 market research results, Home Energy Report customers received messaging to explain neighbor comparisons and encouragement to update home profiles online to receive relevant EE tips.
- Elementary Education conducted classroom presentations Oct. 15-Nov. 22 to approximately 225 schools and distributed kits with gas and electric saving measures to all participants.
- Sales for the IPA (specialty) portion of our Residential Lighting program are showing strong performance with 1.3M bulbs sold; we are currently 70% to the bulb sales goal of 1.9M.
- Original ComEd/Nicor PY6 Joint Elementary Education Program contained 21,000 kits. Recently approved expansion of an additional 5,000 kits to be distributed in Jan/Feb 2014.
- Partnered with Corporate Relations on holiday lighting festivals at Brookfield Holiday Magic, Zoo Lights Lincoln Park and Rialto Festival of Trees and decorated ComEd/ *Smart Ideas*<sup>®</sup> trees to educate customers about EE.

### ***Smart Ideas for Your Business***

- Related to standard offerings, continue to see strong car dealership interest in exterior LED lighting & controls.
- Continued success in BILD through distributor channels.
- Small Business Energy Savings: Launched and completed first geo-targeted campaign; Coordinated with City of Chicago to lay the framework for a “Chamber Challenge” initiative that will launch in January 2014, which will leverage City contacts to target chambers of commerce in order to encourage participation in those areas.
- Retro-Commissioning: Strong demand for Commercial Building Incentive Assessments in buildings eligible for retro-commissioning. These studies are designed to take advantage of customer access generated by RCx projects to also look for potential standard projects such as lighting and VSD opportunities.

## Smart Ideas for Your Business - Commercial and Industrial

### **Standard**

- 45,025 net MWh savings achieved YTD (21% of goal)
- We continue to see strong car dealership interest in exterior LED lighting and controls, with 17 dealership projects totaling 7.7 GWh submitted during the quarter
- We are developing an advanced lighting offering that will incentivize efficient fixtures plus control systems, with a soft launch planned for late PY6

### **Custom**

- 3,868 net MWh savings achieved YTD (12% of goal)
- PY6 on track to achieve target of 29,000 net MWh based on 143 projects (does not include Data Center)
- Projects are driven by Lighting, HVAC, and Compressed Air

# Smart Ideas for Your Business - Commercial and Industrial

## ***Retro-commissioning***

- PY6 on target to planned savings of 31,000 net MWh based on 55 active projects
- Four monitoring-based commissioning projects are underway and in the process of integrating monitoring software into their building automation systems; these projects will soon enter an 18-month monitoring period to look for savings
- 21 Commercial Building Incentive Assessments are underway in buildings eligible for retro-commissioning. These studies are designed to take advantage of the customer access generated by RCx projects to also look for potential standard projects such as lighting and VSD opportunities.

## ***Industrial Systems***

- PY6 on target to planned savings of 16,000 net MWh based on 18 active projects
- Compressed Air Study redesign to streamline process is complete, this new process will be available to customers during the second half of PY6
- 35 projects in PY7 pipeline for potential saving 13,657 MWh net

## Smart Ideas for Your Business - Commercial and Industrial

### ***Business Instant Lighting Discounts (BILD)***

- 41,527 net MWh savings achieved YTD (46% of goal)
- BILD Retail - A review of the current program offerings and potential new products was done. As a result, updates to the product list were completed and distributed to the Pro Desk associates.
  - One of the most exciting add-ons is the addition of a Cree 9.5W A19 LED 6-pack at the Pro Desk now
- Paid incentives on 407,351 energy efficient lamp types in Q2
- 27,452,000 Net kWh of load reduction in Q2
- \$1,526,000 incentives paid in Q2

### ***C&I New Construction***

- 1,784 net MWh savings achieved YTD (16% of goal)
- Multifamily sector has grown from 3 completed projects (646,600 ft<sup>2</sup>) to a pipeline of 23 projects (11.4 million ft<sup>2</sup>) completing in PY7 and PY8
- Supported launch of local energy modeling group – CHIBPSA (Chicago Chapter of the International Building Performance Simulation Association)
- More than 500 viewers attended live webinar on Conceptual Energy Modeling
- Hosted training for local owners, developers and design firms featuring the development process for performance-based specifications and highlighting case studies from University of Chicago and NREL

# Smart Ideas for Your Business - Commercial and Industrial

## ***Small Business Energy Savings***

- 9,000 net MWh savings achieved YTD (EEPS) (67% of goal)
- 20,657 net MWh savings achieved YTD (IPA) (36% of goal)
- First 9,000 Net MWh of SBES savings are attributed to EEPS, next 57,217 Net MWh attribute to IPA, and remaining YTD savings will be attributed to EEPS
- Customer participation pace is ahead of PY6 Q2 for both electric and gas (Integritys)
- Launched and completed First Geo-targeted campaign/Additional Geo-targeted campaign scheduled for February 2nd 2014.
- Coordinated with the City of Chicago to lay the framework for a “Chamber Challenge” initiative that will launch in January 2014. This initiative will leverage City contacts to target chambers of commerce in order to encourage participation in those areas, and will recognize participating chambers’ energy savings achievements.



## Smart Ideas for Your Home - Residential

### **Lighting Discounts**

- 80,838 net MWh savings achieved YTD (EEPS) (54% of goal)
- 27,216 net MWh savings achieved YTD (IPA) (116% of goal); IPA savings are solely from specialty bulbs
- Goodwill has joined the program with 38 locations. This retailer is proving to be a good addition to the program with innovative packaging and strong initial sales
- With September traditionally marking the beginning of the lighting season, more lighting displays highlighting our incentivized CFL bulbs, are appearing in participating stores
- Sales for the IPA (specialty) portion of our Residential Lighting program are showing strong performance with 1.3M bulbs sold; we are currently 70% to the bulb sales goal of 1.9M



## Smart Ideas for Your Home - Residential

### **Home Energy Reports**

- 46,992 net MWh savings achieved YTD (47% of goal)
- The current size of the recipient group for PY6 is 340,000 customers
- Currently tracking slightly above goal

A graphic with a light blue background and stylized clouds. It features a row of five house icons. The first house on the left is a simple grey outline. The second house is a red outline with a red staircase leading up to its entrance. The remaining three houses are simple grey outlines. The text 'Watt-a Streak!' is written in red at the top. Below it, a paragraph of text describes the achievement. Further down, the text 'Keep the streak going!' is written in red, followed by a paragraph of text providing a website link and more information.

**Watt-a Streak!**

For more than 31 consecutive months, you've shown your commitment to energy efficiency and contributed to almost \$19 million in total energy savings!


**Keep the streak going!**

Take your savings higher. Visit [ComEd.com/HomeSavings](http://ComEd.com/HomeSavings) for even more **Smart Ideas for Your Home**® ideas and incentives.

## Smart Ideas for Your Home - Residential

### ***Fridge and Freezer Recycle Rewards***

- 13,850 net MWh savings achieved YTD (55% of goal)
- Activity continued to be strong and steady throughout the second quarter, with approximately 22,000 units collected YTD, and was driven by the comprehensive problem-solution themed marketing campaign that included both television and radio spots
- YTD performance continues to keep the program in a good position to achieve the Plan goal of 40,000 units collected and recycled
- The annual program satisfaction survey was distributed to participating customers throughout the second quarter to help insure that we maintain a positive customer experience




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\*Size and other restrictions apply. Visit ComEd.com/FridgeRecycling for details.

## Smart Ideas for Your Home - Residential

### ***Multi-Family Home Energy Savings***

- 4,275 net MWh savings achieved YTD (EEPS) (29% of goal)
- 1,060 net MWh savings achieved YTD (IPA) (6% of goal)
- A majority of the second quarter program activity was seen with the free assessments and direct installation services of energy-savings products for the tenant and common area spaces of multi-family buildings
- The network of participating trade allies that offer discounted services and products continued to grow throughout the second quarter
- A stronger emphasis for building-level rebates on qualifying equipment and system upgrade projects is planned for the third and fourth quarters

## Smart Ideas for Your Home - Residential

### ***Home Energy Savings***

- 452 net MWh savings achieved YTD (63% of goal)
- Completed 655 retrofit projects by the end of Q2, more than doubling the number of projects completed by Q2 in PY5
- Launched a new way for customers to participate in the program through an Air Sealing and Insulation rebate offering, in addition to the standard assessment offering
- Current activities are focusing on program marketing to improve program awareness and enrollment of both program offerings

### ***Home Energy Jumpstart***

- 628 net MWh savings achieved YTD
- New program for single family customers in partnership with Peoples Gas and North Shore Gas launched August 1
- Program provides and installs energy saving products for free including a programmable thermostat, showerheads, faucet aerators, pipe insulation and CFLs
- In 4 months visited 1,800 homes and installed over 21,000 CFLs
- Customer service survey shows overall program satisfaction for participants is 4.89/5.00

## Smart Ideas for Your Home - Residential

### ***Joint Complete System Replacement***

- 1,218 net MWh achieved YTD (64% of goal)
- Rebate applications processed nearly doubled over PY5 Q2, with over 4,000 applications approved by the end of the PY6 Q2
- Customers of Peoples Gas and North Shore Gas now have the option to submit applications online, streamlining application submittal and processing. Online application submittal is now available to all customers
- Marketing efforts with gas utilities include Money Mailer inserts and utility bill inserts

### ***Joint Residential New Construction***

- There were 328 homes served jointly by ComEd and Nicor Gas that were completed and verified through the second quarter as being built to at least 10% greater than the current Illinois energy code (IECC 2012)
- Industry participation has climbed to 53 home builders and 20 home raters that are enrolled to participate in the program

### ***Joint Elementary Education Program***

- Original ComEd/Nicor PY6 program contained 21,000 kits. Recently approved expansion of an additional 5,000 kits to be distributed in Jan/Feb 2014.
- Fall program included classroom presentations to approximately 250 schools in October/November.

## Third Party Administration Programs - ComEd

**Two Commercial and Industrial programs:** “Dent on Energy” low-cost automation with monitoring and proactive control of HVAC systems run by RLD Resources and “Desktop Power Management” centralized power management software for desktop computers and monitors run by Resource Solutions Group. **One Residential program:** “CUB Energy Saver” is a hybrid opt in/opt out residential efficiency program run by C3 and CUB.

### ***Dent on Energy***

- 142 net MWh achieved YTD
- Potential incentive increased from \$500 to \$1,000 per installation
- 36 applications received and 20 installations completed in Q2

### ***Desktop Power Management***

- 118 net MWh achieved YTD
- PY5 evaluation complete. Recommended gross energy savings increase from 291 kWh to 356 kWh per unit (computer + monitor).
- 506 installed units Q2 YTD

## Third Party Administration Programs - ComEd

### ***CUB Energy Saver***

- PY5 DRAFT evaluation complete: 2,914 MWh of net savings (20% of PY5 target) with 3.81% savings per active participant (compared to 5.82% expected) and 0% savings per passive participant (compared to 0.45% expected)
- Through Q2, 32% of PY6 goal has been met, equating to 2,816 MWh in energy savings



## Third Party Administration Programs - IPA

### **Four New IPA Third Party Administered Programs:**

*“OneChange” Residential CFL giveaway program for low income communities not traditionally served by Smart Ideas programs, administered by OneChange.*

*“Sustainable Schools” on-site energy assessment and direct-install program targeting private schools, administered by Willdan Energy Services. Target Market: Small Commercial – K-12 Private Schools.*

*“Energy Stewards” community outreach behavior change program targeting faith-based organizations, administered by Shelton Solutions. Target Market: Residential.*

*“All-Electric Home Energy Savings” leverages the existing Home Energy Savings program, but with specific marketing and outreach targeting all-electric customers.*

### **One Change, Simple Actions Matter**

- 1,409 net MWh achieved YTD (31% of goal)
- At the end of Q2, 35% of PY6 goal reached, equating to 53,000 CFL bulbs delivered and 1,377 MWh in energy savings
- Campaign has been successfully completed on December 28th 2013, delivering 150,000 bulbs to 25,000 homes, equating to 3,875 MWh of net savings

## Third Party Administration Programs - IPA

### ***Wildan Energy, Sustainable Schools Program***

- 212 net MWh achieved YTD (13% of goal)
- Through Q2, 49 school assessments completed, with 12% of PY6 goal met equating to 249 MWh in energy savings

### ***Shelton Solutions, Great Energy Stewards***

- 75 net MWh achieved YTD (9% of goal)
- The program is struggling with meeting participation targets. Program is pursuing new leads through CEDA, connecting with LIHEAP intake sites at various churches

### ***Conservation Services Group, All-Electric Home Energy Savings***

- 33 net MWh achieved YTD (1% of goal)
- Mirrored the Home Energy Savings program new offering of an Air Sealing and Insulation rebate, allowing customers a new way to participate in the program
- 6 assessments completed and 3 weatherization jobs completed, one of which was through the new Air Sealing and Insulation rebate offering
- Continued partnership with On Bill Financing to make special financing available to program participants

## Marketing Education and Awareness Activities

### **General**

- Generated 155 million impressions and 2,466 click-thrus to ComEd.com/HomeSavings via a fall general advertising awareness campaign
  - Campaign featured TV and radio commercials, billboards, digital, bus shelter and transit ads
- Delivered energy-efficiency messaging to over 10,500 customers and collected 989 surveys and nearly 300 telephone numbers at the ComEducation energy-efficiency events
  - Holiday outreach events included an Apple iPad® mini giveaway each week for attendees who completed onsite surveys; events occurred across ComEd's service territory



- Partnered with Corporate Relations on the holiday lighting festivals at Brookfield Holiday Magic, Zoo Lights Lincoln Park and Rialto Festival of Trees and decorated ComEd/ *Smart Ideas*® branded trees to educate customers about energy efficiency
- Garnered over 1M impressions with Google Adwords Education Display & Network campaigns

## Marketing Education and Awareness Activities

### **General**

- Email Marketing (9/1 – 11/30) – 23.8% open rate
  - 2.148 million emails sent
- *Energy@Home*
  - Published Sept, Oct and Nov monthly issues to [ComEd.com/Energy@Home](http://ComEd.com/Energy@Home)
  - Nov issue printed and inserted into 3 million customer bills

## Emerging Technology Activities

***Mission: Introduce, assess and accelerate demonstration and commercialization into the ComEd service territory emerging cost-effective energy efficient technologies and services that have been verified to offer sustainable kWh and kW savings***

### ***Current Pilots –***

#### ***Agentis C&I Behavioral Pilot***

A commercial performance monitoring pilot program. Participating customers will receive an energy report illustrating their energy usage compared with their peers and providing education.

- Full Launch: October 8, 2012
- Target Customer: 100-1000 kW
- Pilot Size: 6,200 small businesses (3,100 controlled, 3,100 treatment)
- To Date: Pilot year 1 is complete. Work will now shift to evaluation of this pilot with Navigant to determine percentage energy reduction due to behavior change.

#### ***Bes-Tech Digital-RTU Pilot***

Pilot to retrofit commercial HVAC units between 5-15 years old with digital rooftop unit controllers. Pilot similar to the Omaha Public Power District study of the same digital controller.

- Full Launch: June 2012
- Target Customer: Commercial HVAC units that are 5-15 years old
- Pilot Size: 10 units
- To Date: Only 10 units were installed and analyzed instead of 40 units as was originally planned due to equipment and operational issues. The pilot has been completed and final report development is in progress. Early indications show some energy savings, but not enough to warrant prudent investment in this particular technology.

# Emerging Technology Activities

## **Current Pilots –**

**AMI-Enabled Home Energy Reports** – A residential pilot program seeking to understand how to leverage AMI data with behavioral efficiency programs. In addition to the home energy reports, customers will receive new AMI-enabled features and capabilities like weekly alerts/notifications via phone calls and emails.

- Weekly Energy Breakdown emails launched with over 3,700 customers automatically enrolled as recipients.
- A survey is currently underway to evaluate customer interaction and reception of the Home Energy Reports, explore how the program influences smart meter awareness, and evaluate customer reaction to the Unusual Usage Alerts.
- Savings figures will be investigated in more depth in the coming quarter, including any savings attributable to the layered communication effect of timely alerts and emails in addition to the standard paper report.

**EnergyCheck Small Business Behavioral Pilot** - Small business customers will be auto-enrolled into receiving bi-monthly paper energy reports via postal mail which will include comparisons to similar businesses, behavioral-based targeted ways to save for the customer's business segment, and promotion of ComEd's Smart Ideas<sup>®</sup> programs. Customers enrolled in the program will also have access to a web portal which will include additional targeted savings tips and energy insights and analytics.

- Projected Launch: January 2014
- Target Customer: less than 100 kW
- Pilot Size: 10,000 treatment, 10,000 control
- To Date: In preparation for the January launch, ComEd has partnered with Pulse Energy to design the paper reports and web portal, including development of a library of savings tips for each business segment and energy end-use breakdown analytics based primarily off of ComEd's most recent end-use study. Population selection was performed based off of a randomized control trial and reviewed to ensure balanced treatment and control groups.

## Portfolio Variances

### ***Joint Multi-Family Energy Savings Program***

Beginning June 2013, the joint Multi-Family Energy Savings Program (with Nicor Gas, North Shore Gas and Peoples Gas) expanded to include a more comprehensive set of services and incentives for the multi-family market segment specific to the common area spaces. Energy-efficiency opportunities are identified through a property assessment completed by the IC at no additional charge to the property manager/owner. This offering includes a network of trade allies that will complete upgrades using a distinct list of measures for a fixed price. These measures will include, but not be limited to lighting upgrades and boiler tune-ups.

In addition to the Trade Ally network, multi-family properties can submit applications for rebates including an expanded list of qualifying measures. These measures will include but not be limited to lighting, lighting controls, HVAC, domestic hot water equipment and custom incentives.

These additional common area rebates and incentives leverage the relationships developed by the program energy advisers with the multi-family property market segment.

Please note these additional common area measures and incentives are available through the Illinois Power agency (IPA) funding for PY6.

Also effective PY6, the multi-family programs will claim kWh savings for programmable thermostat installation and programmable thermostat education, per the TRM.

## Portfolio Variances

### ***Joint Home Energy Savings Program***

Beginning October 2013, the joint Home Energy Savings Program (with Nicor Gas) expanded to include an air sealing and insulation rebate offer. Only Participating Contractors that undergo program training and agree to program requirements are eligible to provide the offering to customers, and it must be as an instant rebate incentive on the invoice. Additionally, the Participating Contractors will install CFLs at no cost to the customer. There will be no requirement for an energy audit. The attic insulation incentive amount is contingent upon existing R value, and based upon a price per square foot insulated up to a program cap. Air sealing is paid based upon a price per CFM50 reduction up to a program cap.

Effective August 2013, ComEd, in coordination with Peoples Gas and North Shore Gas, will offer direct install measures to joint customers. The offer consists of free water and energy saving devices and an assessment of major retrofit opportunities (e.g., furnace, boiler, air conditioning, and insulation upgrades). The installation will include standard and handheld showerheads, bath and kitchen aerators, programmable thermostats, pipe insulation, thermostat reprogramming and education, domestic hot water temperature setback, and CFLs.

Also effective PY6, single family programs will claim kWh savings for programmable thermostat installation and programmable thermostat education, per the TRM.



# Portfolio Results

Portfolio Results Energy Saved MWh			
Program Year	Net MWh Achieved	ComEd Goal	% of Goal Achieved
<b>PY1</b>			
Ex Post	163,717	148,842	110%
<b>PY2</b>			
Ex Post	472,132	312,339	151%
<b>PY3</b>			
Ex Post	626,715	458,919	137%
<b>PY4</b>			
Ex Post	943,704	610,804	155%
<b>PY5</b>			
Ex Ante	944,529	827,575	114%
<b>PY6</b>			
Q2 YTD Ex Ante	253,485	787,432	32% YTD

# Portfolio Results

MWh, Environmental and Economic Impacts						
Performance Metrics (Equivalents)	PY6 Results Q2 YTD	PY5 Results	PY4 Results	PY3 Results	PY2 Results	PY1 Results
Net MWh	253,485	944,529	943,704	626,715	472,132	163,717
Carbon reduction (MTs)	175,777	654,975	630,999	443,186	257,230	143,236
Cars removed from the road	34,464	128,420	123,719	86,895	49,205	26,238
Acres of trees planted	37,452	139,553	134,445	94,428	70,306	39,156
Number of homes powered for 1 year*	26,537	98,883	93,415	65,611	47,755	21,263
Portfolio jobs**	195.25	196.25	178.5	154	84	66



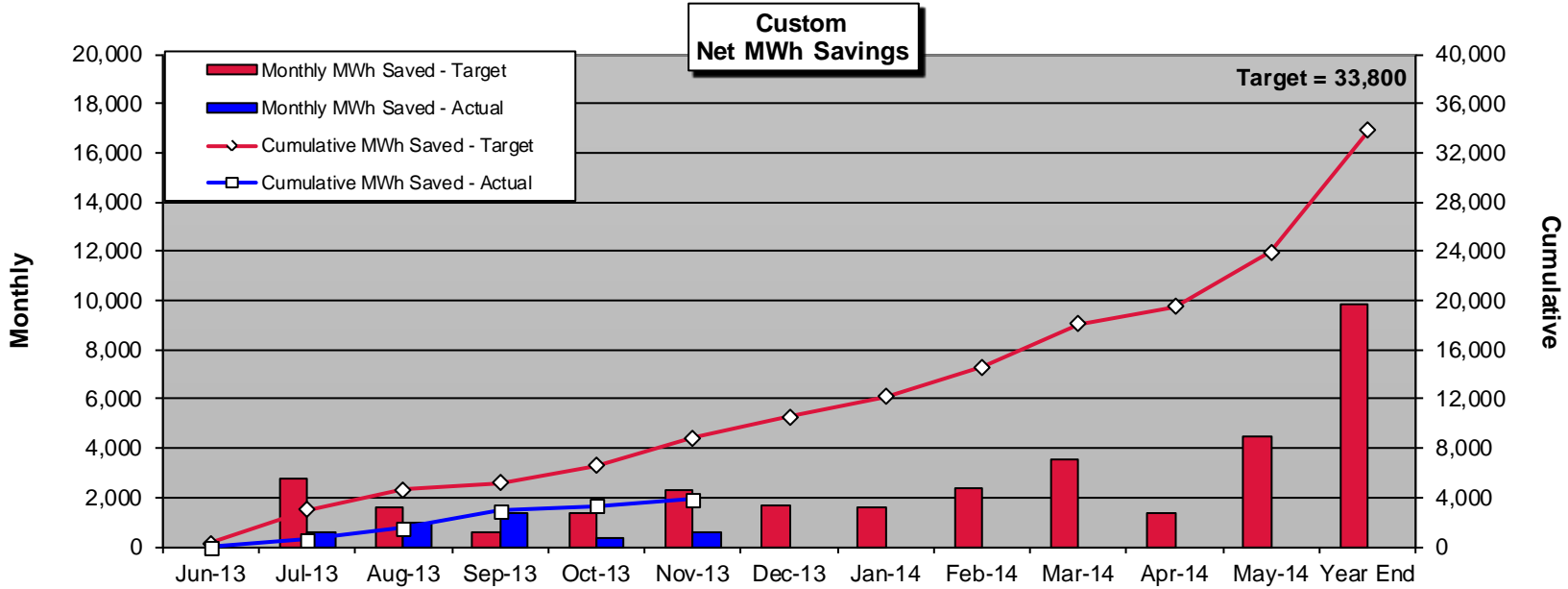
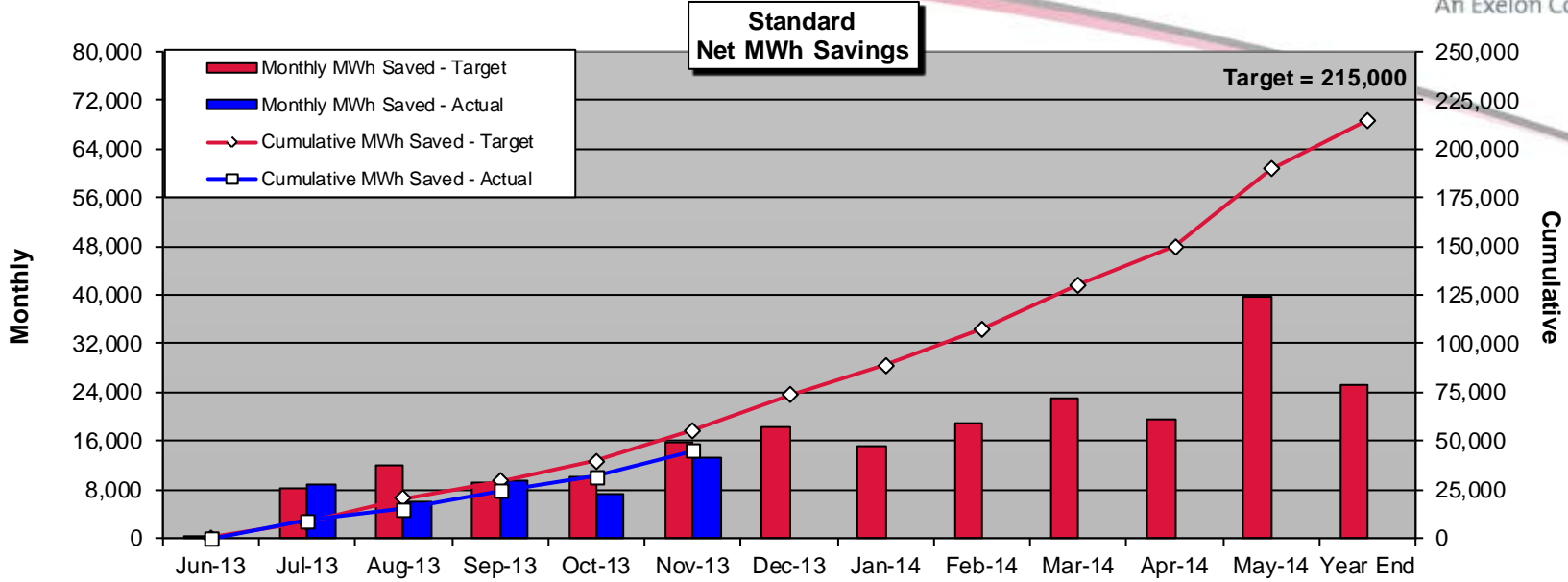
\* Assumes average ComEd single-family residential home with no electric space heat consumes 801 kWh monthly or 9,612 kWh annually per the filing.

\*\* Portfolio Jobs reflect actual positions by ComEd and its contractors that are part of the Rider EDA and does not attempt to capture indirect jobs in the energy efficiency industry that may result from the ComEd portfolio.

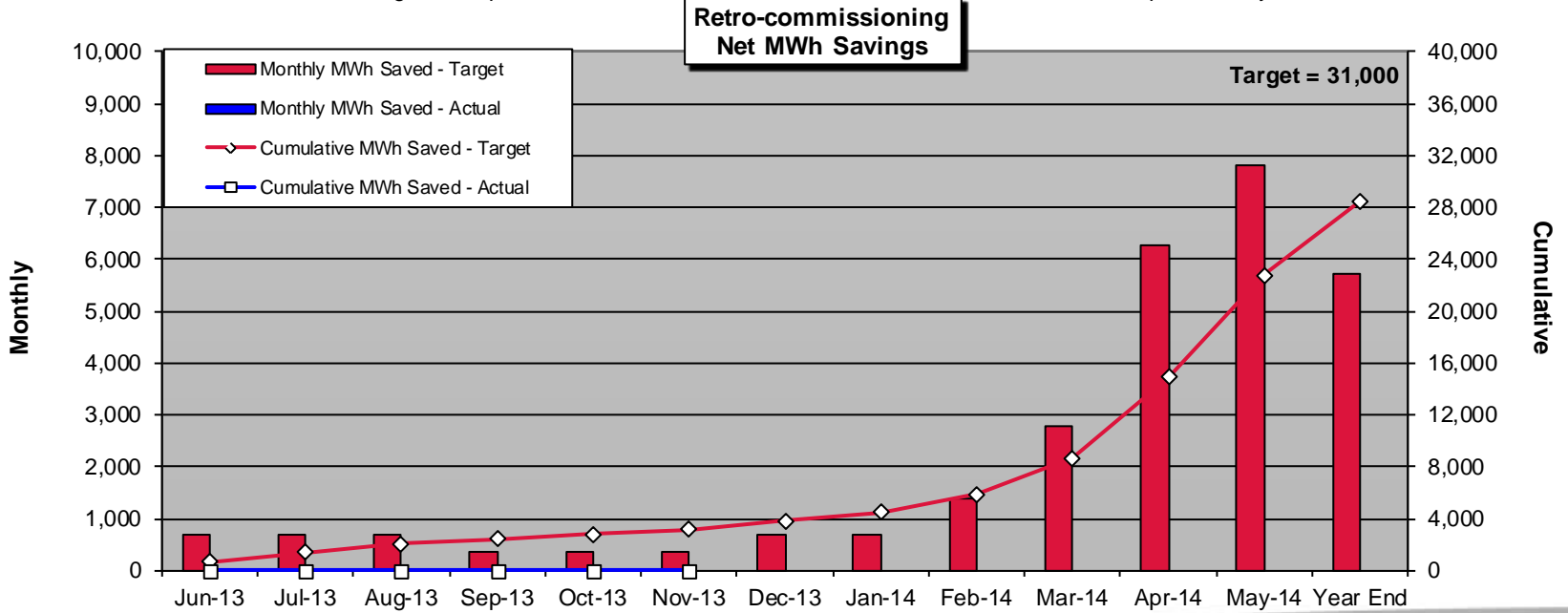
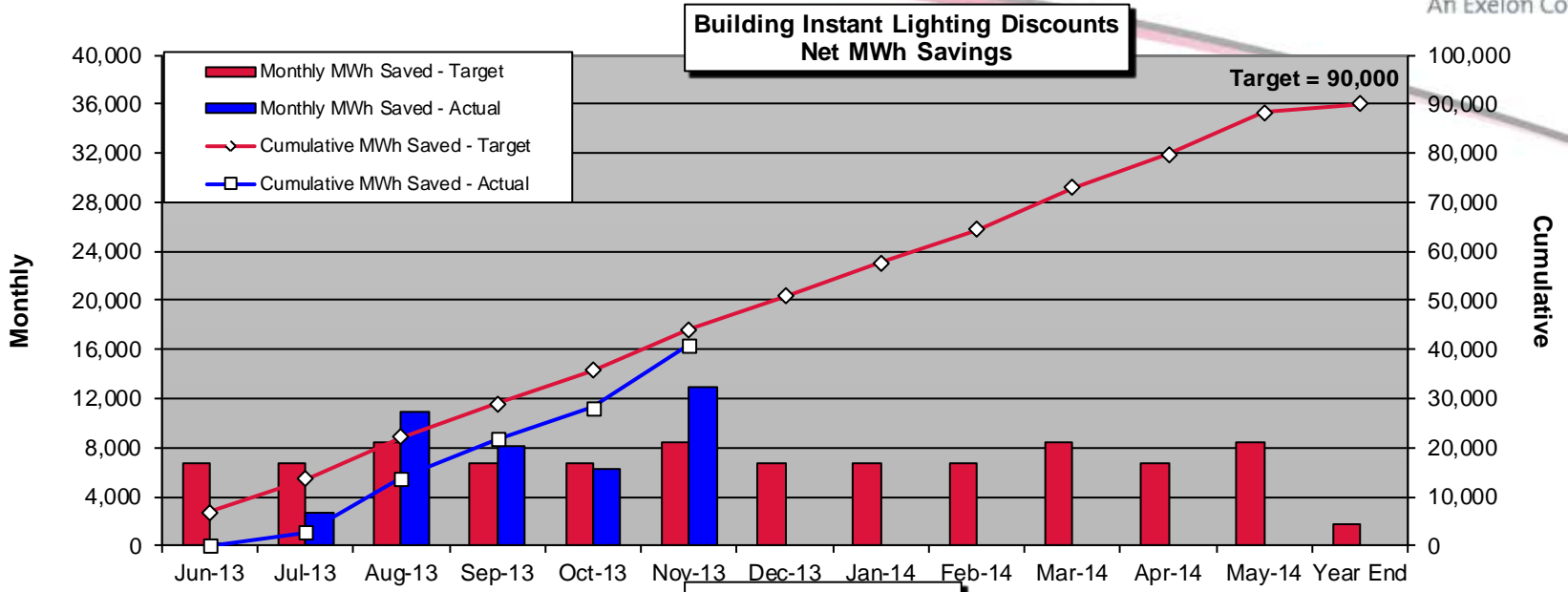
# Smart Ideas For Your Business- YTD Results



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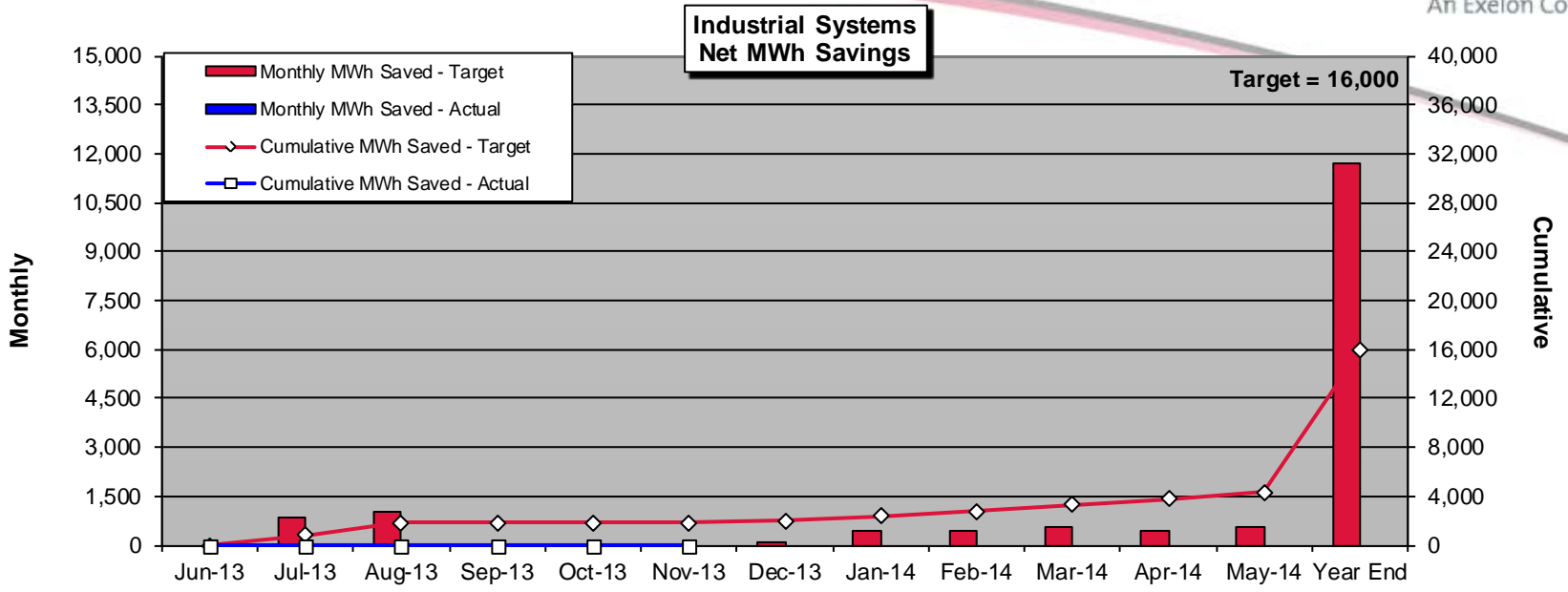
# Smart Ideas For Your Business- YTD Results



# Smart Ideas For Your Business- YTD Results



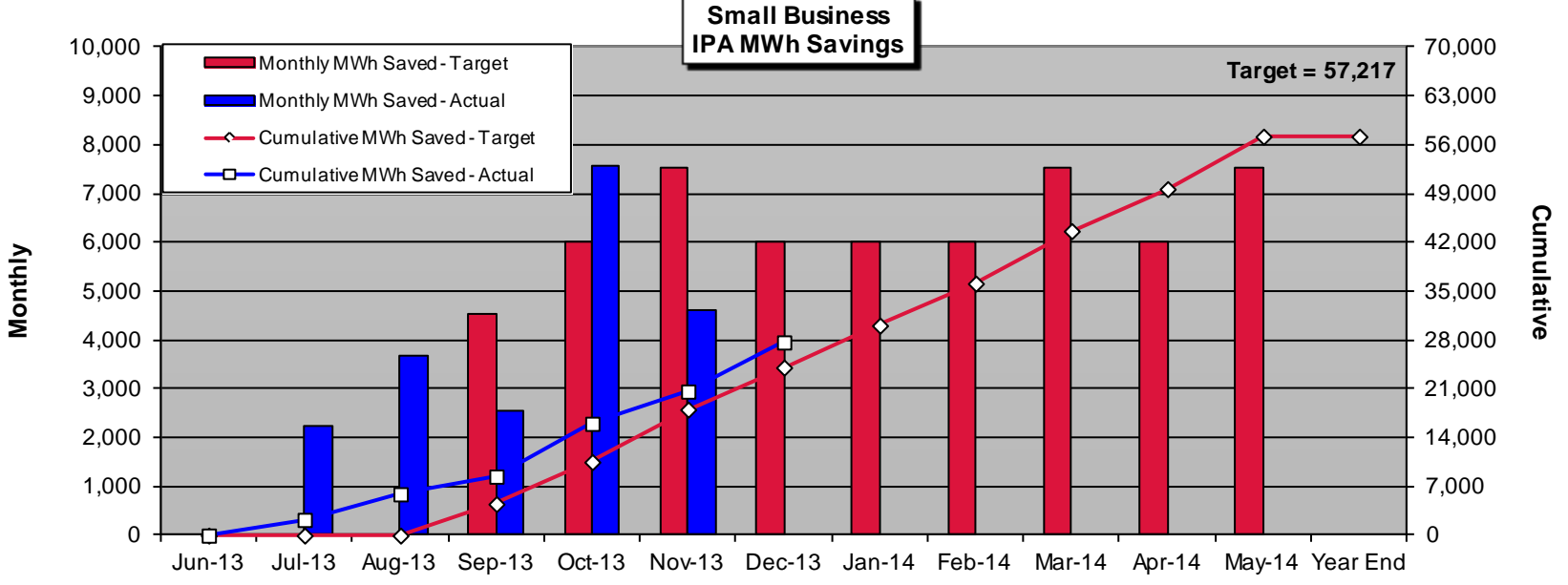
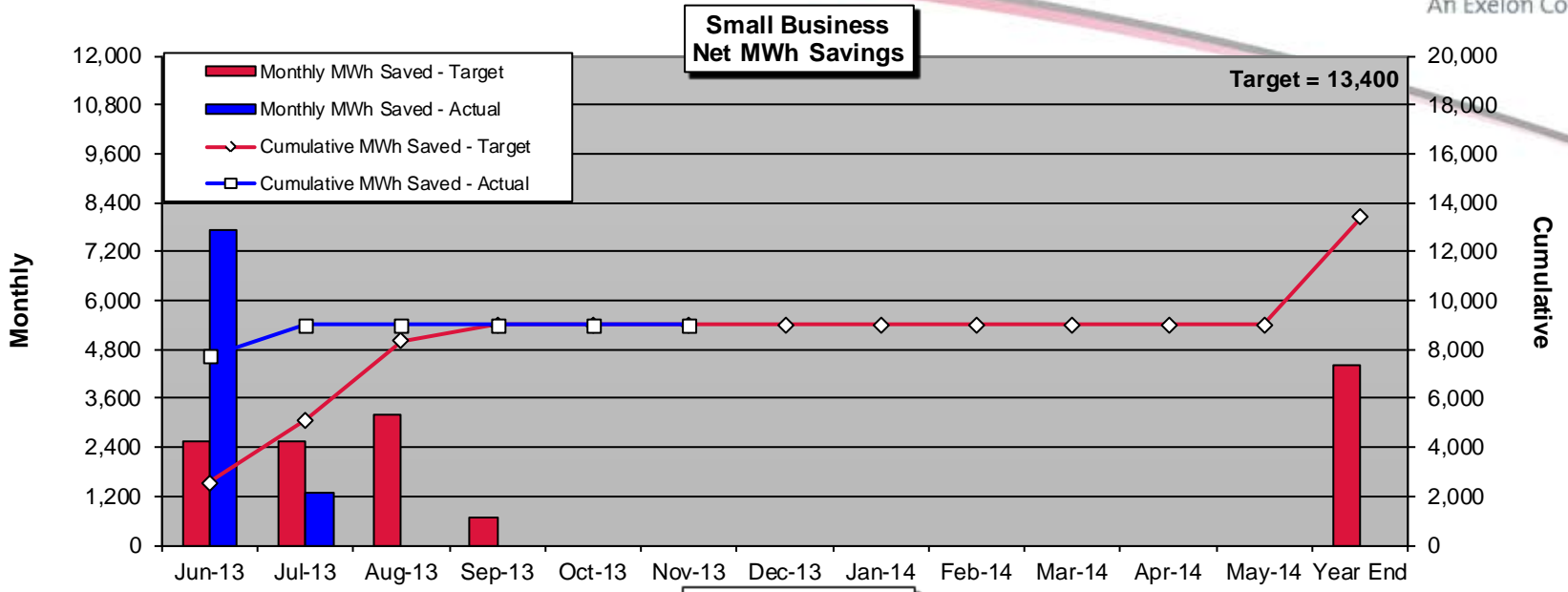
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# Smart Ideas For Your Business- YTD Results



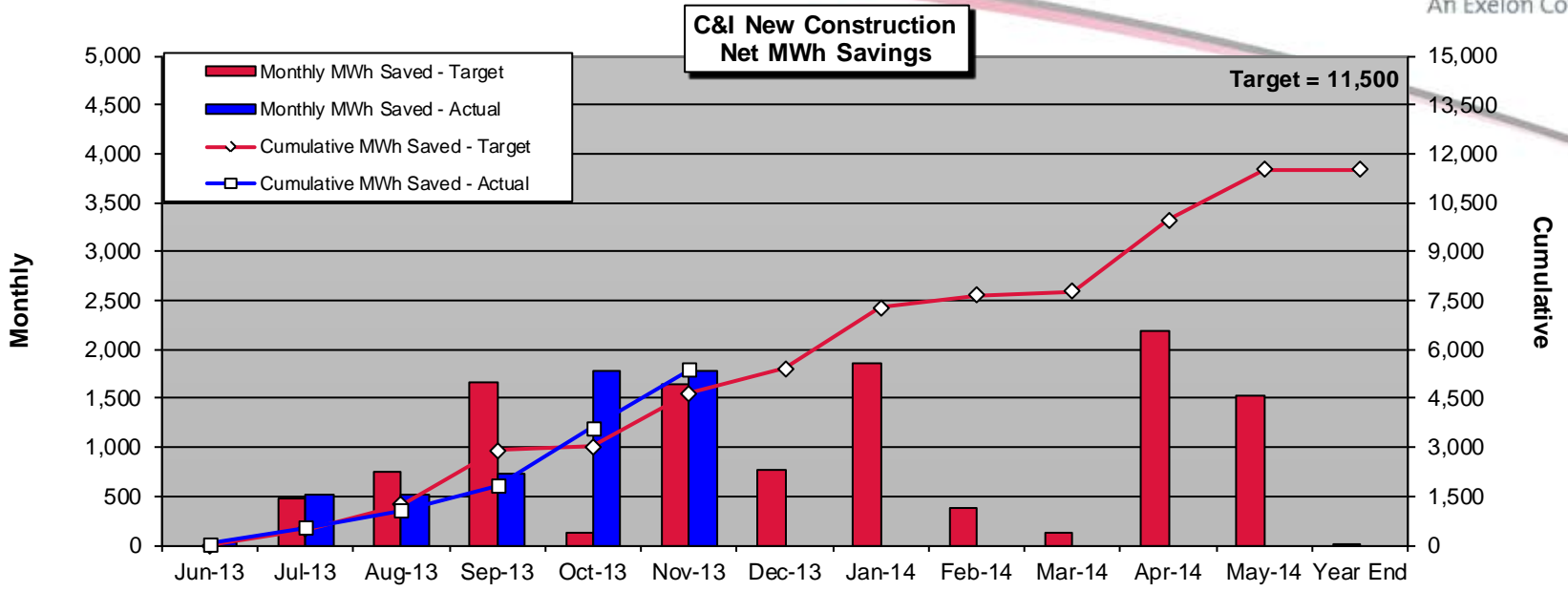
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# Smart Ideas For Your Business- YTD Results



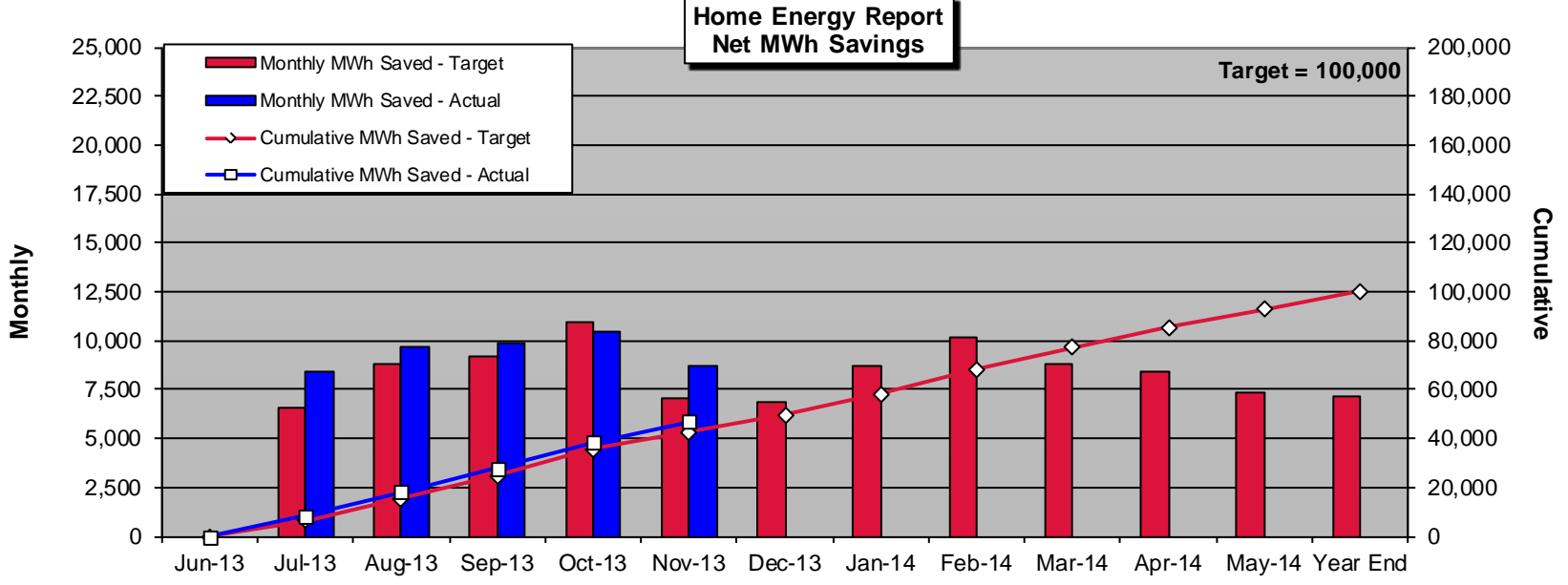
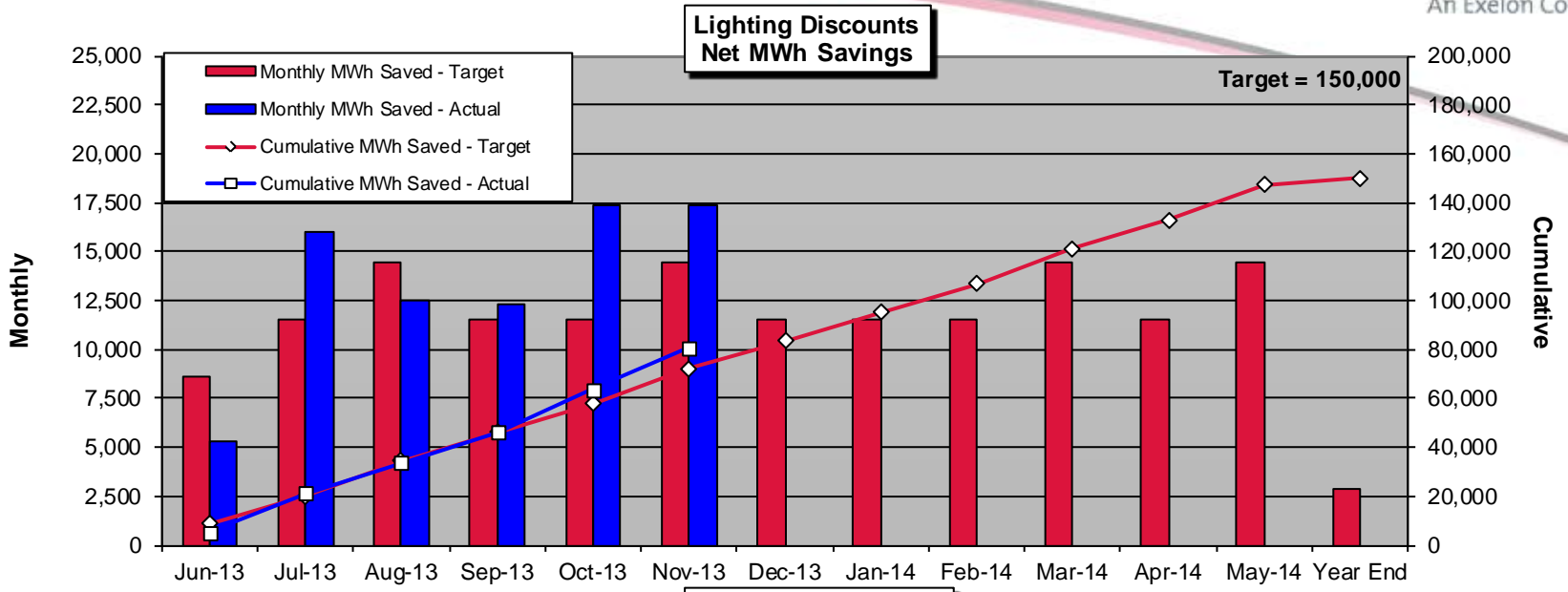
An Exelon Company



# Smart Ideas For Your Home – YTD Results



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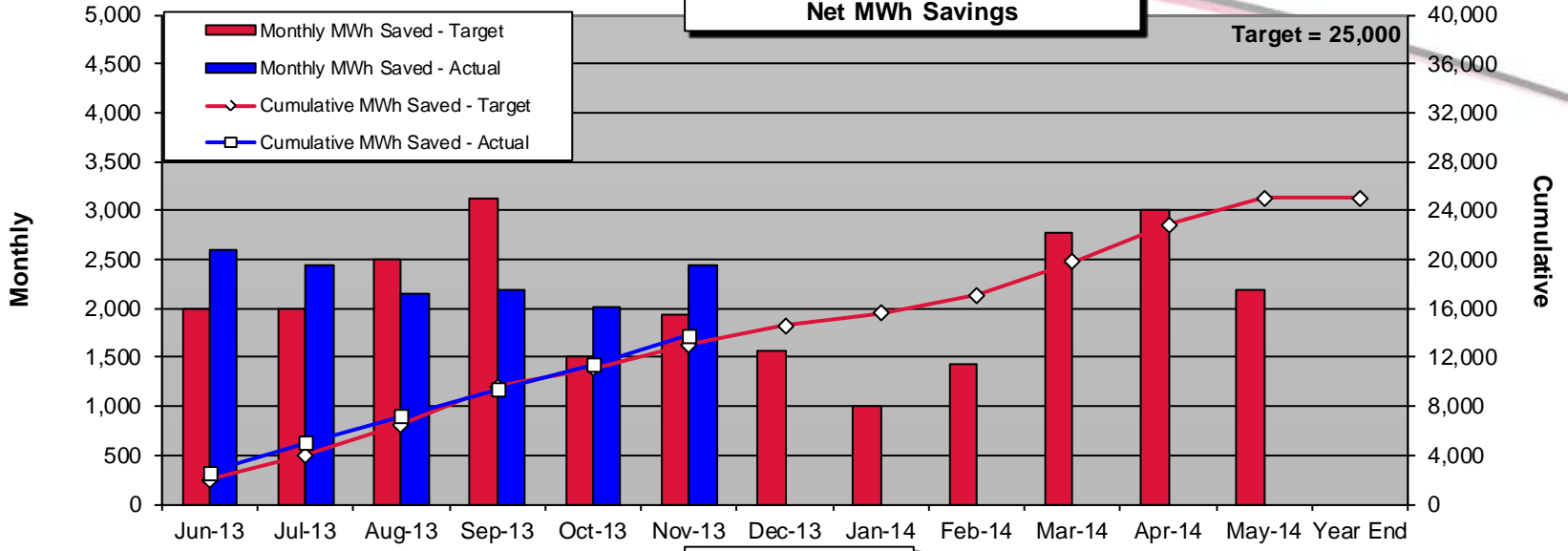


# Smart Ideas For Your Home – YTD Results

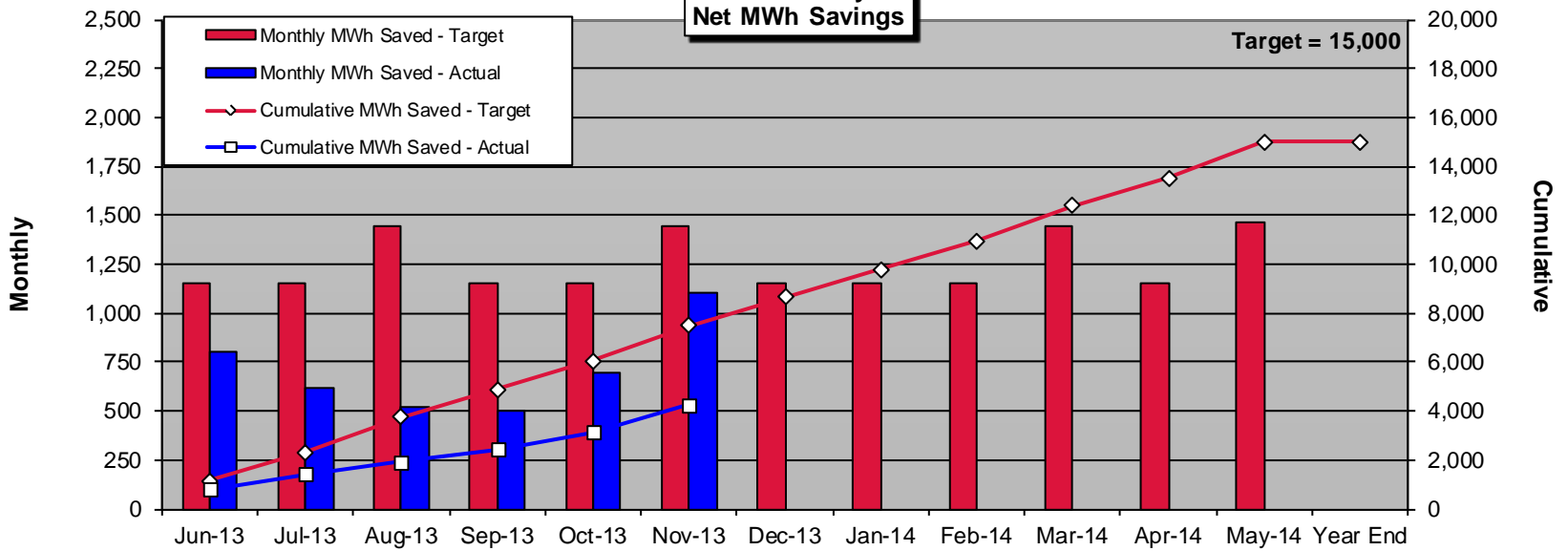


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## Fridge & Freezer Recycling Rewards Net MWh Savings



## Multi-family Net MWh Savings

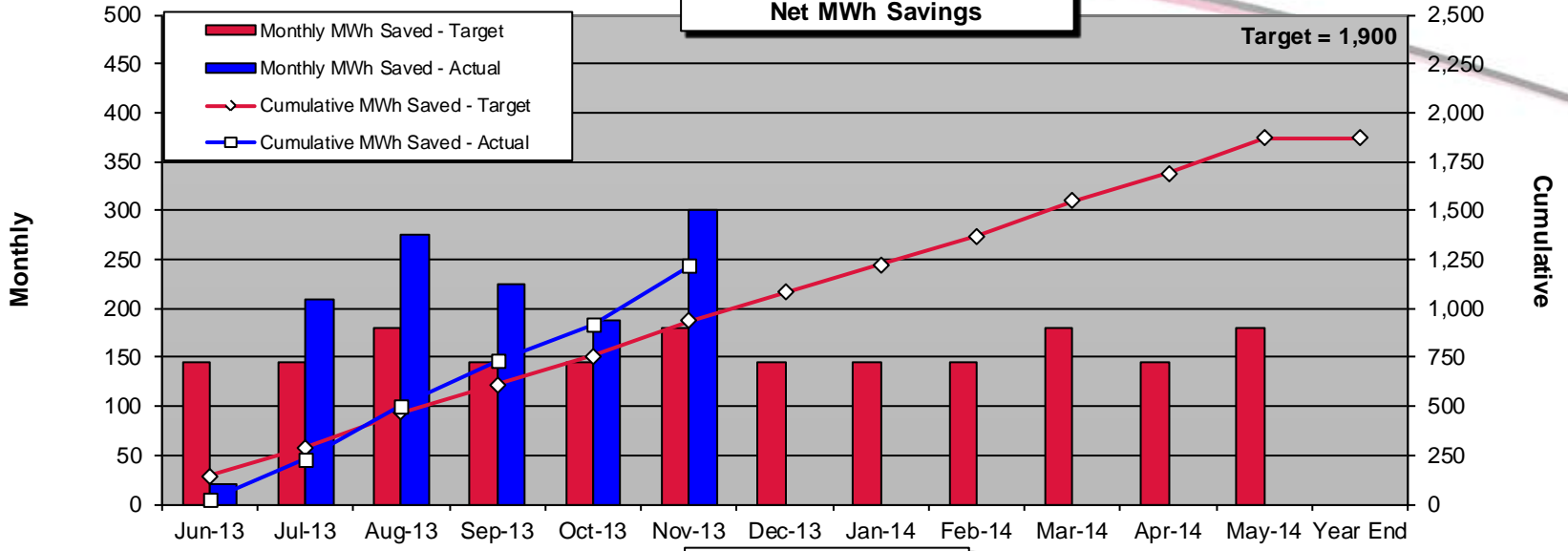


# Smart Ideas For Your Home – YTD Results



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## Complete System Replacement Net MWh Savings



## Home Energy Savings Net MWh Savings

