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Plan Year 6 Third 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							PY6Q3
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	93,601	210,000	45%	\$ 15,485	\$ 31,784	49%	Values will be reported with year end final value
Commercial Real Estate	-	5,000	0%	\$ 388	\$ 510	76%	
Business Instant Lighting Discounts	76,349	90,000	85%	\$ 6,127	\$ 5,323	115%	
Retro-commissioning	4,277	31,000	14%	\$ 3,145	\$ 5,809	54%	
Custom	4,712	29,000	16%	\$ 1,520	\$ 6,340	24%	
Data Centers	4,496	4,800	94%	\$ 543	\$ 1,200	45%	
Industrial Systems	141	16,000	1%	\$ 1,771	\$ 6,780	26%	
Small Business Energy Savings	9,000	13,400	67%	\$ 2,907	\$ 5,840	50%	
New Construction	5,344	11,500	46%	\$ 2,850	\$ 5,662	50%	
C&I Other *				\$ 529	\$ 470	113%	
C&I Subtotal	197,920	410,700	48%	\$ 35,265	\$ 69,718	51%	
Lighting Discounts	129,821	150,000	87%	\$ 9,594	\$ 15,808	61%	
Home Energy Report	75,295	100,000	75%	\$ 1,304	\$ 2,466	53%	
Fridge & Freezer Recycle Rewards	17,874	25,000	71%	\$ 4,497	\$ 6,625	68%	
Multi-family	7,336	15,000	49%	\$ 2,609	\$ 4,882	53%	
Complete System Replacement	1,826	1,900	96%	\$ 2,877	\$ 3,498	82%	
Elementary Energy Education	-	1,900	0%	\$ 621	\$ 826	75%	
Home Energy Savings	2,206	900	245%	\$ 814	\$ 1,656	49%	
Residential New Construction	194	25	776%	\$ 16	\$ 20	80%	
Residential - Other				\$ 433	\$ 1,376	31%	
Residential Subtotal	234,553	294,725	80%	\$ 22,765	\$ 37,158	61%	
Third Party Admin Programs	3,890	17,319	22%	\$ 4	\$ 1,000	0%	
Residential CFL Carryover	95,185	86,000	111%				
C&I CFL Carryover	17,691	20,000	88%				
EEPS Portfolio Totals	549,240	828,744	66%	\$ 58,034	\$ 107,876	54%	

*C&I Other includes Marketing Database, Technical Services, C&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	41,884	57,217	73%	\$ 11,099	\$ 19,504	57%	Values will be reported with year end final value
Energy Efficient Lighting	39,237	23,354	168%	\$ 4,478	\$ 6,597	68%	
Multi-family Common Areas	1,746	17,617	10%	\$ 1,056	\$ 3,000	35%	
Third Party							
One Change	3,875	3,875	100%	\$ 500	\$ 488	103%	
Wildan Sustainable Schools	939	2,005	47%	\$ 412	\$ 801	51%	
Shelton Solutions	209	1,860	11%	\$ 60	\$ 215	28%	
CSG	45	3,489	1%	\$ 20	\$ 807	2%	
IPA Other*				\$ 107			
IPA Total	87,935	109,417	80%	\$ 17,732	\$ 31,412	56%	
EEPS Total	549,240	828,744	66%	\$ 58,034	\$ 107,876	54%	
Portfolio Total	637,174	938,161	68%	\$ 75,766	\$ 139,288	54%	

*IPA Other includes consulting charges.

Third Quarter Program Highlights

Smart Ideas for Your Home

- Sales for the IPA portion (specialty bulbs) of Residential Lighting program are showing strong performance, achieving 168% of savings goal and 95% of the bulb sales goal of 1.9M.
- Fridge and Freezer Recycle Rewards has collected 29,000 units YTD, and over 200,000 units since program inception.
- Single Family HES program recruited 25 contractors to participate in new Air Sealing & Attic Insulation rebate offering.
- Elementary Education expanded its reach by adding approximately 50 schools; approx. 26,000 kits distributed YTD.
- Energy Efficiency partnered with ComEd Corporate Relations on community outreach events, including Navy Pier's Winter WonderFest, Nights at the Bulls & Blackhawks games, Pheasant Run Home Show, and the Chicago Auto Show.

Smart Ideas for Your Business

- Standard Incentives has a strong interest by car dealership in exterior LED lighting & controls.
- Data Center Efficiency added a new measure that provides incentives to customers that move smaller data center rooms to a colocation facility.
- An analytics-based Retro-commissioning pilot is underway, in which interval usage data, weather trends, and other information are used to remotely identify energy-saving operational and capital measures at buildings too small to be eligible for the current RCx program.
- Business Instant Lighting Discount (BILD) has continuing success through distributor channels from both increased product offerings and an increase in participating distributors.
- C&I New Construction was honored by MEEA with the 2014 Inspiring Efficiency Impact Award.
- Small Business Energy Savings coordinated with City of Chicago to lay the framework for a "Chamber Challenge" initiative that launched in January 2014, which leverages City contacts to target chambers of commerce in order to encourage participation; On-Bill Financing was soft-launched to select Trade Allies via a meeting on February 8th.

Smart Ideas for Your Business - Commercial and Industrial

Standard (includes Commercial Real Estate)

- 93,601 net MWh savings achieved YTD (45% of goal)
- Pre-Approval and Final Application inflow is very strong, with an average 50-60 applications arriving daily
- An HVAC Winter Bonus was launched that doubles the incentive on nine HVAC measures

Custom (includes Data Centers)

- 9,208 net MWh savings achieved YTD (27% of goal)
- PY6 on track to achieve 42,615 net MWh based on 177 projects (149 for Custom and 28 for Data Center)
- Projects are driven by Lighting, HVAC, and Compressed Air
- Data Center Efficiency added new measure that provides incentives to customers that move smaller data center rooms to a colocation facility

Smart Ideas for Your Business - Commercial and Industrial

Retro-commissioning

- 4,277 net MWh savings achieved YTD (14% of goal)
- PY6 on target to planned savings of 31,000 net MWh based on 58 active projects (including four monitoring-based commissioning projects)
- 21 Commercial Building Incentive Assessments are underway or completed in buildings eligible for retro-commissioning. These studies are designed to take advantage of the customer access provided by RCx projects to also look for common capital and retrofit projects such as lighting and VSD opportunities.
- An analytics-based retro-commissioning pilot is underway, in which interval usage data, weather trends, and other information are used to remotely identify energy-saving operational and capital measures at buildings too small to be eligible for the current RCx program. Three different outreach strategies are being tested to determine the most effective in driving implementation of improvements. To date, four customers have participated in meetings to discuss the analysis of their building and the recommended improvements.

Industrial Systems

- 141 net MWh savings achieved YTD (1% of goal)
- PY6 forecast is 11,756 net MWh based on 26 active projects
- Compressed Air Study redesigned streamlined process made available to customers during Q3
- 36 projects in PY7 pipeline for potential savings of 14,200 net MWh

Smart Ideas for Your Business - Commercial and Industrial

Business Instant Lighting Discounts (BILD)

- BILD Distributor – 61,827 net MWh savings achieved YTD (124% of goal)
- Paid incentives on 427,804 energy efficient lamps in Q3
- \$1,458,000 incentives paid in Q3
- Reduced the incentives on Omni-directional lamps from \$8 to \$4 due to falling market prices for this type of lamp
- BILD Retail – 14,522 net MWh savings achieved YTD (36% of goal)
- Conducted a quarterly review of offerings to adjust product & incentive levels to meet current market conditions
- APT senior field representatives targeted the Home Depot Pro Desk locations where sales have been below average to work with management and Pro Desk associates to increase awareness and sales in those stores.

C&I New Construction

- 5,344 net MWh savings achieved YTD (46% of goal)
- PY6 is on track to achieve savings of 14,000 net MWh based on 68 projects
- Honored by MEEA with the 2014 Inspiring Efficiency Impact Award
- Hosting live webinar with Walgreens on new net zero store in Evanston.
- Completed case study with Related Midwest on 500 Lake Shore Drive
- PY6 has seen a surge in hotel new construction activity

Smart Ideas for Your Business - Commercial and Industrial

Small Business Energy Savings

- 9,000 net MWh savings achieved YTD (EEPS) (67% of goal)
- 41,884 net MWh savings achieved YTD (IPA) (73% 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
- Spring geo-target campaigns in 50 ComEd towns launched in Franklin and Nexant territories on February 2nd
- The Chamber Challenge initiative launched January 23rd in Chatham, Lakeview East, and Back of Yards neighborhoods. The challenge utilizes City of Chicago contacts to promote SBES through Chambers of Commerce, and will commence with a drawing for a \$500 gift card for customers who complete an assessment by the end of March in participating areas.
- The EnerPath Tool (iPad-based energy assessment tool) was launched to a select group of pilot Trade Allies in January. TA feedback is currently being gathered and used to make adjustments to the tool.
- On-Bill Financing was expanded to include multi-family and small business customers. AFC First hosted a trade ally meeting at ComEd on February 18th to introduce the expanded program and answer process questions.

Smart Ideas for Your Home - Residential

Lighting Discounts

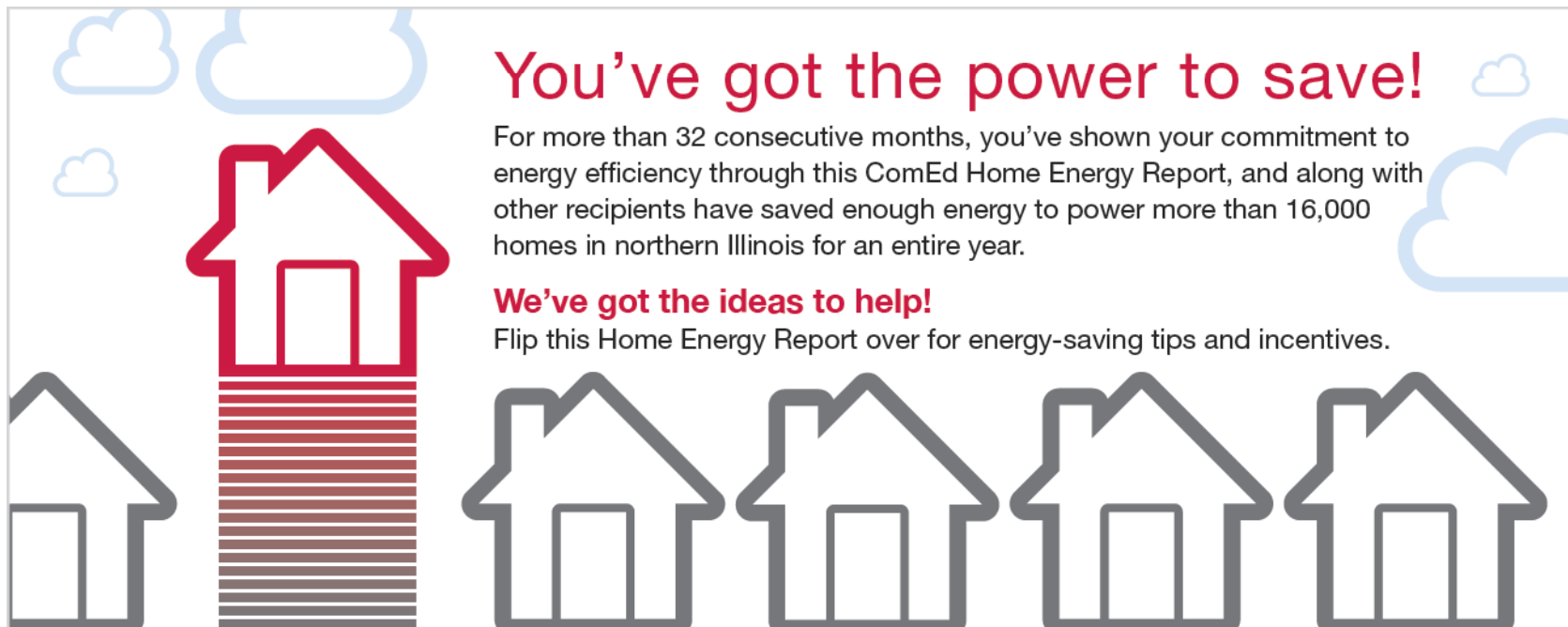
- 129,821 net MWh savings achieved YTD (EEPS) (87% of goal)
- 39,237 net MWh savings achieved YTD (IPA) (168% of goal); IPA savings are solely from specialty bulbs
- Over 50 RFP submissions have been returned from manufacturing partners interested in participating in our program for PY7.
- Sales projections continue to exceed the original forecast in both Standard & Specialty bulbs and MWh savings.
- New retail store signage was created to increase awareness of the incentivized products.
- Sales for the IPA (specialty) portion of our Residential Lighting program are showing strong performance with 1.8M bulbs sold; we are currently 95% to the bulb sales goal of 1.9M



Smart Ideas for Your Home - Residential

Home Energy Reports

- 75,295 net MWh savings achieved YTD (75% of goal)
- The current size of the recipient group for PY6 is 340,000 customers
- Currently tracking above goal



You've got the power to save!

For more than 32 consecutive months, you've shown your commitment to energy efficiency through this ComEd Home Energy Report, and along with other recipients have saved enough energy to power more than 16,000 homes in northern Illinois for an entire year.

We've got the ideas to help!

Flip this Home Energy Report over for energy-saving tips and incentives.

Smart Ideas for Your Home - Residential

Fridge and Freezer Recycle Rewards

- 17,874 net MWh savings achieved YTD (71% of goal)
- Activity was robust throughout Q3 to reach a total of approximately 29,000 units collected YTD. This was driven by a comprehensive marketing campaign that includes television, radio, and mobile device ads promoting a \$50 offer to customers who schedule pickup between January 1 and March 31
- YTD performance continues to keep the program in a good position to achieve the Plan goal of 40,000 units collected and recycled
- Since the program started in 2008, we've paid out more than \$7,000,000 in incentives to ComEd customers, collected over 200,000 refrigerators and freezers, and kept tons of materials out of landfills through recycling

Smart Ideas for Your Home - Residential

Multi-Family Home Energy Savings

- 7,336 net MWh savings achieved YTD (EEPS – individual units) (49% of goal)
- 1,746 net MWh savings achieved YTD (IPA – common areas) (10% of goal)
- The pipeline of building-level common area projects (IPA) saw significant growth during Q3.
- Free assessments and direct installation services of energy-saving products for the tenant and common area spaces of multi-family buildings continued to grow during Q3.
- The network of participating trade allies that offer discounted services and products continued to grow throughout Q3.

Smart Ideas for Your Home - Residential

Home Energy Savings

- 632 net MWh savings achieved YTD (96% of goal)
- Completed 812 retrofit projects by the end of Q3, which is 53% more than the number of projects completed by Q3 in PY5
- Recruited a total of 25 contractors to participate in the new Air Sealing and Attic Insulation rebate offering
- Current activities are focused on providing a seamless experience for customers while transitioning program implementation contractors from Conservation Services Group to Resource Solutions Group (CLEAResult)

Home Energy Jumpstart

- 1,574 net MWh savings achieved YTD (79% of goal)
- Since August over 42,000 CFLs have been installed in 4,000 homes
- Launched a joint radio and TV campaign with Peoples Gas and North Shore Gas in February that will run through March

Smart Ideas for Your Home - Residential

Joint Complete System Replacement

- 1,826 net MWh savings achieved YTD (96% of goal)
- Over 6,000 customers received rebates for energy efficient central air conditioners YTD
- Marketing efforts with gas utilities include utility bill inserts, with a majority of marketing and outreach is performed by HVAC trade allies

Joint Residential New Construction

- 194 net MWh savings achieved YTD (776% of goal)
- There were a total of 551 homes that are served jointly by ComEd and Nicor Gas that were completed and verified through Q3 as being built to at least 10% greater than the current Illinois energy code (IECC 2012)
- YTD performance places the program in a good position to achieve the plan goal of 750 joint homes completed and verified to program standards

Joint Elementary Education Program

- 0 net MWh savings achieved YTD (0% of goal) – results not reported until end of year
- Original ComEd/Nicor PY6 program contained 21,000 kits. Expanded program with an additional 5,000 kits distributed in Jan/Feb 2014.
- Program included classroom presentation to approximately 300 schools.

Third Party Administration Programs - ComEd

Dent on Energy

- 415 net MWh savings achieved YTD (33% of goal)
- Low-cost automation with monitoring and proactive control of HVAC systems run by RLD Resources
- 23 installations completed in Q3
- New program manager hired Fall 2013 continues to try and increase participation

Desktop Power Management

- 163 net MWh savings achieved YTD (2% of goal)
- Program is still working to pay back \$200,000 clawback. 14% of the clawback has been worked down
- Negotiations taking place that would allow RSG to offer their program to specific public sector customers
- 194 installed units in Q3 equating to 45 MWh in energy savings

CUB Energy Saver

- 3,312 MWh savings achieved YTD (37% of goal)
- Hybrid opt in/opt out residential efficiency program run by C3 and CUB

Third Party Administration Programs - IPA

One Change, Simple Actions Matter

- 3,875 net MWh savings achieved YTD (100% of goal)
- *Residential CFL giveaway program for low income communities not traditionally served by Smart Ideas programs, administered by OneChange.*
- Campaign was successfully completed in Q3, delivering 150,000 bulbs to 25,000 homes

Willdan Energy, Sustainable Schools Program

- 939 net MWh savings achieved YTD (47% of goal)
- On-site energy assessment and direct-install program targeting private schools, administered by Willdan Energy Services. Target Market: Small Commercial – K-12 Private Schools.
- Through Q3, 53 school assessments completed (4 new schools in Q3)
- 16 schools had installations during Q3

Third Party Administration Programs – IPA (continued)

Shelton Solutions, Great Energy Stewards

- 209 net MWh savings achieved YTD (11% of goal)
- Community outreach behavior change program targeting faith-based organizations, administered by Shelton Solutions. Target Market: Residential.
- The program is struggling with meeting participation targets

All-Electric Home Energy Savings (Conservation Services Group)

- 45 net MWh savings achieved YTD (1% of goal)
- Leverages the existing Home Energy Savings program, but with specific marketing and outreach targeting all-electric customers
- 2 assessments completed and 3 weatherization jobs completed, one of which was through the new Air Sealing and Attic Insulation rebate offering
- Continued coordination with On Bill Financing to offer financing to program participants
- The All-Electric Third Party IPA program was designed to leverage the Joint Home Energy Savings (HES) program. With the transition of the Joint program implementer from Conservation Services Group to Resource Solutions Group (RSG), all-electric projects will be incorporated into the standard HES offering implemented by RSG in the Smart Ideas portfolio, rather than Third Party IPA

Marketing Education and Awareness Activities

General

- Generated over 3,500 direct interactions and nearly 700 surveys from onsite event activations at a number of community outreach events
 - Events included: Navy Pier's Winter WonderFest, ComEd Night at the Bulls & Blackhawks games, Pheasant Run Home Show, and the Chicago Auto Show/Connected World Conference event



- Garnered over 1.5M impressions and over 2,000 web clicks to ComEd.com/Tips and ComEd.com/EnergyEfficiencyProducts via Google Adword campaign
- Email Marketing (12/1 – 2/30) achieved a 16.79% open rate
 - 948,181 emails sent to 320,000 residential subscribers
- **Energy@Home**
 - Published Dec, Jan and Feb monthly issues to ComEd.com/Energy@Home
 - 4,000 unique page visits to the website

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 Business Energy Analyzer C&I Behavioral Pilot

A commercial performance monitoring pilot program. Participating customers 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 (Nov 2013) and Navigant is evaluating first full year of data. April 1st the new platform incorporating both behavioral and Energy Efficiency recommendations will be launched. This launch will include training of Trade Ally, implementers and SIOA engineers. In parallel there will be a phone outreach campaign to industrial customer (100 kW to 500 kW) with calls starting mid-May.

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 auto-enrolled as recipients.
- Average monthly savings figures for this customer group is approximately 1%.
- Customers will receive only one report in Q4 and then be removed from the program. The last message will encourage the use of web tools for further energy management.

Emerging Technology Activities

Current Pilots –

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: Of the 10 units installed 2 had had operational or data issues that prevented analysis of the performance of the units. Of the remaining 8, 6 were all electric and cycled on an off based other thermostat instead of the standard commercial design of running continuously when occupied. Using thermostat only control results in significantly reduced run time reducing the effectiveness of the Digi-RTU. For the two that operated on a schedule, the energy savings were approximately 50% which is within the range of savings measured by the PNNL field study which tested a similar controller. Depending on the cost of the measure it is likely that an advanced controller could pass TRC.

EnergyCheck Small Business Behavioral Pilot – 10,000 small business customers with demand levels less than 100 kW have been auto-enrolled into receiving bi-monthly paper energy reports via postal mail which include comparisons to similar businesses, behavioral-based targeted ways to save for the customer's business segment, and promotion of ComEd's *Smart Ideas*[®] programs. Customers also have access to a web portal at ComEd.com/EnergyCheck which provides additional targeted savings tips and energy insights and analytics.

- Program Launch: Customers received their first report in February 2014
- Target Customer: less than 100 kW
- Pilot Size: 10,000 treatment, 10,000 control
- To Date: Customer engagement has been low initially with less than 20 customers creating accounts in the online portal after receiving their first report and fewer contacting ComEd for program inquiries and business profile updates. However, the initial report will be followed up with additional progress reports in March and April with increased engagement expected as the program ramps up.

Portfolio Variances

The following program budgets have changed by more than 20%:

Program	Change
C&I Industrial Systems	(29.5%)
C&I Business Instant Lighting Discount	73.3%
Residential Home Energy Reports	(29.0%)
Residential Multi-Family	30.3%
Residential Single-Family	36.5%
Residential Complete System Replacement	34.7%
Residential Elementary Education	(25.5%)

Portfolio Results

Portfolio Results Energy Saved MWh			
Program Year	Net MWh Achieved	ComEd Goal	% of Goal Achieved
PY1			
Ex Post	163,717	148,842	110%
PY2			
Ex Post	472,132	312,339	151%
PY3			
Ex Post	626,715	458,919	137%
PY4			
Ex Post	944,142	610,804	155%
PY5			
Ex Post	953,454	827,575	115%
PY6			
Q3 YTD Ex Ante	549,240	787,432	70% YTD

Portfolio Results

MWh, Environmental and Economic Impacts						
Performance Metrics (Equivalents)	PY6 Results Q3 YTD	PY5 Results	PY4 Results	PY3 Results	PY2 Results	PY1 Results
Net MWh	549,240	944,529	943,704	626,715	472,132	163,717
Carbon reduction (tons)	419,828	654,975	630,999	443,186	257,230	143,236
Cars removed from the road	74,676	128,420	123,719	86,895	49,205	26,238
Acres of trees planted	81,170	139,553	134,445	94,428	70,306	39,156
Number of homes powered for 1 year*	57,526	98,883	93,415	65,611	47,755	21,263
Portfolio jobs**	195.25	196.25	178.5	154	84	66



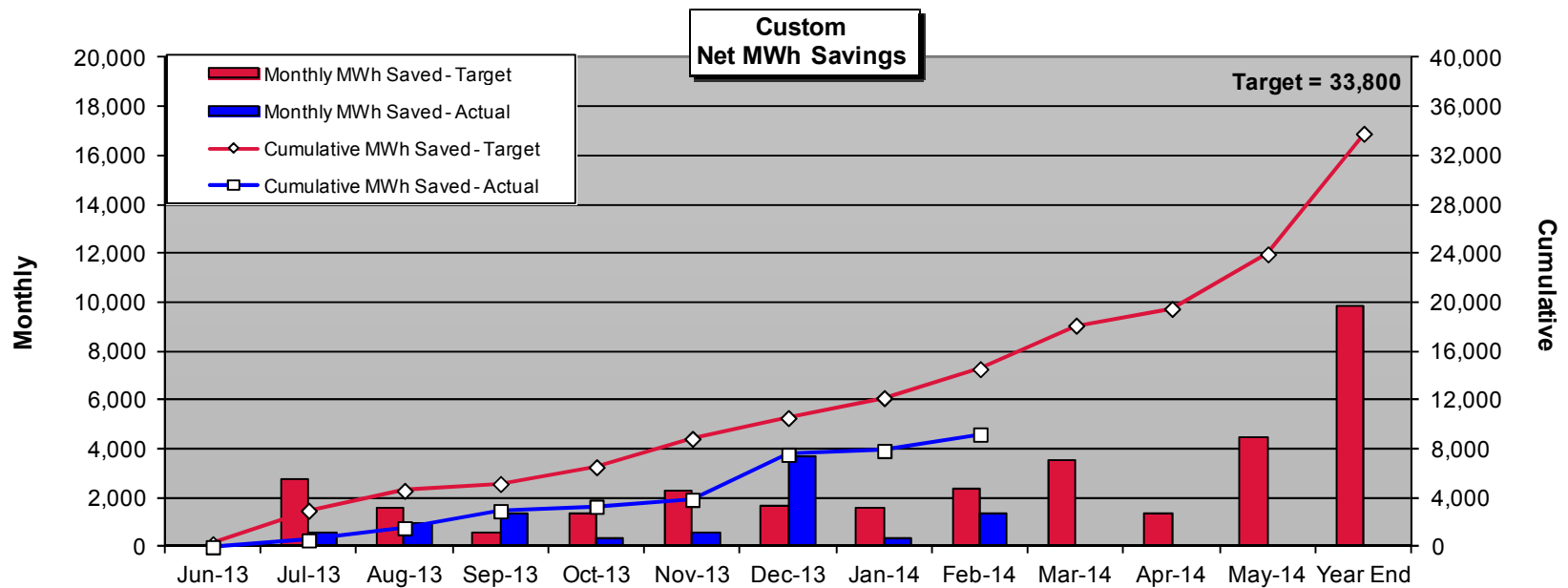
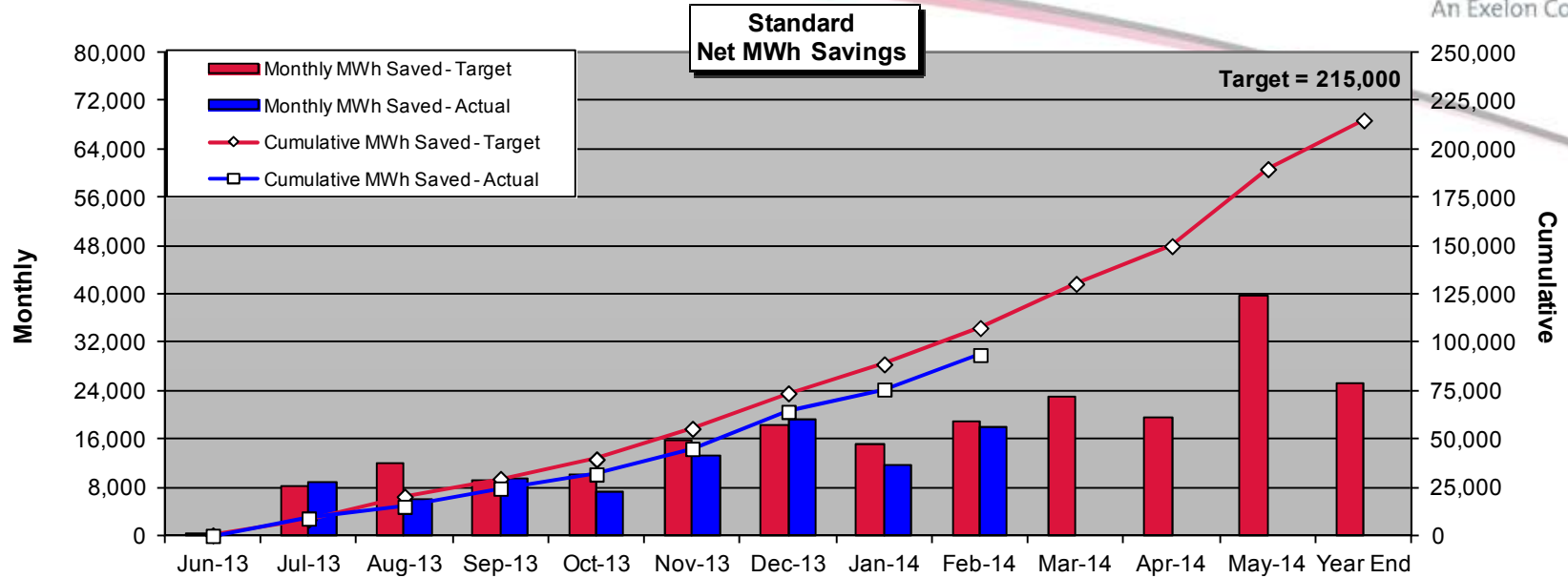
* Assumes average ComEd single-family residential home with no electric space heat consumes 801 kWh monthly or 9,612 kWh annually per the filing.

** 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



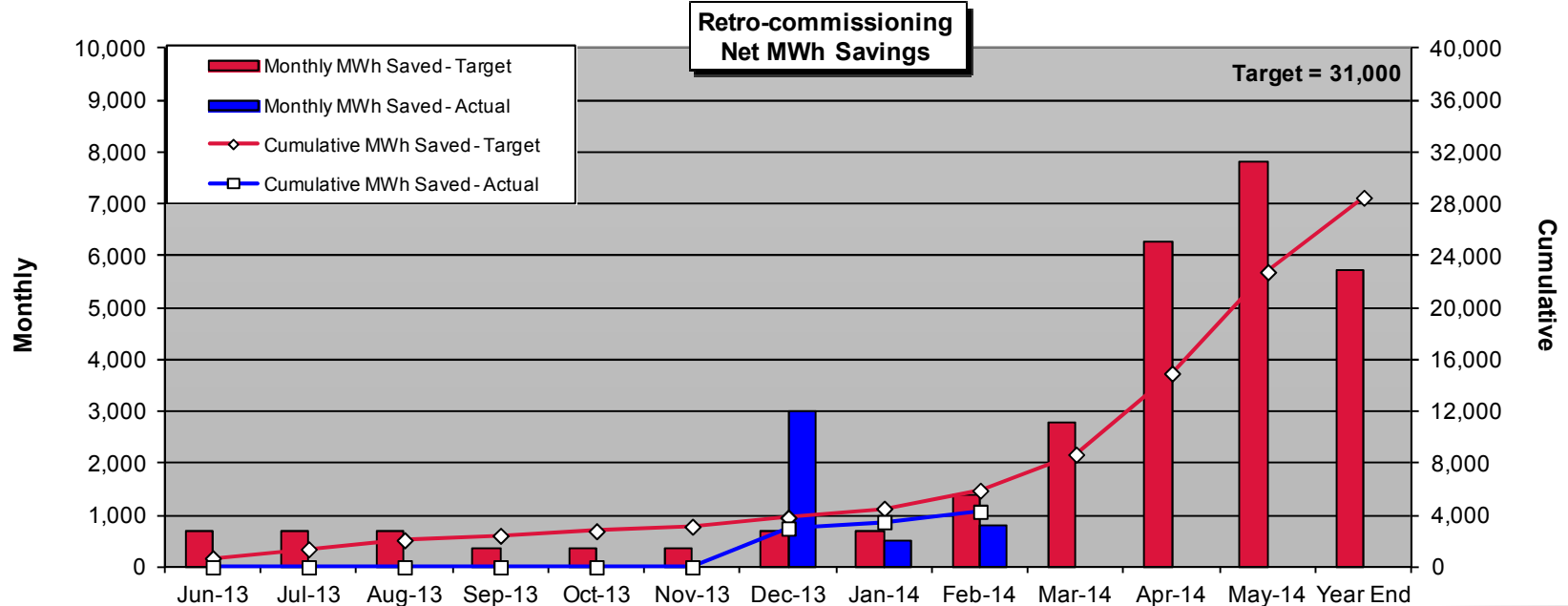
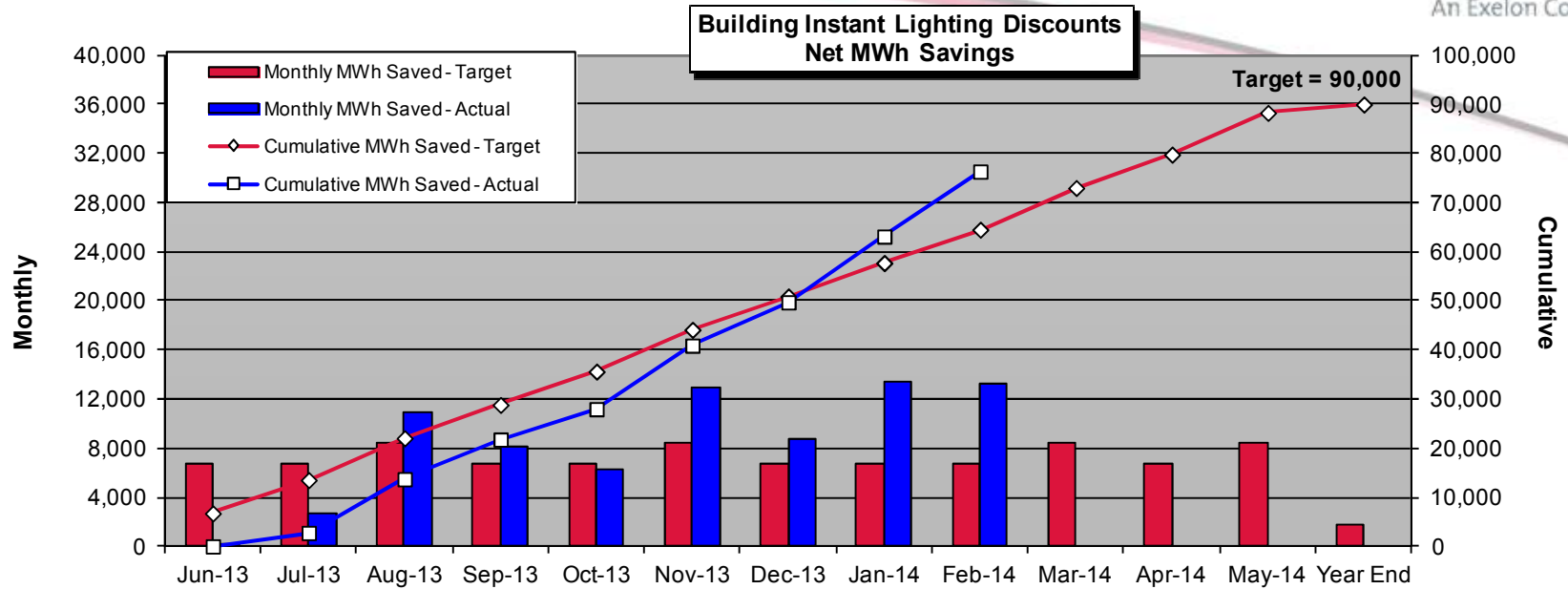
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Smart Ideas For Your Business- YTD Results



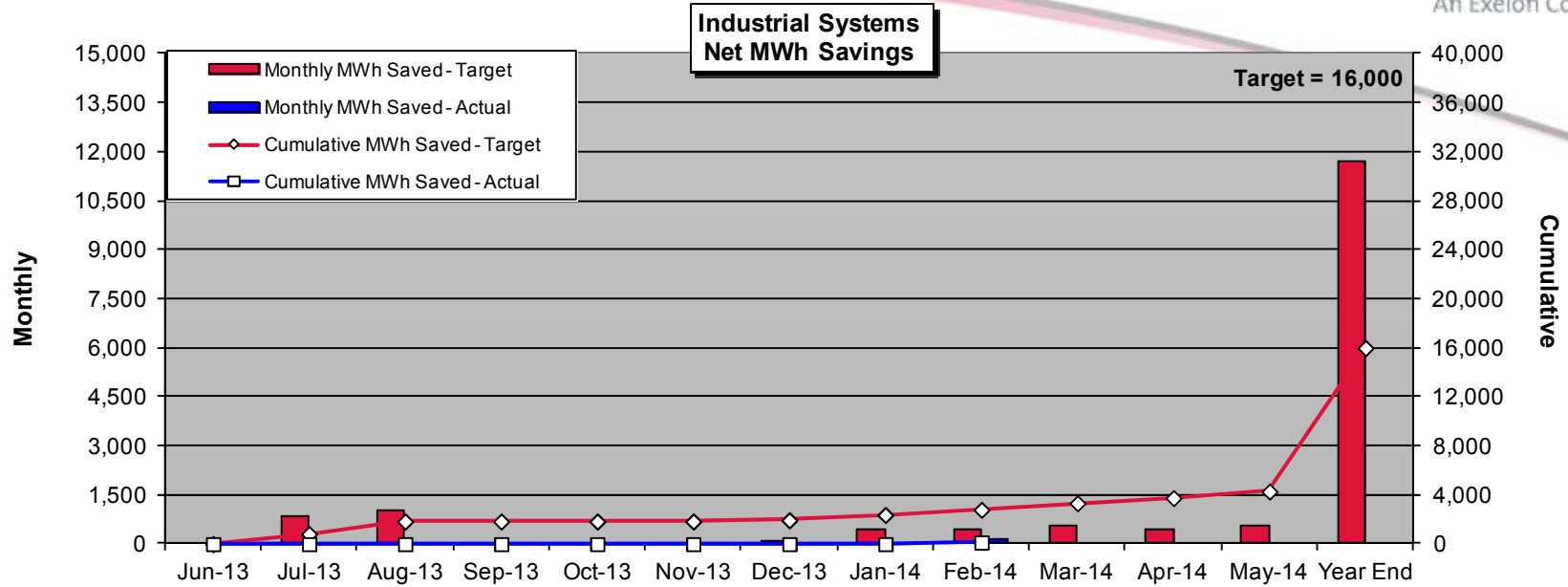
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Smart Ideas For Your Business- YTD Results



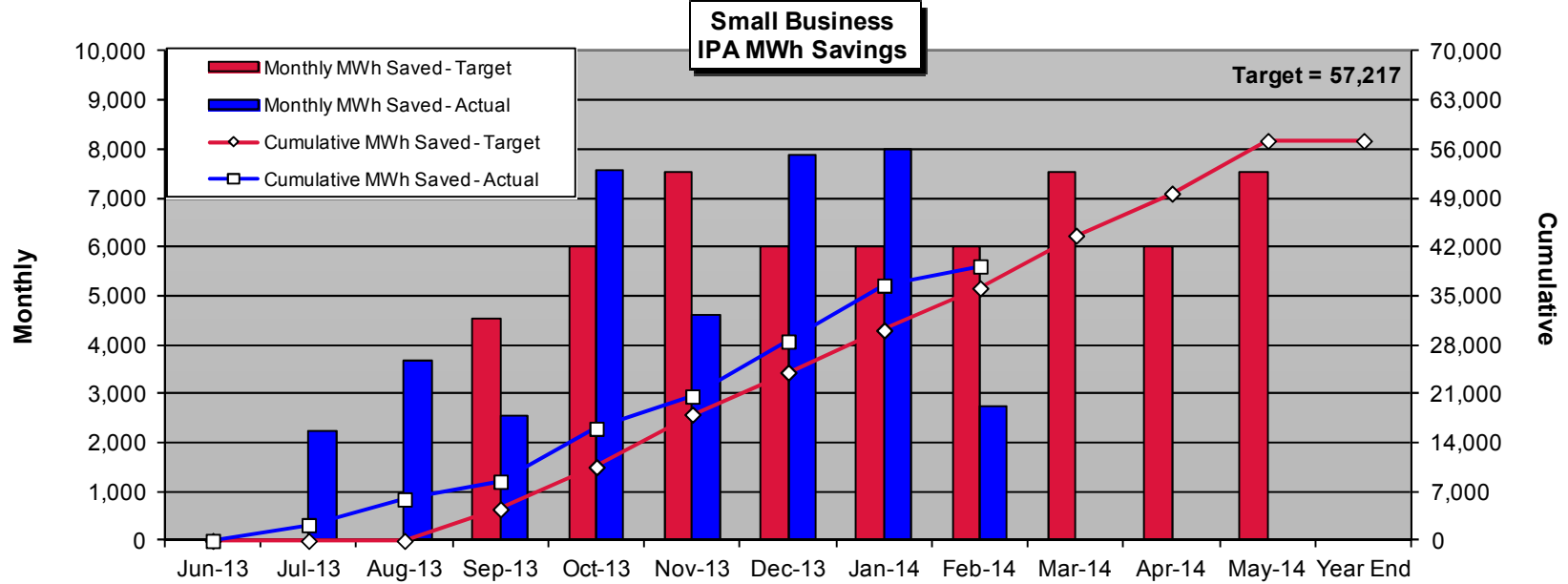
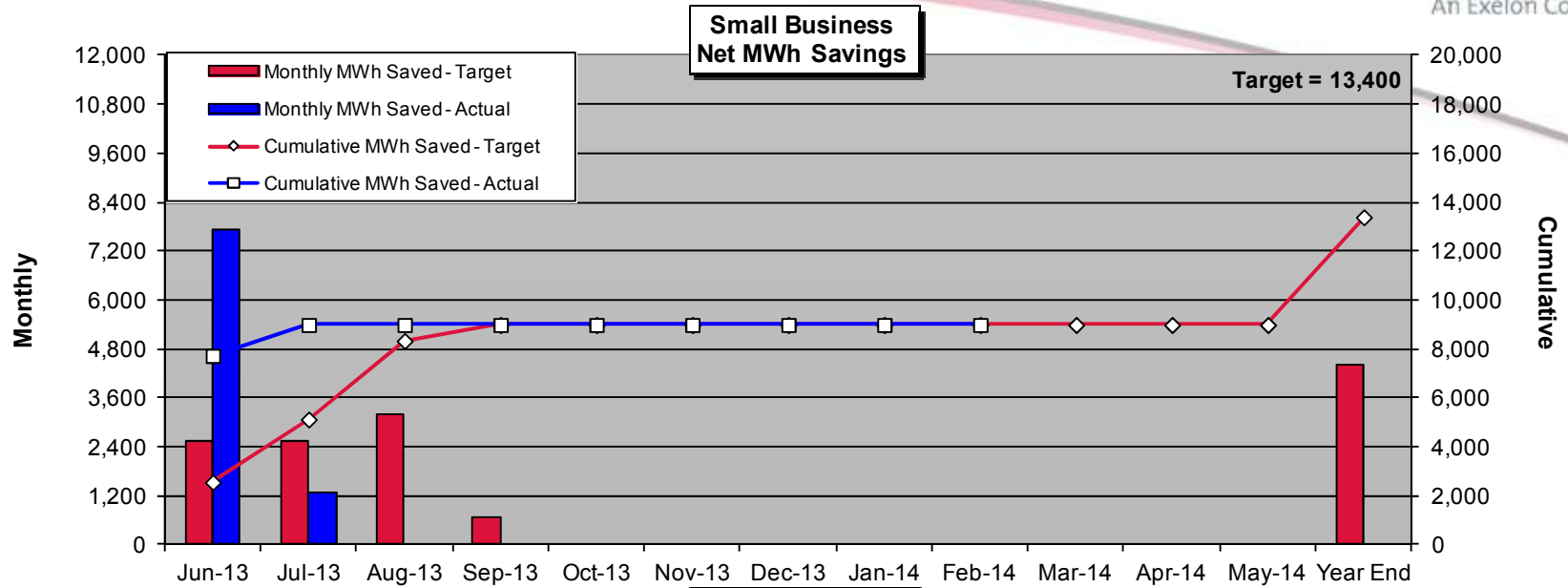
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Smart Ideas For Your Business- YTD Results



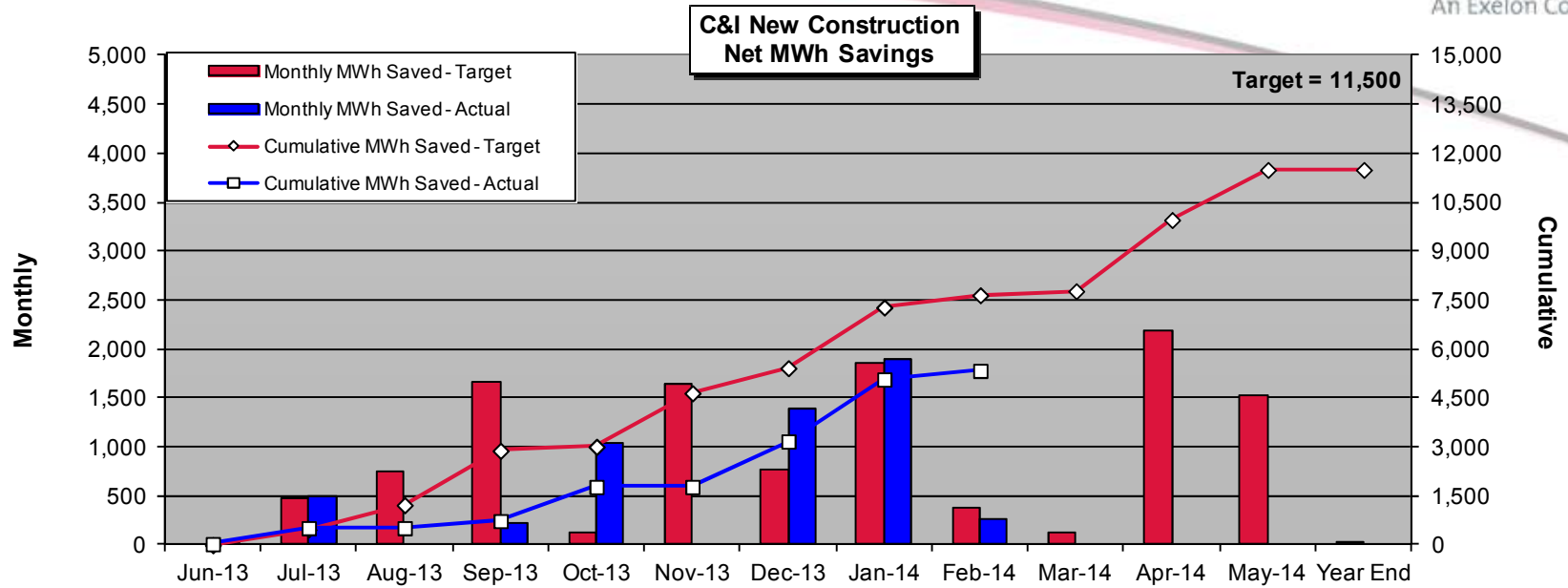
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Smart Ideas For Your Business- YTD Results



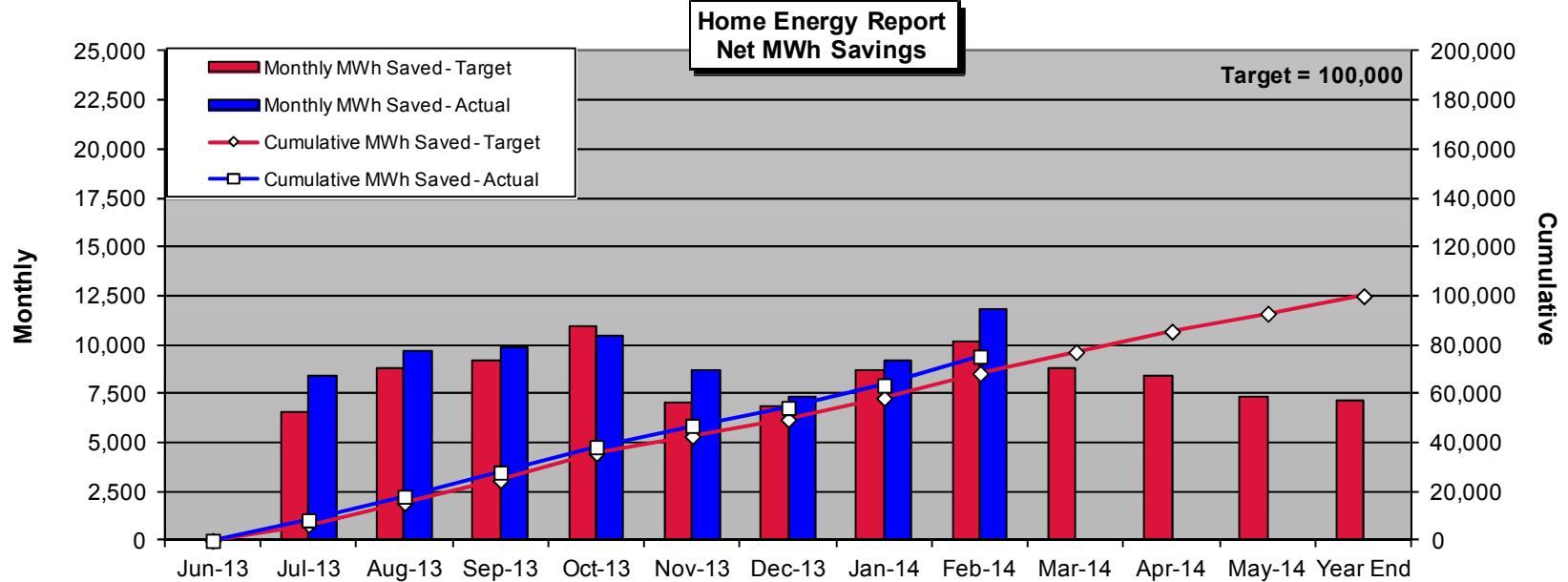
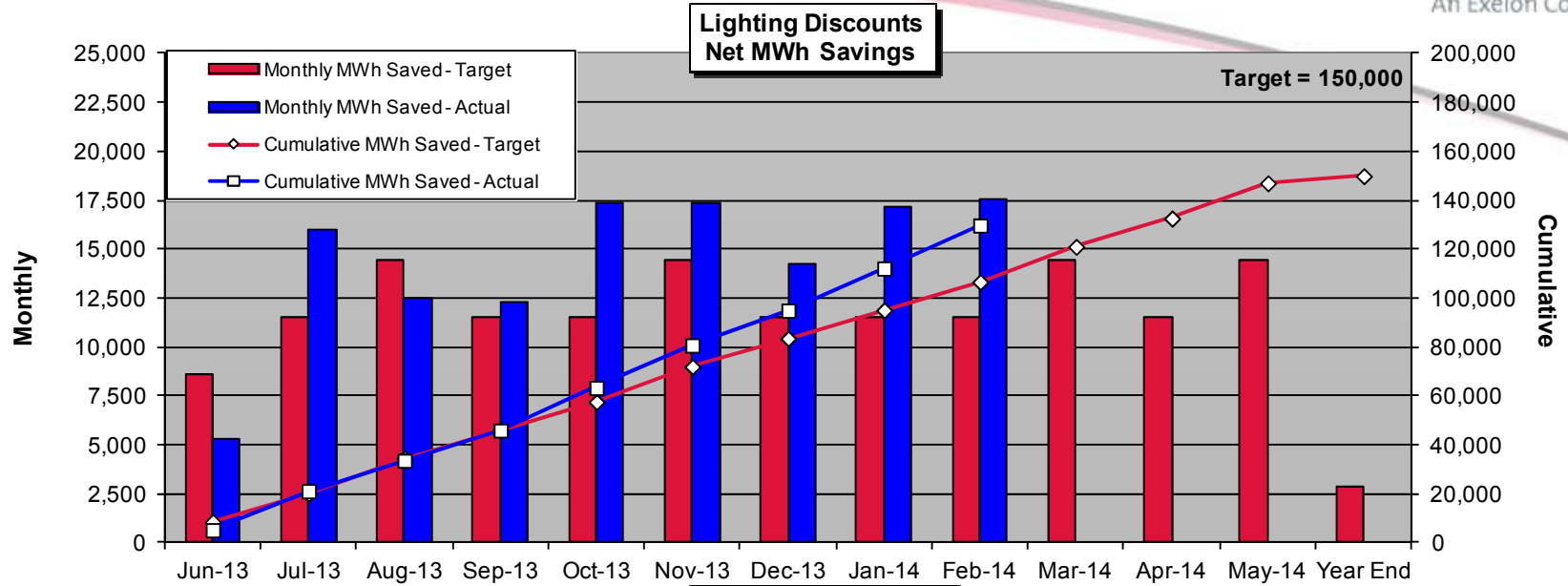
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Smart Ideas For Your Home – YTD Results



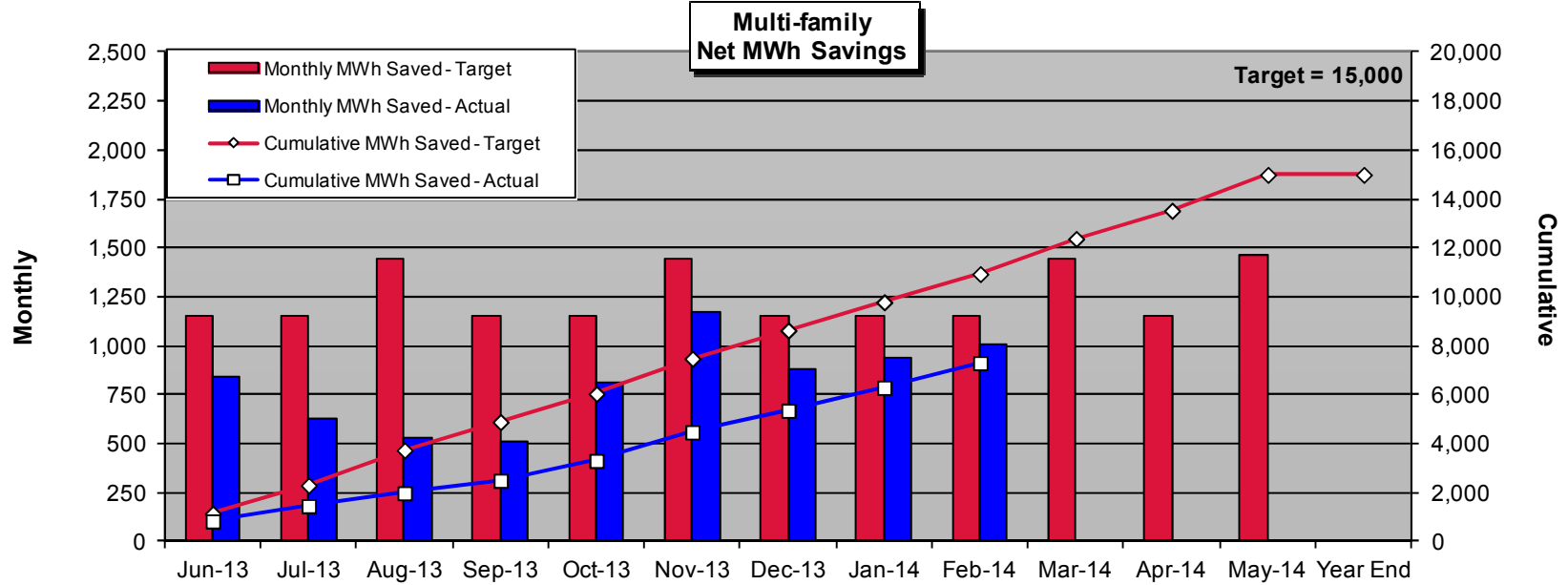
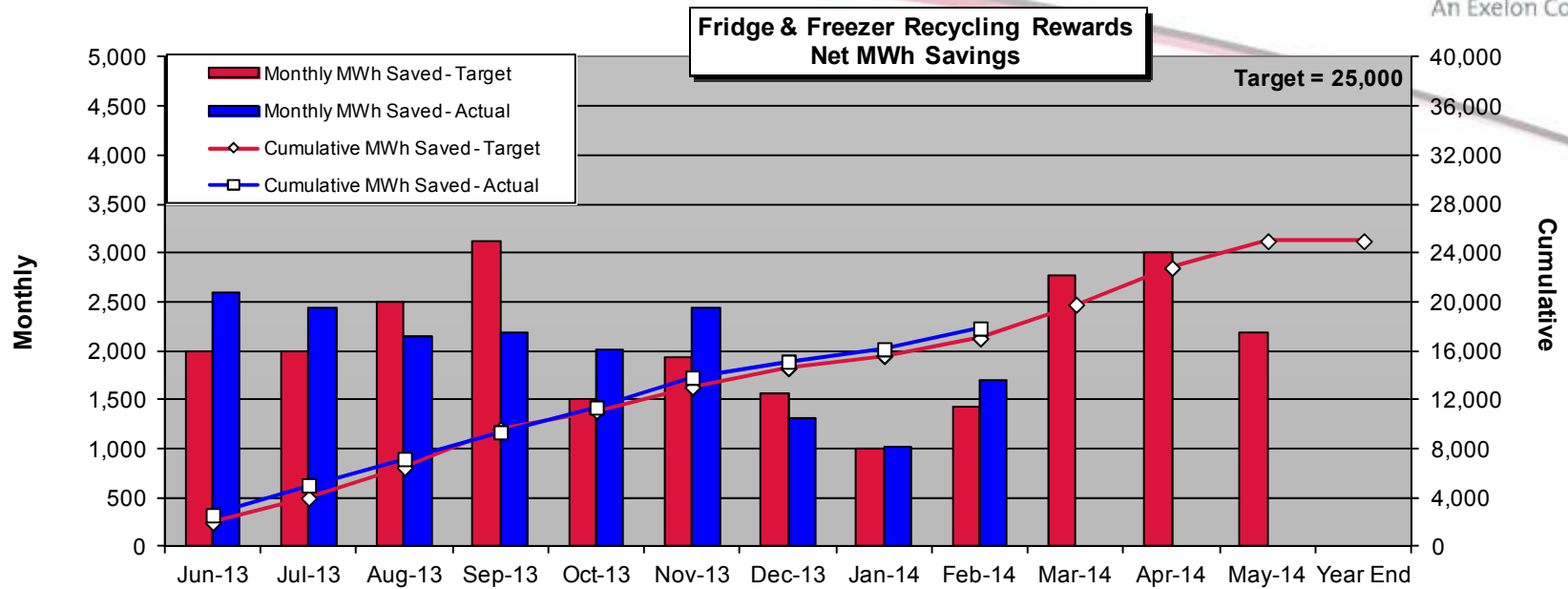
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Smart Ideas For Your Home – YTD Results



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