

# Plan Year 8

## First Quarter Report

(6/1/2015 - 8/31/2015)



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## Quarterly Program Highlights

### Smart Ideas for Your Business (SIFYB)

- Smart Ideas for Your Business programs achieved 33% of their combined PY8 goal of 428,457 MWh.
- Over 800 SIFYB projects were completed in Q1.
- The Standard and Custom Incentive Programs were put on waitlist in July. Additional funding provided in August is fully reserved. The Programs are fully subscribed and expected to meet their PY8 goals.

### Smart Ideas for Your Home (SIFYH)

- Smart Ideas for Your Home programs achieved 15% of their combined PY8 goal of 66,326 MWh.
- Over 25,000 customers participated in recycling, rebate, and assessment SIFYH programs in Q1.
- The Fridge and Freezer Recycling Program's incentive amount for refrigerators and freezers has changed from \$35 to \$50 in order to help support a higher collection goal in PY8.
- Select smart thermostats were launched in several SIFYH programs in PY8.

### IPA Programs

- IPA programs achieved 27% of their combined PY8 goal of 671,579 MWh.
- The Small Business Energy Saving Program provided energy-saving products to over 3,700 customers in Q1. It remains the largest small business energy savings program in the nation.
- The Lighting Discounts Program sold approximately 2.5 million discounted ENERGY STAR® certified bulbs consisting of 1.4 million compact fluorescent lamps (CFLs) and 1.1 million light-emitting diode (LED) bulbs and fixtures.
- The Home Energy Report Program is reaching 1.5 million participants with a low opt-out rate. Attrition is refilled on a continuous basis using the New Movers strategy which enrolls customers new to the ComEd service territory.

## Ex-Ante Results

### EEPS Ex-Ante Results

EEPS Program	Actual YTD Net MWh PY8 Results	Net MWh Goal	Percent of Goal	Program Costs YTD (\$1,000)	Rate Filing Screen (\$1,000)	Percent of Annual Spend
Incentives Total	<b>40,367</b>	<b>196,742</b>	21%	\$ 8,767	\$ 36,165	24%
Standard	37,089					
Custom (includes large C&I pilot)	2,729					
Data Center	549					
BILD/Midstream Incentives	<b>92,402</b>	<b>116,269</b>	79%	\$ 4,162	\$ 6,976	60%
Optimization Total	<b>1,626</b>	<b>95,781</b>	2%	\$ 1,678	\$ 13,185	13%
Retro-Commissioning	0					
Industrial Systems	1,455					
AirCare Plus (>100 kW)	171					
New Construction	<b>5,200</b>	<b>15,665</b>	33%	\$ 1,324	\$ 9,477	14%
Multi-Family Common Area	<b>2,292</b>	<b>4,000</b>	57%			
C&I General				\$ 260	\$ -	
<b>C&amp;I Subtotal</b>	<b>141,888</b>	<b>428,457</b>	<b>33%</b>	<b>\$ 16,191</b>	<b>\$ 65,803</b>	<b>25%</b>
Fridge & Freezer Recycling	<b>6,781</b>	<b>29,450</b>	23%	\$ 2,241	\$ 7,943	28%
Appliance Rebates	<b>197</b>	<b>9,103</b>	2%	\$ 742	\$ 7,805	10%
Home Energy Assessment	<b>1,228</b>	<b>7,592</b>	16%	\$ 874	\$ 5,424	16%
Heating & Cooling & Weatherization	<b>1,144</b>	<b>7,528</b>	15%	\$ 989	\$ 8,354	12%
Multi-Family	<b>555</b>	<b>5,014</b>	11%	\$ 324	\$ 1,393	23%
Elementary Energy Education	<b>0</b>	<b>624</b>	0%	\$ 6	\$ 397	1%
New Construction	<b>92</b>	<b>19</b>	485%	\$ 55	\$ 346	16%
Direct to Consumer Kit		<b>6,996</b>	0%	\$ -	\$ 3,354	0%
Residential General				\$ 78	\$ -	
<b>Residential Subtotal</b>	<b>9,997</b>	<b>66,326</b>	<b>15%</b>	<b>\$ 5,309</b>	<b>\$ 35,017</b>	<b>15%</b>
CFL Carryover	<b>0</b>	<b>47,200</b>	<b>0%</b>			
<b>EEPS Program Total</b>	<b>151,885</b>	<b>541,983</b>	<b>28%</b>	<b>\$ 21,500</b>	<b>\$ 100,820</b>	<b>21%</b>

### IPA Ex-Ante Results

IPA ComEd Program	Actual YTD Net MWh PY8 Results	Net MWh Goal	Percent of Goal	Program Costs YTD (\$1,000)	Rating Filing Screen (\$1,000)	Percent of Annual Spend
Lighting Discounts	<b>41,476</b>	<b>205,529</b>	20%	\$ 5,267	\$ 40,147	13%
Home Energy Report	<b>75,891</b>	<b>279,520</b>	27%	\$ 3,810	\$ 13,851	28%
Small Business Energy Savings	<b>61,361</b>	<b>133,000</b>	46%	\$ 13,222	\$ 36,580	36%
LED Streetlighting	<b>0</b>	<b>5,474</b>	0%	\$ -	\$ 4,425	0%
<b>IPA Third Party Program</b>						
Accelerate CUB Energy Saver	<b>0</b>	<b>13,133</b>	0%	\$ 150	\$ 600	25%
Elevate Retrofit Chicago Residential	<b>557</b>	<b>1,711</b>	33%	\$ 213	\$ 548	39%
Shelton Solutions Great Energy Stewards	<b>0</b>	<b>850</b>	0%	\$ -	\$ 139	0%
National Theatre for Children	<b>0</b>	<b>1,220</b>	0%	\$ 62	\$ 679	9%
AirCare Plus (<100 kW)	<b>480</b>	<b>9,309</b>	5%	\$ -	\$ 2,672	0%
CLEAResult School Direct Install	<b>12</b>	<b>3,892</b>	0.3%	\$ 52	\$ 1,076	5%
Matrix School Direct Install	<b>0</b>	<b>5,545</b>	0%	\$ -	\$ 989	0%
Matrix Demand Control Ventilation	<b>0</b>	<b>5,193</b>	0%	\$ -	\$ 1,291	0%
Sodexo Demand Control Ventilation	<b>0</b>	<b>5,096</b>	0%	\$ -	\$ 882	0%
Weidt Group New Construction	<b>0</b>	<b>2,107</b>	0%	\$ 241	\$ 675	36%
<b>IPA Program Total</b>	<b>179,777</b>	<b>671,579</b>	<b>27%</b>	<b>\$ 23,017</b>	<b>\$ 104,553</b>	<b>22%</b>
<b>EEPS Program Total</b>	<b>151,885</b>	<b>541,983</b>	<b>28%</b>	<b>\$ 21,500</b>	<b>\$ 100,820</b>	<b>21%</b>
<b>EEPS and IPA Program Total</b>	<b>331,662</b>	<b>1,213,562</b>	<b>27%</b>	<b>\$ 44,517</b>	<b>\$ 205,372</b>	<b>22%</b>

## Smart Ideas for Your Business – C&I

### Standard

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

- **37,089 MWh savings achieved YTD based on 744 projects**
- The Program was put on waitlist in July. This was due to the Program accepting PY8 pre-applications starting in March rather than June. All applications that were submitted prior to the announcement and received a reservation letter were honored.
  - Being on waitlist early in the year has upset some Trade Allies (TAs), as they use the Program in their sales models. Outreach is focused on keeping a positive outlook for the future.
- Additional funding transferred from other programs in August to provide incentives on projects that had quick turnarounds. The funding has been fully reserved and is being processed for payment as finals come through.
- The Program is fully subscribed and expected to meet its PY8 goal.

### Custom

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



### Custom (continued)

- **2,729 MWh savings achieved YTD based on 6 projects**
- The Program was put on waitlist in July. This was due to the Program accepting PY8 pre-applications starting in March rather than June. All applications that were submitted prior to the announcement and received a reservation letter were honored.
  - Being on waitlist early in the year has upset some Trade Allies (TAs), as they use the Program in their sales models. Outreach is focused on keeping a positive outlook for the future.
- Additional funding was transferred from other programs in August to provide incentives on projects that had quick turnarounds. The funding has been fully reserved and is being processed for payment as finals come through.
- The Program is fully subscribed and expected to meet its PY8 goal.

### Data Centers

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

- **549 MWh savings achieved YTD based on 2 projects**
- The focus of outreach has shifted from program education to developing specific projects based on the incentives available.
- The Technical Assistance Services (TAS)

Program continues to encourage program application and is looked upon favorably by data center managers as a tool to educate and obtain internal company project approval.

- The Program has started a “road show” outreach effort to colocation sites. Colocation owner reception has been extremely high to the point that colocation owners are engaging outreach members to discuss the program with internal sales staff and external customers in an effort to convey the benefits and incentives available by moving to a more efficient site.
- Due to the long time span of projects, especially new construction projects which regularly take 5+ years to fully incent, staying relevant throughout the entire process has been a challenge. This has been addressed through procedural changes and an increased documentation effort at major project milestones such that influence can be captured and conveyed throughout the entire project cycle.

### Midstream Incentives / Business Instant Lighting Discounts (BILD)

*Overview: The BILD Program provides instant incentives to C&I customers interested in purchasing efficient lighting technologies including pre-qualified LED screw-in bulbs trimkits, and exit signs, reduced wattage linear fluorescent lamps (LFLs), battery chargers, and high efficiency transformers.*

- **92,402 MWh savings achieved YTD (79% of goal) based on 714,050 lamps sold**
  - 518,297 LEDs sold
  - 195,753 LFLs sold
- The Program is very successful in that it is moving through incentives at a much faster rate than previous program years.
- The Program reduced incentive levels for most lamp types effective August 3, 2015. This move was intended to slow down the market

### Midstream Incentives / Business Instant Lighting Discounts (BILDS) (continued)

absorption of BILD incentives and keep the Program running longer.

### Retro-Commissioning (RCx)

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

- **0 MWh savings achieved YTD with 109 projects in the PY8 pipeline**
  - Projects typically wrap up in Q4.
- “Traditional” RCx currently has 45 projects in the PY8 pipeline
  - 23 traditional RCx projects (buildings over 400,000 square feet)
  - 13 monitoring-based commissioning (MBCx) projects
  - 9 RCxpress projects (buildings between 150,000 and 400,000 square feet)
- “Non-traditional” RCx currently has 64 projects in the PY8 pipeline
  - 19 Grocery RCx pilot projects
  - 45 RCx Building Tune-Up projects (buildings less than 150,000 square feet)
- Interest in the RCx Building Tune-Up offer has been much greater than anticipated from the RCx service provider network. They have generated a much larger volume of projects than expected.
- A targeted outbound calling campaign has been employed to generate leads for RCxpress and RCx Building Tune-Up as well as other SIFYB offers. Customers who complete

a brief phone survey receive a customized report highlighting opportunities for energy savings and financial incentives.

- Direct outreach to Commercial Real Estate portfolio managers has proven successful in generating leads for RCx projects; with this approach, meetings are arranged with a highly-placed individual who can help move energy efficiency projects forward across all the buildings within the portfolio being managed.
- Roundy’s has tentatively agreed to participate in the Grocery RCx pilot; their participation would complete the intended level of enrollment in the pilot.
- There is an opportunity to make the Grocery RCx offer available to the general market in the future. Additional funding would be required to make this happen.
- Currently active RCx projects are forecasted to yield 27,345 MWh in savings.

### AirCare Plus (>100 kW)

*Overview: The AirCare Plus program is an enhanced HVAC maintenance service program designed to optimize the performance of all major energy-using components of packaged HVAC Roof Top Units (RTUs) and split systems. The program integrates a package of energy saving hardware retrofits and mechanical adjustments into the standard commercial HVAC service and maintenance model to provide a cost-effective energy saving solution for 3 to 60 ton units. Savings from large commercial participants with a peak demand of greater than 100 kW are attributed to the EEPS portfolio. Small commercial participants with a peak demand of 100 kW or less are attributed to IPA.*

- **171 MWh savings achieved YTD (7% of goal)**
- A total of 32 large commercial customers received HVAC RTU tune-ups in Q1.
- Program activity is dependent on weather conditions with tune-ups requiring ambient air temperatures of 65 degrees.

### AirCare Plus (>100 kW) (continued)

- HVAC tune-up levels were increased at no cost to customers to boost participation rates. AirCare Plus has completed several high profile tune-ups for large hospitals and manufacturing facilities, generating project referrals and customer recognition.
- While customer participation rates have been lower than anticipated, MWh savings per project has been above target.

### Industrial Systems

*Overview: The Industrial Systems Optimization Program performs studies of compressed air, industrial refrigeration, and/or process cooling systems to locate energy efficiency opportunities. Cost of assessments is covered by the program if customer obligations are met, and financial incentives are offered for implementing measures recommended by the study.*

- **1,455 MWh savings achieved YTD based on 3 projects**
- This is the first time in the Program's history that three projects were completed within the first quarter.
- Two new program offerings began in PY8, Compressed Air Express and Compressed Air Leak Repair, which drive consistent repairs of compressed air leaks. Compressed Air Express is for systems between 50-200 hp and focuses on the ten most common optimization measures.
- The first Compressed Air Leak Repair project was completed during Q1. Twenty customers are involved in two or more study projects.
- There currently are 98 projects in the PY8 pipeline for potential savings of 67,650 MWh.
- There currently are 14 projects in the PY9 pipeline for potential savings of 8,377 MWh.

### C&I New Construction

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

- **5,200 MWh savings achieved YTD (33% of goal) based on 2.7 million square feet**
- Peoples Gas and North Shore Gas have joined ComEd and Nicor Gas in coordinating incentives.
- Because of the good experience architects and engineers receive through the New Construction Program, a majority of projects come from "repeat" business.
- There currently are 105 projects in the PY8 pipeline for potential savings of 52,000 MWh.

### Multi-Family Common Area

*Overview: The Multi-Family Common Area Program was initiated in the residential Multi-Family Program but implemented via this C&I Program. The Program provides multi-family properties with free energy assessments and installation of energy-saving products in common area spaces. Installed measures may include LEDS, HVAC optimization, and programmable thermostats.*

- **2,292 MWh savings achieved YTD (57% of goal)**
- Please see the SIFYH Multi-Family Program for additional information.





## Smart Ideas for Your Home - Residential

### Fridge and Freezer Recycling

*Overview: The Fridge and Freezer Recycling Program promotes the retirement and recycling of inefficient, working refrigerators and freezers, as well as room air conditioners, from households by offering \$50 and free pick up of the equipment.*

- **6,781 MWh savings achieved YTD (23% of goal)**
- Activity was steady and strong throughout the first quarter, with over 13,200 refrigerators and freezers collected. This performance provides a solid foundation towards reaching the PY8 goal of 45,000 units (including room AC units).
- All units continue to be permanently removed from further use on the electric grid and are recycled in an environmentally responsible manner following U.S. Environmental Protection Agency's Responsible Appliance Disposal (RAD) guidelines.
- The incentive amount for refrigerators and freezers has changed from \$35 to \$50 in order to help support a higher collection goal in PY8. The incentive for room AC units remains at \$10.
- A multi-channel marketing campaign that included bill inserts, billboards, digital ads, and radio spots was in market throughout most of the first quarter. This campaign continued to use the character Frank to encourage customers to retire their old, working refrigerator or freezer by having it recycled through ComEd.

smart ideas  
**FREE PICKUP**  
**855-IDEAS-00**  
**GET \$50**  
ComEd | powering lives

### Appliance Rebates

*Overview: The Appliances Rebates Program provides rebates for qualifying ENERGY STAR® appliances sold through retail channels, as well as information to increase customer awareness of energy efficiency*

### Appliance Rebates (continued)

appliances. Eligible measures include ENERGY STAR® certified clothes washers, electric clothes dryers, refrigerators, freezers, air purifiers, and heat pump water heaters.

- **197 MWh savings achieved YTD (2% of goal)**
- More than 2,900 customers received rebates for ENERGY STAR® certified appliances in Q1.
- More than 3,500 store associates were trained on the program offering by program field representatives.
- Program field representatives placed Point of Purchase displays on qualifying appliances in more than 480 stores.

### Joint Home Energy Assessment

Overview: In partnership with Nicor Gas, North Shore Gas, and Peoples Gas, the Home Energy Assessment is a free walkthrough assessment with an energy advisor that determines the ways energy is used in the home. Customers receive personalized energy-efficiency recommendations, and the following energy-saving products are installed for free: ENERGY STAR® certified CFLs, smart power strips, programmable thermostats, WaterSense® certified showerheads, faucet aerators, and hot water pipe insulation. Ecobee3 smart thermostats and ENERGY STAR® certified LEDs are also available for purchase at a discount and include free installation.

- **1,228 MWh savings achieved YTD (16% of goal)**
- Over 3,100 customers received assessments in Q1.
- Smart power strips and ENERGY STAR® certified exterior LEDs were launched in PY8.
- The following products were launched in PY8 and require co-pay acceptance:
  - \$3-10 discounted ENERGY STAR® certified interior LEDs
  - \$150 discounted ecobee3 smart thermostats
- ComEd worked with the natural gas utilities to prepare to launch the smart thermostat,

has both electric and natural gas savings. This was the first initiative that brought together all parties involved in HEA, which will further drive program consistency across the service territory.

- The savings for the ecobee3 smart thermostat are not yet defined. The measure currently is being analyzed by Navigant. Once determined, the savings will be a determining factor in whether the measure will continue to be a part of the Program. In the meantime, standard programmable thermostat savings values will be used.

### Heating & Cooling & Weatherization

Overview: The Heating & Cooling & Weatherization Program promotes investment in long-term savings by providing rebates for the purchase and installation of high efficiency central air conditioners and air source heat pumps ( $\geq 14.5$  SEER and  $\geq 16$  SEER), ductless mini-split heat pumps ( $\geq 17$  SEER and  $\geq 9.5$  HSPF), ECM motors, heat pump water heaters, and smart thermostats. Weatherization measures, including air sealing, duct sealing, and attic and wall insulation, are also incented. The weatherization portion of the Program is offered jointly with Nicor Gas.

- **1,144 MWh savings achieved YTD (15% of goal)**
- Over 2,400 customers received rebates for energy efficient heating and cooling equipment in Q1.
- Over 90 customers received rebates for completing weatherization projects in Q1.
- An online rebate application system enabling customers and contractors to apply for heating and cooling rebates online and track rebate statuses was developed and launched.
- The Program launched \$100 rebates for select smart thermostats that are professionally installed.
- The Program continued to build participation in the ComEd Residential Trade Ally Network, resulting in over 60 heating and cooling contractors enrolled to date.

## Smart Ideas for Your Home - Residential

### Heating & Cooling & Weatherization (continued)

- Total number of Approved Contractors remained static as the program continues to have territory wide coverage for weatherization rebates.

### Joint Multi-Family

*Overview: In partnership with Nicor Gas, North Shore Gas, and Peoples Gas, the Multi-Family Program provides multi-family properties with free energy assessments and installation of energy-saving products in tenant spaces. Installed measures include CFLs, faucet aerators, showerheads, programmable thermostats, and pipe insulation.*

- **555 MWh savings achieved YTD (11% of goal)**
- Over 4,000 residential units received free direct installation of energy-saving products within tenant spaces in Q1.
- This work continues to be performed through coordinated joint efforts with the natural gas utilities in ComEd's service territory, which allows for certain gas and water-saving products, such as faucets aerators, to be installed during the same site visit as the variety of different wattage CFLs offered.

### Joint Residential New Construction

*Overview: In partnership with Nicor Gas, the Residential New Construction Program increases awareness and understanding among Home Energy Rating System (HERS) rating companies and home builders of the benefits of energy-efficient building practices with a focus on capturing energy efficiency opportunities available during the design and construction of new single-family homes. Incentives are provided to HERS-certified consultants that certify homes and builders who construct homes that are at least 20 percent more energy-efficient than what currently is required by the State of Illinois Energy Code.*

- **92 MWh savings achieved YTD (485% of goal)**
- A total of 146 homes that are served jointly by ComEd and Nicor Gas were completed and verified in Q1. These homes achieved an average net savings of over 700 kWh.
- 22 of the qualified joint new homes in Q1 have met the highest program tier with modeled savings of at least 30 percent greater than the current Illinois energy code
- The second issue of "Build Smart" newsletter, aimed at educating builders on program relevant topics and industry updates, as well as seasonal tips and PY7 results, was distributed.
- Program participation from new builders and raters has continued to increase over the past few months.

### Joint Elementary Energy Education (Super Savers)

*Overview: The Super Savers Elementary Energy Education Program opened enrollment during Q2. ComEd, Nicor Gas, North Shore Gas, and Peoples Gas have partnered to offer schools the opportunity to teach 5<sup>th</sup> grade students and their families how to use less energy at home. Students learn about valuable ways to save energy and money through in-class education. They also receive free take-home kits containing CFLs, faucet aerators, and other energy-saving products to install at home with their families.*

- **0 MWh savings achieved YTD (0% of goal)**
- Through cross-utility collaboration, a new program name, graphics, and co-branded materials were created.
- A web portal was implemented to support teacher enrollment, parent and student resources, and product installation guides.
- Parent's email addresses are collected for ongoing communication of energy efficiency tips, tools, and rebates.
- The Program continues to support the Smart Ideas portfolio by including a Smart Ideas program brochure in each take-home kit. A newly developed video game brochure is also included.



## IPA Programs - ComEd

### Small Business Energy Savings (SBES)

*Overview: The SBES program implements energy efficiency projects for customers under 100 kW peak demand. These customers include convenience stores, offices, garages, warehouses, restaurants, and other smaller businesses. Popular measures include linear fluorescent lamps and screw-in LEDs. New fixtures, refrigeration, HVAC, and other non-lighting measures are also included.*

- **61,361 MWh savings achieved YTD (46% of goal)**
- Over 3,700 customers were provided with energy-saving products in Q1. The size of this program is unprecedented, and it remains the largest small business energy savings program in the nation.
- The Self-Service program option was removed to streamline operations and reduce customer confusion.
- The CFL program was removed to promote adoption of LEDs.
- Measure incentives were reduced \$2 per measure on average to improve cost effectiveness.
- The Program was selected to present key SBES learnings at the American Council for an Energy-Efficient Economy (ACEEE) national conference.
- The Program submitted an application for the Midwest Energy Efficiency Alliance (MEEA) Impact Award for recognition of excellence in energy efficiency.

### LED Streetlighting

*Overview: Provides energy efficiency lighting with the ability to control the fixtures (e.g., dimming), monitor current operating status, and reduce energy consumption, which reduces operating costs and increases the life of street lighting.*

- **0 MWh savings achieved YTD (0% of goal)**
- PY8 municipal installations are not expected to be until Q2.
- Lombard and Bensenville are the participating municipalities.

### Lighting Discounts

*Overview: The Lighting Discounts program provides instant in-store discounts to ComEd customers at participating retail stores on select ENERGY STAR® certified lighting including CFLs and LEDs.*

- **41,476 MWh savings achieved YTD (20% of goal) based on 2,492,806 bulbs sold**
  - 1,426,340 Standard CFL bulbs sold
  - 693,652 Standard LED bulbs sold
  - 322,773 Specialty LED bulbs sold
  - 50,041 LED fixtures sold
- Beginning in PY8, discounted specialty CFL bulbs are no longer offered. The mix of CFLs to LEDs has changed from 80/20 to 50/50. These changes are reflective of the evolving LED market.
- Program field representatives conducted over 100 in-store lighting demonstrations and trained more than 3,500 store associates.
- Batteries Plus Bulbs, Dollar General, and Target are new participating retailers.
- Field representative technology was upgraded to iPad minis.

enrolled into emailed Home Energy Reports to deliver usage information.

- The Program achieved a low opt-out rate and high customer satisfaction through customer inquiries in Q1.
- Program participation will be automated to enhance cross promotion of Smart Ideas programs. Updates will be sent monthly rather than annually.

### Home Energy Reports and Power Smart Reports

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

- **75,891 MWh savings achieved YTD (27% of goal)**
- The Program added a New Movers wave and PY8 wave of 75,000 customers. Savings results are to be evaluated in PY8.
- Approximately 200,000 Advanced Metering Infrastructure (AMI) customers were auto-

### The Accelerate Group – CUB Energy Saver

*Overview: The CUB Energy Saver Program is a free online service that motivates ComEd customers to save energy through a pioneering combination of practical, money-saving guidance, financial rewards, and partnerships with community groups and government agencies. Participants receive monthly emails regarding: 1) their energy usage based on billing data, 2) their reward points earned from savings, 3) recommendations for additional savings, and 4) reward redemption opportunities. It leverages behavioral and marketing best practices by encouraging opt-in web engagement and rewarding customers that save energy.*

- **0 MWh savings achieved YTD (0% of goal)**
  - PY8 savings will not be reported until the PY7 evaluation has been completed to allow for accurate savings.
- The implementer has not updated input files requested on a semi-monthly basis to track progress in Q1. Due to lack of input, progress is undetermined.

### Shelton Solutions – Great Energy Stewards

*Overview: The Great Energy Stewards Program is a behavioral program which invites opt-in ComEd residential customers, via churches and the Community and Economic Development Association (CEDA), to participate in an energy use reduction competition against themselves. Participants are provided with a record of their energy use and energy-saving tips through email, direct mail, or social media (pending).*

- **0 MWh savings achieved YTD (0% of goal)**
  - PY8 savings will not be reported until the PY7 evaluation has been completed to allow for accurate savings.
- A total of 1,366 participants were carried over from PY7. There were 25 confirmed new participants in Q1.
- There currently are 128 unconfirmed

participants from August events that are in the process of being confirmed.

- Focus of recruitment has shifted from low-income customers through the Community and Economic Development Association (CEDA) and Low Income Home Energy Assistance Program (LIHEAP) to church and community groups due to CEDA and LIHEAP budget cuts. The re-focus to church events has resulted in some large events planned for fall 2015 and should contribute to the program goal of 500 new participants in PY8.
- Shelton Solutions is developing a Facebook page to encourage new participation and additional participant activity. Tips would be provided on the Facebook page, similar to monthly tips (via email or postal mail).

### Elevate Energy – Chicago Multi-Family Retrofit

*Overview: In partnership with the City of Chicago, the Chicago Multi-Family Retrofit Program provides electrically heated multi-family buildings with free energy assessments and comprehensive retrofits including direct installation of low cost measures, equipment tune-ups, and comprehensive lighting and building shell retrofits. Incentives are available for those who choose to implement more in-depth efficiency measures.*

- **557 MWh savings achieved YTD (33% of goal)**
- Over 2,200 energy efficient products were installed or distributed in Q1.
- There currently are 1,942 multi-family units in the PY8 pipeline.
- Elevate has increased mail campaign and is working with the City of Chicago to set up more distribution events to ensure that tracking to program goals is complete.

## IPA Programs – Third Party

### National Theatre for Children (NTC) – Gas and Electric Water Heater Kits Program

*Overview: The National Theatre for Children provides kits for homes with gas or electric water heaters to middle school students to encourage students and their families to develop good energy habits.*

- **0 MWh savings achieved YTD (0% of goal)**
- No kits were distributed in Q1. However, NTC is actively recruiting schools for participation. There currently are 12 schools signed up to participate.
- Marketing and outreach began August 1, 2015.

### CLEAResult – School Direct Install Program

*Overview: CLEAResult provides private education establishments with a peak annual electric demand of 100kW or below with an assessment of operational efficiency, direct installation of energy and cost saving measures, and optimization of existing systems' operational procedures and controls.*

- **12 MWh savings achieved YTD (0.3% of goal)**
- Three schools received assessments and energy saving measures in Q1.
- There currently are four schools in the PY8 pipeline.
- CLEAResult expects to reach approximately 325 private education establishments throughout ComEd's service territory for potential savings of 3,892 MWh.

### Matrix – Private Schools Program

*Overview: Matrix provides private education establishments with implementation of capital intensive measures and emerging technologies to create short- and long-term energy savings. The program will involve all energy end-uses that can be found in an educational environment, including but not limited to lighting and controls*

- **0 MWh savings achieved YTD (0% of goal)**
- No schools were completed in Q1. However, Matrix is actively recruiting schools for participation.
- Marketing and outreach began August 1, 2015.

### Matrix – Demand Based Ventilation Fan Controller (DBVFC) Program

*Overview: Matrix optimizes the operating time of HVAC systems for small business customers including restaurants and fitness centers. The Demand-Based Ventilation Fan Controller (DBVFC or DCV) optimizes the operating time of an HVAC system to reduce the amount of outside air required to a space during partial occupancy and energy use.*

- **0 MWh savings achieved YTD (0% of goal)**
- During Q1, Matrix participated in completion of contract documents, development of marketing materials, and agreement on a ComEd small business customer list.
- Matrix was unable to procure any participation in Q1. Based on the implementer's experience working in other markets with similar systems, they have maintained that the slow start is as expected, and once participation begins, activity will be consistent.

### Sodexo/Roth – HVAC Demand Control Ventilation Program

*Overview: Sodexo provides HVAC demand controlled ventilation technology for small business customers including office buildings, retail buildings, healthcare clinics, lodging, etc. The Demand-Based Ventilation Fan Controller (DBVFC or DCV) optimizes the operating time of an HVAC system to reduce the amount of outside air required to a space during partial occupancy and energy use.*

- **0 MWh savings achieved YTD (0% of goal)**
- The technology has not gained complete

## IPA Programs – Third Party

### Sodexo/Roth – HVAC Demand Control Ventilation Program (continued)

market penetration; contractors are not as familiar with, and therefore tend to avoid, the technology. Sodexo has established contractor relations to promote the technology to targeted ComEd customers. Sodexo has also initiated an effort to educate contractors on the technology to gain contractor participation.

### AirCare Plus (<100 kW)

*Overview: The AirCare Plus program is an enhanced HVAC maintenance service program designed to optimize the performance of all major energy-using components of packaged HVAC Roof Top Units (RTUs) and split systems. The program integrates a package of energy saving hardware retrofits and mechanical adjustments into the standard commercial HVAC service and maintenance model to provide a cost-effective energy saving solution for 3 to 60 ton units. Savings from large commercial participants with a peak demand of greater than 100 kW are attributed to the EEPS portfolio. Small commercial participants with a peak demand of 100 kW or less are attributed to IPA.*

- **480 MWh savings achieved YTD (5% of goal)**
- A total of 18 small commercial customers received HVAC RTU tune-ups in Q1.
- Program activity is dependent on weather conditions with tune-ups requiring ambient air temperatures of 65 degrees.
- HVAC tune-up levels were increased at no cost to customers to boost participation rates.
- AirCare Plus has completed several high profile tune-ups for large hospitals and manufacturing facilities, generating project referrals and customer recognition.
- While customer participation rates have been lower than anticipated, MWh savings per project has been above target.

### The Weidt Group – New Construction Small Business Offering (Net Energy Optimizer)

*Overview: The Weidt Group provides energy saving calculations through a web-based modeling tool for commercial and multi-family buildings ineligible for the SIFYB New Construction Program. The Small Business Offering (SBO) expands on the New Construction market to provide technical analysis to commercial buildings between 5,000 and 20,000 square feet and multifamily buildings between 5,000 and 100,000 square feet through the use of an online energy modeling tool called the Net Energy Optimizer (NEO).*

- **0 MWh savings achieved YTD (0% of goal)**
- The SBO had successful launch, delivering the offering to five projects for PY8.
- Coordination efforts between the existing SIFYB C&I New Construction team and The Weidt Group have been successful, with multiple shared project leads between both programs.
- There currently are eight projects in the PY9 pipeline.





## Marketing Education & Awareness

### PY8 Summer Campaign

- Ran from June 2015 to September 2015
- Included TV, radio, pre-roll, digital display, and outdoor signage
- Generated 875,377 impressions for energy efficiency education via AdWords

### PY8 General Outreach

- Generated 9,752,843 total impressions
- Participated in 60 energy efficiency events
- Interacted with approximately 8,878 customers
- Collected approximately 952 emails
- Drove 8,714 unique page visits to [ComEd.com/HomeSavings](http://ComEd.com/HomeSavings)

smart ideas

# CLEAN UP ON REBATES

Now offering rebates on select ENERGY STAR® appliances.

[ComEd.com/Rebates](http://ComEd.com/Rebates)

**ComEd** | powering lives  
An Edison Company



## 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*

### Smart Meter Connected Devices Service (SMCD)

*Overview: Customers are able to purchase ComEd tested smart devices directly from manufacturers and have their smart device connected to their smart meter to receive near real-time data on electric energy consumption. Primary customer benefits include increased cost awareness of electric energy consumption, potentially reduced electric energy use due to behavioral changes, and the flexibility to choose a desired smart meter connected device.*

- Service Launch: December 2014
- Target Customer: ComEd residential customers with smart meters
- Pilot Size: Expecting anywhere from 65 to 200 participants by Summer 2015
- 65 customers have been successfully commissioned into the SMCD service.

### Bigdely

*Overview: Residential Smart Meter data disaggregation tool to assist residential customers in understanding where their energy use is occurring and how they can take control of it.*

- Type of Test: In field testing to 5,000 homes using Bigdely Gateway or SilverLink network
- Estimated Completion Date: Q1 2016

### Meter Genius

*Overview: A residential tool designed to assist customers in understanding Smart Meter data and inform them on ways to reduce their energy consumption.*

- Type of Test: In field testing to 6,400 homes
- Estimated Completion Date: Q1 2016

## Emerging Technology Activities

### Root3

Overview: Web-based tool that looks at C&I central plant systems (e.g. chillers, boilers, etc.) to determine ways to optimize their operations

- Type of Test: Small scale in-field, two sites selected with up to two more openings
- Estimated Completion Date: Q4 2016

### Variable Refrigerant Flow (VRF)

Overview: Evaluation of HVAC technology that uses refrigerant as both the heating and cooling medium

- Type of Test: Demonstration of technology was the original intention, but focus has changed to a market evaluation and technical review.

## Portfolio Variances

The programs below have projected variances of +/- 20% for PY8. Please see page 3 for additional information.

### Smart Ideas for Your Business Projected Variances

- Midstream Incentives (BILD)
  - Additional funds have been added to the BILD spending forecast to support increased demand. There was an increase of 37% from the spending screen.



## Portfolio Results

### ComEd 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	949,392	827,575	115%
PY6			
Ex Post	1,118,649	896,849	125%
PY7			
Ex Ante	1,124,957	1,035,895	109%
<b>PY8</b>			
Q1 Ex Ante	331,662	1,213,562	27% YTD

### ComEd Environmental and Economic Impact

Performance Metrics (Equivalents)	PY8 Q1	PY7 Ex Ante	PY6	PY5	PY4	PY3	PY2	PY1
Net MWh	331,662	1,124,957	1,118,649	949,392	944,142	626,715	472,132	163,717
Carbon reduction (tons)	227,359	771,175	845,306	654,975	630,999	443,186	257,230	143,236
Cars removed from the road	47,865	162,352	161,441	128,420	123,719	86,895	49,205	26,238
Acres of trees planted	186,360	632,110	628,566	139,553	134,445	94,428	70,306	39,156
Number of homes powered for 1 year*	36,035	123,170	121,539	98,883	93,415	65,611	47,755	21,263
Portfolio jobs**	273	260	234	196	179	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.



## Portfolio Results

### DCEO Energy Saved (MWh)

DCEO	PY1	PY2	PY3	PY4	PY5	PY6	PY7 Ex Ante
ComEd Goal	39,887	81,352	125,158	109,198	114,634	115,258	97,625
Net MWh	17,714	34,075	54,130	106,475	99,583	80,782	N/A

## Budget v. Actual

### Expenditures

Expenditures	PY1	PY2	PY3	PY4	PY5	PY6	PY7	PY8 Q1
EEPS*	\$ 27,356,150	\$ 52,071,861	\$ 75,691,133	\$ 106,673,405	\$ 107,354,964	\$ 124,096,016	\$ 128,249,370	\$ 26,044,479
IPA	\$ -	\$ -	\$ -	\$ -	\$ 31,329	\$ 29,469,183	\$ 38,698,516	\$ 23,082,596
DCEO	\$ 6,949,809	\$ 11,471,616	\$ 28,659,011	\$ 35,049,987	\$ 33,565,649	\$ 31,563,417	\$ 33,728,435	\$ 15,663,339
<b>Total</b>	<b>\$ 34,305,960</b>	<b>\$ 63,543,477</b>	<b>\$ 104,350,144</b>	<b>\$ 141,723,392</b>	<b>\$ 140,951,943</b>	<b>\$ 185,128,616</b>	<b>\$ 200,676,321</b>	<b>\$ 64,790,414</b>

EEPS	PY1	PY2	PY3	PY4	PY5	PY6	PY7	PY8 Q1
Plan Budget	\$ 29,900,000	\$ 61,778,000	\$ 95,911,000	\$ 120,943,446	\$ 121,570,242	\$ 122,075,407	\$ 117,750,001	\$ 119,175,004
Spending Screen	\$ 29,900,000	\$ 60,056,000	\$ 91,811,022	\$ 120,312,967	\$ 119,271,119	\$ 116,765,205	\$ 117,900,001	\$ 119,151,480
Actual	\$ 27,356,150	\$ 52,071,861	\$ 75,691,133	\$ 106,673,405	\$ 107,354,964	\$ 124,096,016	\$ 128,249,370	\$ 26,044,479

IPA	PY1	PY2	PY3	PY4	PY5	PY6	PY7	PY8 Q1
Plan Budget					\$ -	\$ 31,412,493	\$ 44,822,291	\$ 105,629,204
Spending Screen					\$ -	\$ 31,412,493	\$ 44,822,291	\$ 104,552,504
Actual					\$ 31,329	\$ 29,469,183	\$ 38,698,516	\$ 23,082,596

DCEO	PY1	PY2	PY3	PY4	PY5	PY6	PY7	PY8 Q1
Plan Budget	\$ 9,500,000	\$ 19,783,000	\$ 30,724,000	\$ 40,039,149	\$ 40,523,414	\$ 40,691,802	\$ 39,250,000	\$ 39,675,000
Spending Screen	\$ 9,500,000	\$ 19,200,000	\$ 29,270,150	\$ 39,522,619	\$ 39,703,706	\$ 38,871,735	\$ 39,250,000	\$ 39,675,000
Actual	\$ 6,949,809	\$ 11,471,616	\$ 28,659,011	\$ 35,049,987	\$ 33,565,649	\$ 31,563,417	\$ 33,728,435	\$ 15,663,339

### \*EEPS Expenditures

EEPS Expenditures	PY1	PY2	PY3	PY4	PY5	PY6	PY7	PY8 Q1
C&I Programs	\$ 12,093,550	\$ 23,957,908	\$ 35,764,723	\$ 54,033,210	\$ 55,573,971	\$ 74,531,783	\$ 78,936,840	\$ 16,190,703
Residential Programs	\$ 8,808,641	\$ 19,881,908	\$ 27,853,019	\$ 36,334,199	\$ 34,792,236	\$ 34,302,783	\$ 33,139,184	\$ 5,309,292
Third Party Programs	\$ -	\$ -	\$ -	\$ 1,039,262	\$ -	\$ 372,642	\$ -	\$ -
Demand Response	\$ 476,028	\$ 819,145	\$ 1,083,329	\$ 1,310,922	\$ 1,253,218	\$ 1,197,008	\$ 1,120,771	\$ 28,661
Education/Marketing	\$ 1,685,307	\$ 1,649,418	\$ 2,957,998	\$ 4,498,945	\$ 4,409,895	\$ 4,133,504	\$ 4,447,934	\$ 1,615,984
R&D/Emerging Tech	\$ 628,267	\$ 1,026,174	\$ 1,387,102	\$ 974,156	\$ 1,142,049	\$ 1,849,544	\$ 1,613,561	\$ 179,112
Portfolio Admin	\$ 2,464,359	\$ 2,359,629	\$ 2,959,915	\$ 2,002,949	\$ 3,478,203	\$ 1,576,545	\$ 976,472	\$ 175,021
Labor	\$ -	\$ -	\$ -	\$ 2,749,232	\$ 3,214,657	\$ 1,927,888	\$ 4,682,625	\$ 837,632
M&V	\$ 1,200,000	\$ 2,377,679	\$ 3,621,029	\$ 3,557,036	\$ 3,262,259	\$ 4,071,757	\$ 3,221,247	\$ 1,683,732
On-Bill Financing	\$ -	\$ -	\$ 64,018	\$ 173,494	\$ 228,477	\$ 132,562	\$ 110,736	\$ 24,341
<b>Total</b>	<b>\$ 27,356,150</b>	<b>\$ 52,071,861</b>	<b>\$ 75,691,133</b>	<b>\$ 106,673,405</b>	<b>\$ 107,354,964</b>	<b>\$ 124,096,016</b>	<b>\$ 128,249,370</b>	<b>\$ 26,044,479</b>

## Total Resource Cost (TRC)

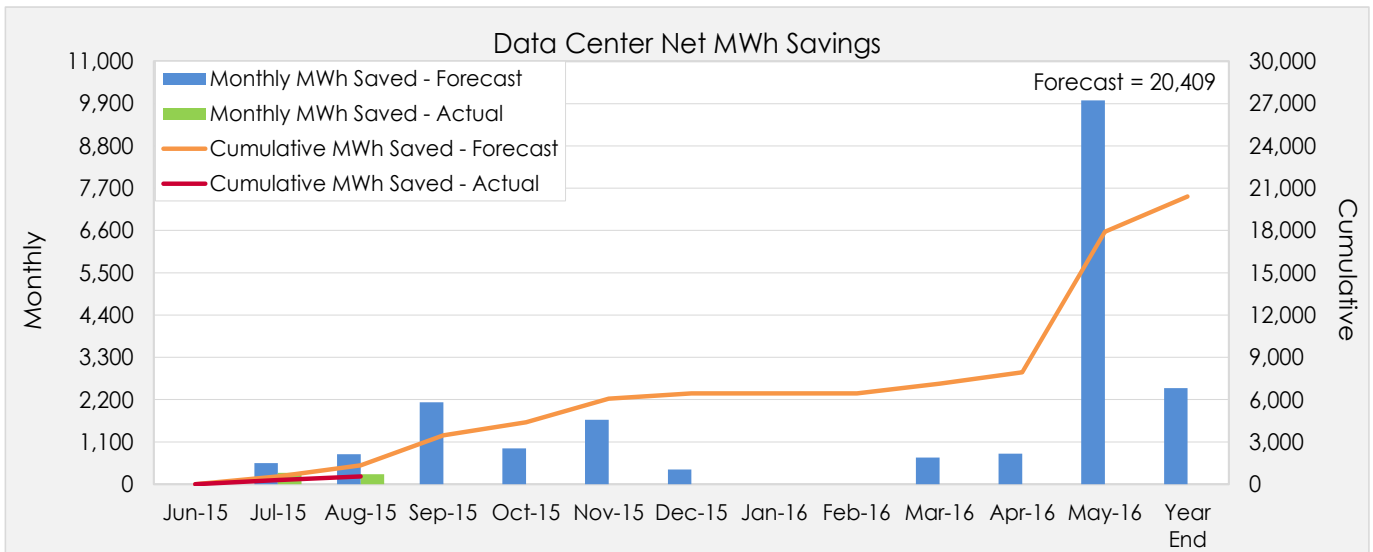
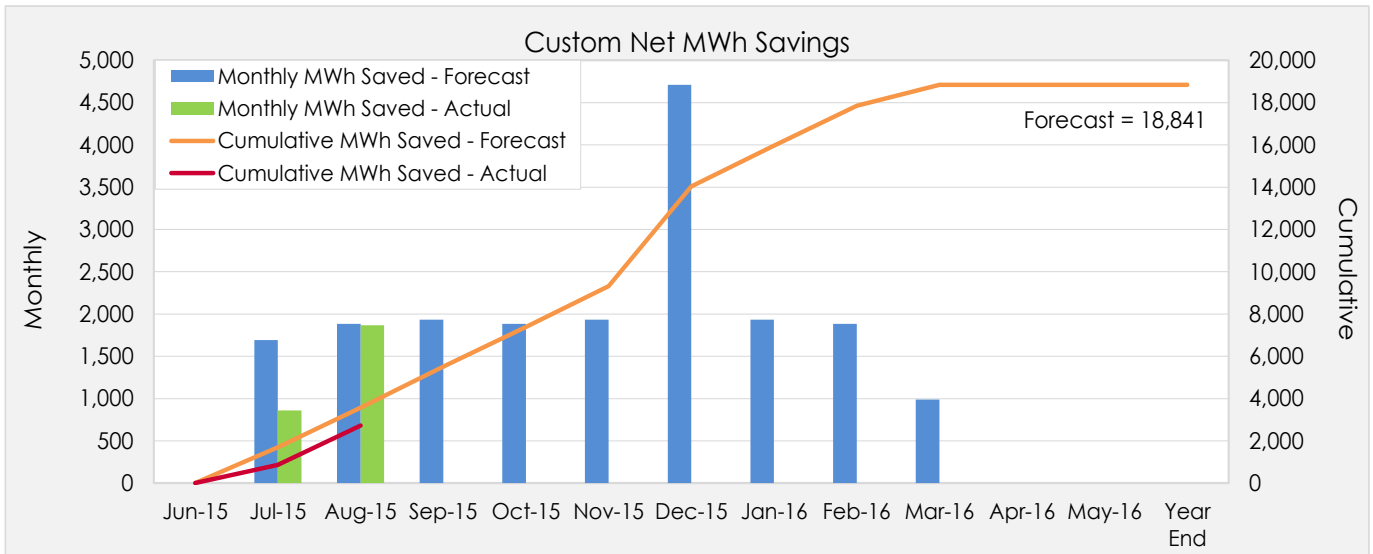
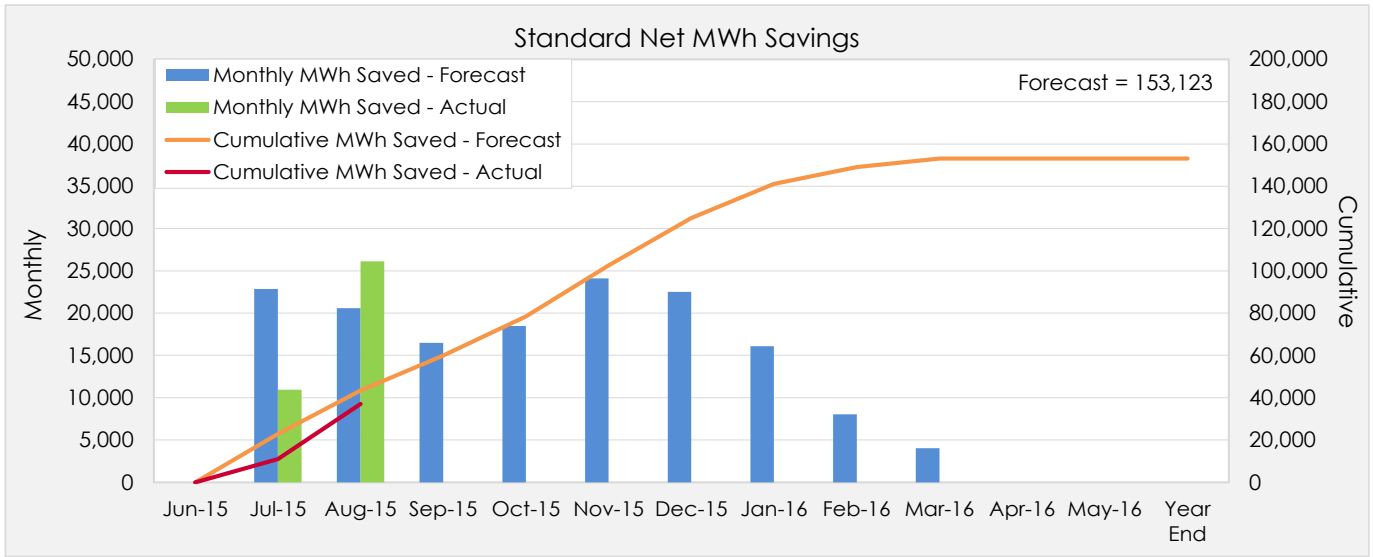
### Portfolio TRC

Program	TRC
C&I	
Large C/I Pilot	N/A
Incentives Program - Standard, Custom, Data Center	1.70
Optimization - Retro-commissioning, Industrial Systems	1.97
C&I New Construction	1.78
Midstream Incentives/BILD	3.03
Residential	
Residential Lighting Discounts	16.09
Appliance Rebates	1.17
Fridge & Freezer Recycling	2.20
Home Energy Rebates	1.71
Multi-Family	1.23
Elementary Energy Education	0.97
Direct To Consumer Kits	1.20
Home Energy Assessment	1.11
Residential New Construction	0.57
Total Portfolio	1.48

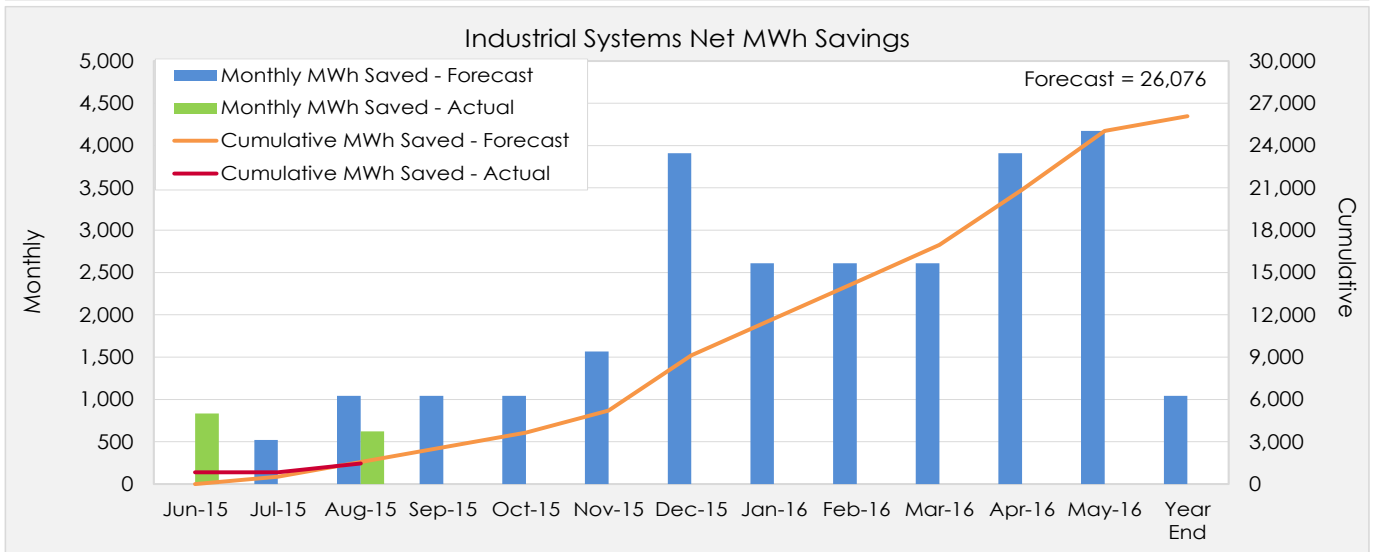
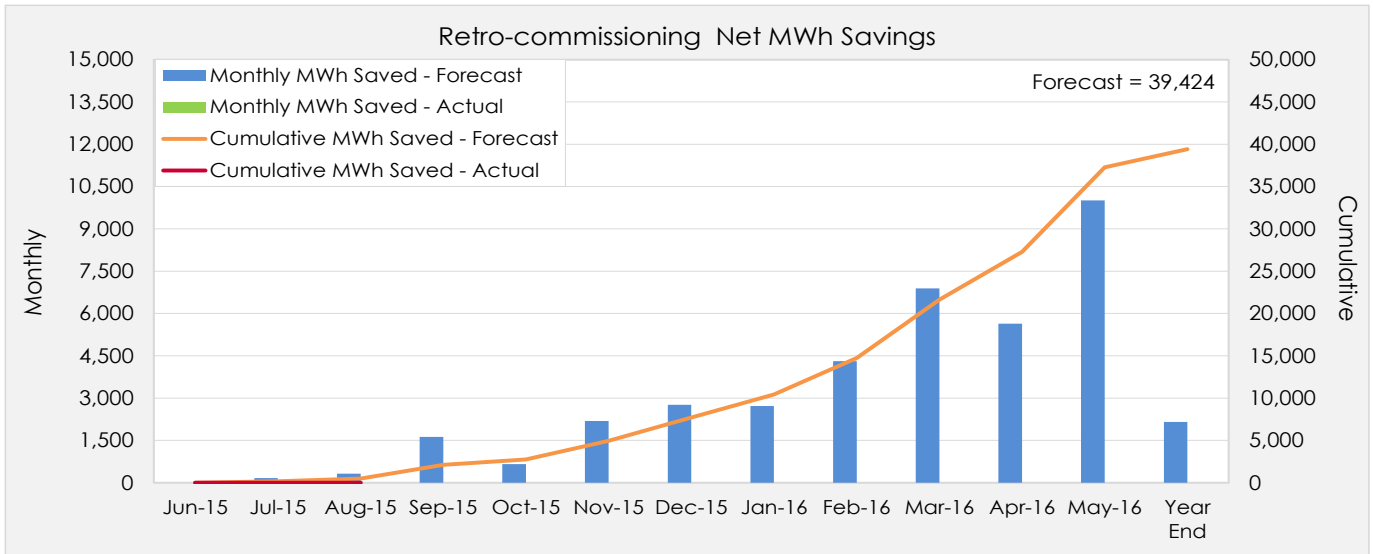
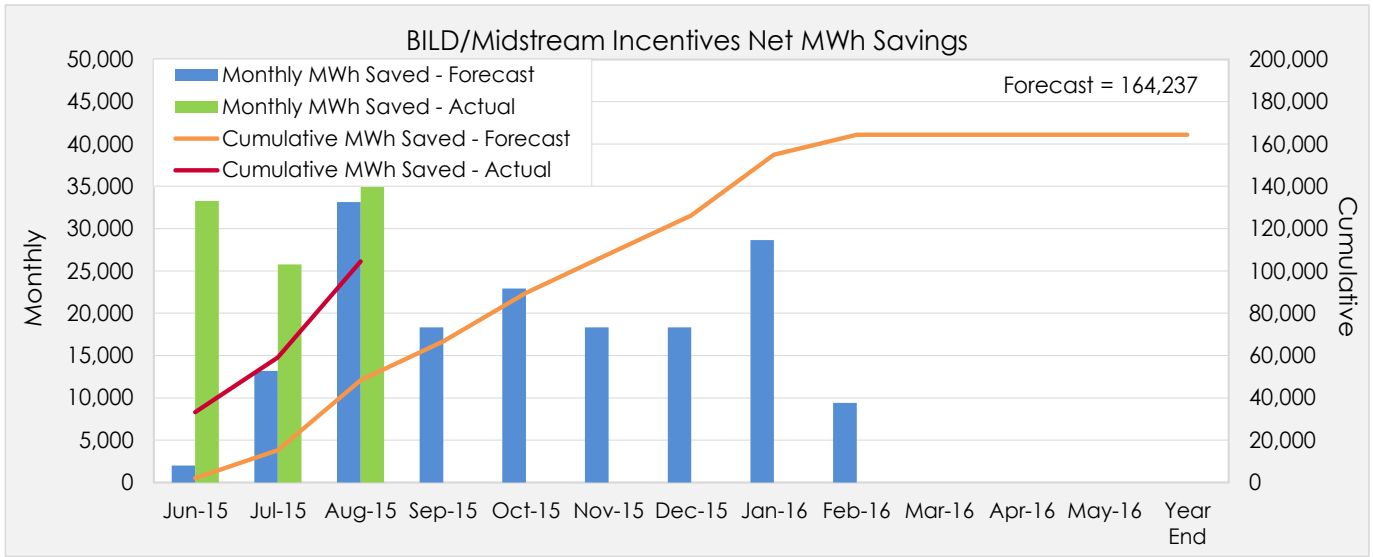
### PY8 New Measure TRC

Measure	TRC
Residential	
Air Source Heat Pump Replacement	2.25
Ground Source Heat Pump	1.65
Clothes Dryer	1.05
Smart Thermostat	1.44

# Smart Ideas for Your Business – YTD Results

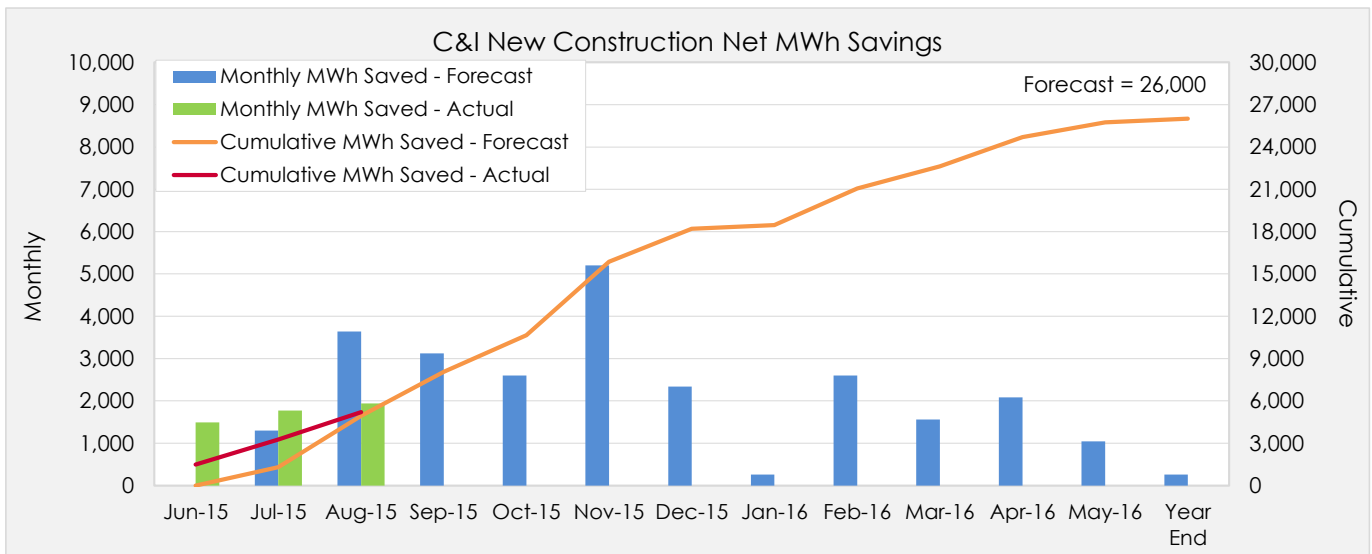
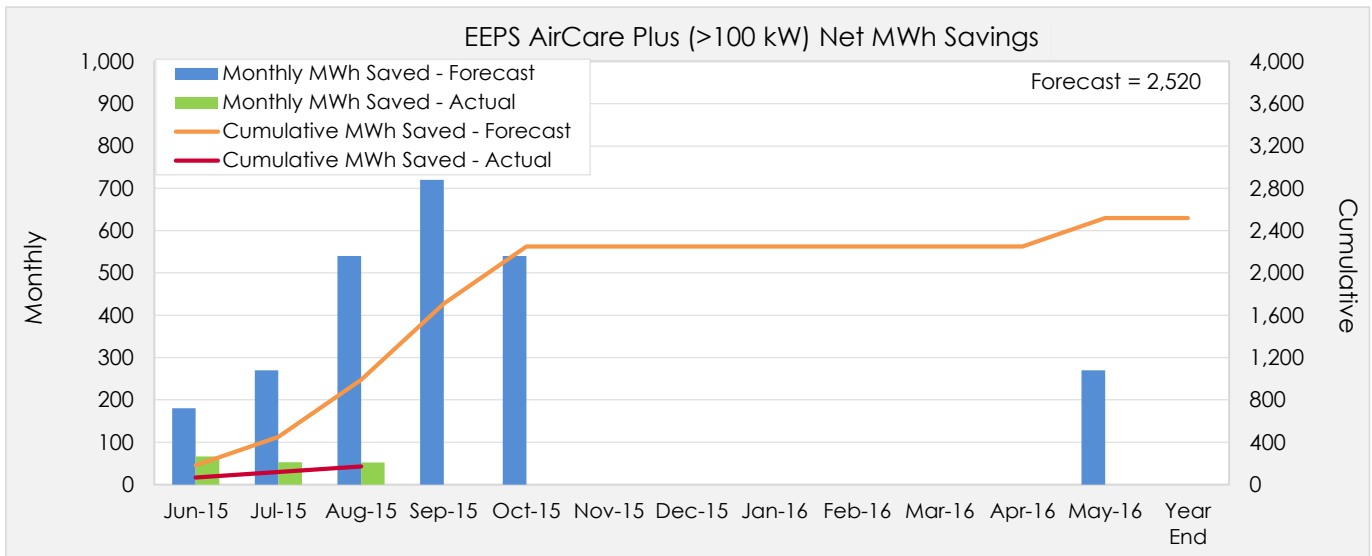


# Smart Ideas for Your Business – YTD Results

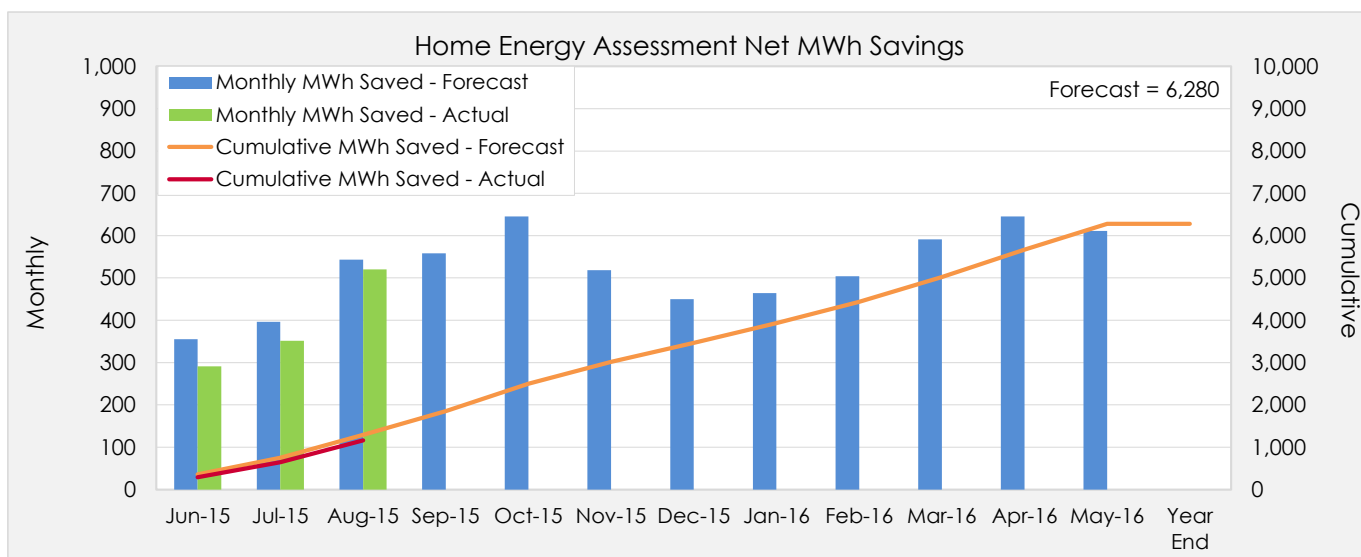
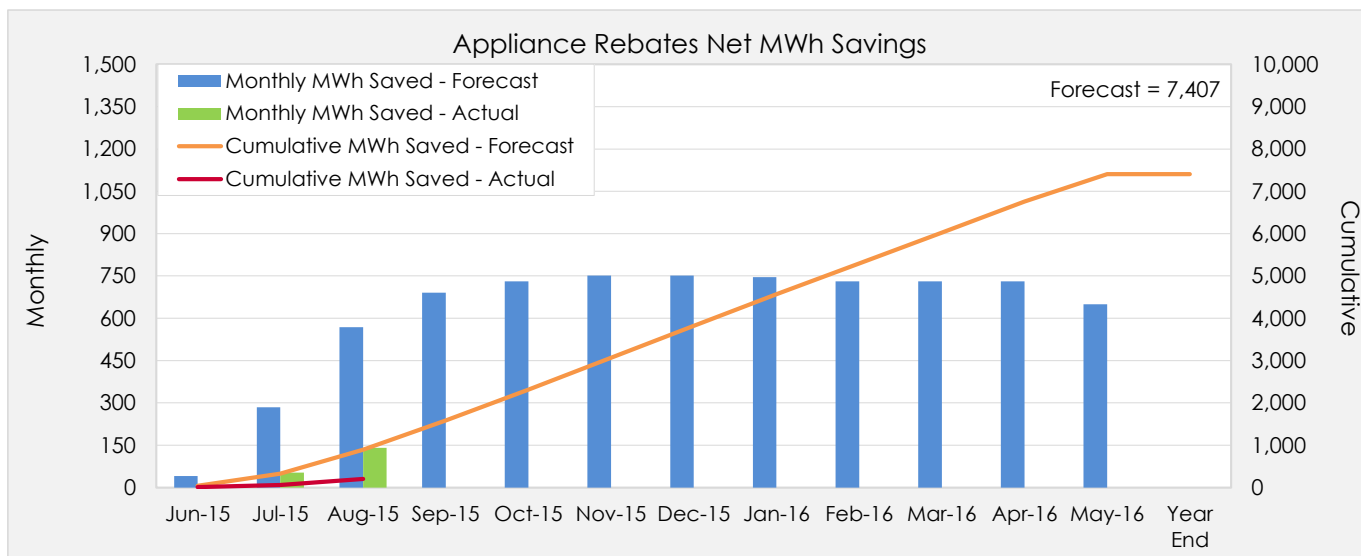
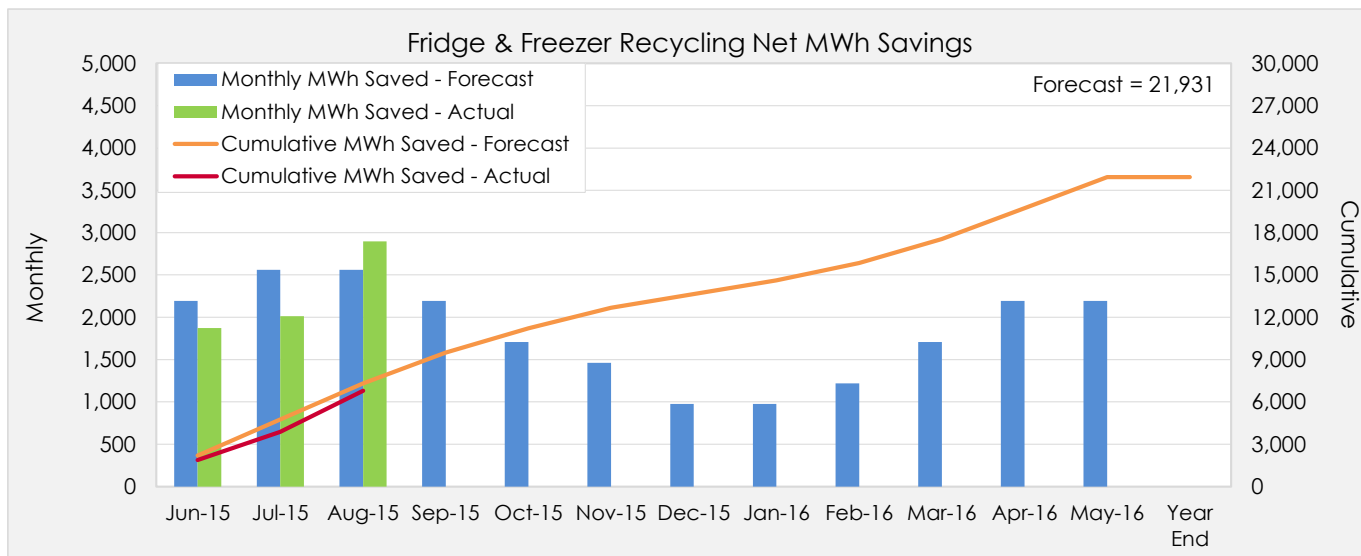




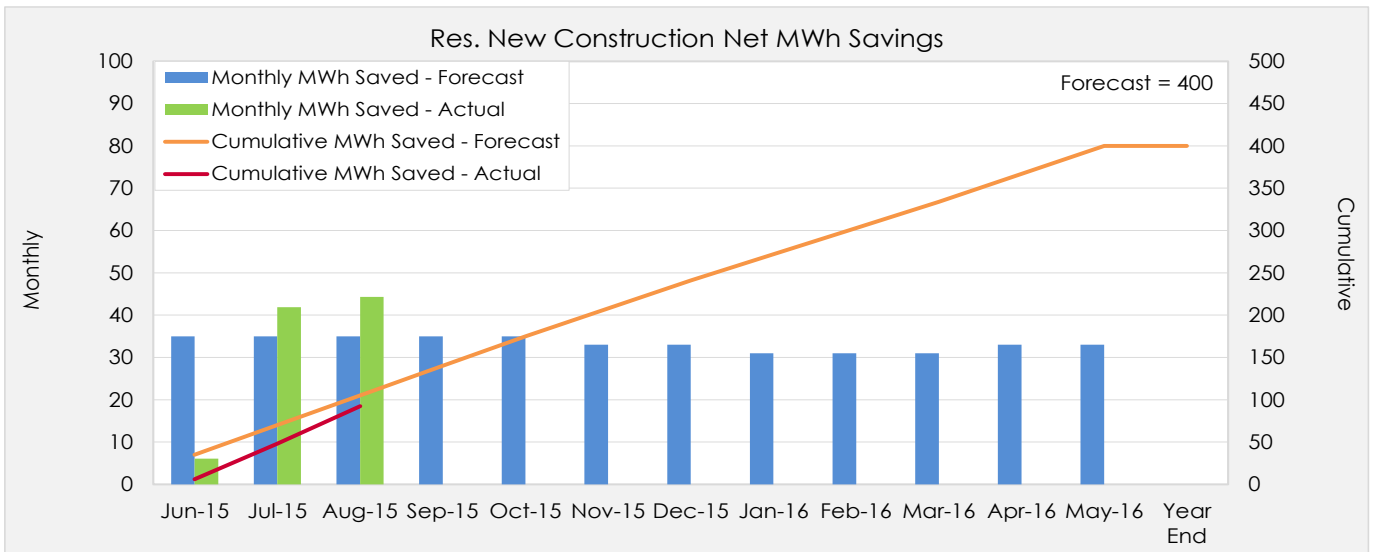
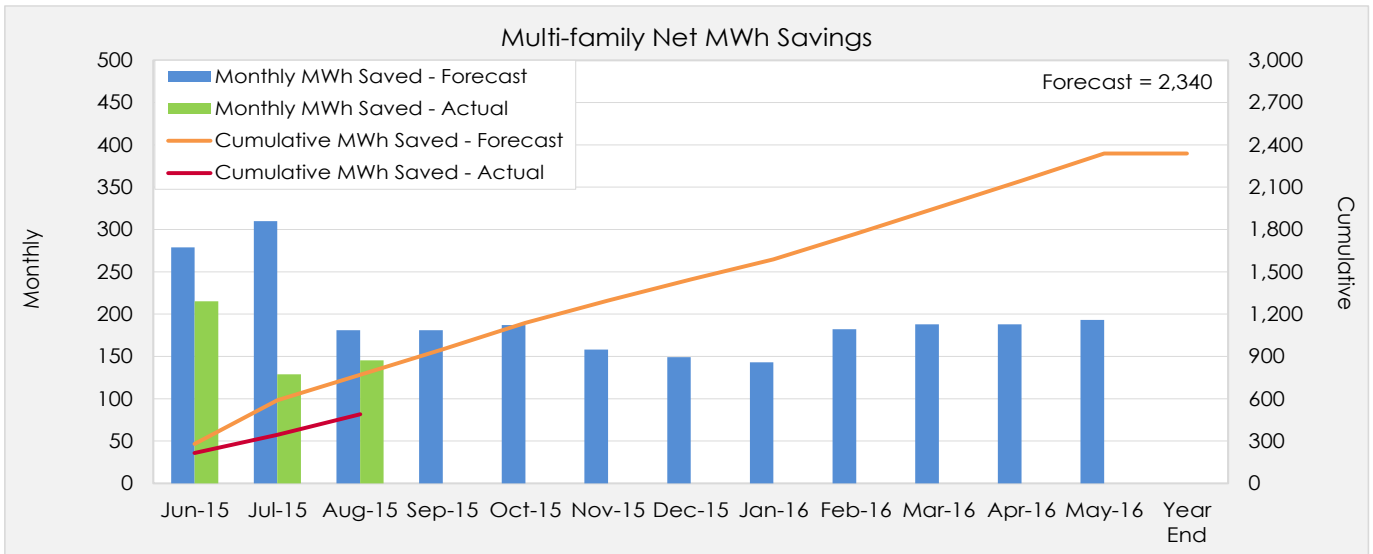
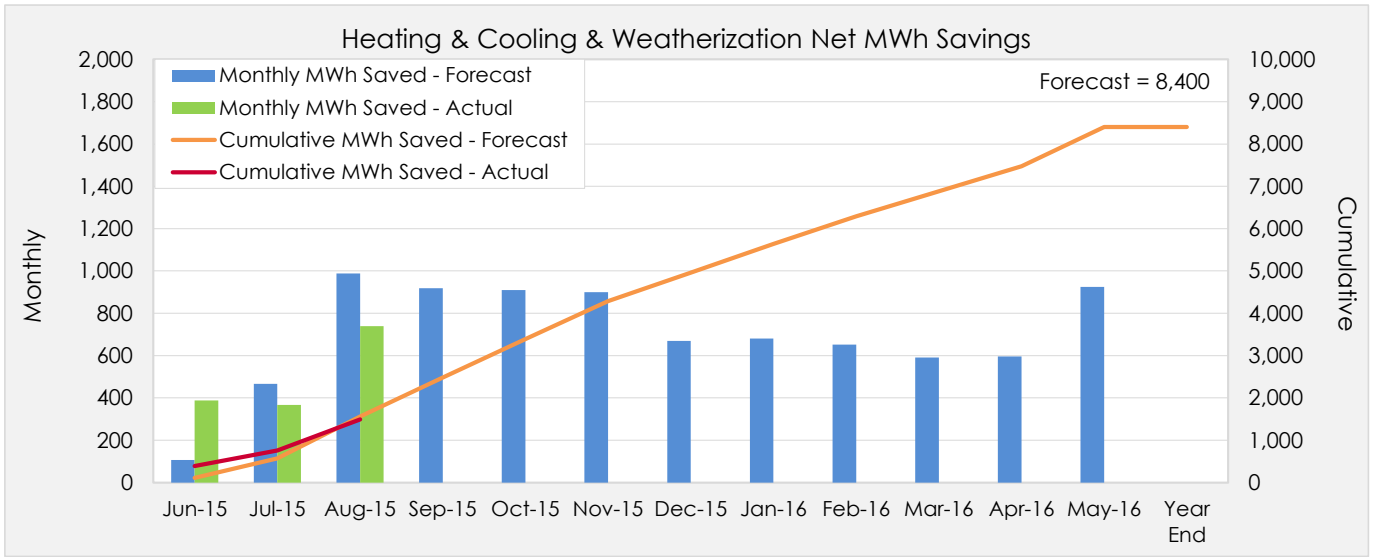
# Smart Ideas for Your Business – YTD Results



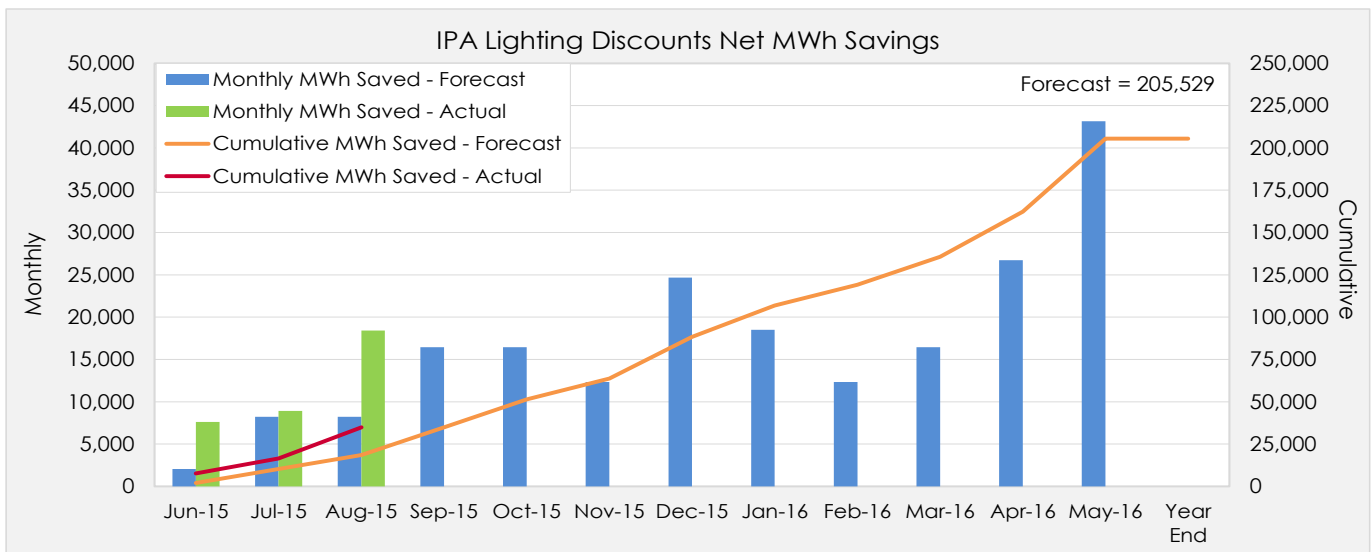
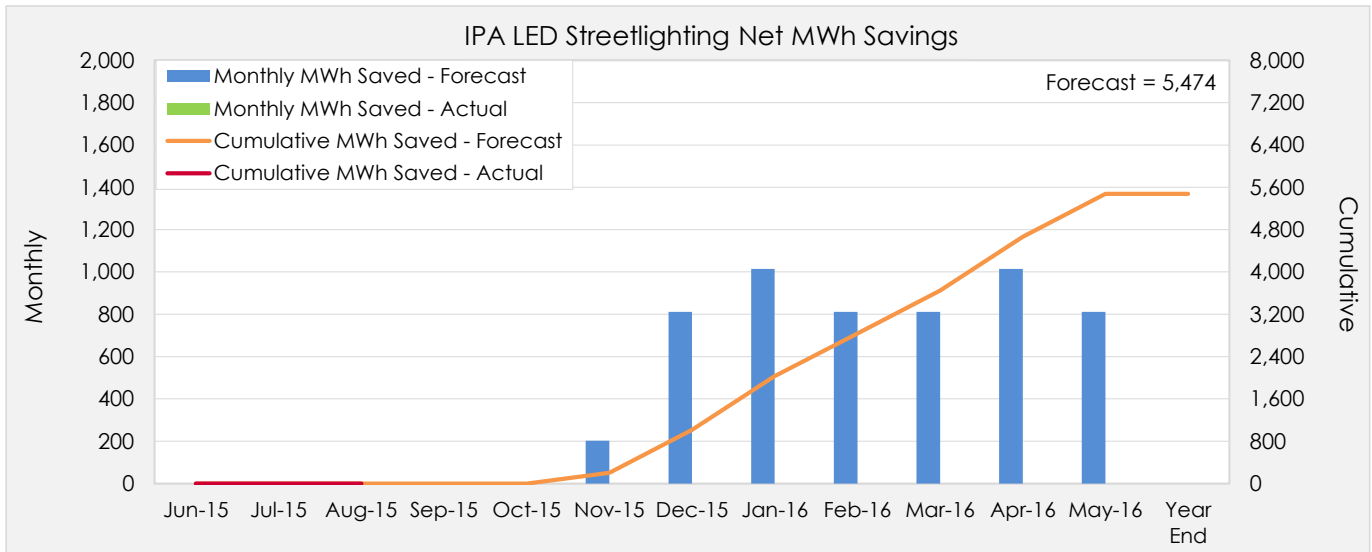
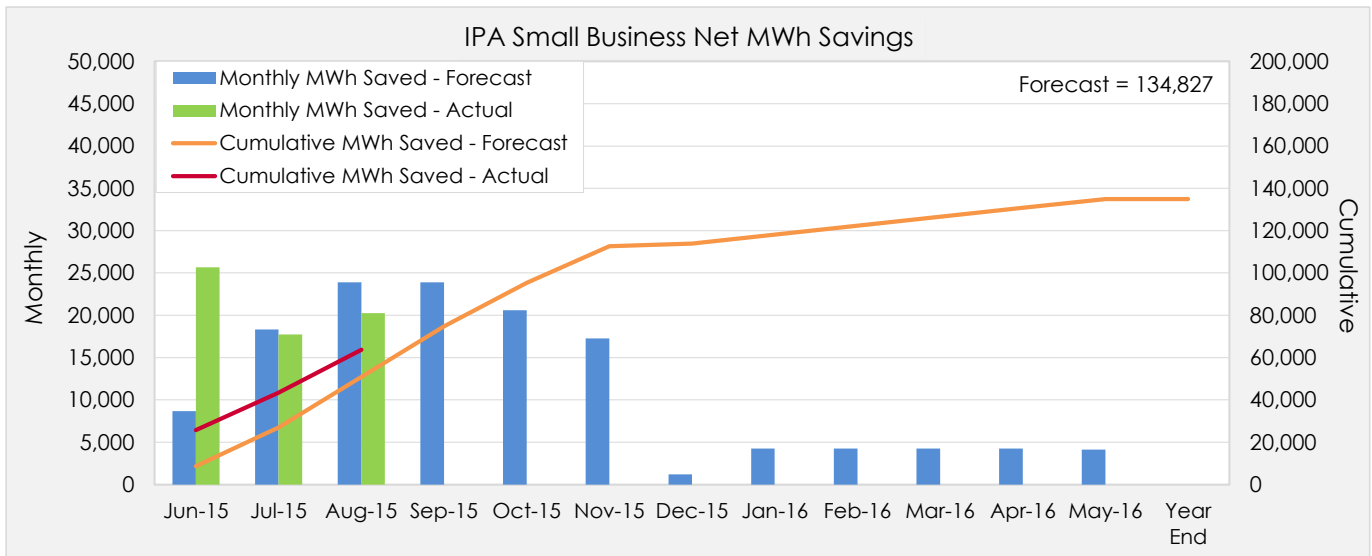
# Smart Ideas for Your Home – YTD Results



# Smart Ideas for Your Home – YTD Results



# IPA Programs – ComEd – YTD Results



# IPA Programs – ComEd – YTD Results

