

# Plan Year 8

## Second Quarter Report

(9/1/2015 - 11/30/2015)



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## Quarterly Program Highlights

### Smart Ideas for Your Business (SIFYB)

- Smart Ideas for Your Business programs have achieved 58% of their combined PY8 forecast of 455,721 MWh.
- Over 850 SIFYB projects were completed in Q2.
- As we continue to rebalance the portfolio, the BILD Program was re-opened on November 16th.
- The AirCare Plus Program will now prime customers with thermostats during the colder months.

### Smart Ideas for Your Home (SIFYH)

- Smart Ideas for Your Home programs achieved 47% of their combined PY8 goal of 47,381 MWh.
- Over 30,500 customers participated in the SIFYH Recycling, Rebate, and Assessment programs in Q2.
- JACO Environmental, the vendor for ComEd's refrigerator and freezer recycling program, unexpectedly ceased their business operations on November 23rd due to financial difficulties.
- Customers can now apply for a rebate at the point of sale when purchasing a qualifying appliance at Abt Electronics.
- Rebates for weatherization improvements launched in the Peoples Gas and North Shore Gas territory in November.

### IPA Programs

- IPA programs achieved 54% of their combined PY8 goal of 671,142 MWh.
- The Small Business Energy Savings Program provided energy-saving products to over 6,200 customers in Q2. It remains the largest small business energy savings program in the nation.
- The Lighting Discounts Program has sold approximately 6.6 million discounted ENERGY STAR® certified bulbs consisting of 3.7 million compact fluorescent lamps (CFLs) and 2.9 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.

## Ex-Ante Results

### EEPS Ex-Ante Results

EEPS Program	Actual YTD Net MWh PY8 Results	Net MWh Goal	Net MWh Forecast	Percent of Forecast	Program Costs YTD (\$1,000)	Rate Filing Screen (\$1,000)	Percent of Annual Spend
Incentives Total (includes large C&I pilot)	<b>92,487</b>	<b>196,742</b>	<b>192,374</b>	<b>48%</b>	\$ 18,661	\$ 36,165	52%
Standard	81,591		153,123	53%			
Custom	7,262		18,841	39%			
Data Center	3,634		20,409	18%			
BILD/Midstream Incentives	<b>142,905</b>	<b>116,269</b>	<b>164,327</b>	<b>87%</b>	\$ 7,824	\$ 6,976	112%
Optimization Total	<b>5,356</b>	<b>95,781</b>	<b>68,020</b>	<b>8%</b>	\$ 4,012	\$ 13,185	30%
Retro-Commissioning	1,768		39,424	4%			
Industrial Systems	2,890		26,076	11%			
AirCare Plus (>100 kW)	698		2,520	28%			
New Construction	<b>17,936</b>	<b>15,665</b>	<b>26,000</b>	<b>69%</b>	\$ 3,711	\$ 9,477	39%
Multi-Family Common Area	<b>3,823</b>	<b>4,000</b>	<b>5,000</b>	<b>76%</b>			
C&I General					\$ 53		
<b>C&amp;I Subtotal</b>	<b>262,507</b>	<b>428,457</b>	<b>455,721</b>	<b>58%</b>	<b>\$ 34,262</b>	<b>\$ 65,803</b>	<b>52%</b>
Fridge & Freezer Recycling	<b>13,368</b>	<b>29,450</b>	<b>21,931</b>	<b>61%</b>	\$ 4,050	\$ 7,943	51%
Appliance Rebates	<b>848</b>	<b>9,103</b>	<b>7,407</b>	<b>11%</b>	\$ 1,432	\$ 7,805	18%
Home Energy Assessment	<b>2,943</b>	<b>7,592</b>	<b>6,280</b>	<b>47%</b>	\$ 2,103	\$ 4,419	48%
Heating & Cooling & Weatherization	<b>3,341</b>	<b>7,528</b>	<b>8,400</b>	<b>40%</b>	\$ 2,269	\$ 9,359	24%
Multi-Family	<b>1,499</b>	<b>5,014</b>	<b>2,340</b>	<b>64%</b>	\$ 654	\$ 1,393	47%
Elementary Energy Education	<b>0</b>	<b>624</b>	<b>624</b>	<b>0%</b>	\$ 130	\$ 397	33%
New Construction	<b>195</b>	<b>19</b>	<b>400</b>	<b>49%</b>	\$ 108	\$ 346	31%
Direct to Consumer Kit		<b>6,996</b>	<b>0</b>		\$ -	\$ 3,354	0%
Residential General					\$ 183		
<b>Residential Subtotal</b>	<b>22,193</b>	<b>66,326</b>	<b>47,381</b>	<b>47%</b>	<b>\$ 10,929</b>	<b>\$ 35,017</b>	<b>31%</b>
R&D/Emerging Tech	<b>98</b>	<b>0</b>	<b>0</b>		\$ 313	\$ 3,571	
CFL Carryover	<b>0</b>	<b>47,200</b>	<b>47,200</b>	<b>0%</b>			
<b>EEPS Program Total</b>	<b>284,798</b>	<b>541,983</b>	<b>550,302</b>	<b>52%</b>	<b>\$ 45,190</b>	<b>\$ 100,820</b>	<b>45%</b>

### IPA Ex-Ante Results

IPA ComEd Program	Actual YTD Net MWh PY8 Results	Net MWh Goal	Net MWh Forecast	Percent of Forecast	Program Costs YTD (\$1,000)	Rating Filing Screen	Percent of Annual Spend
Lighting Discounts	<b>108,990</b>	<b>205,529</b>	<b>205,529</b>	53%	\$ 16,861	\$ 40,147	42%
Home Energy Report	<b>137,601</b>	<b>279,520</b>	<b>279,520</b>	49%	\$ 4,792	\$ 13,851	35%
Small Business Energy Savings	<b>110,288</b>	<b>133,000</b>	<b>134,872</b>	82%	\$ 22,581	\$ 36,580	62%
LED Streetlighting	<b>0</b>	<b>5,474</b>	<b>5,474</b>	0%	\$ 0.5	\$ 4,425	0%
<b>IPA Third Party Program</b>							
Accelerate CUB Energy Saver	<b>0</b>	<b>13,133</b>	<b>13,133</b>	0%	\$ 150	\$ 600	25%
Elevate Retrofit Chicago Residential	<b>787</b>	<b>1,711</b>	<b>1,711</b>	46%	\$ 304	\$ 548	56%
Shelton Solutions Great Energy Stewards	<b>0</b>	<b>850</b>	<b>850</b>	0%	\$ -	\$ 139	0%
National Theatre for Children	<b>131</b>	<b>1,220</b>	<b>1,220</b>	11%	\$ 130	\$ 679	19%
AirCare Plus (<100 kW)	<b>2,088</b>	<b>9,309</b>	<b>7,000</b>	30%	\$ 609	\$ 2,672	23%
CLEAResult School Direct Install	<b>227</b>	<b>3,892</b>	<b>3,892</b>	6%	\$ 63	\$ 1,076	6%
Matrix School Direct Install	<b>0</b>	<b>5,545</b>	<b>5,545</b>	0%	\$ -	\$ 989	0%
Matrix Demand Control Ventilation	<b>17</b>	<b>5,193</b>	<b>5,193</b>	0%	\$ -	\$ 1,291	0%
Sodexo Demand Control Ventilation	<b>0</b>	<b>5,096</b>	<b>5,096</b>	0%	\$ -	\$ 882	0%
Weidt Group New Construction	<b>0</b>	<b>2,107</b>	<b>2,107</b>	0%	\$ 331	\$ 675	49%
<b>IPA Program Total</b>	<b>360,130</b>	<b>671,579</b>	<b>671,142</b>	<b>54%</b>	<b>\$ 45,821</b>	<b>\$ 104,553</b>	<b>44%</b>
<b>EEPS Program Total</b>	<b>284,798</b>	<b>541,983</b>	<b>550,302</b>	<b>52%</b>	<b>\$ 45,190</b>	<b>\$ 100,820</b>	<b>45%</b>
<b>EEPS and IPA Program Total</b>	<b>644,928</b>	<b>1,213,562</b>	<b>1,221,444</b>	<b>53%</b>	<b>\$ 91,011</b>	<b>\$ 205,372</b>	<b>44%</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.*

- **81,591 MWh savings achieved YTD (53% of forecast) based on 1,420 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.
- 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 final applications 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*

- **7,262 MWh savings achieved YTD (39% of forecast) based on 30 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.



### Custom (continued)

- All applications that were submitted prior to the announcement and received a reservation letter were honored.
- 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 final applications 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.*

- **3,634 MWh savings achieved YTD (18% of forecast) based on 4 projects**
- The Program's performance remains strong with good short and long term pipelines.
- Focus has shifted to large data center new construction customers, as they offer the larger MWh savings. Payment cannot be made until construction is complete, and several construction variables create challenges for forecasting pipeline activity. Bi-weekly meetings are held for larger projects to maintain awareness of construction, leasing, and IT loading updates, which allows for more accurate forecasting of when payments may be made.
- On November 12<sup>th</sup>, the Program presented

Digital Realty with a check for over \$335,000 for saving more than 4,800 MWh with their new site in Franklin Park.

- The Program is expecting to complete multiple large data center new construction projects in PY8 Q3 and Q4 and early PY9.

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

*Overview: The BILD Program provides instant discounts on qualifying LED screw-in products, LED exit signs, and reduced wattage T8 and T5 linear fluorescent lamps (LFLs). Discounts are provided through an open network of BILD distributors who have signed program agreements.*

- **142,905 MWh savings achieved YTD (87% of forecast) based on 1,126,297 lamps sold**
  - 787,222 LEDs sold YTD
  - 339,075 LFLs sold YTD
- As we continue to rebalance the portfolio, the BILD Program was re-opened on November 16<sup>th</sup>. Incentive levels did not change, but program rules were updated to require a customer co-pay minimum of one-half the incentive amount.
- Distributors support the new rules, anticipating that they will keep the program running longer.
- The new customer co-pay, coupled with the new incentive structure, should cause a steadier uptake of incentives in the market; however, the Program has no history with which to predict this.
- Maintaining the predictability of the Program has been a challenge in PY8. No further structural changes are planned until PY9.

### 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*

### Retro-Commissioning (RCx) (continued)

*implementing agreed-upon energy-saving equipment scheduling, optimization of economizer operations, and adjustment of heating, ventilation, and air conditioning (HVAC) setpoints.*

- **1,768 MWh savings achieved YTD (4% of forecast) based on 5 projects**
- “Traditional” RCx achieved 1,674 MWh based on 1 project, with 54 projects in the PY8 pipeline
  - 1 RCx (buildings over 400,000 square feet) project completed, with 24 projects in pipeline
  - 15 monitoring-based commissioning (MBCx) projects in pipeline
  - 15 RCxpress (buildings between 150,000 and 400,000 square feet) projects in pipeline
- “Non-traditional” RCx achieved 94 MWh based on 4 projects, with 94 projects in pipeline
  - 22 Grocery RCx pilot projects in pipeline
  - 4 RCx Building Tune-Up (buildings less than 150,000 square feet) projects completed, with 72 projects in pipeline
- 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 projects forward across all the buildings

within the portfolio being managed.

- Use of the Business Energy Analyzer has proven extremely useful in marketing efforts; it is used in prioritization of customers for the outbound calling campaign, and is valuable in helping customers understand the value proposition for the RCx Building Tune-Up during initial meetings.
- The grocery RCx pilot is expected to be complete by the end of PY8 if the current level of customer cooperation continues. There may be potential to extend to PY9 in order to get additional savings from the participating stores.
- RCx projects in the PY8 pipeline are showing an average forecasted savings of over 580 MWh vs. the PY7 average of 400 MWh.
- Currently active RCx projects are forecasted to yield over 24,000 MWh 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 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.*

- **698 MWh savings achieved YTD (28% of forecast) based on 84 units**
- A total of 53 HVAC RTUs of commercial participants with a peak demand of greater than 100 kW received tune-ups in Q2.
- 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 incentive levels were increased at no cost to customers to boost participation rates.
- Programmable thermostat incentives were increased for Trade Allies.
- The Program will now prime customers with thermostats during the colder months and re-engage customers with an HVAC tune-up in the spring.
- The Program has completed several high profile tune-ups for large hospitals and manufacturing facilities, generating project referrals and customer recognition.
- Customer participation rates have been growing as Trade Allies develop their business model.
- 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.*

- **2,890 MWh savings achieved YTD (11% of forecast) based on 9 projects**
- 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.
- Due to budget limitations, the customer commitment on comprehensive compressed air studies has changed. In consideration of the program covering the cost of the study,

the customer is to agree to repair 50% of the leak volume and at least one leak per five hp found during the study. The remaining study recommendations are eligible for \$0.07/kWh incentive if implemented based on final M&V.

- There are 25 customers involved in two or more study projects.
- The positive uptake of the program offering has created a very healthy pipeline for both PY8 and PY9. This is putting pressure on the budgets for both years, leading to the development of a contingency plan that includes a 'waitlist' component if needed.
  - There are 72 projects in the PY8 pipeline for potential savings of over 39,200 MWh.
  - There are 59 projects in the PY9 pipeline for potential savings of over 32,200 MWh.
- The program has historically delivered in a year-end 'hockey stick' fashion, and with projects still averaging over 400 days, greater than average timeline slippage will make it difficult to attain PY8 forecasts. More will be known as Q3 develops.

### Strategic Energy Management (SEM)

*Overview: Strategic Energy Management provides tools, coaching and technical resources to support your energy goals through a year-long series of workshops and one-on-one coaching. It draws on principles of continuous improvement and organizational change and integrates Lean, Six Sigma and other cost savings and operational excellence initiatives. SEM will help implement organizational structures, behavior changes, and systematic practices that can lead to reducing energy costs 5-25% for both electricity and natural gas.*

- The pilot currently has 10 industrial customers.
- The first year of the SEM Pilot was completed. Due to the success of the pilot, participating customers requested another year. The kickoff of the second



## Smart Ideas for Your Business – C&I

### Strategic Energy Management (SEM)

- year is planned for January 28, 2016.
- Additional funding for PY8 was approved to continue the original pilot program and potentially start a new SEM cohort. A healthcare segment is being considered.

within over 160 common area spaces.

- Please see the SIFYH Multi-Family Program for additional information.

### 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.*

- **17,936 MWh savings achieved YTD (69% of forecast) based on 7.9 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 63 projects in the PY8 pipeline for potential savings of 32,000 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.*

- **3,823 MWh savings achieved YTD (76% of forecast)**
- Energy-saving products have been installed

## 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.*

- **13,368 MWh savings achieved YTD (61% of forecast) based on 25,888 pickups**
- Over 12,500 refrigerators and freezers were collected in Q2.
- JACO Environmental, the vendor for ComEd's refrigerator and freezer recycling program, unexpectedly and abruptly ceased their business operations on November 23, 2015 due to financial difficulties. This situation has impacted numerous utilities throughout the country with appliance recycling programs that were supported by JACO.
- ComEd took steps to immediately inform all customers with upcoming appointments that these pickups were canceled and not able to be rescheduled.
- ComEd is working to make sure that all customers with an uncashed incentive check, or who have yet to receive an incentive check for a recent pickup, are contacted and receive the appropriate incentive payment.
- ComEd is pursuing other ways to offer this very popular and successful energy efficiency program to customers again in the near future.



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

- **848 MWh savings achieved YTD (11% of forecast) based on 9,800 rebates**
- More than 7,200 customers received rebates for ENERGY STAR® certified appliances in Q2.
- Over 1,800 rebate applications are currently underway and in review.
- An automated process for rebate submissions was developed with Abt Electronics. After each qualifying purchase at Abt and upon customer approval, Abt will automatically submit the rebate application information for processing. This simplified process eliminates the need for the qualifying customer to complete and submit the rebate application.  
A promotion titled "Rebate Rush" was held to encourage timely rebate submissions. To participate, customers are asked to submit their completed rebate application within 10 days of purchase, and upon approval, they are entered for a chance to win a \$250 VISA gift card. One drawing is performed each month for three months. The first month of the contest was November, and it resulted in a 95% submission rate within 10 days of purchase compared to 60% the month prior.
- A new marketing awareness campaign that included TV spots, radio, out of home (billboards, train and bus terminals), and digital ads was launched.

### 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, exterior LEDs, 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.*

- **2,943 MWh savings achieved YTD (47% of forecast) based on 7,162 assessments**
- Over 4,000 customers received assessments in Q2.
- ComEd worked with implementation contractors and natural gas utilities to coordinate implementation of the new smart thermostat offering, which has both electric and natural gas savings. Q2 activities focused on identifying and sharing installation best practices and marketing the new offering.
- In Q2, the Program began actively marketing the new smart thermostat offering.
- Marketing tactics included features in the ComEd Smart Ideas September and November email, and an October bill insert.
- Nearly 400 ecobee3 smart thermostats were installed through Q2.
  - The savings for the ecobee3 smart thermostat are not yet defined. The measure is currently being evaluated by Navigant. Once determined, the savings will be a determining factor in how the measure will continue to be a part of the Program. In the meantime, standard programmable thermostat savings values will be used to track savings.
- The Program maintained an extremely high customer satisfaction score with a weighted average of 4.9 out of 5.

### 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.*

- **3,341 MWh savings achieved YTD (40% of forecast) based on 7,621 units/projects**
- Over 3,400 rebates for energy efficient heating and cooling equipment were processed in Q2.
- Over 90 customers received rebates for completing weatherization projects in Q2.
- The Program launched \$100 rebates for qualifying self-installed smart thermostats on October 5, 2015. The smart thermostat self-install rebate is limited to the Nest Learning Thermostat and ecobee3 products and must be purchased, installed, and registered with the manufacturer on or after October 5, 2015 in order to qualify.
- Rebates for the professionally installed smart thermostats increased to \$125 for qualifying products that are purchased, professionally installed, and registered with the manufacturer on or after October 5, 2015. Smart thermostat point of purchase (POP) material was deployed in over 100 retail locations throughout the service territory including, but not limited to, placing appropriate POP and educating retail store associates.
- Rebates for weatherization improvements, including air sealing, attic insulation, and duct sealing launched in the Peoples Gas and North Shore Gas territory in November,

allowing ComEd to offer weatherization rebates throughout the entire service territory.

- The Program continued to build participation in the ComEd Residential Trade Ally Network, resulting in over 65 heating and cooling contractors enrolled to date. On the ComEd website, a residential Trade Ally page and list of enrolled Trade Allies was added.
- Total number of approved weatherization 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.*

- **1,499 MWh savings achieved YTD (64% of forecast) based on 8,215 units**
- Over 3,600 residential units received free direct installation of energy-saving products within tenant spaces in Q2. The main focus of this program continues to be to improve energy efficiency within the residential tenant spaces of multi-family properties through the free installation of free energy-saving products. The participation goal for PY8 is to complete this service at approximately 17,000 units, with almost 8,300 of these being completed through Q2.
- 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.

## Smart Ideas for Your Home - Residential

### 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.*

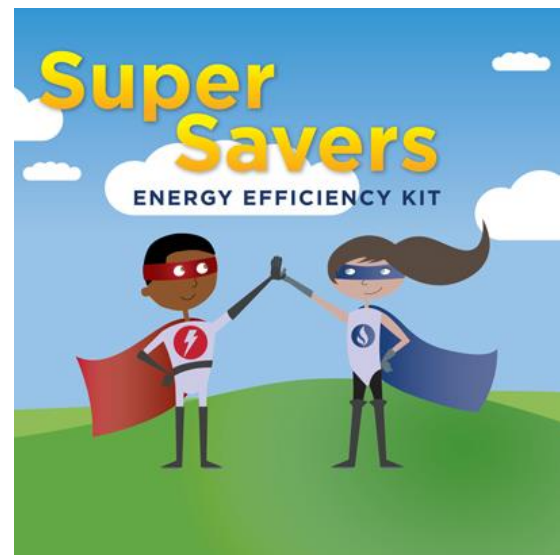
- **195 MWh savings achieved YTD (49% of forecast) based on 301 homes**
- A total of 155 homes that are served jointly by ComEd and Nicor Gas were completed and verified in Q2. Each home achieved an average net savings of over 700 kWh.
- 36 of the qualified joint new homes in PY8 have met the highest program tier with modeled savings of at least 30% greater than the current Illinois energy code.
- A builder and realtor sales training session was held for the first time, resulting in over 20 attendees learning how to sell high-efficiency homes.
- The Program continued to identify and recruit additional builders to help support increased participation and savings goals for PY8. Program participation has continued to increase over the past few months while the Program continued to see more participation from new builders and raters in the program.

### 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 forecast)**
- ComEd collaborated with the local natural gas utilities to choose co-branded materials and which schools to target for enrollments.
- The Program continues to support the Smart Ideas portfolio by including a Smart Ideas program brochure in each take-home kit. Parents' email addresses are collected for ongoing communication of energy efficiency tips, tools, and rebates.
- The Program is coordinating with the National Theatre for Children third party program to avoid school overlap and maximize the number of classrooms that can participate in the two programs.







## IPA Programs - ComEd

### Small Business Energy Savings (SBES)

*Overview: The SBES program implements energy efficiency projects for customers under 100 kW peak demand. The team will be including comprehensive energy savings solutions for customers including advanced lighting, refrigeration, HVAC, and compressed air. These pilots will take place in the second half of the program year, and diversify the program's energy savings portfolio.*

- **110,288 MWh savings achieved YTD (82% of forecast)**
- Over 6,200 customers were provided with energy-saving products in Q2. 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 presented key SBES learnings at the American Council for an Energy-Efficient Economy (ACEEE) national conference.

### Lighting Discounts

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

- **108,990 MWh savings achieved YTD (53% of forecast) based on 6,599,177 units sold**
  - 3,681,630 CFL bulbs sold YTD
  - 2,822,501 LED bulbs sold YTD
  - 95,046 LED trim kits sold YTD
- Beginning in PY8, discounted specialty CFL bulbs are no longer offered. Discounts on specialty bulbs are only available on LED bulbs. The mix of

### Lighting Discounts

CFLs to LEDs has changed from 80/20 to 50/50. These changes are reflective of the evolving LED market.

- A new marketing awareness campaign that included out of home (train and bus transit signs), radio spots, and digital ads was launched.

### Home Energy Reports and Power Smart Reports

*Overview: The Home Energy Report (HER), a 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.*

- **137,601 MWh savings achieved YTD (49% of forecast)**
- The Program added a New Movers wave and PY8 wave of 75,000 customers to provide new savings opportunities.
- Approximately 200,000 Advanced Metering Infrastructure (AMI) customers were auto-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 Q2.

### 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 forecast)**  
The Program has signed up 22 municipalities (5,200 fixtures or 2,714 MWh) and presented

to another 7 municipalities (1,621 fixtures or 948 MWh). The municipalities that have signed up for the program will yield 50% of the PY8 MWh goal.

The Program has signed up more than double the number of municipalities originally expected by the end of Q2.

- Originally, 2,000 fixtures were scheduled to be installed in 2015 with the remainder in Q3 and Q4. Installations have been delayed until 2016 with no installation schedule, but the goal is to install all fixtures by May 31<sup>st</sup>.
- The smart grid team determined that smart controller and associated rate structure would not be ready until the beginning of Q3. This would effectively require the Program to wait until Q4 to offer smart LEDs to municipalities. Instead, the program offered smart-ready LED street lights along with smart streetlights. This approach was approved in July, and the first meetings with municipalities were held in late August.
- The challenge of a delayed installation schedule coupled with the uncertainty about the cost to the municipality of smart street lights will most likely prevent any further outreach until there is a strong commitment to an installation schedule and a clear definition of costs for the municipalities to approve. This change in approach also could impact the municipalities that have signed up if there are less savings under the smart LED street light offering than there would have been in the smart-ready agreement they have already signed with ComEd.



## IPA Programs – Third Party

### 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 forecast)**
  - 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 Q2. Due to lack of input, progress is undetermined.

### 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.*

- **787 MWh savings achieved YTD (46% of forecast) based on 5,250 units**
- Over 3,000 energy efficient products were installed or distributed in Q2.
- There currently are 1,311 multi-family units in the PY8 pipeline.
- Elevate has increased the mail campaign and is working with the City of Chicago to set up

## IPA Programs – Third Party

### Elevate Energy – Chicago Multi-Family Retrofit (continued)

more distribution events to ensure that tracking to program goals is complete.

- Elevate and ComEd are in the process of amending the statement of work to include any applicable changes in the PY7 and PY8 \$/kWh price as dictated by the TRM updates.

### 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 and postal mail.*

- **0 MWh savings achieved YTD (0% of forecast) based on 128 confirmed participants**
  - 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 103 confirmed new participants in Q2.
- There currently are 2,104 participant applications posted.
- 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. All confirmed participants in PY8 are from church events, as well as CEDA sign-ups.
- The re-focus to church events has resulted in some large events planned in the latter half of 2015 and should contribute to the program goal of 500 new participants in PY8.

### 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.*

- **131 MWh savings achieved YTD (11% of forecast)**
- In Q2, NTC shipped a total of 788 energy-saving kits, 696 natural gas kits and 92 electric kits, to households.
- There are 18 additional schools on the schedule through December 11<sup>th</sup>.
- NTC visited 19 schools with its program The Resource Force in November 2015.
- Teachers have rated the Program's educational value at 6.5 on a scale of 1 to 7.

### CLEAResult – School Energy Savings (SES) Program

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

- **227 MWh savings achieved YTD (6% of forecast)**
- Over 1,000 energy-saving measures have been installed in 21 participating schools.
- There currently are 11 schools with an estimated 95 MWh savings in the PY8 pipeline. An additional five schools have expressed interest but do not have estimated savings yet.
- The Program has achieved high customer satisfaction, with 100% positive feedback on customer comment cards.
- Coordination efforts between CLEAResult and Matrix school programs have been successful, effectively splitting the service territory in half.



## IPA Programs – Third Party

### CLEAResult – School Energy Savings (SES) Program (continued)

- CLEAResult is in the process of bringing on additional support staff to substantially increase the number of projects the Program is able to complete.

### 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 forecast)**
- No schools were completed in Q2. However, Matrix is actively recruiting schools for participation.
- Matrix worked with Navigant to determine deemed hours for childcare/preschool/kindergarten establishments. These types of learning centers are not specified in the Illinois Technical Reference Manual. The agreed upon deemed hours for childcare/preschool/kindergarten establishments is 2,814 for lighting fixtures and 2,161 for screw-in bulbs.
- Marketing and outreach have been going in full force since August 1, 2015. Matrix has run into challenges within the service territory of schools being unsure of the legitimacy of the Program. Working closely with the ComEd program manager to prepare and/or approve an introductory letter to schools which will show that the program is a legitimate offering.

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

Overview: Matrix optimizes the operating time of HVAC systems for small business costumers

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.

- **17 MWh savings achieved YTD (0.3% of goal) based on 4 projects.**
- ComEd customers with multiple locations have been targeted with a letter in Q2 to generate awareness and participation. Based on this letter, customers have responded to the promotion and are in the process of recruitment.
- Matrix continued to market to the corporate and franchise ComEd Small Business customer. Identifying the appropriate decision-maker within the corporate organization has been a challenge.
- The Program is beginning to receive positive feedback from customers that want to participate and is gaining traction to begin installations.

### 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 forecast)**
- The technology has not gained complete 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



## IPA Programs – Third Party

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

gain contractor participation.

- During Q2, Sodexo has begun to receive interest in the program, but their Trade Allies, who are promoting the program to their customers, are still wary of participating. These details are being worked through by Sodexo.

### 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 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.*

- **2,088 MWh savings achieved YTD (22% of forecast) based on 217 units**
- A total of 197 HVAC RTUs of small commercial customers received tune-ups in Q2.
- Program activity is dependent on weather conditions with tune-ups requiring ambient air temperatures of 65 degrees.
- Programmable thermostat incentives were increased for Trade Allies.
- The Program will now prime customers with thermostats during the colder months and re-engage customers with an HVAC tune-up in the spring.
- The Program has completed several high profile tune-ups for large hospitals and manufacturing facilities, generating project

referrals and customer recognition.

- Customer participation rates have been growing as Trade Allies develop their business model.
- 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 forecast)**
- 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 12 projects in the PY9 pipeline.
- Customers have already expressed interest in PY10 projects. The Weidt Group is working with ComEd and Seventhwave to ensure these customers are able to participate in the Program.



## Marketing Education & Awareness

### PY8 Fall Education and Awareness Campaign

*Overview: The PY8 Fall Education and Awareness campaign aimed to increase customer awareness of energy-efficient appliances. The featured tip touted that purchasing and using Energy Star® Appliances can help customers save energy and money on their electric bills. Plus, with Rebates from ComEd, customers can save even more. The TV, radio and digital displays, featured new characters "Daniel the Electric Clothes Dryer" and "Lola the Clothes Washer", and other select ENERGY STAR® appliances that are eligible through the Appliance Rebates Program. Customers were directed to learn more at [www.Comed.com/HomeSavings](http://www.Comed.com/HomeSavings).*

- Ran from September 21st through November 23rd
- Included TV, radio, pre-roll, and digital display
- Generated 45,450,000 impressions for energy efficiency education campaign wide

### PY8 General Outreach

- Participated in 42 energy efficiency events
- Interacted with approximately 5,722 customers
- Collected approximately 1,171 emails
- Drove 47,336 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
- 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: 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: 2016

## Emerging Technology Activities

### Root3

*Overview: Root3 is a cloud based energy data model that works with existing energy management systems and evaluates variables such as thermal and electric loads, energy prices, equipment efficiencies, and energy storage capacity for understanding site performance and making recommendations that will optimize performance. ComEd along with the Root3 Technologies vendor will engage the ComEd Industrial Outreach Team to enlist 4 industrial central plant customers for participation in this one year pilot.*

- **98 MWh savings achieved YTD**
- Estimated Completion Date: Q4 2016
- The pilot is operating at one industrial facility as of November 1st and being deployed within a hospital campus.

The pilot is currently looking to identify two additional industrial facilities that would be willing to pilot the technology.

### 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 70% 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>			
Q2 Ex Ante	644,928	1,213,562	53% YTD

### ComEd Environmental and Economic Impact

Performance Metrics (Equivalents)	PY8 Q2	PY7 Ex Ante	PY6	PY5	PY4	PY3	PY2	PY1
Net MWh	644,928	1,124,957	1,118,649	949,392	944,142	626,715	472,132	163,717
Carbon reduction (tons)	442,108	771,175	845,306	654,975	630,999	443,186	257,230	143,236
Cars removed from the road	93,075	162,352	161,441	128,420	123,719	86,895	49,205	26,238
Acres of trees planted	362,383	632,110	628,566	139,553	134,445	94,428	70,306	39,156
Number of homes powered for 1 year*	70,254	123,170	121,539	98,883	93,415	65,611	47,755	21,263
Portfolio jobs**	271	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 Q2
EEPS*	\$ 27,356,150	\$ 52,071,861	\$ 75,691,133	\$ 106,673,405	\$ 107,354,964	\$ 124,096,016	\$ 128,249,370	\$ 54,762,422
IPA	\$ -	\$ -	\$ -	\$ -	\$ 31,329	\$ 29,469,183	\$ 38,698,516	\$ 45,931,043
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>\$ 116,356,803</b>

EEPS*	PY1	PY2	PY3	PY4	PY5	PY6	PY7	PY8 Q2
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	\$ 54,762,422

IPA	PY1	PY2	PY3	PY4	PY5	PY6	PY7	PY8 Q2
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	\$ 45,931,043

DCEO	PY1	PY2	PY3	PY4	PY5	PY6	PY7	PY8 Q2
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 Q2
C&I Programs	\$ 12,093,550	\$ 23,957,908	\$ 35,764,723	\$ 54,033,210	\$ 55,573,971	\$ 74,531,783	\$ 78,936,840	\$ 34,261,586
Residential Programs	\$ 8,808,641	\$ 19,881,908	\$ 27,853,019	\$ 36,334,199	\$ 34,792,236	\$ 34,302,783	\$ 33,139,184	\$ 10,928,724
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	\$ 841,746
Education/Marketing	\$ 1,685,307	\$ 1,649,418	\$ 2,957,998	\$ 4,498,945	\$ 4,409,895	\$ 4,133,504	\$ 4,447,934	\$ 2,723,063
R&D/Emerging Tech	\$ 628,267	\$ 1,026,174	\$ 1,387,102	\$ 974,156	\$ 1,142,049	\$ 1,849,544	\$ 1,613,561	\$ 312,748
Portfolio Admin	\$ 2,464,359	\$ 2,359,629	\$ 2,959,915	\$ 2,002,949	\$ 3,478,203	\$ 1,576,545	\$ 976,472	\$ 481,504
Labor	\$ -	\$ -	\$ -	\$ 2,749,232	\$ 3,214,657	\$ 1,927,888	\$ 4,682,625	\$ 1,633,877
M&V	\$ 1,200,000	\$ 2,377,679	\$ 3,621,029	\$ 3,557,036	\$ 3,262,259	\$ 4,071,757	\$ 3,221,247	\$ 3,529,314
On-Bill Financing	\$ -	\$ -	\$ 64,018	\$ 173,494	\$ 228,477	\$ 132,562	\$ 110,736	\$ 49,858
<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>\$ 54,762,422</b>

## Total Resource Cost (TRC)

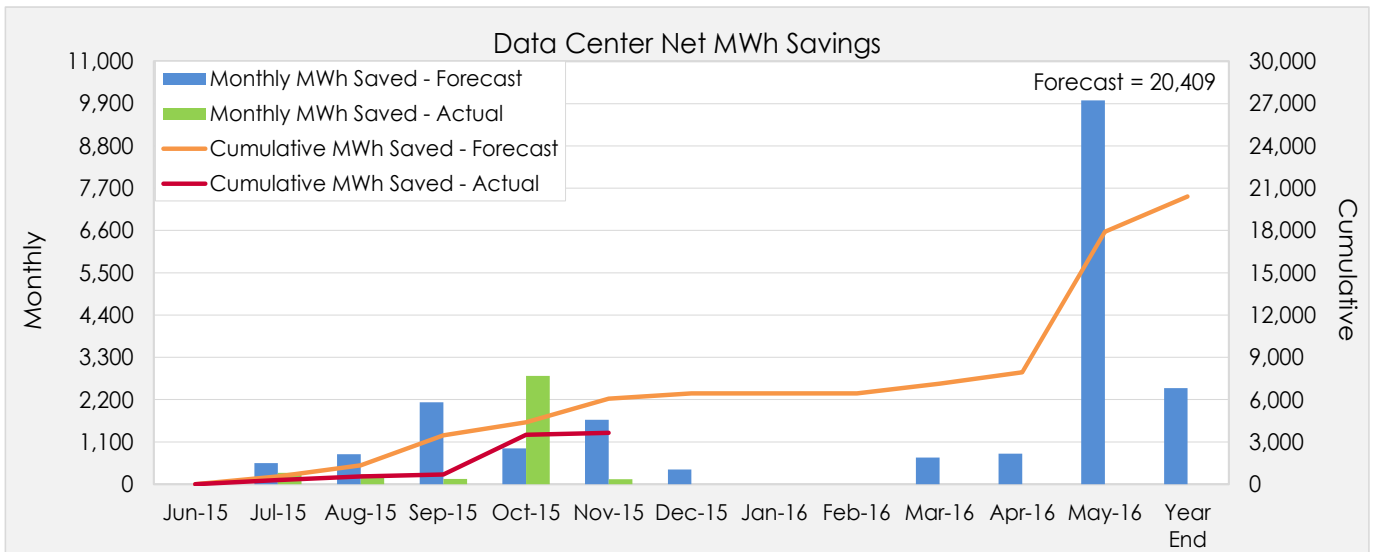
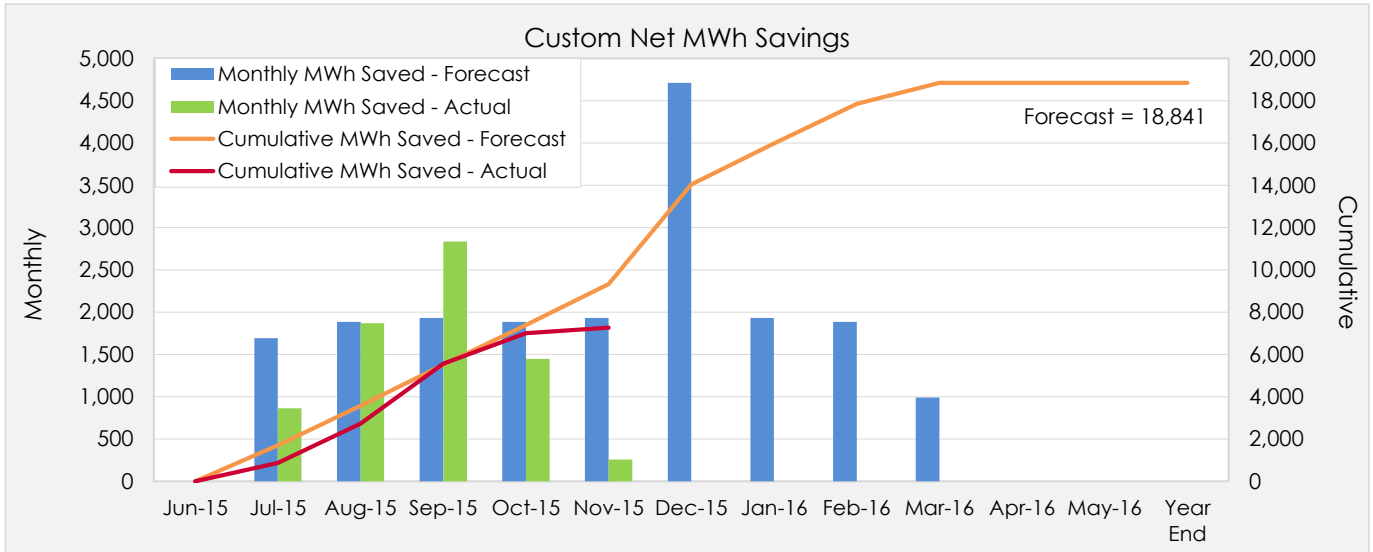
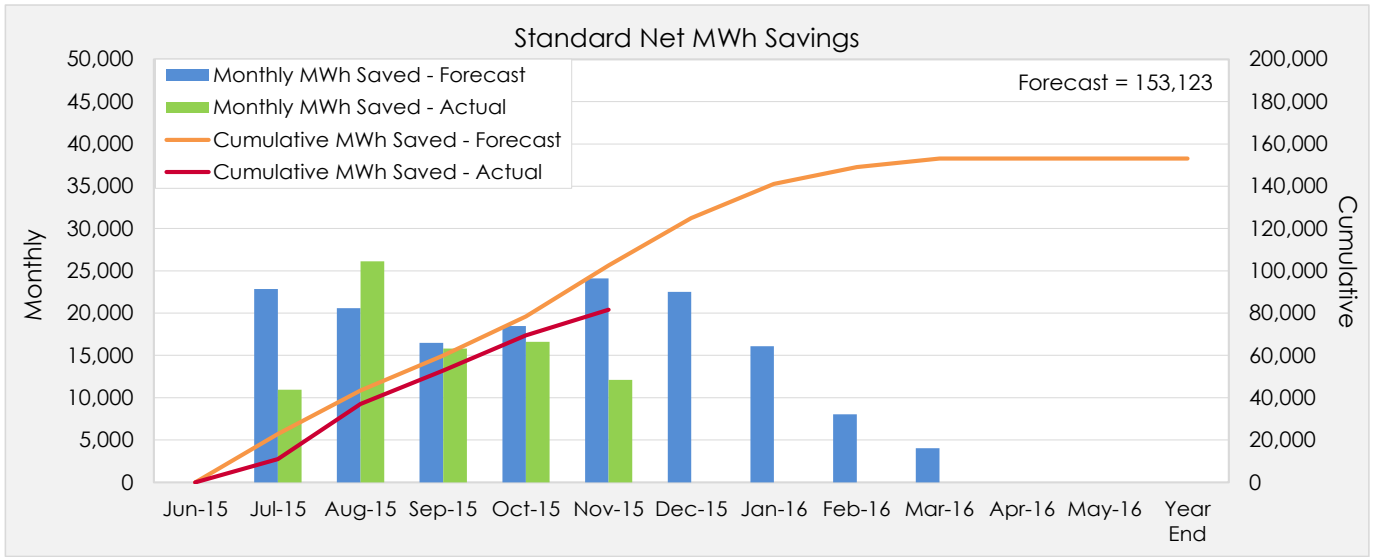
### Portfolio TRC

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

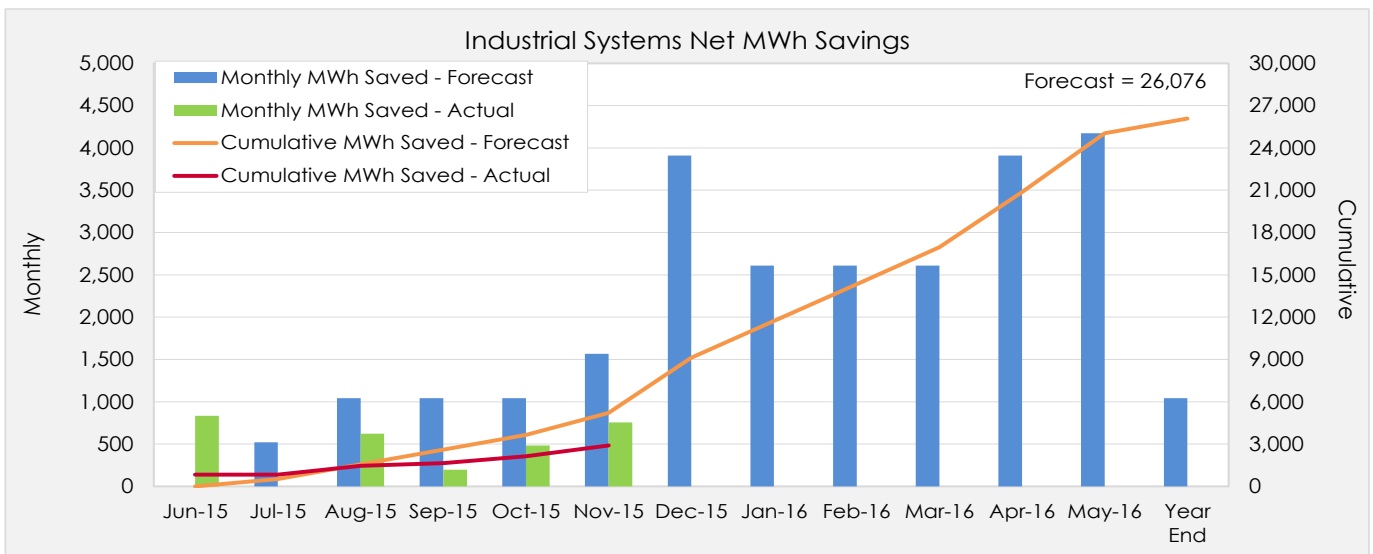
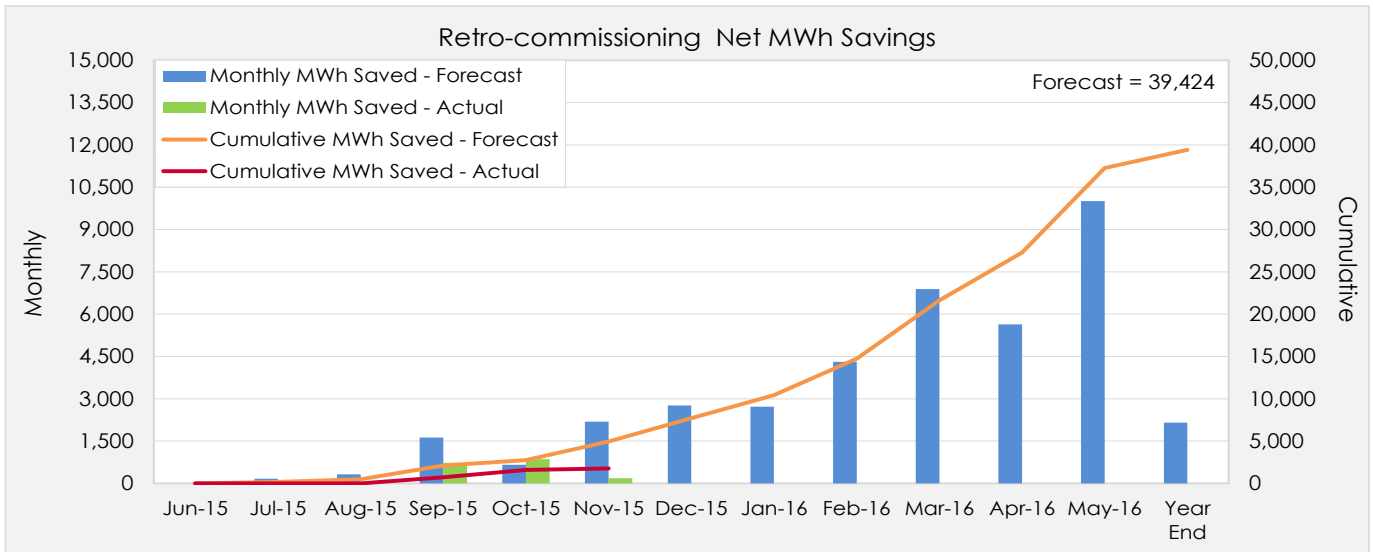
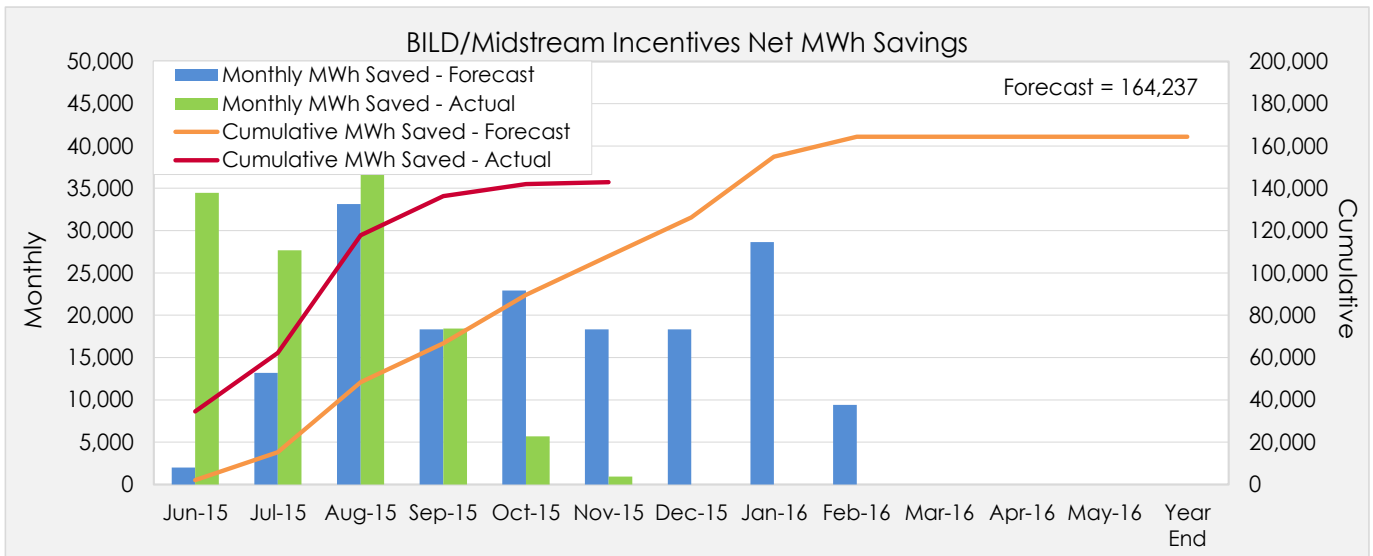
### PY8 New Measure TRC

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

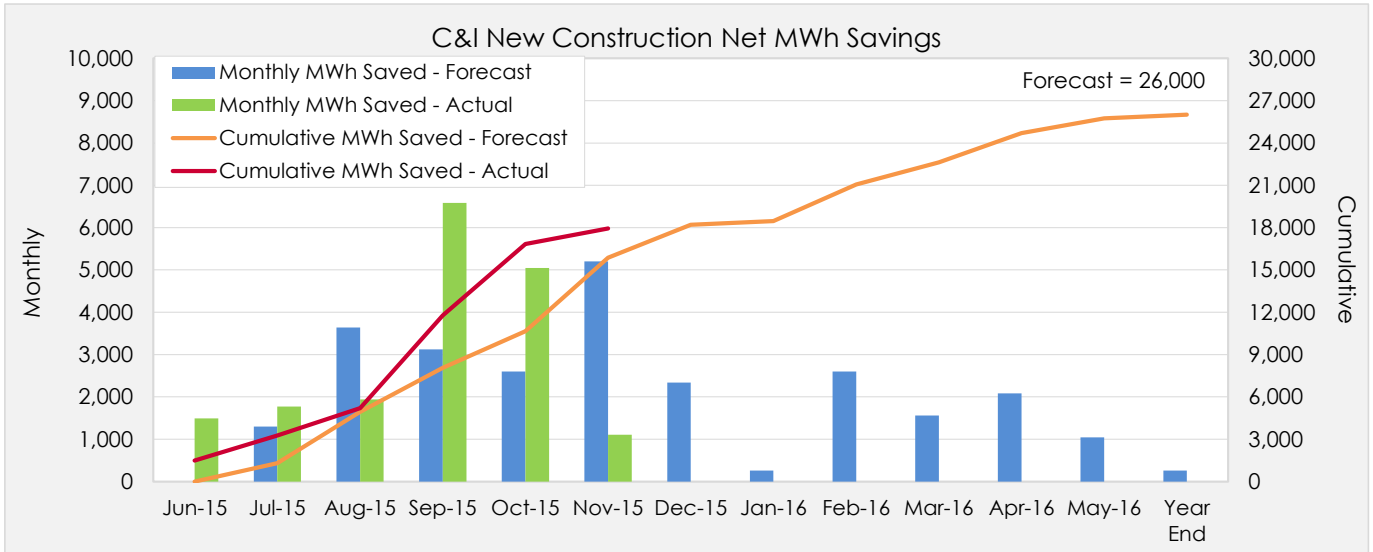
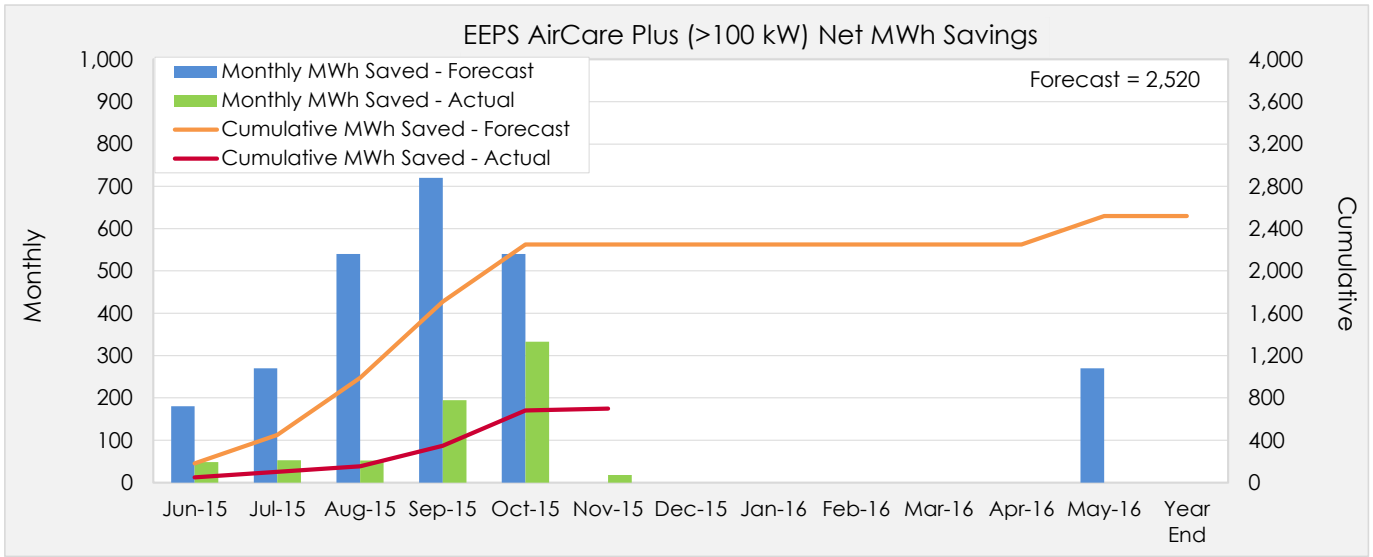
# Smart Ideas for Your Business – YTD Results



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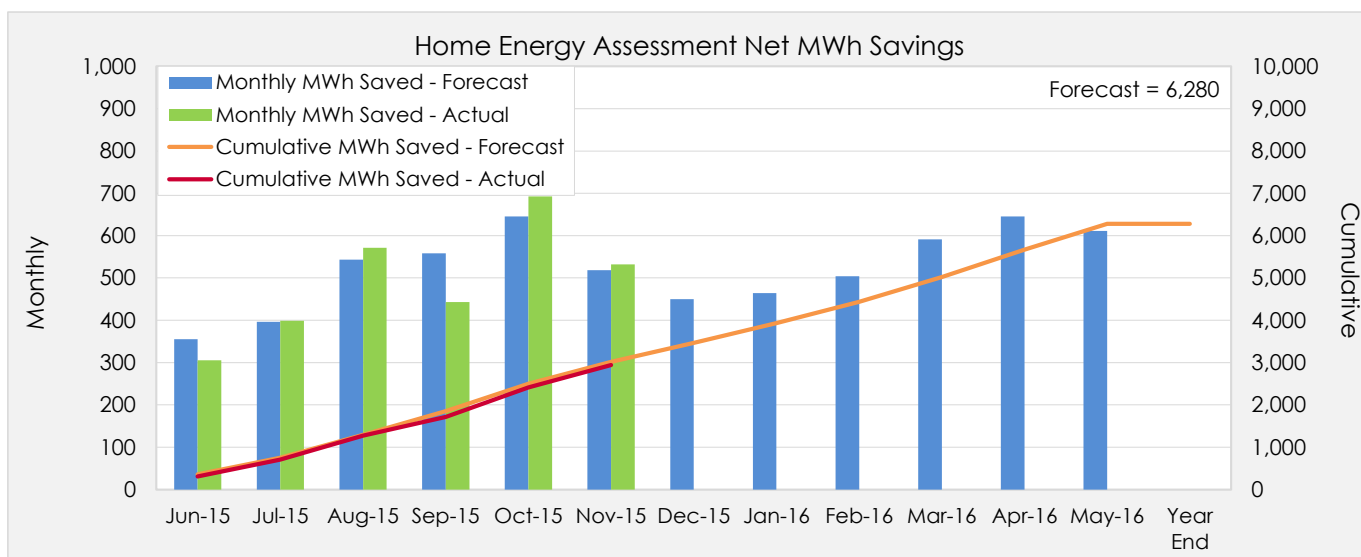
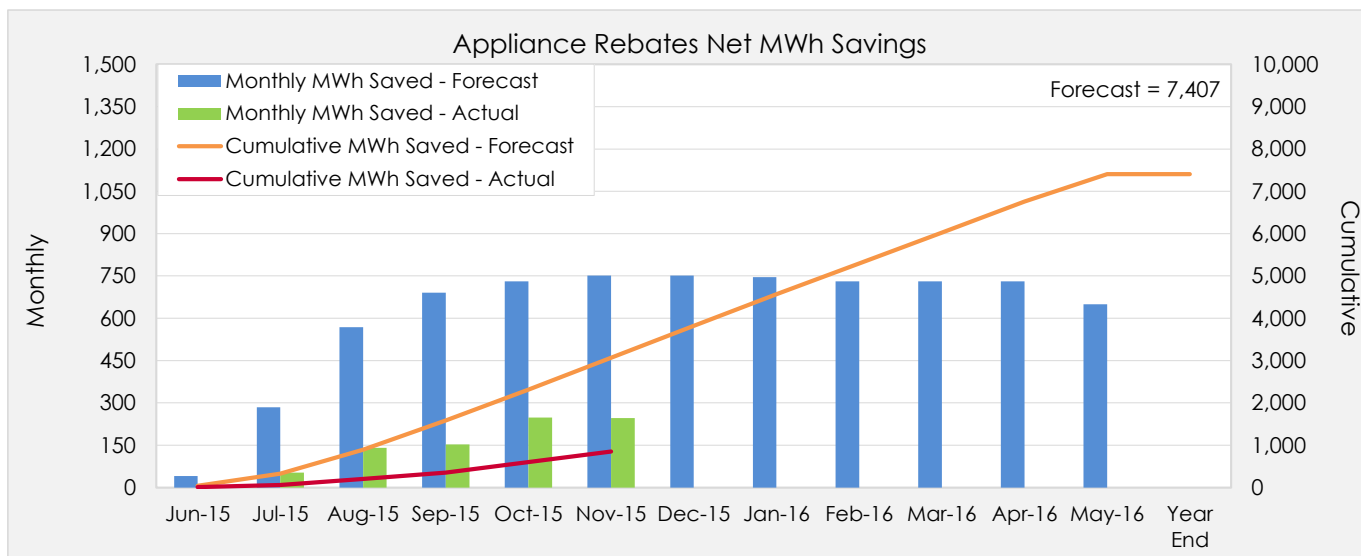
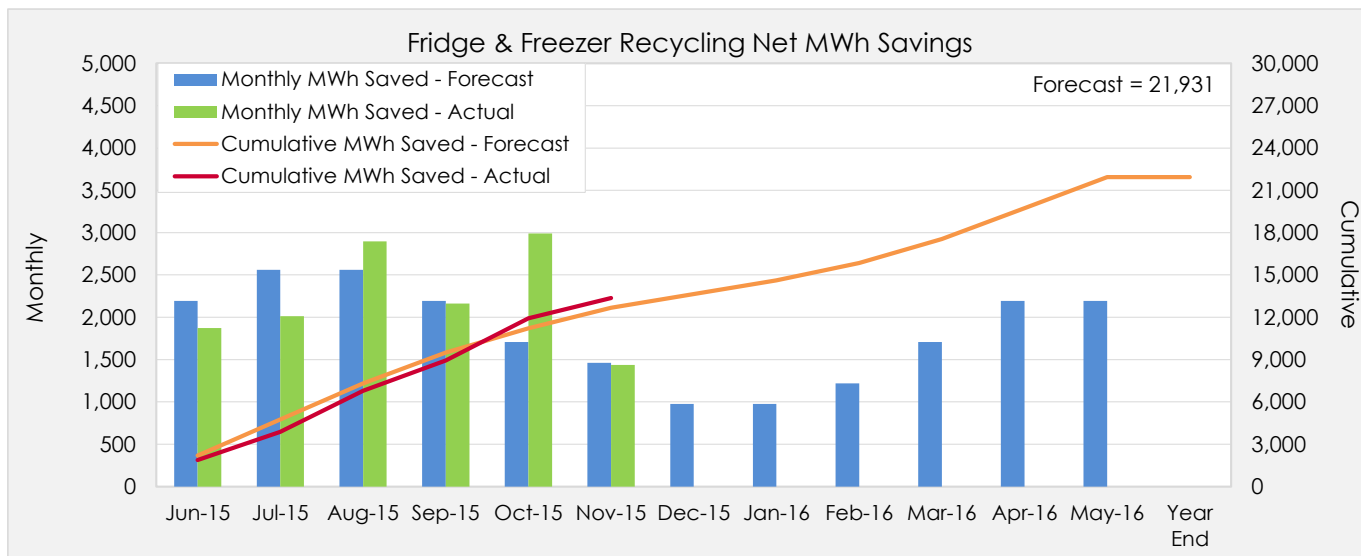


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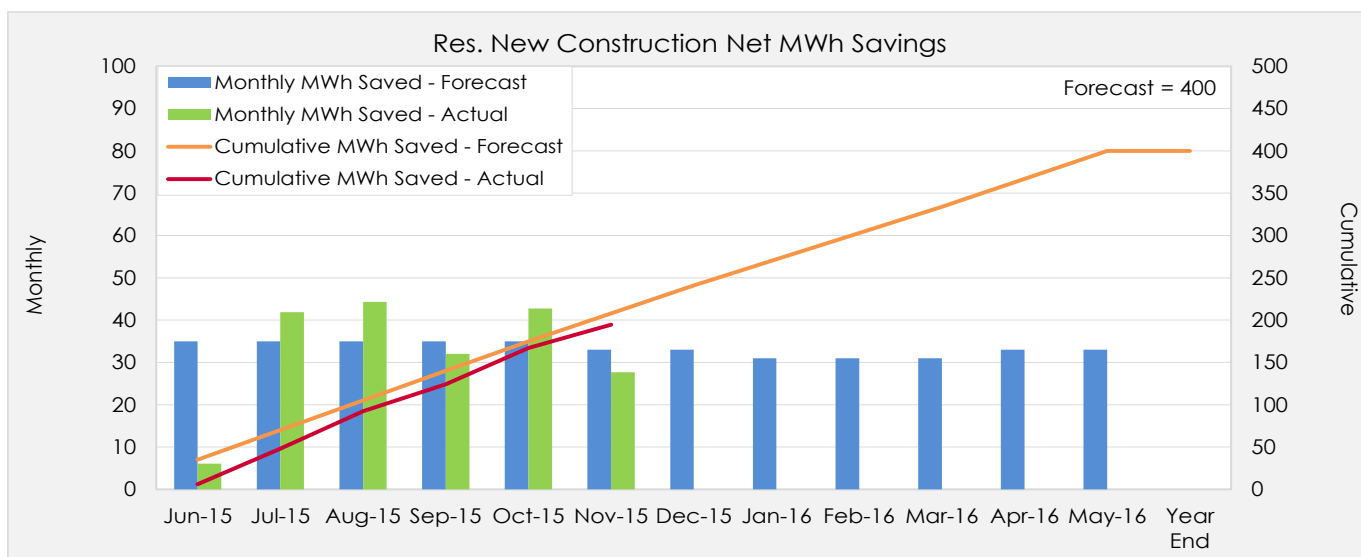
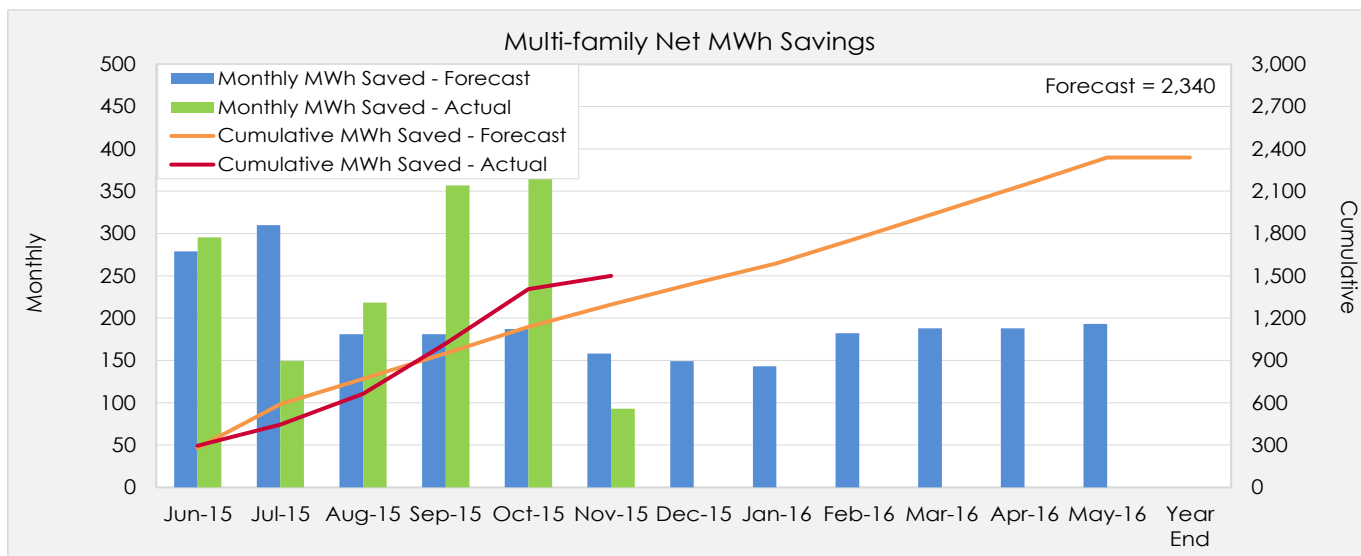
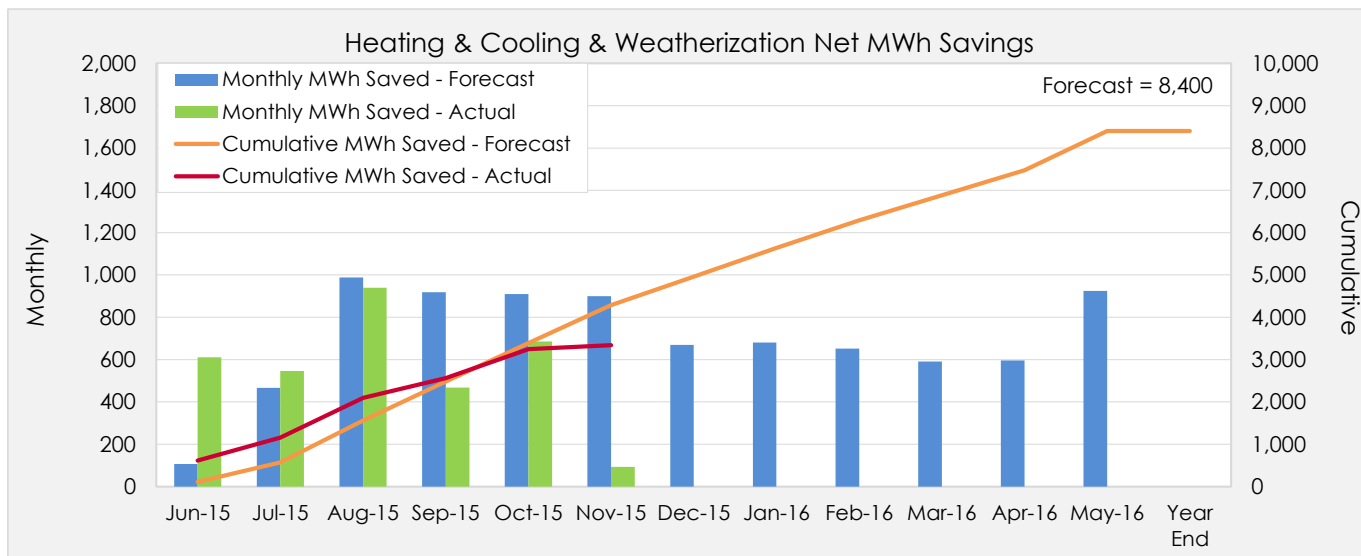




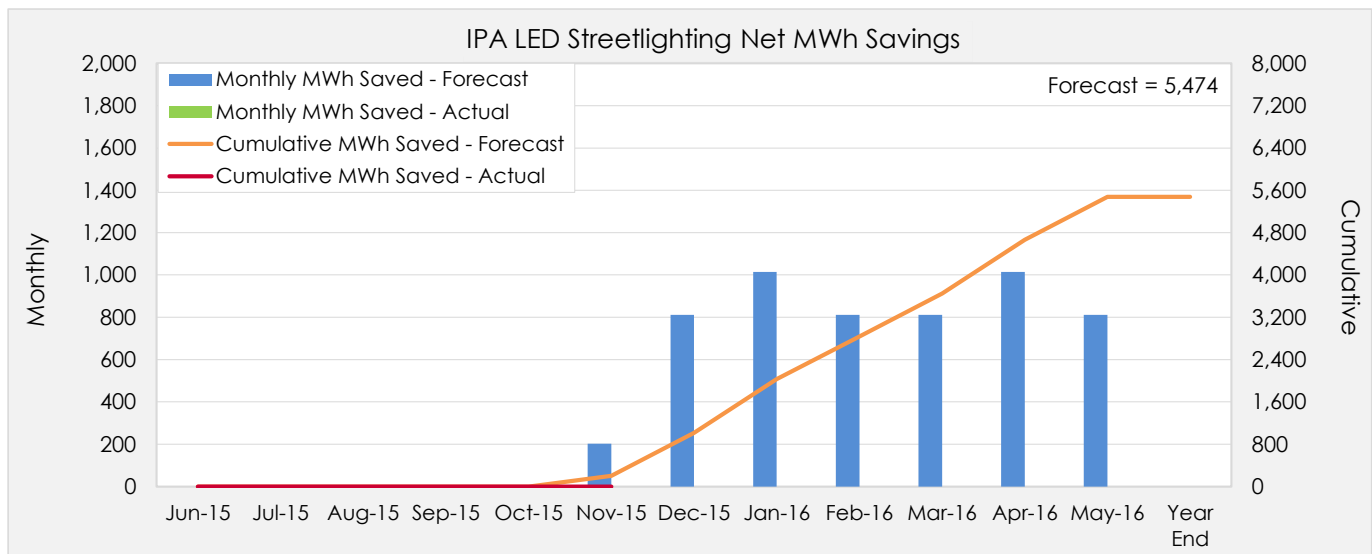
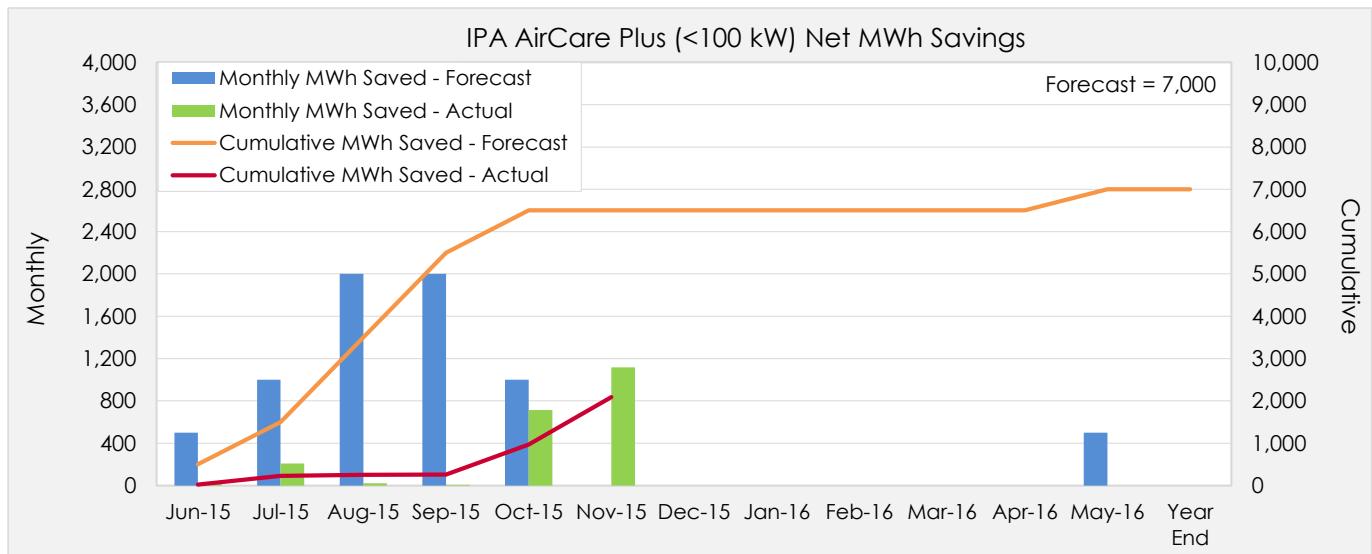
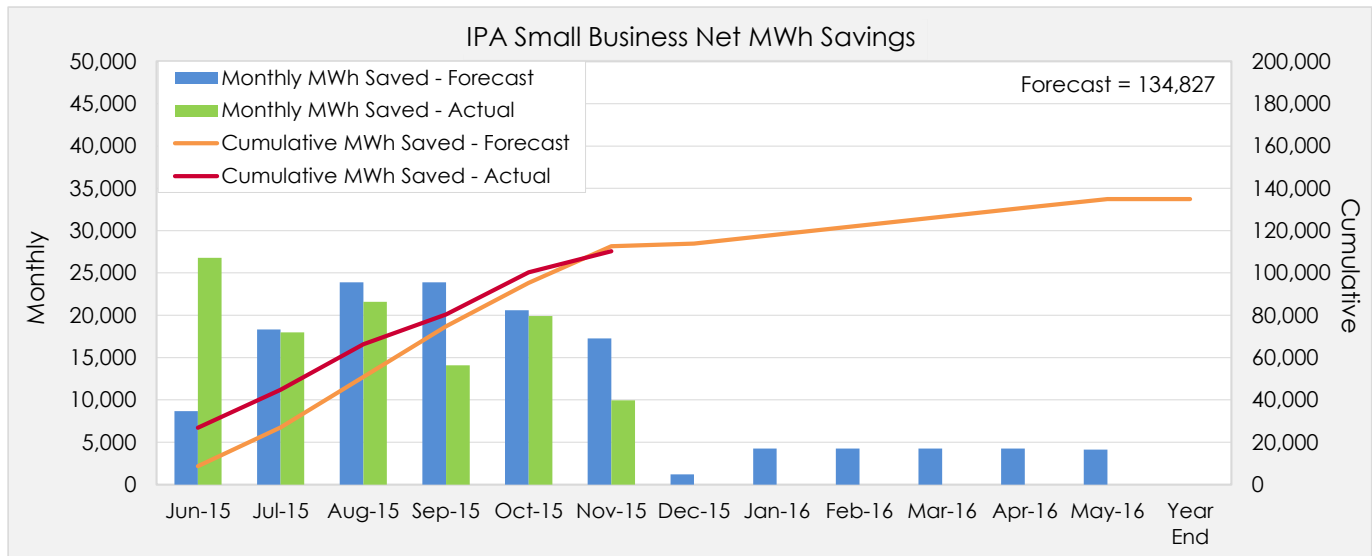
# Smart Ideas for Your Home – YTD Results



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# IPA Programs – ComEd – YTD Results



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