

Plan Year 8

Third Quarter Report

(12/2015 – 02/2016)



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Customers have saved
\$1.7 billion
on their electric bills



70 million
efficient bulbs sold

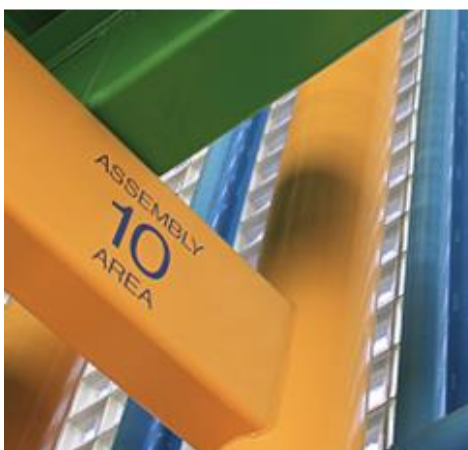


Enough MWh to power
1.8 million
homes for one year

23.4 billion
pounds of CO₂ reduced



16.9 million
net MWh saved



More than
\$400 million
in incentives provided





Quarterly Program Highlights

Smart Ideas for Your Business (SIFYB)

- Smart Ideas for Your Business programs have achieved 80% of their combined PY8 forecast of 455,721 MWh.
- Over 900 SIFYB projects were completed in Q3.
- Standard and Custom projects have been resumed from the waitlist to be reserved and paid in PY8.
- The second year of the Strategic Energy Management pilot kicked off in January.

Smart Ideas for Your Home (SIFYH)

- Smart Ideas for Your Home programs achieved 61% of their combined PY8 forecast of 47,381 MWh.
- Over 30,500 customers participated in the SIFYH Rebate and Assessment programs in Q3.
- The Fridge and Freezer Recycling Program identified a new implementation contractor. The new implementer is expected to re-establish service prior to June.
- Rebates for Ground Source Heat Pumps ("Geothermal") launched across the entire ComEd service territory in January.

IPA Programs

- The Small Business Energy Savings Program provided energy-saving products to over 1,100 customers in Q3. It remains the largest small business energy savings program in the nation.
- The Lighting Discounts Program has sold approximately 9.6 million discounted ENERGY STAR® certified bulbs consisting of 5.4 million compact fluorescent lamps (CFLs) and 4.2 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)	153,414	196,742	192,374	80%	\$ 28,127	\$ 36,165	78%
Standard	133,461		153,123	87%			
Custom	15,982		18,841	85%			
Data Center	3,970		20,409	19%			
BILD/Midstream Incentives	160,522	116,269	164,327	98%	\$ 9,544	\$ 6,976	137%
Optimization Total	11,328	95,781	68,020	17%	\$ 6,366	\$ 13,185	48%
Retro-Commissioning	5,164		39,424	13%			
Industrial Systems	5,217		26,076	20%			
AirCare Plus (>100 kW)	946		2,520	38%			
Strategic Energy Management Pilot	5,080		0				
New Construction	28,201	15,665	26,000	108%	\$ 5,918	\$ 9,477	62%
Multi-Family Common Area	3,991	4,000	5,000	80%			
C&I General					\$ 18		
C&I Subtotal	362,536	428,457	455,721	80%	\$ 49,973	\$ 65,803	76%
Fridge & Freezer Recycling	13,556	29,450	21,931	62%	\$ 4,139	\$ 7,943	52%
Appliance Rebates	1,878	9,103	7,407	25%	\$ 2,619	\$ 7,805	34%
Home Energy Assessment	4,809	7,592	6,280	77%	\$ 3,285	\$ 4,419	74%
Heating & Cooling & Weatherization	6,073	7,528	8,400	72%	\$ 4,735	\$ 9,359	51%
Multi-Family	2,309	5,014	2,340	99%	\$ 980	\$ 1,393	70%
Elementary Energy Education	0	624	624	0%	\$ 209	\$ 397	53%
New Construction	317	19	400	79%	\$ 174	\$ 346	50%
Direct to Consumer Kit		6,996	0		\$ -	\$ 3,354	0%
Residential General					\$ 317		
Residential Subtotal	28,942	66,326	47,381	61%	\$ 16,458	\$ 35,017	47%
R&D/Emerging Tech	215	0	0		\$ 657	\$ 3,571	
Lighting Carryover	73,959	47,200	47,200	157%			
EEPS Program Total	465,652	541,983	550,302	85%	\$ 66,431	\$ 100,820	66%

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)	Rate Filing Screen (\$1,000)	Percent of Annual Spend
Lighting Discounts	161,235	205,529	205,529	78%	\$ 30,184	\$ 40,147	75%
Home Energy Report	205,121	279,520	279,520	73%	\$ 6,419	\$ 13,851	46%
Small Business Energy Savings	126,321	133,000	134,872	94%	\$ 27,953	\$ 36,580	76%
LED Streetlighting	460	5,474	5,474	8%	\$ 23.4	\$ 4,425	1%
Lighting Carryover	4,234	0	0				
IPA Third Party Program							
Accelerate CUB Energy Saver	1,170	13,133	13,133	9%	\$ 150	\$ 600	25%
Elevate Retrofit Chicago Residential	1,252	1,711	1,711	73%	\$ 471	\$ 548	86%
Shelton Solutions Great Energy Stewards	0	850	850	0%	\$ -	\$ 139	0%
National Theatre for Children	835	1,220	1,220	68%	\$ 446	\$ 679	66%
AirCare Plus (<100 kW)	5,799	9,309	7,000	83%	\$ 1,699	\$ 2,672	64%
CLEAResult School Direct Install	482	3,892	3,892	12%	\$ 137	\$ 1,076	13%
Matrix School Direct Install	0	5,545	5,545	0%	\$ -	\$ 989	0%
Matrix Demand Control Ventilation	0	5,193	5,193	0%	\$ -	\$ 1,291	0%
Sodexo Demand Control Ventilation*	0	5,096	5,096	0%	\$ -	\$ 882	0%
Weidt Group New Construction	0	2,107	2,107	0%	\$ 411	\$ 675	61%
IPA Program Total	506,909	671,579	671,142	76%	\$ 67,894	\$ 104,553	65%
EEPS Program Total	465,652	541,983	550,302	85%	\$ 66,431	\$ 100,820	66%
EEPS and IPA Program Total	972,561	1,213,562	1,221,444	80%	\$ 134,324	\$ 205,372	65%



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.

- **133,461 MWh savings achieved YTD (87% of forecast) based on 2,263 projects**
- The program waitlist received additional funding, and projects have been resumed from the waitlist to be reserved and paid in PY8.
- With additional funding for waitlist projects, the program was able to engage HVAC contractors that had been skipped over with the previous waitlist funds due to time constraints that excluded their projects.
- The program received positive feedback from contractors and customers that were removed from the waitlist.
- ComEd is working to ensure that the program pays out the budgeted incentive budget in PY8 while also limiting the spillover into PY9.
- ComEd is also looking at incentive level changes and other mechanism to extend the program year in PY9 and avoid an early waitlist.

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

- **15,982 MWh savings achieved YTD (85% of**

Custom (continued)

forecast) based on 30 projects

- Highlights from the Standard element of the C&I Incentives Program also apply to Custom. Please see Standard for additional information.

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.

- **3,970 MWh savings achieved YTD (19% of forecast) based on 7 projects**
- The program has been strongly embraced by the data center community and new construction data center buildings in particular.
- 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.
- There currently are potential savings of an additional 6,600 MWh in the PY8 pipeline.

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.

- **160,522 MWh savings achieved YTD (98% of forecast) based on 1,337,003 lamps sold**
 - 922,934 LEDs sold YTD
 - 414,069 LFLs sold YTD
- The program lengthened the time period of distributor incentive allocations from 30 days to 45, then 60 in February.
- Program activity was very low in January, but it picked up in February and is continuing to run at a good pace. The program is now running at a rate that should be sustainable through the end of PY8 and is on track to hit its goal.

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.

- **5,164 MWh savings achieved YTD (13% of forecast) based on 17 projects**
- "Traditional" RCx achieved 4,621 MWh based on 6 projects, with 54 projects in the PY8 pipeline.
 - 2 RCx (buildings over 400,000 square feet) project completed, with 24 projects in pipeline
 - 1 monitoring-based commissioning (MBCx) project completed, with 15 projects in pipeline
 - 3 RCxpress (buildings between 150,000 and 400,000 square feet) projects

Retro-Commissioning (RCx) (continued)

- completed, with 15 projects in pipeline
- “Non-traditional” RCx achieved 544 MWh based on 11 projects, with 114 projects in the PY8 pipeline.
 - 22 Grocery RCx pilot projects in pipeline
 - 11 RCx Building Tune-Up (buildings less than 150,000 square feet) projects completed, with 92 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 600 MWh vs. the PY7 average of 400 MWh.

- There currently are potential savings of an additional 26,000 MWh in the PY8 pipeline.

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.

- **946 MWh savings achieved YTD (38% of forecast) based on 179 units**
- More than 40 HVAC RTUs of commercial participants with a peak demand of greater than 100 kW received tune-ups in Q3. Program activity is dependent on weather conditions with tune-ups requiring ambient air temperatures of 65 degrees. Activity has been challenged with the unpredictability of Chicago's climate. The window for a tune-up was small last year with the cool summer.
- HVAC tune-up incentive levels were increased 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.

AirCare Plus (>100 kW) (continued)

- 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 recommended measures.

- **5,217 MWh savings achieved YTD (20% of forecast) based on 23 projects**
- Due to budget limitations, the customer commitment on comprehensive compressed air studies has changed. In late February, the program implemented a waitlist for new applications. The program has enough pipeline activity to meet the PY8 and PY9 filed goals. Without clarity on a PY10 budget, the program can only accept projects for which the program currently has budget. All applicants are being notified with pre-approved messaging that their application is on waitlist until further notice.
- There are 27 customers involved in two or more study projects.
- The positive uptake of the program offering has created a healthy pipeline for PY8 and PY9. This is putting pressure on the budgets for both years, leading to the development of a contingency plan that includes the newly implemented application waitlist.
 - There are 55 projects in the PY8 pipeline for potential savings of over 27,000 MWh.
 - There are 64 projects in the PY9 pipeline for potential savings of over 43,200 MWh.
- The program has historically delivered in a year-end 'hockey stick' fashion, and this year is no exception. Current forecast show that over half of the goal should be realized in

May. This will put significant pressure on the program implementer to perform verification and close out over 30 projects in May/June.

Strategic Energy Management (SEM)Pilot

Overview: SEM provides tools, coaching and technical resources to support customers' 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.

- **5,080 MWh savings achieved YTD**
- The second year kicked off in January. Eight of the 10 customers from the first year pilot were asked to continue with the second year.
- The pilot began recruiting for a new healthcare focused cohort which is planned to start in April or May.
- Higher education and commercial segments will be considered if needed.

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.

- **28,201 MWh savings achieved YTD (108% of forecast) based on 12.7 million square feet**
- Nicor Gas has not been accepting new projects since December 2015 due to budget constraints, but will begin accepting new projects again starting in March 2016.
- There currently are 26 projects in the PY8 pipeline for potential savings of 12,300 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 free energy assessments and installation of energy-saving products within common area spaces in multi-family properties with a peak demand of 100 kW or less. Installed measures may include LEDs, HVAC optimization, and programmable thermostats.

- **3,991 MWh savings achieved YTD (80% of forecast)**
- Energy-saving products have been installed in over 180 common area spaces.
- Please see the SIFHY 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.

- **13,556 MWh savings achieved YTD (62% of forecast) based on 25,888 pickups**
- The program was unavailable during Q3. JACO Environmental, the former implementer of ComEd's Fridge and Freezer Recycling program, ceased their business operations in Q2 due to financial difficulties.
- Significant progress was made to identify a new implementation contractor through a Request for Proposal (RFP) process. The new implementer is expected to be under contract during Q4 and to re-establish this service prior to June.
- ComEd has issued approximately 9,100 payments to customers with outstanding incentive-related obligations that occurred when the program was active prior to Q3.

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.

- **1,878 MWh savings achieved YTD (25% of forecast) based on 9,800 rebates**
- More than 12,500 customers received rebates for ENERGY STAR® certified appliances in Q3.
- Starting in Q3, customers can receive an instant discount on select ENERGY STAR® certified air purifiers at select retailers.
- A promotion titled "Rebate Rush" was held in Q2 to encourage timely rebate submissions. Due to

Appliance Rebates (continued)

the promotion's success, the program decided to continue the promotion through all of Q3 and most of Q4. 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.

- Another marketing awareness campaign that included 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.

- **4,809 MWh savings achieved YTD (77% of forecast) based on 11,682 assessments**
- Over 4,000 customers received assessments in Q3.
In Q2, the program began actively marketing the new smart thermostat offering. The program continued to market and implement the smart thermostat measure in coordination with two implementers and three natural gas utilities.
- Over 900 ecobee3 smart thermostats were installed through Q3.

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 (≥ 14.5 SEER and ≥ 16 SEER), ductless mini-split heat pumps (≥ 17 SEER and ≥ 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, North Shore Gas, and Peoples Gas.

- **6,073 MWh savings achieved YTD (72% of forecast) based on 23,802 products/projects**
- Over 10,000 rebates for energy efficient heating and cooling equipment were processed in Q3.
- 100 customers received rebates for completing weatherization projects in Q3.
- Over 13,900 rebates for smart thermostats were processed through Q3.
- Rebates for ground source heat pumps ("geothermal") launched across the entire ComEd service territory in January. Equipment qualifications mirror ENERGY STAR® Tier 3 requirements, and the rebate level is \$1,000/ton up to \$6,000 per home. To date, the program has six approved contractors and has three total projects in the pipeline.
 - The program sponsored 2 Geothermal Alliance of Illinois training/accreditation sessions to help support the launch of the ComEd Geothermal Program, ensure quality installations and to build the pool of 'Approved' contractors who can offer the new rebates.
- Smart thermostat point of purchase (POP) material was refreshed in over 100 retail locations throughout the service territory.
- The Home Depot worked with the program to design a ComEd branded wingstack to help drive the purchase and rebate submissions of

Heating & Cooling & Weatherization (continued)

the Nest Learning Thermostat and ecobee3 products in-store.

- Retailer Abt launched a rebate 'opt-in' process for smart thermostats.
- The rebate processing timeline for Heating and Cooling rebates, including smart thermostats, continued to decrease by moving to a rebate pre-funding process. This has resulted in a 7-10 day decrease in the total rebate process timeline.
- The program continued to build participation in the ComEd Residential Trade Ally Network, resulting in over 71 heating and cooling contractors enrolled to date.

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.

- **2,309 MWh savings achieved YTD (99% of forecast) based on 12,584 units**
- Energy-saving products were supplied and installed for free by trained technicians in almost 4,300 residential units during Q3. These products included over 21,000 CFLs.
- Over 12,500 residential units have been served through Q3, putting this program in good position to reach the goal of approximately 17,000 units for PY8. The program is also on pace to exceed the energy savings goal for PY8.

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.

- **317 MWh savings achieved YTD (79% of forecast) based on 482 homes**
- A total of 181 homes that are served jointly by ComEd and Nicor Gas were completed and verified in Q3. Each home achieved an average net savings of over 715 kWh.
- 66 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.
- The program continued to identify and recruit additional builders to help support increased participation and savings goals for PY8. A total of 39 builders and 9 raters are actively engaged in the program.
- The recent adoption of the 2015 IECC code in Illinois did not have a major impact on program operations, thus allowing the program to continue with little to no changes to the current structure.
- The program continued to cast a wider net to capture non-participating builders and recruit more builders to become involved in the program to help maintain participation to achieve the energy savings goal.

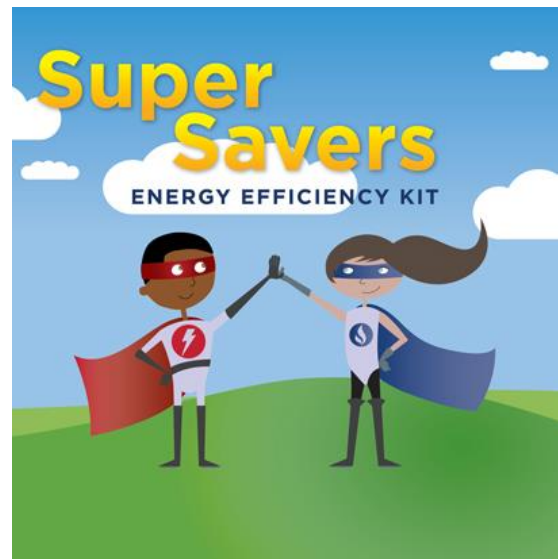
Joint Elementary Energy Education (Super Savers)

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 5th grade students and their families how to use less energy at home. Students learn about valuable ways to save energy and

Joint Elementary Energy Education (Super Savers) (continued)

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)
 - **MWh savings data is provided on an annual basis at the end of the program year.**
- More than 13,300 take-home kits have been distributed through Q3.
- 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 (NTC) 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.

- **126,321 MWh savings achieved YTD (94% of forecast)**
- Over 7,300 customers have been provided with energy-saving products in PY8, with over 1,100 customers in Q3. 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 measure was removed to promote adoption of LEDs.
- Measure incentives were reduced \$2 per measure on average to improve cost effectiveness.
- The new Comprehensive Campaign was launched in December to bundle and explore new technologies.
- The program received the Midwest Energy Efficiency Alliance (MEEA) Impact Award for recognition of excellence in energy efficiency.
- Pre-approvals have helped to improve project forecasting in addition to monthly check-in calls with Trade Allies to forecast pipeline activity. Now that the program is approaching steady-state, historical performance will be a more accurate prediction tool.
- Trade Allies continue to provide positive feedback in monthly roundtable discussions.

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.

- **161,235 MWh savings achieved YTD (78% of forecast) based on 9,659,398 units sold**
 - 5,433,655 CFL bulbs sold YTD
 - 4,076,889 LED bulbs sold YTD
 - 148,854 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 CFLs to LEDs has changed from 80/20 to 50/50. These changes are reflective of the evolving LED market.
- During Q3, over 100 in-store demos were conducted at select participating retail locations.
- Another 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), implemented by Opower, and the Power Smart Report, implemented by C3, provide 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.

- **205,121 MWh savings achieved YTD (73% of forecast)**
- The Power Smart Report being implemented by C3 concluded in December which included approximately 150,000 customers. Customers who also engaged on-line have

through the end of March to redeem points earned.

- The winter campaign marketing module, Winter of 68, was sent to approximately 280k customers to drive seasonal energy savings.
- Other marketing modules included cross-promoting appliance rebates and home energy assessments, sent to 860k and 423k customers, respectively.
- The program achieved a low opt-out rate and high customer satisfaction through customer inquiries in Q3.

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.

- **460 MWh savings achieved YTD (8% of forecast)**
- The program has signed up 33 municipalities (8,771 fixtures or 4,459 MWh) and presented to another 19 municipalities (4,511 fixtures or 2,524 MWh). The municipalities that have signed up for the program will yield 88% of the PY8 MWh goal.
- The program is still offering smart-ready LED street lights while the smart grid team works on finalizing the smart street light offering.
- Outreach to municipalities restarted in February. Municipalities have been very excited about receiving the LED lights both because of the savings on their street light bill as well as the improvement in light quality. In several of the economically challenged communities that signed up, they also viewed the LED as a great way to show their constituents that infrastructure improvements were being made in their community.
- The challenge of a delayed installation schedule will require installation of approximately 3,500 fixtures in April and May. Construction is gearing up to reach that goal.



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.

- **1,170 MWh savings achieved YTD (9% of forecast)**
 - PY8 savings are calculated based on the kWh per participant savings level from the PY7 draft evaluation report.
- The PY7 draft evaluation report indicates that the percentage of savings per participants has decreased by approximately 30%. This decrease is primarily due to the stale participant base; the majority of current participants enrolled prior to PY6.
- The implementer has achieved 35% of participation levels set out in the scope of work.

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.

- **1,252 MWh savings achieved YTD (73% of forecast) based on 6,376 units**
- Over 3,000 energy efficient products were installed or distributed in Q3.

IPA Programs – Third Party

Elevate Energy – Chicago Multi-Family Retrofit (continued)

- There currently are 1,458 multi-family units in the PY8 pipeline, and the program is on track to achieve the full goal of 1,715 MWh.
 - Elevate and ComEd are in the process of amending the scope of work to include any applicable changes in the PY7 and PY8 \$/kWh price as dictated by the TRM updates.
 - Marketing and outreach to keep the pipeline full of interested participants is an ongoing challenge. The program is working to set up outreach events and cold calling potential interested parties.
- in PY8 resulting in limited events, provides great opportunities for increased participation since ComEd participants bring their utility bills.
 - Shelton Solutions has indicated the following improvements have been made to the program as a result of the PY7 evaluation recommendations made by Navigant:
 - Sending eTips out more frequently
 - Focusing on communication with confirmed participants to encourage increasing energy savings
 - Reaching more participants via electronic mail rather than direct mail

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 1,723 confirmed participants**
 - PY8 savings will not be reported until the PY7 evaluation has been completed to allow for accurate savings. The PY7 draft evaluation report indicates that PY7 savings were not statistically significant.
- A total of 1,366 participants were carried over from PY7. There are currently 1,723 confirmed participants, with the addition of 259 confirmed in January.
- Shelton Solutions has made good progress on engaging new participation, including from an event at Skinner School in December of 2015.
- The Community and Economic Development Association (CEDA), which has funding issues

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

Overview: The National Theatre from 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.

- **835 MWh savings achieved YTD (68% of forecast)**
- NTC has shipped a total of 4,938 energy-saving kits, 4,313 natural gas kits and 625 electric kits, to households.
- There are 13 additional schools on the scheduled through March.
- NTC visited 32 schools with its program *The Resource Force*.
- 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.

IPA Programs – Third Party

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

- **482 MWh savings achieved YTD (12% of forecast)**
- Over 2,000 energy-saving measures have been installed in 56 participating schools.
- There currently are 8 schools with an estimated 82 MWh savings in the PY8 pipeline. An additional 16 schools have expressed interest but do not have estimated savings yet.
- The program has had success with several chains of schools included Goddard Schools, Camelot Schools, and several Archdiocese of Chicago schools.
- The program has achieved high customer satisfaction, with 100% positive feedback on customer comment cards. Customers and schools consistently report being happy with the free energy-savings measures being installed.
- Coordination efforts between CLEAResult and Matrix school programs have been successful, effectively splitting the service territory in half.
- CLEAResult is in the process of reviewing program measures to determine if additional measures will assist in achieving greater MWh savings for PY9.
- CLEAResult will be rolling 20% of the PY8 budget over to PY9.

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)**
- The program completed several installations in Q3; however, invoice and project

documentation has not been submitted for

- 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 will be requesting to transition 20% of the PY8 budget to PY9.

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)**
- Matrix reported that three installations were completed through November, and four were completed in January, but no information about the customers has been provided to verify the installations.
- Matrix has indicated initial sites are now installed, but four of the later sites will be dropping out of the program due to a conflict on system operation that would result in reduced savings for the technology. Matrix has not provided any indication of other potential sites for installation to date.
- In Q2, Matrix marketed to the corporate and franchise ComEd Small Business customer. Identifying the appropriate decision-maker within the corporate organization has been a challenge. Matrix has received limited responses.
- Program promotion continued in Q3, but program participation has been limited.

IPA Programs – Third Party

Sodexo/Roth – HVAC Demand Control Ventilation Program

- The program has been discontinued for remainder of PY8 and PY9. Sodexo indicated that the built-in incentive level of \$0.12/kWh proved to be too small to incent investment by small businesses. Additionally, there are not enough eligible small businesses whose volume of conditioned space is large enough to generate energy savings worth pursuing.

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.

- **5,799 MWh savings achieved YTD (83% of forecast) based on 655 units**
- More than 400 HVAC RTUs of small commercial customers received tune-ups in Q3.
- Program activity is dependent on weather conditions with tune-ups requiring ambient air temperatures of 65 degrees. Activity has been challenged with the unpredictability of Chicago's climate. The window for a tune-up was small last year with the cool summer.
- HVAC tune-up incentive levels were increased 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.

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 has begun to gain more traction in the direction of program maturity which can be seen in the PY9 participation. With the outreach and marketing efforts put forth in PY8, the program has been able to enroll 20 projects.
- The SBO is still relatively new and has not had time to mature to full potential. The program is currently looking at additional projects, outreach, and marketing tactics to boost participation during the remainder of PY8.
- There currently are 197 MWh savings in the PY8 pipeline.



Marketing Education & Awareness

PY8 Winter Appliance Rebates Campaign

Overview: The Appliance Rebates campaign was refreshed to continue spreading program awareness and a call to action to learn more about rebates at www.ComEd.com/Rebates.

- Ran from January 11th to March 8th, 2016
- Included digital display and billboards
- Generated 33,340,456 impressions for energy efficiency education campaign wide

PY8 Winter Lighting Discounts Campaign

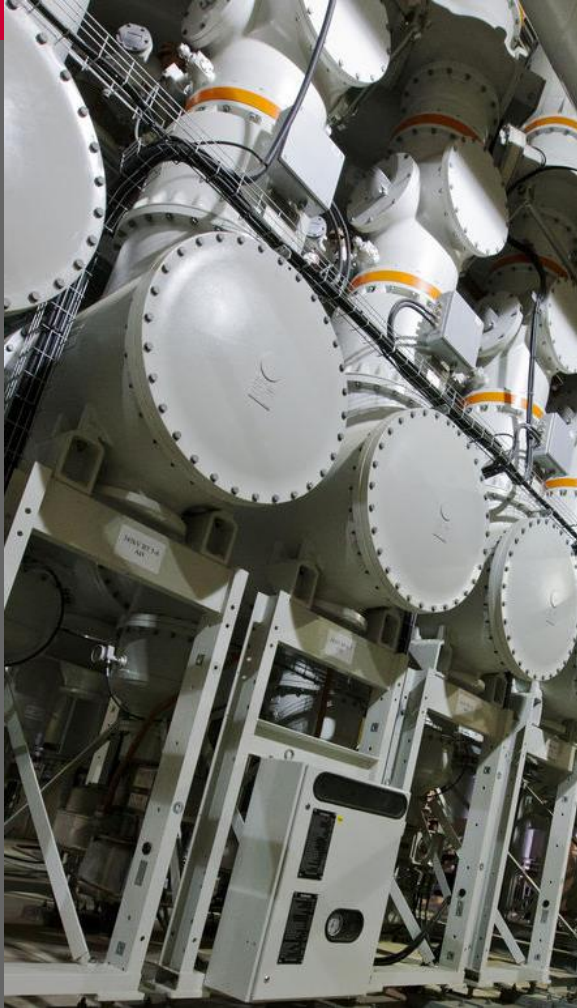
Overview: The Lighting Discounts campaign was refreshed to continue spreading program awareness and a call to action to shop at your local retailers for Instant Discounts.

- Ran from January 11th to March 27th, 2016
- Included radio, digital display, transit, and print
- Generated 39,270,911 impressions for energy efficiency education campaign wide

PY8 General Outreach

- Participated in 13 energy efficiency events
- Interacted with approximately 2,738 customers
- Collected approximately 243 emails
- Drove 5,273 unique page visits to ComEd.com/HomeSavings

smart ideas
CLEAN UP ON REBATES
Now offering rebates on select ENERGY STAR® appliances.
ComEd.com/Rebates
ComEd | powering lives



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.

- **3 MWh savings achieved YTD**
- Estimated Completion Date: Currently investigating an extension of the pilot until August 2016 to capture summer savings data

Meter Genius (continued)

- 5,139 customers receive monthly reports. 300 customers have registered on the website; this 5% opt-in rate is above the expected target of ~3%. User engagement, once registered, has been high. Users typically spent 20 minutes on the website in January, and 47% of users answered over 100 questions on their home and energy consumption behavior.
- Percentage savings for registered users is 3%, but the savings are concentrated within groups that are highly engaged, increasing the number of participants that are highly engaged would likely increase the savings.

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 four industrial central plant customers for participation in this one year pilot and will then will then evaluate the technology's ability to deliver energy savings for the portfolio and determine the appropriate channel.

- **212 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 69% from the spending screen.

Smart Ideas for Your Home Projected Variances

- Fridge and Freezer Recycling
 - Due to the temporary suspension of the program, funds have been reallocated to other programs. There was a decrease of 45% from the spending screen.
- Elementary Energy Education
 - There was a decrease of 42% from the spending screen.

IPA Projected Variances

- Home Energy Report
 - The Power Smart Report being implemented by C3 concluded in December. There was a decrease of 32% from the spending screen.
- Sodexo/Roth – HVAC Demand Control Ventilation Program
 - The program has been discontinued for the remainder of PY8 and PY9. There was a decrease of 100% 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%
PY8			
Q3 Ex Ante	972,561	1,213,562	80% YTD

ComEd Environmental and Economic Impact

Performance Metrics (Equivalents)	PY8 Q3	PY7 Ex Ante	PY6	PY5	PY4	PY3	PY2	PY1
Net MWh	972,561	1,124,957	1,118,649	949,392	944,142	626,715	472,132	163,717
Carbon reduction (tons)	611,591	771,175	845,306	654,975	630,999	443,186	257,230	143,236
Cars removed from the road	128,755	162,352	161,441	128,420	123,719	86,895	49,205	26,238
Acres of trees planted	501,304	632,110	628,566	139,553	134,445	94,428	70,306	39,156
Number of homes powered for 1 year*	105,943	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 Q3
EEPS*	\$ 27,356,150	\$ 52,071,861	\$ 75,691,133	\$ 106,673,405	\$ 107,354,964	\$ 124,096,016	\$ 128,249,370	\$ 79,431,074
IPA	\$ -	\$ -	\$ -	\$ -	\$ 31,329	\$ 29,469,183	\$ 38,698,516	\$ 68,129,691
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
Total	\$ 34,305,960	\$ 63,543,477	\$ 104,350,144	\$ 141,723,392	\$ 140,951,943	\$ 185,128,616	\$ 200,676,321	\$ 163,224,103

EEPS*	PY1	PY2	PY3	PY4	PY5	PY6	PY7	PY8 Q3
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	\$ 79,431,074

IPA	PY1	PY2	PY3	PY4	PY5	PY6	PY7	PY8 Q3
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	\$ 68,129,691

DCEO	PY1	PY2	PY3	PY4	PY5	PY6	PY7	PY8 Q3
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 Q3
C&I Programs	\$ 12,093,550	\$ 23,957,908	\$ 35,764,723	\$ 54,033,210	\$ 55,573,971	\$ 74,531,783	\$ 78,936,840	\$ 49,973,007
Residential Programs	\$ 8,808,641	\$ 19,881,908	\$ 27,853,019	\$ 36,334,199	\$ 34,792,236	\$ 34,302,783	\$ 33,139,184	\$ 16,457,869
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	\$ 927,730
Education/Marketing	\$ 1,685,307	\$ 1,649,418	\$ 2,957,998	\$ 4,498,945	\$ 4,409,895	\$ 4,133,504	\$ 4,447,934	\$ 3,990,747
R&D/Emerging Tech	\$ 628,267	\$ 1,026,174	\$ 1,387,102	\$ 974,156	\$ 1,142,049	\$ 1,849,544	\$ 1,613,561	\$ 656,996
Portfolio Admin	\$ 2,464,359	\$ 2,359,629	\$ 2,959,915	\$ 2,002,949	\$ 3,478,203	\$ 1,576,545	\$ 976,472	\$ 756,767
Labor	\$ -	\$ -	\$ -	\$ 2,749,232	\$ 3,214,657	\$ 1,927,888	\$ 4,682,625	\$ 2,353,221
M&V	\$ 1,200,000	\$ 2,377,679	\$ 3,621,029	\$ 3,557,036	\$ 3,262,259	\$ 4,071,757	\$ 3,221,247	\$ 4,237,454
On-Bill Financing	\$ -	\$ -	\$ 64,018	\$ 173,494	\$ 228,477	\$ 132,562	\$ 110,736	\$ 77,281
Total	\$ 27,356,150	\$ 52,071,861	\$ 75,691,133	\$ 106,673,405	\$ 107,354,964	\$ 124,096,016	\$ 128,249,370	\$ 79,431,074

Total Resource Cost (TRC)

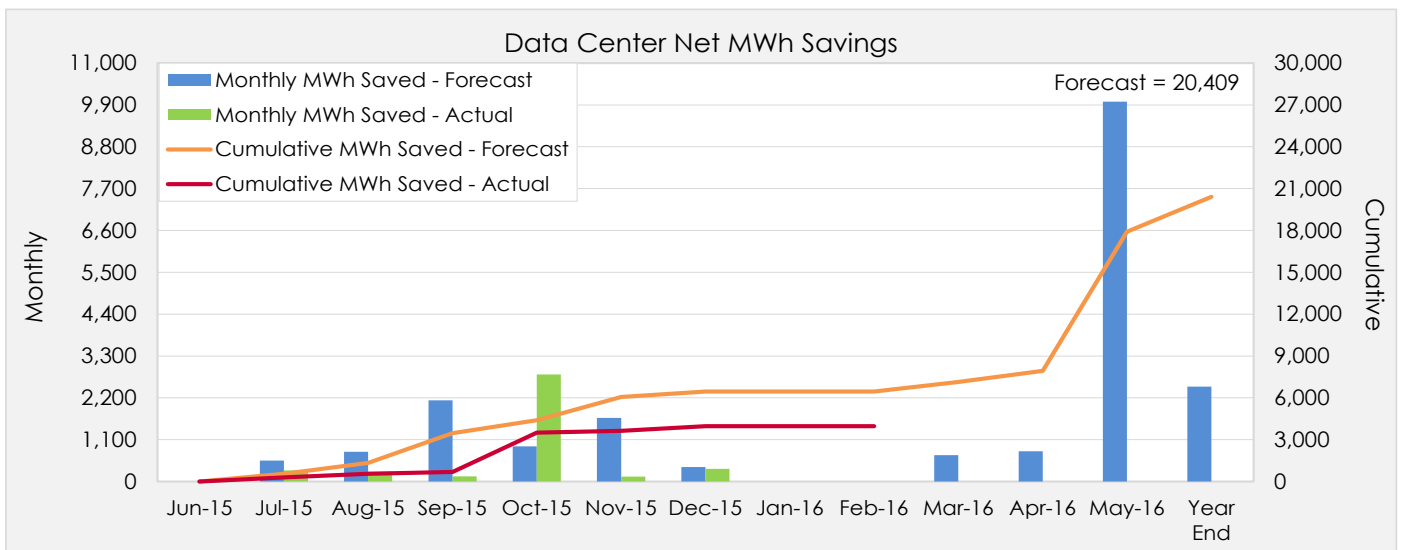
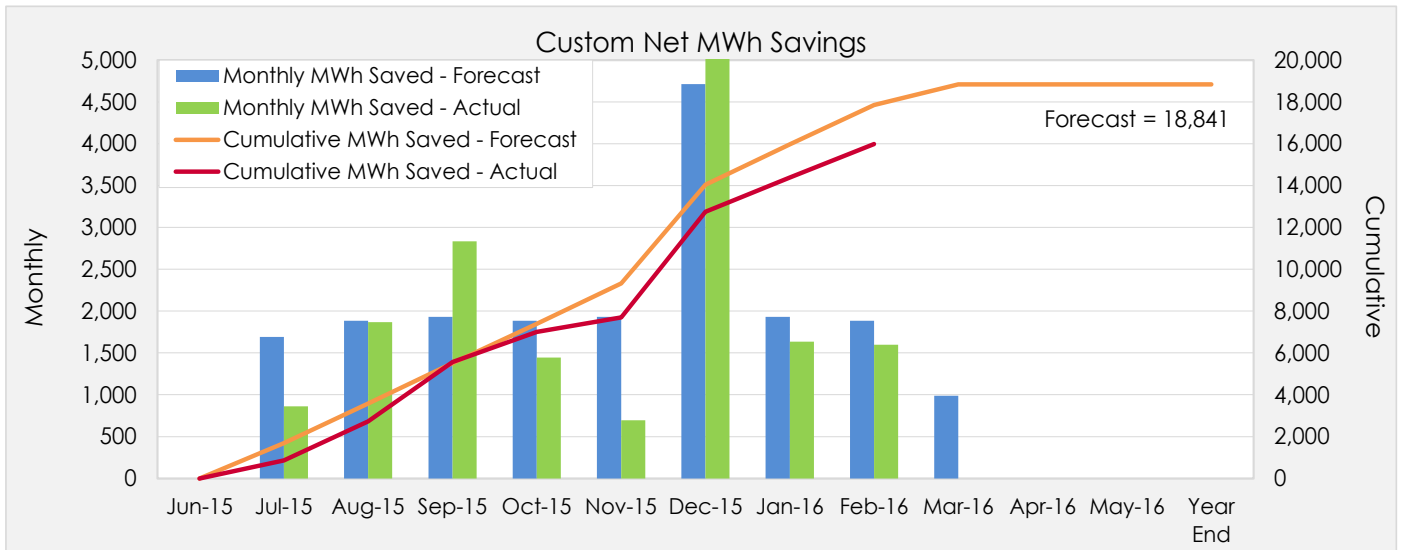
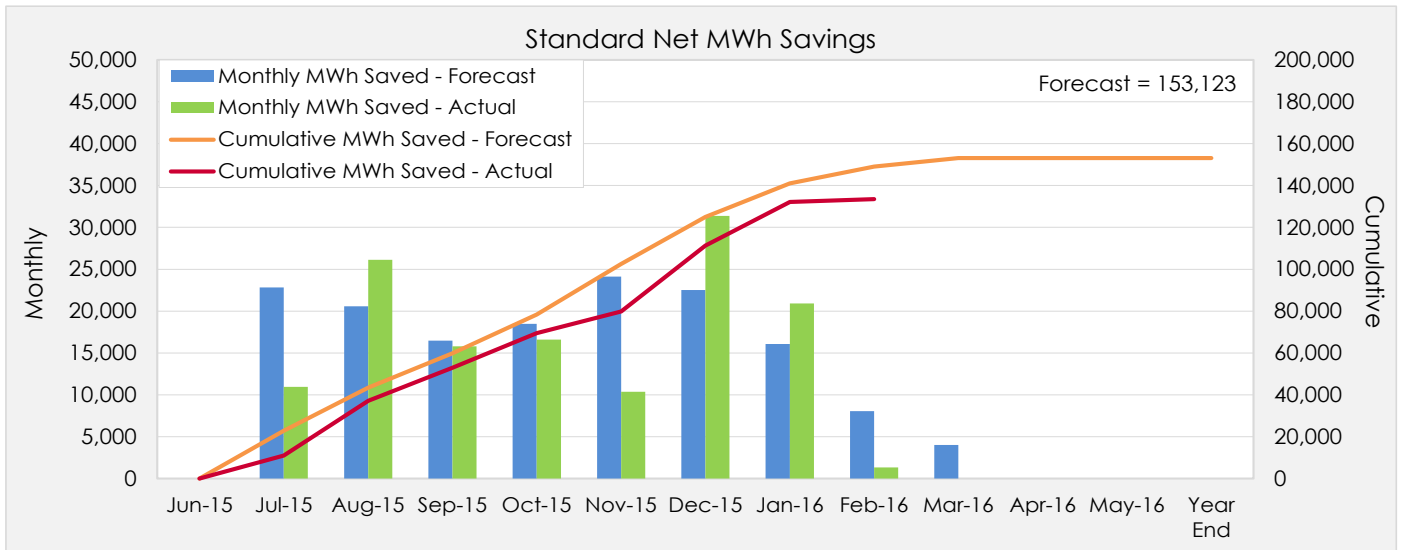
Portfolio TRC

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

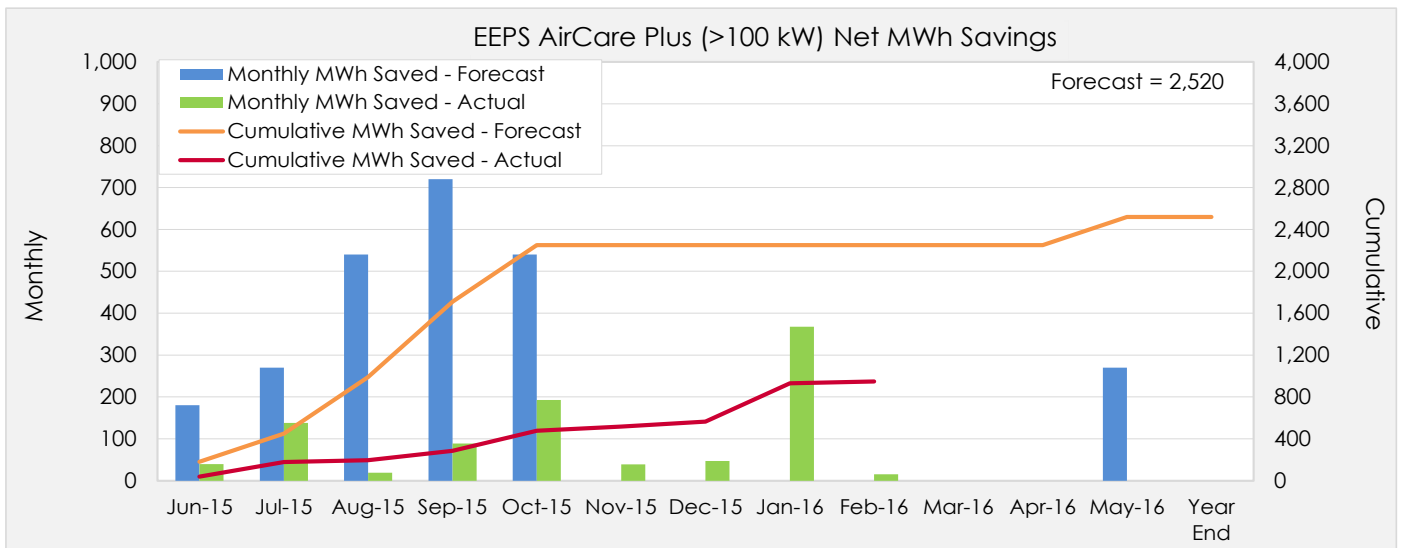
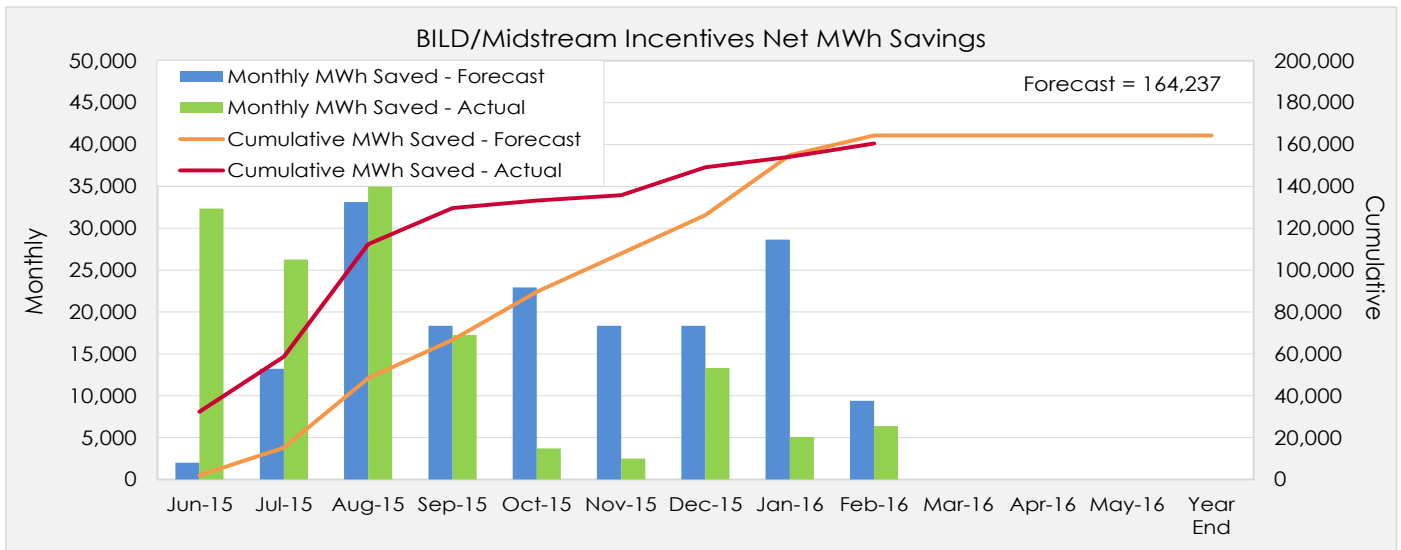
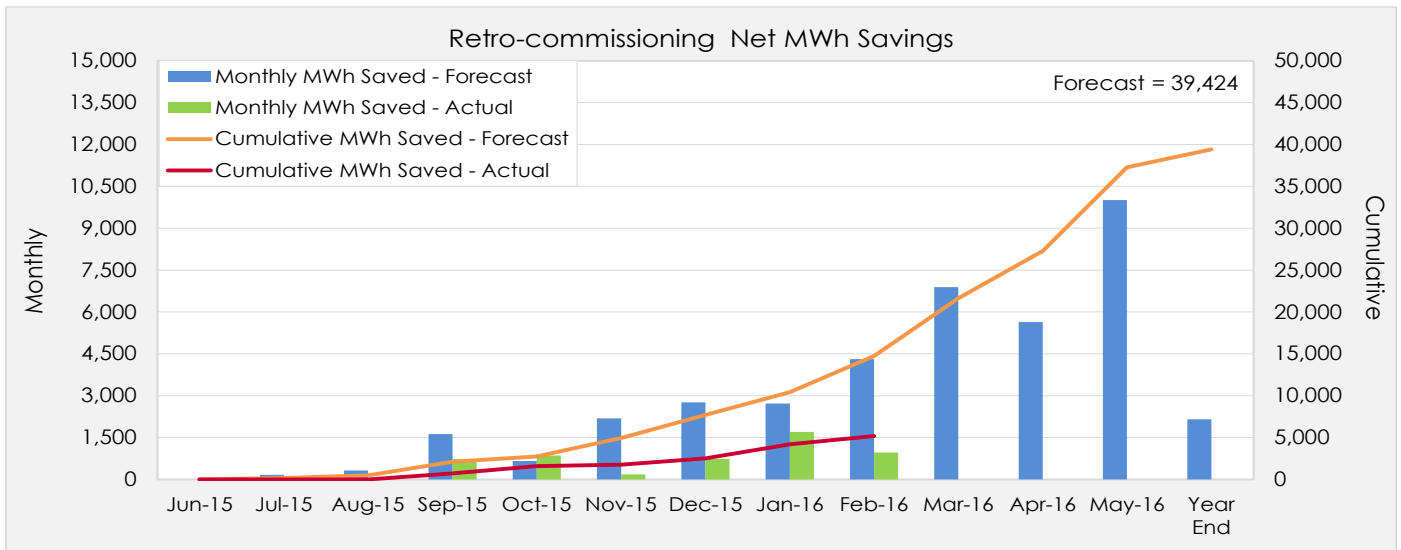
PY8 New Measure TRC

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

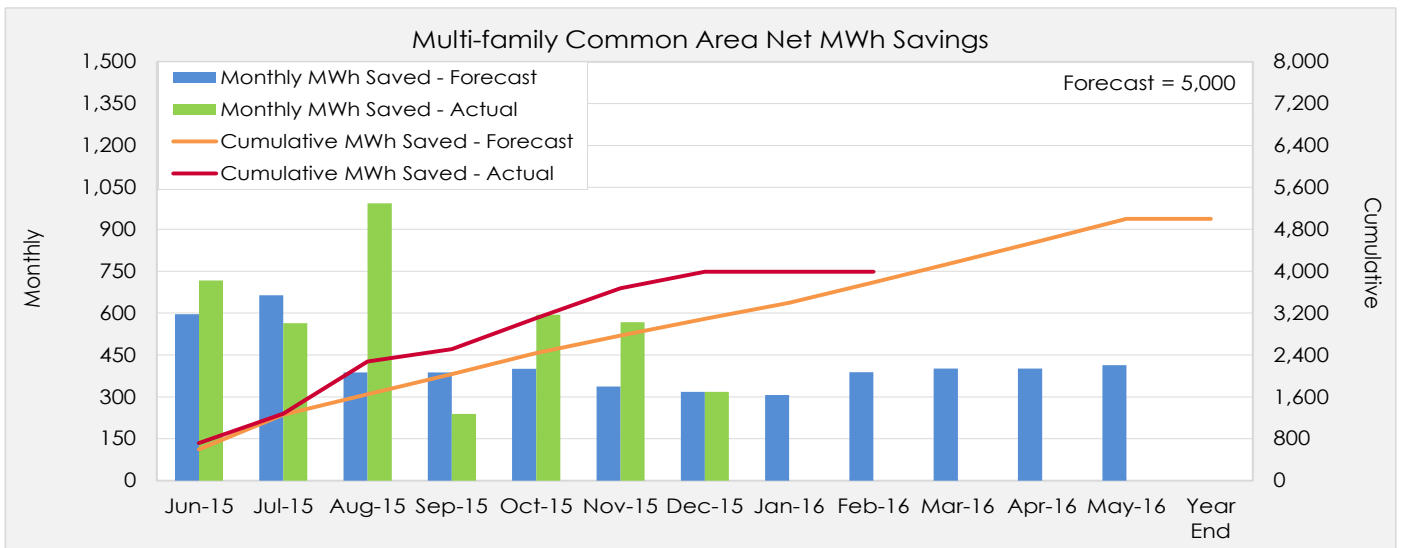
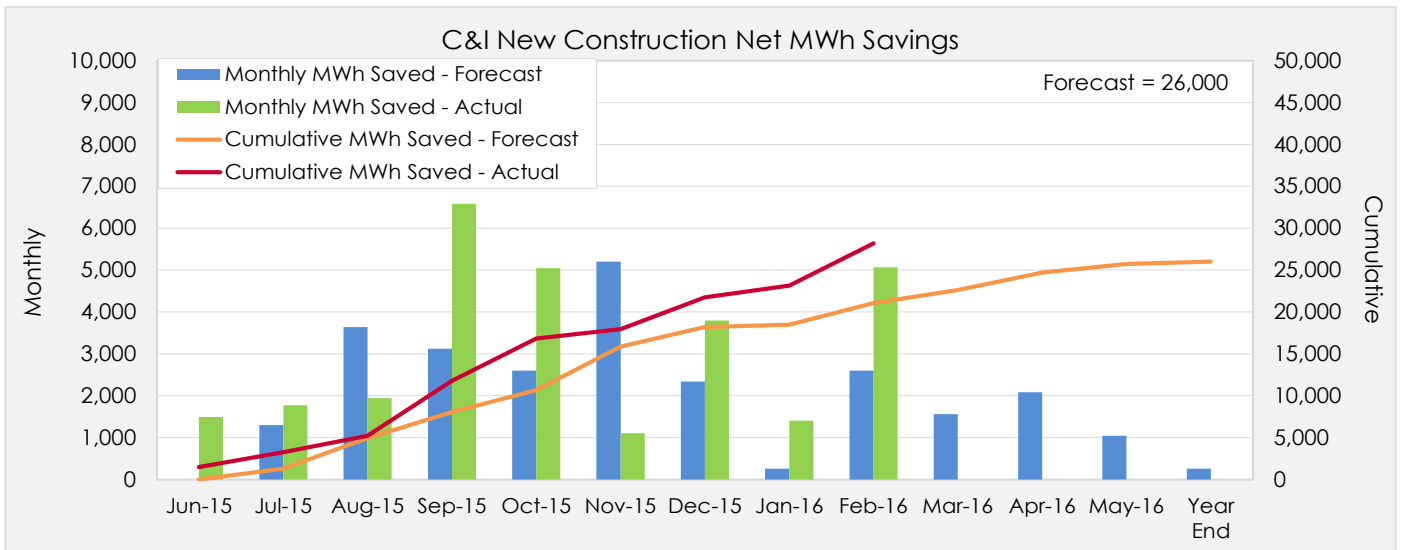
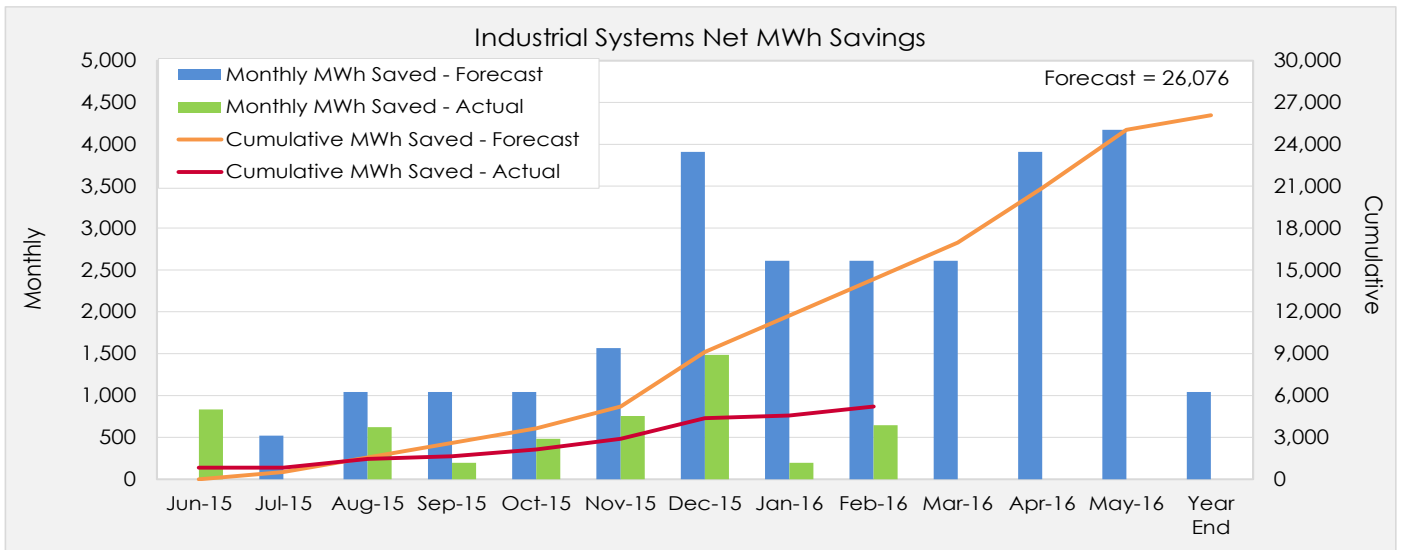
Smart Ideas for Your Business – YTD Results



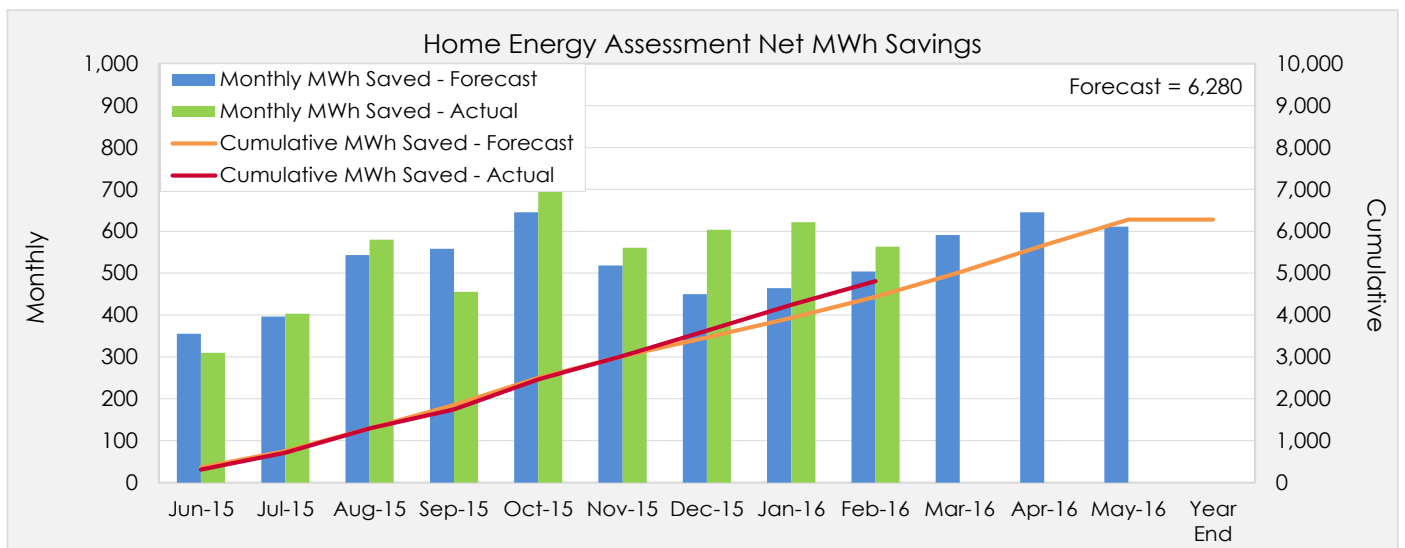
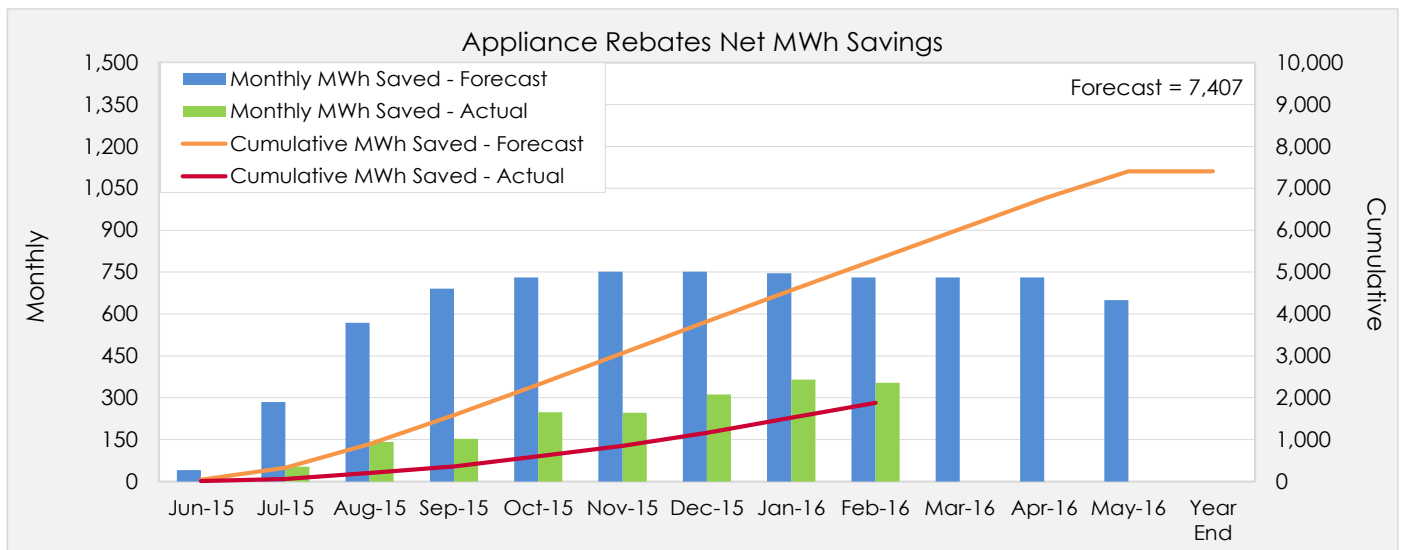
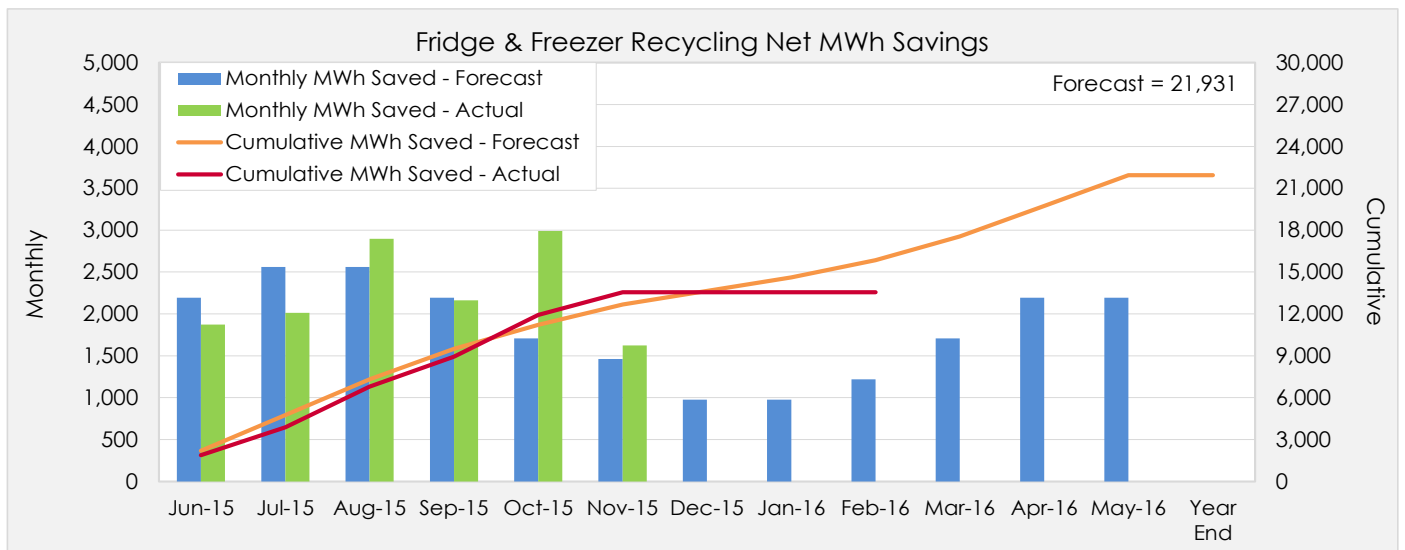
Smart Ideas for Your Business – YTD Results



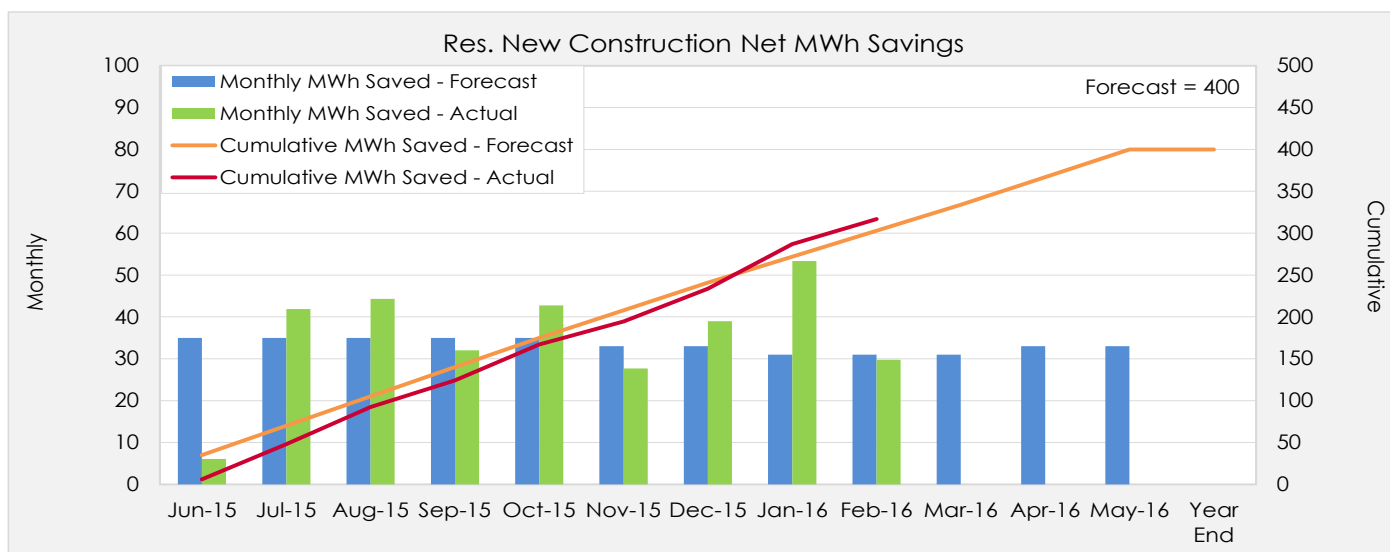
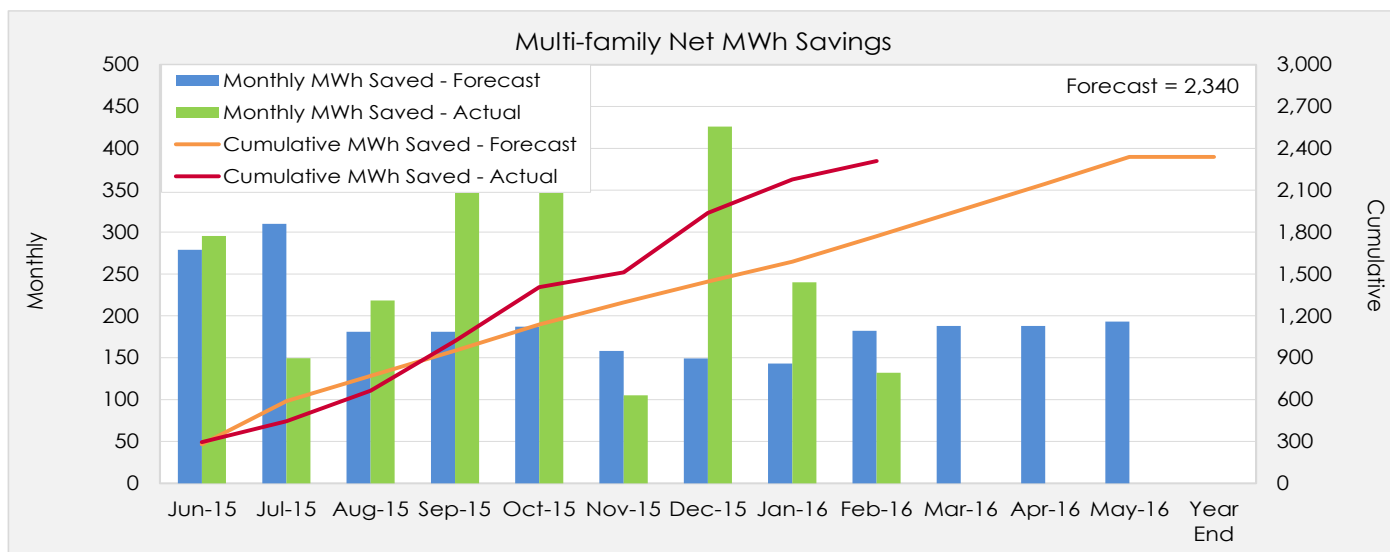
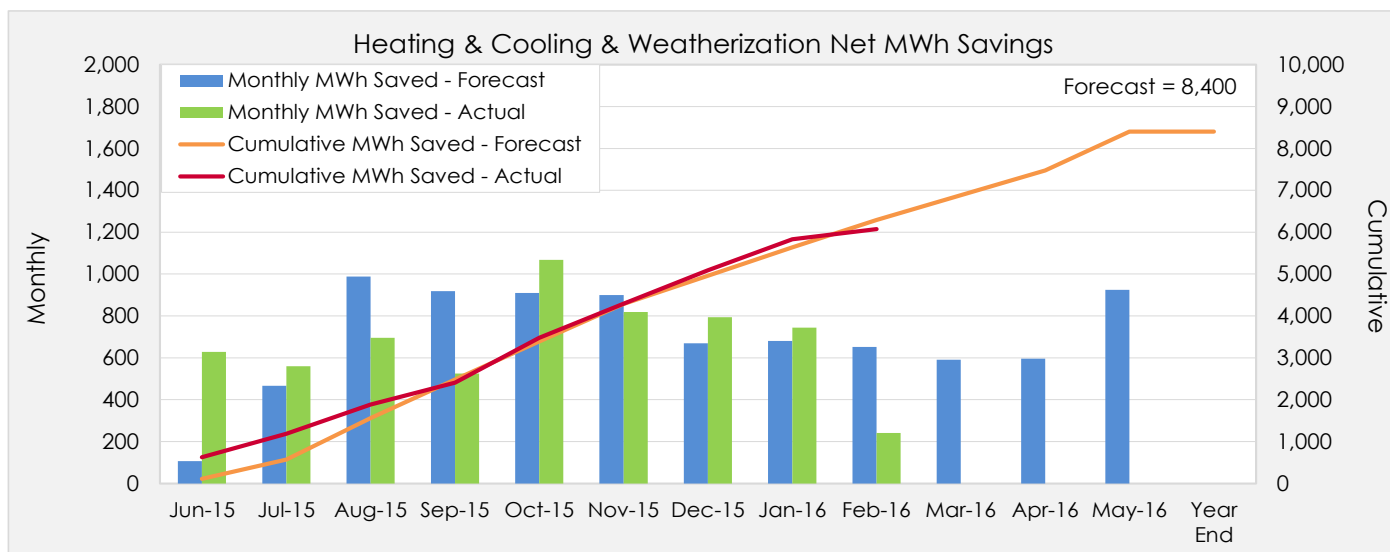
Smart Ideas for Your Business – YTD Results



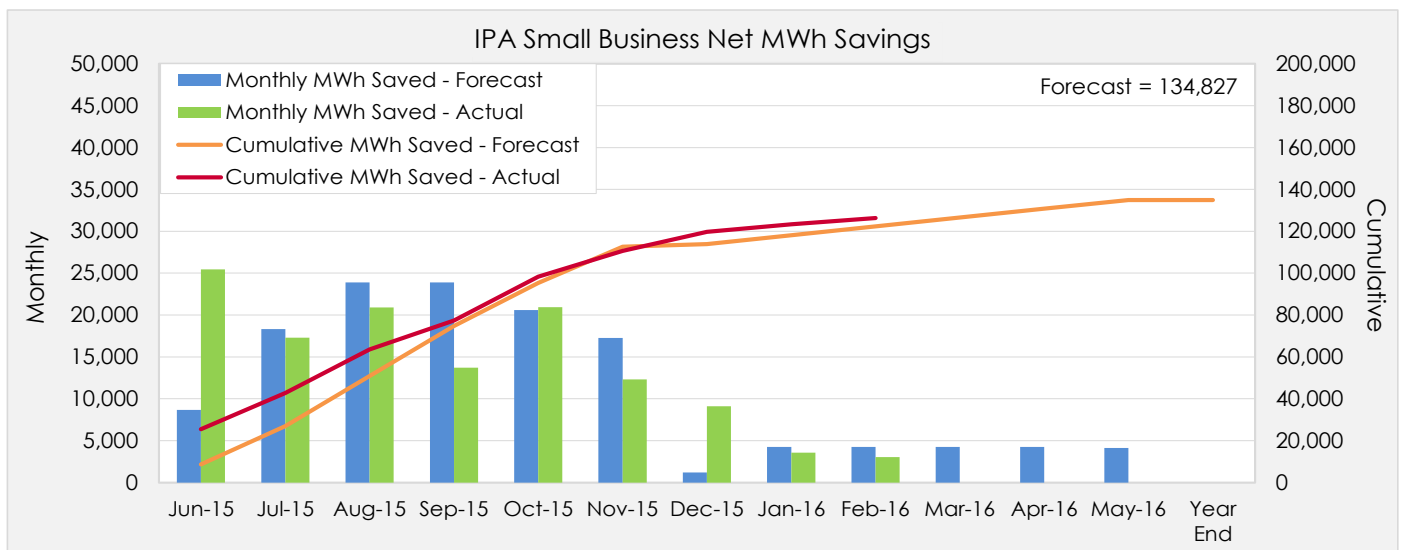
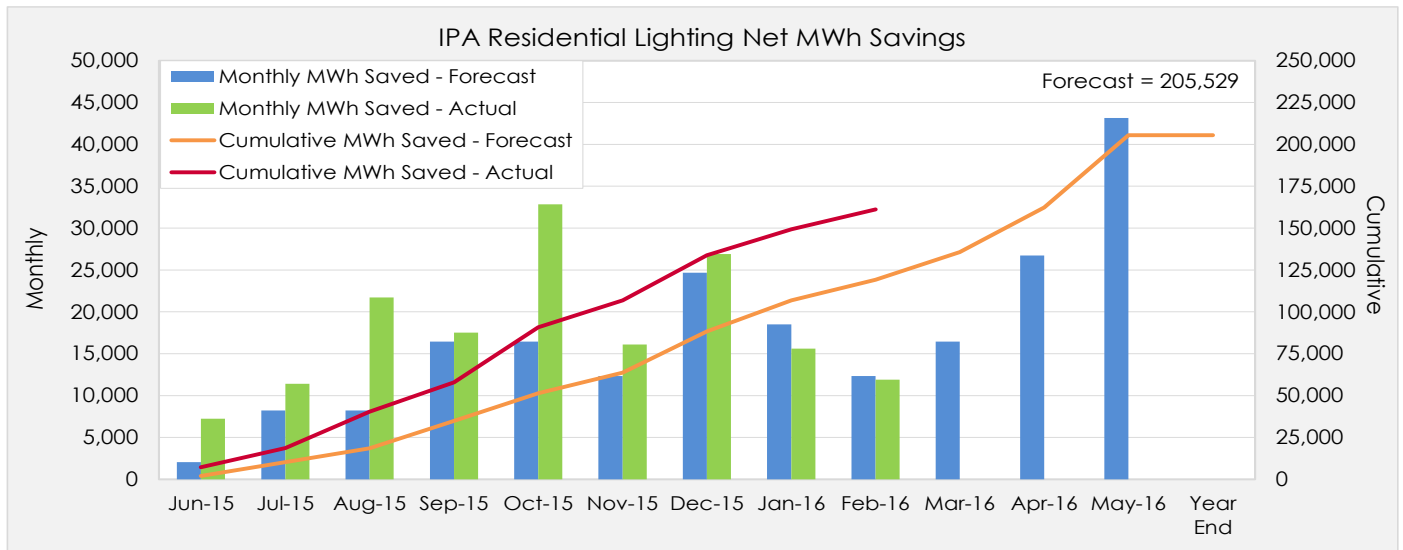
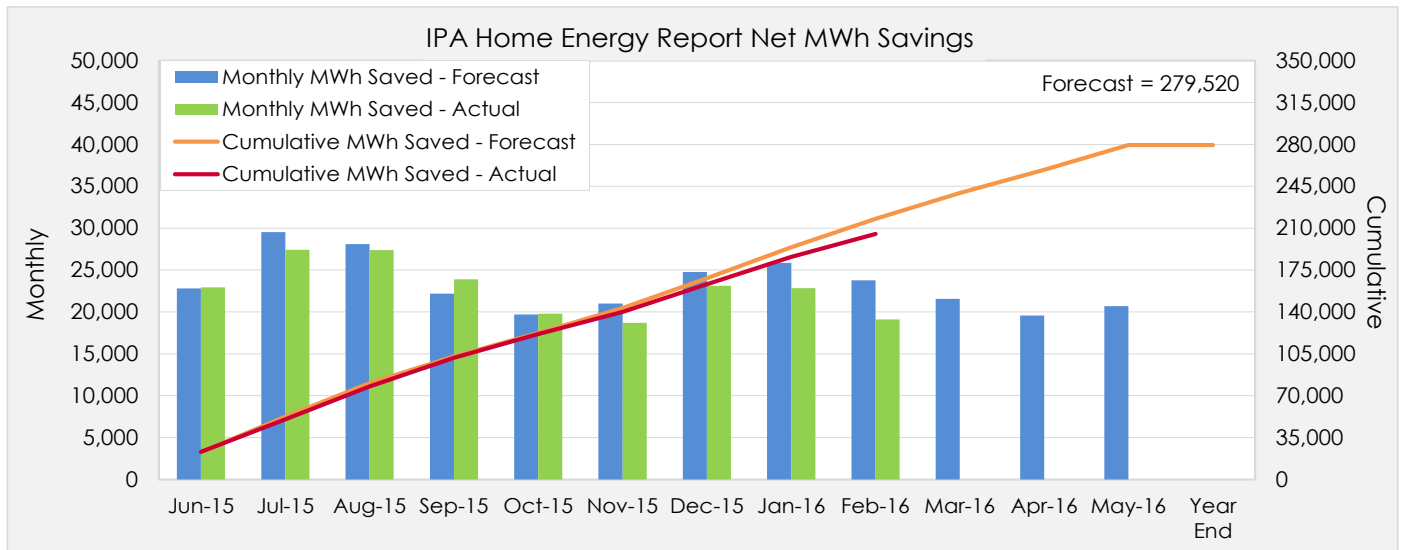
Smart Ideas for Your Home – YTD Results



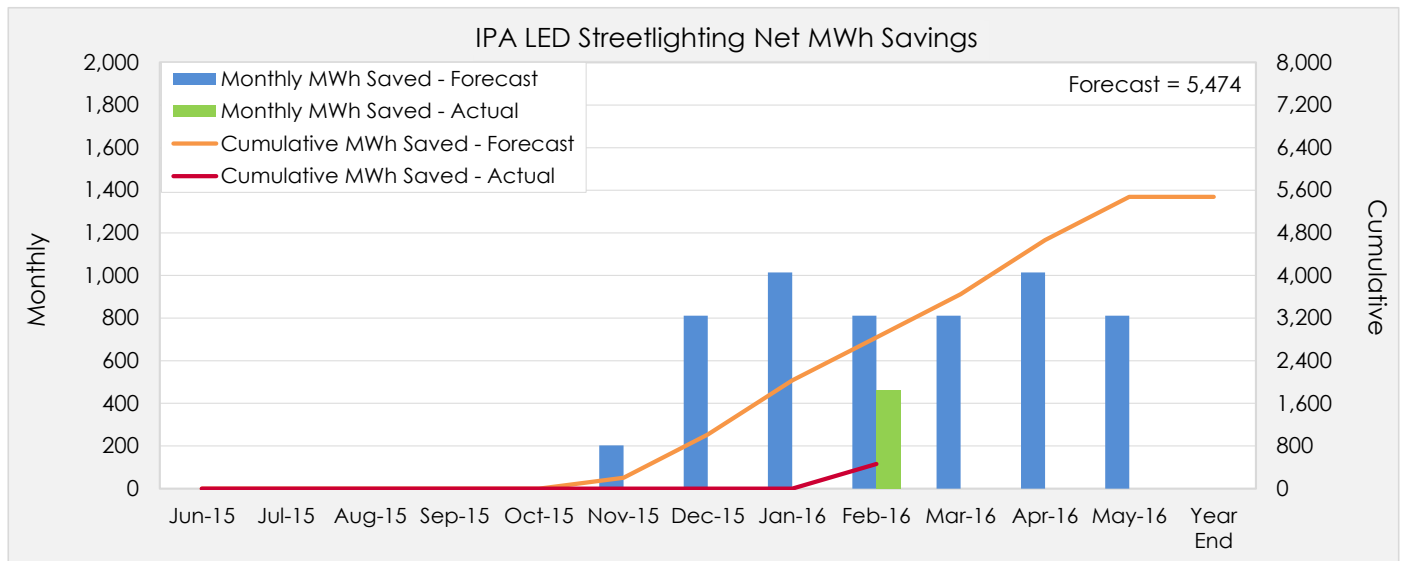
Smart Ideas for Your Home – YTD Results



IPA Programs – ComEd – YTD Results



IPA Programs – ComEd – YTD Results



IPA Programs – Third Party – YTD Results

