

# **ComEd's 2008 – 2010 Energy Efficiency / Demand Response Plan**



## **Plan Year 3 – Third Quarter Performance Update (June 2010 – February 2011)**

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

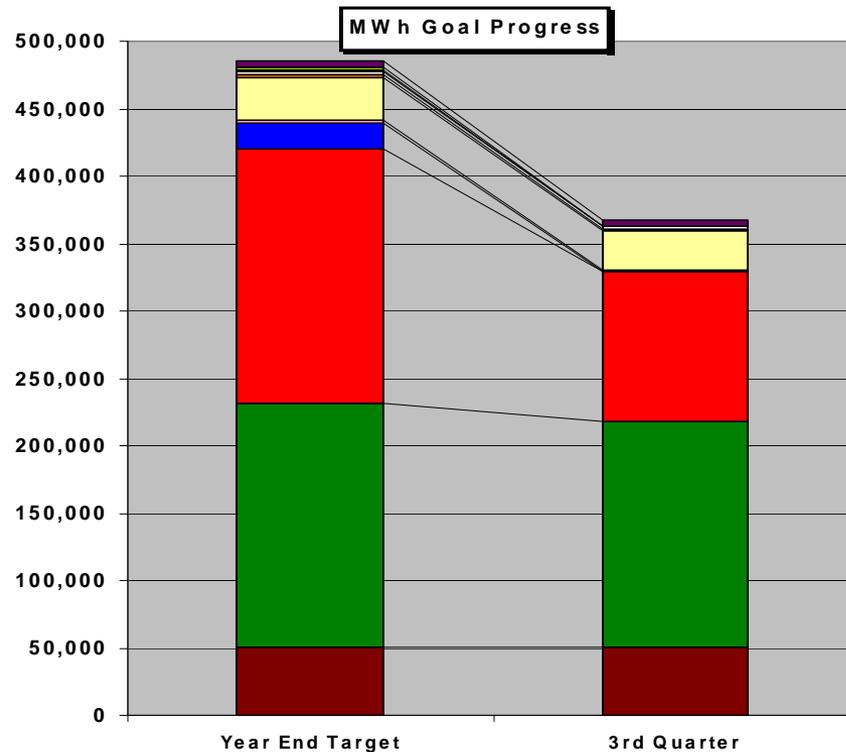
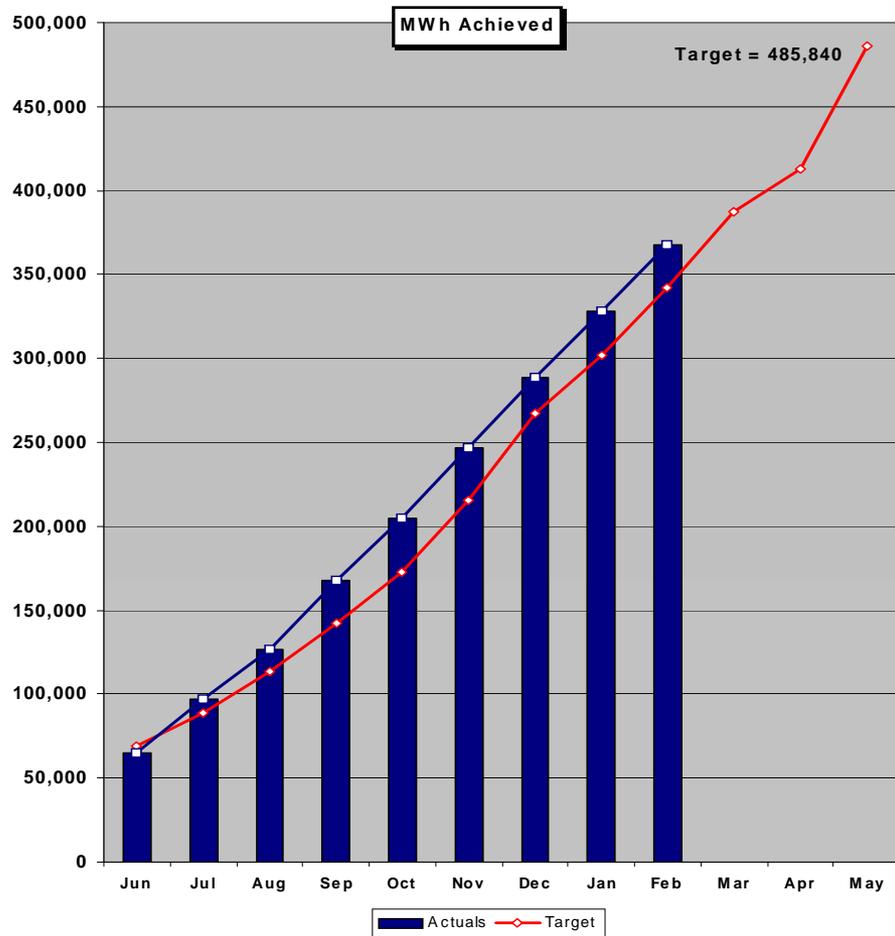
Portfolio Results			
	PY3 Quarterly Results	PY3 Statutory Goal	PY3 % of Goal Achieved
Energy Saved (MWh)	367,560	458,919	80%

Program Year 3 Ex-Ante Results						
Program	Gross MWh Year to Date	Realization Rate	NTG Ratio	PY3 Results	Revised Target Net MWh	% of Target Achieved
All-Electric Efficiency	2,526	0.95	0.95	<b>1,800</b>	2,664	68%
Appliance Recycling	55,315	0.73	0.71	<b>28,715</b>	30,900	93%
Central AC Efficiency	2,998	0.90	1.00	<b>1,499</b>	2,552	59%
ENERGY STAR® Lighting	328,010	0.70	0.70	<b>167,286</b>	181,155	92%
Multi- Family Direct Install Joint	5,767	0.95	0.90	<b>4,383</b>	5,400	81%
Single Family Home Performance	378	0.90	0.85	<b>289</b>	340	85%
Single Family Joint Programs	526	0.90	0.85	<b>355</b>	2,040	17%
Prescriptive & Custom	158,975	1.00	0.70	<b>111,283</b>	182,106	61%
Mid-Stream C&I Lighting	46	0.65	0.60	<b>19</b>	7,020	0%
Retrocommissioning	683	0.95	0.90	<b>584</b>	18,700	3%
C&I New Construction	1,561	0.80	0.75	<b>874</b>	2,490	35%
CFL Carryover				<b>50,473</b>	50,473	100%
<b>Totals</b>	<b>556,785</b>			<b>367,560</b>	<b>485,840</b>	76%

\*Due to Rounding, Target Net MWh may not equal Target Gross MWh multiplied by the Realization Rate and the NTG Ratio.

# ComEd Portfolio Summary

- ComEd's portfolio is on track for the Plan Year 3 statutory goal of 458,919 MWh
  - The Business Solutions program activity has been brisk.
  - The Residential Solutions program activity is steady.
    - ENERGY STAR Lighting Program has sold over 7,800,000 CFLs
    - Appliance Recycling has picked up over 31,000 units
    - All-Electric Efficiency and Single Family Home Performance Programs have retrofitted over 4,000 housing units
    - Joint Programs with Nicor and Integrys - Single Family and Multi-Family are progressing



- Multi-Family Combined Joint Programs
- Single Family Combined Joint Programs
- Single Family Home Performance
- Central A/C Efficiency Services
- Multi-Family All-Electric Efficiency Upgrade
- Appliance Recycling
- C&I New Construction
- C&I Retrocommissioning
- C&I Prescriptive/Custom
- Energy Star Lighting
- CFL Carryover

NOTE – All MWhs Savings reported are “net” savings

# Smart Ideas for your Business - Prescriptive/Custom



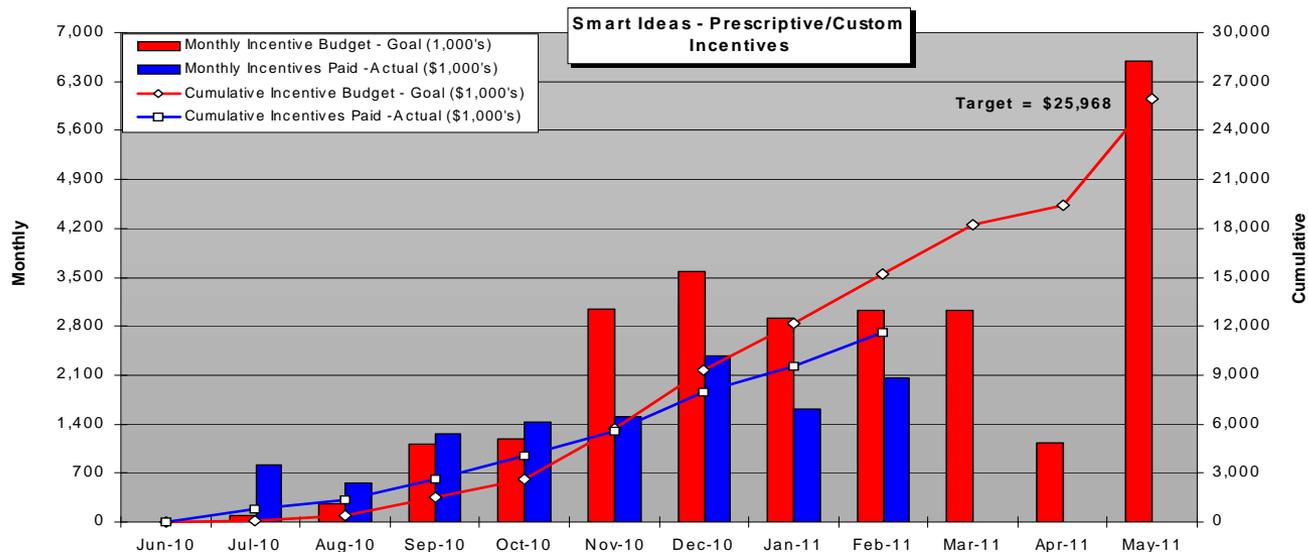
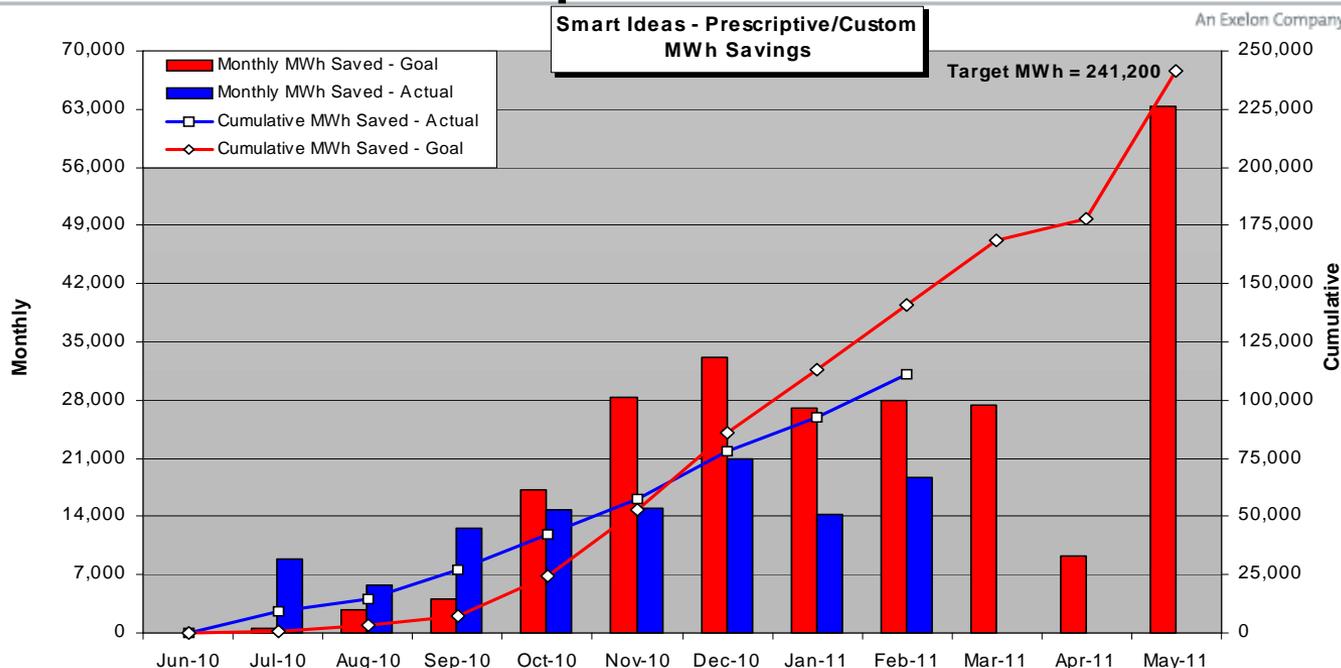
An Exelon Company

## Program Overview

- The Program Plan goal of 241,200 MWh
- Revised target is 182,106 MWh

## Results through 02/28/11

- There are 3,773 active projects with completed and reserved savings totaling 186,973 MWh (78% of goal)
- **Completed Projects**
  - 2,525 Projects
  - 111,283 MWh Saved (46% of goal)
  - \$11.6 M Incentives Paid
- **Reserved Projects**
  - 1,127 Projects
  - 75,690 MWh Potential
  - \$7.8M Potential Incentives
- **“Under Review” Projects**
  - 121 Projects
  - 9,694 MWh Potential
  - \$1.0 M Potential Incentives



## Program Highlights

- Trade allies still key driver but we are developing other channels to the customer
  - Leverage ComEd Large Customer Services Managers
  - Additional KEMA outreach staff
  - Increase general program awareness which is still very low
- Adjusted incentives on a number of key measures
  - Increased incentives on T12 replacements, HID to high bay fluorescent technologies
  - Created a “prescriptive” incentive on variable speed drives- this provides trade allies and customers with certainty regarding VSDs which will simplify the sales transactions
  - Increased the incentive for occupancy sensors to \$.15/Watt controlled (up from \$.09/Watt controlled)
- Progress toward PY3 goal
  - Almost 4,000 applications submitted
  - 2,525 Paid Applications with 111,283 MWh of savings

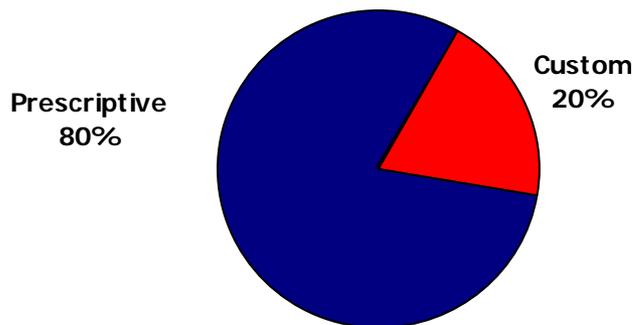
## Program Highlights (continued)

- Marketing and outreach
  - Added KEMA outreach support for trade ally network
  - Analyzing customers for marketing segmentation approach

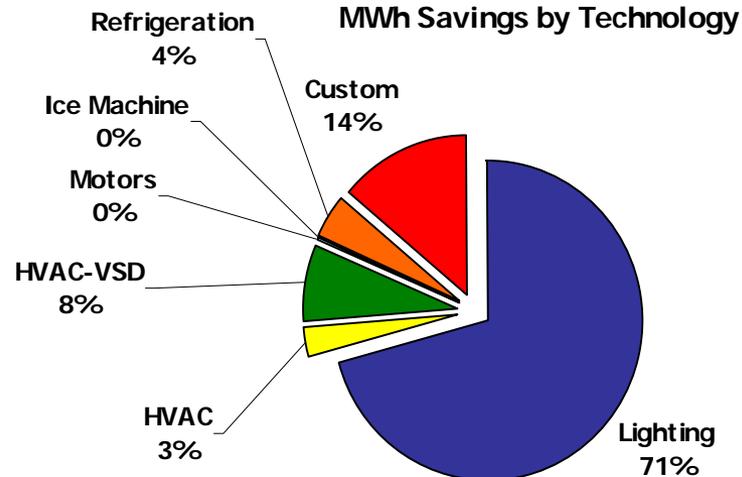
## Program Challenges / Issues

- General awareness is somewhat low and more outreach is needed
- Market research is needed to determine the best companies for targeted outreach

MWh Savings by Project Type



MWh Savings by Technology



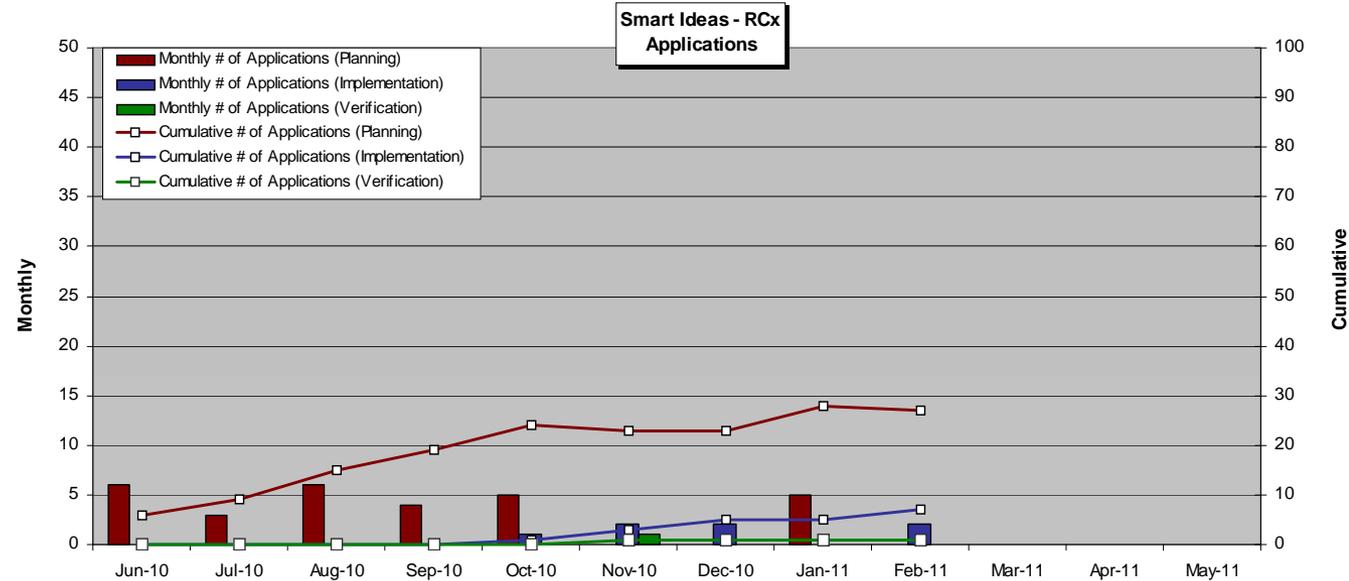
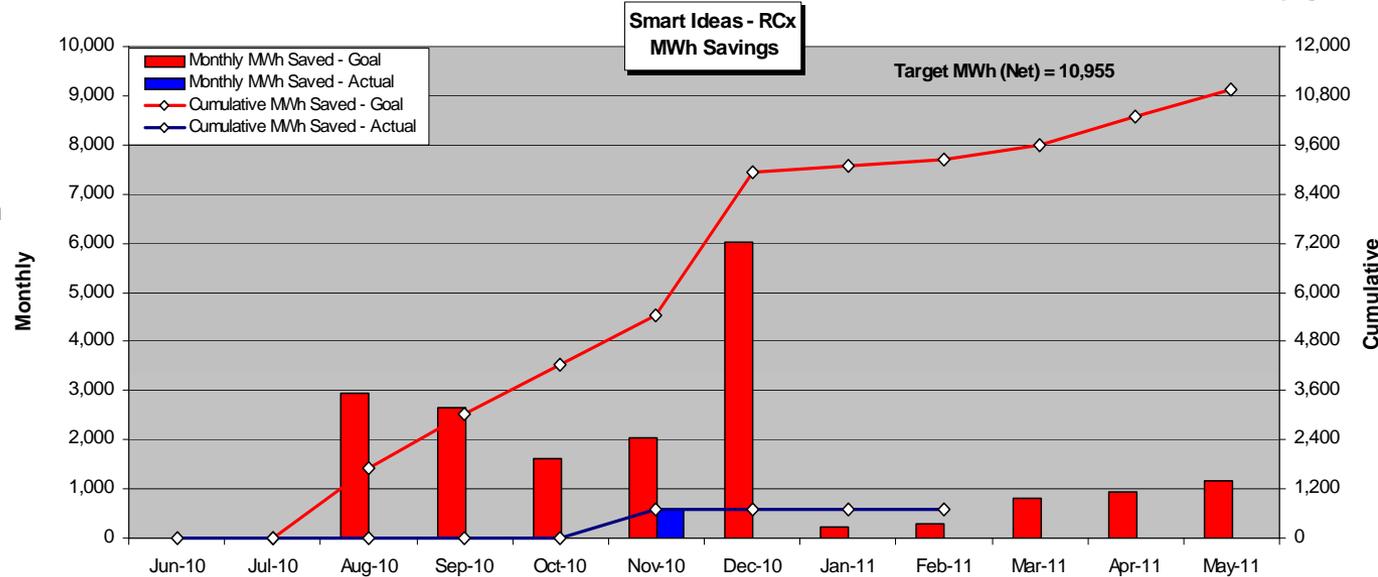
# Smart Ideas for your Business- Retrocommissioning (RCx)

## Program Overview

- The Program Plan goal of 10,955 MWh
- Revised target is 18,700 MWh
- Retro-commissioning Process
  - Planning Phase
  - Implementation Phase
  - Measurement & Verification

## Results through 2/28/10

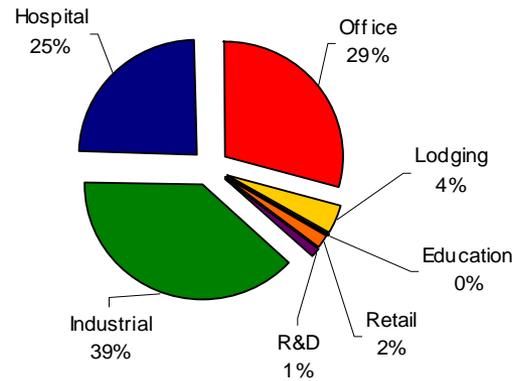
- One project completed to date
- 40 projects are expected to complete M&V for Program Year 3
  - Projected savings of 26,644 MWh
  - 64% of incentive budget paid
  - 93.3% of incentive budget allocated
- 2 Monitoring-based Cx pilots
  - 2 different approaches
  - 2 different building types
  - Projected savings of 855 MWh in next 12 months



## Program Highlights

- Retro-commissioning incentives have seen a large number of applications and kWh savings
- 11 retro-commissioning service providers (RSPs) are affiliated with the RCx program, and 8 have submitted projects for PY3. An RSP scoring system and Quality Assurance/Quality Control metrics have been developed. 18 new RSPs have been added for PY4 and are active.
- 9 RSPs are affiliated with the Compressed Air program and 4 have submitted projects for PY3.
- New niche markets (industrial refrigeration, process chilled water, etc.) are being explored
- Monitoring-based commissioning pilots are integrating new technology-based approaches

MWh Savings by Building Type (PY3)



## Program Challenges / Issues

- Managing consistency and uniformity across RSPs
- Developing new pipelines for continued growth
- Ensuring customer implementation by established deadline

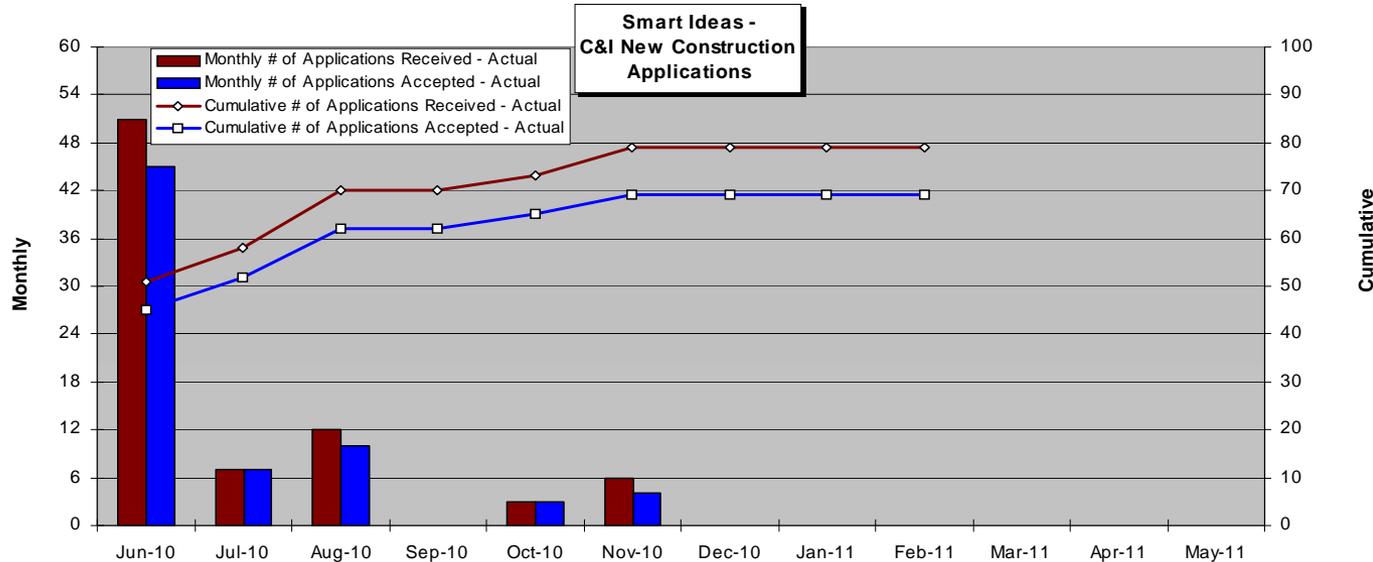
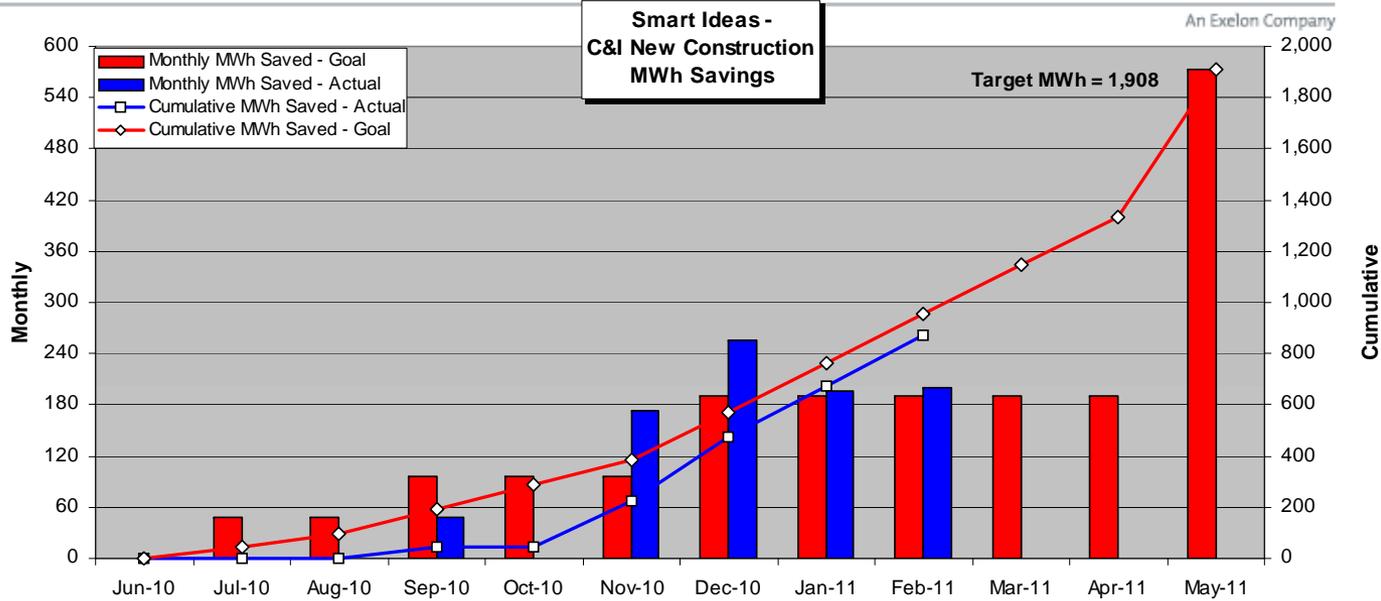
# Smart Ideas for your Business- C&I New Construction

## Program Overview

- The Program Plan goal of 1,908 MWh
- Revised target is 2,490 MWh
- “Three-Track” approach allows customers in various stages of design to participate

## Results through 2/28/11

- 133 applications received since inception
- 122 applications accepted since inception with expected savings of 17,432 MWh
- Projects for Program Year 3 include
  - 57 New construction, 7 addition, 5 renovation
  - Estimated Incentives of \$666,613



## Program Highlights

- PY3 Projects, as of 2/28/11
  - 24 Projects Paid
  - Plan Gross Reserved Savings Goal of 6,630 MWh exceeded (7,615 MWh actual)
- Applications are already being accepted for Program Year 4 and Program Year 5
  - 47 Projects (School, Retail, Office, and Hospital)
    - 38 New Construction
    - 5 Addition
    - 4 Renovation
  - \$1,294,192 Estimated Incentives
  - 11,452 MWh projected in gross savings
- Training
  - HVAC Technology Enhancements & Design Solutions, June 15, 2010 – 99 attendees
  - Lighting and Daylighting with Efficiency; October 6, 2010 – 72 attendees
  - Direct Digital Control Systems for High Performance Buildings; December 7, 2010 – 46 attendees
  - Passive Thermal Design for Energy Efficiency and Indoor Comfort; February 10, 2011 – 44 attendees
  - Designing HP Buildings: Using an Integrative Design Process; April 14, 2011 – 4 enrolled

## Program Challenges / Issues

- Tracking and managing projects for PY4 and PY5
- Incentives may be too low to attribute behavior change to the program
- Uncertain economic climate has slowed new development in the private sector

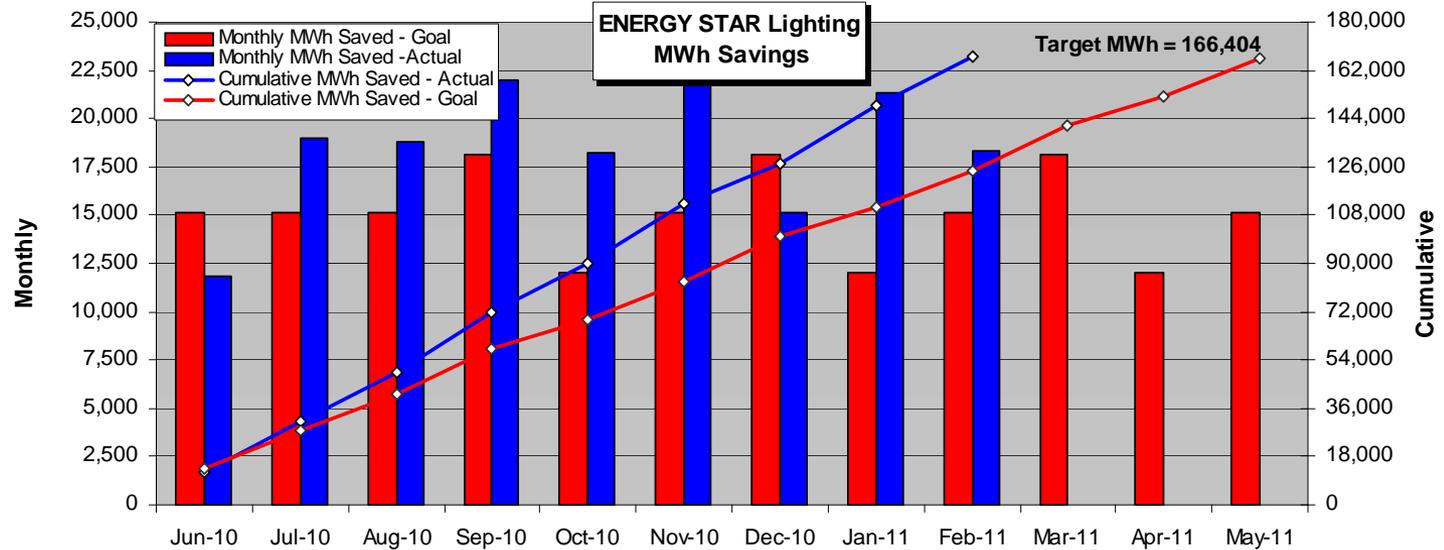
# Smart Ideas for your Home – ENERGY STAR® Lighting



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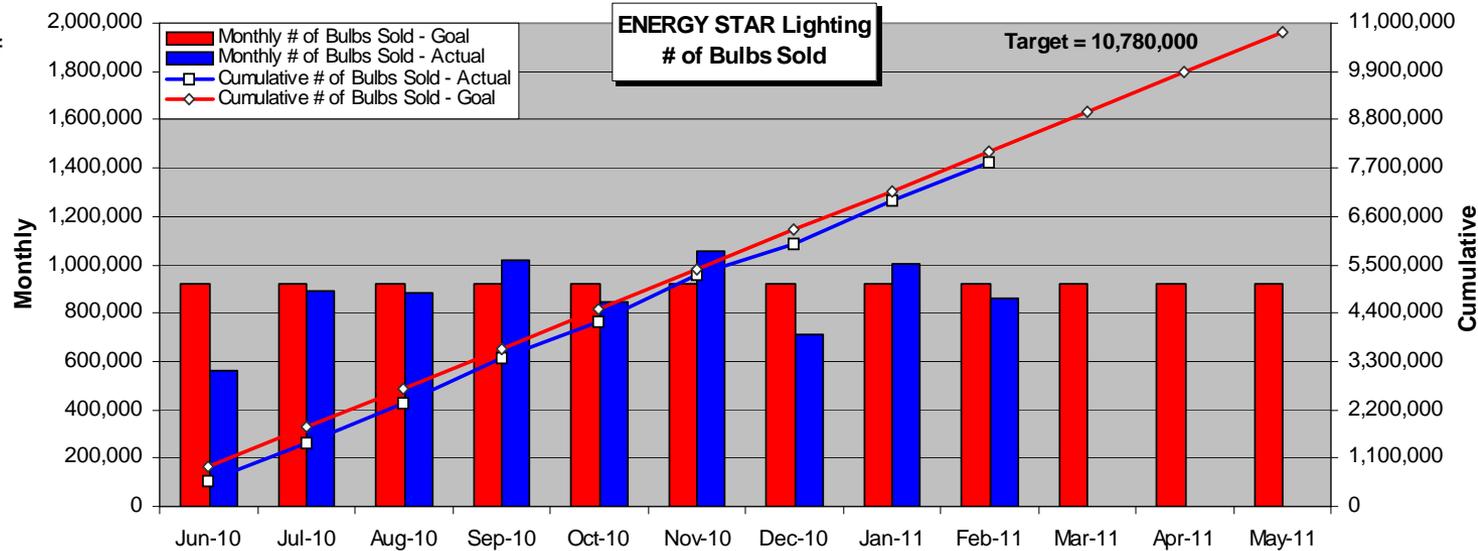
## Program Overview

- The Program Plan goal of 166,404 MWh, totaling 10.7 million CFLs and 90,000 fixtures
- Revised target is 181,155 MWh, 11.1 million CFLs and 83,600 fixtures



## Results through 02/28/11

- Energy Savings – 167,286 MWh (101% of goal)
- 7,847,151 bulbs (73% of goal) sold (specialty & twists)
- 55,543 fixtures sold (62% of goal)



## Program Highlights

- **Increased CFL goal from 10.78 million to an aggressive 11.1 million**
- **Sold over 7.84 million CFLs – Goal: 11.1 million (71% to goal)**
  - Wal-Mart – added 6 standard and 25 specialty SKUs
  - Lowe's - successfully up and running after November launch
- **Sold over 55,000 fixtures – Goal: 83,664 (66% to goal)**
  - Home Depot – added 5 ceiling fixture SKUs
  - Menards – added desk lamp
  - Wal-Mart – added desk lamp
- **Field reps serviced more than 700 retail locations and performed 80 (239 to date) retail education demonstrations**
  - Participated in the grand opening of a new Menards store in Sterling – all day demo
- **CFL Web Video**
  - Filmed a “fun” educational web video on location at The Home Depot to educate customers on the merits of CFLs – video launched in March on ComEd home page
- **E-mail Campaign**
  - E-mailed customers an interactive CFL Quiz – “So You Think You Know Everything About CFLs”
- **Since inception of recycling program more than 167,000 CFLs recycled (True Value, Ace Hardware, The Home Depot)**
- **Issuing PY4 Memorandum Of Understanding to various lighting retailers/manufacturers**
- **Finalized the contract with APT to implement the lighting program for PY4-6 and clothes washer rebates for PY4-5**
- **Won an ENERGY STAR 2011 Partner of the Year Award for Program Delivery (Smart Ideas Portfolio) – award to be presented March 12<sup>th</sup> in DC**

## Program Challenges / Issues

- Sam's Club – GE produced signage continues to experience challenges and has not launched
- Menards – low fixture (Maxlite ceiling) inventory
- Lowe's – waiting for a signed Memorandum Of Understanding from GE so we can add GE (house brand) product
- Walgreens – CFL inventory issues
- Meijer – CFL inventory issues
- CVS – reluctant to place any more orders – will not be participating in PY4
- K-mart – trying to add them as a partner, but slow to respond
- Dominick's – trying to add them as a partner, but issues with allowing our field reps in the store
- Sales data – getting timely sales data is consistently a challenge from most vendors

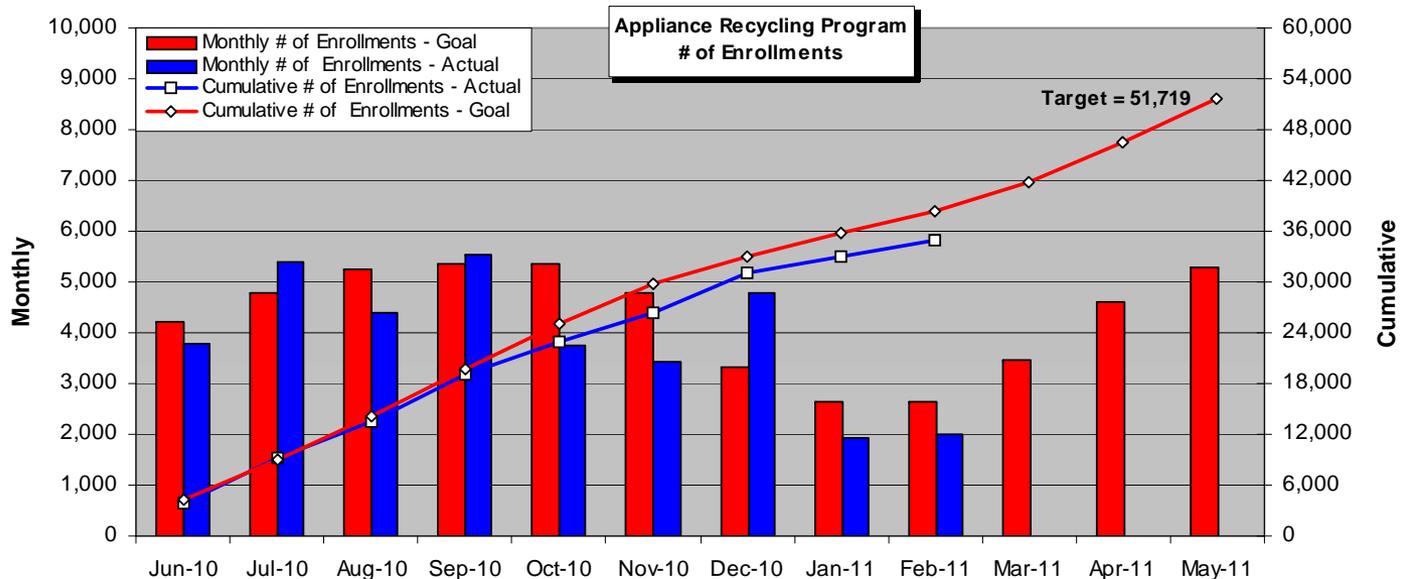
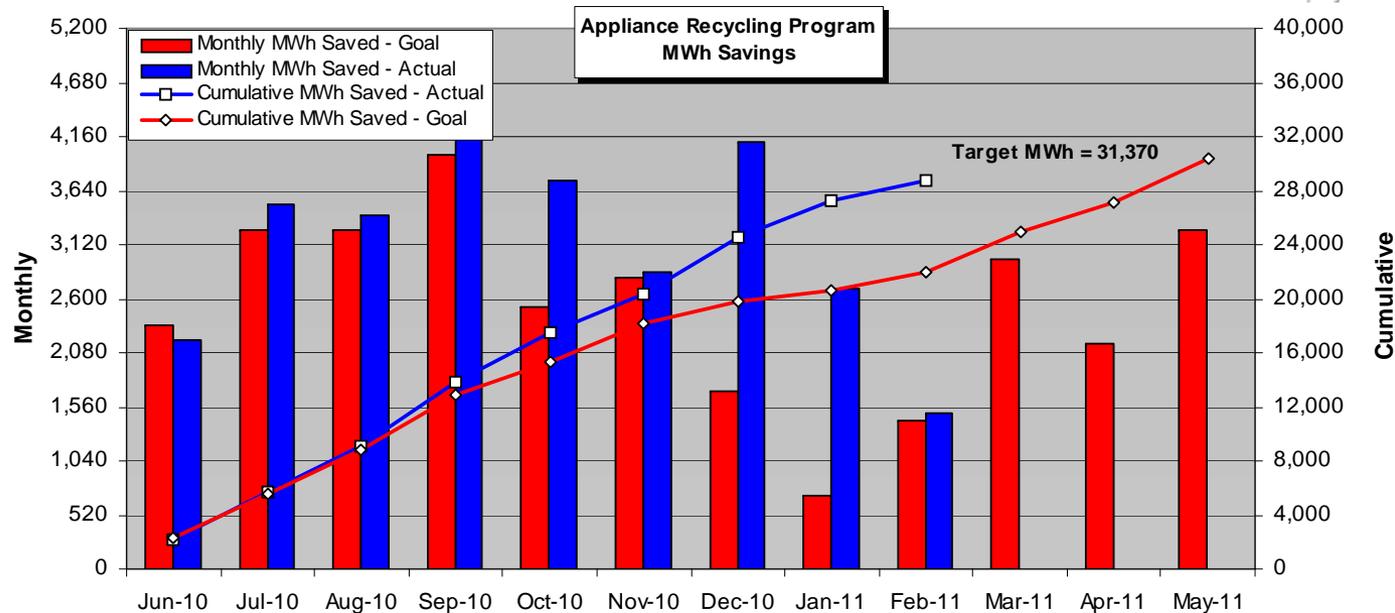
# Smart Ideas for your Home – Appliance Recycling

## Program Overview

- The Program Plan goal of 31,370 MWh, targeting 38,500 units and 51,719 enrollments
- Revised target is 30,900 MWh

## Results through 02/28/11

- Energy Savings – 28,715 MWh (92% of goal)
- Enrollments total 34,976 (68% of goal)
- 31,336 total appliances picked up (81% of goal)



## Program Highlights

- Transitioned from a \$25 incentive to a \$35 incentive
- Customers continue to learn about the program mostly through residential bill inserts, appliance retailers, friends or neighbors
- Retail partnerships continue to provide several hundred units each month
- Surpassed January pick-ups by nearly 2,500 units
  - Effects from December limited time \$35 offer
- To date, program is running ahead of overall forecast

## Program Challenges/Issues

- February continues to be a very low enrollment month
- Working to ensure new marketing and awareness tactics will produce the enrollments needed to meet Quarter 4 targets
- Maintaining momentum into the first quarter of PY4 to meet steep summer goals
- Customers who cancel because they decide to keep the unit are an area of concern; forming a small team to investigate tactics to engage these customers in the program

# Smart Ideas for your Home – Multi-Family All-Electric Efficiency Upgrade

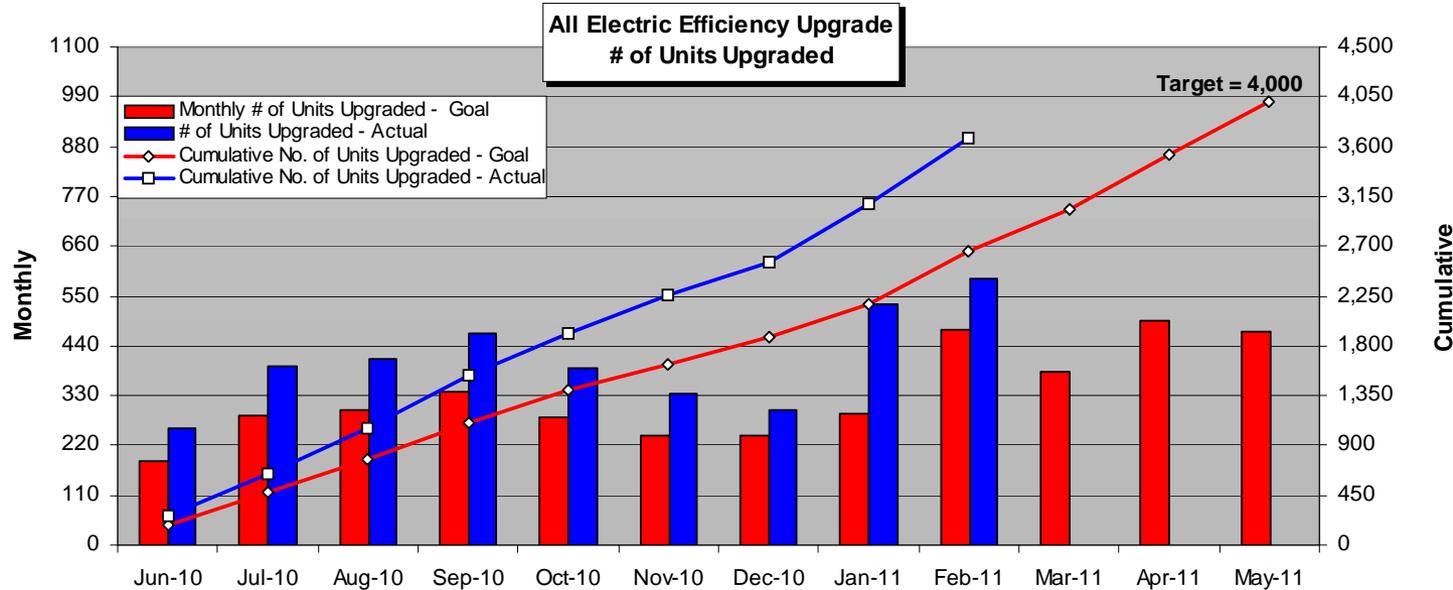
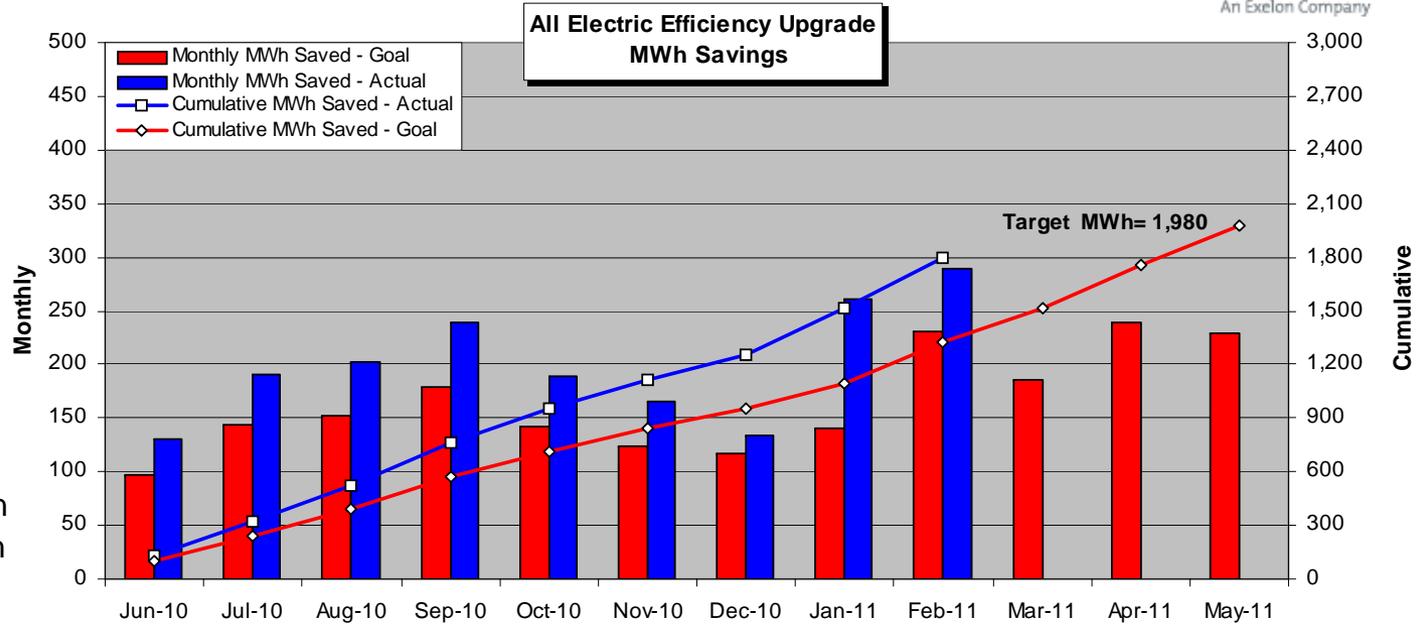
An Exelon Company

## Program Overview

- The Program Plan goal of 1,980 MWh which will require 4,000 units upgraded
- Revised target is 2,664 MWh

## Results through 02/28/11

- 3,671 units upgraded (i.e., at least one energy conservation measure has been installed in each unit)
- 1,800 MWh saved (91% of goal)
- 3,925 units in buildings surveyed – 94% of units in these buildings have been upgraded



## Program Highlights

- A ripple effect of the Joint Multi-family programs with Nicor and Peoples Gas is the additional all-electric units uncovered and captured in this program. For this reason, program goals were increased to 5,500 units from 4,000 units.
- Customer satisfaction remains a program strength. Third quarter customer satisfaction was 4.92 which increased overall satisfaction to 4.86 on a 5.0 scale.

## Program Challenges/Issues

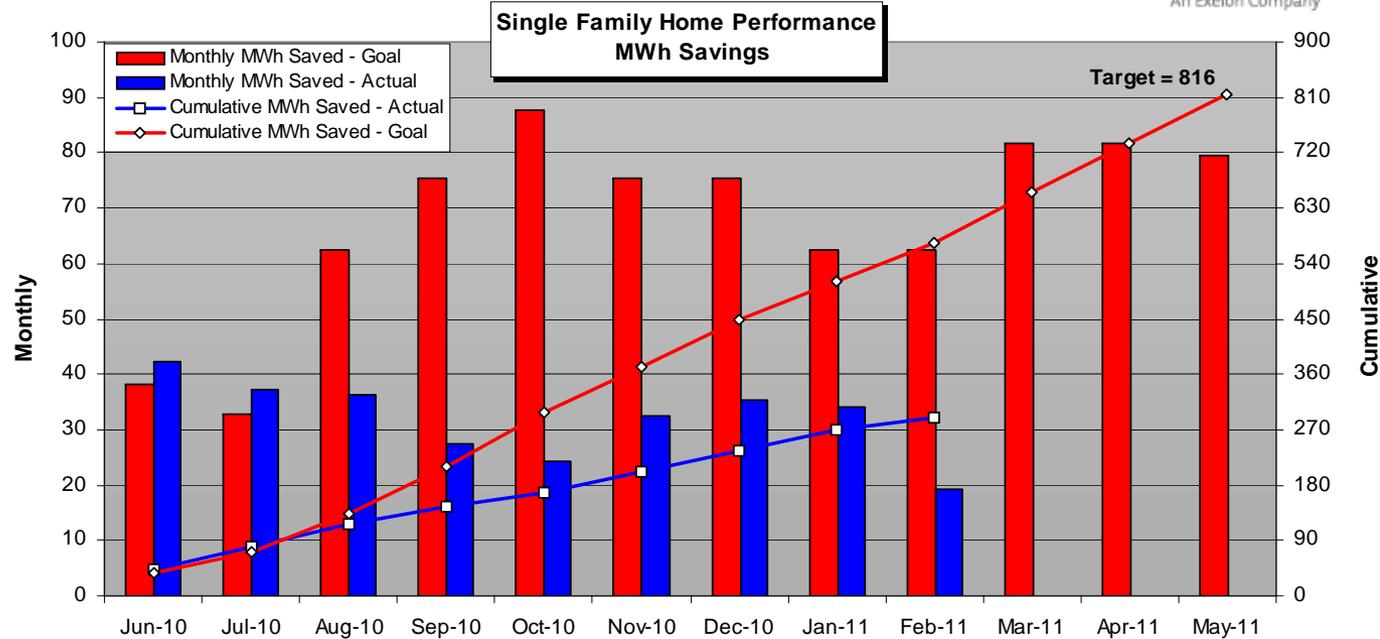
- Program faces on-going issue with last minute cancellations from building managers and owners. This is a particularly difficult issue to manage on programs which are free to the customer. This has been an issue for all the multi-family programs. Properties are usually rescheduled at a later date. However, this causes short-term scheduling and staffing issues.
- This will be the final program year for a separate all-electric program. Future all-electric units will be included in the multi-family programs offered jointly by ComEd and the local gas utilities.

# Smart Ideas for your Home – Single Family All-Electric Home Performance Tune-Up **ComEd**

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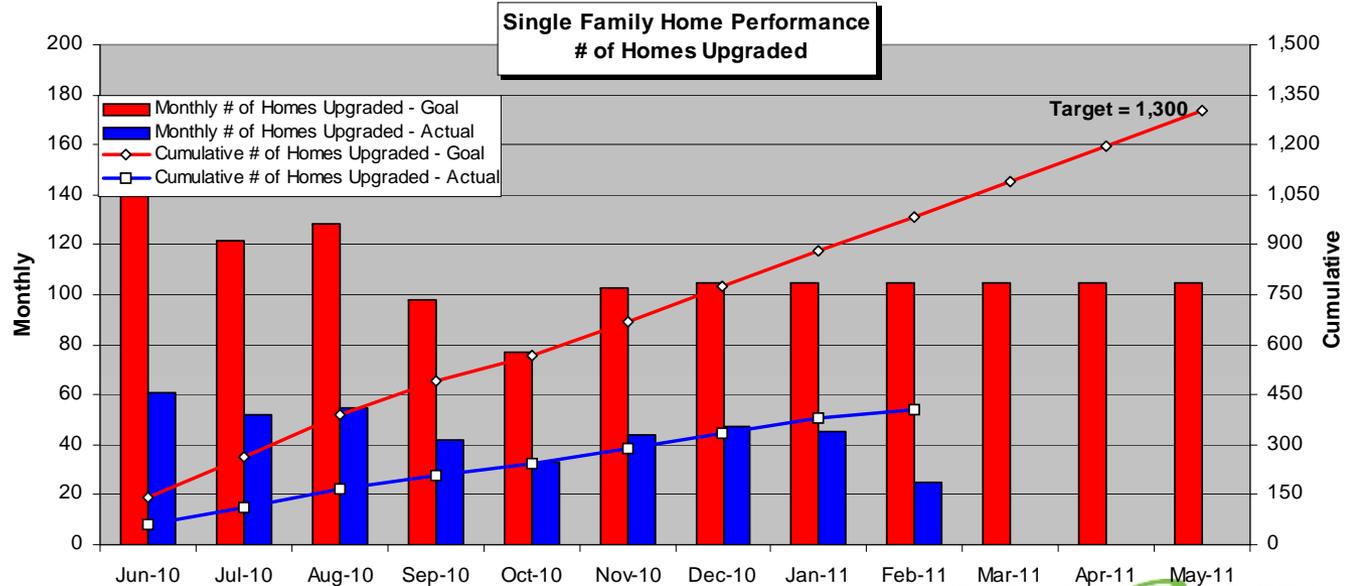
## Program Overview

- The Program Plan goal of 816 MWh
- Revised target is 340 MWh
- Approximately 1,300 homes will need this Tune-Up to reach the MWh goal



## Results through 02/28/11

- Energy Savings – 289 MWh (35% of goal)
- 404 homes completed



## Program Highlights

- Program promotion including a \$500 monthly raffle from The Home Depot will continue through the remainder of the program. Six (6) winners have already been selected and received their \$500 gift card.
- Out-bound telemarketing efforts were transferred to the implementation contractor's corporate call center to increase call volume and, ultimately, customer participation.
- Customer satisfaction remains a program strength at 4.90 on a 5-point scale.

## Program Challenges/Issues

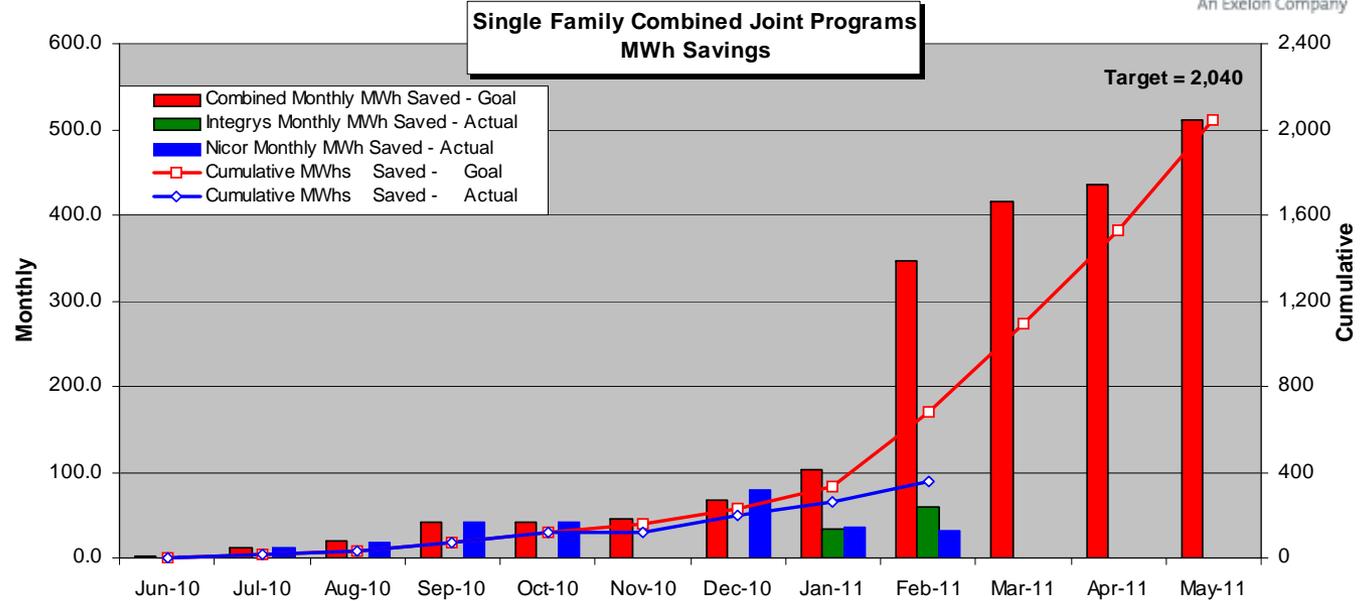
- The pool of all-electric customers is very limited. Estimated qualifying participants is only 10,000 customers. Program continues to struggle for enrollments.
  - Program goal reduced to 557 homes from 1,300 homes.
  - Response rate remains low despite program promotion and increased telemarketing.
- This program suffers from a 25% cancellation rate. This ranges from cancellations during the reminder calls to customers not at home or cancelling when the technician arrives for the appointment.
- This will be the final program year for a separate all-electric program. Future all-electric homes will be included in the single family programs offered jointly by ComEd and the local gas utilities.

# Smart Ideas for your Home – Single Family Combined Joint Programs **ComEd**

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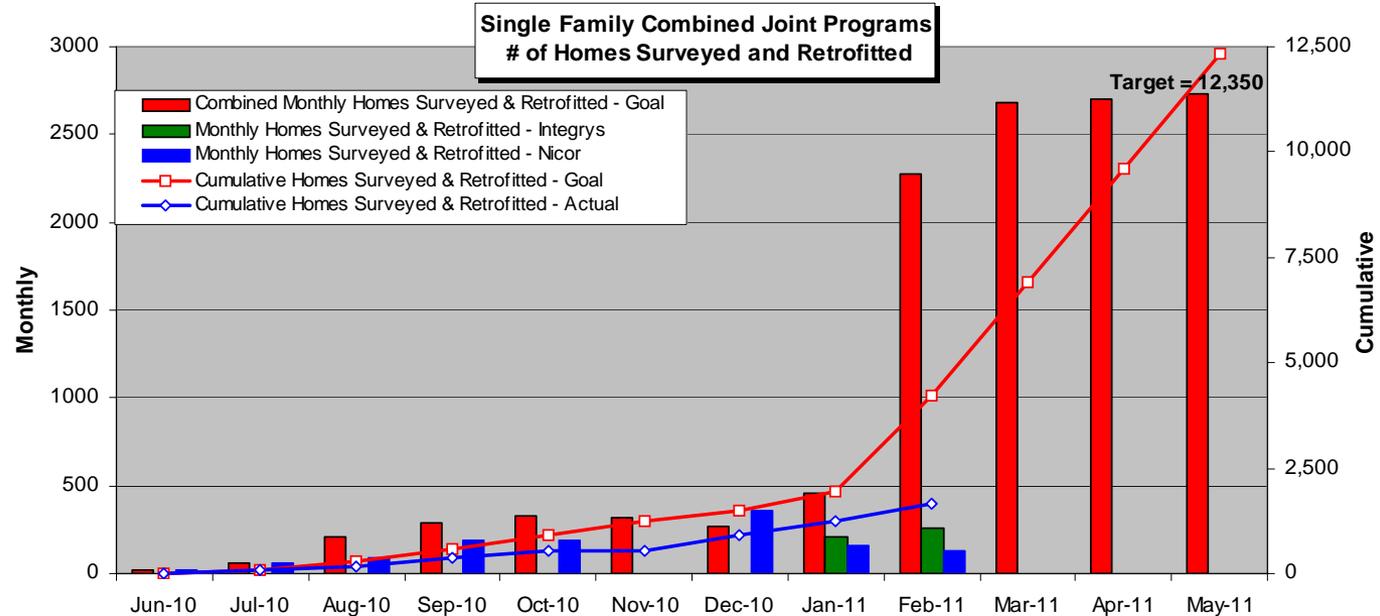
## Program Overview

- The Program Plan goal of 2,040 MWh
- Revised target remains 2,040MWh
- Approximately 12,350 homes will be upgraded with direct install measures and 600 homes will be targeted for weatherization retrofits



## Results through 02/28/11

- Energy Savings – 355 MWh (17% of goal)
- 1,645 homes upgraded and retrofitted (13% of goal)
- 1,455 homes upgraded
- 190 homes retrofitted



## Program Highlights

- Program with Nicor Gas
  - Program maintains the targeted 30% conversion rate from audit to retrofit.
  - Customer satisfaction is a strength for both the audit and retrofit with a rating of 4.80 and 4.72, respectively on a 5.0 scale.
  - Insulation contractors continue to be recruited and added to the program. There are currently 3 contractors performing the weatherization work.
- Two (2) new programs launched with Peoples Gas through the Chicagoland Natural Gas Savings Program in Q3.
  - Single Family Direct Install Program
    - This program is very similar to our multi-family programs where customers receive installed compact fluorescent light bulbs and energy efficient water measures at no-charge.
    - The Integrys goal has been revised to 6,000 homes.
    - Program marketing focuses on outreach through trusted community organizations within the targeted areas.
  - Air Sealing Pilot Program
    - This program is very similar to our joint single family program with Nicor Gas where customer receive a detailed energy audit with direct install measures along with a proposal and incentives to proceed with air sealing and insulation.
    - Program include radon testing both before and after the retrofit work to determine air sealing impacts on radon levels within the home.
    - The goal is 500 retrofitted homes.
- Joint programs allow ComEd to reach additional customers not previously served by the all-electric program.

## Program Challenges/Issues

- The depressed economy has impacted a homeowner's ability and desire to invest in weatherization projects.

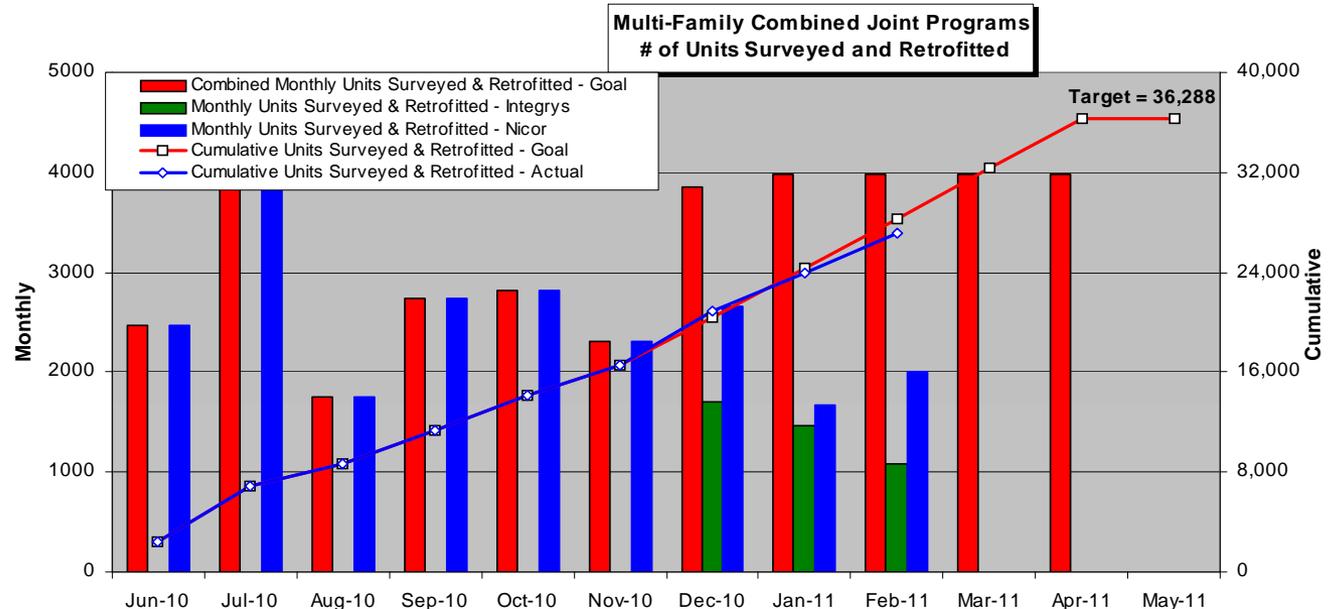
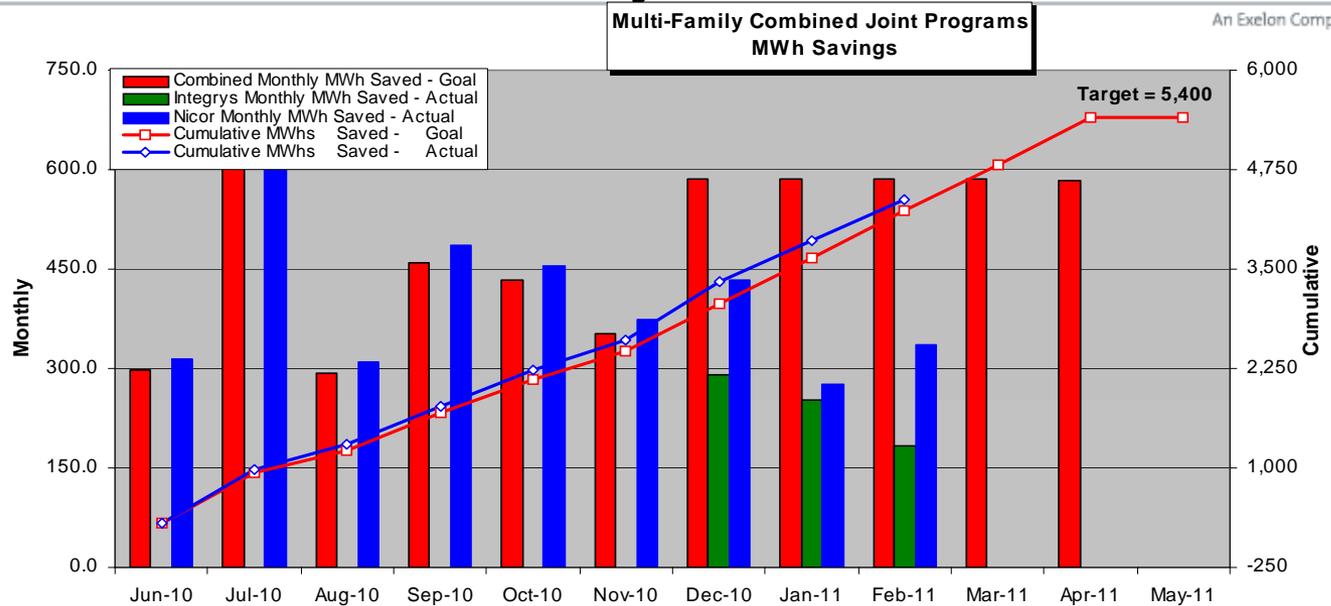
# Smart Ideas for your Home – Multi - Family Combined Joint

## Program Overview

- The Program Plan goal of 5,400 MWh which will require 36,288 units upgraded
- Revised target remains 5,400 MWh

## Results through 02/28/11

- Energy Savings – 4,383 MWh (81% of goal)
- 27,079 units upgraded (75% of goal)



## Program Highlights

- Program with Nicor Gas
  - Customer satisfaction improved during Q3 to 4.82, increasing overall customer satisfaction to 4.75 on a 5.0 scale.
- Program with Peoples Gas through the Chicagoland Natural Gas Savings Program
  - Program launched in late November 2010.
  - Customer Satisfaction at 4.90 on a 5.0 scale.
  - Goal increased to 7,080 units from its original goal of 6,500 units due to an extremely strong start.
- Programs extended through May 31<sup>st</sup> to provide uninterrupted service to customers prior to PY4.
- Joint programs allow ComEd to reach additional customers not previously served by all-electric program.

## Program Challenges/Issues

- Programs face on-going issue with last minute cancellations from building managers and owners. This is a particularly difficult issue to manage on programs which are free to the customer. This has been an issue for all the multi-family programs. Properties are usually rescheduled at a later date. However, this causes short-term scheduling and staffing issues.

# Smart Ideas for your Home – Central AC Efficiency Services (CACES)

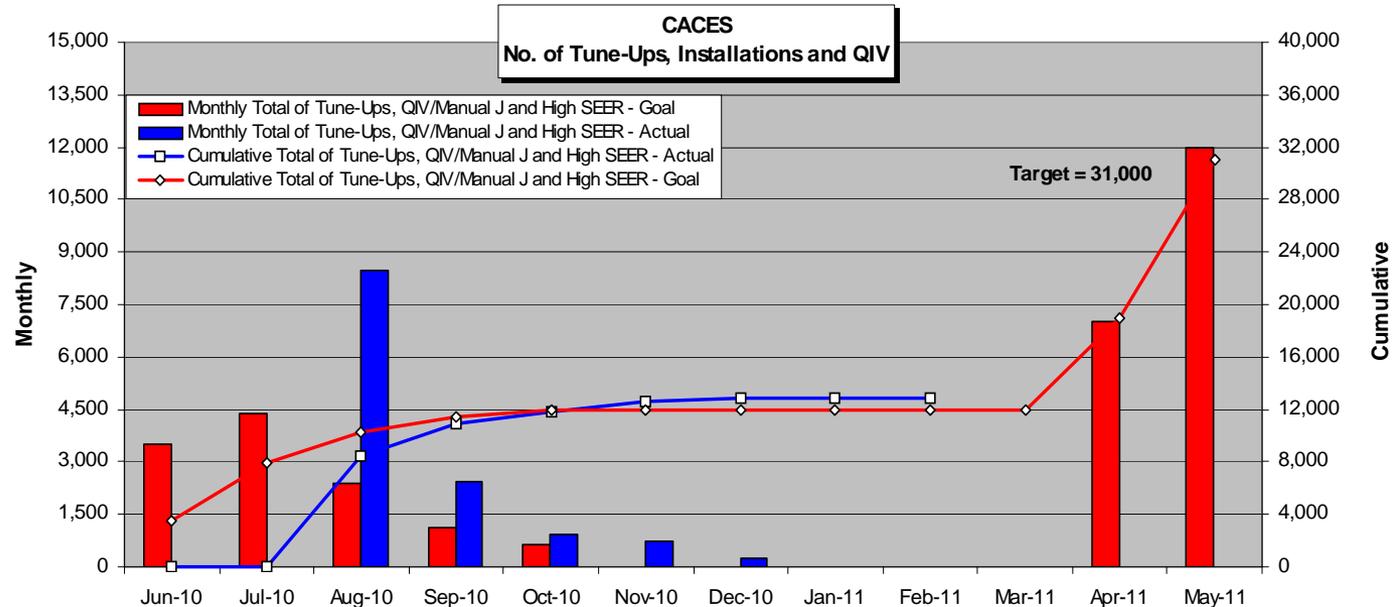
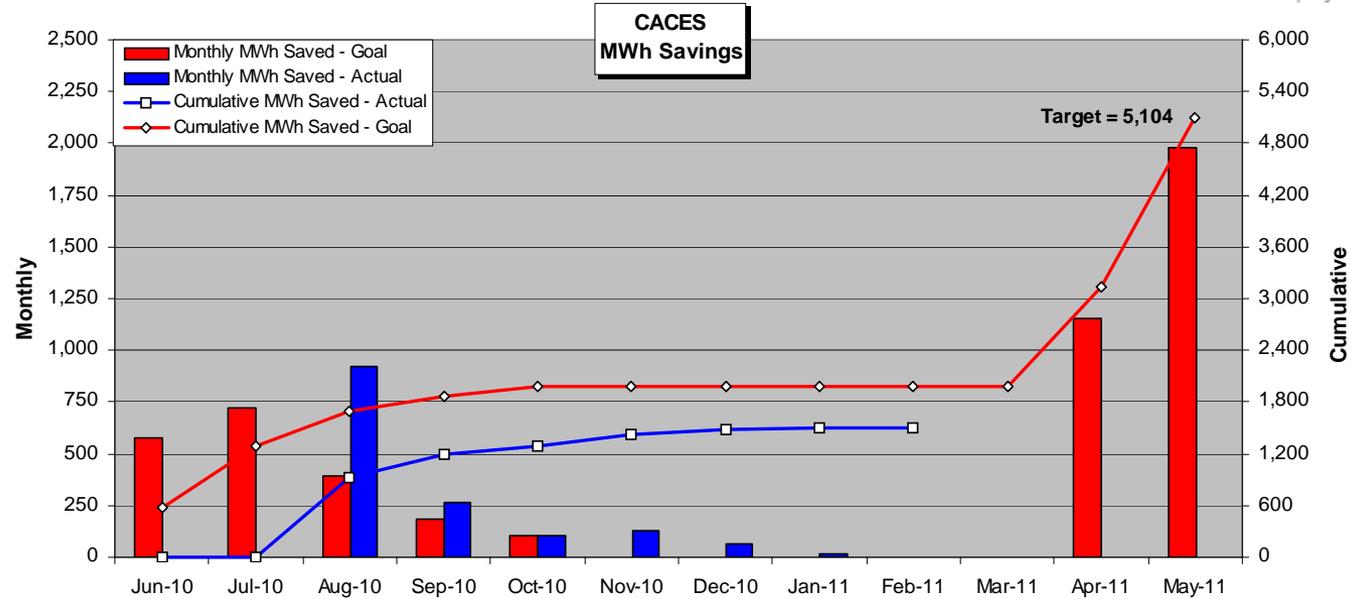
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## Program Overview

- The Program Plan goal of 5,104 MWh with 31,000 projected participants
- Revised target is 2,552 MWh

## Results through 02/28/11

- The total combined savings of 1,499 MWh represents 29% of the year-end goal
- 12,590 total incentive applications have been approved
- 11,617 Tune-Up applications have been approved, equal to 1,274 MWh of savings
- 610 QIV applications have been approved, equal to 90 MWh of savings
- 363 High SEER Upgrade applications have been approved, equal to 135 MWh of savings



## Program Highlights

- Count of Independent Participating Contractors = 129
- Count of Service Assistant Tools (SA) = 260
- CACES is a seasonal program and did not have any activity during the typically cold winter weather.
- Several initiatives were developed in an effort to be ready for the start of the 2011 cooling season. These initiatives include software enhancements for the Service Assistant tool, a schedule of increased and more detailed outreach to the participating contractors, and improved quality control procedures.

## Program Challenges/Issues

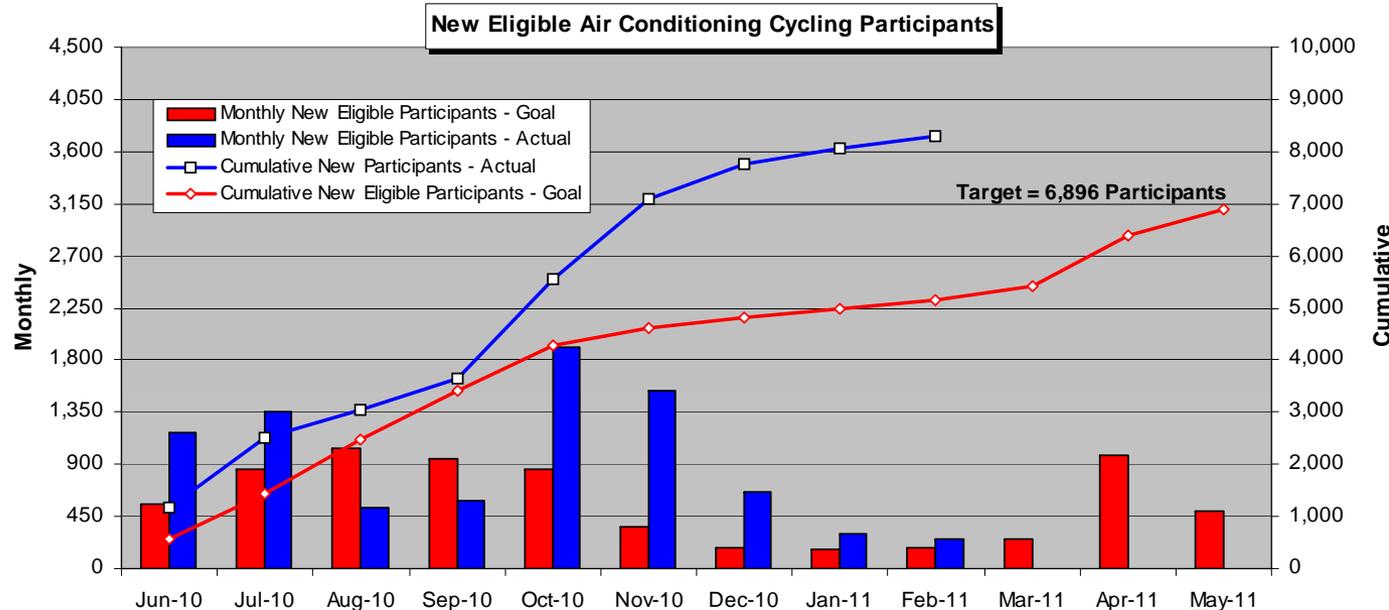
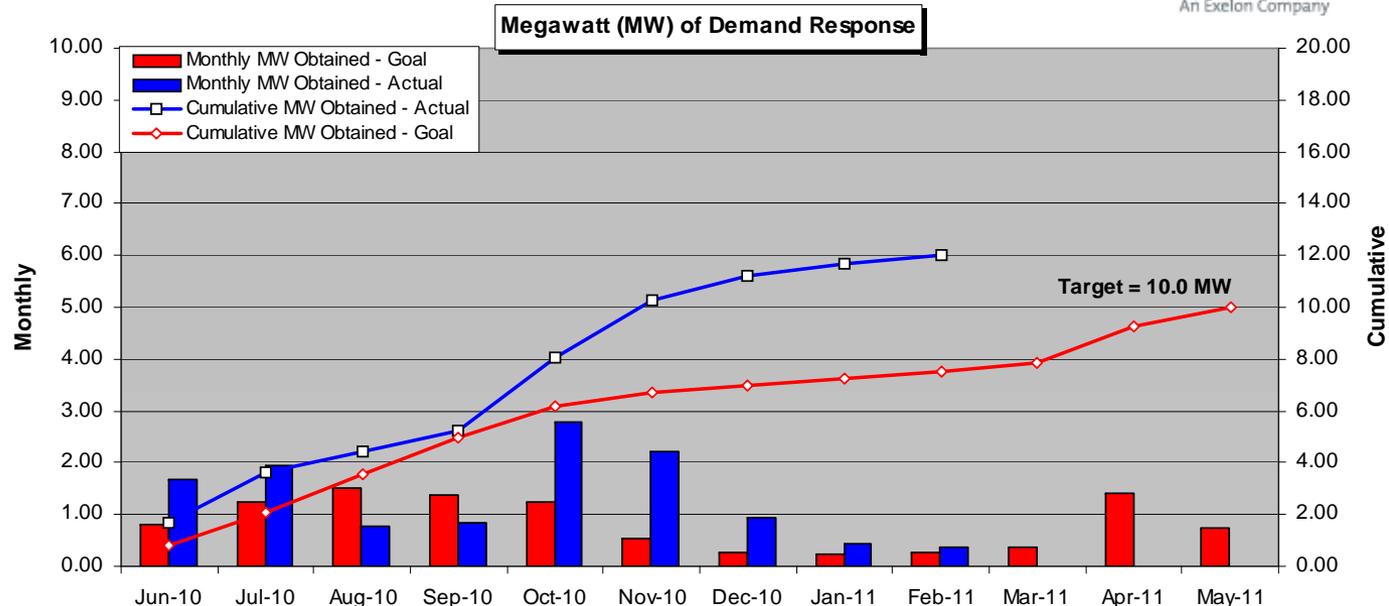
- Weakened economic conditions are expected to continue to constrain customer spending on both equipment maintenance and equipment replacement.
- New guidelines have been established to maximize MWh energy savings and improve program evaluation results. These new rules cannot be field tested during cold weather so their impact on program results will not be fully understood until the end of the program year.
- The ability to consistently engage a higher number of participating contractors through improved outreach efforts is unproven.

## Program Overview

- AC Cycling is a residential central air conditioner direct load control initiative designed to meet the Plan's demand response requirement.
- The AC Cycling goal is 10.0 MW and 6,896 new participants

## Results through 02/28/11

- 8,311 new participants have been added to the program (121% of the goal)
- 12.0 MW of controllable load has been obtained

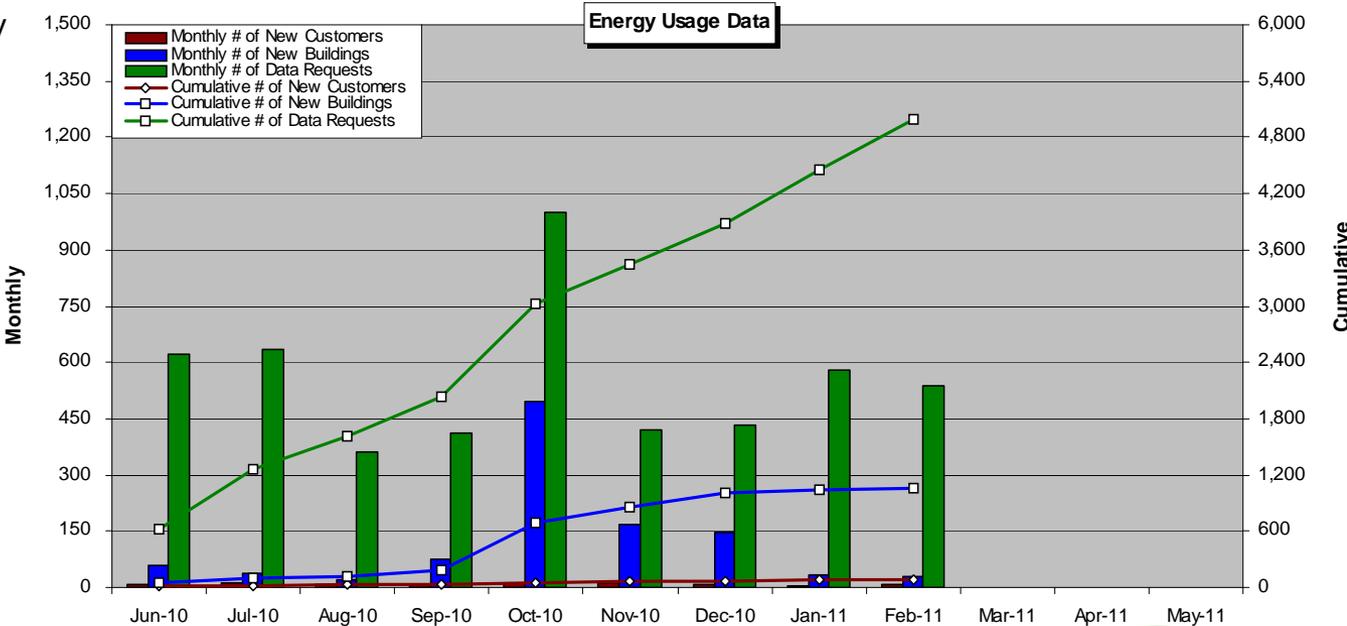
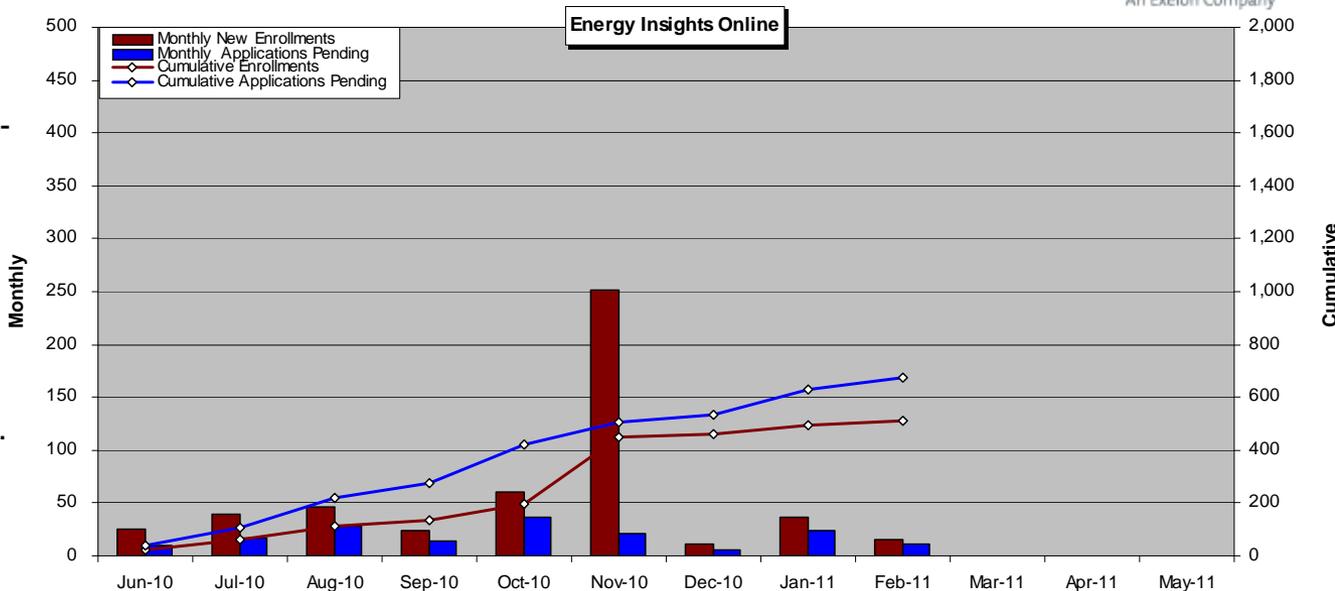


## Program Overview

- **Energy Insights Online** is a Web-based energy analysis service. The service interprets data gathered from the Customer's recording meters and converts either monthly or daily data into easy-to-understand graphs and reports that show how much electricity the customer consumes.
- **Energy Usage Data** program provides customers with an automated system to obtain aggregated whole building energy usage on a monthly basis. This information can be used by the customer as part of the Energy Star benchmarking process in conjunction with the EPA's Portfolio Manager.

## Results through 02/28/11

- Energy Insights Online
  - 510 Enrolled
- Energy Usage Data
  - 85 Building Managers
  - 1,067 Buildings
  - 5,000 Data Requests



**For the 3 year EE/DR Plan, ComEd has allocated approximately \$1M per year for the investigation of emerging technologies / R&D projects.**

- The law allows up to 3% of the spending screen be allocated to these types of projects. Due to the budget constraints, ComEd does not allocate the maximum amount in any year.
- **Key pilot program is on-going**
  - Positive Energy “Home Energy Report” Pilot Program
- **One Residential Pilot Program is underway**
  - Sears ENERGY STAR® Clothes Washer Pilot
- **Two C&I pilots are continuing**
  - Small C&I Direct Install
  - Monitoring Based Commissioning (MBCx) Pilot

## OPOWER “Home Energy Reports” Pilot Program

The Home Energy Reports pilot is designed to measure energy consumption savings in 50,000 residential homes through changes in behavior and was launched July 2009. Program savings to be evaluated in PY3 along with longer term effects.

### Status:

- To date, program results indicate that there have been more than 18,500 MWh saved (***data is preliminary***)
- There were 111 customer calls from December 2010 – February 2011
  - This compares to 217 calls during the same time period a year ago (December 2009 – February 2010)
- Most customer concerns still relate to energy usage questions or home profile updates
- Only 159 participants out of 50,000 have opted out of the program, giving a 0.37% opt-out rate
- Navigant completed an evaluation of the program using the first complete year’s worth of data. Key findings include:
  - ***Total energy savings for one year of the program was approximately 9,600 MWh***
  - ***Average annual savings was 1.54% for high energy users and 1.27% for low energy users***
  - ***High energy users contributed about twice as much savings on a per customer basis (327 kWh/year) as low energy users (141 kWh/year)***
  - ***Savings vary seasonally***

**Project Name** – Small C&I Direct Install Program

**Project Description** – This will be a 1 year pilot program intended to demonstrate the effectiveness of direct install programs. ComEd will be evaluating multiple delivery approaches and determining the appropriate mix of energy efficiency measures that will maximize energy savings. The pilot will be conducted in multiple geographical locations. Working with community based organizations and civic groups will play an important role as a program design element. Targets customers with electric demand under 100kW

**Timeframe** – Ongoing – 05/11

**Cost** – \$500k budgeted

**Current Status** – Contract negotiations are ongoing with the selected vendor.

**Final Deliverable** – Identify optimal delivery approach and bundle of energy efficient measures that will maximize cost effective electric energy efficiency. Targets 1,250 MWh energy savings; 250-300 customers

**Project Name** – Monitoring Based Commissioning (MBCx) Pilot

**Project Description** – A one year pilot program that will seek to determine the cost effectiveness of monitoring based commissioning through evaluating at least two separate approaches of measure diagnosis and implementation. Target market will consist of customers with over 500,000 square feet of conditioned floor space and peak demand of at least 3,000 kW

**Timeframe** – Ongoing – 05/11

**Cost** – \$300k available per project (Under RCx budget)

**Current Status** – Two contractors have been chosen to participate in the pilot. Additionally, two recommended facilities have been selected with each contractor managing a single project. Contract negotiations with the contractors are ongoing.

**Final Deliverable** - Achieve 1,000 MWh energy savings per project. Identify most cost-effective delivery method.

**Project Name** – Sears ENERGY STAR® Clothes Washer Pilot

**Project Description** – \$100 instant discount on select ENERGY STAR top-loading clothes washers

- Target – 2,000 units
- Testing concept with 15 Sears stores spread throughout the ComEd service territory
- POP – utilizing square clings (5” x 5”) on qualifying models to identify \$100 instant discount
- Receipt sticker – upon purchasing a qualifying model the customer gets a receipt with a “Thank you for participating in the ComEd *Smart Ideas* Program” sticker on it
- ENERGY STAR lighting field reps merchandise the POP and train the sales staff on the pilot

**Timeframe** – Launched August 20 scheduled for 4 months or until funding runs out

**Cost** – \$250K

**Current Status** – Pilot will conclude in March and final data will be analyzed.

## **Evaluation Contractors (ComEd programs)**

- Navigant issued final PY2 evaluation report.
- Multi-state lighting program analysis deferred until quarter 4.
- Collecting lighting loggers from participant homes. Data to be analyzed in quarter 4.
- PY3 Programs Draft Evaluation Plans written for ComEd review.

## Plan Year Two Results

Portfolio Ex-Post Results			
	PY2 Results	PY2 Statutory Goal	PY2 % of Goal Achieved
Energy Saved (MWh)	456,151	312,339	146%

Plan Year 2 Ex-Post Results						
Program	Revised Net Plan MWh Target	Ex-Ante Gross MWh	Realization Rate	NTG Ratio	Net MWh Achieved	% of Target Achieved
All-Electric Efficiency	1,782	3,094	0.68	0.80	<b>1,840</b>	103%
Appliance Recycling	23,628	50,147	0.87	0.75	<b>32,624</b>	138%
Central AC Efficiency	3,893	5,972	0.33	1.00	<b>1,964</b>	50%
ENERGY STAR® Lighting	127,011	295,307	1.17	0.58	<b>202,557</b>	159%
Single Family Home	399	672	1.07	0.88	<b>638</b>	160%
Prescriptive & Custom	152,100	240,327	1.17	0.74	<b>209,151</b>	138%
Retrocommissioning	5,780	7,847	0.91	0.92	<b>6,574</b>	114%
C&I New Construction	630	1,615	0.85	0.59	<b>803</b>	127%
<b>Totals**</b>	<b>315,223</b>	<b>604,981</b>			<b>456,151</b>	<b>145%</b>

\* Due to Rounding, Net MWh may not equal Gross MWh multiplied by the Realization Rate and the NTG Ratio.

\*\* Additional 15,981 MWh due to CFL carryover applicable for PY2 for total portfolio savings of 472,132 MWh.

## Plan Year One Results

Portfolio Ex-Post Results			
	PY1 Net MWh Achieved	PY1 Statutory Goal	PY1 % of Goal Achieved
Energy Saved (MWh)	163,717	148,842	110%

Plan Year 1 Ex Post Results						
Program	Net Plan MWh Target	Ex-Ante Gross MWh	Realization Rate	NTG Ratio	Net MWh Achieved	% of Target Achieved
ENERGY STAR® Lighting	75,809	119,151	0.74	0.69	60,789	80%
Appliance Recycling	8,159	21,570	0.73	0.73	11,478	141%
All-Electric Efficiency	2,369	2,568	0.90	0.80	1,852	78%
Prescriptive & Custom	62,187	98,982	1.29	0.67	85,693	138%
Retrocommissioning	1,090	1,509	0.90	0.80	1,090	100%
Small C&I Intro Kit	16,816	25,064	0.20	0.56	2,815	17%
<b>Totals</b>	<b>166,430</b>	<b>268,844</b>			<b>163,717</b>	<b>98%</b>

\*Due to Rounding, Net MWh may not equal Gross MWh multiplied by the Realization Rate and the NTG Ratio.

## Environmental and Economical Impact

Performance Metrics	PY3 YTD QTR Results	PY2 Results	PY1 Results
<b>Carbon Reduction (MTs)</b>	<b>259,922</b>	<b>257,230</b>	<b>143,236</b>
<b>Cars removed from the road</b>	<b>49,720</b>	<b>49,205</b>	<b>26,238</b>
<b>Acres of trees planted</b>	<b>71,042</b>	<b>70,306</b>	<b>39,156</b>
<b>Number of homes powered for 1 year*</b>	<b>38,480</b>	<b>47,755</b>	<b>21,263</b>
<b>Portfolio Jobs**</b>	<b>154</b>	<b>84</b>	<b>66</b>



\* 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.

## Program Descriptions

## **Program Objective**

Obtain kWh savings by offering Prescriptive and Custom incentives to motivate customers to purchase and install high efficiency equipment (e.g., lighting, HVAC, refrigeration)

## **Program Contractor**

KEMA

## **Program Description**

### **Prescriptive**

This program element will offer prescriptive incentives for common commercial and industrial efficiency measures such as improved lighting technologies, efficient commercial food service equipment, and premium efficiency motors. Incentives will be fixed and paid on a per measure basis.

### **Custom**

This program element will offer custom incentives for more complex measures, including industrial process improvements. Any measure that would improve a customer's electric energy efficiency will be eligible provided that it is cost-effective. Incentive levels will be project-specific based on prescribed calculations. The program is being promoted primarily through ComEd's account management team and the trade ally network. Customers can obtain program information (e.g., application forms, rebate amounts) directly through their account managers, the trade allies or from the ComEd web site. The budgets and goals for the Prescriptive and Custom programs have been combined.

## **Program Objective**

Identify and implement low cost tune-ups and adjustments that improve the efficiency of existing buildings' operating systems by returning them to intended operation or design specifications, with a focus on building controls and HVAC systems.

## **Program Contractor**

Nexant

## **Program Description**

This program involves an assessment of building energy operating performance and improvements to the performance through proper use of energy systems controls and installation of measures such as ventilation and lighting controls. The program underwrites a portion of Retrocommissioning studies and actual improvements based on measured improvements. Building energy benchmarking is also required.

## **Program Objective**

Obtain kWh savings by offering the capture of energy efficiency opportunities that are available during the design and construction of new buildings, major renovations of existing buildings, and tenant build-outs in the nonresidential market.

## **Program Contractor**

Energy Center of Wisconsin

## **Program Description**

This program provides new construction design assistance and incentives to building designers, architects and building owners for surpassing the 2006 IECC standard for new construction practice by at least 10%.

## **Program Objective**

Obtain kWh savings by increasing the market share of ENERGY STAR® labeled lighting (CFLs and fixtures) sold through retail sales channels in response to reduced product costs (retail markdown)

## **Program Contractor**

Applied Proactive Technologies, Inc. (APT)

## **Program Description**

This program buys down the cost of compact fluorescent light bulbs (“CFL”) at the retail level. It also provides incentives for energy efficient residential fixtures such as table lamps and torchieres. Instant markdowns on ENERGY STAR® labeled CFLs (standard & specialty) and fixtures are available. Point of Purchase advertisements at retail shelves highlight available discounts. Retailers include: Ace Hardware, Best Buy, Costco, Food 4 Less, The Home Depot, Jewel-Osco, Meijer, Menards, Sam’s Club and Wal-Mart. Weekly in-store demonstrations hosted by the field reps to educate customers on the merits of ENERGY STAR® lighting and the importance of CFL recycling. ComEd has partnered with The Home Depot and participating True Value and Ace Hardware stores to offer CFL recycling.

## **Program Objective**

To obtain kWh savings by promoting the retirement and recycling of second refrigerators and freezers and inefficient room air conditioners of residential customers using a monetary turn-in incentive and free pick-up.

## **Program Contractor**

JACO Environmental

## **Program Description**

This program offers incentives in the range of \$25 to \$50 to participants who turn in working, second refrigerators and freezers, as well as working room air conditioners. The old appliances are collected and recycled with the capture and destruction of ozone-depleting substances. Customers can enroll for the program by calling ComEd or through the ComEd website. Enrollments are for a pick-up of either a secondary working refrigerator or freezer; old working room air conditioners will be picked-up at the same time, but will not be picked up independently of a refrigerator or freezer. Primary marketing to date has been through an August and September 2009 bill insert in the ComEd bill.

## **Program Objective**

To obtain kWh savings by the direct installation of no-cost energy efficiency products (e.g., CFLs, faucet aerators, low flow showerheads) to residential customers in all-electric multi-family buildings. To conduct a common area energy survey for the building owner / landlord to identify potential energy efficiency opportunities and possibly take advantage of the *Smart Ideas for your Business* program.

## **Program Contractor**

Honeywell Utility Solutions

## **Program Description**

This program engages building owners and managers in the direct installation of electricity-saving measures in the residential units of all-electric multi-family properties. Program contractor works directly with building owners / landlords of all-electric multi-family dwellings to inform them of the program, conduct survey of common area and make the program available to the building residents. The contractor attempts to complete all installs of the energy efficiency measures in one “sweep” of the building.

## **Program Objective**

Improve the efficiency of all-electric single family homes by offering a comprehensive package of low-cost retrofit measures, and a walk-through survey with the homeowner. This initiative provides immediate energy savings to the customer.

## **Program Contractor**

Honeywell Utility Solutions

## **Program Description**

This program offers incentives for a comprehensive basket of electricity-saving measures targeted to owners of all-electric homes and customers with electric hot water heaters. Targeted ComEd customers receive a letter informing them of the offer. Honeywell's technician conducts a walk-through survey with the homeowner, resulting in a printed report on energy savings opportunities. Up to 10 CFLs, low-flow showerheads, and low flow faucet aerators are installed in each home. The report also provides information about other energy savings opportunities that are eligible for incentives through ComEd's residential energy efficiency programs. Customer co-pay is \$25.

## **Program Objective**

Improve the efficiency of single family homes by helping customers analyze their energy use, recommending appropriate weatherization measures, and facilitating installation. This initiative provides immediate energy savings to the customer with direct installation of CFLs and water saving measures.

## **Program Contractor**

Thermal Scan Inspection (TSI)

## **Program Description**

This program offers energy saving measures targeted to owners of single family homes. Targeted customers served by both ComEd and Nicor Gas receive a letter informing them of the offer. TSI's auditors conducts a walk-through survey with the homeowner, resulting in a printed report on energy savings opportunities. Up to 10 CFLs, low-flow showerheads, and low flow faucet aerators are installed in each home. The auditor facilitates the scheduling and installation of weatherization measures. Customers receive an incentive \$1,250 or 50% of the project cost for weatherization measures installed. The auditor also provides information about other energy savings opportunities through ComEd's residential energy efficiency programs. Customer co-pay is \$50.

## **Program Objective**

To obtain energy savings by the direct installation of no-cost energy efficiency products (e.g., CFLs, faucet aerators, low flow showerheads) to residential customers in multi-family buildings served by both ComEd and Nicor Gas. To conduct a common area energy survey for the building owner / landlord to identify potential energy efficiency opportunities and possibly take advantage of the *Smart Ideas for your Business* program.

## **Program Contractor**

Honeywell Utility Solutions

## **Program Description**

This program engages building owners and managers in the direct installation of energy-saving measures in the residential units of multi-family properties served by both ComEd and Nicor Gas. Program Contractor works directly with building owners / landlords of multi-family dwellings to inform them of the program, conduct survey of common area and make the program available to the building residents. The contractor attempts to complete all installs of the energy efficiency measures in one “sweep” of the building.

## **Program Objective**

To obtain kWh savings by improving the operating performance of existing residential central air conditioning (A/C) units. To obtain kWh savings by promoting the proper sizing and installation of new residential central air conditioning (A/C) units.

## **Program Contractor**

Honeywell Utility Solutions

## **Program Description**

The programs are referred to as Residential Heating, Ventilation and Air Conditioning (“HVAC”) Diagnostics & Tune-Up and Residential New HVAC with Quality Installation in the Plan. Honeywell utilizes area HVAC equipment distributors to assist in contractor recruitment. Participating contractors are required to purchase or lease a Field Diagnostics Service Assistant and their technicians must attend ComEd provided technical training. Contractors receive incentives for each qualifying tune-up and new installation performed. Qualification standards for tune-ups and installs include the satisfaction of an A/C system efficiency threshold as measured by the Service Assistant. All field test data captured by the Service Assistant is uploaded by contractors for review by Honeywell/ComEd. Quality Control field audits are performed on a percentage of the contractor services submitted for incentive. Audits are performed using a Service Assistant to ensure consistency.