

# ComEd CY2021 Summary Impact Evaluation Report

Energy Efficiency/Demand Response Plan: Program Year 2021 (CY2021) (1/1/2021-12/31/2021)

**Prepared for:** 

ComEd

**FINAL** 

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# 1. Introduction

This report presents the results of the impact evaluation of ComEd's Program Year 2021 (CY2021) slate of energy efficiency programs offered under the Energy Efficiency Portfolio Standard (EEPS) umbrella. It presents a summary of the energy and peak demand impacts for the portfolio and each program and some detail on measure-specific savings. CY2021 covers January 1, 2021 through December 31, 2021.

In CY2021, ComEd's portfolio evaluation included 37 programs, including 9 Business, 6 Residential, 5 Income Eligible, 7 Pilot, 9 Third Party, and one cross-cutting program, Voltage Optimization, as listed in Table 1-1. The tables in the main body of this report show results for the program groupings that align with the way the ComEd portfolio is presented in fillings with the Illinois Commerce Commission (ICC). The appendix presents tables that break those results down into more granularity for some programs, when the evaluation produced separate impact evaluation reports for specific program components.

This summary report contains program savings that ComEd can claim for CY2021: electricity savings, including reduction in water usage that produces secondary kWh savings from water supply and wastewater treatment, and gas savings in therms converted to kWh that ComEd can claim toward its goal. The electricity savings account for electric heating penalties, where applicable. Process evaluation findings and results of net-to-gross research are presented in separate reports.

Seven programs had carryover savings from measures sold or incented in CY2019 and CY2020 that were installed in CY2021. The programs are Lighting Discounts, Product Discounts (Lighting Discounts – IE), Business Instant Discounts, UIC-ERC Income Eligible Kits, Food Bank LED Distribution, Elementary Education Kits, and Small Business Kits.

This report includes 12 programs that ComEd implemented jointly or coordinated with Nicor Gas Company, Peoples Gas Light and Coke Company ("PGL") and North Shore Gas Company ("NSG"). Guidehouse issued joint evaluation reports for four of those programs, including Affordable Housing New Construction, Elementary Education Kits, Non-Residential New Construction, and RetroCommissioning.



Table 1-1. ComEd CY2021 Energy Efficiency Programs

| Business         B           Business         B           Business         F           Business         Ir           Business         Ir | Voltage Optimization  Business Instant Discounts  Facility Assessments  ncentives | Gas Utility         |  |
|--|---|---------------------|--|
| Business         B           Business         F           Business         Ir           Business         Ir                              | Facility Assessments  |                     |  |
| Business         F           Business         Ir           Business         Ir   | Facility Assessments  |                     |  |
| Business Ir  | •   |                     |  |
| Business Ir  | ncentives   |                     |  |
|  |   |                     | Custom, Standard   |
| Business L   | ndustrial Systems   |                     | Industrial Systems, Industrial Energy<br>Management                        |
|  | LED Streetlighting  |                     |  |
| Business N   | Non-residential New Construction  | Nicor Gas & PGL/NSG |  |
| Business R   | RetroCommissioning  | Nicor Gas & PGL/NSG | RetroCommissioning, Virtual Commissioning                                  |
| Business S   | Small Business  |                     |  |
| Business S   | Strategic Energy Management   |                     |  |
| Residential  |   |                     |  |
| Residential A  | Appliance Rebates   |                     |  |
| Residential L  | ighting Discounts   |                     |  |
| Residential N  | Multi-Family Assessments  |                     |  |
| Residential R  | Residential Behavior  |                     |  |
| Residential R  | Residential HVAC  |                     |  |
| Residential S  | Single-Family Assessment  |                     |  |
| ncome Eligible   |   |                     |  |
| ncome Eligible A   | Affordable Housing New Construction   | Nicor Gas           |  |
| ncome Eligible N   | Multi-Family Retrofits  |                     | One report, separate sections for IEMS, IHWAP                              |
| ncome Eligible P   | Product Discounts   |                     | One report, separate sections for<br>Appliance Rebates, Lighting Discounts |
| ncome Eligible P   | Public Housing Retrofits  |                     |  |
| ncome Eligible S   | Single-Family Retrofits   |                     | PGL/NSG: CBA+IHWAP<br>Nicor Gas: IHWAP                                     |
| Third Party Programs   |   |                     |  |
| Third Party-Business A   | Agriculture   |                     |  |
| Third Party-Business B   | Business Grocery  |                     |  |
| Third Party-Business N   | Nonprofit Retrofits   |                     |  |
| Third Party-Business P   | Public Buildings in Distressed Communities  |                     |  |
| Third Party-Business S   | Small Business Kits   |                     |  |
| Third Party-Business B   | Business Telecomm   |                     |  |
| Third Party-Income Eligible F  | Food Bank-LED Distribution  |                     |  |
| Third Party-Income Eligible U  | JIC-ERC Income Eligible Kits  |                     |  |
| Third Party-Residential E  | Elementary Energy Education   | Nicor Gas & PGL/NSG |  |
| Pilots   |   |                     |  |
| Pilot B  | Building Operator Certification   |                     |  |
| Pilot S  | SEM Water Savings   |                     |  |
| Pilot V  | Nater Infrastructure Leak Reduction   |                     |  |
| Dilat .  | Efficient Choice  |                     |  |
| Pilot E  |   |                     |  |
|  | Electric Homes New Construction   |                     |  |
| Pilot E  | Electric Homes New Construction<br>ENERGY STAR Retail Products Platform           |                     |  |

Note: Table contains only programs where Guidehouse submitted impact reports to ComEd.

Source: ComEd tracking data and Guidehouse evaluation reports



# 2. Portfolio Savings

The evaluation calculated incremental annual savings and cumulative persisting annual savings (CPAS) from the ComEd CY2021 programs. Each is presented below.

# 2.1 Annual Savings

Table 2-1 summarizes the incremental energy and peak demand savings the ComEd portfolio achieved in CY2021. This table includes direct electric savings (includes electric heating penalties, where applicable), secondary electric savings from water supply and wastewater treatment plants, and gas savings converted to electricity that ComEd can claim according to Section 8-103B(b-25) of the Illinois Public Utilities Act, which states "In no event shall more than 10% of each year's applicable annual incremental goal as defined in paragraph (7) of subsection (g) of this Section be met through savings of fuels other than electricity." The terms and calculation approaches are defined in Section 2.2.



| <b>Table 2-1.</b> | Γotal | <b>Annual</b> | Savings |
|-------------------|-------|---------------|---------|
|-------------------|-------|---------------|---------|

| Savings Category   | Energy Savings (kWh) | Peak Demand Savings<br>(kW)* |
|--|----------------------|------------------------------|
| Ex Ante Gross Savings  | 1,909,615,119        | 260,884                      |
| Portfolio Gross Realization Rate                                   | 1.04                 | 1.24                         |
| Verified Gross Savings   | 1,987,273,672        | 323,281                      |
| Portfolio Net-to-Gross Ratio (NTG)                                 | 0.88                 | 0.88                         |
| Verified Net Savings   | 1,739,836,125        | 285,345                      |
| Legacy Savings†  | 3,144,029,600        |                              |
| Gas Savings Eligible for Claiming (Therms)                         | 11,097,315           |                              |
| Gas Savings Counted Toward Goal (Therms)                           | 3,754,385            |                              |
| Gas Savings Counted Toward Goal (kWh)‡                             | 110,041,036          |                              |
| Total Net Savings (Electric + Gas Savings Counted)                 | 1,849,877,162        | 285,345                      |
| Historic Portfolio Total Savings (Electric + Gas Savings Counted)§ | 4,663,796,144        |                              |
| Grand Total Net Savings (Plus Legacy & Historic Savings)           | 9,657,702,906        | 285,345                      |
| CPAS Statutory Goal  | 9,274,887,320        |                              |
| CPAS Achieved as Percent of Goal                                   | 104.1%               |                              |
| Applicable Annual Incremental Goal (AAIG)                          | 1,100,410,360        |                              |
| Applicable Annual Incremental Savings Achieved‡§                   | 981,632,682          |                              |
| AAIG Achieved as Percent of Goal                                   | 89.2%                |                              |

#### Notes:

The totals in this table may vary slightly from the totals in other tables and the totals summed across the individual program reports due to rounding errors.

**Carryover:** Verified gross savings include carryover savings. This is different from the program level reports where the summary Table 3-1 excludes carryover gross savings from the verified gross savings.

**Portfolio NTG Ratio:** Guidehouse calculated the portfolio NTG ratio by dividing the total net savings by the total verified gross savings. However, some programs do not report ex ante gross savings and only report net savings (e.g., the Residential Behavior program). Where the evaluation approach also produces net savings as its primary output, we did not calculate verified gross savings.

- \* The Peak Demand Savings are savings occurring at coincident Summer Peak period, defined as 1:00-5:00 PM Central Prevailing Time on non-holiday weekdays, June through August. This definition is in accordance with PJM requirement.
- † Estimated by multiplying statutory 2021 CPAS Legacy Savings percent (4.0%) by ComEd Baseline 2014-2016 Average Annual Sales Less Exempt Customers MWh value of 78,600,740.
- ‡ Gas savings are converted to kWh by multiplying therms by 29.31 (which is based on 100,000 Btu/therm and 3,412 Btu/kWh).
- § Historical savings go back to CY2018.
- || Estimated by multiplying statutory 2021 CPAS Goal percent (11.8%) by ComEd Baseline 2014-2016 Average Annual Sales Less Exempt Customers MWh value of 78,600,740.
- ‡§ Estimated as new incremental savings from 2021 after offsetting incremental expiring savings in 2021. Source: ComEd tracking data and evaluation team analysis

Table 2-2 summarizes savings from the sectors. In CY2021, ComEd's energy efficiency portfolio achieved 1,739,836 verified net MWh savings. The portfolio savings included 1,654,970 net MWh from measures funded in CY2021 and 84,866 net MWh savings from previously funded lighting measures, or carryover, funded in CY2019 or CY2020 through the Lighting Discounts, Lighting Discounts – IE, Business Instant Discounts, UIC-ERC Income Eligible Kits, Food Bank



LED Distribution, Elementary Education Kits, and Small Business Kits Programs and expected to be installed in 2021.<sup>1</sup>

**Table 2-2. Total Annual Incremental Electric Savings** 

|                  |                      | Ex Ante Gross | Verified Gross   | Verified Gross |      | Verified Net  |
|------------------|----------------------|---------------|------------------|----------------|------|---------------|
| Savings Type     | Portfolio            | Savings       | Realization Rate | Savings        | NTG* | Savings       |
| Energy (kWh)     | Business             | 983,638,462   | 1.02             | 1,005,607,575  | 0.82 | 828,139,608   |
| Energy (kWh)     | Residential          | 372,218,710   | 1.09             | 407,343,808    | 0.61 | 354,758,879   |
| Energy (kWh)     | Income Eligible      | 101,397,627   | 1.01             | 102,191,586    | 0.88 | 89,630,395    |
| Energy (kWh)     | Third Party          | 180,444,666   | 1.10             | 198,707,224    | 0.97 | 193,096,858   |
| Energy (kWh)     | Pilots               | 1,381,823     | 1.79             | 2,471,737      | 0.81 | 3,258,645     |
| Energy (kWh)     | Voltage Optimization | 270,533,831   | 1.00             | 270,951,740    | 1.00 | 270,951,740   |
| Energy (kWh)     | Total                | 1,909,615,119 | 1.04             | 1,987,273,672  | 0.88 | 1,739,836,125 |
| Peak Demand (kW) | Business             | 160,762       | 1.05             | 168,350        | 0.82 | 137,594       |
| Peak Demand (kW) | Residential          | 18,823        | 3.24             | 61,027         | 0.62 | 56,327        |
| Peak Demand (kW) | Income Eligible      | 3,781         | 3.83             | 14,479         | 0.88 | 12,782        |
| Peak Demand (kW) | Third Party          | 25,156        | 1.06             | 26,695         | 0.97 | 25,796        |
| Peak Demand (kW) | Pilots               | 53            | 3.67             | 196            | 0.75 | 311           |
| Peak Demand (kW) | Voltage Optimization | 52,308        | 1.00             | 52,535         | 1.00 | 52,535        |
| Peak Demand (kW  | ) Total              | 260,884       | 1.24             | 323,281        | 0.88 | 285,345       |

Note: The kWh savings in this table does not include any converted gas savings.

Source: ComEd tracking data and evaluation team analysis.

Overall, the Business programs realized 48% of the portfolio net savings, the Residential programs contributed 20%, Voltage Optimization contributed 16%, Third Party programs contributed 11%, Income Eligible programs contributed 5%, and Pilot programs contributed less than half of one percent (see Figure 2-1). Further detail on the savings by program are shown in subsequent sections.

<sup>\*</sup> The NTG is calculated as the sum of net savings divided by the sum of verified gross savings after excluding measures that do not have verified gross estimates (e.g., some behavior programs).

<sup>&</sup>lt;sup>1</sup> ComEd did not include carryover savings in their ex ante gross savings for the seven programs with carryover. All program reports with carryover show carryover in the verified gross and verified net savings in the CPAS tables and subsequent tables.



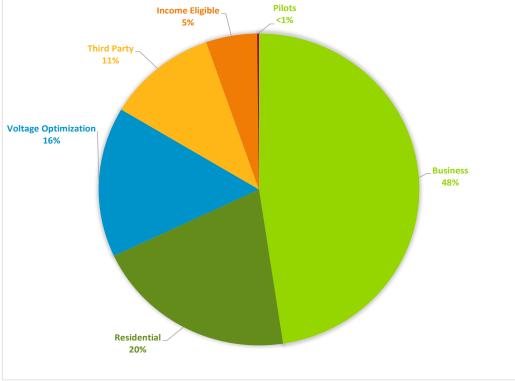


Figure 2-1. Annual Incremental Net Electric Savings by Sector

Source: ComEd tracking data and Navigant team analysis.

# 2.2 Cumulative Persisting Annual Savings (CPAS)

Per Section 8-103B of the Illinois Public Utilities Act, ComEd's energy efficiency goals are expressed in CPAS, which is the sum of the electric energy savings achieved in a given year from all measures installed in that year and in previous years, but no earlier than January 1, 2012, that are still operational and providing savings in that year.

# 2.2.1 Gas Savings

The gas savings attributed to ComEd's programs are only those not claimed by the Illinois gas utilities so that there is no double-counting.<sup>2</sup> Some of the gas savings that ComEd can claim are from programs jointly implemented with the gas utilities, and some are from ComEd-only programs that produce gas savings along with electric savings. According to Section 8-103B(b-25) of the Illinois Public Utilities Act, "In no event shall more than 10% of each year's applicable annual incremental goal (AAIG) as defined in paragraph (7) of subsection (g) of this Section be

<sup>&</sup>lt;sup>2</sup> For 2021, Guidehouse identified some measures where it was possible to confirm the gas companies were not also claiming gas savings (e.g., they did not claim gas savings on clothes washers, ductless mini-split heat pumps, and EMS). There were other measures where the ComEd joint program data indicated the percentage of gas savings claimed by ComEd or by gas utilities (e.g., Kitchen DCV, programmable thermostats, air sealing and pipe insulation). Those measures and gas savings were confirmed by Guidehouse to have no potential double counting from the gas utilities' data and were included in the sorting process to determine the gas savings counted in the calculation of the savings ComEd can claim toward goal.



met through savings of fuels other than electricity." For CY2021, ComEd's savings target (AAIG) is 1,100,410 MWh and so ComEd can claim up to 110,041 MWh in gas savings.<sup>3</sup>

The Future Energy Jobs Act (FEJA) specifies that ComEd shall prioritize other fuels (which in CY2021 are from gas) for the Income Eligible population first to the extent practicable, but can use other fuels from other sectors to achieve its target. To calculate the other fuels' savings eligible for claiming, the evaluation team used a data set containing all measure-level savings, with associated sector and program flags. We sorted the measures from the Income Eligible programs to the top, then sorted by descending measure life. We calculated cumulative savings from the top of the data set until the cumulative total reached the maximum ComEd can claim. Only those savings above that point are included in Table 2-5 below.

# 2.2.2 Legacy Savings

FEJA specifies legacy savings, which are CPAS from energy efficiency measures implemented by ComEd from January 1, 2012 to December 31, 2017, that are still providing savings in the applicable year. The evaluation applied the deemed legacy savings of 3,144,030 MWh toward ComEd verified CPAS in CY2021.<sup>4</sup>

### 2.2.3 Historical Savings

FEJA requires that historical savings be included in CPAS. This means that the CPAS tables shown in this report include savings from measures installed in 2018 through 2020 that have not reached the end of their EUL. It also means that the CPAS tables account for expiring savings. The evaluation applied the historical contribution to CPAS of 4,663,796 MWh (electric 4,365,269 MWh plus counted gas converted of 298,527 MWh) toward ComEd verified total CPAS in CY2021.

### 2.2.4 Expiring Savings

FEJA specifies that each year ComEd's programs must replace energy savings for measures that have reached the end of their measure lives before any progress towards achievement of its applicable annual incremental goal (AAIG) may be counted. The evaluation calculated incremental expiring savings using the following equation.

#### **Equation 2-1. Incremental Expiring Savings**

Incremental Expiring Savings = CPAS Y<sub>n-1</sub> – CPAS Y<sub>n</sub>

The grand total incremental expiring savings in CY2021 is estimated as CY2021 incremental expiring savings plus the legacy incremental expiring savings in CY2021 and historical expiring savings since CY2018, given a value of 868,244 MWh (in CY2021, there were no incremental expiring savings, but from legacy incremental expiring savings of 393,003 MWh, and historical incremental expiring savings of 475,241 MWh).

<sup>&</sup>lt;sup>3</sup> FEJA Statute: 220 ILCS 5/8-103B(g)(7.5). Section 8-103B. The 2021 applicable annual incremental goal is estimated as the difference in the 2021 CPAS Statutory Goal (9,274,887 MWh) and the 2020 CPAS Statutory Goal (8,174,477 MWh).

<sup>&</sup>lt;sup>4</sup> For CY2021, legacy savings are estimated by multiplying statutory 2021 CPAS Legacy Savings percent (4.0%) by ComEd Baseline - 2014-2016 Average Annual Sales Less Exempt Customers MWh value of 78,600,740.

<sup>&</sup>lt;sup>5</sup> Historic incremental expiring savings are equal to Historic CPAS Yn-1 – Historic CPAS Yn.



# 2.2.5 Total Savings

As shown in Table 2-3 and the following tables, ComEd's CY2021 energy efficiency programs achieved total electric CPAS of 1,739,836 MWh. They achieved 11,097,315 therms of gas savings, which converts to 325,262 MWh.<sup>6</sup> From those gas savings, ComEd can claim 110,041 MWh toward their annual incremental goal. Adding the current year electric savings to the allowable converted gas savings gives 1,849,877 MWh total savings.

Adding the legacy savings of 3,144,030 MWh and historical savings since CY2018, the grand total CY2021 CPAS that ComEd can claim is 9,657,703 MWh (which is 104% of the CPAS goal of 9,274,887 MWh).

# 2.2.6 Applicable Annual Incremental Goal (AAIG)

Per FEJA,<sup>7</sup> the AAIG is estimated as the difference between the statutory CPAS goal for current year (CY2021) and the CPAS goal for the immediately preceding year (CY2020). We calculate progress toward AAIG that ComEd achieved in CY2021 as the difference in verified CY2021 CPAS and the incremental expiring savings (both expiring legacy savings and post 2017 expiring programmatic savings).

### **Equation 2-2. Applicable Annual Incremental Goal (AAIG)**

AAIG = CPAS Y<sub>n</sub> Goal - CPAS Y<sub>n-1</sub> Goal

#### **Equation 2-3. Applicable Annual Incremental Goal Achieved**

Progress toward AAIG = CPAS Y<sub>n</sub> - Incremental Expiring Savings Y<sub>n</sub>

In CY2021, the AAIG is estimated as 1,100,410 MWh. The estimated progress toward goal that ComEd achieved is 981,633 MWh, which is the difference between the CPAS that ComEd can claim against their goal (rounded 1,849,877 MWh) and the grand total incremental expiring savings (868,244 MWh). The AAIG achieved as percent of goal (1,100,410 MWh) is 89.2%.

<sup>&</sup>lt;sup>6</sup> Gas savings are converted to kWh by multiplying therms by 29.31 (which is based on 100,000 Btu/therm and 3,412 Btu/kWh).

<sup>&</sup>lt;sup>7</sup> FEJA Statute: 220 ILCS 5/8-103B(g)(7.5). Section 8-103B.



Table 2-3. CPAS by Program – Electric

|                      |   |       |                 |                |               | Verified Net kWh | Savings       |               |               |               |               |               |               |             |
|----------------------|---|-------|-----------------|----------------|---------------|------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|
|                      |   |       | CY2021 Verified |                | Lifetime Net  |                  | ourgo         |               |               |               |               |               |               |             |
|                      |   | WAML* | Gross Savings   | NITO           | Savings       |                  |               |               |               |               |               |               |               |             |
| Sector               | Program   |       | (kWh)           | NTG†           | (kWh)‡        | 2018             | 2019          | 2020          |               | 2022          | 2023          | 2024          | 2025          | 2026        |
| Business             | Incentives - Custom + Standard  | 13.8  | 293,103,873     |                | 2,881,560,904 |                  |               |               | 219,031,128   | 218,968,749   | 218,063,015   | 215,456,052   | 213,997,304   | 212,532,547 |
| Business             | Business Instant Discounts  | 11.2  | 269,381,913     | 0.76           | 2,046,609,042 |                  |               |               | 205,628,306   | 205,628,306   | 205,628,306   | 205,628,306   | 153,913,771   | 148,333,242 |
| Business             | Small Business  | 12.5  | 222,829,653     | 0.97           | 2,476,947,097 |                  |               |               | 216,199,143   | 216,071,758   | 214,495,997   | 207,264,017   | 196,098,879   | 189,681,442 |
| Business             | LED Streetighting   | 20.0  | 54,194,123      | 0.86           | 897,929,010   |                  |               |               | 46,856,560    | 46,856,560    | 46,856,560    | 44,617,207    | 44,617,207    | 44,617,207  |
| Business             | Industrial Systems + Industrial Energy Management                                     | 7.6   | 53,893,793      | 0.81           | 326,008,697   |                  |               |               | 43,806,654    | 43,806,654    | 43,806,654    | 27,207,699    | 27,207,699    | 15,595,991  |
| Business             | RetroCommissioning + VCx  | 7.9   | 45,838,183      | 0.97           | 350,028,407   |                  |               |               | 44,436,322    | 44,436,322    | 44,436,322    | 44,436,322    | 44,436,322    | 44,436,322  |
| Business             | Strategic Energy Management   | 7.0   | 34,145,568      | 1.00           | 239,018,974   |                  |               |               | 34,145,568    | 34,145,568    | 34,145,568    | 34,145,568    | 34,145,568    | 34,145,568  |
| Business             | Non-residential New Construction  | 17.4  | 29,881,254      | 0.53           | 275,564,929   |                  |               |               | 15,837,065    | 15,837,065    | 15,837,065    | 15,837,065    | 15,837,065    | 15,837,065  |
| Business             | Facility Assessments  | 3.9   | 2,339,216       | 0.94           | 8,602,947     |                  |               |               | 2,198,863     | 2,198,863     | 2,100,051     | 1,488,903     | 615,039       | 1,228       |
| Residential          | Lighting Discount   | 10.9  | 318,243,559     | 0.56           | 1,431,751,246 |                  |               |               | 176,705,487   | 176,705,487   | 176,705,487   | 176,705,487   | 106,182,644   | 100,982,131 |
| Residential          | Appliance Rebates   | 10.1  | 56,668,076      | 0.79           | 451,471,934   |                  |               |               | 44,878,796    | 44,878,796    | 44,878,796    | 44,878,796    | 44,878,796    | 44,878,796  |
| Residential          | Single-Family Assessment  | 9.7   | 16,921,456      | 0.84           | 100,823,486   |                  |               |               | 14,246,262    | 14,246,262    | 14,246,262    | 14,246,262    | 7,639,577     | 7,639,577   |
| Residential          | Multi-Family Assessments  | 8.1   | 9,369,022       | 0.87           | 60,268,959    |                  |               |               | 8,121,286     | 7,931,530     | 7,700,769     | 7,522,432     | 6,911,585     | 5,033,452   |
| Residential          | Residential HVAC  | 15.9  | 6,141,696       | 0.79           | 69,662,297    |                  |               |               | 4,838,627     | 4,838,627     | 4,838,627     | 4,781,880     | 4,781,880     | 4,781,880   |
| Residential          | Residential Behavior  | 5.0   | -               |                | 262,365,944   |                  |               |               | 105,968,421   | 76,127,714    | 46,144,814    | 23,788,506    | 10,336,490    | -           |
| Income Eligible      | Product Discounts - [Lighting Discounts +Appliance Rebates - IE]                      | 10.2  | 90,914,407      | 0.86           | 655,072,777   |                  |               |               | 78,353,216    | 78,353,216    | 78,353,216    | 78,353,216    | 61,895,052    | 60,438,032  |
| Income Eligible      | Multi-Family Retrofits - IEMS + IHWAP   | 12.6  | 4,717,726       | 1.00           | 54,259,017    |                  |               |               | 4,717,726     | 4,717,726     | 4,623,105     | 4,061,940     | 3,747,963     | 3,511,164   |
| Income Eligible      | Single Family Retrofits - CBA + IHWAP   | 16.1  | 3,780,257       | 1.00           | 51,257,133    |                  |               |               | 3,780,257     | 3,780,257     | 3,780,257     | 3,773,626     | 3,764,193     | 3,764,193   |
| Income Eligible      | Public Housing Retrofits  | 9.1   | 1,404,776       | 1.00           | 11,061,400    |                  |               |               | 1,404,776     | 1,404,776     | 1,322,540     | 1,253,221     | 1,076,147     | 1,037,102   |
| Income Eligible      | Affordable Housing New Construction   | 15.4  | 1,374,420       | 1.00           | 21,211,557    |                  |               |               | 1,374,420     | 1,374,420     | 1,374,420     | 1,374,420     | 1,374,420     | 1,374,420   |
| Third Party          | Food Bank-LED Distribution  | 10.1  | 108,183,380     | 1.00           | 1,007,322,240 |                  |               |               | 108,183,380   | 108,183,380   | 108,183,380   | 108,183,380   | 108,183,380   | 108,183,380 |
| Third Party          | UIC-ERC Income Eligible Kits  | 9.5   | 35,945,840      | 1.00           | 319,971,254   |                  |               |               | 35,945,840    | 35,945,840    | 35,945,840    | 35,945,840    | 35,945,840    | 35,945,840  |
| Third Party          | Business Telecomm   | 10.8  | 12,350,428      | 0.80           | 106,450,699   |                  |               |               | 9,883,056     | 9,883,056     | 9,883,056     | 9,883,056     | 9,883,056     | 9,883,056   |
| Third Party          | Agriculture   | 14.3  | 10,159,378      | 0.80           | 107,553,247   |                  |               |               | 8,127,502     | 8,127,502     | 8,127,080     | 8,090,979     | 7,638,604     | 7,621,864   |
| Third Party          | Public Buildings in Distressed Communities  | 14.8  | 9,091,363       | 0.97           | 127,861,084   |                  |               |               | 8,818,622     | 8,818,622     | 8,818,622     | 8,817,878     | 8,605,395     | 8,526,013   |
| Third Party          | Business Grocery  | 13.0  | 6,937,145       | 0.97           | 87,227,790    |                  |               |               | 6,729,031     | 6,729,031     | 6,729,031     | 6,729,031     | 6,654,745     | 5,940,115   |
| Third Party          | Small Business Kits   | 7.2   | 6,148,377       | 0.97           | 35,921,124    |                  |               |               | 5,953,315     | 5,953,315     | 5,953,315     | 5,825,433     | 3,943,148     | 2,282,569   |
| Third Party          | Elementary Energy Education   | 9.4   | 5,543,705       | 0.95           | 44,443,348    |                  |               |               | 5,238,932     | 5,238,932     | 5,026,025     | 5,026,025     | 4,210,392     | 4,210,392   |
| Third Party          | Non-Profit Retrofits  | 13.6  | 4,347,609       | 0.97           | 53,868,283    |                  |               |               | 4,217,181     | 4,217,181     | 4,217,013     | 4,139,084     | 3,979,099     | 3,792,370   |
| Pilots               | Building Operator Certification   | 10.2  | 756,433         | 0.80           | 6,172,493     |                  |               |               | 605,146       | 605,146       | 605,146       | 605,146       | 605,146       | 605,146     |
| Pilots               | Water Infrastructure Leak Reduction   | 29.2  | 587,663         | 0.80           | 13,711,511    |                  |               |               | 470,131       | 470,131       | 470,131       | 470,131       | 470,131       | 470,131     |
| Pilots               | Upstream Commercial Food Service Equipment  | 13.1  | 349,653         | 0.80           | 3,671,853     |                  |               |               | 279,722       | 279,722       | 279,722       | 279,722       | 279,722       | 279,722     |
| Pilots               | SEM Water Savings   | 5.1   | 307,653         | 1.00           | 1,567,597     |                  |               |               | 307,653       | 307,653       | 307,653       | 307,653       | 307,653       | 6,342       |
| Pilots               | Efficient Choice  | 15.9  | 278,151         | 0.63           | 2,775,188     |                  |               |               | 174,134       | 174,134       | 174,134       | 174,134       | 174,076       | 174,076     |
| Pilots               | Electric Homes New Construction   | 15.1  | 192,185         | 0.80           | 2,319,002     |                  |               |               | 153,748       | 153,748       | 153,748       | 153,748       | 153,748       | 153,748     |
| Pilots               | ENERGY STAR Retail Products Platform  | 14.0  | -               |                | 17,753,557    |                  |               |               | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111   |
| Voltage Optimization | n Voltage Optimization  | 15.0  | 270,951,740     | 1.00           | 4,064,276,100 |                  |               |               | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740 |
| CY2021 Portfolio     | 21 Portfolio Total Electric Contribution to CPAS 12.1 1,987,273,672 0.82 18,674,342,1 |       |                 | 18,674,342,124 |               |                  |               | 1,739,836,126 | 1,709,615,898 | 1,676,431,577 | 1,623,672,013 | 1,446,711,586 | 1,398,915,973 |             |
| Historic Portfoli    | ric Portfolio Total Electric Contribution to CPAS§                                    |       |                 |                | 1,765,460,187 | 3,230,285,186    | 4,840,365,070 | 4,365,269,463 | 4,241,476,783 | 4,094,238,218 | 3,697,989,609 | 3,503,861,701 | 3,292,571,532 |             |
| Portfolio Total E    | olio Total Electric CPAS  |       |                 |                | 1,765,460,187 | 3,230,285,186    | 4,840,365,070 | 6,105,105,588 | 5,951,092,681 | 5,770,669,795 | 5,321,661,622 | 4,950,573,287 | 4,691,487,505 |             |
| CY2021 Portfolio     | Incremental Expiring Electric Savings   |       |                 |                |               |                  |               |               |               | 30,220,228    | 33,184,321    | 52,759,564    | 176,960,428   | 47,795,613  |
| Historic Portfoli    | Incremental Expiring Electric Savings#  |       |                 |                |               |                  |               |               | 475,095,608   | 123,792,679   | 147,238,566   | 396,248,609   | 194,127,908   | 211,290,168 |
| Portfolio Grand      | Total Incremental Expiring Electric Savings*†   |       |                 |                |               |                  |               |               | 475,095,608   | 154,012,907   | 180,422,886   | 449,008,172   | 371,088,336   | 259,085,781 |

Guidehouse Inc.



| ogram  Dentives - Custom + Standard  usiness Instant Discounts  nall Business  ED Streetlighting  dustrial Systems + Industrial Energy Management   | 2027<br>209,108,562<br>145,626,216<br>187,439,622  | 2028<br>206,261,869<br>116,519,955  | 2029<br>204,119,070   | 2030  | 2031   | 2032  | 2033  |   |   |   |   |             |
|---|--|---|---|---|--|---|---|---|---|---|---|-------------|
| centives - Custom + Standard<br>usiness Instant Discounts<br>nall Business<br>ED Streetlighting<br>dustrial Systems + Industrial Energy Management  | 209,108,562<br>145,626,216<br>187,439,622  | 206,261,869   |   |   | 2031   | 2032  | 2022  |   |   |   |   | 1           |
| isiness Instant Discounts<br>nall Business<br>ED Streetlighting<br>dustrial Systems + Industrial Energy Management  | 145,626,216<br>187,439,622   | , . ,   | 204,119,070   |   |  | 2002  | 2000  | 2034  | 2035  | 2036  | 2037  | 2038        |
| nall Business<br>ED Streeflighting<br>dustrial Systems + Industrial Energy Management   | 187,439,622  | 116,519,955   |   | 200,281,277   | 191,223,738  | 153,552,894   | 109,565,797   | 101,902,943   | 97,685,534  | 20,974,971  | 19,802,169  | 18,594,716  |
| ED Streetlighting<br>dustrial Systems + Industrial Energy Management  |  |   | 116,469,815   | 105,535,835   | 95,096,159   | 87,314,960  | 87,131,317  | 86,512,236  | 81,642,314  | -   | -   | -           |
| dustrial Systems + Industrial Energy Management   | 44.047.007   | 185,503,225   | 184,577,889   | 178,745,380   | 157,656,390  | 126,542,974   | 79,714,058  | 70,640,721  | 66,128,942  | 37,332  | 37,332  | 37,332      |
| • •   | 44,617,207   | 44,617,207  | 44,617,207  | 44,617,207  | 44,617,207   | 44,617,207  | 44,617,207  | 44,617,207  | 44,617,207  | 44,617,207  | 44,617,207  | 44,617,207  |
|   | 15,595,991   | 15,595,991  | 15,574,568  | 15,574,568  | 14,605,877   | 14,605,877  | 14,605,877  | 3,054,243   | 3,054,243   | 2,513,007   | 2,513,007   | 2,408,482   |
| etroCommissioning + VCx   | 44,436,322   | 27,382,831  | 11,591,324  | -   | -  | -   | -   | -   | -   | -   | -   | -           |
| rategic Energy Management   | 34,145,568   | -   | -   | -   | -  | -   | -   | -   | -   | -   | -   | -           |
| on-residential New Construction   | 15,837,065   | 15,837,065  | 15,837,065  | 15,837,065  | 15,837,065   | 15,837,065  | 15,837,065  | 15,837,065  | 15,837,065  | 15,837,065  | 15,837,065  | 6,334,826   |
| cility Assessments  | -  | -   | -   | -   | -  | -   | -   | -   | -   | -   | -   |             |
| phting Discount   | 99,864,580   | 97,978,163  | 92,561,325  | 92,289,419  | 27,404,531   | 27,404,531  | 27,404,531  | 27,404,531  | 25,452,910  | -   | -   | -           |
| ppliance Rebates  | 44,878,796   | 31,492,871  | 31,492,871  | 29,748,578  | 29,674,545   | 4,999,896   | 2,660,735   | 2,660,735   | 1,457,002   | 1,457,002   | 1,331,485   | 130,116     |
| ngle-Family Assessment  | 7,561,668  | 6,694,190   | 6,321,933   | 6,321,933   | 520,709  | 229,422   | 229,422   | 229,422   | 229,422   | 221,163   | -   |             |
| ulti-Family Assessments   | 3,037,828  | 3,035,327   | 3,034,679   | 3,034,679   | 2,412,803  | 1,258,902   | 409,468   | 409,468   | 406,326   | 8,425   | -   | -           |
| esidential HVAC   | 4,364,752  | 4,354,182   | 4,302,957   | 4,235,297   | 4,044,136  | 3,408,767   | 3,408,767   | 3,408,767   | 3,408,767   | 2,061,556   | 1,395,075   | 1,395,075   |
| esidential Behavior   | -  | -   | -   | -   | -  | -   | -   | -   | -   | -   | -   | -           |
| oduct Discounts - [Lighting Discounts +Appliance Rebates - IE]  | 59,441,248   | 42,782,986  | 39,924,012  | 38,281,004  | 8,614,678  | 8,614,678   | 7,479,292   | 7,094,465   | 7,094,465   | -   | -   | -           |
| ulti-Family Retrofits - IEMS + IHWAP  | 3,173,500  | 3,069,862   | 2,806,910   | 2,723,294   | 2,175,793  | 1,984,524   | 1,710,141   | 1,710,141   | 1,707,066   | 1,662,157   | 1,536,123   | 1,516,807   |
| ngle Family Retrofits - CBA + IHWAP   | 2,901,174  | 2,862,516   | 2,836,658   | 2,572,530   | 1,859,825  | 1,782,386   | 1,779,342   | 1,779,342   | 1,779,342   | 1,774,246   | 1,742,807   | 1,738,172   |
| ublic Housing Retrofits   | 1,003,095  | 831,753   | 573,150   | 371,459   | 315,999  | 144,068   | 43,042  | 43,042  | 43,042  | 43,042  | 38,769  | 38,769      |
| ordable Housing New Construction  | 1,374,420  | 1,374,420   | 1,286,449   | 1,286,449   | 1,282,003  | 1,257,493   | 1,257,493   | 1,228,821   | 917,361   | 594,751   | 365,185   | 142,940     |
| ood Bank-LED Distribution   | 102,269,698  | 80,284,087  | 79,992,249  | 79,992,249  | 1,575,403  | 1,575,403   | 1,575,403   | 1,575,403   | 1,575,403   | 1,561,332   | 1,561,332   | 1,561,332   |
| C-ERC Income Eligible Kits  | 35,945,840   | 23,647,672  | 22,351,353  | 22,351,353  | -  | -   | -   | -   | -   | -   | -   | -           |
| usiness Telecomm  | 9,883,056  | 9,883,056   | 9,429,729   | 7,616,420   | 2,087,558  | 2,063,137   | 2,063,137   | 2,063,137   | 2,063,137   | -   | -   | -           |
| riculture   | 7,621,864  | 7,547,632   | 7,547,632   | 7,379,415   | 6,939,220  | 6,758,160   | 6,649,516   | 6,581,301   | 2,794,976   | -   | -   |             |
| iblic Buildings in Distressed Communities   | 8,501,269  | 8,471,275   | 8,459,504   | 8,458,572   | 8,457,066  | 8,437,991   | 8,406,896   | 8,406,896   | 7,856,464   | -   | -   |             |
| Isiness Grocery   | 5.940.115  | 5.940.115   | 5.940.115   | 5.940.115   | 4.883.025  | 4.883.025   | 4.869.969   | 4.660.165   | 4.660.165   |   | -   |             |
| •   |  |   |   |   |  |   |   |   | -   | -   | -   |             |
|   |  |   |   |   | -,   | -,  | -   | -,  | -   | -   | -   |             |
|   |  |   |   |   | 3.571.348  | 3.227.074   | 2.681.299   | 2.417.015   | 2.381.854   | 13.520  | 13.520  | 13,520      |
|   |  |   |   |   |  | -   | -   | -,,   | -   |   | -   |             |
| •   |  |   |   |   |  | 470.131   | 470.131   | 470.131   | 470.131   | 443.970   | 443.970   | 443,970     |
|   |  |   |   |   |  | ·   |   |   | ·   |   |   | 40,001      |
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|   |  | -1-   |   | .,  | 163 991  | 163 267   | 162 038   | 162 038   | 146 679   | 146 679   | 126 756   | 318         |
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| gh properties of the control of the | hfing Discount pliance Rebates gle-Family Assessment lli-Family Assessment sidential HVAC sidential Behavior oduct Discounts - [Lighting Discounts +Appliance Rebates - IE] lii-Family Retrofits - IEMS + IHWAP glie Family Retrofits - CBA + IHWAP plie Housing Retrofits ordable Housing New Construction and Bank-LED Distribution C-ERC Income Eligible Kits siness Telecomm | hting Discount 99,864,580 pliance Rebates 44,878,796 gle-Family Assessment 7,561,668 Ili-Family Assessments 3,037,828 sidential HVAC 4,364,752 sidential Behavior duct Discounts - [Lighting Discounts +Appliance Rebates - IE] 59,441,248 Ili-Family Retrofits - IEMS + IHWAP 3,173,500 gle Family Retrofits - IEMS + IHWAP 2,991,174 blic Housing Retrofits 1,003,095 ordable Housing New Construction 1,374,420 and Bank-LED Distribution 102,269,698 C-ERC Income Eligible Kits 35,945,840 c-ERC Income Eligible Kits 35,945,840 blic Buildings in Distressed Communities 8,501,269 siness Telecomm 9,883,056 riculture 7,621,864 blic Buildings in Distressed Communities 8,501,269 siness Grocery 5,940,115 all Business Kits 2,179,943 mentary Energy Education 4,210,392 n-Profit Retrofits 3,750,032 Idding Operator Certification 605,146 ter Infrastructure Leak Reduction 377,032 idding Operator Certification 605,146 ter Infrastructure Leak Reduction 377,022 idding Operator Certification 605,146 ter Infrastructure Leak Reduction 153,748 ERGY STAR Rebail Products Platform 1,268,111 tage Optimization 270,951,740 Il Electric Contribution to CPAS 1,378,609,269 emental Expiring Electric Savings 1 cremental Expiring Electric Savings 125,354,844 evenental Expiring Electric Savings 125,354,844 evenental Expiring Electric Savings 125,354,844 | Inting Discount         99,864,580         97,978,163           pliance Rebates         44,878,796         31,492,871           gle-Family Assessment         7,561,668         6,694,190           Ili-Family Assessments         3,037,828         3,035,327           sidential HVAC         4,364,752         4,354,182           sidential Behavior         59,441,248         42,782,986           Ili-Family Retrofits - IEMS + IHWAP         3,173,500         3,069,662           gle Family Retrofits - CBA + IHWAP         2,901,174         2,862,516           blic Housing Retrofits         1,003,095         831,753           ordable Housing New Construction         1,374,420         1,374,420           dB Bank-LED Distribution         102,269,698         80,284,087           C-ERC Income Eligible Kits         35,945,840         23,647,672           chick Buildings in Distressed Communities         8,501,269         9,883,056           riculture         7,621,864         7,547,632           blic Buildings in Distressed Communities         8,501,269         8,471,275           siness Grocery         5,940,115         5,940,115         5,940,115           all Business Kits         2,179,943         2,106,797           mentary Energy Education <t< td=""><td>Inting Discount         99,864,580         97,978,163         92,561,325           pilance Rebates         44,878,796         31,492,871         31,492,871           gle-Family Assessment         7,561,668         6,694,190         6,321,933           Ill-Family Assessments         3,037,828         3,035,327         3,034,679           sidential Bravior         -         -         -           oduct Discounts - [Lighting Discounts +Appliance Rebates - IE]         59,441,248         42,782,986         39,924,012           Ill-Family Retrofits - IEMS + IHWAP         3,173,500         3,069,862         2,806,910           gle Family Retrofits - CBA + IHWAP         2,901,174         2,862,516         2,836,668           blic Housing Retrofits         1,003,095         831,753         573,150           ordable Housing New Construction         1,374,420         1,374,420         1,286,449           dB Bank-LED Distribution         102,269,688         80,284,087         79,992,249           C-ERC Income Eligible Kits         35,945,840         23,647,672         22,351,353           c-ERC Income Eligible Kits         35,945,840         23,647,672         27,547,632           blic Buildings in Distressed Communities         8,501,269         8,471,275         8,459,904</td><td>Inting Discount         99,864,580         97,978,163         92,561,325         92,289,419           pollance Rebalas         44,878,796         31,492,871         31,492,871         29,748,578           gle-Family Assessment         7,561,668         6,694,199         6,321,933         6,321,933           lit-Family Assessments         30,378,228         3,035,327         3,034,679         3,034,679           sidential Behavior         -         -         -         -         -         -           olduct Discounts - [Lighting Discounts - Appliance Rebales - IE]         59,441,248         42,782,986         39,924,012         38,281,004           lit-Family Retrofits - IEMS + IHWAP         3,173,500         3,069,862         2,806,910         2,723,294           gle Family Retrofits - CBA + IHWAP         1,031,995         831,753         575,165         2,836,658         2,572,530           bird blousing New Construction         1,374,420         1,374,420         1,286,449         1,286,449         1,286,449           bird Bank-LED Distribution         102,269,698         80,284,087         79,992,249         79,992,249           C-ERC Income Eligible Kils         35,945,840         23,647,672         22,351,353         22,351,353           siness Grocery         5,940,115<!--</td--><td>nting Discount 99,864,580 97,978,163 92,561,325 92,289,419 27,404,531 pilance Rebales 44,878,796 31,492,871 31,492,871 29,748,578 29,674,545 29,674,545 31,492,871 31,492,871 29,748,578 29,674,545 31,492,871 31,492,871 29,748,578 29,674,545 31,492,871 31,492,871 29,748,578 29,674,545 31,492,871 3</td><td>  Part   Part  </td><td>  Part   Part  </td><td>  Part   Part  </td><td>  Part   Part  </td><td>  Page   Page  </td><td>                                     </td></td></t<> | Inting Discount         99,864,580         97,978,163         92,561,325           pilance Rebates         44,878,796         31,492,871         31,492,871           gle-Family Assessment         7,561,668         6,694,190         6,321,933           Ill-Family Assessments         3,037,828         3,035,327         3,034,679           sidential Bravior         -         -         -           oduct Discounts - [Lighting Discounts +Appliance Rebates - IE]         59,441,248         42,782,986         39,924,012           Ill-Family Retrofits - IEMS + IHWAP         3,173,500         3,069,862         2,806,910           gle Family Retrofits - CBA + IHWAP         2,901,174         2,862,516         2,836,668           blic Housing Retrofits         1,003,095         831,753         573,150           ordable Housing New Construction         1,374,420         1,374,420         1,286,449           dB Bank-LED Distribution         102,269,688         80,284,087         79,992,249           C-ERC Income Eligible Kits         35,945,840         23,647,672         22,351,353           c-ERC Income Eligible Kits         35,945,840         23,647,672         27,547,632           blic Buildings in Distressed Communities         8,501,269         8,471,275         8,459,904 | Inting Discount         99,864,580         97,978,163         92,561,325         92,289,419           pollance Rebalas         44,878,796         31,492,871         31,492,871         29,748,578           gle-Family Assessment         7,561,668         6,694,199         6,321,933         6,321,933           lit-Family Assessments         30,378,228         3,035,327         3,034,679         3,034,679           sidential Behavior         -         -         -         -         -         -           olduct Discounts - [Lighting Discounts - Appliance Rebales - IE]         59,441,248         42,782,986         39,924,012         38,281,004           lit-Family Retrofits - IEMS + IHWAP         3,173,500         3,069,862         2,806,910         2,723,294           gle Family Retrofits - CBA + IHWAP         1,031,995         831,753         575,165         2,836,658         2,572,530           bird blousing New Construction         1,374,420         1,374,420         1,286,449         1,286,449         1,286,449           bird Bank-LED Distribution         102,269,698         80,284,087         79,992,249         79,992,249           C-ERC Income Eligible Kils         35,945,840         23,647,672         22,351,353         22,351,353           siness Grocery         5,940,115 </td <td>nting Discount 99,864,580 97,978,163 92,561,325 92,289,419 27,404,531 pilance Rebales 44,878,796 31,492,871 31,492,871 29,748,578 29,674,545 29,674,545 31,492,871 31,492,871 29,748,578 29,674,545 31,492,871 31,492,871 29,748,578 29,674,545 31,492,871 31,492,871 29,748,578 29,674,545 31,492,871 3</td> <td>  Part   Part  </td> <td>  Part   Part  </td> <td>  Part   Part  </td> <td>  Part   Part  </td> <td>  Page   Page  </td> <td>                                     </td> | nting Discount 99,864,580 97,978,163 92,561,325 92,289,419 27,404,531 pilance Rebales 44,878,796 31,492,871 31,492,871 29,748,578 29,674,545 29,674,545 31,492,871 31,492,871 29,748,578 29,674,545 31,492,871 31,492,871 29,748,578 29,674,545 31,492,871 31,492,871 29,748,578 29,674,545 31,492,871 3 | Part   Part | Part   Part | Part   Part | Part   Part | Page   Page |             |

Guidehouse Inc.



|                    |  | ****        | ****               |                   | ****              | ***               |                   | ***               | ****      |         | ***     | ***     | ***     |
|--------------------|--|-------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-----------|---------|---------|---------|---------|
| Sector<br>Business | Program Incentives - Custom + Standard                           | 2039        | 2040<br>17,937,401 | 2041<br>3,696,140 | 2042<br>3,696,140 | 2043<br>3,696,140 | 2044<br>1,411,272 | 2045<br>1,411,272 | 2046      | 2047    | 2048    | 2049    | 205     |
| Business           | Business Instant Discounts                                       | 18,590,204  | 17,937,401         | 3,090,140         | 3,090,140         | 3,090,140         | 1,411,272         | 1,411,272         |           | · ·     | · ·     |         |         |
| Business           | Small Business   | 37,332      | 37,332             | · ·               | · ·               | · ·               |                   | · ·               | -         | · ·     |         |         |         |
| Business           | LED Streetlighting   | 44,617,207  | 43,484,019         |                   | · ·               | · ·               |                   | -                 | -         | -       |         |         |         |
| Business           | Industrial Systems + Industrial Energy Management                | 2,303,957   | 2,303,957          | 89.233            | 89.233            | 89.233            |                   |                   | -         | -       |         |         |         |
| Business           | RetroCommissioning + VCx   | 2,303,331   | 2,303,937          | - 09,233          | 05,233            | 09,200            |                   |                   | -         | -       |         |         |         |
| Business           | Strategic Energy Management                                      |             |                    |                   |                   |                   |                   | · ·               |           |         |         |         |         |
|                    | Non-residential New Construction                                 |             |                    |                   |                   |                   |                   |                   | -         |         |         |         |         |
| Business           |  |             |                    |                   | -                 |                   |                   | · ·               |           | -       |         |         |         |
| Business           | Facility Assessments   | •           | -                  |                   | •                 | -                 |                   |                   | -         | -       | •       | •       |         |
| Residential        | Lighting Discount  | -           | -                  | - 00.405          | -                 | -                 | •                 | •                 | -         | -       | •       | •       | -       |
| Residential        | Appliance Rebates  | 130,116     | 28,135             | 28,135            | 28,135            | •                 | •                 | •                 | -         | -       | •       | •       | •       |
| Residential        | Single-Family Assessment   | -           | -                  | •                 | -                 | -                 | -                 | -                 | -         | -       | •       | -       |         |
| Residential        | Multi-Family Assessments   | -           | -                  | - 440.007         | -                 | -                 | - 440.007         | -                 | -         | -       | -       | •       |         |
| Residential        | Residential HVAC   | 156,171     | 156,171            | 140,067           | 140,067           | 140,067           | 140,067           | 140,067           | -         | -       | -       | -       |         |
| Residential        | Residential Behavior   | -           | -                  | •                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       |         |
| Income Eligible    | Product Discounts - [Lighting Discounts +Appliance Rebates - IE] | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       |         |
| Income Eligible    | Multi-Family Retrofits - IEMS + IHWAP                            | 1,514,951   | 1,438,655          | 29,894            | 29,894            | 29,894            | 29,894            | 29,894            | -         | -       | -       | -       |         |
| Income Eligible    | Single Family Retrofits - CBA + IHWAP                            | 1,655,604   | 1,549,251          | 577               | 577               | -                 | -                 | -                 | -         | -       | -       | -       |         |
| Income Eligible    | Public Housing Retrofits   | 36,804      | 36,804             | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       |         |
| Income Eligible    | Affordable Housing New Construction                              | 142,940     | 94,453             | 94,453            | 94,453            | 94,453            | 76,502            | -                 | -         | -       | -       | -       |         |
| Third Party        | Food Bank-LED Distribution                                       | 1,561,332   | 1,561,332          | •                 |                   | -                 | -                 | -                 | -         | -       | -       | -       |         |
| Third Party        | UIC-ERC Income Eligible Kits                                     | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       | -       |
| Third Party        | Business Telecomm  | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       |         |
| Third Party        | Agriculture  | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       |         |
| Third Party        | Public Buildings in Distressed Communities                       | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       |         |
| Third Party        | Business Grocery   | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       | -       |
| Third Party        | Small Business Kits  | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       |         |
| Third Party        | Elementary Energy Education                                      | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       |         |
| Third Party        | Non-Profit Retrofits   | 13,520      | 13,520             | 13,520            | 13,520            | 13,520            | -                 | -                 | -         | -       | -       | -       | -       |
| Pilots             | Building Operator Certification                                  | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       |         |
| Pilots             | Water Infrastructure Leak Reduction                              | 443,970     | 443,970            | 443,970           | 443,970           | 443,970           | 443,970           | 443,970           | 443,970   | 443,970 | 443,970 | 443,970 | 443,970 |
| Pilots             | Upstream Commercial Food Service Equipment                       | 40,001      | 40,001             | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       | -       |
| Pilots             | SEM Water Savings  | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       | -       |
| Pilots             | Efficient Choice   | 318         | 318                | 318               | 318               | -                 | -                 | -                 | -         | -       | -       | -       | -       |
| Pilots             | Electric Homes New Construction                                  | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       | -       |
| Pilots             | ENERGY STAR Retail Products Platform                             | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       | -       |
| Voltage Optimizati | ion Voltage Optimization   | -           | -                  | -                 | -                 | -                 | -                 | -                 | -         | -       | -       | -       | -       |
| CY2021 Portfoli    | o Total Electric Contribution to CPAS                            | 71,244,428  | 69,125,320         | 4,536,309         | 4,536,309         | 4,507,278         | 2,101,706         | 2,025,203         | 443,970   | 443,970 | 443,970 | 443,970 | 443,970 |
| Historic Portfoli  | io Total Electric Contribution to CPAS§                          | 36,046,852  | 28,958,993         | 28,628,475        | 18,220,864        | 5,168,834         | 670,910           | -                 | -         | -       |         | -       | -       |
| Portfolio Total E  | Electric CPAS  | 107,291,280 | 98,084,312         | 33,164,784        | 22,757,173        | 9,676,112         | 2,772,616         | 2,025,203         | 443,970   | 443,970 | 443,970 | 443,970 | 443,970 |
| CY2021 Portfoli    | o Incremental Expiring Electric Savings                          | 7,769,155   | 2,119,108          | 64,589,011        | -                 | 29,031            | 2,405,573         | 76,502            | 1,581,233 | -       |         | -       |         |
| Historic Portfoli  | io Incremental Expiring Electric Savings#                        | 3,881,100   | 7,087,859          | 330,518           | 10,407,611        | 13,052,031        | 4,497,924         | 670,910           | -         | -       | -       | -       |         |
| Portfolio Grand    | Total Incremental Expiring Electric Savings*†                    | 11,650,254  | 9,206,967          | 64,919,529        | 10,407,611        | 13,081,061        | 6,903,496         | 747,412           | 1,581,233 |         |         |         |         |

Note: The green highlighted cell shows program total first year electric savings. The gray cells are blank, indicating values irrelevant to the CY2021 contribution to CPAS. Verified gross savings include carryover savings. This is different from the program level reports where carryover savings are excluded from Table 3-1.

<sup>\*</sup> WAML is the weighted average measure life across all measures and savings in the program.



- † The program-level NTG values shown are calculated as Verified Net/Verified Gross. The program-level analysis typically used measure-level deemed NTG values, which are listed here: https://www.ilsag.info/evaluator-ntg-recommendations-for-2021.
- ‡ Lifetime savings are the sum of CPAS savings through the EUL.
- § Historical savings go back to CY2018.
- || Incremental expiring savings are equal to CPAS Yn-1 CPAS Yn.
- # Historic incremental expiring savings are equal to Historic CPAS Yn-1 Historic CPAS Yn.
- \*† Portfolio total incremental expiring savings are equal to current year total incremental expiring savings plus historic total incremental expiring savings.

Source: Evaluation team analysis



Table 2-4. CPAS by Program – Gas

|                   |  |      |                                  |      |                         | Verified Net | Therms Saving | S           |             |             |                       |                      |                      |                        |
|-------------------|--|------|----------------------------------|------|-------------------------|--------------|---------------|-------------|-------------|-------------|-----------------------|----------------------|----------------------|------------------------|
|                   |  |      | CY2021 Verified<br>Gross Savings |      | Lifetime Net<br>Savings |              |               |             |             |             |                       |                      |                      |                        |
| Sector            | Program  | WAML | (Therms)                         | NTG* | (Therms)†               |              | 2019          | 2020        | 2021        | 2022        | 2023                  | 2024                 | 2025                 | 2026                   |
| Business          | Incentives - Custom + Standard   | 15.1 | 2,999,487                        | 0.70 | 31,634,690              |              |               |             | 2,099,641   | 2,099,641   | 2,099,641             | 2,099,641            | 2,099,641            | 2,099,636              |
| Business          | Small Business   | 9.8  | 367,704                          | 0.98 | 3,528,391               |              |               |             | 360,050     | 360,050     | 341,917               | 341,917              | 341,917              | 325,015                |
| Business          | Non-residential New Construction   | 17.4 | 78,927                           | 0.53 | 727,860                 |              |               |             | 41,831      | 41,831      | 41,831                | 41,831               | 41,831               | 41,831                 |
| Business          | RetroCommissioning + VCx   | 8.5  | 68,573                           | 0.94 | 548,692                 |              |               |             | 64,459      | 64,459      | 64,459                | 64,459               | 64,459               | 64,459                 |
| Business          | Facility Assessments   | 4.7  | 16,774                           | 0.94 | 74,880                  |              |               |             | 15,768      | 15,768      | 15,768                | 15,768               | 11,810               | -                      |
| Business          | Business Instant Discounts   |      | -                                |      | -                       |              |               |             |             |             |                       |                      |                      | -                      |
| Business          | Industrial Systems + Industrial Energy Management  |      | -                                |      |                         |              |               |             |             | -           | -                     | -                    |                      | -                      |
| Business          | LED Streetlighting   |      | -                                |      | -                       |              |               |             |             | -           | -                     | -                    | -                    | -                      |
| Business          | Strategic Energy Management  |      | -                                |      | -                       |              |               |             |             | -           | -                     | -                    | -                    | -                      |
| Residential       | Appliance Rebates  | 11.1 | 6,344,294                        | 0.89 | 62,669,720              |              |               |             | 5,675,167   | 5,675,167   | 5,675,167             | 5,675,167            | 5,675,167            | 5,675,167              |
| Residential       | Residential HVAC   | 11.4 | 248,389                          | 0.90 | 2,549,690               |              |               |             | 223,328     | 223,328     | 223,328               | 223,328              | 223,328              | 223,328                |
| Residential       | Lighting Discount  |      | -                                |      | -                       |              |               |             | -           | -           | -                     | -                    | -                    | -                      |
| Residential       | Multi-Family Assessments   |      | -                                |      | -                       |              |               |             | -           | -           | -                     | -                    | -                    | -                      |
| Residential       | Residential Behavior   |      | -                                |      | -                       |              |               |             | -           | -           |                       | -                    | -                    | -                      |
| Residential       | Single-Family Assessment   |      | -                                |      | -                       |              |               |             | -           | -           | -                     | -                    | -                    | -                      |
| Income Eligible   | Multi-Family Retrofits - IEMS + IHWAP  | 18.5 | 703,896                          | 1.00 | 12,859,220              |              |               |             | 703,896     | 703,896     | 697,757               | 697,757              | 697,757              | 690,765                |
| Income Eligible   | Single Family Retrofits - CBA + IHWAP  | 19.7 | 380,863                          | 1.00 | 7,163,499               |              |               |             | 380,863     | 380,863     | 380,863               | 377,776              | 377,523              | 377,523                |
| Income Eligible   | Public Housing Retrofits   | 5.9  | 60,865                           | 1.00 | 359,737                 |              |               |             | 60,865      | 60,865      | 60,865                | 56,626               | 56,626               | 49,045                 |
| Income Eligible   | Affordable Housing New Construction  |      | -                                |      | -                       |              |               |             |             | -           | -                     | -                    | -                    | -                      |
| Income Eligible   | Product Discounts - [Lighting Discounts +Appliance Rebates - IE]                                 |      | -                                |      | -                       |              |               |             |             | -           | -                     | -                    | -                    | -                      |
| Third Party       | Food Bank-LED Distribution   | 20.0 | 653,124                          | 1.00 | 13,062,480              |              |               |             | 653,124     | 653,124     | 653,124               | 653,124              | 653,124              | 653,124                |
| Third Party       | UIC-ERC Income Eligible Kits   | 10.0 | 577,891                          | 1.00 | 5,778,912               |              |               |             | 577,891     | 577,891     | 577,891               | 577,891              | 577,891              | 577,891                |
| Third Party       | Small Business Kits  | 6.5  | 197,299                          | 0.97 | 1,248,950               |              |               |             | 191,380     | 191,380     | 191,380               | 191,380              | 191,380              | 58,410                 |
| Third Party       | Elementary Energy Education  | 9.4  | 30,152                           | 1.00 | 284,250                 |              |               |             | 30,152      | 30,152      | 27,993                | 27,993               | 27,993               | 27,993                 |
| Third Party       | Business Grocery   | 15.0 | 17,403                           | 0.97 | 253,213                 |              |               |             | 16,881      | 16,881      | 16,881                | 16,881               | 16,881               | 16,881                 |
| Third Party       | Business Telecomm  | 11.0 | 1,188                            | 0.80 | 10,450                  |              |               |             | 950         | 950         | 950                   | 950                  | 950                  | 950                    |
| Third Party       | Agriculture  |      | -                                |      | -                       |              |               |             | -           | -           | -                     | -                    | -                    | -                      |
| Third Party       | Non-Profit Retrofits   |      | -                                |      | -                       |              |               |             |             | -           | -                     |                      | -                    | -                      |
| Third Party       | Public Buildings in Distressed Communities   |      | -                                |      | -                       |              |               |             |             | -           | -                     |                      | -                    | -                      |
| Pilots            | Efficient Choice   | 14.0 | 1,726                            | 0.62 | 14,931                  |              |               |             | 1,070       | 1,070       | 1,070                 | 1,070                | 1,070                | 1,070                  |
| Pilots            | Building Operator Certification  |      | -                                |      | -                       |              |               |             |             | -           |                       | -                    | -                    | -                      |
| Pilots            | Electric Homes New Construction  |      | -                                |      | -                       |              |               |             | -           |             |                       | -                    |                      | -                      |
| Pilots            | ENERGY STAR Retail Products Platform   |      | -                                |      | -                       |              |               |             | -           |             |                       | -                    |                      | -                      |
| Pilots            | SEM Water Savings  |      | -                                |      | -                       |              |               |             |             | -           | -                     | -                    | -                    | -                      |
| Pilots            | Upstream Commercial Food Service Equipment   |      | -                                |      | -                       |              |               |             | -           | -           | -                     | -                    | -                    | -                      |
| Pilots            | Water Infrastructure Leak Reduction  |      | -                                |      |                         |              |               |             |             | -           |                       | -                    | -                    | -                      |
|                   | on Voltage Optimization  |      | -                                |      | -                       |              |               |             | -           | -           | -                     | -                    | -                    | -                      |
|                   | o Total Gas Contribution to CPAS (Therms)  |      | 12,748,553                       | 0.87 | 142,769,566             |              |               |             | 11,097,315  | 11,097,315  | 11,070,883            | 11,063,557           | 11,059,347           | 10,883,087             |
|                   | o Total Gas Contribution to CPAS (kWh Equivalent)‡   |      | 373,660,100                      | 0.87 | 4,184,575,976           | 040 077 050  | 007.000.407   | 004 000 000 | 325,262,291 | 325,262,291 | 324,487,592           | 324,272,856          | 324,149,452          | 318,983,283            |
|                   | o Total Gas Contribution to CPAS (kWh Equivalent)§   |      |                                  |      |                         | 216,877,650  | 387,368,187   | 664,862,938 | 663,608,709 | 660,492,752 | 654,083,990           | 647,948,524          | 636,234,858          | 633,245,187            |
|                   | Bas CPAS (kWh Equivalent) D Incremental Expiring Gas Savings (Therms)                            |      |                                  |      |                         | 216,877,650  | 387,368,187   | 664,862,938 | 988,871,000 | 985,755,043 | 978,571,583<br>26,431 | 972,221,380<br>7,326 | 960,384,310<br>4,210 | 952,228,470<br>176,260 |
|                   | o Incremental Expiring Gas Savings (Therms)  o Incremental Expiring Gas Savings (kWh Equivalent) |      |                                  |      |                         |              |               |             |             |             | 774,699               | 214,736              | 123,404              | 5,166,170              |
|                   | o Incremental Expiring Gas Savings (kWh Equivalent)#   |      |                                  |      |                         |              |               |             | 1.254.229   | 3,115,957   | 6,408,761             | 6,135,467            | 11,713,666           | 2,989,671              |
|                   |  |      |                                  |      |                         |              |               |             | 1,254,229   | 3,115,957   | 7,183,460             | 6,350,203            | 11,713,666           | 8,155,840              |
| FORTIONO TOTAL II | ncremental Expiring Gas Savings (kWh Equivalent)*†   |      |                                  |      |                         |              |               |             | 1,234,229   | 3,113,937   | 1,100,400             | 0,300,203            | 11,007,070           | 0,100,040              |

Guidehouse Inc.



| Sector          | Program  | 2027        | 2028        | 2029        | 2030        | 2031        | 2032        | 2033        | 2034        | 2035        | 2036       | 2037       | 2038       |
|-----------------|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------|------------|------------|
| Business        | Incentives - Custom + Standard                                   | 2,099,636   | 2,099,636   | 2,099,636   | 2,099,636   | 2,087,970   | 2,087,970   | 2,087,970   | 2,087,970   | 2,087,970   | 39,691     | 39,691     | 39,691     |
| Business        | Small Business   | 325,015     | 325,015     | 325,015     | 325,015     | 101,023     | 6,585       | 6,585       | 6,585       | 6,585       | 6,021      | 6,021      | 6,021      |
| Business        | Non-residential New Construction                                 | 41,831      | 41,831      | 41,831      | 41,831      | 41,831      | 41,831      | 41,831      | 41,831      | 41,831      | 41,831     | 41,831     | 16,732     |
| Business        | RetroCommissioning + VCx   | 64,459      | 61,890      | 35,592      | -           | -           | -           |             |             |             |            | -          | -          |
| Business        | Facility Assessments   | -           |             | -           | -           | -           | -           |             |             |             |            | -          | -          |
| Business        | Business Instant Discounts                                       | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Business        | Industrial Systems + Industrial Energy Management                | -           |             | -           | -           |             | -           |             |             |             | -          | -          | -          |
| Business        | LED Streetlighting   | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Business        | Strategic Energy Management                                      | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Residential     | Appliance Rebates  | 5,675,167   | 5,675,167   | 5,675,167   | 5,675,167   | 5,675,167   | 80,963      | 80,963      | 80,963      | -           | -          | -          | -          |
| Residential     | Residential HVAC   | 223,408     | 223,408     | 223,408     | 223,408     | 223,408     | 10,298      | 10,298      | 10,298      | 10,298      | 10,298     | 10,298     | 10,298     |
| Residential     | Lighting Discount  | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Residential     | Multi-Family Assessments   | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Residential     | Residential Behavior   | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Residential     | Single-Family Assessment   | -           |             | -           | -           | -           |             | -           | -           |             |            |            |            |
| Income Eligible | Multi-Family Retrofits - IEMS + IHWAP                            | 686,429     | 686,429     | 686,429     | 686,429     | 650,904     | 628,776     | 628,776     | 622,425     | 622,425     | 408,344    | 405,366    | 405,366    |
| Income Eligible | Single Family Retrofits - CBA + IHWAP                            | 374,027     | 374,027     | 373,929     | 353,304     | 349,885     | 346,938     | 342,868     | 341,952     | 341,952     | 340,670    | 336,843    | 336,843    |
| Income Eligible | Public Housing Retrofits   | 1,483       | 1,483       | 1,483       | 1,483       | 1,116       | 1,116       | 1,116       | 1,105       | 1,105       | 1,105      | 563        | 563        |
| Income Eligible | Affordable Housing New Construction                              |             |             |             |             |             |             |             |             |             |            |            |            |
| Income Eligible | Product Discounts - [Lighting Discounts +Appliance Rebates - IE] |             |             |             |             |             |             |             |             |             |            |            |            |
| Third Party     | Food Bank-LED Distribution                                       | 653,124     | 653,124     | 653,124     | 653,124     | 653,124     | 653,124     | 653,124     | 653,124     | 653,124     | 653,124    | 653,124    | 653,124    |
| Third Party     | UIC-ERC Income Eligible Kits                                     | 577,891     | 577,891     | 577,891     | 577,891     | -           | -           | -           | -           | -           | -          | -          | -          |
| Third Party     | Small Business Kits  | 58,410      | 58,410      | 58,410      | 58,410      | -           |             |             |             |             |            |            |            |
| Third Party     | Elementary Energy Education                                      | 27,993      | 27,993      | 27,993      | 27,993      | -           |             |             | -           |             |            |            |            |
| Third Party     | Business Grocery   | 16,881      | 16,881      | 16,881      | 16,881      | 16,881      | 16,881      | 16,881      | 16,881      | 16,881      |            |            | -          |
| Third Party     | Business Telecomm  | 950         | 950         | 950         | 950         | 950         | -           | -           | -           | -           |            |            | -          |
| Third Party     | Agriculture  |             |             |             |             |             |             |             |             |             |            |            |            |
| Third Party     | Non-Profit Retrofits   |             |             |             |             |             |             |             |             |             |            |            |            |
| Third Party     | Public Buildings in Distressed Communities                       |             |             |             |             |             |             |             |             |             |            |            |            |
| Pilots          | Efficient Choice   | 1,070       | 1,070       | 1,070       | 1.070       | 1.070       | 1,054       | 1,054       | 1,054       |             |            |            |            |
| Pilots          | Building Operator Certification                                  |             |             |             | -           |             |             | -           |             |             |            |            |            |
| Pilots          | Electric Homes New Construction                                  |             |             |             |             |             |             |             |             |             |            |            |            |
| Pilots          | ENERGY STAR Retail Products Platform                             |             |             |             |             |             |             |             |             |             |            |            |            |
| Pilots          | SEM Water Savings  |             |             |             |             |             |             |             |             |             |            |            |            |
| Pilots          | Upstream Commercial Food Service Equipment                       |             |             |             |             |             |             |             |             |             |            |            |            |
| Pilots          | Water Infrastructure Leak Reduction                              |             |             |             |             |             |             |             |             |             |            |            |            |
|                 | on Voltage Optimization  |             |             |             |             |             |             |             |             |             |            |            |            |
|                 | o Total Gas Contribution to CPAS (Therms)                        | 10,827,774  | 10,825,205  | 10,798,809  | 10,742,592  | 9,803,329   | 3,875,535   | 3,871,465   | 3,864,187   | 3,782,171   | 1,501,084  | 1,493,737  | 1,468,638  |
|                 | o Total Gas Contribution to CPAS (kWh Equivalent)‡               | 317,362,052 | 317,286,752 | 316,513,096 | 314,865,381 | 287,335,562 | 113,591,926 | 113,472,629 | 113,259,336 | 110,855,423 | 43,996,762 | 43,781,421 | 43,045,780 |
|                 | io Total Gas Contribution to CPAS (kWh Equivalent)§              | 629,391,419 | 546,232,395 | 512,123,206 | 360,082,687 | 257,561,584 | 254,536,072 |             | 168,355,317 | 45,670,514  | 41,857,243 | 40,521,623 | 36,029,850 |
|                 | Gas CPAS (kWh Equivalent)  | 946,753,471 | 863,519,147 | 828,636,302 | 674,948,068 | 544,897,147 | 368,127,998 | 304,900,313 | 281,614,652 | 156,525,937 | 85,854,005 | 84,303,044 | 79,075,629 |
|                 | o Incremental Expiring Gas Savings (Therms)                      | 55,313      | 2,569       | 26,396      | 56,217      | 939,264     | 5,927,794   | 4,070       | 7,277       | 82,017      | 2,281,087  | 7,347      | 25,099     |
|                 | o Incremental Expiring Gas Savings (kWh Equivalent)              | 1,621,231   | 75,300      | 773,656     | 1,647,715   | 27,529,818  | 173,743,637 | 119,297     | 213,293     | 2,403,913   | 66,858,660 | 215,342    | 735,641    |
|                 | io Incremental Expiring Gas Savings (kWh Equivalent)#            | 3,853,768   | 83,159,024  | 34,109,190  | 152,040,518 | 102,521,103 | 3,025,512   | 63,108,388  | 23,072,368  | 122,684,802 | 3,813,271  | 1,335,620  | 4,491,774  |
|                 | ncremental Expiring Gas Savings (kWh Equivalent)*†               | 5,474,999   | 83,234,324  | 34,882,846  | 153,688,234 | 130,050,921 | 176,769,149 | 63,227,685  | 23,285,661  | 125,088,715 | 70,671,932 | 1,550,961  | 5,227,415  |
|                 |  | ., ,,,,,    | , . ,       | ,,          | .,,         | .,,         | .,,         | , ,,,,,     | .,,,,,,     | .,,         | .,. ,      | ,,         |            |



|                      |  | 2222           | 20.42          | 2014        | 22.42      | 2242       | 2011        | 0045      | 0040      | 0047 | 20.42 | 00.40 | 2256     |
|----------------------|--|----------------|----------------|-------------|------------|------------|-------------|-----------|-----------|------|-------|-------|----------|
| Sector<br>Business   | Program Incentives - Custom + Standard                                       | 2039<br>39,691 | 2040<br>39,691 | 2041        | 2042       | 2043       | 2044        | 2045      | 2046      | 2047 | 2048  | 2049  | 2050     |
| Business             | Small Business   | 6,021          | 6,021          |             | -          | -          | -           | -         | -         | -    |       |       |          |
| Business             | Non-residential New Construction   | 0,021          | 0,021          | -           | -          | -          | -           | -         | -         | -    |       | -     |          |
| Business             |  |                |                |             |            | -          |             | -         |           | -    |       |       |          |
|                      | RetroCommissioning + VCx   |                |                | -           | -          | -          |             | -         | -         | -    |       | -     |          |
| Business             | Facility Assessments   |                |                |             |            |            |             |           |           |      |       |       |          |
| Business<br>Business | Business Instant Discounts Industrial Systems + Industrial Energy Management | · ·            |                |             |            | - :        | - :         |           |           | -    |       | -     |          |
| Business             | • • •  |                |                |             | -          |            |             | -         |           | -    | -     | -     | -        |
|                      | LED Streetlighting   |                |                |             |            |            |             |           |           |      |       |       |          |
| Business             | Strategic Energy Management  | -              | -              |             |            | -          | -           | -         | -         | •    | -     |       | -        |
| Residential          | Appliance Rebates  | -              | -              | -           | -          | -          | -           | -         | -         | -    | •     | -     | -        |
| Residential          | Residential HVAC   | 10,298         | 10,298         | •           |            |            |             |           | -         | •    | •     | •     | -        |
| Residential          | Lighting Discount  |                |                |             |            | -          | -           | -         | -         | •    | -     | -     | -        |
| Residential          | Multi-Family Assessments   | -              |                | -           |            | -          | -           | -         | -         | -    | -     | -     | -        |
| Residential          | Residential Behavior   | -              | -              | -           |            | -          | -           | -         | -         | -    | -     | -     | -        |
| Residential          | Single-Family Assessment   | -              |                |             |            | -          | -           | -         | -         | -    | -     | -     | -        |
| Income Eligible      | Multi-Family Retrofits - IEMS + IHWAP  | 405,366        | 405,366        | 154,764     | 145,950    | 145,950    | 145,950     | 145,950   | -         |      |       |       | -        |
| Income Eligible      | Single Family Retrofits - CBA + IHWAP  | 336,843        | 336,843        | 233         | 233        | 233        | 233         | 233       | -         | -    | -     | -     | -        |
| Income Eligible      | Public Housing Retrofits   | 563            | 563            | -           | -          | -          | -           | -         | -         | -    | -     | -     | -        |
| Income Eligible      | Affordable Housing New Construction  | -              | -              | -           | -          | -          | -           | -         | -         | -    | -     | -     | -        |
| Income Eligible      | Product Discounts - [Lighting Discounts +Appliance Rebates - IE]             | -              | -              | -           |            |            | -           |           | -         |      |       | -     | -        |
| Third Party          | Food Bank-LED Distribution   | 653,124        | 653,124        | -           | -          | -          | -           | -         | -         | -    | -     | -     | -        |
| Third Party          | UIC-ERC Income Eligible Kits   | -              | -              | -           | -          | -          | -           | -         | -         | -    | -     | -     | -        |
| Third Party          | Small Business Kits  | -              | -              | -           | -          | -          | -           | -         | -         | -    | -     | -     | -        |
| Third Party          | Elementary Energy Education  |                |                |             |            | -          | -           | -         | -         | -    | -     | -     | -        |
| Third Party          | Business Grocery   | -              |                |             |            | -          | -           | -         | -         | -    | -     | -     | -        |
| Third Party          | Business Telecomm  |                |                |             |            |            |             | -         | -         |      | -     | -     | -        |
| Third Party          | Agriculture  |                |                |             |            |            |             |           | -         |      | -     |       | -        |
| Third Party          | Non-Profit Retrofits   |                |                |             |            |            |             |           | -         |      |       | -     |          |
| Third Party          | Public Buildings in Distressed Communities                                   |                |                |             | -          | -          |             | -         | -         |      |       |       | -        |
| Pilots               | Efficient Choice   |                |                |             |            |            |             | -         | -         |      |       |       | -        |
| Pilots               | Building Operator Certification  |                |                |             |            |            |             |           | -         |      | -     |       | -        |
| Pilots               | Electric Homes New Construction  |                |                |             |            |            |             |           |           |      | -     |       | -        |
| Pilots               | ENERGY STAR Retail Products Platform   |                |                |             |            |            |             |           |           |      | -     |       |          |
| Pilots               | SEM Water Savings  |                |                |             |            |            |             |           |           |      | -     |       |          |
| Pilots               | Upstream Commercial Food Service Equipment                                   |                |                |             |            |            |             |           |           |      |       |       |          |
| Pilots               | Water Infrastructure Leak Reduction  | -              |                |             |            |            | -           | -         |           | -    | -     |       |          |
|                      | tion Voltage Optimization  |                |                |             |            |            |             |           |           |      | -     |       |          |
|                      | io Total Gas Contribution to CPAS (Therms)                                   | 1,451,906      | 1,451,906      | 154,997     | 146,182    | 146,182    | 146,182     | 146,182   | -         |      | -     |       |          |
|                      | io Total Gas Contribution to CPAS (kWh Equivalent)‡                          | 42,555,353     | 42,555,353     | 4,542,958   | 4,284,607  | 4,284,607  | 4,284,607   | 4,284,607 |           |      |       |       |          |
|                      | lio Total Gas Contribution to CPAS (kWh Equivalent)§                         | 22,678,927     | 12,257,537     | 12,225,951  | 12,225,951 | 5,895,804  | 2,914,303   | -,204,001 |           |      |       |       |          |
|                      | Gas CPAS (kWh Equivalent)  | 65,234,279     | 54,812,890     | 16,768,909  | 16,510,558 | 10,180,412 | 7,198,910   | 4,284,607 |           | ·    | •     | •     | -        |
|                      | io Incremental Expiring Gas Savings (Therms)                                 | 16,732         | -              | 1,296,909   | 8,814      | -          | - 1,130,310 | 4,204,007 | 146,182   |      |       |       |          |
|                      | io Incremental Expiring Gas Savings (kWh Equivalent)                         | 490,427        |                | 38,012,394  | 258,351    | -          |             |           | 4,284,607 |      |       |       |          |
|                      | lio Incremental Expiring Gas Savings (kWh Equivalent)#                       | 13,350,923     | 10,421,390     | 31,587      | 230,331    | 6,330,146  | 2,981,502   | 2,914,303 | -,204,007 |      |       | ·     | -        |
|                      | Incremental Expiring Gas Savings (kWh Equivalent)*†                          | 13,841,350     | 10,421,390     | 38,043,981  | 258,351    | 6,330,146  | 2,981,502   | 2,914,303 | 4,284,607 |      |       |       |          |
| r ortifolio fotal l  | incremental Expiring Gas Savings (kwin Equivalent)                           | 13,041,330     | 10,421,390     | J0,04J,30 I | 200,001    |            | 2,301,302   | 2,314,303 | 4,204,007 |      |       |       | <u>.</u> |

Note: The green highlighted cell shows program total first year gas savings in kWh equivalents. The gray cells are blank, indicating values irrelevant to the CY2021 contribution to CPAS.



- \* The program-level NTG values shown are calculated as Verified Net/Verified Gross. The program-level analysis typically used measure-level deemed NTG values, which are listed here: https://www.ilsag.info/evaluator-ntg-recommendations-for-2021.
- † Lifetime savings are the sum of CPAS savings through the EUL.
- ‡ kWh equivalent savings are calculated by multiplying therm savings by 29.31.
- § Historic savings go back to CY2018.
- || Incremental expiring savings are equal to CPAS Yn-1 CPAS Yn.
- # Historic incremental expiring savings are equal to Historic CPAS Yn-1 Historic CPAS Yn.
- \*† kWh equivalent portfolio total incremental savings are calculated by multiplying therm savings by 29.31.

Source: Evaluation team analysis

**Table 2-5. CPAS from Gas Counting Toward ComEd Goal** 

|  | CY2021 Veri<br>Gross Savi |             | Veri<br>ime Net<br>Savings | ified Net 1 | Therms | Savings    |           |        |            |             |             |             |             |             |
|--|---------------------------|-------------|----------------------------|-------------|--------|------------|-----------|--------|------------|-------------|-------------|-------------|-------------|-------------|
| Sector   | Gross Savi                | •           | herms)*                    | 2018        |        | 2019       | 2020      |        | 2021       | 2022        | 2023        | 2024        | 2025        | 2026        |
| Income Eligible Gas (Therms)   | 2,376,                    | 640 39,2    | 23,848                     |             |        |            |           | 2,3    | 76,640     | 2,376,640   | 2,370,500   | 2,363,174   | 2,362,921   | 2,348,348   |
| All Other Gas (Therms)   | 1,975,                    | 260 21,0    | 46,628                     |             |        |            |           | 1,3    | 77,746     | 1,377,746   | 1,377,746   | 1,377,746   | 1,377,746   | 1,377,746   |
| Income Eligible Gas (kWh Equivalent)   | 69,659,                   | 308 1,149,6 | 50,994                     |             |        |            |           | 69,6   | 59,308     | 69,659,308  | 69,479,354  | 69,264,618  | 69,257,205  | 68,830,082  |
| All Other Gas (kWh Equivalent)   | 57,894,                   | 882 616,8   | 76,661                     |             |        |            |           | 40,3   | 81,728     | 40,381,728  | 40,381,728  | 40,381,728  | 40,381,728  | 40,381,728  |
| CY2021 Portfolio Total Gas CPAS (Therms)                                     | 4,351,                    | 900 60,2    | 70,476                     |             |        |            |           | 3,7    | 54,385     | 3,754,385   | 3,748,246   | 3,740,919   | 3,740,666   | 3,726,094   |
| CY2021 Portfolio Total Gas CPAS (kWh Equivalent)§                            | 127,554,                  | 190 1,766,5 | 27,655                     |             |        |            |           | 110,0  | 41,036     | 10,041,036  | 109,861,081 | 109,646,346 | 109,638,933 | 109,211,810 |
| Historic Portfolio Total Gas Contribution to CPAS (kWh Equivalent Counted)   |                           |             | 94                         | ,320,888    | 196,50 | 01,850 29  | 8,671,854 | 298,5  | 26,682 2   | 98,380,591  | 298,041,437 | 294,676,564 | 287,291,550 | 287,230,260 |
| Portfolio Total Gas CPAS (kWh Equivalent)#                                   |                           |             | 94                         | ,320,888    | 196,50 | 01,850 29  | 8,671,854 | 408,5  | 67,718 4   | 08,421,627  | 407,902,518 | 404,322,910 | 396,930,483 | 396,442,069 |
| CY2021 Portfolio Incremental Expiring Gas Savings (Therms)                   |                           |             |                            |             |        |            |           |        |            |             | 6,140       | 7,326       | 253         | 14,573      |
| CY2021 Portfolio Incremental Expiring Gas Savings (kWh Equivalent)*†         |                           |             |                            |             |        |            |           |        |            |             | 179,955     | 214,736     | 7,413       | 427,123     |
| Historic Portfolio Incremental Expiring Gas Savings (kWh Equivalent Counted) |                           |             |                            |             |        |            |           | 14     | 45,172     | 146,091     | 339,154     | 3,364,872   | 7,385,014   | 61,291      |
| Portfolio Total Incremental Expiring Gas Savings (kWh Equivalent)†‡          |                           |             |                            |             |        |            |           | 14     | 45,172     | 146,091     | 519,109     | 3,579,608   | 7,392,427   | 488,414     |
|  |                           |             |                            |             |        |            |           |        |            |             |             |             |             |             |
| Sector   | 2027                      | 2028        | 202                        | 9           | 2030   | 203        | 31        | 2032   | 2033       | 2034        | 203         | 5 2036      | 2037        | 2038        |
| Income Eligible Gas (Therms)   | 2,292,954                 | 2,292,954   | 2,292,856                  | 3 2,27      | 2,231  | 1,655,02   | 3 1,629   | ,953   | 1,625,883  | 1,618,606   | 1,618,606   | 1,403,243   | 1,395,896   | 1,395,896   |
| All Other Gas (Therms)   | 1,377,746                 | 1,377,746   | 1,377,746                  | 1,37        | 7,746  | 1,377,74   | 3 1,377   | ,746   | 1,377,746  | 1,377,746   | 1,377,746   | 97,840      | 97,840      | 72,742      |
| Income Eligible Gas (kWh Equivalent)   | 67,206,493                | 67,206,493  | 67,203,609                 | 66,59       | 9,103  | 48,508,87  | 4 47,773  | ,929   | 47,654,632 | 47,441,339  | 47,441,339  | 41,129,058  | 40,913,716  | 40,913,716  |
| All Other Gas (kWh Equivalent)   | 40,381,728                | 40,381,728  | 40,381,728                 | 3 40,38     | 1,728  | 40,381,72  | 3 40,381  | ,728   | 40,381,728 | 40,381,728  | 40,381,728  | 2,867,705   | 2,867,705   | 2,132,064   |
| CY2021 Portfolio Total Gas CPAS (Therms)                                     | 3,670,700                 | 3,670,700   | 3,670,602                  | 2 3,64      | 9,977  | 3,032,77   | 4 3,007   | ,699   | 3,003,629  | 2,996,352   | 2,996,352   | 1,501,084   | 1,493,737   | 1,468,638   |
| CY2021 Portfolio Total Gas CPAS (kWh Equivalent)§                            | 107,588,220               | 107,588,220 | 107,585,337                | 7 106,98    | 0,831  | 88,890,60  | 1 88,155  | ,657   | 88,036,360 | 87,823,066  | 87,823,066  | 43,996,762  | 43,781,421  | 43,045,780  |
| Historic Portfolio Total Gas Contribution to CPAS (kWh Equivalent Counted)   | 286,457,055               | 272,512,233 | 255,971,890                | 201,74      | 5,447  | 201,563,16 | 8 198,537 | ,656 1 | 35,909,071 | 114,926,894 | 45,670,514  | 41,857,243  | 40,521,623  | 36,029,850  |
| Portfolio Total Gas CPAS (kWh Equivalent)#                                   | 394,045,275               | 380,100,453 | 363,557,227                | 7 308,72    | 6,278  | 290,453,77 | 286,693   | ,313 2 | 23,945,430 | 202,749,960 | 133,493,581 | 85,854,005  | 84,303,044  | 79,075,629  |
| CY2021 Portfolio Incremental Expiring Gas Savings (Therms)                   | 55,394                    |             | 98                         | 3 2         | 0,625  | 617,20     | 3 25      | ,075   | 4,070      | 7,277       | -           | 1,495,268   | 7,347       | 25,099      |
| CY2021 Portfolio Incremental Expiring Gas Savings (kWh Equivalent)*†         | 1,623,589                 | •           | 2,883                      | 3 60        | 4,506  | 18,090,23  | 0 734     | ,944   | 119,297    | 213,293     | •           | 43,826,304  | 215,342     | 735,641     |
| Historic Portfolio Incremental Expiring Gas Savings (kWh Equivalent Counted) | 773,205                   | 13,944,822  | 16,540,343                 | 3 54,22     | 6,443  | 182,27     | 9 3,025   | ,512   | 62,628,586 | 20,982,177  | 69,256,379  | 3,813,271   | 1,335,620   | 4,491,774   |
| Portfolio Total Incremental Expiring Gas Savings (kWh Equivalent)†‡          | 2,396,794                 | 13,944,822  | 16,543,226                 | 54,83       | 0,949  | 18,272,50  | 3,760     | ,456   | 62,747,883 | 21,195,470  | 69,256,379  | 47,639,575  | 1,550,961   | 5,227,415   |
|  |                           |             |                            |             |        |            |           |        |            |             |             |             |             |             |



| Sector   | 2039       | 2040       | 2041       | 2042       | 2043       | 2044      | 2045      | 2046      | 2047 | 2048 | 2049 | 2050 |
|--|------------|------------|------------|------------|------------|-----------|-----------|-----------|------|------|------|------|
| Income Eligible Gas (Therms)   | 1,395,896  | 1,395,896  | 154,997    | 146,182    | 146,182    | 146,182   | 146,182   | -         | -    | -    | -    | -    |
| All Other Gas (Therms)   | 56,009     | 56,009     | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Income Eligible Gas (kWh Equivalent)   | 40,913,716 | 40,913,716 | 4,542,958  | 4,284,607  | 4,284,607  | 4,284,607 | 4,284,607 | -         | -    | -    | -    | -    |
| All Other Gas (kWh Equivalent)   | 1,641,637  | 1,641,637  | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| CY2021 Portfolio Total Gas CPAS (Therms)                                     | 1,451,906  | 1,451,906  | 154,997    | 146,182    | 146,182    | 146,182   | 146,182   | -         |      | •    |      | -    |
| CY2021 Portfolio Total Gas CPAS (kWh Equivalent)§                            | 42,555,353 | 42,555,353 | 4,542,958  | 4,284,607  | 4,284,607  | 4,284,607 | 4,284,607 | -         |      |      |      | -    |
| Historic Portfolio Total Gas Contribution to CPAS (kWh Equivalent Counted)   | 22,678,927 | 12,257,537 | 12,225,951 | 12,225,951 | 5,895,804  | 2,914,303 |           | -         |      |      |      | -    |
| Portfolio Total Gas CPAS (kWh Equivalent)#                                   | 65,234,279 | 54,812,890 | 16,768,909 | 16,510,558 | 10,180,412 | 7,198,910 | 4,284,607 | -         |      |      |      |      |
| CY2021 Portfolio Incremental Expiring Gas Savings (Therms)                   | 16,732     | -          | 1,296,909  | 8,814      | -          |           | -         | 146,182   |      | -    |      | -    |
| CY2021 Portfolio Incremental Expiring Gas Savings (kWh Equivalent)*†         | 490,427    |            | 38,012,394 | 258,351    |            |           |           | 4,284,607 |      |      |      |      |
| Historic Portfolio Incremental Expiring Gas Savings (kWh Equivalent Counted) | 13,350,923 | 10,421,390 | 31,587     |            | 6,330,146  | 2,981,502 | 2,914,303 | -         |      |      |      |      |
| Portfolio Total Incremental Expiring Gas Savings (kWh Equivalent)†‡          | 13,841,350 | 10.421.390 | 38,043,981 | 258,351    | 6,330,146  | 2,981,502 | 2,914,303 | 4,284,607 |      |      |      |      |

Note: The green highlighted cell shows program total first year gas savings in kWh equivalents. The gray cells are blank, indicating values irrelevant to the CY2021 contribution to CPAS.

Source: Evaluation team analysis

<sup>\*</sup> Lifetime savings are the sum of CPAS savings through the EUL.

<sup>†</sup> Income Eligible kWh equivalent savings are calculated by multiplying therm savings by 29.31.

<sup>‡</sup> All others kWh equivalent savings are calculated by multiplying therm savings by 29.31.

<sup>§</sup> Portfolio kWh equivalent savings are calculated by multiplying therm savings by 29.31.

<sup>||</sup> Historic savings go back to CY2018.

<sup>#</sup> Portfolio Total Gas CPAS (kWh Equivalent) is the sum of CY2021 equivalent kWh CPAS and historic equivalent kWh CPAS.

<sup>\*†</sup> Incremental expiring savings are equal to CPAS Yn-1 - CPAS Yn.

<sup>†#</sup> Portfolio Total Incremental Expiring Gas Savings (kWh Equivalent) is the sum of CY2021 portfolio incremental equivalent kWh counted and historic portfolio incremental expiring equivalent kWh savings counted.



Below is the list of programs and measures with gas savings which were counted towards ComEd CPAS goal.

Table 2-6. Measure List and Savings from Gas Counting Toward ComEd Goal

| Sector          | Program                          | Verified Gross<br>Savings<br>(Therms) | Verified Gross<br>Savings (kWh<br>Equivalent) | Verified Net<br>Savings (Therms) | Verified Net Savings<br>(kWh Equivalent) Counted Measures (EUL)                             |
|-----------------|----------------------------------|---------------------------------------|---|----------------------------------|---|
| Income Eligible | Income Eligible (All)            | 2,376,640                             | 69,659,308                                    | 2,376,640                        | 69,659,308 All Income Eligible Measure and EUL were counted (16.7)                          |
| Business        | Incentives - Custom + Standard   | 1,861,022                             | 54,546,560                                    | 1,302,716                        | 38,182,592 Kitchen Demand Ventilation Controls (20), Building Energy Management System (15) |
| Business        | Non-residential New Construction | 78,927                                | 2,313,336                                     | 41,831                           | 1,226,068 All Projects (17.4)   |
| Business        | Small Business                   | 6,207                                 | 181,921                                       | 6,021                            | 176,463 Kitchen Fan with DCV (20)   |
| Residential     | Residential HVAC                 | 11,702                                | 342,985                                       | 10,298                           | 301,827 Duct Sealing (20)   |
| Third Party     | Business Grocery                 | 17,403                                | 510,080                                       | 16,881                           | 494,777 Add Door Retrofit kits (15)   |
| Total           |                                  | 4,351,900                             | 127,554,190                                   | 3,754,385                        | 110,041,036   |

Note: This table shows only gross and net gas savings counted towards ComEd's goal in CY2021. Results shown for programs in sectors other than Income Eligible may be different from program specific reports.

Source: Evaluation team analysis



**Table 2-7. Total CPAS Counting Toward ComEd Goal** 

|                      |  |      | CY2021 Verified |      |                | Verified Net kWh | Savings (Includir | ng Those Conver | ted from Gas Sa | vings)        |               |               |               |               |
|----------------------|--|------|-----------------|------|----------------|------------------|-------------------|-----------------|-----------------|---------------|---------------|---------------|---------------|---------------|
|                      |  |      | Gross Savings   |      | Lifetime Net   |                  |                   |                 |                 |               |               |               |               |               |
| Sector               | Program  | EUL  | (kWh)           | NTG* | Savings (kWh)† | 2018             | 2019              | 2020            | 2021            | 2022          | 2023          | 2024          | 2025          | 2026          |
| Business             | Incentives - Custom + Standard                             | 14.0 | 347,650,433     | 0.74 | 3,460,116,522  |                  |                   |                 | 257,213,720     | 257,151,342   | 256,245,608   | 253,638,644   | 252,179,897   | 250,715,140   |
| Business             | Business Instant Discounts                                 | 11.2 | 269,381,913     | 0.76 | 2,046,609,042  |                  |                   |                 | 205,628,306     | 205,628,306   | 205,628,306   | 205,628,306   | 153,913,771   | 148,333,242   |
| Business             | Small Business   | 12.5 | 223,011,574     | 0.97 | 2,480,476,360  |                  |                   |                 | 216,375,606     | 216,248,221   | 214,672,460   | 207,440,480   | 196,275,342   | 189,857,905   |
| Business             | LED Streetlighting   | 20.0 | 54,194,123      | 0.86 | 897,929,010    |                  |                   |                 | 46,856,560      | 46,856,560    | 46,856,560    | 44,617,207    | 44,617,207    | 44,617,207    |
| Business             | Industrial Systems + Industrial Energy Management          | 7.6  | 53,893,793      | 0.81 | 326,008,697    |                  |                   |                 | 43.806.654      | 43.806.654    | 43.806.654    | 27,207,699    | 27,207,699    | 15.595.991    |
| Business             | RetroCommissioning + VCx                                   | 7.9  | 45,838,183      | 0.97 | 350,028,407    |                  |                   |                 | 44,436,322      | 44,436,322    | 44,436,322    | 44,436,322    | 44,436,322    | 44,436,322    |
| Business             | Strategic Energy Management                                | 7.0  | 34,145,568      | 1.00 | 239,018,974    |                  |                   |                 | 34,145,568      | 34,145,568    | 34,145,568    | 34,145,568    | 34,145,568    | 34,145,568    |
| Business             | Non-residential New Construction                           | 17.4 | 32,194,590      | 0.53 | 296,898,511    |                  |                   |                 | 17,063,133      | 17,063,133    | 17,063,133    | 17,063,133    | 17,063,133    | 17,063,133    |
| Business             | Facility Assessments                                       | 3.9  | 2,339,216       | 0.94 | 8,602,947      |                  |                   |                 | 2,198,863       | 2,198,863     | 2,100,051     | 1,488,903     | 615,039       | 1,228         |
| Residential          | Lighting Discount  | 10.9 | 318,243,559     | 0.56 | 1,431,751,246  |                  |                   |                 | 176,705,487     | 176,705,487   | 176,705,487   | 176,705,487   | 106,182,644   | 100,982,131   |
| Residential          | Appliance Rebates  | 10.1 | 56.668.076      | 0.79 | 451,471,934    |                  |                   |                 | 44,878,796      | 44,878,796    | 44,878,796    | 44,878,796    | 44,878,796    | 44,878,796    |
| Residential          | Single-Family Assessment                                   | 9.7  | 16,921,456      | 0.84 | 100,823,486    |                  |                   |                 | 14,246,262      | 14,246,262    | 14,246,262    | 14,246,262    | 7,639,577     | 7,639,577     |
| Residential          | Multi-Family Assessments                                   | 8.1  | 9,369,022       | 0.87 | 60,268,959     |                  |                   |                 | 8,121,286       | 7,931,530     | 7,700,769     | 7,522,432     | 6,911,585     | 5,033,452     |
| Residential          | Residential HVAC   | 16.2 | 6,484,681       | 0.79 | 75,698,834     |                  |                   |                 | 5,140,454       | 5,140,454     | 5,140,454     | 5,083,707     | 5,083,707     | 5,083,707     |
| Residential          | Residential Behavior                                       | 5.0  | -               |      | 262,365,944    |                  |                   |                 | 105,968,421     | 76,127,714    | 46,144,814    | 23,788,506    | 10,336,490    | -             |
| Income Eligible      | Product Discounts - [Lighting Discounts +Appliance Rebate: | 10.2 | 90,914,407      | 0.86 | 655,072,777    |                  |                   |                 | 78,353,216      | 78,353,216    | 78,353,216    | 78,353,216    | 61,895,052    | 60,438,032    |
| Income Eligible      | Multi-Family Retrofits - IEMS + IHWAP                      | 17.4 | 25.348.924      | 1.00 | 431,162,757    |                  |                   |                 | 25,348,924      | 25,348,924    | 25,074,348    | 24,513,183    | 24,199,206    | 23,757,490    |
| Income Eligible      | Single Family Retrofits - CBA + IHWAP                      | 18.8 | 14,943,355      | 1.00 | 261,219,297    |                  |                   |                 | 14,943,355      | 14,943,355    | 14,943,355    | 14,846,245    | 14,829,398    | 14,829,398    |
| Income Eligible      | Public Housing Retrofits                                   | 7.3  | 3,188,733       | 1.00 | 21,605,290     |                  |                   |                 | 3,188,733       | 3,188,733     | 3,106,498     | 2,912,921     | 2,735,848     | 2,474,597     |
| Income Eligible      | Affordable Housing New Construction                        | 15.4 | 1,374,420       | 1.00 | 21,211,557     |                  |                   |                 | 1,374,420       | 1,374,420     | 1,374,420     | 1,374,420     | 1,374,420     | 1,374,420     |
| Third Party          | Food Bank-LED Distribution                                 | 11.6 | 127,326,444     | 1.00 | 1,390,183,529  |                  |                   |                 | 127,326,444     | 127,326,444   | 127,326,444   | 127,326,444   | 127,326,444   | 127,326,444   |
| Third Party          | UIC-ERC Income Eligible Kits                               | 9.6  | 52,883,831      | 1.00 | 489,351,165    |                  |                   |                 | 52,883,831      | 52,883,831    | 52,883,831    | 52,883,831    | 52,883,831    | 52,883,831    |
| Third Party          | Business Telecomm  | 10.8 | 12,350,428      | 0.80 | 106,450,699    |                  |                   |                 | 9,883,056       | 9,883,056     | 9,883,056     | 9,883,056     | 9,883,056     | 9,883,056     |
| Third Party          | Agriculture  | 14.3 | 10,159,378      | 0.80 | 107.553,247    |                  |                   |                 | 8,127,502       | 8.127.502     | 8.127.080     | 8.090.979     | 7,638,604     | 7,621,864     |
| Third Party          | Public Buildings in Distressed Communities                 | 14.8 | 9,091,363       | 0.97 | 127,861,084    |                  |                   |                 | 8,818,622       | 8,818,622     | 8,818,622     | 8,817,878     | 8,605,395     | 8,526,013     |
| Third Party          | Business Grocery   | 13.1 | 7,447,225       | 0.97 | 94,649,451     |                  |                   |                 | 7,223,808       | 7,223,808     | 7,223,808     | 7,223,808     | 7,149,522     | 6,434,892     |
| Third Party          | Small Business Kits  | 7.2  | 6,148,377       | 0.97 | 35,921,124     |                  |                   |                 | 5,953,315       | 5,953,315     | 5,953,315     | 5,825,433     | 3,943,148     | 2,282,569     |
| Third Party          | Elementary Energy Education                                | 9.4  | 5,543,705       | 0.95 | 44,443,348     |                  |                   |                 | 5,238,932       | 5,238,932     | 5,026,025     | 5,026,025     | 4,210,392     | 4,210,392     |
| Third Party          | Non-Profit Retrofits                                       | 13.6 | 4,347,609       | 0.97 | 53,868,283     |                  |                   |                 | 4,217,181       | 4,217,181     | 4,217,013     | 4,139,084     | 3,979,099     | 3,792,370     |
| Pilots               | Building Operator Certification                            | 10.2 | 756,433         | 0.80 | 6.172.493      |                  |                   |                 | 605,146         | 605,146       | 605,146       | 605,146       | 605,146       | 605,146       |
| Pilots               | Water Infrastructure Leak Reduction                        | 29.2 | 587,663         | 0.80 | 13,711,511     |                  |                   |                 | 470,131         | 470,131       | 470,131       | 470,131       | 470,131       | 470,131       |
| Pilots               | Upstream Commercial Food Service Equipment                 | 13.1 | 349,653         | 0.80 | 3,671,853      |                  |                   |                 | 279,722         | 279,722       | 279,722       | 279,722       | 279,722       | 279,722       |
| Pilots               | SEM Water Savings  | 5.1  | 307,653         | 1.00 | 1,567,597      |                  |                   |                 | 307,653         | 307,653       | 307,653       | 307,653       | 307,653       | 6,342         |
| Pilots               | Efficient Choice   | 15.9 | 278,151         | 0.63 | 2,775,188      |                  |                   |                 | 174,134         | 174,134       | 174,134       | 174,134       | 174,076       | 174,076       |
| Pilots               | Electric Homes New Construction                            | 15.1 | 192,185         | 0.80 | 2,319,002      |                  |                   |                 | 153,748         | 153,748       | 153,748       | 153,748       | 153,748       | 153,748       |
| Pilots               | ENERGY STAR Retail Products Platform                       | 14.0 | -               |      | 17,753,557     |                  |                   |                 | 1,268,111       | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     |
| Voltage Optimization | n Voltage Optimization                                     | 15.0 | 270,951,740     | 1.00 | 4,064,276,100  |                  |                   |                 | 270,951,740     | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   |
|                      | Total Contribution to CPAS (kWh)                           |      | 2,114,827,862   |      | 20,440,869,779 |                  |                   |                 | 1,849,877,162   | 1,819,656,934 | 1,786,292,659 | 1,733,318,359 | 1,556,350,519 | 1,508,127,783 |
|                      | o Total Contribution to CPAS‡                              |      |                 |      | ,              | 1,859,781,075    | 3,426,787,036     | 5,139,036,924   | 4,663,796,144   | 4,539,857,374 | 4,392,279,654 |               | 3,791,153,251 | 3,579,801,792 |
| Legacy Savings       | ·  |      |                 |      |                | ,,,              | 4,087,238,480     | 3,537,033,300   | 3,144,029,600   | 2,751,025,900 | 2,436,622,940 | 2,200,820,720 | 1,965,018,500 | 1,807,817,020 |
| Portfolio Total C    |  |      |                 |      |                | 1.859.781.075    | 7.514.025.516     | 8.676.070.224   | 9,657,702,906   | 9,110,540,208 | 8,615,195,253 | 7,926,805,253 | 7,312,522,270 | 6,895,746,595 |
|                      | Incremental Expiring Savings                               |      |                 |      |                | 1,000,101,010    | 7,514,025,510     | 5,010,010,224   | 5,551,102,500   | 30,220,228    | 33,364,275    | 52,974,300    | 176,967,840   | 48,222,736    |
|                      |  |      |                 |      |                |                  |                   |                 | 475 040 700     |               |               |               |               |               |
|                      | o Incremental Expiring Savings#                            |      |                 |      |                |                  |                   |                 | 475,240,780     | 123,938,771   | 147,577,720   | 399,613,481   | 201,512,922   | 211,351,459   |
|                      | ntal Expiring Savings                                      |      |                 |      |                |                  |                   |                 | 393,003,700     | 393,003,700   | 314,402,960   | 235,802,220   | 235,802,220   | 157,201,480   |
|                      | Total Incremental Expiring Savings*†                       |      |                 |      |                |                  |                   |                 | 868,244,480     | 547,162,699   | 495,344,955   | 688,390,000   | 614,282,983   | 416,775,675   |
| Progress toward      | s Applicable Annual Incremental Goal (AAIG)†‡              |      |                 |      |                |                  |                   |                 | 981,632,682     | •             | •             | -             |               | <u> </u>      |



| Sector               | Program  | 2027          | 2028          | 2029          | 2030          | 2031          | 2032          | 2033          | 2034          | 2035        | 2036        | 2037        | 2038         |
|----------------------|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|-------------|-------------|--------------|
| Business             | Incentives - Custom + Standard                             | 247,291,154   | 244,444,461   | 242,301,662   | 238,463,869   | 229,406,331   | 191,735,486   | 147,748,389   | 140,085,535   | 135,868,126 | 22,138,317  | 20,965,516  | 19,758,062   |
| Business             | Business Instant Discounts                                 | 145,626,216   | 116,519,955   | 116,469,815   | 105,535,835   | 95,096,159    | 87,314,960    | 87,131,317    | 86,512,236    | 81,642,314  | -           | -           |              |
| Business             | Small Business   | 187,616,086   | 185,679,688   | 184,754,353   | 178,921,843   | 157,832,853   | 126,719,437   | 79,890,522    | 70,817,184    | 66,305,405  | 213,795     | 213,795     | 213,795      |
| Business             | LED Streetlighting   | 44,617,207    | 44,617,207    | 44,617,207    | 44,617,207    | 44,617,207    | 44,617,207    | 44,617,207    | 44,617,207    | 44,617,207  | 44,617,207  | 44,617,207  | 44,617,207   |
| Business             | Industrial Systems + Industrial Energy Management          | 15,595,991    | 15,595,991    | 15,574,568    | 15,574,568    | 14,605,877    | 14,605,877    | 14,605,877    | 3,054,243     | 3,054,243   | 2,513,007   | 2,513,007   | 2,408,482    |
| Business             | RetroCommissioning + VCx                                   | 44,436,322    | 27,382,831    | 11,591,324    | -             | -             | -             | -             | -             | -           | -           | -           | -            |
| Business             | Strategic Energy Management                                | 34,145,568    | -             | -             | -             | -             | -             | -             | -             | -           | -           | -           | -            |
| Business             | Non-residential New Construction                           | 17,063,133    | 17,063,133    | 17,063,133    | 17,063,133    | 17,063,133    | 17,063,133    | 17,063,133    | 17,063,133    | 17,063,133  | 17,063,133  | 17,063,133  | 6,825,253    |
| Business             | Facility Assessments                                       | -             | -             | -             | -             | -             | -             | -             | -             | -           | -           | -           | -            |
| Residential          | Lighting Discount  | 99,864,580    | 97,978,163    | 92,561,325    | 92,289,419    | 27,404,531    | 27,404,531    | 27,404,531    | 27,404,531    | 25,452,910  | -           | -           | -            |
| Residential          | Appliance Rebates  | 44,878,796    | 31,492,871    | 31,492,871    | 29,748,578    | 29,674,545    | 4,999,896     | 2,660,735     | 2,660,735     | 1,457,002   | 1,457,002   | 1,331,485   | 130,116      |
| Residential          | Single-Family Assessment                                   | 7,561,668     | 6,694,190     | 6,321,933     | 6,321,933     | 520,709       | 229,422       | 229,422       | 229,422       | 229,422     | 221,163     | -           |              |
| Residential          | Multi-Family Assessments                                   | 3,037,828     | 3,035,327     | 3,034,679     | 3,034,679     | 2,412,803     | 1,258,902     | 409,468       | 409,468       | 406,326     | 8,425       | -           | -            |
| Residential          | Residential HVAC   | 4,666,579     | 4,656,009     | 4,604,784     | 4,537,123     | 4,345,962     | 3,710,594     | 3,710,594     | 3,710,594     | 3,710,594   | 2,363,382   | 1,696,902   | 1,696,902    |
| Residential          | Residential Behavior                                       | -             | -             | -             | -             | -             | -             | -             | -             | -           | -           | -           | -            |
| Income Eligible      | Product Discounts - [Lighting Discounts +Appliance Rebate: | 59,441,248    | 42,782,986    | 39,924,012    | 38,281,004    | 8,614,678     | 8,614,678     | 7,479,292     | 7,094,465     | 7,094,465   | -           | -           | -            |
| Income Eligible      | Multi-Family Retrofits - IEMS + IHWAP                      | 23,292,726    | 23,189,088    | 22,926,135    | 22,842,520    | 21,253,785    | 20,413,943    | 20,139,561    | 19,953,405    | 19,950,329  | 13,630,720  | 13,417,414  | 13,398,097   |
| Income Eligible      | Single Family Retrofits - CBA + IHWAP                      | 13,863,918    | 13,825,260    | 13,796,519    | 12,927,885    | 12,114,942    | 11,951,131    | 11,828,790    | 11,801,960    | 11,801,960  | 11,759,284  | 11,615,674  | 11,611,039   |
| Income Eligible      | Public Housing Retrofits                                   | 1,046,563     | 875,220       | 616,617       | 414,926       | 348,699       | 176,768       | 75,741        | 75,434        | 75,434      | 75,434      | 55,263      | 55,263       |
| Income Eligible      | Affordable Housing New Construction                        | 1,374,420     | 1,374,420     | 1,286,449     | 1,286,449     | 1,282,003     | 1,257,493     | 1,257,493     | 1,228,821     | 917,361     | 594,751     | 365,185     | 142,940      |
| Third Party          | Food Bank-LED Distribution                                 | 121,412,762   | 99,427,151    | 99,135,314    | 99,135,314    | 20,718,468    | 20,718,468    | 20,718,468    | 20,718,468    | 20,718,468  | 20,704,397  | 20,704,397  | 20,704,397   |
| Third Party          | UIC-ERC Income Eligible Kits                               | 52,883,831    | 40,585,663    | 39,289,344    | 39,289,344    | -             | -             | -             | -             | -           | -           | -           | -            |
| Third Party          | Business Telecomm  | 9,883,056     | 9,883,056     | 9,429,729     | 7,616,420     | 2,087,558     | 2,063,137     | 2,063,137     | 2,063,137     | 2,063,137   | -           | -           | -            |
| Third Party          | Agriculture  | 7,621,864     | 7,547,632     | 7,547,632     | 7,379,415     | 6,939,220     | 6,758,160     | 6,649,516     | 6,581,301     | 2,794,976   | -           | -           | -            |
| Third Party          | Public Buildings in Distressed Communities                 | 8,501,269     | 8,471,275     | 8,459,504     | 8,458,572     | 8,457,066     | 8,437,991     | 8,406,896     | 8,406,896     | 7,856,464   | -           | -           | -            |
| Third Party          | Business Grocery   | 6,434,892     | 6,434,892     | 6,434,892     | 6,434,892     | 5,377,802     | 5,377,802     | 5,364,746     | 5,154,943     | 5,154,943   | -           | -           | -            |
| Third Party          | Small Business Kits  | 2,179,943     | 2,106,797     | 1,219,179     | 493,665       | 2,611         | 2,611         | 2,611         | 2,611         | -           | -           | -           | -            |
| Third Party          | Elementary Energy Education                                | 4,210,392     | 4,210,392     | 3,535,933     | 3,535,933     | -             | -             | -             | -             | -           | -           | -           | -            |
| Third Party          | Non-Profit Retrofits                                       | 3,750,032     | 3,726,001     | 3,723,264     | 3,720,303     | 3,571,348     | 3,227,074     | 2,681,299     | 2,417,015     | 2,381,854   | 13,520      | 13,520      | 13,520       |
| Pilots               | Building Operator Certification                            | 605,146       | 605,146       | 605,146       | 605,146       | 121,029       | -             | -             | -             | -           | -           | -           | -            |
| Pilots               | Water Infrastructure Leak Reduction                        | 470,131       | 470,131       | 470,131       | 470,131       | 470,131       | 470,131       | 470,131       | 470,131       | 470,131     | 443,970     | 443,970     | 443,970      |
| Pilots               | Upstream Commercial Food Service Equipment                 | 279,722       | 279,722       | 279,722       | 272,271       | 268,866       | 268,866       | 48,116        | 48,116        | 48,116      | 40,001      | 40,001      | 40,001       |
| Pilots               | SEM Water Savings  | 6,342         | 6,342         | 6,342         | 3,962         |               |               | -             | -             | -           | -           | -           | -            |
| Pilots               | Efficient Choice   | 164,519       | 164,463       | 164,463       | 164,018       | 163,991       | 163,267       | 162,038       | 162,038       | 146,679     | 146,679     | 126,756     | 318          |
| Pilots               | Electric Homes New Construction                            | 153,748       | 153,748       | 153,748       | 153,748       | 153,748       | 153,748       | 153,748       | 153,748       | 153,748     | 12,788      | -           |              |
| Pilots               | ENERGY STAR Retail Products Platform                       | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | -           | -           | -           |              |
| Voltage Optimization | on Voltage Optimization                                    | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740 | -           | -           |              |
| CY2021 Portfolio     | o Total Contribution to CPAS (kWh)                         | 1,486,197,502 | 1,333,499,061 | 1,301,611,577 | 1,261,813,956 | 987,145,906   | 881,934,564   | 785,192,626   | 755,116,627   | 732,386,485 | 138,016,977 | 135,183,225 | 122,059,363  |
| Historic Portfoli    | o Total Contribution to CPAS‡                              | 3,327,673,743 | 2,912,431,144 | 2,678,537,824 | 2,091,471,680 | 1,792,079,385 | 1,569,448,916 | 1,224,766,966 | 736,297,442   | 161,357,463 | 132,639,815 | 108,955,839 | 75,957,801   |
| Legacy Savings       | (kWh)§   | 1,650,615,540 | 1,414,813,320 | 1,336,212,580 |               |               |               | -             | -             | -           | -           | -           | -            |
| Portfolio Total C    | . ,0   | 6,464,486,785 | 5,660,743,525 | 5,316,361,981 | 3,353,285,636 | 2,779,225,291 | 2,451,383,480 | 2,009,959,592 | 1,491,414,069 | 893,743,947 | 270,656,792 | 244,139,065 | 198,017,163  |
|                      | o Incremental Expiring Savings                             | 21,930,281    | 152,698,441   | 31,887,484    | 39,797,621    | 274,668,050   | 105,211,342   | 96,741,937    | 30,075,999    | 22,730,142  | 594,369,508 | 2,833,751   | 13,123,863   |
|                      | o Incremental Expiring Savings#                            | 252,128,049   | 415,242,599   | 233,893,319   | 587,066,144   | 299,392,294   | 222,630,469   | 344,681,950   | 488,469,524   | 574,939,979 | 28,717,648  | 23,683,975  | 32,998,039   |
|                      | ntal Expiring Savings                                      | 157,201,480   | 235,802,220   | 78,600,740    | 501,000,144   | _00,002,204   |               | 344,001,000   | .00,400,024   | -           | 20,717,040  | 20,000,010  | JE,000,000   |
|                      | Total Incremental Expiring Savings*†                       | 431,259,810   | 803,743,260   | 344,381,544   | 626,863,765   | 574,060,345   | 327,841,811   | 441,423,888   | 518,545,523   | 597,670,121 | 623,087,156 | 26,517,727  | 46,121,901   |
|                      |  | 431,239,610   | 803,743,260   | 344,381,344   | 020,003,763   | 3/4,000,343   | 327,841,811   | 441,423,688   | J10,343,323   | 391,010,121 | 023,001,136 | 20,317,727  | 40, 12 1,901 |
| riogiess toward      | Is Applicable Annual Incremental Goal (AAIG)†‡             | -             | -             | -             | •             | -             | -             | -             | -             | -           | -           | •           |              |

Guidehouse Inc.



| Program   Pro    |                 | _   |               |            |             |            |                                       |           |           |           |      |      |      |         |
|--|-----------------|---|---------------|------------|-------------|------------|---------------------------------------|-----------|-----------|-----------|------|------|------|---------|
| Barness   Regiones - Cambries   September   Septemb    |                 |   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| Barness   Regiones - Cambries   September   Septemb    |                 |   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| Barbane   Maries      | Sector          | Program   | 2039          | 2040       | 2041        | 2042       | 2043                                  | 2044      | 2045      | 2046      | 2047 | 2048 | 2049 | 2050    |
| Binden         Series of Senselphing         41,372   | Business        | Incentives - Custom + Standard                    | 19,753,550    | 19,100,748 | 3,696,140   | 3,696,140  | 3,696,140                             | 1,411,272 | 1,411,272 | -         | -    | -    | -    | -       |
| Binness   Light Sheetpring   4,145   | Business        | Business Instant Discounts                        | -             | -          | -           | -          | -                                     | -         | -         | -         | -    | -    | -    | -       |
| Barnes Reference with the Charter Management 230,307 8 2030 8 203 | Business        | Small Business                                    | 213,795       | 213,795    | -           | -          | -                                     | -         | -         | -         | -    | -    | -    | -       |
| Bairones Single-Berny Resignant   1  | Business        | LED Streetlighting                                | 44,617,207    | 43,484,019 | -           | -          | -                                     | -         | -         | -         | -    | -    | -    | -       |
| Barries   Barries   Stages Engrey Management   | Business        | Industrial Systems + Industrial Energy Management | 2,303,957     | 2,303,957  | 89,233      | 89,233     | 89,233                                | -         | -         | -         | -    | -    | -    | -       |
| Barrian   Barr   | Business        | RetroCommissioning + VCx                          | -             | -          | -           | -          | -                                     | -         | -         | -         | -    | -    | -    | -       |
| Section   Facility Assertments   | Business        | Strategic Energy Management                       | -             | -          | -           | -          | -                                     | -         | -         | -         | -    | -    | -    | -       |
| Pacificial   Agents   Pacificial   Pacific   | Business        | Non-residential New Construction                  | -             | -          | -           | -          | -                                     | -         | -         | -         | -    | -    | -    | -       |
| Residential Single-Frank/ Assessment   10,10   28,13   | Business        | Facility Assessments                              | -             | -          | -           | -          | -                                     | -         | -         | -         | -    | -    | -    | -       |
| Readential Mul-Paraly Assessment   | Residential     | Lighting Discount                                 | -             |            |             |            | -                                     | -         | -         | -         | -    | -    | -    | -       |
| Residential      |                 | Appliance Rebates                                 | 130,116       | 28,135     | 28,135      | 28,135     | -                                     | -         | -         | -         | -    | -    | -    | -       |
| Residential   Residential   Packed   Residential   Residen   |                 | •   | -             | -          | -           | -          | -                                     | -         | -         | -         | -    | -    | -    | -       |
| Readental Balbarior   Income Elgish   Readental Balbarior   Income Elgish   Readental Balbarior   Income Elgish   Product   Income Elgish   Information   Inform   |                 | •   |               |            |             |            |                                       |           |           | -         | -    | -    | -    |         |
| Roome Bigible   Rooder Discours - Lghyling Discours - Agriphing Discou   |                 |   |               |            | 140,067     | 140,067    | 140,067                               | 140,067   | 140,067   | -         | -    |      |      |         |
| Income Eigible   MulF Famy Retroits : EMS - IMMP   MulF Fam Retroits : EMS - IMMP   MulF Famy Retroits : E   | Residential     |   | -             | -          | -           | -          | -                                     | -         | -         | -         | -    | -    |      | -       |
| Income Eligible   Sigle Farily Reforts - CEA - IHWAP   |                 |   |               |            |             |            |                                       |           |           | -         | -    | -    |      | -       |
| Name   Right   Public Nursing Retrilets   14,2444   94,453   94,453   94,553   94,   |                 | •   |               |            |             |            |                                       |           |           | -         | -    | -    | -    | -       |
| Normal Plant   Part     |                 | · ·   |               |            | ·           |            |                                       |           |           | -         | -    | -    |      |         |
| Find Party   Food Bank-LED Dehbuthon   Q2,074,379   Q2,   | _               | •   |               |            |             |            |                                       |           |           | -         |      | -    | -    |         |
| Third Party   Uniform Elgible Kils   September   Sep   |                 |   |               |            |             | 94,453     | ·                                     | 76,502    | -         | -         | -    | -    | -    | -       |
| Third Parly         Business Telecomm  |                 |   |               |            |             | -          | -                                     | -         |           | -         | -    | -    | -    | -       |
| Third Parly   Quick   Parly   Quick   Parly   Quick    |                 | ŭ .   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| Third Parky   Public Buildings in Diseased Communifies   1   |                 |   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| Third Parly         Business Grocery         -<  |                 | -   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| Third Party         Small Busines Kils   |                 | •   |               |            |             |            |                                       |           |           | -         |      |      |      |         |
| Third Parly         Elementary Energy Education         1  |                 | •   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| Price   Pric   |                 |   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| Pilos         Buliding Operator Certification         -  |                 |   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| Pliols   Water Infrastructure Leak Reduction   443,970   |                 |   |               |            |             | -          | · · · · · · · · · · · · · · · · · · · |           |           |           |      |      |      |         |
| Pilots   Upstream Commercial Food Service Equipment   40,001   4   |                 | • •   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| Pilots   SEM Water Savings   Seminary Savings    |                 |   |               |            |             |            | ·                                     | ·         |           | 443,970   |      |      |      |         |
| Plots   Efficient Choice   318   3   |                 |   |               | .,         |             |            |                                       |           |           | -         |      |      |      |         |
| Plots   Electic Homes New Construction   Contribution of CPAS (RWh)   Contribution to CPAS (RWh)   Co   |                 | •   |               |            |             |            |                                       |           |           | -         |      |      |      |         |
| Plids   ENERGY STAR Retail Products Platform   113,799,781   111,680,672   9,079,267   8,820,916   8,791,885   6,386,313   6,309,810   443,970     |                 |   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| Voltage Optimization Voltage Optimization         5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.   |                 |   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| CY2021 Portfolio Total Contribution to CPAS (kWh)         113,799,781         111,680,672         9,079,267         8,820,916         8,791,885         6,386,313         6,309,810         443,970  |                 |   | -             |            |             |            |                                       |           |           |           |      |      |      |         |
| Historic Portfolio Total Contribution to CPAS‡ 58,725,779 41,216,530 40,854,426 30,446,815 11,064,638 3,585,213  |                 | <u> </u>  | - 442 700 704 |            |             |            |                                       |           |           |           |      |      |      |         |
| Legacy Savings (kWh)§         172,525,559         152,897,202         49,933,693         39,267,731         19,856,524         9,971,526         6,309,810         443,970   |                 | i   |               |            |             |            |                                       |           |           |           |      | ·    |      |         |
| Portfolio Total CPAS (kWh)   172,525,559   152,897,202   49,933,693   39,267,731   19,856,524   9,971,526   6,309,810   443,970   443,   |                 | ·   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| CY2021 Portfolio Incremental Expiring Savings         8,259,582       2,119,108       102,601,405       258,351       29,031       2,405,573       76,502       5,865,840  |                 |   |               |            |             |            |                                       |           |           |           |      |      |      |         |
| Historic Portfolio Incremental Expiring Savings# 17,232,022 17,509,249 362,104 10,407,611 19,382,177 7,479,425 3,585,213   |                 |   |               |            |             |            |                                       |           |           |           | ,    |      |      | 443,970 |
| Legacy Incremental Expiring Savings       -  |                 |   |               |            | , ,         |            | ·                                     |           |           | .,,.      |      |      |      | •       |
| Portfolio Grand Total Incremental Expiring Savings*† 25,491,604 19,628,357 102,963,510 10,665,962 19,411,207 9,884,998 3,661,715 5,865,840   |                 |   |               |            |             |            |                                       |           | .,,       |           | •    | -    | •    | •       |
|  |                 |   |               |            |             |            |                                       |           |           |           | -    | -    |      | •       |
| Progress towards Applicable Annual Incremental Goal (AAIG)†  |                 |   | 25,491,604    | 19,628,357 | 102,963,510 | 10,665,962 | 19,411,207                            | 9,884,998 | 3,661,715 | 5,865,840 |      |      | -    | -       |
|  | Progress toward | ls Applicable Annual Incremental Goal (AAIG)†‡    |               | -          | -           | -          | -                                     |           |           | -         |      | -    | -    |         |

Note: The green highlighted cell shows program total first year electric savings (including direct electric savings and those converted from gas). The gray cells are blank, indicating values irrelevant to the CY2021 contribution to CPAS. Verified gross savings include carryover savings. This is different from the program level reports where carryover savings are excluded from Table 3-1.



- \* The program-level NTG values shown are calculated as Verified Net/Verified Gross. The program-level analysis typically used measure-level deemed NTG values, which are listed here: https://www.ilsag.info/evaluator-ntg-recommendations-for-2021. This table may differ from Table 2-3 as this table includes converted gas savings.
- † Lifetime savings are the sum of CPAS savings through the EUL.
- ‡ Historic savings go back to CY2018.
- § Legacy savings are cumulative persisting annual savings from energy efficiency measures implemented from January 1, 2012 December 31, 2017, as deemed by FEJA.
- || Incremental expiring savings are equal to CPAS Yn-1 CPAS Yn
- # Historic incremental expiring savings are equal to Historic CPAS Yn-1 Historic CPAS Yn.
- \*† Portfolio total incremental expiring savings are equal to current year total incremental expiring savings plus historic total incremental expiring savings and legacy incremental expiring savings.

†‡ AAIG is equal to CPAS Y<sub>n</sub> - CPAS Y<sub>n-1</sub>.

Source: Evaluation team analysis



# 2.3 Weighted Average Measure Life

Guidehouse calculated the weighted average measure life (WAML) for the CY2021 programs as 11.6 years excluding Voltage Optimization and 12.0 years including Voltage Optimization.

The equation to calculate the portfolio level WAML is shown in Equation 2-4 where the summation occurs across all programs with savings during CY2021, except for Voltage Optimization. The WAML calculation includes the electric-equivalent of the gas savings that ComEd can claim toward goal, as discussed in the previous section. It does not include all gas savings.

# **Equation 2-4. Portfolio Level WAML Calculation**

 $WAML = \frac{\sum (Program\ Level\ WAML*Program\ Level\ First\ Year\ Verified\ Gross\ Savings)}{\sum (Program\ Level\ First\ Year\ Verified\ Gross\ Savings)}$ 

#### Where

Program Level WAML is the program level WAML

Program Level Verified Gross Savings is the ex post gross verified savings for the program

that occurred during CY2021 including electric and

claimable gas savings.

The program level WAML is calculated as shown in Equation 2-5 where the summation occurs across all the measures<sup>8</sup> in the program.

### **Equation 2-5. Program Level WAML Calculation**

Program Level WAML

 $= \frac{\sum (Measure\ Level\ EUL*Measure\ Level\ First\ Year\ Verified\ Gross\ Savings)}{\sum (Measure\ Level\ First\ Year\ Verified\ Gross\ Savings)}$ 

#### Where

Measure Level EUL is the effective useful life (EUL) for each measure in

the program<sup>9</sup>

Measure Level Verified Gross Savings is the ex post gross verified savings during the

period for each measure in the program

Table 2-8 shows savings for each program and the calculated WAML.

<sup>&</sup>lt;sup>8</sup> Not all programs have measures (for example New Construction). In these cases, the EUL is aggregated from whatever level program savings are reported at (e.g. building, project, etc.).

<sup>&</sup>lt;sup>9</sup> EUL values are either provided in the TRM or through Guidehouse research.



Table 2-8. WAML and Verified Gross Savings by Program

|                      |  | First Year Verified Gross |      |
|----------------------|--|---------------------------|------|
| Sector               | Program  | Savings (kWh)             | WAML |
|                      | Business   |                           |      |
| Business             | Incentives - Custom + Standard                                   | 347,650,433               | 14.0 |
| Business             | Business Instant Discounts                                       | 269,381,913               | 11.2 |
| Business             | Small Business   | 223,011,574               | 12.5 |
| Business             | LED Streetlighting   | 54,194,123                | 20.0 |
| Business             | Industrial Systems + Industrial Energy Management                | 53,893,793                | 7.6  |
| Business             | RetroCommissioning + VCx   | 45,838,183                | 7.9  |
| Business             | Strategic Energy Management                                      | 34,145,568                | 7.0  |
| Business             | Non-residential New Construction                                 | 32,194,590                | 17.4 |
| Business             | Facility Assessments   | 2,339,216                 | 3.9  |
| Business             | Subtotal   | 1,062,649,392             | 12.6 |
|                      | Residential  |                           |      |
| Residential          | Lighting Discount  | 318,243,559               | 10.9 |
| Residential          | Residential Behavior*  | 105,968,421               | 5.0  |
| Residential          | Appliance Rebates  | 56,668,076                | 10.1 |
| Residential          | Single-Family Assessment   | 16,921,456                | 9.7  |
| Residential          | Multi-Family Assessments   | 9,369,022                 | 8.1  |
| Residential          | Residential HVAC   | 6,484,681                 | 16.2 |
| Residential          | Subtotal   | 513,655,214               | 9.6  |
|                      | Income Eligible  |                           |      |
| Income Eligible      | Product Discounts - [Lighting Discounts +Appliance Rebates - IE] | 90,914,407                | 10.2 |
| Income Eligible      | Multi-Family Retrofits - IEMS + IHWAP                            | 25,348,924                | 17.4 |
| Income Eligible      | Single Family Retrofits - CBA + IHWAP                            | 14,943,355                | 18.8 |
| Income Eligible      | Public Housing Retrofits   | 3,188,733                 | 7.3  |
| Income Eligible      | Affordable Housing New Construction                              | 1,374,420                 | 15.4 |
| Income Eligible      | Subtotal   | 135,769,839               | 12.5 |
|                      | Third Party  |                           |      |
| Third Party          | Food Bank-LED Distribution                                       | 127,326,444               | 11.6 |
| Third Party          | UIC-ERC Income Eligible Kits                                     | 52,883,831                | 9.6  |
| Third Party          | Business Telecomm  | 12,350,428                | 10.8 |
| Third Party          | Agriculture  | 10,159,378                | 14.3 |
| Third Party          | Public Buildings in Distressed Communities                       | 9,091,363                 | 14.8 |
| Third Party          | Business Grocery   | 7,447,225                 | 13.1 |
| Third Party          | Small Business Kits  | 6,148,377                 | 7.2  |
| Third Party          | Elementary Energy Education                                      | 5,543,705                 | 9.4  |
| Third Party          | Non-Profit Retrofits   | 4,347,609                 | 13.6 |
| Third Party          | Subtotal   | 235,298,360               | 11.3 |
|                      | Pilots   |                           |      |
| Pilots               | ENERGY STAR Retail Products Platform*                            | 1,268,111                 | 14.0 |
| Pilots               | Building Operator Certification                                  | 756,433                   | 10.2 |
| Pilots               | Water Infrastructure Leak Reduction                              | 587,663                   | 29.2 |
| Pilots               | Upstream Commercial Food Service Equipment                       | 349,653                   | 13.1 |
| Pilots               | SEM Water Savings  | 307,653                   | 5.1  |
| Pilots               | Efficient Choice   | 278,151                   | 15.9 |
| Pilots               | Electric Homes New Construction                                  | 192,185                   | 15.1 |
| Pilots               | Subtotal   | 3,739,849                 | 15.0 |
| Portfolio            | Grand Total  | 1,951,112,654             | 11.6 |
|                      | Voltage Optimization   |                           |      |
| Voltage Optimization | Voltage Optimization   | 270,951,740               | 15.0 |
| Voltage Optimization | Subtotal   | 270,951,740               | 15.0 |
| Portfolio            | Total Including VO   | 2,222,064,394             | 12.0 |

Note: Verified Gross Savings include both electric savings and converted kWh equivalents from gas counted towards goal, and secondary electric energy (kWh) savings from water supply and wastewater treatment plants for measures claimed by ComEd. The WAML values in this table will differ from Table 2-3 for programs



that saved gas because some programs have different electric and gas WAML based on measure types and whether they saved gas. Therefore, the WAML shown in this table is a weighted value for programs that saved both electric and gas.

\* No verified gross savings. Verified Net savings are used for WAML calculation.

Source: Evaluation team analysis



# 3. Savings by Program

The electricity savings by program are shown in the following tables and figures, using the program combinations that correspond to ComEd's filing. Table 3-1 includes secondary electric energy (kWh) savings from water supply and wastewater treatment plants for measures claimed by ComEd. It also includes carryover savings. It does not include gas savings converted to electricity. The kWh savings account for electric heating penalties, where applicable. Details of those measures are discussed in the next section. Table 3-2 includes savings from gas converted to electricity, counting only those savings that ComEd can claim within the 10% limit discussed above in Section 2-1.

Table 3-1. Energy Savings by Program – Electric Only

|                      |  | - A / A                        | V ::: 10                           | V '' 10                         |      | V '6' IN 4                    |
|----------------------|--|--------------------------------|------------------------------------|---------------------------------|------|-------------------------------|
| Sector               | Program  | Ex Ante Gross<br>Savings (kWh) | Verified Gross<br>Realization Rate | Verified Gross<br>Savings (kWh) | NTG* | Verified Net<br>Savings (kWh) |
| Business             | Incentives - Custom + Standard                                   | 291,966,693                    | 1.00                               | 293,103,873                     | 0.75 | 219,031,128                   |
| Business             | Business Instant Discounts                                       | 233,713,154                    | 1.15                               | 269,381,913                     | 0.76 | 205,628,306                   |
| Business             | Small Business   | 231,131,314                    | 0.96                               | 222,829,653                     | 0.97 | 216,199,143                   |
| Business             | LED Streetlighting   | 54,205,711                     | 1.00                               | 54,194,123                      | 0.86 | 46,856,560                    |
| Business             | Industrial Systems + Industrial Energy Management                | 56,104,880                     | 0.96                               | 53,893,793                      | 0.81 | 43,806,654                    |
| Business             | RetroCommissioning + VCx   | 49,662,409                     | 0.92                               | 45,838,183                      | 0.97 | 44,436,322                    |
| Business             | Strategic Energy Management                                      | 34,128,723                     | 1.00                               | 34,145,568                      | 1.00 | 34,145,568                    |
| Business             | Non-residential New Construction                                 | 30,070,482                     | 0.99                               | 29,881,254                      | 0.53 | 15,837,065                    |
| Business             | Facility Assessments   | 2.655.095                      | 0.88                               | 2,339,216                       | 0.94 | 2.198.863                     |
| Business             | Subtotal   | 983,638,462                    | 1.02                               | 1,005,607,575                   | 0.82 | 828,139,608                   |
| Residential          | Lighting Discount  | 281,013,394                    | 1.13                               | 318,243,559                     | 0.56 | 176,705,487                   |
| Residential          | Appliance Rebates  | 58,199,834                     | 0.97                               | 56,668,076                      | 0.79 | 44,878,796                    |
| Residential          | Single-Family Assessment   | 17,325,734                     | 0.98                               | 16,921,456                      | 0.84 | 14,246,262                    |
| Residential          | Multi-Family Assessments   | 9,538,796                      | 0.98                               | 9,369,022                       | 0.87 | 8,121,286                     |
| Residential          | Residential HVAC   | 6,140,953                      | 1.00                               | 6,141,696                       | 0.79 | 4,838,627                     |
| Residential          | Residential Behavior†  | -                              |                                    | -                               |      | 105,968,421                   |
| Residential          | Subtotal   | 372,218,710                    | 1.09                               | 407,343,808                     | 0.87 | 354,758,879                   |
| Income Eligible      | Product Discounts - [Lighting Discounts +Appliance Rebates - IE] | 80,247,992                     | 1.13                               | 90,914,407                      | 0.86 | 78,353,216                    |
| Income Eligible      | Multi-Family Retrofits - IEMS + IHWAP                            | 4,701,702                      | 1.00                               | 4,717,726                       | 1.00 | 4,717,726                     |
| Income Eligible      | Single Family Retrofits - CBA + IHWAP                            | 13,700,036                     | 0.28                               | 3,780,257                       | 1.00 | 3,780,257                     |
| Income Eligible      | Public Housing Retrofits   | 1,384,896                      | 1.01                               | 1,404,776                       | 1.00 | 1,404,776                     |
| Income Eligible      | Affordable Housing New Construction                              | 1,363,000                      | 1.01                               | 1,374,420                       | 1.00 | 1,374,420                     |
| Income Eligible      | Subtotal   | 101,397,627                    | 1.01                               | 102,191,586                     | 0.88 | 89,630,395                    |
| Third Party          | Food Bank-LED Distribution                                       | 91,240,466                     | 1.19                               | 108,183,380                     | 1.00 | 108,183,380                   |
| Third Party          | UIC-ERC Income Eligible Kits                                     | 32,342,486                     | 1.11                               | 35,945,840                      | 1.00 | 35,945,840                    |
| Third Party          | Business Telecomm  | 12,498,595                     | 0.99                               | 12,350,428                      | 0.80 | 9,883,056                     |
| Third Party          | Agriculture  | 10,446,231                     | 0.97                               | 10,159,378                      | 0.80 | 8,127,502                     |
| Third Party          | Public Buildings in Distressed Communities                       | 10,916,482                     | 0.83                               | 9,091,363                       | 0.97 | 8,818,622                     |
| Third Party          | Business Grocery   | 6,563,967                      | 1.06                               | 6,937,145                       | 0.97 | 6,729,031                     |
| Third Party          | Small Business Kits  | 7,515,683                      | 0.82                               | 6,148,377                       | 0.97 | 5,953,315                     |
| Third Party          | Elementary Energy Education                                      | 4,519,834                      | 1.23                               | 5,543,705                       | 0.95 | 5,238,932                     |
| Third Party          | Non-Profit Retrofits   | 4,400,922                      | 0.99                               | 4,347,609                       | 0.97 | 4,217,181                     |
| Third Party          | Subtotal   | 180,444,666                    | 1.10                               | 198,707,224                     | 0.97 | 193,096,858                   |
| Pilots               | Building Operator Certification†                                 | -                              |                                    | 756,433                         | 0.80 | 605,146                       |
| Pilots               | Water Infrastructure Leak Reduction                              | 587,663                        | 1.00                               | 587,663                         | 0.80 | 470,131                       |
| Pilots               | Upstream Commercial Food Service Equipment                       | 309,399                        | 1.13                               | 349,653                         | 0.80 | 279,722                       |
| Pilots               | SEM Water Savings  | 313,596                        | 0.98                               | 307,653                         | 1.00 | 307,653                       |
| Pilots               | Efficient Choice†  | -                              |                                    | 278,151                         | 0.63 | 174,134                       |
| Pilots               | Electric Homes New Construction                                  | 171,166                        | 1.12                               | 192,185                         | 0.80 | 153,748                       |
| Pilots               | ENERGY STAR Retail Products Platform‡                            | -                              |                                    | -                               |      | 1,268,111                     |
| Pilots               | Subtotal   | 1,381,823                      | 1.79                               | 2,471,737                       | 1.32 | 3,258,645                     |
| Voltage Optimization | Voltage Optimization   | 270,533,831                    | 1.00                               | 270,951,740                     | 1.00 | 270,951,740                   |
| Voltage Optimization | Subtotal   | 270,533,831                    | 1.00                               | 270,951,740                     | 1.00 | 270,951,740                   |
| Portfolio            | Grand Total  | 1,909,615,119                  | 1.04                               | 1,987,273,672                   | 0.88 | 1,739,836,125                 |

Note: Programs that verified gross and net kWh savings include carryover savings are Lighting Discounts, Product Discounts (Lighting Discounts – IE), Business Instant Discounts, UIC-ERC Income Eligible Kits, Food Bank LED Distribution, Elementary Education Kits, and Small Business Kits.



- \* The program-level NTG values shown are calculated as Verified Net/Verified Gross. The program-level analysis typically used measure-level deemed NTG values, which are listed here: https://www.ilsag.info/evaluator-ntg-recommendations-for-2021. Guidehouse calculated the portfolio NTG ratio by dividing the total net savings by the total verified gross savings.
- † Program did not report ex ante gross savings, and thus the evaluation did not calculate verified gross savings but only verified net savings.
- ‡ Program did not report ex ante gross savings, but evaluation estimated verified gross and net savings.

NA - not applicable or not calculated

Source: Evaluation team analysis

Table 3-2. Energy Savings by Program – Total Electric + Gas

| Business  | Sector               | Program  | Ex Ante Gross Savings<br>(kWh)          | Verified Gross<br>Realization Rate | Verified Gross<br>Savings (kWh) | Vo<br>NTG* | erified Net Savings<br>(kWh) |
|---|----------------------|--|---|------------------------------------|---------------------------------|------------|------------------------------|
| Business  |                      | <u> </u>   | • |                                    |                                 |            | , ,                          |
| Business  |                      |  |   |                                    |                                 |            |                              |
| Business   LED Streetighting  |                      |  |   |                                    |                                 |            |                              |
| Business  |                      |  |   |                                    |                                 |            |                              |
| Business   RetroCommissioning - VCx   |                      | * *  |   |                                    |                                 |            |                              |
| Business   Shebgic Energy Management   34,128,723   100   34,145,568   1.00   34,145,568   Business   Non-residental New Construction   32,445,296   0.99   32,194,500   0.53   17,065,133   17,065,133   18,145,568   1.00   1,145,568   1,145,56  |                      |  |   |                                    |                                 |            |                              |
| Business  |                      | •  |   |                                    |                                 |            |                              |
| Business   Facility Assessments   2,655,095   0.88   2,339,216   0.94   2,198,863     Business   Subtotal   985,195,195   1.08   10,026,495,925   0.62   687,7274,724     Residential   Lighting Discount   281,013,394   1.13   316,243,559   0.56   176,705,474     Residential   Appliance Rebates   58,199,834   0.97   56,688,076   0.79   44,878,706     Residential   Appliance Rebates   58,199,834   0.97   56,688,076   0.94   14,246,202     Residential   Muli-Family Assessment   17,257,734   0.98   19,514,506   0.84   14,246,202     Residential   Residential HYAC   6,483,938   1.00   6,484,681   0.79   5,140,545     Residential   Residential HYAC   6,483,938   1.00   6,484,681   0.79   5,140,545     Residential   Residential Behavior†   |                      |  |   |                                    |                                 |            |                              |
| Subtotal   |                      |  |   |                                    |                                 |            |                              |
| Residential   Lighting Discount   281,013,394   1.13   318,243,559   0.56   176,705,487   Residential   Appliance Rebates   681,199,834   0.97   65,666,076   0.79   44,777,756   Residential   Single-Family Assessment   17,325,734   0.98   16,921,456   0.44   14,246,256   Residential   Mulf-Family Assessments   9,538,796   0.98   9,389,022   0.87   81,122,66   Residential   Residential   HVAC   6,483,393   1.00   6,484,681   0.79   5,140,484   Residential   Residential   Residential   Residential   Residential   Residential   Residential   Residential   Single-Family   1.00   10,5696,421   Residential   Residential   Residential   Residential   Residential   Residential   Subtotal   1.00   407,686,733   0.07   155,696,421   Residential   Product Discounts - Lighting Discounts - Appliance Rebates - IE  80,247,992   1.13   90,914,407   0.86   78,353,216   Income Eligible   Product Discounts - Lighting Discounts - Appliance Rebates - IE  80,247,992   1.13   90,914,407   0.86   78,353,216   Income Eligible   Public Housing Retrotis - IEMS - IHWAP   25,280,991   1.00   25,348,924   1.00   25,348,924   Income Eligible   Public Housing Retrotis - CBA + IHWAP   24,834,122   0.60   14,943,355   1.00   14,943,355   Income Eligible   Public Housing Retrotis - CBA + IHWAP   24,834,122   0.60   14,943,355   1.00   14,943,355   Income Eligible   Public Housing Retrotis - CBA + IHWAP   24,834,122   0.60   14,943,355   1.00   1,744,420   Income Eligible   Public Housing Retrotis - CBA + IHWAP   24,834,122   0.60   1.01   1,1374,420   1.00   1,374,420   Income Eligible   Public Housing Retrotis - CBA + IHWAP   24,834,122   0.60   1.01   1,374,420   1.00   1,374,420   Income Eligible   Public Housing Retrotis - CBA + IHWAP   24,834,122   0.60   1.01   1,374,420   1.00   1,374,420   Income Eligible   Public Housing Retrotis - CBA + IHWAP   24,934,935   1.01   13,744,935   1.01   123,744,935   1.01   123,744,935   1.01   123,744,935   1.01   123,744,935   1.01   123,744,935   1.01   123,744,935   1.01   123,744,935   1.01   123,7  |                      | · · · · · · · · · · · · · · · · · · ·                            |   |                                    |                                 |            |                              |
| Residential   Applanca Rebatiss   S8,199,834   0.97   \$6,688,076   0.79   44,876,796   Residential   Single-Family Assessment   17,325,734   0.98   16,921,456   0.84   14,426,822   Residential   Mult-Family Assessment   9,538,796   0.98   9,390,922   0.087   8,121,286   Residential   Residenti |                      |  |   |                                    |                                 |            |                              |
| Residential   Single-Family Assessment   17,325,734   0.98   16,921,456   0.84   14,246,262   Residential   Multi-Family Assessments   9,530,756   0.98   9,369,022   0.87   8,121,286   Residential Residential HVAC   6,483,938   1.00   6,446,861   0.79   5,1410,454   Residential Residential Behavior†   105,568,421   105,568              | Residential          | • •  |   | 0.97                               |                                 |            |                              |
| Residential   Multi-Family Assessments   9,538,796   0.98   9,369,022   0.87   8,121,266   Residential   Residential   Residential   Residential Pelaviorr;   | Residential          |  |   |                                    |                                 |            |                              |
| Residential         Residential PVAC         6,483,938         1.00         6,484,681         0.79         5,140,454           Residential         Residential Behavior†         -         -         -         -         105,568,421           Residential         Subtotal         372,551,695         1.09         407,686,793         0.87         355,669,201           Income Eligible         Product/Discounts - [Lighting Discounts + Appliance Rebates - IE]         80,247,992         1.13         90,914,407         0.86         78,353,216           Income Eligible         Mulls-Family Retrofts - IEMS - IHWAP         25,280,991         1.00         25,348,924  | Residential          |  |   | 0.98                               |                                 | 0.87       |                              |
| Residential         Residential Behavior†         -         1.09         407,686,793         0.87         355,080,706           Residential         Subtotal         372,581,995         1.09         407,686,793         0.87         355,080,706           Income Eligible         Product Discounts - (Lighting Discounts - Appliance Rebates - IEI)         80.247,992         1.13         90.914,407         0.86         78,353,216           Income Eligible         Multi-Family Retrofts - CBA - IHWAP         25,280,591         1.00         25,348,924         1.00         25,348,924           Income Eligible         Single Family Retrofts - CBA - IHWAP         24,834,122         0.60         14,943,355         1.00         14,943,355           Income Eligible         Public Housing Retrofts         3,094,099         1.03         3,188,733         1.00         3,188,733           Income Eligible         Afbridable Housing New Construction         1,363,000         1.01         137,420         1.00         1,374,420           Income Eligible         Subtotal         134,819,300         1.01         135,769,839         0.91         123,208,444           Third Party         Food Bank-LED Distribution         91,240,466         1.40         127,326,444         1.00         227,326,444           Th   |                      | ·  |   |                                    |                                 |            |                              |
| Income Eligible         Product Discounts - (Lighting Discounts - Appliance Rebates - IE)         80.247,992         1.13         90,914,407         0.86         78,353,216           Income Eligible         Mulii-Family, Retroffs - IEMS - IHWAP         25,280,591         1.00         25,348,924         1.00         25,448,924           Income Eligible         Public Housing Retroffs         24,834,122         0.60         14,943,355         1.00         1,4943,355           Income Eligible         Public Housing Retroffs         3,094,099         1.03         3,188,733         1.00         3,188,733           Income Eligible         Alfordable Housing New Construction         1,363,000         1.01         1,374,420         1.00         1,374,420           Income Eligible         Subtotal         34,819,805         1.01         155,769,839         0.91         12,320,848           Third Party         Food Bank-LED Distribution         91,240,466         1.40         127,326,444         1.00         127,326,444           Third Party         UIC-ERC Income Eligible Kits         32,342,486         1.64         52,883,831         1.00         52,883,831           Third Party         Business Telecomm         12,498,595         0.99         12,350,428         0.80         9,883,056   |                      |  | -                                       |                                    | -                               |            |                              |
| Income Eligible   Mulf-Farrily Retrofts - IEMS + IHWAP   25,280,591   1.00   25,348,924   1.00   25,348,924   Income Eligible   Single Family Retrofts - CBA + IHWAP   24,834,122   0.60   14,943,355   1.00   14,943,355   Income Eligible   Public Housing Retrofts   3,094,099   1.03   3,188,733   1.00   3,188,733   1.00   3,188,733   1.00   3,188,733   1.00   1.374,420   Income Eligible   Alfordable Housing New Construction   13,63,000   1.01   1,374,420   1.00   1,374,620   Income Eligible   Subtotal   134,619,805   1.01   1357,769,839   0.91   123,209,648   1.00   127,326,444   1.00   127,  | Residential          | Subtotal   | 372,561,695                             | 1.09                               | 407,686,793                     | 0.87       | 355,060,706                  |
| Income Eligible   Muli-Family Retrofts - IEMS + IHWAP   25,280,591   1.00   25,348,924   1.00   25,348,924   Income Eligible   Single Family Retrofts - CBA + IHWAP   24,834,122   0.60   14,943,355   1.00   14,943,355   Income Eligible   Public Housing Retrofts   3,094,099   1.03   3,188,733   1.00   3,188,733   Income Eligible   Alfordable Housing Retrofts   3,094,099   1.03   3,188,733   1.00   3,188,733   1.00   3,188,733   Income Eligible   Subtotal   134,619,805   1.01   1357,69,839   0.91   123,209,644   Income Eligible   Subtotal   134,619,805   1.01   1357,69,839   0.91   123,209,644   Income Eligible   Number of Party   Food Bank-LED Distribution   91,240,466   1.40   127,326,444   1.00   127,326,444   1  | Income Eligible      | Product Discounts - [Lighting Discounts +Appliance Rebates - IE] | 80,247,992                              | 1.13                               | 90,914,407                      | 0.86       | 78,353,216                   |
| Income Eligible   Public Housing Retrofits   3,094,099   1.03   3,188,733   1.00   3,188,733   1.00   1,374,420   1.00   1,37  | Income Eligible      |  | 25,280,591                              | 1.00                               | 25,348,924                      | 1.00       | 25,348,924                   |
| Income Eligible   Public Housing Retrofits   3,094,099   1.03   3,188,733   1.00   3,188,733   1.00   1,374,420   1.00   1,37  | Income Eligible      | Single Family Retrofits - CBA + IHWAP                            | 24,834,122                              | 0.60                               | 14,943,355                      | 1.00       | 14,943,355                   |
| Income Eligible   | Income Eligible      | • •  | 3,094,099                               | 1.03                               | 3,188,733                       | 1.00       | 3,188,733                    |
| Third Party         Food Bank-LED Distribution         91,240,466         1.40         127,326,444         1.00         127,326,444           Third Party         UIC-ERC Income Eligible Kits         32,342,486         1.64         52,883,831         1.00         52,883,831           Third Party         Business Telecomm         12,498,595         0.99         12,350,428         0.80         9,883,056           Third Party         Agriculture         10,446,231         0.97         10,159,378         0.80         8,127,502           Third Party         Public Buildings in Distressed Communities         10,916,482         0.83         9,091,363         0.97         8,818,622           Third Party         Business Grocery         7,074,047         1.05         7,447,225         0.97         7,223,808           Third Party         Small Business Kits         7,515,683         0.82         6,148,377         0.97         5,533,315           Third Party         Blementary Energy Education         4,519,834         1.23         5,543,705         0.95         5,238,932           Third Party         Non-Profit Retroffs         4,400,922         0.99         4,347,609         0.97         4,217,181           Third Party         Subtotal         180,954,745         1.  |                      | Affordable Housing New Construction                              | 1,363,000                               | 1.01                               | 1,374,420                       | 1.00       | 1,374,420                    |
| Third Party         UIC-ERC Income Eligible Kits         32,342,486         1.64         52,883,831         1.00         52,883,831           Third Party         Business Telecomm         12,498,595         0.99         12,350,428         0.80         9,883,056           Third Party         Agriculture         10,446,231         0.97         10,159,378         0.80         8,127,502           Third Party         Public Buildings in Distressed Communities         10,916,482         0.83         9,091,363         0.97         8,818,622           Third Party         Business Grocery         7,074,047         1.05         7,447,225         0.97         7,223,808           Third Party         Small Business Kits         7,516,833         0.82         6,148,377         0.97         5,953,315           Third Party         Elementary Energy Education         4,519,834         1.23         5,543,705         0.95         5,238,932           Third Party         Non-Profit Retrofits         4,400,922         0.99         4,347,609         0.97         4,217,181           Third Party         Subtotal         180,954,745         1.30         235,298,360         0.98         29,672,691           Pilos         Building Operator Certification†         -         756,433 <td>Income Eligible</td> <td>Subtotal</td> <td>134,819,805</td> <td>1.01</td> <td>135,769,839</td> <td>0.91</td> <td>123,208,648</td>  | Income Eligible      | Subtotal   | 134,819,805                             | 1.01                               | 135,769,839                     | 0.91       | 123,208,648                  |
| Third Party         Business Telecomm         12,498,595         0.99         12,350,428         0.80         9,883,056           Third Party         Agriculture         10,446,231         0.97         10,159,378         0.80         8,127,502           Third Party         Public Buildings in Distressed Communities         10,916,482         0.83         9,091,363         0.97         8,818,622           Third Party         Business Grocery         7,074,047         1.05         7,447,225         0.97         7,223,808           Third Party         Small Business Kits         7,515,683         0.82         6,148,377         0.97         5,953,315           Third Party         Elementary Energy Education         4,519,834         1.23         5,543,705         0.95         5,238,932           Third Party         Non-Profit Retrofits         4,400,922         0.99         4,347,609         0.97         4,217,181           Third Party         Subtotal         180,954,745         1.30         235,298,360         0.98         229,672,691           Pilos         Building Operator Certification†         -         756,433         0.80         470,131           Pilos         Water Infrastructure Leak Reduction         587,663         1.00         587,663   | Third Party          | Food Bank-LED Distribution                                       | 91,240,466                              | 1.40                               | 127,326,444                     | 1.00       | 127,326,444                  |
| Third Party         Agriculture         10,446,231         0.97         10,159,378         0.80         8,127,502           Third Party         Public Buildings in Distressed Communities         10,916,482         0.83         9,091,363         0.97         8,818,622           Third Party         Business Grocery         7,074,047         1.05         7,447,225         0.97         7,223,808           Third Party         Small Business Kits         7,515,683         0.82         6,148,377         0.97         5,953,315           Third Party         Elementary Energy Education         4,519,834         1.23         5,543,705         0.95         5,238,932           Third Party         Non-Profit Retrofts         4,400,922         0.99         4,347,609         0.97         4,217,181           Third Party         Subtotal         180,954,745         1.30         235,298,360         0.98         229,672,691           Pilos         Building Operator Certification†         -         756,433         0.80         605,146           Pilos         Water Infrastructure Leak Reduction         587,663         1.00         587,663         0.80         279,722           Pilos         SEM Water Savings         313,596         0.98         307,653         1.00 <td>Third Party</td> <td>UIC-ERC Income Eligible Kits</td> <td>32,342,486</td> <td>1.64</td> <td>52,883,831</td> <td>1.00</td> <td>52,883,831</td>  | Third Party          | UIC-ERC Income Eligible Kits                                     | 32,342,486                              | 1.64                               | 52,883,831                      | 1.00       | 52,883,831                   |
| Third Party         Public Buildings in Distressed Communities         10,916,482         0.83         9,091,363         0.97         8,818,622           Third Party         Business Grocery         7,074,047         1.05         7,447,225         0.97         7,223,808           Third Party         Small Business Kits         7,515,683         0.82         6,148,377         0.97         5,953,315           Third Party         Elementary Energy Education         4,519,834         1.23         5,543,705         0.95         5,238,932           Third Party         Non-Profit Retrofits         4,400,922         0.99         4,347,609         0.97         4,217,181           Third Party         Subtotal         180,954,745         1.30         235,298,360         0.98         229,672,691           Pilos         Building Operator Certification†         -         756,433         0.80         605,146           Pilos         Water Infrastructure Leak Reduction         587,663         1.00         587,663         0.80         470,131           Pilos         Upstream Commercial Food Service Equipment         309,399         1.13         349,653         0.80         279,722           Pilots         Efficient Choice†         -         278,151         0.63   | Third Party          | Business Telecomm  | 12,498,595                              | 0.99                               | 12,350,428                      | 0.80       | 9,883,056                    |
| Third Party         Business Grocery         7,074,047         1.05         7,447,225         0.97         7,223,808           Third Party         Small Business Kits         7,515,683         0.82         6,148,377         0.97         5,953,315           Third Party         Elementary Energy Education         4,519,834         1.23         5,543,705         0.95         5,238,932           Third Party         Non-Profit Retrofits         4,400,922         0.99         4,347,609         0.97         4,217,181           Third Party         Subtotal         180,954,745         1.30         235,298,360         0.98         229,672,691           Pilots         Building Operator Certification†         -         756,433         0.80         605,146           Pilots         Water Infrastructure Leak Reduction         587,663         1.00         587,663         0.80         470,131           Pilots         Upstream Commercial Food Service Equipment         309,399         1.13         349,653         0.80         279,722           Pilots         SEM Water Savings         313,596         0.98         307,653         1.00         307,653           Pilots         Electric Homes New Construction         171,166         1.12         192,185         0.80  | Third Party          | Agriculture  | 10,446,231                              | 0.97                               | 10,159,378                      | 0.80       | 8,127,502                    |
| Third Party         Small Business Kits         7,515,683         0.82         6,148,377         0.97         5,953,315           Third Party         Elementary Energy Education         4,519,834         1.23         5,543,705         0.95         5,238,932           Third Party         Non-Profit Retrofits         4,400,922         0.99         4,347,609         0.97         4,217,181           Third Party         Subtotal         180,954,745         1.30         235,298,360         0.98         229,672,691           Pilots         Building Operator Certification†         -         756,433         0.80         605,146           Pilots         Water Infrastructure Leak Reduction         587,663         1.00         587,663         0.80         470,131           Pilots         Upstream Commercial Food Service Equipment         309,399         1.13         349,653         0.80         279,722           Pilots         SEM Water Savings         313,596         0.98         307,653         1.00         307,653           Pilots         Efficient Choice†         -         278,151         0.63         174,134           Pilots         Electric Homes New Construction         171,166         1.12         192,185         0.80         153,748   | Third Party          | Public Buildings in Distressed Communities                       | 10,916,482                              | 0.83                               | 9,091,363                       | 0.97       | 8,818,622                    |
| Third Party         Elementary Energy Education         4,519,834         1.23         5,543,705         0.95         5,238,932           Third Party         Non-Profit Retrofits         4,400,922         0.99         4,347,609         0.97         4,217,181           Third Party         Subtotal         180,954,745         1.30         235,298,360         0.98         229,672,691           Pilots         Building Operator Certification†         -         756,433         0.80         605,146           Pilots         Water Infrastructure Leak Reduction         587,663         1.00         587,663         0.80         470,131           Pilots         Upstream Commercial Food Service Equipment         309,399         1.13         349,653         0.80         279,722           Pilots         SEM Water Savings         313,596         0.98         307,653         1.00         307,653           Pilots         Efficient Choice†         -         278,151         0.63         174,134           Pilots         Electric Homes New Construction         171,166         1.12         192,185         0.80         153,748           Pilots         ENERGY STAR Retail Products Platform‡         -         -         -         -         1,268,111  | Third Party          | Business Grocery   | 7,074,047                               | 1.05                               | 7,447,225                       | 0.97       | 7,223,808                    |
| Third Party         Non-Profit Retrofits         4,400,922         0.99         4,347,609         0.97         4,217,181           Third Party         Subtotal         180,954,745         1.30         235,298,360         0.98         229,672,691           Pilots         Building Operator Certification†         -         756,433         0.80         605,146           Pilots         Water Infrastructure Leak Reduction         587,663         1.00         587,663         0.80         470,131           Pilots         Upstream Commercial Food Service Equipment         309,399         1.13         349,653         0.80         279,722           Pilots         SEM Water Savings         313,596         0.98         307,653         1.00         307,653           Pilots         Efficient Choice†         -         278,151         0.63         174,134           Pilots         Electric Homes New Construction         171,166         1.12         192,185         0.80         153,748           Pilots         ENERGY STAR Retail Products Platform‡         -         -         -         -         1,268,111           Pilots         Subtotal         1,381,823         1.79         2,471,737         1.32         3,258,645           Voltage Optimi   | Third Party          | Small Business Kits  | 7,515,683                               | 0.82                               | 6,148,377                       | 0.97       | 5,953,315                    |
| Third Party         Subtotal         180,954,745         1.30         235,288,360         0.98         229,672,691           Pilots         Building Operator Certification†         -         756,433         0.80         605,146           Pilots         Water Infrastructure Leak Reduction         587,663         1.00         587,663         0.80         470,131           Pilots         Upstream Commercial Food Service Equipment         309,399         1.13         349,653         0.80         279,722           Pilots         SEM Water Savings         313,596         0.98         307,653         1.00         307,653           Pilots         Efficient Choice†         -         278,151         0.63         174,134           Pilots         Electric Homes New Construction         171,166         1.12         192,185         0.80         153,748           Pilots         ENERGY STAR Retail Products Platform‡         -         -         -         1,268,111           Pilots         Subtotal         1,381,823         1.79         2,471,737         1.32         3,258,645           Vollage Optimization         Vollage Optimization         270,553,831         1.00         270,951,740         1.00         270,951,740   | Third Party          | Elementary Energy Education                                      | 4,519,834                               | 1.23                               | 5,543,705                       | 0.95       | 5,238,932                    |
| Pilots         Building Operator Certification†         -         756,433         0.80         605,146           Pilots         Water Infrastructure Leak Reduction         587,663         1.00         587,663         0.80         470,131           Pilots         Upstream Commercial Food Service Equipment         309,399         1.13         349,653         0.80         279,722           Pilots         SEM Water Savings         313,596         0.98         307,653         1.00         307,653           Pilots         Efficient Choice†         -         278,151         0.63         174,134           Pilots         Electric Homes New Construction         171,166         1.12         192,185         0.80         153,748           Pilots         ENERGY STAR Retail Products Platform‡         -         -         -         1,268,111           Pilots         Subtotal         1,381,823         1.79         2,471,737         1.32         3,258,645           Vollage Optimization         Vollage Optimization         270,553,831         1.00         270,951,740         1.00         270,951,740  | Third Party          | Non-Profit Retrofits   | 4,400,922                               | 0.99                               | 4,347,609                       | 0.97       | 4,217,181                    |
| Pilots         Water Infrastructure Leak Reduction         587,663         1.00         587,663         0.80         470,131           Pilots         Upstream Commercial Food Service Equipment         309,399         1.13         349,653         0.80         279,722           Pilots         SEM Water Savings         313,596         0.98         307,653         1.00         307,653           Pilots         Efficient Choice†         -         278,151         0.63         174,134           Pilots         Electric Homes New Construction         171,166         1.12         192,185         0.80         153,748           Pilots         ENERGY STAR Retail Products Platform‡         -         -         -         1,268,111           Pilots         Subtotal         1,381,823         1.79         2,471,737         1.32         3,258,645           Voltage Optimization         Voltage Optimization         270,553,831         1.00         270,951,740         1.00         270,951,740   | Third Party          | Subtotal   | 180,954,745                             | 1.30                               | 235,298,360                     | 0.98       | 229,672,691                  |
| Pilots         Upstream Commercial Food Service Equipment         309,399         1.13         349,653         0.80         279,722           Pilots         SEM Water Savings         313,596         0.98         307,653         1.00         307,653           Pilots         Efficient Choice†         -         278,151         0.63         174,134           Pilots         Electric Homes New Construction         171,166         1.12         192,185         0.80         153,748           Pilots         ENERGY STAR Retail Products Platform‡         -         -         -         1,268,111           Pilots         Subtotal         1,381,823         1.79         2,471,737         1.32         3,258,645           Voltage Optimization         Voltage Optimization         270,553,831         1.00         270,951,740         1.00         270,951,740  | Pilots               | Building Operator Certification†                                 | -                                       |                                    | 756,433                         | 0.80       | 605,146                      |
| Pilots         SEM Water Savings         313,596         0.98         307,653         1.00         307,653           Pilots         Efficient Choice†         -         278,151         0.63         174,134           Pilots         Electric Homes New Construction         171,166         1.12         192,185         0.80         153,748           Pilots         ENERGY STAR Retail Products Platform‡         -         -         -         -         1,268,111           Pilots         Subtotal         1,381,823         1.79         2,471,737         1.32         3,258,645           Voltage Optimization         Voltage Optimization         270,953,831         1.00         270,951,740         1.00         270,951,740  | Pilots               | Water Infrastructure Leak Reduction                              | 587,663                                 | 1.00                               | 587,663                         | 0.80       | 470,131                      |
| Pilots         Efficient Choice†         -         278,151         0.63         174,134           Pilots         Electric Homes New Construction         171,166         1.12         192,185         0.80         153,748           Pilots         ENERGY STAR Retail Products Platform‡         -         -         -         -         1,268,111           Pilots         Subtotal         1,381,823         1.79         2,471,737         1.32         3,258,645           Voltage Optimization         Voltage Optimization         270,533,831         1.00         270,951,740         1.00         270,951,740   | Pilots               | Upstream Commercial Food Service Equipment                       | 309,399                                 | 1.13                               | 349,653                         | 0.80       | 279,722                      |
| Pilots         Electric Homes New Construction         171,166         1.12         192,185         0.80         153,748           Pilots         ENERGY STAR Retail Products Platform‡         -         -         -         -         1,268,111           Pilots         Subtotal         1,381,823         1.79         2,471,737         1.32         3,258,645           Voltage Optimization         Voltage Optimization         270,533,831         1.00         270,951,740         1.00         270,951,740   | Pilots               | SEM Water Savings  | 313,596                                 | 0.98                               | 307,653                         | 1.00       | 307,653                      |
| Pilots         ENERGY STAR Retail Products Platform‡         -         -         1,268,111           Pilots         Subtotal         1,381,823         1.79         2,471,737         1.32         3,258,645           Voltage Optimization         Voltage Optimization         270,533,831         1.00         270,951,740         1.00         270,951,740  | Pilots               | Efficient Choice†  | -                                       |                                    | 278,151                         | 0.63       | 174,134                      |
| Pilots         Subtotal         1,381,823         1.79         2,471,737         1.32         3,258,645           Voltage Optimization         Voltage Optimization         270,533,831         1.00         270,951,740         1.00         270,951,740   | Pilots               | Electric Homes New Construction                                  | 171,166                                 | 1.12                               | 192,185                         | 0.80       | 153,748                      |
| Voltage Optimization         Voltage Optimization         270,533,831         1.00         270,951,740         1.00         270,951,740   | Pilots               | ENERGY STAR Retail Products Platform‡                            | -                                       |                                    | -                               |            | 1,268,111                    |
|   | Pilots               | Subtotal   | 1,381,823                               | 1.79                               | 2,471,737                       | 1.32       | 3,258,645                    |
| Voltage Optimization Subtotal 270,533,831 1.00 270,951,740 1.00 270,951,740   | Voltage Optimization | Voltage Optimization   | 270,533,831                             | 1.00                               | 270,951,740                     | 1.00       | 270,951,740                  |
|   | Voltage Optimization | Subtotal   | 270,533,831                             | 1.00                               | 270,951,740                     | 1.00       | 270,951,740                  |
| Portfolio Grand Total 1,946,447,096 1.09 2,114,827,862 0.87 1,849,877,162   | Portfolio            | Grand Total  | 1,946,447,096                           | 1.09                               | 2,114,827,862                   | 0.87       | 1,849,877,162                |

Note: The programs where net kWh savings include carryover are Lighting Discounts, Product Discounts (Lighting Discounts – IE), Business Instant Discounts, UIC-ERC Income Eligible Kits, Food Bank LED Distribution, Elementary Education Kits, and Small Business Kits.

\* The program-level NTG values shown are calculated as Verified Net/Verified Gross. The program-level analysis typically used measure-level deemed NTG values, which are listed here: https://www.ilsag.info/evaluator-ntg-



recommendations-for-2021. Guidehouse calculated the portfolio NTG ratio by dividing the total net savings by the total verified gross savings.

† Program did not report ex ante gross savings, and thus the evaluation did not calculate verified gross savings but only verified net savings.

‡ Program did not report ex ante gross savings, but evaluation estimated verified gross and net savings.

NA - not applicable or not calculated

Source: Evaluation team analysis

Table 3-3 breaks down the programs that had carryover electric and peak demand savings from measures sold or incented in CY2019 and CY2020 that were installed in CY2021.

**Table 3-3. Carryover Energy Savings by Program** 

| Savings Type     | Sector          | Program  | Verified Gross Carryover | NTG* | Verified Net Carryover |
|------------------|-----------------|--|--------------------------|------|------------------------|
| Energy (kWh)     | Business        | Business Instant Discounts                                       | 37,282,079               | 0.83 | 30,800,360             |
| Energy (kWh)     | Residential     | Lighting Discount  | 36,771,587               | 0.57 | 21,005,859             |
| Energy (kWh)     | Income Eligible | Product Discounts - [Lighting Discounts +Appliance Rebates - IE] | 11,329,315               | 0.94 | 10,645,662             |
| Energy (kWh)     | Third Party     | Elementary Energy Education                                      | 1,032,384                | 0.85 | 879,747                |
| Energy (kWh)     | Third Party     | Food Bank-LED Distribution                                       | 16,993,324               | 1.00 | 16,993,324             |
| Energy (kWh)     | Third Party     | Small Business Kits  | 1,457,084                | 0.96 | 1,402,761              |
| Energy (kWh)     | Third Party     | UIC-ERC Income Eligible Kits                                     | 3,138,611                | 1.00 | 3,138,611              |
| Energy (kWh)     | Portfolio       | Total  | 108,004,384              | 0.79 | 84,866,323             |
| Peak Demand (kW) | Business        | Business Instant Discounts                                       | 8,500.69                 | 0.83 | 7,021.26               |
| Peak Demand (kW) | Residential     | Lighting Discount  | 4,996.30                 | 0.57 | 2,839.48               |
| Peak Demand (kW) | Income Eligible | Product Discounts - [Lighting Discounts +Appliance Rebates - IE] | 1,480.24                 | 0.94 | 1,387.40               |
| Peak Demand (kW) | Third Party     | Elementary Energy Education                                      | 90.05                    | 0.84 | 75.64                  |
| Peak Demand (kW) | Third Party     | Food Bank-LED Distribution                                       | 2,043.42                 | 1.00 | 2,043.42               |
| Peak Demand (kW) | Third Party     | Small Business Kits  | 487.01                   | 0.95 | 463.83                 |
| Peak Demand (kW) | Third Party     | UIC-ERC Income Eligible Kits                                     | 324.00                   | 1.00 | 324.00                 |
| Peak Demand (kW  | ) Portfolio     | Total  | 17,921.72                | 0.79 | 14,155.04              |

<sup>\*</sup> The program-level NTG values shown are calculated as Verified Net/Verified Gross. The program-level analysis typically used measure-level deemed NTG values, which are listed here: https://www.ilsag.info/evaluator-ntg-recommendations-for-2021.

Source: Evaluation team analysis

Table 3-4 shows total summer peak demand savings by program.



**Table 3-4. Summer Peak Demand Savings by Program** 

| Sector               | Program  | Ex Ante Gross<br>Savings (kW) | Verified Gross<br>Realization Rate | Verified Gross<br>Savings (kW) | NTG* | Verified Net<br>Savings (kW) |
|----------------------|--|-------------------------------|------------------------------------|--------------------------------|------|------------------------------|
| Business             | Business Instant Discounts                                       | 53,261                        | 1.15                               | 61,393                         | 0.76 | 46,863                       |
| Business             | Incentives - Custom + Standard                                   | 49,725                        | 0.97                               | 48,149                         | 0.76 | 36,790                       |
| Business             | Small Business   | 44,838                        | 1.00                               | 44,834                         | 0.97 | 43,495                       |
| Business             | Industrial Systems + Industrial Energy Management                | 6,504                         | 0.93                               | 6,063                          | 0.78 | 4,729                        |
| Business             | Non-residential New Construction                                 | 4,470                         | 0.98                               | 4,400                          | 0.53 | 2,332                        |
| Business             | RetroCommissioning + VCx   | 1,965                         | 1.78                               | 3,496                          | 0.96 | 3,374                        |
| Business             | LED Streetlighting   | -                             | -                                  | 14                             | 0.81 | 12                           |
| Business             | Facility Assessments   | -                             | -                                  | -                              | -    | -                            |
| Business             | Strategic Energy Management                                      | -                             | -                                  | -                              | -    | -                            |
| Business             | Subtotal   | 160,762                       | 1.05                               | 168,350                        | 0.82 | 137,594                      |
| Residential          | Lighting Discount  | -                             | -                                  | 42,498                         | 0.55 | 23,326                       |
| Residential          | Appliance Rebates  | 12,934                        | 0.98                               | 12,663                         | 0.78 | 9,861                        |
| Residential          | Residential HVAC   | 2,461                         | 1.00                               | 2,464                          | 0.79 | 1,956                        |
| Residential          | Single-Family Assessment   | 2,401                         | 0.99                               | 2,371                          | 0.84 | 1,991                        |
| Residential          | Multi-Family Assessments   | 1,027                         | 1.00                               | 1,031                          | 0.88 | 903                          |
| Residential          | Residential Behavior   | -                             | -                                  | -                              | -    | 18.290                       |
| Residential          | Subtotal   | 18,823                        | 3.24                               | 61,027                         | 0.92 | 56,327                       |
| Income Eligible      | Product Discounts - [Lighting Discounts +Appliance Rebates - IE] | 1.386                         | 8.83                               | 12,240                         | 0.86 | 10,543                       |
| Income Eligible      | Single Family Retrofits - CBA + IHWAP                            | 1,384                         | 0.96                               | 1,323                          | 1.00 | 1,323                        |
| Income Eligible      | Multi-Family Retrofits - IEMS + IHWAP                            | 642                           | 0.85                               | 545                            | 1.00 | 545                          |
| Income Eligible      | Affordable Housing New Construction                              | 206                           | 0.97                               | 199                            | 1.00 | 199                          |
| Income Eligible      | Public Housing Retrofits   | 163                           | 1.05                               | 170                            | 1.00 | 170                          |
| Income Eligible      | Subtotal   | 3.781                         | 3.83                               | 14,479                         | 0.88 | 12,782                       |
| Third Party          | Food Bank-LED Distribution                                       | 10,788                        | 1.19                               | 12,824                         | 1.00 | 12,824                       |
| Third Party          | UIC-ERC Income Eligible Kits                                     | 3,924                         | 1.08                               | 4,248                          | 1.00 | 4,248                        |
| Third Party          | Public Buildings in Distressed Communities                       | 3,230                         | 0.85                               | 2,745                          | 0.97 | 2,663                        |
| Third Party          | Agriculture  | 2,078                         | 0.95                               | 1,966                          | 0.80 | 1,573                        |
| Third Party          | Business Telecomm  | 1,435                         | 1.00                               | 1,438                          | 0.80 | 1,150                        |
| Third Party          | Small Business Kits  | 1,433                         | 0.83                               | 1,222                          | 0.96 | 1,176                        |
| Third Party          | Non-Profit Retrofits   | 1,052                         | 0.92                               | 964                            | 0.97 | 935                          |
| Third Party          | Business Grocery   | 682                           | 1.04                               | 709                            | 0.97 | 688                          |
| -                    | · · · · · · · · · · · · · · · · · · ·                            | 489                           | 1.18                               | 579                            | 0.93 | 540                          |
| Third Party          | Elementary Energy Education                                      | 25,156                        | 1.06                               | 26,695                         | 0.93 |                              |
| Third Party Pilots   | Subtotal  Pullding Operator Confidence                           |                               |                                    | 20,095                         | 0.80 | 25,796<br>67                 |
|                      | Building Operator Certification                                  | -                             | -                                  |                                |      |                              |
| Pilots               | Efficient Choice   |                               |                                    | 52<br>45                       | 0.62 | 33                           |
| Pilots               | Upstream Commercial Food Service Equipment                       | 40                            | 1.13                               |                                | 0.80 | 36                           |
| Pilots               | Electric Homes New Construction                                  | 14                            | 1.10                               | 15                             | 0.80 | 12                           |
| Pilots               | ENERGY STAR Retail Products Platform                             | -                             | -                                  | -                              | -    | 163                          |
| Pilots               | SEM Water Savings  | -                             | -                                  | -                              | -    | -                            |
| Pilots               | Water Infrastructure Leak Reduction                              | -                             |                                    | -                              | -    | -                            |
| Pilots               | Subtotal   | 53                            | 3.67                               | 196                            | 1.58 | 311                          |
| Voltage Optimization | Voltage Optimization   | 52,308                        | 1.00                               | 52,535                         | 1.00 | 52,535                       |
| Voltage Optimization | Subtotal   | 52,308                        | 1.00                               | 52,535                         | 1.00 | 52,535                       |
| Portfolio            | Grand Total  | 260,884                       | 1.24                               | 323,281                        | 0.88 | 285,345                      |

<sup>\*</sup> The program-level NTG values shown in this table is calculated as Verified Net/Verified Gross. The program-level analysis typically used measure-level deemed NTG values, which are listed here: https://www.ilsag.info/evaluator-ntg-recommendations-for-2021. Programs without ex ante gross or verified gross values were excluded from the calculation of the portfolio realization rate and NTG. These programs are typically those where consumption data analysis is used to calculate net savings directly.

NA - not applicable or not calculated

Source: Evaluation team analysis

<sup>†</sup> Program did not report ex ante gross savings, and thus the evaluation did not calculate verified gross savings but only verified net savings.

<sup>‡</sup> Program did not report ex ante gross savings, but evaluation estimated verified gross and net savings.



Figure 3-1 shows energy savings for the CY2021 programs with highest net savings impact.

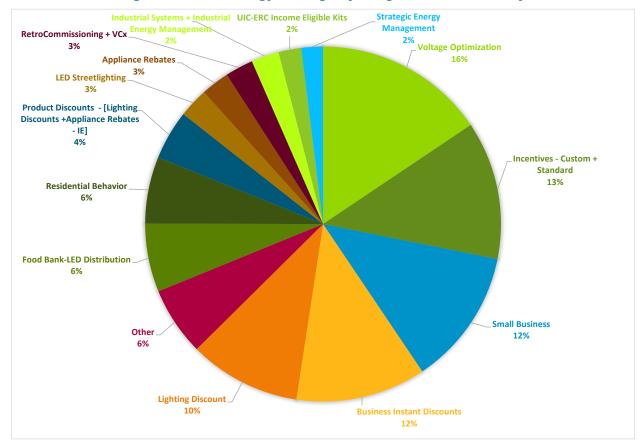


Figure 3-1. Net Energy Savings by Program – Electric Only

Source: Evaluation team analysis



Table 3-5 shows the net savings compared to goal by CY2021 programs.

Table 3-5. Comparing Electric Net Goals to Actual Achieved by CY2021 Program

| Sector               | Program  |               |               | Implementation Plan<br>Savings Goal (kWh) | Verified Net over<br>Original Plan | Verified Net over<br>Implementation Plan |
|----------------------|--|---------------|---------------|---|------------------------------------|--|
| Business             | Incentives - Custom + Standard                                   | 219,031,128   | 307,390,916   | 206,873,305                               | 0.71                               | 1.06                                     |
| Business             | Small Business   | 216,199,143   | 167,663,578   | 196,000,000                               | 1.29                               | 1.10                                     |
| Business             | Business Instant Discounts                                       | 174,827,945   | 195,530,914   | 174,162,854                               | 0.89                               | 1.00                                     |
| Business             | LED Streetlighting   | 46,856,560    | 67,180,170    | 50,938,753                                | 0.70                               | 0.92                                     |
| Business             | RetroCommissioning + VCx   | 44,436,322    | 61,113,567    | 44,523,777                                | 0.73                               | 1.00                                     |
| Business             | Industrial Systems + Industrial Energy Management                | 43,806,654    | 29,159,582    | 46,700,000                                | 1.50                               | 0.94                                     |
| Business             | Strategic Energy Management                                      | 34,145,568    | 27,977,500    | 33,000,000                                | 1.22                               | 1.03                                     |
| Business             | Non-residential New Construction                                 | 15,837,065    | 31,670,883    | 14,667,000                                | 0.50                               | 1.08                                     |
| Business             | Facility Assessments   | 2,198,863     | 1,654,145     | 3,428,838                                 | 1.33                               | 0.64                                     |
| Business             | Subtotal   | 797,339,248   | 889,341,256   | 770,294,526                               | 0.90                               | 1.04                                     |
| Residential          | Lighting Discount  | 155,699,629   | 91,176,496    | 146,768,600                               | 1.71                               | 1.06                                     |
| Residential          | Residential Behavior   | 105,968,421   | 106,471,000   | 82,567,000                                | 1.00                               | 1.28                                     |
| Residential          | Appliance Rebates  | 44,878,796    | 33,862,940    | 23,256,306                                | 1.33                               | 1.93                                     |
| Residential          | Single-Family Assessment   | 14,246,262    | 15,066,644    | 17,359,000                                | 0.95                               | 0.82                                     |
| Residential          | Multi-Family Assessments   | 8,121,286     | 6,843,575     | 9,117,167                                 | 1.19                               | 0.89                                     |
| Residential          | Residential HVAC   | 4,838,627     | 9,816,000     | 3,573,601                                 | 0.49                               | 1.35                                     |
| Residential          | Subtotal   | 333,753,021   | 263,236,655   | 282,641,674                               | 1.27                               | 1.18                                     |
| Income Eligible      | Product Discounts - [Lighting Discounts +Appliance Rebates - IE] | 67,707,554    | 15,196,603    | 66,518,485                                | 4.46                               | 1.02                                     |
| Income Eligible      | Multi-Family Retrofits - IEMS + IHWAP                            | 4,717,726     | 4,111,133     | 5,513,479                                 | 1.15                               | 0.86                                     |
| Income Eligible      | Single Family Retrofits - CBA + IHWAP                            | 3,780,257     | 6,837,748     | 3,448,414                                 | 0.55                               | 1.10                                     |
| Income Eligible      | Public Housing Retrofits   | 1,404,776     | 1,538,944     | 2,187,000                                 | 0.91                               | 0.64                                     |
| Income Eligible      | Affordable Housing New Construction                              | 1,374,420     | 1,630,878     | 1,422,830                                 | 0.84                               | 0.97                                     |
| Income Eligible      | Subtotal   | 78,984,734    | 29,315,307    | 79,090,209                                | 2.69                               | 1.00                                     |
| Third Party          | Food Bank-LED Distribution                                       | 91,190,056    | -             | 89,473,000                                |                                    | 1.02                                     |
| Third Party          | UIC-ERC Income Eligible Kits                                     | 32,807,229    | -             | 30,538,560                                |                                    | 1.07                                     |
| Third Party          | Business Telecomm  | 9,883,056     | -             | 8,357,228                                 |                                    | 1.18                                     |
| Third Party          | Public Buildings in Distressed Communities                       | 8,818,622     | -             | 15,261,879                                |                                    | 0.58                                     |
| Third Party          | Agriculture  | 8,127,502     | -             | 8,849,912                                 |                                    | 0.92                                     |
| Third Party          | Business Grocery   | 6,729,031     | -             | 5,013,502                                 |                                    | 1.34                                     |
| Third Party          | Small Business Kits  | 4,550,554     | -             | 7,289,755                                 |                                    | 0.62                                     |
| Third Party          | Elementary Energy Education                                      | 4,359,185     | 1,377,478     | 7,446,419                                 | 3.16                               | 0.59                                     |
| Third Party          | Non-Profit Retrofits   | 4,217,181     | -             | 3,935,666                                 |                                    | 1.07                                     |
| Third Party          | Subtotal   | 170,682,416   | 1,377,478     | 176,165,921                               | 123.91                             | 0.97                                     |
| Pilots               | ENERGY STAR Retail Products Platform                             | 1,268,111     | -             | -   |                                    |  |
| Pilots               | Building Operator Certification                                  | 605,146       | -             | -   |                                    |  |
| Pilots               | Water Infrastructure Leak Reduction                              | 470,131       | -             | -   |                                    |  |
| Pilots               | SEM Water Savings  | 307,653       | -             |   |                                    |  |
| Pilots               | Upstream Commercial Food Service Equipment                       | 279,722       | -             | -   |                                    |  |
| Pilots               | Efficient Choice   | 174,134       | -             |   |                                    |  |
| Pilots               | Electric Homes New Construction                                  | 153,748       | -             | -   |                                    |  |
| Pilots               | Subtotal   | 3,258,645     |               |   |                                    |  |
| Voltage Optimization | Voltage Optimization   | 270,951,740   | 260,000,000   | 263,833,000                               | 1.04                               | 1.03                                     |
| Voltage Optimization | Subtotal   | 270,951,740   | 260,000,000   | 263,833,000                               | 1.04                               | 1.03                                     |
| Other                | Lighting Carryover   | 84,866,323    | -             | 20,000,000                                |                                    | 4.24                                     |
|                      | Therm Conversion   | 110,041,036   | 110,160,000   | 110,041,000                               | 1.00                               | 1.00                                     |
| Portfolio            | Grand Total  | 1,849,877,162 | 1,553,430,695 | 1,702,066,329                             | 1.19                               | 1.09                                     |
|                      | <del></del>  | .,,           | .,,           | -,,,                                      |                                    | 1.00                                     |

Note: Carryover and therm conversion are in separate rows in this table so sector-level totals will not match tables where they are incorporated in the sector total.

Source: Goals values are from the ComEd - CY2021 Q4 Statewide Quarterly Report; ICC approved plan compliance filing (Commission's Final Order approving the EE Plan. For Section 8-104 programs); evaluation team analysis



# 4. Savings by Measure

Lighting measures contributed the most energy and peak demand savings to the portfolio by a substantial margin as shown in the end-use type categories in Table 4-1, Table 4-2, and Figure 4-1. Lighting measures contributed 60% of the portfolio net electric savings in CY2021. Voltage Optimization followed with 16% of net electric savings, with 6% from Residential Behavior, 3% from HVAC measures, and 8% from all other measures.

Table 4-1. Energy Savings by Measure Category – Electric Only

| End Use Type           | Ex Ante Gross Savings<br>(kWh) | Verified Gross Savings<br>(kWh) | Verified Net Savings<br>(kWh) |
|------------------------|--------------------------------|---------------------------------|-------------------------------|
| Lighting               | 1,225,253,174                  | 1,317,576,751                   | 1,039,580,872                 |
| Voltage Optimization   | 270,533,831                    | 270,951,740                     | 270,951,740                   |
| Other                  | 170,238,439                    | 167,120,965                     | 136,342,140                   |
| HVAC                   | 76,021,351                     | 74,513,052                      | 58,516,360                    |
| Compressed Air         | 42,470,641                     | 41,318,234                      | 31,733,687                    |
| Refrigeration          | 30,991,209                     | 31,934,471                      | 25,941,401                    |
| Consumer Electronics   | 31,410,528                     | 31,085,964                      | 26,954,420                    |
| EMS & BAS              | 13,467,132                     | 13,465,139                      | 9,370,269                     |
| Telecomm               | 12,471,135                     | 12,323,293                      | 9,858,635                     |
| Appliances             | 11,281,298                     | 10,528,439                      | 8,685,995                     |
| Hot Water              | 7,680,130                      | 8,342,508                       | 8,294,175                     |
| Shell                  | 16,350,909                     | 6,409,851                       | 6,364,173                     |
| Food Service Equipment | 857,679                        | 1,115,601                       | 803,707                       |
| Water Leak Reduction   | 587,663                        | 587,663                         | 470,131                       |
| Behavior               | -                              | -                               | 105,968,421                   |
| Grand Total            | 1,909,615,119                  | 1,987,273,672                   | 1,739,836,125                 |

Note: The verified savings in this table include secondary electric energy (kWh) savings from water supply and wastewater treatment plants for measures claimed by ComEd. The verified savings account for electric heating penalties, where applicable.

Source: Evaluation team analysis



**Table 4-2. Summer Peak Demand Savings by Measure Category** 

| End Use Type           | Ex Ante Gross Savings<br>(kW) | Verified Gross Savings<br>(kW) | Verified Net Savings<br>(kW) |
|------------------------|-------------------------------|--------------------------------|------------------------------|
| Lighting               | 157,546                       | 221,895                        | 176,579                      |
| Voltage Optimization   | 52,308                        | 52,535                         | 52,535                       |
| HVAC                   | 18,387                        | 16,615                         | 13,113                       |
| Other                  | 13,147                        | 13,732                         | 9,634                        |
| Compressed Air         | 6,756                         | 6,262                          | 4,902                        |
| Refrigeration          | 3,795                         | 3,600                          | 2,795                        |
| Consumer Electronics   | 3,424                         | 3,435                          | 2,972                        |
| Appliances             | 1,813                         | 1,707                          | 1,358                        |
| Telecomm               | 1,431                         | 1,434                          | 1,147                        |
| Hot Water              | 1,044                         | 998                            | 998                          |
| Shell                  | 1,094                         | 908                            | 908                          |
| Food Service Equipment | 109                           | 144                            | 103                          |
| EMS & BAS              | 31                            | 17                             | 10                           |
| Behavior               | -                             | -                              | 18,290                       |
| Water Leak Reduction   | -                             | -                              | -                            |
| Grand Total            | 260,884                       | 323,281                        | 285,345                      |

Source: Evaluation team analysis



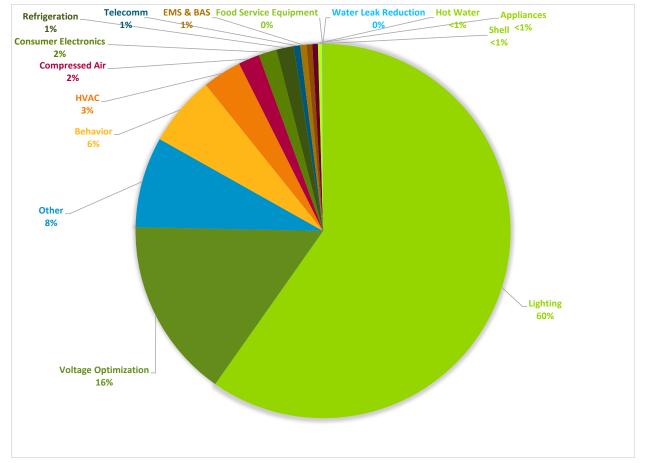


Figure 4-1. Net Energy Savings by End-use Type – Electric Only

Source: Evaluation tam analysis

Table 4-3 shows the end use measure savings by magnitude of impact in the respective portfolio sector. Lighting measures contributed the majority (70%) of net energy savings in the Business sector, 57% in the Residential sector, and 48% in the Income Eligible sector. The Third Party programs had 84% of savings from lighting. Next are the Behavioral programs which contributed 30% in net energy savings in the Residential sector. Appliances and the Building Operator Certification Training contributed the majority 40% and 19% respectively in net energy savings among the Pilots.



Table 4-3. Energy Savings by Measure Category and Sector

| Sector   |                      |   |                |               | Verified Net | Verified Net                          |         |
|--|----------------------|---|----------------|---------------|--------------|---------------------------------------|---------|
| Business   |                      |   | Verified Gross | Verified Net  |              |                                       | Percent |
| Desiries   | Sector               | End Use Type                            |                | Savings (kWh) |              |                                       |         |
| Business   | Business             | Lighting                                | 721,462,994    | 604,059,865   |              | 604,059,865                           | 69.6%   |
| Business   | Business             | Other                                   | 164,828,547    | 134,397,105   | 1,226,068    | 135,623,173                           | 15.6%   |
| Business   | Business             | EMS & BAS                               | 13,465,139     | 9,370,269     | 37,019,246   | 46,389,515                            | 5.3%    |
| Business   | Business             | Compressed Air                          | 41,229,652     | 31,662,821    |              | 31,662,821                            | 3.6%    |
| Business   Food Service Equipment   567,329   397,131   1,163,347   1,560,477   0.2%   | Business             | HVAC                                    | 34,105,681     | 24,269,982    | 176,463      | 24,446,446                            | 2.8%    |
| Business   | Business             | Refrigeration                           | 27,838,111     | 21,967,932    |              | 21,967,932                            | 2.5%    |
| Business   | Business             | Food Service Equipment                  | 567,329        | 397,131       | 1,163,347    | 1,560,477                             | 0.2%    |
| Business   | Business             |   |                |               | , ,          |                                       |         |
| Business         HotWater         78,748         76,386         9,0%           Business         Subtotal         1,005,007,575         828,149,609         39,585,123         867,724,731         100,0%           Residential         Liphting         342,551,997         197,281,382         56,6%         76,724,731         100,0%           Residential         HVAC         37,509,389         31,377,388         301,827         31,679,215         6.9%           Residential         Consumer Electronics         17,065,196         12,980,317         12,980,317         3,7%           Residential         Appliances         9,800,893         6,716,241         6,716,241         1,9%           Residential         HotWater         425,532         435,130         435,130         435,130         0,1%           Residential         Lighting         68,472,647         75,911,456         75,911,456         77,911,456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791,1456         77,791  | Business             | Consumer Electronics                    |                |               |              |                                       |         |
| Business   |                      | Hot Water                               |                |               |              |                                       |         |
| Residential   Lighting   342,551,997   197,281,382   197,281,382   55.6%   Residential   Behavior   - 106,968,421   105,968,421   29.8%   Residential   HVAC   37.590,389   31,377,388   301,827   31,679,215   8.9%   Residential   Consumer Electronics   17,056,196   12,980,317   12,980,317   3.7%   Residential   Appliances   9,800,693   6,716,241   6,716,241   1.9%   Residential   Hot Water   425,532   435,130   0.1%   31,000,000   435,130   0.1%   31,000,000   435,130   0.1%   31,000,000   435,130   0.1%   31,000,000   435,130   0.1%   31,000,000   31,000,0 |                      | Subtotal                                |                |               | 39.585.123   |                                       |         |
| Residential         Behavior         105,968,421         105,968,421         29,8%           Residential         HVAC         37,509,389         31,377,388         301,827         31,679,215         8,9%           Residential         Consumer Electronics         17,056,196         12,980,317         12,980,317         37,678,215         8,9%           Residential         Appliances         9,800,893         6,716,241         6,716,241         1,7%           Residential         Hot Water         425,532         435,130         0,18         435,130         0,1%           Residential         Subtotal         407,943,808         354,758,679         301,827         355,600,709         100,0%           Income Eligible         Lighting         88,472,647         75,911,456         75,911,456         47,7%           Income Eligible         Hot Water         95,385         95,385         18,164,889         18,260,374         11,5%           Income Eligible         HvAC         25,393,377         25,393,377         14,635,292         11,714,669         10,8%           Income Eligible         Ohrer         46,356         46,356         723,663         770,019         0.5%           Income Eligible         Ohrer         46,356   |                      |   |                |               | ,,           |                                       |         |
| Residential         HVAC         37,599,389         31,377,388         301,827         31,679,215         8,9%           Residential         Consumer Electronics         17,066,196         12,990,317         12,990,317         3.7%           Residential         Applances         9,800,893         6,716,241         1,9%           Residential         Holf Water         425,532         435,130         435,130         0.1%           Residential         Subtotal         407,443,808         354,758,879         301,827         355,080,706         100,07%           Income Eligible         Lighting         88,472,647         75,911,456         75,911,456         47,7%           Income Eligible         Hot Water         95,385         95,385         18,164,389         18,260,374         11,5%           Income Eligible         Hot Water         2539,377         2,539,377         14,655,292         17,174,699         10,8%           Income Eligible         Onsumer Electronics         7,099,875         7,099,875         7,099,875         4,4%           Income Eligible         Oher         46,356         46,356         723,663         770,019         0.5%           Income Eligible         Oher         46,356         46,356         723,  |                      |   | -              |               |              |                                       |         |
| Residential         Consumer Electronics         17,066,196         12,980,317         12,980,317         3,7%           Residential         Appliances         9,800,693         6,716,241         6,716,241         1,9%           Residential         Hot Water         425,532         435,130         435,130         0.1%           Residential         Subtotal         477,434,808         354,758,879         901,827         355,060,700         100.0%           Income Eligible         Lighting         88,472,647         75,911,456         75,911,456         47,7%           Income Eligible         Hot Weler         95,335         18,164,999         18,260,374         11,24 %           Income Eligible         HVAC         2,539,377         2,539,377         14,635,292         17,174,669         10.8%           Income Eligible         Oher         46,356         46,356         723,663         770,019         0.5%           Income Eligible         Appliances         651,999         651,999         651,999         651,999         0.4%           Income Eligible         Appliances         651,999         651,999         651,999         0.4%           Income Eligible         Appliances         651,999         651,999         651,999 <td></td> <td></td> <td>37 509 389</td> <td></td> <td>301 827</td> <td></td> <td></td>  |                      |   | 37 509 389     |               | 301 827      |                                       |         |
| Residential         Appliances         9,800,693         6,716,241         6,716,241         1,9%           Residential         Hot Water         425,532         435,130         435,130         0.1%           Residential         Subtotal         407,343,808         354,758,879         301,827         355,060,706         100,00%           Income Eligible         Lighting         88,472,647         75,911,456         75,911,456         47,7%         10,751,11,456         47,7%         10,751,11,456         47,7%         10,751,11,456         47,7%         10,751,11,456         47,7%         10,751,11,456         47,7%         10,751,11,456         47,7%         10,751,11,456         47,7%         10,751,11,456  |                      |   | . ,,           |               | 001,021      |                                       |         |
| Residential         Hot Water         425,532         435,130         31,87         35,100         100,0%           Residential         Subtotal         407,343,808         354,788,879         301,827         355,060,706         100,0%           Income Eligible         Shel         3,325,947         75,911,456         75,911,456         47.7%           Income Eligible         Shel         3,325,947         3,325,947         3,6135,364         39,461,311         24.8%           Income Eligible         Hot Water         95,385         95,385         18,164,989         18,260,374         11.5%           Income Eligible         Christian         70,98,75         7,059,875         7,059,875         7,059,875         7,059,875         7,059,875         7,059,875         7,059,875         4,4%           Income Eligible         Other         46,356         46,356         46,356         723,663         770,019         0.5%           Income Eligible         Appliances         651,999         651,999         651,999         61,999         0.4%           Income Eligible         Subtotal         102,491,1586         895,395         69,859,308         159,289,704         100,60           Income Eligible         Appliances         651,999  |                      |   |                |               |              |                                       |         |
| Residential  |                      |   |                |               |              |                                       |         |
| Income Eligible  |                      |   |                |               | 301 827      |                                       |         |
| Income Eligible   Shell   3,325,947   36,135,364   39,461,311   24,89     Income Eligible   Hot Water   95,385   95,385   18,164,989   18,260,374   11,596     Income Eligible   HVAC   2,539,377   2,539,377   14,535,292   17,174,669   10,896     Income Eligible   Consumer Electronics   7,059,875   7,059, |                      |   |                |               | 301,021      |                                       |         |
| Income Eligible  |                      |   |                |               | 36 135 364   |                                       |         |
| Income Eligible  |                      |   |                |               |              |                                       |         |
| Income Eligible         Consumer Electronics         7,059,875         7,059,875         7,059,875         4,4%           Income Eligible         Other         46,356         46,356         723,663         770,019         0.5%           Income Eligible         Appliances         651,999         651,999         651,999         0.4%           Income Eligible         Subtotal         102,191,586         89,630,395         69,659,308         159,288,704         100.0%           Third Party         Lighting         165,089,113         162,328,169         162,328,169         83,9%           Third Party         Telecomm         12,323,293         9,856,635         9,856,635         5,1%           Third Party         Hot Water         7,742,842         7,687,273         7,687,273         4.0%           Third Party         Consumer Electronics         6,445,490         6,443,334         6,443,334         3,3%           Third Party         Shell         1,561,332         1,561,332         1,561,332         1,561,332         1,561,332         1,561,332         0,8%           Third Party         Other         989,749         832,105         832,015         832,015         0,0%           Third Party         Food Service Equipment   |                      |   |                |               |              |                                       |         |
| Income Eligible         Other         46,356         46,356         723,663         770,019         0.5%           Income Eligible         Appliances         651,999         651,999         651,999         0.4%           Income Eligible         Subtotal         102,191,586         89,630,395         69,659,308         159,289,704         100.0%           Third Party         Lighting         165,089,113         162,328,169         9,858,635         5,1%           Third Party         Telecomm         12,323,293         9,858,635         9,858,635         5,1%           Third Party         Hot Water         7,742,842         7,687,273         7,687,273         4,0%           Third Party         Consumer Electronics         6,445,490         6,443,334         6,443,334         3,3%           Third Party         Shell         1,561,332         1,561,332         1,561,332         1,561,332         1,561,332         0.8%           Third Party         Other         989,749         832,105         832,105         0.4%           Third Party         HVAC         357,002         328,618         328,618         0.2%           Third Party         Food Service Equipment         13,460         13,056         0.0%   |                      |   |                |               | 14,033,292   |                                       |         |
| Income Eligible         Appliances         651,999         651,999         651,999         0.4%           Income Eligible         Subtotal         102,191,586         89,630,395         69,659,308         159,289,704         100.0%           Third Party         Lighting         165,089,113         162,328,169         162,328,169         83.9%           Third Party         Telecomm         12,323,293         9,856,635         9,856,635         5.1%           Third Party         Hot Water         7,742,842         7,687,273         7,687,273         4.0%           Third Party         Consumer Electronics         6,445,490         6,443,334         6,443,334         3.3%           Third Party         Shell         1,561,332         1,561,332         49,777         4,468,246         2.3%           Third Party         Shell         1,561,332         1,561,332         1,561,332         1,561,332         1,561,332         0.8%           Third Party         HVAC         357,002         328,618         328,618         0.2%           Third Party         Food Service Equipment         13,460         13,056         0.0%           Third Party         Subtotal         198,707,224         13,068,58         494,777         139,591,585 <td></td> <td></td> <td></td> <td></td> <td>702 662</td> <td></td> <td></td>  |                      |   |                |               | 702 662      |                                       |         |
| Income Eligible         Subtotal         102,191,586         89,630,395         69,659,308         159,289,704         100.0%           Third Party         Lighting         165,089,113         162,328,169         162,328,169         83.9%           Third Party         Telecomm         12,323,293         9,858,635         9,858,635         5.1%           Third Party         Hot Water         7,742,842         7,687,273         7,687,273         4.0%           Third Party         Consumer Electronics         6,445,490         6,443,334         6,443,334         3.3%           Third Party         Refrigeration         4,096,360         3,973,469         494,777         4,468,246         2.3%           Third Party         Shell         1,561,332         1,561,332         1,561,332         0.8%           Third Party         Other         989,749         832,105         832,105         0.4%           Third Party         HVAC         357,002         328,618         328,618         0.2%           Third Party         Food Service Equipment         13,460         13,056         70,866         0.0%           Third Party         Subtotal         198,707,224         193,096,858         494,777         193,591,635         100.0%   |                      |   |                |               | 723,003      |                                       |         |
| Third Party         Lighting         165,089,113         162,328,169         162,328,169         83.9%           Third Party         Telecomm         12,323,293         9,858,635         9,858,635         5.1%           Third Party         Hot Water         7,742,842         7,687,273         7,687,273         4.0%           Third Party         Consumer Electronics         6,445,490         6,443,334         6,443,334         3.3%           Third Party         Refrigeration         4,096,360         3,973,469         494,777         4,468,246         2.3%           Third Party         Shell         1,561,332         1,561,332         1,561,332         0.8%           Third Party         Other         989,749         832,105         832,105         0.4%           Third Party         HVAC         357,002         328,618         328,618         0.2%           Third Party         Food Service Equipment         13,460         13,056         13,056         0.0%           Third Party         Subtotal         198,707,224         193,096,858         494,777         193,591,635         100,0%           Pilots         Appliances         75,746         1,317,754         1,317,754         1,317,754         1,317,754         1,   |                      |   |                |               | CO CEO 200   |                                       |         |
| Third Party         Telecomm         12,323,293         9,858,635         9,858,635         5.1%           Third Party         Hot Water         7,742,842         7,687,273         7,687,273         4.0%           Third Party         Consumer Electronics         6,445,490         6,443,334         6,443,334         3.3%           Third Party         Refrigeration         4,096,360         3,973,469         494,777         4,468,246         2.3%           Third Party         Shell         1,561,332         1,561,332         1,561,332         1,561,332         0.8%           Third Party         Other         989,749         832,105         832,105         0.4%           Third Party         HVAC         367,002         328,618         328,618         0.2%           Third Party         Food Service Equipment         13,460         13,056         70,866         0.0%           Third Party         Subtotal         198,707,224         193,096,858         494,777         193,591,635         10.0%           Pilots         Appliances         75,746         1,317,754         40.4%         193,096,858         494,777         193,591,635         10.0%           Pilots         BCC Training         756,433         605,146  |                      |   |                |               | 09,009,308   |                                       |         |
| Third Party         Hot Water         7,742,842         7,687,273         4,0%           Third Party         Consumer Electronics         6,445,490         6,443,334         6,443,334         3.3%           Third Party         Refrigeration         4,096,360         3,973,469         494,777         4,468,246         2.3%           Third Party         Shell         1,561,332         1,561,332         1,561,332         0.8%           Third Party         Other         989,749         832,105         832,105         0.4%           Third Party         HVAC         357,002         328,618         328,618         0.2%           Third Party         Compressed Air         88,582         70,866         70,866         0.0%           Third Party         Food Service Equipment         13,460         13,056         13,056         0.0%           Third Party         Subtotal         198,707,224         193,096,858         494,777         193,591,635         100.0%           Pilots         Appliances         75,746         1,317,754         1,317,754         40.4%           Pilots         BOC Training         756,433         605,146         605,146         18.6%           Pilots         Water Leak Reduction   |                      |   |                |               |              |                                       |         |
| Third Party         Consumer Electronics         6,445,490         6,443,334         6,443,334         3.3%           Third Party         Refrigeration         4,096,360         3,973,469         494,777         4,468,246         2.3%           Third Party         Shell         1,561,332         1,561,332         1,561,332         0.8%           Third Party         Other         989,749         832,105         832,105         0.4%           Third Party         HVAC         357,002         328,618         328,618         0.2%           Third Party         Compressed Air         88,582         70,866         70,866         0.0%           Third Party         Food Service Equipment         13,460         13,056         13,056         0.0%           Third Party         Subtotal         198,707,224         193,096,858         494,777         193,591,635         100.0%           Pilots         Appliances         75,746         1,317,754         1,317,754         40.4%           Pilots         BOC Training         756,433         605,146         605,146         18.6%           Pilots         Other         499,880         461,427         461,427         14.2%           Pilots         Food Service Equipmen  |                      |   |                |               |              |                                       |         |
| Third Party         Refrigeration         4,096,360         3,973,469         494,777         4,468,246         2.3%           Third Party         Shell         1,561,332         1,561,332         1,561,332         0.8%           Third Party         Other         989,749         832,105         832,105         0.4%           Third Party         HVAC         357,002         328,618         328,618         0.2%           Third Party         Compressed Air         88,582         70,866         70,866         0.0%           Third Party         Food Service Equipment         13,460         13,056         13,056         0.0%           Third Party         Subtotal         198,707,224         193,096,858         494,777         193,591,635         100.0%           Pilots         Appliances         75,746         1,317,754         1,317,754         40.4%           Pilots         BOC Training         756,433         605,146         605,146         18.6%           Pilots         Other         499,880         461,427         461,427         14.2%           Pilots         Water Leak Reduction         587,663         470,131         470,131         14.4%           Pilots         Consumer Electronics   |                      |   |                |               |              |                                       |         |
| Third Party         Shell         1,561,332         1,561,332         1,561,332         0.8%           Third Party         Other         989,749         832,105         832,105         0.4%           Third Party         HVAC         357,002         328,618         328,618         0.2%           Third Party         Compressed Air         88,582         70,866         70,866         0.0%           Third Party         Food Service Equipment         13,460         13,056         13,056         0.0%           Third Party         Subtotal         198,707,224         193,096,858         494,777         193,591,635         100.0%           Pilots         Appliances         75,746         1,317,754         1,317,754         40.4%           Pilots         BOC Training         756,433         605,146         605,146         18.6%           Pilots         Other         499,880         461,427         461,427         14.2%           Pilots         Water Leak Reduction         587,663         470,131         470,131         14.4%           Pilots         Food Service Equipment         534,811         393,521         12.1%           Pilots         Consumer Electronics         15,599         9,672         <   |                      |   |                |               | 404 777      |                                       |         |
| Third Party         Other         989,749         832,105         832,105         0.4%           Third Party         HVAC         357,002         328,618         328,618         0.2%           Third Party         Compressed Air         88,582         70,866         70,866         0.0%           Third Party         Food Service Equipment         13,460         13,056         13,056         0.0%           Third Party         Subtotal         198,707,224         193,096,858         494,777         193,591,635         100.0%           Pilots         Appliances         75,746         1,317,754         1,317,754         40.4%           Pilots         BOC Training         756,433         605,146         605,146         18.6%           Pilots         Other         499,880         461,427         461,427         14.2%           Pilots         Water Leak Reduction         587,663         470,131         470,131         14.4%           Pilots         Food Service Equipment         534,811         393,521         393,521         12.1%           Pilots         Consumer Electronics         15,599         9,672         9,672         0,3%           Pilots         Subtotal         2,471,737         3,258   |                      | •                                       |                |               | 494,777      |                                       |         |
| Third Party         HVAC         357,002         328,618         328,618         0.2%           Third Party         Compressed Air         88,582         70,866         70,866         0.0%           Third Party         Food Service Equipment         13,460         13,056         13,056         0.0%           Third Party         Subtotal         198,707,224         193,096,858         494,777         193,591,635         100.0%           Pilots         Appliances         75,746         1,317,754         1,317,754         40.4%           Pilots         BOC Training         756,433         605,146         605,146         18.6%           Pilots         Other         499,880         461,427         461,427         14.2%           Pilots         Water Leak Reduction         587,663         470,131         470,131         14.4%           Pilots         Food Service Equipment         534,811         393,521         393,521         12.1%           Pilots         Consumer Electronics         15,599         9,672         9,672         9,672           Pilots         HVAC         1,604         994         994         0.0%           Pilots         Subtotal         2,471,737         3,258,645  |                      |   |                |               |              |                                       |         |
| Third Party         Compressed Air         88,582         70,866         70,866         0.0%           Third Party         Food Service Equipment         13,460         13,056         13,056         0.0%           Third Party         Subtotal         198,707,224         193,096,858         494,777         193,591,635         100.0%           Pilots         Appliances         75,746         1,317,754         1,317,754         40.4%           Pilots         BOC Training         756,433         605,146         605,146         18.6%           Pilots         Other         499,880         461,427         461,427         14.2%           Pilots         Water Leak Reduction         587,663         470,131         470,131         14.4%           Pilots         Food Service Equipment         534,811         393,521         393,521         12.1%           Pilots         Consumer Electronics         15,599         9,672         9,672         9,672         0.3%           Pilots         HVAC         1,604         994         994         0.0%           Pilots         Subtotal         2,471,737         3,258,645         3,258,645         100.0%           Voltage Optimization         Voltage Optimization  |                      |   |                |               |              |                                       |         |
| Third Party         Food Service Equipment         13,460         13,056         13,056         0.0%           Third Party         Subtotal         198,707,224         193,096,858         494,777         193,591,635         100.0%           Pilots         Appliances         75,746         1,317,754         1,317,754         40.4%           Pilots         BOC Training         756,433         605,146         605,146         18.6%           Pilots         Other         499,880         461,427         461,427         14.2%           Pilots         Water Leak Reduction         587,663         470,131         470,131         14.4%           Pilots         Food Service Equipment         534,811         393,521         393,521         12.1%           Pilots         Consumer Electronics         15,599         9,672         9,672         0.3%           Pilots         HVAC         1,604         994         994         994         0.0%           Pilots         Subtotal         2,471,737         3,258,645         3,258,645         100.0%           Voltage Optimization         Voltage Optimization         270,951,740         270,951,740         270,951,740         270,951,740         100.0%  | •                    |   |                |               |              |                                       |         |
| Third Party         Subtotal         198,707,224         193,096,858         494,777         193,591,635         100.0%           Pilots         Appliances         75,746         1,317,754         1,317,754         40.4%           Pilots         BOC Training         756,433         605,146         605,146         18.6%           Pilots         Other         499,880         461,427         461,427         14.2%           Pilots         Water Leak Reduction         587,663         470,131         470,131         14.4%           Pilots         Food Service Equipment         534,811         393,521         393,521         12.1%           Pilots         Consumer Electronics         15,599         9,672         9,672         0.3%           Pilots         HVAC         1,604         994         994         994         0.0%           Pilots         Subtotal         2,471,737         3,258,645         3,258,645         100.0%           Voltage Optimization         Voltage Optimization         270,951,740         270,951,740         270,951,740         270,951,740         100.0%   |                      |   | ·              | ,             |              | · · · · · · · · · · · · · · · · · · · |         |
| Pilots         Appliances         75,746         1,317,754         1,317,754         40.4%           Pilots         BOC Training         756,433         605,146         605,146         18.6%           Pilots         Other         499,880         461,427         461,427         14.2%           Pilots         Water Leak Reduction         587,663         470,131         470,131         14.4%           Pilots         Food Service Equipment         534,811         393,521         393,521         12.1%           Pilots         Consumer Electronics         15,599         9,672         9,672         0.3%           Pilots         HVAC         1,604         994         994         0.0%           Pilots         Subtotal         2,471,737         3,258,645         3,258,645         100.0%           Voltage Optimization         Voltage Optimization         270,951,740         270,951,740         270,951,740         270,951,740         100.0%   |                      |   |                |               |              |                                       |         |
| Pilots         BOC Training         756,433         605,146         605,146         18.6%           Pilots         Other         499,880         461,427         461,427         14.2%           Pilots         Water Leak Reduction         587,663         470,131         470,131         14.4%           Pilots         Food Service Equipment         534,811         393,521         393,521         12.1%           Pilots         Consumer Electronics         15,599         9,672         9,672         0.3%           Pilots         HVAC         1,604         994         994         0.0%           Pilots         Subtotal         2,471,737         3,258,645         3,258,645         100.0%           Voltage Optimization         Voltage Optimization         270,951,740         270,951,740         270,951,740         270,951,740         100.0%  | Third Party          |   | <del></del>    |               | 494,777      |                                       |         |
| Pilots         Other         499,880         461,427         461,427         14.2%           Pilots         Water Leak Reduction         587,663         470,131         470,131         14.4%           Pilots         Food Service Equipment         534,811         393,521         393,521         12.1%           Pilots         Consumer Electronics         15,599         9,672         9,672         0.3%           Pilots         HVAC         1,604         994         994         994         0.0%           Pilots         Subtotal         2,471,737         3,258,645         3,258,645         100.0%           Voltage Optimization         Voltage Optimization         270,951,740         270,951,740         270,951,740         270,951,740         100.0%  | Pilots               |   | ·              |               |              |                                       |         |
| Pilots         Water Leak Reduction         587,663         470,131         470,131         14.4%           Pilots         Food Service Equipment         534,811         393,521         393,521         12.1%           Pilots         Consumer Electronics         15,599         9,672         9,672         0.3%           Pilots         HVAC         1,604         994         994         994         0.0%           Pilots         Subtotal         2,471,737         3,258,645         3,258,645         100.0%           Voltage Optimization         Voltage Optimization         270,951,740         270,951,740         270,951,740         100.0%           Voltage Optimization         Subtotal         270,951,740         270,951,740         270,951,740         100.0%  | Pilots               | BOC Training                            | 756,433        | 605,146       |              | 605,146                               | 18.6%   |
| Pilots         Food Service Equipment         534,811         393,521         393,521         12.1%           Pilots         Consumer Electronics         15,599         9,672         9,672         0.3%           Pilots         HVAC         1,604         994         994         994         0.0%           Pilots         Subtotal         2,471,737         3,258,645         3,258,645         100.0%           Voltage Optimization         Voltage Optimization         270,951,740         270,951,740         270,951,740         100.0%           Voltage Optimization         Subtotal         270,951,740         270,951,740         270,951,740         100.0%  |                      |   |                |               |              |                                       |         |
| Pilots         Consumer Electronics         15,599         9,672         9,672         0.3%           Pilots         HVAC         1,604         994         994         994         0.0%           Pilots         Subtotal         2,471,737         3,258,645         3,258,645         100.0%           Voltage Optimization         Voltage Optimization         270,951,740         270,951,740         270,951,740         270,951,740         100.0%           Voltage Optimization         Subtotal         270,951,740         270,951,740         270,951,740         100.0%  |                      |   |                | ,             |              |                                       |         |
| Pilots         HVAC         1,604         994         994         994         0.0%           Pilots         Subtotal         2,471,737         3,258,645         3,258,645         100.0%           Voltage Optimization         Voltage Optimization         270,951,740         270,951,740         270,951,740         270,951,740         100.0%           Voltage Optimization         Subtotal         270,951,740         270,951,740         270,951,740         100.0%  |                      | • |                |               |              |                                       |         |
| Pilots         Subtotal         2,471,737         3,258,645         3,258,645         100.0%           Voltage Optimization         Voltage Optimization         270,951,740         270,951,740         270,951,740         100.0%           Voltage Optimization         Subtotal         270,951,740         270,951,740         270,951,740         100.0%   | Pilots               |   | 15,599         | 9,672         |              | 9,672                                 | 0.3%    |
| Voltage Optimization         Voltage Optimization         270,951,740         270,951,740         270,951,740         100.0%           Voltage Optimization         Subtotal         270,951,740         270,951,740         270,951,740         100.0%  | Pilots               | HVAC                                    | 1,604          | 994           |              | 994                                   |         |
| Voltage Optimization         Subtotal         270,951,740         270,951,740         270,951,740         270,951,740         100.0%   | Pilots               | Subtotal                                | 2,471,737      | 3,258,645     |              | 3,258,645                             | 100.0%  |
|  | Voltage Optimization | Voltage Optimization                    | 270,951,740    | 270,951,740   |              | 270,951,740                           | 100.0%  |
| Total 1,987,273,672 1,739,836,125 110,041,036 1,849,877,161 100.0%   | Voltage Optimization | Subtotal                                | 270,951,740    | 270,951,740   |              | 270,951,740                           |         |
|  |                      | Total                                   | 1,987,273,672  | 1,739,836,125 | 110,041,036  | 1,849,877,161                         | 100.0%  |

Note: The verified savings in this table include secondary electric energy (kWh) savings from water supply and wastewater treatment plants for measures claimed by ComEd. The verified savings account for electric heating penalties, where applicable.



\* Percent impact represent the verified net savings total contribution of each end-use within the sector, expressed in percentage. Where applicable, the verified net savings totals include electric kWh plus converted kWh that ComEd can claim towards goal.

Source: Evaluation team analysis

Eighteen (18) programs include measures that save water. That reduction in water produces secondary kWh savings from water supply and wastewater treatment. Table 4-4 shows the secondary measure level savings by program and end use. The savings in this table are included within the electricity savings in the previous tables in this section.

Table 4-4. Secondary Energy Savings from Water Reduction by Measure – Electric Only

|                 |  |                        |                                       | Ex Ante Annual<br>Water Savings | Ex Ante Gross | Verified Gross<br>Realization | Varified Grace |      | Verified Net Savings |
|-----------------|--|------------------------|---------------------------------------|---------------------------------|---------------|-------------------------------|----------------|------|----------------------|
| Sector          | Program                                    | End Use Type           | Research Category                     | (gallons)                       |               | Rate (RRwater) S              |                | NTG* | (kWh)                |
| Business        | Small Business                             | Hot Water              | Kitchen & Bathroom Faucet Aerator     | 529,145                         |               |                               | 13,797         | 0.97 | 13,383               |
| Business        | Non-residential New Construction           | Other                  | Whole Building                        | 5,412,633                       | 21.309        | 0.83                          | 17,690         | 0.53 | 9.375                |
| Business        | Small Business                             | Hot Water              | High Efficiency Pre-Rinse Spray Valve | 119.434                         |               |                               | 344            | 0.97 | 334                  |
| Business        | Incentives - Custom + Standard             | Food Service Equipment | Steamers                              |                                 |               |                               | 211            | 0.70 | 148                  |
| Business        | Incentives - Custom + Standard             | Food Service Equipment | High Efficiency Pre-Rinse Spray Valve |                                 |               |                               | 71             | 0.70 | 50                   |
| Business        | Small Business                             | Hot Water              | Low Flow Showerhead                   | 5.401                           |               |                               | 21             | 0.97 | 21                   |
| Business        |  | Subtotal               |                                       | 6,066,613                       | 21,309        | 1.51                          | 32,134         | 0.73 | 23,311               |
| Residential     | Appliance Rebates                          | Appliances             | Clothes Washer                        | 48,003,200                      | -             |                               | 191,250        | 0.63 | 120,488              |
| Residential     | Multi-Family Assessments                   | Hot Water              | Low Flow Showerhead                   | 9,463,510                       | 36,983        | 1.00                          | 37,006         | 1.03 | 38,116               |
| Residential     | Multi-Family Assessments                   | Hot Water              | Kitchen & Bathroom Faucet Aerator     | 4,132,300                       | 15,066        | 1.00                          | 15,071         | 1.03 | 15,523               |
| Residential     | Single-Family Assessment                   | Hot Water              | Low Flow Showerhead                   | 710,837,714                     |               |                               | 2,579          | 1.04 | 2,682                |
| Residential     | Single-Family Assessment                   | Hot Water              | Kitchen & Bathroom Faucet Aerator     | 126,962,346                     |               |                               | 464            | 1.04 | 482                  |
| Residential     |  | Subtotal               |                                       | 899,399,070                     | 52,048        | 4.73                          | 246,369        | 0.72 | 177,291              |
| Income Eligible | Multi-Family Retrofits - IEMS + IHWAP      | Hot Water              | Kitchen & Bathroom Faucet Aerator     | 4,692,799                       | -             |                               | 13,423         | 1.00 | 13,423               |
| Income Eligible | Multi-Family Retrofits - IEMS + IHWAP      | Hot Water              | Low Flow Showerhead                   | 2,905,800                       |               |                               | 9,383          | 1.00 | 9,383                |
| Income Eligible | Multi-Family Retrofits - IEMS + IHWAP      | Hot Water              | Shower Timer                          | 1,014,307                       | -             |                               | 3,380          | 1.00 | 3,380                |
| Income Eligible | Single Family Retrofits - CBA + IHWAP      | Hot Water              | Low Flow Showerhead                   | 794,340                         | 2,342         | 1.00                          | 2,348          | 1.00 | 2,348                |
| Income Eligible | Public Housing Retrofits                   | HVAC                   | Steam Trap                            | 895,733                         | 2,303         | 1.00                          | 2,303          | 1.00 | 2,303                |
| Income Eligible | Public Housing Retrofits                   | Hot Water              | Kitchen & Bathroom Faucet Aerator     | 364,420                         | 1,826         | 1.00                          | 1,826          | 1.00 | 1,826                |
| Income Eligible | Affordable Housing New Construction        | Hot Water              | Hot Water Conservation                | 2,511,522                       | 1,722         | 1.00                          | 1,722          | 1.00 | 1,722                |
| Income Eligible | Public Housing Retrofits                   | Hot Water              | Low Flow Showerhead                   | 322,237                         | 1,614         | 1.00                          | 1,614          | 1.00 | 1,614                |
| Income Eligible | Single Family Retrofits - CBA + IHWAP      | Hot Water              | Kitchen & Bathroom Faucet Aerator     | 158,102                         | 474           | 1.00                          | 471            | 1.00 | 471                  |
| Income Eligible | Affordable Housing New Construction        | Appliances             | Freezer & Refrigerator                | 174,374                         | 315           | 1.00                          | 315            | 1.00 | 315                  |
| Income Eligible | Multi-Family Retrofits - IEMS + IHWAP      | HVAC                   | Steam Trap                            | 57,106                          | -             |                               | 147            | 1.00 | 147                  |
| Income Eligible | Public Housing Retrofits                   | Hot Water              | Shower Timer                          | 13,961                          | 70            | 1.00                          | 70             | 1.00 | 70                   |
| Income Eligible |  | Subtotal               |                                       | 13,904,701                      | 10,666        | 3.47                          | 37,004         | 1.00 | 37,004               |
| Third Party     | UIC-ERC Income Eligible Kits               | Hot Water              | Low Flow Showerhead                   | 79,757,120                      | 257,909       | 1.00                          | 257,909        | 1.00 | 257,909              |
| Third Party     | UIC-ERC Income Eligible Kits               | Hot Water              | Kitchen & Bathroom Faucet Aerator     | 63,962,105                      | 206,833       | 1.00                          | 206,833        | 1.00 | 206,833              |
| Third Party     | Small Business Kits                        | Hot Water              | High Efficiency Pre-Rinse Spray Valve | 18,647,114                      | -             |                               | 93,991         | 0.97 | 91,171               |
| Third Party     | Small Business Kits                        | Hot Water              | Kitchen & Bathroom Faucet Aerator     | 21,359,437                      | -             |                               | 67,132         | 0.97 | 65,118               |
| Third Party     | Elementary Energy Education                | Hot Water              | Low Flow Showerhead                   | 59,940,441                      | -             |                               | 49,509         | 1.00 | 49,509               |
| Third Party     | Elementary Energy Education                | Hot Water              | Kitchen & Bathroom Faucet Aerator     | 49,753,077                      | -             |                               | 42,338         | 1.00 | 42,338               |
| Third Party     | Elementary Energy Education                | Hot Water              | Shower Timer                          | 4,699,101                       | -             |                               | 5,655          | 1.00 | 5,655                |
| Third Party     | Small Business Kits                        | Hot Water              | Low Flow Showerhead                   | 1,751,403                       | -             |                               | 3,655          | 0.97 | 3,546                |
| Third Party     |  | Subtotal               |                                       | 299,869,797                     | 464,742       | 1.56                          | 727,023        | 0.99 | 722,080              |
| Pilots          | Water Infrastructure Leak Reduction        | Water Leak Reduction   | Other Non-lighting                    | 228,573,759                     | 587,663       | 1.00                          | 587,663        | 0.80 | 470,131              |
| Pilots          | SEM Water Savings                          | Other                  | Whole Building                        | 62,593,935                      | 313,596       | 0.98                          | 307,653        | 1.00 | 307,653              |
| Pilots          | Efficient Choice                           | Appliances             | Clothes Washer                        | -                               | -             |                               | 2,504          | 0.62 | 1,553                |
| Pilots          | Upstream Commercial Food Service Equipment | Food Service Equipment | Steamers                              | -                               | -             |                               | 1,342          | 0.80 | 1,074                |
| Pilots          | Upstream Commercial Food Service Equipment | Food Service Equipment | ENERGY STAR Dishwasher                | -                               | -             |                               | 809            | 0.80 | 648                  |
| Pilots          | Electric Homes New Construction            | Other                  | Whole Building                        | 258,855                         | -             |                               | 760            | 0.80 | 608                  |
| Pilots          | Efficient Choice                           | Food Service Equipment | ENERGY STAR Dishwasher                | -                               |               |                               | 40             | 0.62 | 25                   |
| Pilots          |  | Subtotal               |                                       | 291,426,549                     | 901,259       | 1.00                          | 900,772        | 0.87 | 781,690              |
| Portfolio       |  | Total                  |                                       | 1,510,666,730                   | 1,450,025     | 1.34                          | 1,943,303      | 0.90 | 1,741,376            |

Note: The savings in this table reflect only secondary electric energy (kWh) savings from water supply and wastewater treatment plants for measures claimed by ComEd, not those claimed by gas utilities.

Source: ComEd tracking data and evaluation team analysis

<sup>\*</sup> A deemed value. Source is to be found on the IL SAG web site here: https://www.ilsag.info/evaluator-ntg-recommendations-for-2021.



# 5. Lifetime Savings and Total Resource Cost Savings Summary

Table 5-1 provides the WAML and estimated lifetime savings from the verified first year gross and net savings (excluding converted gas savings measures). It includes the total cost by program and cost per unit. Table 5-2, below, shows the Total Resource Cost (TRC) table. It includes only the cost-effectiveness analysis savings inputs.



Table 5-1. Verified First Year and Lifetime Savings and Acquisition Costs – Electric Only

| Part  |                      |  | Verified Gross | First Year Annual Energy | First Year Peak Demand |      | First Year Annual Energy | Eirat Vaar Daak Damand I i               | ifatima Cavinga (bWh) | First Year Coat you First Fi | inst Vans Coat nor Not |                       | Weighted Average |
|--|----------------------|--|----------------|--------------------------|------------------------|------|--------------------------|--|-----------------------|------------------------------|------------------------|-----------------------|------------------|
| Burstess   | Sector               | ComEd CY2021 Program   |                |                          |                        | NTG* |                          |  |                       |                              |                        | Units # Units Definit |                  |
| Decision   Composition   Com   | Business             |  | 1.00           | 293.103.873              |                        | 0.75 | 219.031.128              | 36,790                                   | 2.881.560.904         | 0.24                         | 0.02 52.572.564        | 6.762 Projects        | 14.0             |
| Symbol Server   10.50 Street Server   10.5   | Business             | Business Instant Discounts                                       | 1.15           | 269.381.913              | 61.393                 | 0.76 | 205.628.306              | 46.863                                   | 2.046.609.042         | 0.07                         | 0.01 15.209.493        | 2.204.037 Lamps       | 11.2             |
| Debate   Montant Supplem - Houset Energy Management   0.96   \$3.89,770   \$0.91   \$3.89,770   \$0.91   \$3.89,770   \$3.90,7469   \$3.90,7 | Business             | Small Business   | 0.96           | 222,829,653              | 44,834                 | 0.97 | 216,199,143              | 43,495                                   | 2,476,947,097         | 0.30                         |                        | 6,909 Projects        | 12.5             |
| Business   Rest-Commissiones   Vic.   0.22   6.5.08,143   3.66   0.97   4.44,05.02   3.74   500,046.07   0.27   0.00   1.68,789   278   Popule Business   Non-restrictive Controlland   0.09   7.2981/1364   4.400   0.53   1.55.0765   2.322   275,546.297   0.34   0.02   3.50.209   1.89   Popule Business   Facility Assertative Controlland   0.09   7.2981/1364   4.400   0.53   1.55.0765   2.322   275,546.297   0.34   0.02   3.50.209   1.89   Popule Business   Facility Assertative Controlland   0.09   7.2981/1364   4.400   0.53   1.55.0765   2.322   275,546.297   0.34   0.02   3.50.209   1.89   Popule Business   7.50.0766   0.000   1.   | Business             | LED Streetlighting   | 1.00           | 54,194,123               | 14                     | 0.86 | 46,856,560               | 12                                       | 897,929,010           | 0.41                         | 0.02 19,211,600        | 69,224 Lamps          | 20.0             |
| Deciminate   Shrapic Entropy Management   1,00   34,145,058   29,008,154   0.10   0.22   5,309,000   19,009   19,000   | Business             | Industrial Systems + Industrial Energy Management                | 0.96           | 53,893,793               | 6,063                  | 0.81 | 43,806,654               | 4,729                                    | 326,008,697           | 0.23                         | 0.03 10,174,699        | 383 Measures          | 7.6              |
| Decimination   Computation   | Business             | RetroCommissioning + VCx   | 0.92           | 45,838,183               | 3,496                  | 0.97 | 44,436,322               | 3,374                                    | 350,028,407           | 0.27                         | 0.03 11,858,789        | 278 Projects          | 7.9              |
| Particulated   Pauly Assessmenth   O.8   2.303/26   O.54   2.108/08   B.002-647   O.7   O.55   1.256/06   B.1  | Business             | Strategic Energy Management                                      | 1.00           | 34,145,568               |                        | 1.00 | 34,145,568               |  | 239,018,974           | 0.13                         | 0.02 4,389,200         | 169 Projects          | 7.0              |
| Particularis   Stational   120   1,006.057.57   163.50   0.02   10.157.687   2.02.50   13.17.486   0.02   13.158.61.570   10.01   10.01   10.05.50   10.07   10.00   | Business             | Non-residential New Construction                                 | 0.99           | 29,881,254               | 4,400                  | 0.53 | 15,837,065               | 2,332                                    | 275,564,929           | 0.34                         | 0.02 5,392,398         | 88 Projects           | 17.4             |
| Residential   Lighting Dissort   133   318,43,559   42,88   0.56   178,755,467   23,36   1,43,731,26   0.11   0.01   194,830,66   24,8375   Lighting Parameters   0.77   0.56,680,070   12,680   0.79   4,437,76   0.891   4,547,7134   0.31   0.01   140,926,06   24,477,775   1.084   14,246,262   1.991   100,821,466   0.37   0.5   5,334,165   417,559   Measures   1,446,475   1.091   1.092,247,247   1.094   1,424,622   1.991   100,821,466   0.37   0.5   5,334,165   417,559   Measures   1,446,475   1.094   | Business             | Facility Assessments   | 0.88           | 2,339,216                |                        | 0.94 | 2,198,863                |  | 8,602,947             | 0.57                         | 0.15 1,258,061         | 81 Measures           | 3.9              |
| Residential   Ageinna Recision   | Business             | Subtotal   | 1.02           | 1,005,607,575            | 168,350                | 0.82 | 828,139,608              | 137,594                                  | 9,502,270,006         | 0.22                         | 0.02 184,743,757       | 2,287,931             | 12.5             |
| Residential   Simple-Frainty Assessment   0.98   1.951.466   2.271   0.84   14.46.672   1.991   10.082.4466   0.37   0.05   5.341.516   5.401.506   Masserian   Residential  | Residential          | Lighting Discount  | 1.13           | 318,243,559              | 42,498                 | 0.56 | 176,705,487              | 23,326                                   | 1,431,751,246         | 0.11                         | 0.01 19,463,046        | 6,206,395 Lamps       | 10.9             |
| Residential   Multi-rary Assessments   0.98   9,360,022   1,031   0.07   8,12,266   903   60,269,599   0.51   0.07   4,123,105   85,311   Masserse   Residential PMAC   100   6,141,666   2,440,400   10,569,427   1,566   60,962,270   0.55   0.04   279,450,500   1,021   6,000   1,000  | Residential          | Appliance Rebates  | 0.97           | 56,668,076               | 12,663                 | 0.79 | 44,878,796               | 9,861                                    | 451,471,934           | 0.31                         | 0.03 14,092,824        | 428,717 Measures      | 10.1             |
| Residential   Residential PANC   1.00   6,141,995   2,444   0.79   4,338,677   1,956   69,682,297   0.98   0.94   2,797,451   10,249   Measures   Residential Behavior   10,596,441   1,920   20,255,944   0.95  | Residential          | Single-Family Assessment   | 0.98           | 16,921,456               | 2,371                  | 0.84 | 14,246,262               | 1,991                                    | 100,823,486           | 0.37                         | 0.05 5,334,185         | 417,559 Measures      | 9.7              |
| Residential   Substant   Substa   | Residential          | Multi-Family Assessments   | 0.98           | 9,369,022                | 1,031                  | 0.87 | 8,121,286                | 903                                      | 60,268,959            | 0.51                         | 0.07 4,123,105         | 85,431 Measures       | 8.1              |
| September   Subtoral   | Residential          | Residential HVAC   | 1.00           | 6,141,696                | 2,464                  | 0.79 | 4,838,627                | 1,956                                    | 69,662,297            | 0.58                         | 0.04 2,797,451         | 10,249 Measures       | 16.2             |
|  | Residential          | Residential Behavior   |                |                          |                        |      | 105,968,421              | 18,290                                   | 262,365,944           | 0.05                         | 0.02 5,622,890         | 1,920,154 Households  | 5.0              |
|  | Residential          | Subtotal   | 1.09           | 407,343,808              | 61,027                 | 0.87 | 354,758,879              | 56,327                                   | 2,376,343,864         | 0.14                         | 0.02 51,433,501        | 9,068,505             | 10.7             |
| Corner Eligible   Single Funity Retrolls - CBA + HNNAP   0.28   3,780,257   1,223   1.00   3,780,257   1,223   51,257,133   3.25   0.24   12,279,883   14,864   Projects   | Income Eligible      | Product Discounts - [Lighting Discounts +Appliance Rebates - IE] | 1.13           | 90,914,407               | 12,240                 | 0.86 | 78,353,216               | 10,543                                   | 655,072,777           | 0.10                         | 0.01 7,832,693         | 2,389,875 Measures    | 10.2             |
| Public Housing Retrofts   101   1,404,776   170   1,00   1,404,776   170   11,061,400   1,19   0,15   1,675,884   135 Projects   1,675,884   135 Projects   1,675,884   1,67   | Income Eligible      | Multi-Family Retrofits - IEMS + IHWAP                            | 1.00           | 4,717,726                | 545                    | 1.00 | 4,717,726                | 545                                      | 54,259,017            | 2.26                         | 0.20 10,651,330        | 892 Projects          | 17.4             |
| Doorse Eligible   Abstrable Housing New Construction   1.01   1.374.420   1.99   1.00   1.374.420   1.99   2.1211.557   1.38   0.09   1.882.528   6.23   Households   1.15   1.05   1.   | Income Eligible      | Single Family Retrofits - CBA + IHWAP                            | 0.28           | 3,780,257                | 1,323                  | 1.00 | 3,780,257                | 1,323                                    | 51,257,133            | 3.25                         | 0.24 12,279,893        | 14,884 Projects       | 18.8             |
| Income Eligible   Subtotal   1.01   102.191.586   14.479   0.88   89.80.395   12.782   792.861.883   0.38   0.04   34.332.328   2.466.469  | Income Eligible      | Public Housing Retrofits   | 1.01           | 1,404,776                | 170                    | 1.00 | 1,404,776                | 170                                      | 11,061,400            | 1.19                         | 0.15 1,675,884         | 135 Projects          | 7.3              |
| Find Party   Food Bank-LED Distribution   1.19   108,183.380   12,824   1.00   108,183.380   12,824   1.007,322.240   0.07   0.01   7,357,187   2,817,014   Lamps  | Income Eligible      | Affordable Housing New Construction                              | 1.01           | 1,374,420                | 199                    | 1.00 | 1,374,420                | 199                                      | 21,211,557            | 1.38                         | 0.09 1,892,528         | 623 Households        | 15.4             |
| Hird Party   UIC-ERC Income Eligible Kils   1.11   35,945,840   4,248   1.00   35,945,840   4,248   319,771,254   0.14   0.02   5,156,300   840,000   Measures   | Income Eligible      | Subtotal   | 1.01           | 102,191,586              | 14,479                 | 0.88 | 89,630,395               | 12,782                                   | 792,861,883           | 0.38                         | 0.04 34,332,328        | 2,406,409             | 10.9             |
| Business Telecomm  | Third Party          | Food Bank-LED Distribution                                       | 1.19           | 108,183,380              | 12,824                 | 1.00 | 108,183,380              | 12,824                                   | 1,007,322,240         | 0.07                         | 0.01 7,357,187         | 2,817,014 Lamps       | 11.6             |
| Phird Party   Agriculture   0.97   10,199,378   1,966   0.80   8,127,502   1,573   107,553,247   0.37   0.03   2,941,09   234   Projects   | Third Party          | UIC-ERC Income Eligible Kits                                     | 1.11           | 35,945,840               | 4,248                  | 1.00 | 35,945,840               | 4,248                                    | 319,971,254           | 0.14                         | 0.02 5,156,300         | 840,000 Measures      | 9.6              |
| Public Bulletings in Distressed Communities   0.83   9,091,963   2,745   0.97   8,818,622   2,663   127,861,084   0.15   0.01   1,306,422   845,49   Measures  |                      |  |                |                          |                        |      |                          |  |                       |                              |                        |                       | 10.8             |
| Business Gooary   1.06   6,937,145   709   0.97   6,729,031   688   87,227,790   0.36   0.03   2,403,735   149   Measures  | Third Party          | Agriculture  |                |                          |                        |      |                          |  |                       |                              |                        | ,                     | 14.3             |
| Fixed Party   Small Business Kis   0.82   6,148,377   1,222   0.97   5,953,315   1,176   35,921,124   0.29   0.05   1,743,180   74,916   Measures  | Third Party          | Public Buildings in Distressed Communities                       |                | 9,091,363                |                        |      | 8,818,622                |  | 127,861,084           |                              | 0.01 1,306,422         | 84,549 Measures       | 14.8             |
| Find Pary   Elementary Energy Education   1.23   5,543,705   579   0.95   5,238,332   540   44,443,48   0.14   0.02   741,944   299,530   Measures   | Third Party          | Business Grocery   |                |                          |                        |      |                          |  | 87,227,790            |                              |                        | 149 Measures          | 13.1             |
| Phid Party Non-Polit Retoils   0.99   4,347,699   964   0.97   4,217,181   935   53,868,283   0.52   0.04   2,195,809   16,889   Measures  |                      | Small Business Kits  |                |                          |                        |      |                          |  |                       |                              |                        |                       | 7.2              |
| Filter Party   Subtotal   1.10   198.707.224   25.695   0.97   193.096.858   25.796   1.890.619.069   0.14   0.01   26.716.517   4.133.351   |                      |  |                |                          |                        |      |                          |  |                       |                              |                        |                       | 9.4              |
| Plots   Bulding Operator Certification   756,433   83   0.80   605,146   67   6,172,493   0.18   0.02   110,216   9   Participants   |                      |  |                | P. 1                     |                        |      | , , , ,                  |  | ,,                    |                              | , ,                    | .,                    | 13.6             |
| Plois   Water Infrastructure Leak Reduction   1.00   587,663   0.80   470,131   13,711,511   0.99   0.03   456,563   90   Measures   |                      |  | 1.10           |                          |                        |      | ,,                       | -, -, -, -, -, -, -, -, -, -, -, -, -, - | ,,                    |                              |                        |                       | 11.4             |
| Plots         Upstream Commercial Food Service Equipment         1.13         349,653         45         0.80         279,722         36         3,671,853         0.60         0.05         168,908         90         Measures           Plots         SEM Water Savings         0.98         307,6553         1.00         307,6553         1,567,597         0.62         0.12         191,458         6 Participants           Plots         Efficient Choice         278,151         52         0.63         174,134         33         2,775,188         0.60         0.04         107,509         468,66 Measures           Plots         Electric Homes New Construction         1.12         192,185         15         0.80         153,748         12         2,319,002         1.82         0.12         279,088         18         Participants           Plots         ENERGY STAR Retail Products Platform         1.288,111         163         17,753,557         0.92         0.07         1,160,695         11,203         Measures           Plots         Substrail         1.79         2,417,737         196         1.32         3,236,645         311         47,971,203         0.76         0.05         2,479,768         159,071   |                      | • •  |                |                          | 83                     |      |                          | 67                                       |                       |                              |                        |                       | 10.5             |
| Plots         SEM Weter Savings         0.98         307,653         1.00         307,653         1,567,597         0.62         0.12         191,458         6 Participants           Plots         Efficient Choice         278,151         52         0.63         174,134         33         2,775,188         0.60         0.04         103,790         48,826         Measures           Plots         Electric Homes New Construction         1.12         192,185         15         0.80         153,748         12         2,319,002         1.82         0.12         279,088         18 Participants           Plots         ENERGY STAR Retail Products Platform         1,288,111         163         17,733,557         0.92         0.07         1,160,955         112,002         Measures           Pilots         Subtotal         1,29         2,411,737         196         1,32         3,258,645         311         47,971,203         0.76         0.05         2,479,768         159,071   |                      |  |                |                          |                        |      |                          |  |                       |                              |                        |                       | 29.2             |
| Plots         Efficient Choice         278,151         52         0.63         174,134         33         2,775,188         0.60         0.04         103,750         46,826         Measures           Plots         Electric Homes New Construction         1.12         192,185         15         0.80         153,748         12         2,319,002         1.82         0.12         279,088         18         Participants           Plots         ENERGY STAR Retail Products Pletform         12,88,111         163         17,753,557         0.92         0.07         11,68,695         112,092         Measures           Pilots         Subtotal         1.79         2,471,737         196         1.32         3,235,645         311         47,971,203         0.76         0.05         2,475,768         155,071  |                      | 7,   |                |                          | 45                     |      |                          | 36                                       |                       |                              |                        |                       | 13.1             |
| Plots         Electric Homes New Construction         1.12         192,185         15         0.80         153,748         12         2,319,002         1.82         0.12         279,088         18 Participants           Plots         ENERGY STAR Rebil Products Platform         1,286,111         163         17,753,557         0.92         0.07         1,160,695         112,002         Measures           Pilots         Subtotal         1,79         2,471,737         196         1,32         3,258,645         311         47,971,203         0.76         0.05         2,479,768         159,071   |                      |  | 0.98           |                          |                        |      |                          |  |                       |                              |                        |                       | 5.1              |
| Plots         ENERGY STAR Rebil Products Pleiform         1,268,111         163         17,753,557         0.92         0.07         1,160,695         112,032         Measures           Pilots         Subtotal         1.79         2,471,737         196         1.32         3,258,645         311         47,971,203         0.76         0.05         2,479,768         159,071   |                      |  |                |                          |                        |      |                          |  |                       |                              |                        |                       | 15.9             |
| Pilots Subtotal 1.79 2,471,737 196 1.32 3,258,645 311 47,971,203 0.76 0.05 2,479,768 159,071   |                      |  | 1.12           | 192,185                  | 15                     | 0.80 |                          |  |                       |                              |                        |                       | 15.1             |
|  |                      |  |                |                          |                        |      | ,                        |  | 7                     |                              | , , ,                  | ,                     |                  |
| Voltage Optimization Voltage Optimization 1.00 270,951,740 52,535 1.00 270,951,740 52,535 4,064,276,100 530 Feeders  |                      |  |                |                          |                        |      | -, -, -, -               |  | , , ,                 | 0.76                         | 0.05 2,479,768         |                       | 15.6             |
|  |                      | • •  |                | .,,                      | . ,                    |      | .,,                      | . ,                                      | 7 7 7                 |                              |                        |                       | 15.0             |
| Voltage Optimization Subtorial 1.00 270,951,740 52,535 1.00 270,951,740 52,535 4,064,276,100 530   | Voltage Optimization |  | 1.00           |                          |                        |      |                          |  |                       |                              |                        |                       | 15.0             |
| Portfolio Grand Total 1,987,273,672 323,281 0.88 1,739,836,126 285,345 18,674,342,124 0.17 0.02 299,705,871 18,055,797   | Portfolio            | Grand Total  |                | 1,987,273,672            | 323,281                | 0.88 | 1,739,836,126            | 285,345                                  | 18,674,342,124        | 0.17                         | 0.02 299,705,871       | 18,055,797            | 12.1             |

Note: The following programs have combined savings and cost information: Incentives Programs (Standard + Custom); Small Business (Small Business Private + Public Small Facilities); Multi-Family (Retrofits + IHWAP); Single Family Retrofit (CBA + IHWAP), Product Discounts (Lighting Discounts +Appliance Rebates), Industrial Systems plus Industrial Management Systems.. The lifetime net savings are equal to values from the electric CPAS Table 2-3.

Source: Cost values are from the ComEd - CY2021 Q4 Statewide Quarterly Report; Cost values for pilot programs were obtained from ComEd (File: ComEd CY2021 Cost Eff Data Request for TRC Calculations - 4-29 extract.xlsx). Evaluation team analysis.

<sup>\*</sup> Combined programs noted above have different EULs, hence the total lifetime savings shown in this table are different from Table 3-1.



**Table 5-2. Total Resource Cost Savings Summary** 

|                      |  | WAML    | Verified Gross<br>Electric Energy | Verified Gross<br>Peak Demand | Gi<br>Verified Gross<br>Gas Savings W |           | Gross Heating  | Gross Heating<br>Penalty |           |              |      | Verified Net<br>Electric Energy | Verified Net<br>Peak Demand<br>Reduction |            | Net Secondary<br>Savings due to<br>Vater Reduction | Net Heating   | Net Heating<br>Penalty |
|----------------------|--|---------|-----------------------------------|-------------------------------|---------------------------------------|-----------|----------------|--------------------------|-----------|--------------|------|---------------------------------|--|------------|--|---------------|------------------------|
| Sector               | Program  | (years) |                                   | Reduction (kW)                | (Therms)                              | (kWh)     | Penalty (kWh)* | (Therms)†                | NTG (kWh) | NTG (kW) NTG |      |                                 | (kW)                                     | (Therms)   |  | Penalty (kWh) | (Therms)               |
| Business             | Incentives - Custom + Standard                                   | 14.0    | 293,103,590                       | 48,149                        | 2,999,487                             | 282       |                | (1,191,487)              | 0.75      | 0.8          | 0.7  | 219,030,931                     | 36,790                                   | 2,099,641  | 198  |               | (949,595)              |
| Business             | Business Instant Discounts                                       | 11.2    | 269,381,913                       | 61,393                        |                                       |           |                | (3,713,627)              | 0.76      | 0.8          | -    | 205,628,306                     | 46,863                                   |            |  |               | (2,833,444)            |
| Business             | Small Business   | 12.5    | 222,815,491                       | 44,834                        | 367,704                               | 14,162    | (8,311,759)    | (2,314,712)              | 0.97      | 1.0          | 1.0  | 216,185,405                     | 43,495                                   | 360,050    | 13,738   | (8,062,406)   | (2,245,271)            |
| Business             | LED Streetlighting   | 20.0    | 54,194,123                        | 14                            | -                                     | -         | -              | -                        | 0.86      | 0.8          | -    | 46,856,560                      | 12                                       |            | -  | -             | -                      |
| Business             | Industrial Systems + Industrial Energy Management                | 7.6     | 53,893,793                        | 6,063                         |                                       |           |                |                          | 0.81      | 0.8          | -    | 43,806,654                      | 4,729                                    |            | -  | -             | -                      |
| Business             | RetroCommissioning + VCx   | 7.9     | 45,838,183                        | 3,496                         | 68,573                                | -         |                | -                        | 0.97      | 1.0          | 0.9  | 44,436,322                      | 3,374                                    | 64,459     | -  | -             | -                      |
| Business             | Strategic Energy Management                                      | 7.0     | 34,145,568                        |                               |                                       | -         | -              | -                        | 1.00      | -            | -    | 34,145,568                      | -  |            | -  | -             | -                      |
| Business             | Non-residential New Construction                                 | 17.4    | 29,863,565                        | 4,400                         | 78,927                                | 17,690    | (617,475)      | (77,779)                 | 0.53      | 0.5          | 0.5  | 15,827,689                      | 2,332                                    | 41,831     | 9,375  | (327,262)     | (41,223)               |
| Business             | Facility Assessments   | 3.9     | 2,339,216                         |                               | 16,774                                | -         | -              | -                        | 0.94      |              | 0.9  | 2,198,863                       | -  | 15,768     | -  | -             | -                      |
| Residential          | Lighting Discount  | 10.9    | 318,243,559                       | 42,498                        |                                       | -         | -              | (7,360,519)              | 0.56      | 0.5          | -    | 176,705,487                     | 23,326                                   |            | -  | -             | (4,047,315)            |
| Residential          | Appliance Rebates  | 10.1    | 56,476,826                        | 12,663                        | 6,344,294                             | 191,250   | -              | -                        | 0.79      | 0.8          | 0.9  | 44,758,309                      | 9,861                                    | 5,675,167  | 120,488  | -             | -                      |
| Residential          | Single-Family Assessment   | 9.7     | 16,918,413                        | 2,371                         | -                                     | 3,042     | (249,049)      | (299,660)                | 0.84      | 0.8          | -    | 14,243,097                      | 1,991                                    |            | 3,164  | (209,201)     | (251,715)              |
| Residential          | Multi-Family Assessments   | 8.1     | 9,316,945                         | 1,031                         | -                                     | 52,077    | (136,848)      | (46,903)                 | 0.87      | 0.9          | -    | 8,067,647                       | 903                                      |            | 53,639   | (109,645)     | (39,867)               |
| Residential          | Residential HVAC   | 16.2    | 6,141,696                         | 2,464                         | 248,389                               | -         | -              | -                        | 0.79      | 0.8          | 0.9  | 4,838,627                       | 1,956                                    | 223,328    | -  | -             | -                      |
| Residential          | Residential Behavior   | 5.0     | -                                 |                               | -                                     | -         | -              | -                        | -         | -            | -    | 105,968,421                     | 18,290                                   |            | -  | -             | -                      |
| Income Eligible      | Product Discounts - [Lighting Discounts +Appliance Rebates - IE] | 10.2    | 90,914,407                        | 12,240                        | -                                     | -         | -              | (1,760,376)              | 0.86      | 0.9          | -    | 78,353,216                      | 10,543                                   | -          |  |               | (1,483,638)            |
| Income Eligible      | Multi-Family Retrofits - IEMS + IHWAP                            | 17.4    | 4,691,393                         | 545                           | 703,896                               | 26,334    | (33,563)       | (18,282)                 | 1.00      | 1.0          | 1.0  | 4,691,393                       | 545                                      | 703,896    | 26,334   | (33,563)      | (18,282)               |
| Income Eligible      | Single Family Retrofits - CBA + IHWAP                            | 18.8    | 3,777,438                         | 1,323                         | 380,863                               | 2,820     | -              | (26,040)                 | 1.00      | 1.0          | 1.0  | 3,777,438                       | 1,323                                    | 380,863    | 2,820  | -             | (26,040)               |
| Income Eligible      | Public Housing Retrofits   | 7.3     | 1,398,963                         | 170                           | 60,865                                | 5,813     | (15,936)       | (8,095)                  | 1.00      | 1.0          | 1.0  | 1,398,963                       | 170                                      | 60,865     | 5,813  | (15,936)      | (8,095)                |
| Income Eligible      | Affordable Housing New Construction                              | 15.4    | 1,372,382                         | 199                           | -                                     | 2,038     | -              | (8,238)                  | 1.00      | 1.0          | -    | 1,372,382                       | 199                                      |            | 2,038  | -             | (8,238)                |
| Third Party          | Food Bank-LED Distribution                                       | 11.6    | 108,183,380                       | 12,824                        | 653,124                               | -         | -              | (1,907,366)              | 1.00      | 1.0          | 1.0  | 108,183,380                     | 12,824                                   | 653,124    | -  | -             | (1,907,366)            |
| Third Party          | UIC-ERC Income Eligible Kits                                     | 9.6     | 35,481,098                        | 4,248                         | 577,891                               | 464,742   | -              | (522,202)                | 1.00      | 1.0          | 1.0  | 35,481,098                      | 4,248                                    | 577,891    | 464,742  |               | (522,202)              |
| Third Party          | Business Telecomm  | 10.8    | 12,350,428                        | 1,438                         | 1,188                                 | -         | -              |                          | 0.80      | 0.8          | 0.8  | 9,883,056                       | 1,150                                    | 950        | -  | -             | -                      |
| Third Party          | Agriculture  | 14.3    | 10,159,378                        | 1,966                         | -                                     |           | -              | (112,684)                | 0.80      | 0.8          | -    | 8,127,502                       | 1,573                                    |            | -  |               | (90,147)               |
| Third Party          | Public Buildings in Distressed Communities                       | 14.8    | 9,091,363                         | 2,745                         | -                                     |           | -              | (174,383)                | 0.97      | 1.0          | -    | 8,818,622                       | 2,663                                    |            | -  |               | (169,152)              |
| Third Party          | Business Grocery   | 13.1    | 6,937,145                         | 709                           | 17,403                                |           | -              | (22,978)                 | 0.97      | 1.0          | 1.0  | 6,729,031                       | 688                                      | 16,881     | -  | -             | (22,288)               |
| Third Party          | Small Business Kits  | 7.2     | 5,983,598                         | 1,222<br>579                  | 197,299                               | 164,779   | (23,654)       | (60,184)                 | 0.97      | 1.0          | 1.0  | 5,793,480                       | 1,176                                    | 191,380    | 159,835  | (22,944)      | (58,219)               |
| Third Party          | Elementary Energy Education  Non-Profit Retrofis                 | 9.4     | 5,446,202<br>4,347,609            | 964                           | 30,152                                | 97,503    | (268,195)      | (43,751)                 | 0.94      | 1.0          | 1.0  | 5,141,429<br>4,217,181          | 540<br>935                               | 30,152     | 97,503   | (237,490)     | (38,529)               |
| Third Party          |  | 10.2    | 756.433                           | 83                            |                                       | -         | (43,170)       | (129,269)                | 0.80      | 0.8          | -:-  | 605.146                         | 935                                      |            | -  | (41,875)      |                        |
| Pilots<br>Pilots     | Building Operator Certification                                  | 13.1    | 347.501                           | 45                            | - :                                   | 2.151     | - :            |                          | 0.80      | 0.8          | -:-  | 278.001                         | 36                                       | -          | 1,721  | - :           |                        |
| Pilots               | Upstream Commercial Food Service Equipment  Efficient Choice     | 15.1    | 275.607                           | 45<br>52                      | 1,726                                 | 2,151     |                |                          | 0.63      | 0.8          | 0.6  | 172.557                         | 30                                       | 1.070      | 1,721  |               |                        |
| Pilots               | Electric Homes New Construction                                  | 15.9    | 191,424                           | 15                            | 1,720                                 | 760       | (4.473)        |                          | 0.80      | 0.8          | 0.0  | 153.139                         | 12                                       | 1,070      | 608  | (3.578)       |                        |
| Pilots               | ENERGY STAR Retail Products Platform                             | 14.0    | 191,424                           | 15                            |                                       | 760       | (4,473)        |                          | 0.80      | U.O          | -:-  | 1,268,111                       | 163                                      |            | 008  | (3,578)       |                        |
| Pilots               | SEM Water Savings  | 5.1     |                                   |                               |                                       | 307.653   | · ·            | -                        | - :       |              | ÷    | 1,200,111                       | 103                                      |            | 307.653  |               |                        |
| Pilots               | Water Infrastructure Leak Reduction                              | 29.2    |                                   | · .                           |                                       | 587.663   |                |                          |           | · ·          | -:-  |                                 |  |            | 470,131  |               |                        |
| Voltage Optimization | Voltage Optimization   | 15.0    | 270.951.740                       | 52.535                        |                                       | 307,003   |                |                          | 1.00      | 1.0          | ÷    | 270.951.740                     | 52.535                                   |            | 470,131  |               |                        |
| Total                | voilinge Opiniscation  | 12.1    | .,,                               | 32,333                        | 12.748.553                            | 1,943,303 | (9,704,122)    | (19,798,534)             | 0.88      | 0.88         |      | 1.738.094.750                   | 285,345                                  | 11.097.315 | 1.741.376  | (9,063,901)   | (14,886,017)           |
| TOTAL                | <u> </u>   | 12.1    | 1,303,330,309                     | 323,201                       | 12,740,555                            | 1,943,303 | (9,104,122)    | (19,790,334)             | 0.00      | 0.00         | 0.90 | 1,730,094,730                   | 200,340                                  | 11,097,315 | 1,741,376  | (9,003,901)   | (14,000,017)           |

Note: To avoid double counting, the verified gross kWh and net kWh used in the TRC analysis excludes secondary energy savings from water reduction measures. Table 5-2 represents the kWh savings from Table 3-1 minus those shown in Table 4-4.

<sup>\*</sup> Program kWh savings account for electric heating penalties, where applicable. The electric heating penalties columns show the magnitude of adjustments applied to the program savings.

<sup>†</sup> Gas heating penalties represent the program therms heating penalties. These penalties are not required to be applied to the programs or portfolio savings.

<sup>‡</sup> The heating penalty kWh and therms values for Residential HVAC Rebates Program are the fuel switch savings estimates for cost effectiveness analysis. Source: Evaluation team analysis



### 6. High Impact Measures

Table 6-1 through Table 6-6 provide the list of CY2021 high impact measures and the percentage of verified gross and net electric savings for the business, residential, and income eligible sectors. These tables include converted gas savings measures.

Table 6-1. Summary Table of CY2021 High Impact Measures – Business Gross Impact

|              |  |                            | First year kWh Savings   | Weighted Average | Verified Gross Savings | Lifetime Gross kWh         | Verified Gross           | Percent 1st Year | Cumulative |
|--------------|--|----------------------------|--------------------------|------------------|------------------------|----------------------------|--------------------------|------------------|------------|
| Sector       | High Impact Measure  | End Use Type               | (Verified Gross)         | Measure Life*    | (kWh from Therms)      | (Verified)                 | Savings (kWh Total)      | kWh              | Percent    |
| Business     | Voltage Optimization   | Voltage Optimization       | 270,951,740              | 15.0             |                        | 4,064,276,100              | 270,951,740              | 19.6%            | 19.6%      |
| Business     | Interior & Exterior LED Fixtures   | Lighting                   | 256,710,278              | 13.2             |                        | 3,386,502,370              | 256,710,278              | 18.6%            | 38.2%      |
| Business     | Other Lighting   | Lighting                   | 193,564,716              | 12.4             |                        | 2,405,613,034              | 193,564,716              | 14.0%            | 52.2%      |
| Business     | Standard LED Lamps   | Lighting                   | 85,706,379               | 7.0              |                        | 602,207,184                | 85,706,379               | 6.2%             | 58.4%      |
| Business     | TLED Lamps   | Lighting                   | 82,843,860               | 15.0             |                        | 1,241,885,262              | 82,843,860               | 6.0%             | 64.4%      |
| Business     | EMS  | EMS & BAS                  | 13,465,139               | 15.0             | 52,884,637             | 201,977,084                | 66,349,776               | 4.8%             | 69.2%      |
| Business     | Whole Building   | Other                      | 64,026,822               | 11.9             | 2,313,336              | 758,952,801                | 66,340,158               | 4.8%             | 74.0%      |
| Business     | Streetlights   | Lighting                   | 54,194,123               | 20.0             |                        | 1,082,483,468              | 54,194,123               | 3.9%             | 77.9%      |
| Business     | Other Non-lighting   | Other                      | 48,275,355<br>45,838,183 | 14.9             | •                      | 718,973,848<br>362 655 958 | 48,275,355<br>45,838,183 | 3.5%             | 81.4%      |
| Business     | Retro & Virtual Commisioning Carryover Lamps                                     | Other<br>Lighting          | 45,838,183<br>38,739,163 | 7.9              | -                      | 362,655,958<br>373,562,707 | 45,838,183<br>38,739,163 | 2.8%             | 84.7%      |
| Business     | Carryover Lamps Leak Repair  | Lighting<br>Compressed Air | 38,739,163<br>21.557.084 | 3.0              |                        | 64.671.252                 | 21,557,084               | 1.6%             | 89.0%      |
| Business     | Compressor system  | Compressed Air             | 19.306.642               | 12.7             | ·                      | 246.000.054                | 19.306.642               | 1.0%             | 90.4%      |
| Business     | Compressor system  Commercial & Industrial Refrigeration                         | Refrigeration              | 18,647,643               | 12.7             | ·                      | 246,000,054                | 18.647.643               | 1.4%             | 91.8%      |
| Business     | Occupancy Sensor & Other Controls  | Lighting                   | 16,920,837               | 10.6             |                        | 179,007,226                | 16,920,837               | 1.2%             | 93.0%      |
| Business     | Variable Speed Drive   | HVAC                       | 16,305,779               | 15.0             |                        | 244,586,683                | 16,305,779               | 1.2%             | 94.2%      |
| Business     | LED HID  | Lighting                   | 9,056,697                | 14.5             |                        | 131,191,058                | 9,056,697                | 0.7%             | 94.8%      |
| Business     | Network Combina  | Telecomm                   | 6.911.077                | 10.0             |                        | 69.110.775                 | 6.911.077                | 0.5%             | 95.3%      |
| Business     | LED Exit Signs, Channel Sign & Nightlight  | Lighting                   | 6.735.413                | 5.0              |                        | 33.677.063                 | 6.735.413                | 0.5%             | 95.8%      |
| Business     | EC Motor for Cooler or Freezer   | Refrigeration              | 5,882,782                | 14.3             |                        | 84,289,520                 | 5,882,782                | 0.4%             | 96.3%      |
| Business     | Equipment Optimization   | Telecomm                   | 5,412,216                | 11.8             |                        | 63,616,808                 | 5,412,216                | 0.4%             | 96.6%      |
| Business     | HVAC Control System & Maintenance  | HVAC                       | 5,113,264                | 8.0              |                        | 40,765,076                 | 5,113,264                | 0.4%             | 97.0%      |
| Business     | Data Center  | Other                      | 5,031,792                | 14.6             |                        | 73,700,142                 | 5,031,792                | 0.4%             | 97.4%      |
| Business     | Water & Air-Cooled Chiller   | HVAC                       | 4,900,021                | 18.0             |                        | 88,151,843                 | 4,900,021                | 0.4%             | 97.7%      |
| Business     | Decorative & Directional LED Lamps   | Lighting                   | 3,243,972                | 6.6              |                        | 21,451,937                 | 3,243,972                | 0.2%             | 98.0%      |
| Business     | Anti-Sweat Heater Controls for Glass Door Cooler or Refrigerator                 | Refrigeration              | 3,009,029                | 10.0             |                        | 30,090,293                 | 3,009,029                | 0.2%             | 98.2%      |
| Business     | CHP  | Other                      | 2,240,756                | 25.0             |                        | 56,018,893                 | 2,240,756                | 0.2%             | 98.3%      |
| Business     | Programmable/Reprogrammable Thermostat   | HVAC                       | 1,917,042                | 9.6              |                        | 18,441,196                 | 1,917,042                | 0.1%             | 98.5%      |
| Business     | Motors/Fans/Pumps  | HVAC                       | 1,812,070                | 19.7             |                        | 35,703,368                 | 1,812,070                | 0.1%             | 98.6%      |
| Business     | Demand Control Ventilation   | Food Service Equipment     |                          |                  | 1,661,924              |                            | 1,661,924                | 0.1%             | 98.7%      |
| Business     | Night Covers   | Refrigeration              | 1,656,049                | 5.0              |                        | 8,280,247                  | 1,656,049                | 0.1%             | 98.9%      |
| Business     | LED Refrigerated Display Case Lighting   | Refrigeration              | 1,619,278                | 10.3             |                        | 16,736,645                 | 1,619,278                | 0.1%             | 99.0%      |
| Business     | Demand Control Ventilation   | HVAC                       | 1,433,336                | 10.3             | 181,921                | 14,718,224                 | 1,615,257                | 0.1%             | 99.1%      |
| Business     | HVAC Economizer  | HVAC                       | 1,535,011                | 11.2             |                        | 17,243,792                 | 1,535,011                | 0.1%             | 99.2%      |
| Business     | Weather Stripping  | Shell                      | 1,522,571                | 10.0             |                        | 15,225,712                 | 1,522,571                | 0.1%             | 99.3%      |
| Business     | Omni-Directional LED Lamps   | Lighting                   | 1,457,136                | 6.8              |                        | 9,871,098                  | 1,457,136                | 0.1%             | 99.4%      |
| Business     | High Efficiency Pre-Rinse Spray Valve  | Hot Water                  | 1,369,056                | 5.0              |                        | 6,845,282                  | 1,369,056                | 0.1%             | 99.5%      |
| Business     | Linear Fluorescents  | Lighting                   | 1,091,559                | 13.0             |                        | 14,209,786                 | 1,091,559                | 0.1%             | 99.6%      |
| Business     | Room & Central Air Conditioner   | HVAC                       | 836,897                  | 14.9             |                        | 12,461,506                 | 836,897                  | 0.1%             | 99.7%      |
| Business     | Specialty LED Lamps  | Lighting                   | 642,084                  | 7.4              |                        | 4,782,401                  | 642,084                  | 0.0%             | 99.7%      |
| Business     | Other Non-lighting   | Food Service Equipment     | 567,329                  | 16.9             | -                      | 9,572,003                  | 567,329                  | 0.0%             | 99.7%      |
| Business     | Kitchen & Bathroom Faucet Aerator  | Hot Water                  | 548,385                  | 10.0             |                        | 5,483,850                  | 548,385                  | 0.0%             | 99.8%      |
| Business     | Strip Curtains for Cooler or Freezer   | Refrigeration              | 431,067                  |                  |                        | 1,724,267                  | 431,067                  |                  |            |
| Business     | Advanced Power Strips Tier 1   | Consumer Electronics       | 304,772                  | 7.0              |                        | 2,133,407                  | 304,772                  | 0.0%             | 99.8%      |
| Business     | No-Loss Condensate Drains  | Compressed Air<br>HVAC     | 251,958                  | 3.0              |                        | 2,519,580                  | 251,958                  | 0.0%             | 99.9%      |
| Business     | Air Conditioner Tune-Up  ENERGY STAR Solid or Glass Door Refrigerator or Freezer | Refrigeration              | 246,799<br>245,975       | 15.0             | -                      | 740,396<br>3,681,601       | 246,799<br>245,975       | 0.0%             | 99.9%      |
| Business     | Evaporator Fan Control   | Refrigeration              | 216,292                  | 13.0             |                        | 2,811,799                  | 245,975                  | 0.0%             | 99.9%      |
| Business     | Waste Water Treatment  | Other                      | 203,858                  | 13.0             |                        | 2,650,157                  | 203,858                  | 0.0%             | 99.9%      |
| Business     | High-Efficiency Air Nozzles  | Compressed Air             | 200,036                  | 15.0             | ·                      | 3.002.028                  | 200,135                  | 0.0%             | 99.9%      |
| Business     | Battery Charger  | Consumer Electronics       | 187,117                  | 15.0             |                        | 2,806,755                  | 187,117                  | 0.0%             | 99.9%      |
| Business     | Heat Pumps (ASHP, Ductless HP, GSHP, Others)                                     | HVAC                       | 134.326                  | 16.1             |                        | 2,167,381                  | 134,326                  | 0.0%             | 100.0%     |
| Business     | Auto Closer for Walk-in Cooler or Freezer  | Refrigeration              | 133,839                  | 8.0              |                        | 1,070,712                  | 133,839                  | 0.0%             | 100.0%     |
| Business     | Packaged RTU Sealing   | HVAC                       | 120 783                  | 5.0              |                        | 603,913                    | 120,783                  | 0.0%             | 100.0%     |
| Business     | Bathroom & Kitchen Exhaust Fan   | HVAC                       | 92.790                   | 7.0              |                        | 649.531                    | 92.790                   | 0.0%             | 100.0%     |
| Business     | Smart Socket   | Consumer Electronics       | 71.850                   | 7.0              |                        | 502.949                    | 71.850                   | 0.0%             | 100.0%     |
| Business     | Beverage, Snack and Cooler Machine Controls                                      | Refrigeration              | 57.481                   | 5.0              |                        | 287,406                    | 57,481                   | 0.0%             | 100.0%     |
| Business     | Q-Sync Motors for Reach-in Coolers/Freezers                                      | Refrigeration              | 35,036                   | 10.0             |                        | 350,360                    | 35,036                   | 0.0%             | 100.0%     |
| Business     | Computer Power Controls  | Consumer Electronics       | 16,914                   | 3.0              |                        | 50,742                     | 16,914                   | 0.0%             | 100.0%     |
| Business     | Tune-up  | HVAC                       | 14,566                   | 3.0              |                        | 43,698                     | 14,566                   | 0.0%             | 100.0%     |
| Business     | Low Flow Showerhead  | Hot Water                  | 13,617                   | 10.0             |                        | 136,175                    | 13,617                   | 0.0%             | 100.0%     |
| Business     | Ice Machine, Fryer, Combination & Convection Ovens                               | Food Service Equipment     | 13,460                   | 12.0             |                        | 161,521                    | 13,460                   | 0.0%             | 100.0%     |
| Business     | Efficient Dryer  | Compressed Air             | 2,414                    | 13.0             |                        | 31,384                     | 2,414                    | 0.0%             | 100.0%     |
| Pilots - Bus | BOC Training   | Other                      | 756,433                  | 10.2             |                        | 7,715,617                  | 756,433                  | 37.8%            | 37.8%      |
| Pilots - Bus | Other Non-lighting   | Water Leak Reduction       | 587,663                  | 29.2             | -                      | 17,139,388                 | 587,663                  | 29.4%            | 67.2%      |
| Pilots - Bus | Whole Building   | Other                      | 307,653                  | 5.1              |                        | 1,569,933                  | 307,653                  | 15.4%            | 82.5%      |
| Pilots - Bus | Steamers   | Food Service Equipment     | 186,357                  | 12.0             |                        | 2,236,281                  | 186,357                  | 9.3%             | 91.8%      |
| Pilots - Bus | Ice Machine, Fryer, Combination & Convection Ovens                               | Food Service Equipment     | 69,088                   | 11.6             |                        | 801,113                    | 69,088                   | 3.5%             | 95.3%      |
| Pilots - Bus | Demand Control Ventilation   | Food Service Equipment     | 38,487                   | 20.0             |                        | 769,730                    | 38,487                   | 1.9%             | 97.2%      |
| Pilots - Bus | ENERGY STAR Dishwasher   | Food Service Equipment     | 25,915                   | 16.4             |                        | 425,019                    | 25,915                   | 1.3%             | 98.5%      |
| Pilots - Bus | Freezer & Refrigerator   | Appliances                 | 16,705                   | 12.0             |                        | 200,458                    | 16,705                   | 0.8%             | 99.3%      |
| Pilots - Bus | Freezer & Refrigerator   | Food Service Equipment     | 13,101                   | 12.0             |                        | 157,216                    | 13,101                   | 0.7%             | 100.0%     |

Note: Cumulative percent is the cumulative sum of percent 1st year kWh achieved by the high impact measure. Percent 1st year kWh is the kWh total for the measure over the sum of kWh total for all measures (electric kWh plus counted kWh converted, where applicable).

Source: Evaluation team analysis



Table 6-2. Summary Table of CY2021 High Impact Measures – Business Net Impact

| Sector   | High Impact Measure   | End Use Type  | First year kWh Savings<br>(Verified Net)                     | Verified Net Savings<br>(kWh from Therms) | Verified Net Savings Pe<br>(kWh Total)                       | rcent 1st Year<br>kWh                           | Cumulative<br>Percent                     |
|--|---|---|--|---|--|---|---|
| Business   | Voltage Optimization  | Voltage Optimization  | 270,951,740  | - (                                       | 270,951,740  | 22.9%   | 22.9%                                     |
| Business   | Interior & Exterior LED Fixtures  | Lighting  | 239,507,009  | -   | 239,507,009  | 20.3%   | 43.2%                                     |
| Business   | Other Lighting  | Lighting  | 153,300,317  | -   | 153,300,317  | 13.0%   | 56.1%                                     |
| Business   | TLED Lamps  | Lighting  | 62,961,334   | -   | 62,961,334   | 5.3%  | 61.5%                                     |
| Business   | Standard LED Lamps  | Lighting  | 62,286,035   | -   | 62,286,035   | 5.3%  | 66.7%                                     |
| Business   | Whole Building  | Other   | 49,982,633   | 1,226,068                                 | 51,208,701   | 4.3%  | 71.1%                                     |
| Business   | Streetlights  | Lighting  | 46,856,560   | -   | 46,856,560   | 4.0%  | 75.0%                                     |
| Business   | EMS   | EMS & BAS   | 9,370,269  | 37,019,246                                | 46,389,515   | 3.9%  | 78.9%                                     |
| Business   | Retro & Virtual Commissioning   | Other   | 44,436,322   | -   | 44,436,322   | 3.8%  | 82.7%                                     |
| Business   | Other Non-lighting  | Other   | 37,000,995   | -   | 37,000,995   | 3.1%  | 85.8%                                     |
| Business   | Carryover Lamps   | Lighting  | 32,203,121   |   | 32,203,121   | 2.7%  | 88.6%                                     |
| Business   | Leak Repair   | Compressed Air  | 16,598,955   | -   | 16,598,955   | 1.4%  | 90.0%                                     |
| Business   | Occupancy Sensor & Other Controls   | Lighting  | 16,142,885   | -   | 16,142,885   | 1.4%  | 91.3%                                     |
| Business   | Compressor system   | Compressed Air  | 14,694,423   | -   | 14,694,423   | 1.2%  | 92.6%                                     |
| Business<br>Business   | Commercial & Industrial Refrigeration   | Refrigeration<br>HVAC   | 13,053,177   | -   | 13,053,177   | 1.1%<br>0.9%                                    | 93.7%                                     |
| Business   | Variable Speed Drive<br>LED HID   | Lighting  | 10,836,017<br>6,520,822                                      | -   | 10,836,017<br>6,520,822                                      | 0.9%  | 95.1%                                     |
| Business   | EC Motor for Cooler or Freezer  | Refrigeration   | 5,706,299  |   | 5,706,299  | 0.5%  | 95.6%                                     |
| Business   | Network Combing   | Telecomm  | 5,528,862  |   | 5,528,862  | 0.5%  | 96.1%                                     |
| Business   | LED Exit Signs, Channel Sign & Nightlight   | Lighting  | 5,426,085  |   | 5,426,085  | 0.5%  | 96.5%                                     |
| Business   | Equipment Optimization  | Telecomm  | 4,329,773  | -   | 4,329,773  | 0.4%  | 96.9%                                     |
| Business   | HVAC Control System & Maintenance   | HVAC  | 4,018,059  | -   | 4,018,059  | 0.3%  | 97.3%                                     |
| Business   | Decorative & Directional LED Lamps  | Lighting  | 3,146,653  | -   | 3,146,653  | 0.3%  | 97.5%                                     |
| Business   | Anti-Sweat Heater Controls for Glass Door Cooler or Refrigerator  | Refrigeration   | 2,918,758  | -   | 2,918,758  | 0.2%  | 97.8%                                     |
| Business   | Water & Air-Cooled Chiller  | HVAC  | 2,535,553  | -   | 2,535,553  | 0.2%  | 98.0%                                     |
| Business   | Data Center   | Other   | 2,360,978  | -   | 2,360,978  | 0.2%  | 98.2%                                     |
| Business   | Programmable/Reprogrammable Thermostat  | HVAC  | 1,903,514  | -   | 1,903,514  | 0.2%  | 98.3%                                     |
| Business   | Night Covers  | Refrigeration   | 1,606,368  | -   | 1,606,368  | 0.1%  | 98.5%                                     |
| Business   | LED Refrigerated Display Case Lighting  | Refrigeration   | 1,570,699  | -   | 1,570,699  | 0.1%  | 98.6%                                     |
| Business   | Demand Control Ventilation  | HVAC  | 1,390,336  | 176,463                                   | 1,566,799  | 0.1%  | 98.7%                                     |
| Business   | Weather Stripping   | Shell   | 1,476,894  | -   | 1,476,894  | 0.1%  | 98.9%                                     |
| Business   | Omni-Directional LED Lamps  | Lighting  | 1,413,422  | -   | 1,413,422  | 0.1%  | 99.0%                                     |
| Business   | Motors/Fans/Pumps   | HVAC  | 1,354,176  | -   | 1,354,176  | 0.1%  | 99.1%                                     |
| Business   | High Efficiency Pre-Rinse Spray Valve   | Hot Water   | 1,327,985  | -   | 1,327,985  | 0.1%  | 99.2%                                     |
| Business   | HVAC Economizer   | HVAC  | 1,187,659  | -   | 1,187,659  | 0.1%  | 99.3%                                     |
| Business   | Demand Control Ventilation  | Food Service Equipment  | -  | 1,163,347                                 | 1,163,347  | 0.1%  | 99.4%                                     |
| Business   | CHP   | Other   | 1,142,785  | -   | 1,142,785  | 0.1%  | 99.5%                                     |
| Business<br>Business   | Room & Central Air Conditioner  Linear Fluorescents   | HVAC  | 811,791<br>731,345   | -   | 811,791<br>731,345   | 0.1%  | 99.6%                                     |
|  |   | Lighting  |  | -   |  | 0.1%  |   |
| Business<br>Business   | Specialty LED Lamps Kitchen & Bathroom Faucet Aerator   | Lighting<br>Hot Water   | 551,330<br>531,933   | -   | 551,330<br>531,933   | 0.0%  | 99.7%                                     |
| Business   | Strip Curtains for Cooler or Freezer  | Refrigeration   | 418,135  |   | 418,135  | 0.0%  | 99.8%                                     |
| Business   | Other Non-lighting  | Food Service Equipment  | 397,131  |   | 397,131  | 0.0%  | 99.8%                                     |
| Business   | Advanced Power Strips Tier 1  | Consumer Electronics  | 295,629  |   | 295,629  | 0.0%  | 99.8%                                     |
| Business   | No-Loss Condensate Drains   | Compressed Air  | 243,836  | -   | 243,836  | 0.0%  | 99.8%                                     |
| Business   | Air Conditioner Tune-Up   | HVAC  | 239,395  | -   | 239,395  | 0.0%  | 99.9%                                     |
| Business   | ENERGY STAR Solid or Glass Door Refrigerator or Freezer   | Refrigeration   | 238,596  | -   | 238,596  | 0.0%  | 99.9%                                     |
| Business   | Evaporator Fan Control  | Refrigeration   | 209,804  | -   | 209,804  | 0.0%  | 99.9%                                     |
| Business   | High-Efficiency Air Nozzles   | Compressed Air  | 194,131  | -   | 194,131  | 0.0%  | 99.9%                                     |
| Business   | Battery Charger   | Consumer Electronics  | 149,694  | -   | 149,694  | 0.0%  | 99.9%                                     |
| Business   | Auto Closer for Walk-in Cooler or Freezer   | Refrigeration   | 129,824  | -   | 129,824  | 0.0%  | 99.9%                                     |
| Business   | Heat Pumps (ASHP, Ductless HP, GSHP, Others)  | HVAC  | 123,281  | -   | 123,281  | 0.0%  | 100.0%                                    |
| Business   | Packaged RTU Sealing  | HVAC  | 117,159  | -   | 117,159  | 0.0%  | 100.0%                                    |
| Business   | Waste Water Treatment   | Other   | 103,968  | -   | 103,968  | 0.0%  | 100.0%                                    |
| Business   | Bathroom & Kitchen Exhaust Fan  | HVAC  | 74,232   | -   | 74,232   | 0.0%  | 100.0%                                    |
| Business   | Smart Socket  | Consumer Electronics  | 69,694   | -   | 69,694   | 0.0%  | 100.0%                                    |
| Business   | Beverage, Snack and Cooler Machine Controls   | Refrigeration   | 55,757   | -   | 55,757   | 0.0%  | 100.0%                                    |
| Business   | Q-Sync Motors for Reach-in Coolers/Freezers   | Refrigeration   | 33,985   | -   | 33,985   | 0.0%  | 100.0%                                    |
| Business   | Computer Power Controls   | Consumer Electronics  | 15,899   | -   | 15,899   | 0.0%  | 100.0%                                    |
| Business   | Low Flow Showerhead   | Hot Water   | 13,209   | -   | 13,209   | 0.0%  | 100.0%                                    |
| Business   | Ice Machine, Fryer, Combination & Convection Ovens  | Food Service Equipment  | 13,056   | -   | 13,056   | 0.0%  | 100.0%                                    |
|  |   | HVAC  | 7,429  | -   | 7,429  | 0.0%  | 100.0%                                    |
| Business   | Tune-up   |   |  |   |  | 0.0%  | 100.0%                                    |
| Business<br>Business   | Efficient Dryer   | Compressed Air  | 2,342  | -   | 2,342  |   | 00 101                                    |
| Business<br>Business<br>Pilots - Bus   | Efficient Dryer<br>BOC Training   | Other   | 605,146  | -   | 605,146  | 36.4%   | 36.4%                                     |
| Business<br>Business<br>Pilots - Bus<br>Pilots - Bus   | Efficient Dryer<br>BOC Training<br>Other Non-lighting   | Other<br>Water Leak Reduction   | 605,146<br>470,131   | -   | 605,146<br>470,131   | 36.4%<br>28.3%                                  | 64.7%                                     |
| Business<br>Business<br>Pilots - Bus<br>Pilots - Bus<br>Pilots - Bus   | Efficient Dryer BOC Training Other Non-lighting Whole Building  | Other Water Leak Reduction Other  | 605,146<br>470,131<br>307,653                                | -   | 605,146<br>470,131<br>307,653                                | 36.4%<br>28.3%<br>18.5%                         | 64.7%<br>83.2%                            |
| Business Business Pilots - Bus Pilots - Bus Pilots - Bus Pilots - Bus  | Efficient Dryer BOC Training Other Non-lighting Whole Building Steamers   | Other Water Leak Reduction Other Food Service Equipment   | 605,146<br>470,131<br>307,653<br>149,085                     | -<br>-<br>-                               | 605,146<br>470,131<br>307,653<br>149,085                     | 36.4%<br>28.3%<br>18.5%<br>9.0%                 | 64.7%<br>83.2%<br>92.1%                   |
| Business Business Pilots - Bus                           | Efficient Dryer BOC Training Other Non-lighting Whole Building Steamers Ice Machine, Fryer, Combination & Convection Ovens                            | Other Water Leak Reduction Other Food Service Equipment Food Service Equipment                        | 605,146<br>470,131<br>307,653<br>149,085<br>55,270           | -<br>-<br>-<br>-<br>-                     | 605,146<br>470,131<br>307,653<br>149,085<br>55,270           | 36.4%<br>28.3%<br>18.5%<br>9.0%<br>3.3%         | 64.7%<br>83.2%<br>92.1%<br>95.5%          |
| Business Business Pilots - Bus | Efficient Dryer BOC Training Other Non-lighting Whole Building Steamers Ice Machine, Fryer, Combination & Convection Ovens Demand Control Ventilation | Other Water Leak Reduction Other Food Service Equipment Food Service Equipment Food Service Equipment | 605,146<br>470,131<br>307,653<br>149,085<br>55,270<br>30,789 | -<br>-<br>-<br>-<br>-<br>-                | 605,146<br>470,131<br>307,653<br>149,085<br>55,270<br>30,789 | 36.4%<br>28.3%<br>18.5%<br>9.0%<br>3.3%<br>1.9% | 64.7%<br>83.2%<br>92.1%<br>95.5%<br>97.3% |
| Business Business Pilots - Bus                           | Efficient Dryer BOC Training Other Non-lighting Whole Building Steamers Ice Machine, Fryer, Combination & Convection Ovens                            | Other Water Leak Reduction Other Food Service Equipment Food Service Equipment                        | 605,146<br>470,131<br>307,653<br>149,085<br>55,270           | -<br>-<br>-<br>-<br>-                     | 605,146<br>470,131<br>307,653<br>149,085<br>55,270           | 36.4%<br>28.3%<br>18.5%<br>9.0%<br>3.3%         | 64.7%<br>83.2%<br>92.1%<br>95.5%          |



Source: Evaluation team analysis

Table 6-3. Summary Table of CY2021 High Impact Measures – Residential Gross Impact

| Sector       | High Impact Measure                          | End Use Type           | First year kWh Savings<br>(Verified Gross) | Weighted Average<br>Measure Life* | Verified Gross Savings<br>(kWh from Therms) | Lifetime Gross kWh<br>(Verified) | Verified Gross<br>Savings (kWh Total) | Percent 1st Year<br>kWh | Cumulative<br>Percent |
|--------------|--|------------------------|--|-----------------------------------|---|----------------------------------|---------------------------------------|-------------------------|-----------------------|
| Residential  | Specially LED Lamps                          | Lighting               | 97,630,476                                 | 9.3                               |   | 907,553,449                      | 97,630,476                            | 23.6%                   | 23.6%                 |
| Residential  | Decorative & Directional LED Lamps           | Lighting               | 94,292,361                                 | 9.4                               |   | 883,377,565                      | 94,292,361                            | 22.8%                   | 46.4%                 |
| Residential  | Interior & Exterior LED Fixtures             | Lighting               | 88,044,450                                 | 14.9                              |   | 1,314,411,556                    | 88,044,450                            | 21.3%                   | 67.8%                 |
| Residential  | Carryover Lamps                              | Lighting               | 37,803,972                                 | 9.5                               |   | 358,898,805                      | 37,803,972                            | 9.1%                    | 76.9%                 |
| Residential  | Advanced Thermostat                          | HVAC                   | 30,943,660                                 | 11.0                              |   | 340,380,256                      | 30,943,660                            | 7.5%                    | 84.4%                 |
| Residential  | Advanced Power Strips Tier 1                 | Consumer Electronics   | 17,056,196                                 | 7.0                               | -   | 119,393,375                      | 17,056,196                            | 4.1%                    | 88.5%                 |
| Residential  | LED Exit Signs, Channel Sign & Nightlight    | Lighting               | 8,099,274                                  | 7.6                               | -   | 61,220,851                       | 8,099,274                             | 2.0%                    | 90.5%                 |
| Residential  | Omni-Directional LED Lamps                   | Lighting               | 7,917,471                                  | 9.4                               |   | 74,599,043                       | 7,917,471                             | 1.9%                    | 92.4%                 |
| Residential  | Standard LED Lamps                           | Lighting               | 4,739,418                                  | 7.3                               |   | 34,452,711                       | 4,739,418                             | 1.1%                    | 93.5%                 |
| Residential  | Networked Lighting & Controls                | Lighting               | 4,696,220                                  | 10.0                              | -   | 46,962,203                       | 4,696,220                             | 1.1%                    | 94.7%                 |
| Residential  | Heat Pumps (ASHP, Ductless HP, GSHP, Others) | HVAC                   | 4,001,106                                  | 14.4                              | -   | 57,806,441                       | 4,001,106                             | 1.0%                    | 95.6%                 |
| Residential  | Dehumidifier                                 | Appliances             | 3,491,284                                  | 12.0                              | -   | 41,895,410                       | 3,491,284                             | 0.8%                    | 96.5%                 |
| Residential  | Air Purifier                                 | Appliances             | 2,207,965                                  | 9.0                               | -   | 19,871,685                       | 2,207,965                             | 0.5%                    | 97.0%                 |
| Residential  | Room & Central Air Conditioner               | HVAC                   | 2,015,003                                  | 18.0                              | -   | 36,270,047                       | 2,015,003                             | 0.5%                    | 97.5%                 |
| Residential  | Low Flow Showerhead                          | Hot Water              | 1,963,845                                  | 10.0                              | -   | 19,638,450                       | 1,963,845                             | 0.5%                    | 98.0%                 |
| Residential  | Clothes Washer                               | Appliances             | 1,910,688                                  | 14.0                              | -   | 26,749,625                       | 1,910,688                             | 0.5%                    | 98.4%                 |
| Residential  | Freezer & Refrigerator                       | Appliances             | 1,892,920                                  | 17.1                              | -   | 32,402,935                       | 1,892,920                             | 0.5%                    | 98.9%                 |
| Residential  | LED HID                                      | Lighting               | 1,653,450                                  | 11.6                              | -   | 19,219,685                       | 1,653,450                             | 0.4%                    | 99.3%                 |
| Residential  | Kitchen & Bathroom Faucet Aerator            | Hot Water              | 1,194,236                                  | 10.0                              | -   | 11,942,363                       | 1,194,236                             | 0.3%                    | 99.6%                 |
| Residential  | Duct Insulation & Sealing                    | HVAC                   | 18,632                                     | 20.0                              | 342,985                                     | 372,646                          | 361,617                               | 0.1%                    | 99.7%                 |
| Residential  | Programmable/Reprogrammable Thermostat       | HVAC                   | 297,996                                    | 15.2                              | -   | 4,526,161                        | 297,996                               | 0.1%                    | 99.8%                 |
| Residential  | LED Night Light                              | Lighting               | 236,675                                    | 8.5                               | -   | 2,014,340                        | 236,675                               | 0.1%                    | 99.8%                 |
| Residential  | Clothes Dryer                                | Appliances             | 187,339                                    | 16.0                              | -   | 2,997,423                        | 187,339                               | 0.0%                    | 99.9%                 |
| Residential  | Shower Timer                                 | Hot Water              | 186,205                                    | 2.0                               | -   | 372,409                          | 186,205                               | 0.0%                    | 99.9%                 |
| Residential  | Bathroom & Kitchen Exhaust Fan               | HVAC                   | 154,516                                    | 19.0                              | -   | 2,935,800                        | 154,516                               | 0.0%                    | 99.9%                 |
| Residential  | Water Cooler                                 | Appliances             | 110,498                                    | 10.0                              | -   | 1,104,976                        | 110,498                               | 0.0%                    | 100.0%                |
| Residential  | Tune-up                                      | HVAC                   | 70,934                                     | 3.0                               | -   | 212,802                          | 70,934                                | 0.0%                    | 100.0%                |
| Residential  | Water Heater Temperature Setback             | Hot Water              | 26,702                                     | 2.0                               | -   | 53,405                           | 26,702                                | 0.0%                    | 100.0%                |
| Residential  | Pipe Insulation                              | Hot Water              | 18,957                                     | 15.0                              | -   | 284,362                          | 18,957                                | 0.0%                    | 100.0%                |
| Residential  | Occupancy Sensor & Other Controls            | Lighting               | 17,521                                     | 10.0                              | -   | 175,213                          | 17,521                                | 0.0%                    | 100.0%                |
| Residential  | ECM Furnace Blower & Motor                   | HVAC                   | 7,542                                      | 6.0                               | -   | 45,252                           | 7,542                                 | 0.0%                    | 100.0%                |
| Pilots - Res | Freezer & Refrigerator                       | Food Service Equipment | 200,695                                    | 17.0                              | -   | 3,411,814                        | 200,695                               | 42.7%                   | 42.7%                 |
| Pilots - Res | Whole Building                               | Other                  | 192,185                                    | 15.1                              | -   | 2,898,753                        | 192,185                               | 40.9%                   | 83.5%                 |
| Pilots - Res | Electric Dryers                              | Appliances             | 32,660                                     | 16.0                              | -   | 522,559                          | 32,660                                | 6.9%                    | 90.5%                 |
| Pilots - Res | Clothes Washer                               | Appliances             | 24,773                                     | 14.0                              | -   | 346,817                          | 24,773                                | 5.3%                    | 95.7%                 |
| Pilots - Res | Other Non-lighting                           | Consumer Electronics   | 15,599                                     | 6.0                               | -   | 93,500                           | 15,599                                | 3.3%                    | 99.1%                 |
| Pilots - Res | Room & Central Air Conditioner               | HVAC                   | 1,604                                      | 12.0                              | -   | 19,247                           | 1,604                                 | 0.3%                    | 99.4%                 |
| Pilots - Res | ENERGY STAR Dishwasher                       | Food Service Equipment | 1,169                                      | 11.0                              | -   | 12,855                           | 1,169                                 | 0.2%                    | 99.6%                 |
| Pilots - Res | Air Purifier                                 | Appliances             | 717  | 9.0                               | -   | 6,455                            | 717                                   | 0.2%                    | 99.8%                 |
| Pilots - Res | Freezer & Refrigerator                       | Appliances             | 513  | 22.0                              | -   | 11,289                           | 513                                   | 0.1%                    | 99.9%                 |
| Pilots - Res | Dehumidifier                                 | Appliances             | 379  | 12.0                              | -   | 4,543                            | 379                                   | 0.1%                    | 100.0%                |
| Pilots - Res | Other Non-lighting                           | Other                  | 43   | 10.0                              | -   | 429.7                            | 43                                    | 0.0%                    | 100.0%                |

Note: Cumulative percent is the cumulative sum of percent 1st year kWh achieved by the high impact measure. Percent 1st year kWh is the kWh total for the measure over the sum of kWh total for all measures (electric kWh plus counted kWh converted, where applicable).

Source: Evaluation team analysis



Table 6-4. Summary Table of CY2021 High Impact Measures – Residential Net Impact

| Sector       | High Impact Measure                          | End Use Type           | First year kWh Savings<br>(Verified Net) | Verified Net Savings<br>(kWh from Therms) | Verified Net Savings<br>(kWh Total) | Percent 1st Year kWh | Cumulative<br>Percent |
|--------------|--|------------------------|--|---|-------------------------------------|----------------------|-----------------------|
| Residential  | Specialty LED Lamps                          | Lighting               | 59,857,685                               | =   | 59,857,685                          | 23.5%                | 23.5%                 |
| Residential  | Decorative & Directional LED Lamps           | Lighting               | 49,166,311                               |   | 49,166,311                          | 19.3%                | 42.9%                 |
| Residential  | Interior & Exterior LED Fixtures             | Lighting               | 45,845,938                               |   | 45,845,938                          | 18.0%                | 60.9%                 |
| Residential  | Advanced Thermostat                          | HVAC                   | 26,234,143                               |   | 26,234,143                          | 10.3%                | 71.2%                 |
| Residential  | Carryover Lamps                              | Lighting               | 21,885,605                               |   | 21,885,605                          | 8.6%                 | 79.8%                 |
| Residential  | Advanced Power Strips Tier 1                 | Consumer Electronics   | 12,980,317                               |   | 12,980,317                          | 5.1%                 | 84.9%                 |
| Residential  | LED Exit Signs, Channel Sign & Nightlight    | Lighting               | 6,599,124                                |   | 6,599,124                           | 2.6%                 | 87.5%                 |
| Residential  | Omni-Directional LED Lamps                   | Lighting               | 6,498,249                                |   | 6,498,249                           | 2.6%                 | 90.1%                 |
| Residential  | Standard LED Lamps                           | Lighting               | 4,332,107                                |   | 4,332,107                           | 1.7%                 | 91.8%                 |
| Residential  | Networked Lighting & Controls                | Lighting               | 3,756,976                                | -   | 3,756,976                           | 1.5%                 | 93.2%                 |
| Residential  | Heat Pumps (ASHP, Ductless HP, GSHP, Others) | HVAC                   | 3,084,086                                | -   | 3,084,086                           | 1.2%                 | 94.5%                 |
| Residential  | Dehumidifier                                 | Appliances             | 2,339,160                                | -   | 2,339,160                           | 0.9%                 | 95.4%                 |
| Residential  | Low Flow Showerhead                          | Hot Water              | 1,974,685                                | -   | 1,974,685                           | 0.8%                 | 96.2%                 |
| Residential  | Air Purifier                                 | Appliances             | 1,744,292                                |   | 1,744,292                           | 0.7%                 | 96.8%                 |
| Residential  | Room & Central Air Conditioner               | HVAC                   | 1,612,046                                | -   | 1,612,046                           | 0.6%                 | 97.5%                 |
| Residential  | LED HID                                      | Lighting               | 1,372,363                                | -   | 1,372,363                           | 0.5%                 | 98.0%                 |
| Residential  | Freezer & Refrigerator                       | Appliances             | 1,229,505                                | -   | 1,229,505                           | 0.5%                 | 98.5%                 |
| Residential  | Clothes Washer                               | Appliances             | 1,203,733                                | -   | 1,203,733                           | 0.5%                 | 99.0%                 |
| Residential  | Kitchen & Bathroom Faucet Aerator            | Hot Water              | 1,196,527                                | -   | 1,196,527                           | 0.5%                 | 99.4%                 |
| Residential  | Duct Insulation & Sealing                    | HVAC                   | 16,396                                   | 301,827                                   | 318,223                             | 0.1%                 | 99.6%                 |
| Residential  | Programmable/Reprogrammable Thermostat       | HVAC                   | 266,106                                  | -   | 266,106                             | 0.1%                 | 99.7%                 |
| Residential  | LED Night Light                              | Lighting               | 226,999                                  | -   | 226,999                             | 0.1%                 | 99.8%                 |
| Residential  | Shower Timer                                 | Hot Water              | 186,205                                  | -   | 186,205                             | 0.1%                 | 99.8%                 |
| Residential  | Clothes Dryer                                | Appliances             | 125,517                                  | -   | 125,517                             | 0.0%                 | 99.9%                 |
| Residential  | Bathroom & Kitchen Exhaust Fan               | HVAC                   | 101,980                                  | -   | 101,980                             | 0.0%                 | 99.9%                 |
| Residential  | Water Cooler                                 | Appliances             | 74,033                                   | -   | 74,033                              | 0.0%                 | 100.0%                |
| Residential  | Tune-up                                      | HVAC                   | 56,747                                   | -   | 56,747                              | 0.0%                 | 100.0%                |
| Residential  | Water Heater Temperature Setback             | Hot Water              | 26,702                                   | -   | 26,702                              | 0.0%                 | 100.0%                |
| Residential  | Pipe Insulation                              | Hot Water              | 15,425                                   | -   | 15,425                              | 0.0%                 | 100.0%                |
| Residential  | Occupancy Sensor & Other Controls            | Lighting               | 14,543                                   | -   | 14,543                              | 0.0%                 | 100.0%                |
| Residential  | ECM Furnace Blower & Motor                   | HVAC                   | 5,883                                    | -   | 5,883                               | 0.0%                 | 100.0%                |
| Pilots - Res | Whole Building                               | Other                  | 153,748                                  | -   | 153,748                             | 46.9%                | 46.9%                 |
| Pilots - Res | Freezer & Refrigerator                       | Food Service Equipment | 126,438                                  | -   | 126,438                             | 38.6%                | 85.5%                 |
| Pilots - Res | Electric Dryers                              | Appliances             | 19,923                                   | -   | 19,923                              | 6.1%                 | 91.5%                 |
| Pilots - Res | Clothes Washer                               | Appliances             | 15,359                                   | -   | 15,359                              | 4.7%                 | 96.2%                 |
| Pilots - Res | Other Non-lighting                           | Consumer Electronics   | 9,672                                    | -   | 9,672                               | 2.9%                 | 99.2%                 |
| Pilots - Res | Room & Central Air Conditioner               | HVAC                   | 994                                      | -   | 994                                 | 0.3%                 | 99.5%                 |
| Pilots - Res | ENERGY STAR Dishwasher                       | Food Service Equipment | 725                                      | -   | 725                                 | 0.2%                 | 99.7%                 |
| Pilots - Res | Air Purifier                                 | Appliances             | 445                                      | -   | 445                                 | 0.1%                 | 99.8%                 |
| Pilots - Res | Freezer & Refrigerator                       | Appliances             | 318                                      | -   | 318                                 | 0.1%                 | 99.9%                 |
| Pilots - Res | Dehumidifier                                 | Appliances             | 235                                      | -   | 235                                 | 0.1%                 | 100.0%                |
| Pilots - Res | Other Non-lighting                           | Other                  | 27                                       | -   | 27                                  | 0.0%                 | 100.0%                |

Source: Evaluation team analysis



Table 6-5. Summary Table of CY2021 High Impact Measures – Income Eligible Gross Impact

|                 |   |                      | First year kWh Savings | Weighted Average | Verified Gross Savings | Lifetime Gross kWh  | Verified Gross<br>Savings (kWh |       | Cumulative |
|-----------------|---|----------------------|------------------------|------------------|------------------------|---------------------|--------------------------------|-------|------------|
| Sector          | High Impact Measure                             | End Use Type         | (Verified Gross)       | Measure Life*    | (kWh from Therms)      | (Verified)          | Total)                         | kWh   | Percent    |
| Income Eligible | Standard LED Lamps                              | Lighting             | 76,983,956             | 10.0             |                        | 769,839,561         | 76,983,956                     | 24.3% | 24.3%      |
| Income Eligible | Omni-Directional LED Lamps                      | Lighting             | 54,640,002             | 9.6              | -                      | 526,293,698         | 54,640,002                     | 17.3% | 41.6%      |
| Income Eligible | Carryover Lamps                                 | Lighting             | 31,461,250             | 9.8              |                        | 309,335,540         | 31,461,250                     | 9.9%  | 51.5%      |
| Income Eligible | Specialty LED Lamps                             | Lighting             | 27,352,356             | 9.8              | -                      | 267,337,035         | 27,352,356                     | 8.6%  | 60.2%      |
| Income Eligible | Weather Stripping                               | Shell                | 1,562,497              | 20.0             | 19,173,691             | 31,249,944          | 20,736,188                     | 6.6%  | 66.7%      |
| Income Eligible | Interior & Exterior LED Fixtures                | Lighting             | 18,484,724             | 14.1             |                        | 259,881,398         | 18,484,724                     | 5.8%  | 72.6%      |
| Income Eligible | Attic/Wall/Basement/Floor/Foundation Insulation | Shell                | 2,206,986              | 20.0             | 12,474,840             | 44,139,725          | 14,681,826                     | 4.6%  | 77.2%      |
| Income Eligible | Advanced Power Strips Tier 1                    | Consumer Electronics | 13,430,178             | 7.0              |                        | 94,011,246          | 13,430,178                     | 4.2%  | 81.4%      |
| Income Eligible | Low Flow Showerhead                             | Hot Water            | 1,791,654              | 10.0             | 10,824,900             | 17,916,536          | 12,616,554                     | 4.0%  | 85.4%      |
| Income Eligible | Kitchen & Bathroom Faucet Aerator               | Hot Water            | 1,217,853              | 10.0             | 7,111,342              | 12,178,526          | 8,329,195                      | 2.6%  | 88.1%      |
| Income Eligible | Decorative & Directional LED Lamps              | Lighting             | 7,613,649              | 9.4              |                        | 71,889,490          | 7,613,649                      | 2.4%  | 90.5%      |
| Income Eligible | Pipe Insulation                                 | HVAC                 |                        |                  | 5,877,951              |                     | 5,877,951                      | 1.9%  | 92.3%      |
| Income Eligible | Air Sealing                                     | Shell                | 926,827                | 20.0             | 4,460,632              | 18,536,530          | 5,387,459                      | 1.7%  | 94.0%      |
| Income Eligible | LED Exit Signs, Channel Sign & Nightlight       | Lighting             | 4,124,852              | 7.9              |                        | 32,502,282          | 4,124,852                      | 1.3%  | 95.3%      |
| Income Eligible | High Efficiency Boiler                          | HVAC                 |                        |                  | 3,930,684              |                     | 3,930,684                      | 1.2%  | 96.6%      |
| Income Eligible | Steam Trap                                      | HVAC                 | 2,450                  | 6.0              | 1,521,128              | 14,699              | 1,523,578                      | 0.5%  | 97.1%      |
| Income Eligible | Room & Central Air Conditioner                  | HVAC                 | 1,088,134              | 14.1             | 227,514                | 15,341,882          | 1,315,648                      | 0.4%  | 97.5%      |
| Income Eligible | Programmable/Reprogrammable Thermostat          | HVAC                 | 75,026                 | 12.6             | 1,081,566              | 942,700             | 1,156,591                      | 0.4%  | 97.8%      |
| Income Eligible | HVAC Control System & Maintenance               | HVAC                 | 27,233                 | 10.9             | 1,020,808              | 296,843             | 1,048,041                      | 0.3%  | 98.2%      |
| Income Eligible | Other Non-lighting                              | Other                | 247,887                | 16.6             | 723,663                | 4,109,738           | 971,549                        | 0.3%  | 98.5%      |
| Income Eligible | LED Refrigerated Display Case Lighting          | Refrigeration        | -                      |                  | 510,080                |                     | 510,080                        | 0.2%  | 98.6%      |
| Income Eligible |   | HVAC                 | 446,636                | 10.6             | -                      | 4,723,840           | 446,636                        | 0.1%  | 98.8%      |
| Income Eligible | High Efficiency Furnace                         | HVAC                 | 146,717                | 20.0             | 230,342                | 2,934,339           | 377,059                        | 0.1%  | 98.9%      |
| Income Eligible | Other Non-lighting                              | HVAC                 | 357,332                | 16.5             |                        | 5,911,899           | 357,332                        | 0.1%  | 99.0%      |
| Income Eligible | Occupancy Sensor & Other Controls               | Lighting             | 349,344                | 9.5              | -                      | 3,317,495           | 349,344                        | 0.1%  | 99.1%      |
| Income Eligible | Demand Control Ventilation                      | HVAC                 | 3,936                  | 15.0             | 288,245                | 59,040              | 292,181                        | 0.1%  | 99.2%      |
| Income Eligible | LED Night Light                                 | Lighting             | 283,368                | 8.0              | -                      | 2,266,945           | 283,368                        | 0.1%  | 99.3%      |
| Income Eligible | Linear Fluorescent & Other - Delamping          | Lighting             | 245,744                | 11.0             |                        | 2,703,184           | 245,744                        | 0.1%  | 99.4%      |
| Income Eligible | Freezer & Refrigerator                          | Appliances           | 242,498                | 16.5             |                        | 4,002,162           | 242,498                        |       |            |
| Income Eligible | Dehumidifier                                    | Appliances           | 233,349                | 12.0             | - 044.720              | 2,800,184           | 233,349                        | 0.1%  | 99.5%      |
| Income Eligible | Tune-up Duct Insulation & Sealing               | HVAC                 | 6,805<br>53,328        | 3.0<br>20.0      | 214,736<br>155,948     | 20,414<br>1,066,569 | 221,540<br>209,276             | 0.1%  | 99.6%      |
| Income Eligible | Bathroom & Kitchen Exhaust Fan                  | HVAC                 | 182.650                | 19.0             | 155,946                | 3,470,357           | 182,650                        | 0.1%  | 99.7%      |
| Income Eligible | Air Purifier                                    | Appliances           | 176,152                | 9.0              |                        | 1,585,368           | 176,152                        | 0.1%  | 99.8%      |
| Income Eligible | Reduced Infiltration & Thermal Bridging         | Shell                | 170,132                | 19.6             |                        | 3,346,815           | 170,132                        | 0.1%  | 99.8%      |
| Income Eligible | Shower Timer                                    | Hot Water            | 5,084                  | 2.0              | 161,912                | 10,168              | 166,996                        | 0.1%  | 99.9%      |
| Income Eligible | Advanced Thermostat                             | HVAC                 | 77,746                 | 11.0             | 86,372                 | 855,201             | 164,117                        | 0.1%  | 99.9%      |
| Income Eligible | Motors/Fans/Pumps                               | HVAC                 | 59,128                 | 18.3             | 00,372                 | 1,080,865           | 59,128                         | 0.1%  | 100.0%     |
| Income Eligible | Pipe Insulation                                 | Hot Water            | 5,192                  | 15.0             | 37,580                 | 77,875              | 42,772                         | 0.0%  | 100.0%     |
| Income Eligible | Door Sweep                                      | Shell                | 1,094                  | 20.0             | 26,201                 | 21,874              | 27,295                         | 0.0%  | 100.0%     |
| Income Eligible | Gas Water Heater                                | Hot Water            | 1,094                  | 20.0             | 26,787                 | 21,074              | 26,787                         | 0.0%  | 100.0%     |
| Income Eligible | High-Performance Windows                        | Shell                | 19,387                 | 23.5             | 20,707                 | 455,587             | 19,387                         | 0.0%  | 100.0%     |
| Income Eligible | Packaged RTU Sealing                            | HVAC                 | 10,692                 | 25.5             |                        | 160,377             | 10,692                         | 0.0%  | 100.0%     |
| Income Eligible | Advanced Power Strips Tier 2                    | Consumer Electronics | 3,337                  | 7.0              | •                      | 23,360              | 3,337                          | 0.0%  | 100.0%     |
| Income Eligible | Water Heater                                    | Hot Water            | 3,331                  | 7.0              | 2.467                  | 23,300              | 2.467                          | 0.0%  | 100.0%     |
| Income Eligible | Hot Water Conservation                          | Hot Water            | 1,722                  | 10.0             | 2,407                  | 17,223              | 1,722                          | 0.0%  | 100.0%     |
| Income Eligible | ECM Furnace Blower & Motor                      | HVAC                 | 1,722                  | 10.0             |                        | 16,146              | 1,722                          | 0.0%  | 100.0%     |
| IIIOITE LIGIDIE | LOW I WHALE DIOWEL & MODE                       | IIVAO                | 1,304                  | 10.3             | -                      | 10,140              | 1,304                          | 0.076 | 100.076    |

Source: Evaluation team analysis



Table 6-6. Summary Table of CY2021 High Impact Measures – Income Eligible Net Impact

|                 |  |                      | 5: 4 11// 0 :                            | )/ :(: IN / O : N | / :                                |                         | - 11                  |
|-----------------|--|----------------------|--|-------------------|------------------------------------|-------------------------|-----------------------|
| Sector          | High Impact Measure                              | End Use Type         | First year kWh Savings<br>(Verified Net) | (kWh from Therms) | erified Net Savings (kWh<br>Total) | Percent 1st<br>Year kWh | Cumulative<br>Percent |
| Income Eligible | Standard LED Lamps                               | Lighting             | 76,983,956                               | -                 | 76,983,956                         | 25.3%                   | 25.3%                 |
| Income Eligible | Omni-Directional LED Lamps                       | Lighting             | 49,385,019                               | -                 | 49,385,019                         | 16.2%                   | 41.6%                 |
| Income Eligible | Carryover Lamps                                  | Lighting             | 30,777,596                               | -                 | 30,777,596                         | 10.1%                   | 51.7%                 |
| Income Eligible | Specialty LED Lamps                              | Lighting             | 26,056,280                               | -                 | 26,056,280                         | 8.6%                    | 60.3%                 |
| Income Eligible | Weather Stripping                                | Shell                | 1,562,497                                | 19,173,691        | 20,736,188                         | 6.8%                    | 67.1%                 |
| Income Eligible | Attic/Wall/Basement /Floor/Foundation Insulation | Shell                | 2,206,986                                | 12,474,840        | 14,681,826                         | 4.8%                    | 71.9%                 |
| Income Eligible | Interior & Exterior LED Fixtures                 | Lighting             | 14,658,104                               | -                 | 14,658,104                         | 4.8%                    | 76.8%                 |
| Income Eligible | Advanced Power Strips Tier 1                     | Consumer Electronics | 13,430,178                               | -                 | 13,430,178                         | 4.4%                    | 81.2%                 |
| Income Eligible | Low Flow Showerhead                              | Hot Water            | 1,791,654                                | 10,824,900        | 12,616,554                         | 4.2%                    | 85.3%                 |
| Income Eligible | Kitchen & Bathroom Faucet Aerator                | Hot Water            | 1,217,853                                | 7,111,342         | 8,329,195                          | 2.7%                    | 88.1%                 |
| Income Eligible | Decorative & Directional LED Lamps               | Lighting             | 6,133,893                                | -                 | 6,133,893                          | 2.0%                    | 90.1%                 |
| Income Eligible | Pipe Insulation                                  | HVAC                 | -  | 5,877,951         | 5,877,951                          | 1.9%                    | 92.0%                 |
| Income Eligible | Air Sealing                                      | Shell                | 926,827                                  | 4,460,632         | 5,387,459                          | 1.8%                    | 93.8%                 |
| Income Eligible | LED Exit Signs, Channel Sign & Nightlight        | Lighting             | 4,104,750                                | -                 | 4,104,750                          | 1.4%                    | 95.1%                 |
| Income Eligible | High Efficiency Boiler                           | HVAC                 | -  | 3,930,684         | 3,930,684                          | 1.3%                    | 96.4%                 |
| Income Eligible | Steam Trap                                       | HVAC                 | 2,450                                    | 1,521,128         | 1,523,578                          | 0.5%                    | 96.9%                 |
| Income Eligible | Room & Central Air Conditioner                   | HVAC                 | 1,088,134                                | 227,514           | 1,315,648                          | 0.4%                    | 97.4%                 |
| Income Eligible | Programmable/Reprogrammable Thermostat           | HVAC                 | 75,026                                   | 1,081,566         | 1,156,591                          | 0.4%                    | 97.8%                 |
| Income Eligible | HVAC Control System & Maintenance                | HVAC                 | 27,233                                   | 1,020,808         | 1,048,041                          | 0.3%                    | 98.1%                 |
| Income Eligible | Other Non-lighting                               | Other                | 247,887                                  | 723,663           | 971,549                            | 0.3%                    | 98.4%                 |
| Income Eligible | LED Refrigerated Display Case Lighting           | Refrigeration        | -  | 494,777           | 494,777                            | 0.2%                    | 98.6%                 |
| Income Eligible | Heat Pumps (ASHP, Ductless HP, GSHP, Others)     | HVAC                 | 446,636                                  |                   | 446,636                            | 0.1%                    | 98.7%                 |
| Income Eligible | High Efficiency Furnace                          | HVAC                 | 146,717                                  | 230,342           | 377,059                            | 0.1%                    | 98.9%                 |
| Income Eligible | Other Non-lighting                               | HVAC                 | 357,332                                  | -                 | 357,332                            | 0.1%                    | 99.0%                 |
| Income Eligible | Occupancy Sensor & Other Controls                | Lighting             | 349,344                                  |                   | 349,344                            | 0.1%                    | 99.1%                 |
| Income Eligible | Demand Control Ventilation                       | HVAC                 | 3,936                                    | 288,245           | 292,181                            | 0.1%                    | 99.2%                 |
| Income Eligible | LED Night Light                                  | Lighting             | 283,368                                  |                   | 283,368                            | 0.1%                    | 99.3%                 |
| Income Eligible | Linear Fluorescent & Other - Delamping           | Lighting             | 245,744                                  |                   | 245,744                            | 0.1%                    | 99.4%                 |
| Income Eligible | Freezer & Refrigerator                           | Appliances           | 242,498                                  | -                 | 242,498                            | 0.1%                    | 99.4%                 |
| Income Eligible | Dehumidifier                                     | Appliances           | 233,349                                  |                   | 233,349                            | 0.1%                    | 99.5%                 |
| Income Eligible | Tune-up  | HVAC                 | 6,805                                    | 214,736           | 221,540                            | 0.1%                    | 99.6%                 |
| Income Eligible | Duct Insulation & Sealing                        | HVAC                 | 53,328                                   | 155,948           | 209,276                            | 0.1%                    | 99.7%                 |
| Income Eligible | Bathroom & Kitchen Exhaust Fan                   | HVAC                 | 182,650                                  | -                 | 182,650                            | 0.1%                    | 99.7%                 |
| Income Eligible | Air Purifier                                     | Appliances           | 176,152                                  |                   | 176,152                            | 0.1%                    | 99.8%                 |
| Income Eligible | Reduced Infiltration & Thermal Bridging          | Shell                | 170,489                                  |                   | 170,489                            | 0.1%                    | 99.8%                 |
| Income Eligible | Shower Timer                                     | Hot Water            | 5,084                                    | 161,912           | 166,996                            | 0.1%                    | 99.9%                 |
| Income Eligible | Advanced Thermostat                              | HVAC                 | 77,746                                   | 86,372            | 164,117                            | 0.1%                    | 99.9%                 |
| Income Eligible | Motors/Fans/Pumps                                | HVAC                 | 59,128                                   |                   | 59,128                             | 0.0%                    | 100.0%                |
| Income Eligible | Pipe Insulation                                  | Hot Water            | 5,192                                    | 37,580            | 42,772                             | 0.0%                    | 100.0%                |
| Income Eligible | Door Sweep                                       | Shell                | 1,094                                    | 26,201            | 27,295                             | 0.0%                    | 100.0%                |
| Income Eligible | Gas Water Heater                                 | Hot Water            | -  | 26,787            | 26,787                             | 0.0%                    | 100.0%                |
| Income Eligible | High-Performance Windows                         | Shell                | 19,387                                   | -                 | 19,387                             | 0.0%                    | 100.0%                |
| Income Eligible | Packaged RTU Sealing                             | HVAC                 | 10,692                                   | -                 | 10,692                             | 0.0%                    | 100.0%                |
| Income Eligible | Advanced Power Strips Tier 2                     | Consumer Electronics | 3,337                                    |                   | 3,337                              | 0.0%                    | 100.0%                |
| Income Eligible | Water Heater                                     | Hot Water            | -  | 2,467             | 2,467                              | 0.0%                    | 100.0%                |
| Income Eligible | Hot Water Conservation                           | Hot Water            | 1,722                                    |                   | 1,722                              | 0.0%                    | 100.0%                |
| Income Eligible | ECM Furnace Blower & Motor                       | HVAC                 | 1,564                                    |                   | 1,564                              | 0.0                     | 100.0%                |
|                 | ***  |                      | ,:-:                                     |                   | ,                                  |                         |                       |

Source: Evaluation team analysis



## Appendix A. Program-Level Detail

This appendix presents program-level evaluation results that correspond to the impact reports produced by Guidehouse. Some ComEd programs have separate components that, either due to the nature of their program delivery or due to the nature of the evaluation approach, were evaluated as separate components with their own estimates of savings. The tables in this appendix are identical in structure to those provided in the body of the report but with the addition of new rows to break out savings by those separate components. The correlation between impact reports and programs is covered in the last column of Table 1-1 in the body of the report.

#### A.1 Portfolio Savings

#### A.1.1 Cumulative Persisting Annual Savings (CPAS)



#### Table A-1. CPAS by Program – Electric

[Table 2-3 in the main body]

|                                   |   |       | [เน                  | DIC Z- | J III LIIC              | illalli         |               |               |                            |                            |                            |                            |                            |                            |
|-----------------------------------|---|-------|----------------------|--------|-------------------------|-----------------|---------------|---------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
|                                   |   |       | CY2021 Verified      |        |                         | Verified Net kW | n Savings     |               |                            |                            |                            |                            |                            |                            |
|                                   |   |       | Gross Savings        |        | Lifetime Net            |                 |               |               |                            |                            |                            |                            |                            |                            |
| Sector                            | Program   | WAML* | (kWh)                | NTG†   | Savings (kWh)‡          | 2018            | 2019          | 2020          | 2021                       | 2022                       | 2023                       | 2024                       | 2025                       | 2026                       |
| Business                          | Business Instant Discounts  | 11.2  | 269,381,913          | 0.76   | 2,046,609,042           |                 |               |               | 205,628,306                | 205,628,306                | 205,628,306                | 205,628,306                | 153,913,771                | 148,333,242                |
| Business                          | Incentives - Standard   | 13.5  | 266,168,127          | 0.77   | 2,668,928,313           |                 |               |               | 205,086,296                | 205,023,917                | 204,118,183                | 201,518,649                | 200,059,901                | 198,789,619                |
| Business                          | Small Business  | 12.5  | 222,829,653          | 0.97   | 2,476,947,097           |                 |               |               | 216,199,143                | 216,071,758                | 214,495,997                | 207,264,017                | 196,098,879                | 189,681,442                |
| Business                          | LED Streetlighting  | 20.0  | 54,194,123           | 0.86   | 897,929,010             |                 |               |               | 46,856,560                 | 46,856,560                 | 46,856,560                 | 44,617,207                 | 44,617,207                 | 44,617,207                 |
| Business                          | Industrial Systems  | 8.0   | 43,225,396           | 0.77   | 267,711,516             |                 |               |               | 33,283,555                 | 33,283,555                 | 33,283,555                 | 16,684,600                 | 16,684,600                 | 15,109,561                 |
| Business                          | Strategic Energy Management   | 7.0   | 34,145,568           | 1.00   | 239,018,974             |                 |               |               | 34.145.568                 | 34.145.568                 | 34.145.568                 | 34.145.568                 | 34.145.568                 | 34,145,568                 |
| Business                          | Non-residential New Construction  | 17.4  | 29,881,254           | 0.53   | 275,564,929             |                 |               |               | 15,837,065                 | 15,837,065                 | 15,837,065                 | 15,837,065                 | 15,837,065                 | 15,837,065                 |
| Business                          | Incentives - Custom   | 15.9  | 26,935,745           | 0.52   | 212,632,591             |                 |               |               | 13,944,832                 | 13,944,832                 | 13,944,832                 | 13,937,403                 | 13,937,403                 | 13,742,928                 |
| Business                          | RetroCommissioning  | 8.5   | 23,364,353           | 0.94   | 185,969,448             |                 |               |               | 21,962,492                 | 21,962,492                 | 21,962,492                 | 21,962,492                 | 21,962,492                 | 21,962,492                 |
| Business                          | Virtual Commissioning   | 7.3   | 22,473,830           | 1.00   | 164,058,958             |                 |               |               | 22,473,830                 | 22,473,830                 | 22,473,830                 | 22,473,830                 | 22,473,830                 | 22,473,830                 |
| Business                          | Industrial Energy Management  | 5.7   | 10,668,396           | 0.99   | 58,297,181              |                 |               |               | 10,523,099                 | 10,523,099                 | 10.523.099                 | 10,523,099                 | 10.523.099                 | 486,431                    |
| Business                          | Facility Assessments  | 3.9   | 2,339,216            | 0.94   | 8,602,947               |                 |               |               | 2,198,863                  | 2,198,863                  | 2,100,051                  | 1,488,903                  | 615,039                    | 1,228                      |
| Residential                       | Lighting Discount   | 10.9  | 318,243,559          | 0.56   | 1,431,751,246           |                 |               |               | 176,705,487                | 176,705,487                | 176,705,487                | 176,705,487                | 106,182,644                | 100,982,131                |
| Residential                       | Appliance Rebates   | 10.1  | 56,668,076           | 0.79   | 451,471,934             |                 |               |               | 44,878,796                 | 44,878,796                 | 44,878,796                 | 44,878,796                 | 44,878,796                 | 44,878,796                 |
| Residential                       | Single-Family Assessment  | 9.7   | 16,921,456           | 0.84   | 100,823,486             |                 |               |               | 14,246,262                 | 14,246,262                 | 14,246,262                 | 14,246,262                 | 7,639,577                  | 7,639,577                  |
| Residential                       | Multi-Family Assessments  | 8.1   | 9.369.022            | 0.87   | 60,268,959              |                 |               |               | 8.121.286                  | 7,931,530                  | 7,700,769                  | 7,522,432                  | 6.911.585                  | 5,033,452                  |
| Residential                       | Residential HVAC  | 15.9  | 6,141,696            | 0.79   | 69,662,297              |                 |               |               | 4,838,627                  | 4,838,627                  | 4,838,627                  | 4,781,880                  | 4,781,880                  | 4,781,880                  |
| Residential                       | Residential Behavior  | 5.0   | -                    | 0.73   | 262,365,944             |                 |               |               | 105,968,421                | 76,127,714                 | 46,144,814                 | 23,788,506                 | 10,336,490                 | -,701,000                  |
| Income Eligible                   | Product Discounts - Lighting Discounts-IE   | 10.4  | 82,914,481           | 0.85   | 594,456,933             |                 |               |               | 70,353,290                 | 70,353,290                 | 70,353,290                 | 70,353,290                 | 53,895,126                 | 52,438,106                 |
| Income Eligible                   | Product Discounts - Eighting Discounts-IE  Product Discounts - Appliance Rebates-IE | 7.6   | 7,999,926            | 1.00   | 60,615,844              |                 |               |               | 7,999,926                  | 7,999,926                  | 7,999,926                  | 7,999,926                  | 7,999,926                  | 7,999,926                  |
| Income Eligible                   | Multi-Family Retrofits - IEMS   | 12.3  | 4,369,191            | 1.00   | 49,782,195              |                 |               |               | 4,369,191                  | 4,369,191                  | 4,274,570                  | 3,713,578                  | 3,399,601                  | 3,166,951                  |
| Income Eligible                   | Single-Family Retrofts - IHWAP  | 15.1  | 1,979,150            | 1.00   | 23,816,247              |                 |               |               | 1,979,150                  | 1,979,150                  | 1,979,150                  | 1,972,519                  | 1,963,085                  | 1,963,085                  |
| Income Eligible                   | Single-Family Retrofts - CBA  | 17.3  | 1,801,107            | 1.00   | 27,440,886              |                 |               |               | 1,801,107                  | 1,801,107                  | 1,801,107                  | 1,801,107                  | 1,801,107                  | 1,801,107                  |
|                                   |   | 9.1   | 1,404,776            | 1.00   | 11,061,400              |                 |               |               | 1,404,776                  | 1,404,776                  | 1,322,540                  | 1,253,221                  | 1,076,147                  | 1,001,107                  |
| Income Eligible                   | Public Housing Retrofits  |       |                      |        |                         |                 |               |               |                            |                            |                            |                            |                            |                            |
| Income Eligible                   | Affordable Housing New Construction   | 15.4  | 1,374,420<br>348,535 | 1.00   | 21,211,557<br>4,476,822 |                 |               |               | 1,374,420<br>348,535       | 1,374,420<br>348,535       | 1,374,420<br>348,535       | 1,374,420<br>348,362       | 1,374,420<br>348,362       | 1,374,420<br>344,214       |
| Income Eligible                   | Multi-Family Retrofits - IHWAP  |       |                      |        |                         |                 |               |               |                            |                            |                            |                            |                            |                            |
| Third Party                       | Food Bank-LED Distribution  | 10.1  | 108,183,380          | 1.00   | 1,007,322,240           |                 |               |               | 108,183,380                | 108,183,380                | 108,183,380                | 108,183,380                | 108,183,380                | 108,183,380                |
| Third Party                       | UIC-ERC Income Eligible Kits  | 9.5   | 35,945,840           | 1.00   | 319,971,254             |                 |               |               | 35,945,840                 | 35,945,840                 | 35,945,840                 | 35,945,840                 | 35,945,840                 | 35,945,840                 |
| Third Party                       | Business Telecomm   | 10.8  | 12,350,428           | 0.80   | 106,450,699             |                 |               |               | 9,883,056                  | 9,883,056                  | 9,883,056                  | 9,883,056                  | 9,883,056                  | 9,883,056                  |
| Third Party                       | Agriculture   | 14.3  | 10,159,378           | 0.80   | 107,553,247             |                 |               |               | 8,127,502                  | 8,127,502                  | 8,127,080                  | 8,090,979                  | 7,638,604                  | 7,621,864                  |
| Third Party                       | Public Buildings in Distressed Communities  | 14.8  | 9,091,363            | 0.97   | 127,861,084             |                 |               |               | 8,818,622                  | 8,818,622                  | 8,818,622                  | 8,817,878                  | 8,605,395                  | 8,526,013                  |
| Third Party                       | Business Grocery  | 13.0  | 6,937,145            | 0.97   | 87,227,790              |                 |               |               | 6,729,031                  | 6,729,031                  | 6,729,031                  | 6,729,031                  | 6,654,745                  | 5,940,115                  |
| Third Party                       | Small Business Kits   | 7.2   | 6,148,377            | 0.97   | 35,921,124              |                 |               |               | 5,953,315                  | 5,953,315                  | 5,953,315                  | 5,825,433                  | 3,943,148                  | 2,282,569                  |
| Third Party                       | Elementary Energy Education   | 9.4   | 5,543,705            | 0.95   | 44,443,348              |                 |               |               | 5,238,932                  | 5,238,932                  | 5,026,025                  | 5,026,025                  | 4,210,392                  | 4,210,392                  |
| Third Party                       | Non-Profit Retrofits  | 13.6  | 4,347,609            | 0.97   | 53,868,283              |                 |               |               | 4,217,181                  | 4,217,181                  | 4,217,013                  | 4,139,084                  | 3,979,099                  | 3,792,370                  |
| Pilots                            | Building Operator Certification   | 10.2  | 756,433              | 0.80   | 6,172,493               |                 |               |               | 605,146                    | 605,146                    | 605,146                    | 605,146                    | 605,146                    | 605,146                    |
| Pilots                            | Water Infrastructure Leak Reduction   | 29.2  | 587,663              | 0.80   | 13,711,511              |                 |               |               | 470,131                    | 470,131                    | 470,131                    | 470,131                    | 470,131                    | 470,131                    |
| Pilots                            | Upstream Commercial Food Service Equipment  | 13.1  | 349,653              | 0.80   | 3,671,853               |                 |               |               | 279,722                    | 279,722                    | 279,722                    | 279,722                    | 279,722                    | 279,722                    |
| Pilots                            | SEM Water Savings   | 5.1   | 307,653              | 1.00   | 1,567,597               |                 |               |               | 307,653                    | 307,653                    | 307,653                    | 307,653                    | 307,653                    | 6,342                      |
| Pilots                            | Efficient Choice  | 15.9  | 278,151              | 0.63   | 2,775,188               |                 |               |               | 174,134                    | 174,134                    | 174,134                    | 174,134                    | 174,076                    | 174,076                    |
| Pilots                            | Electric Homes New Construction   | 15.1  | 192,185              | 0.80   | 2,319,002               |                 |               |               | 153,748                    | 153,748                    | 153,748                    | 153,748                    | 153,748                    | 153,748                    |
| Pilots                            | ENERGY STAR Retail Products Platform  | 14.0  | -                    |        | 17,753,557              |                 |               |               | 1,268,111                  | 1,268,111                  | 1,268,111                  | 1,268,111                  | 1,268,111                  | 1,268,111                  |
| Voltage Optimization              | Voltage Optimization  | 15.0  | 270,951,740          |        | 4,064,276,100           |                 |               |               | 270,951,740                | 270,951,740                | 270,951,740                | 270,951,740                | 270,951,740                | 270,951,740                |
| CY2021 Portfolio Total Electric   |   | 12.1  | 1,987,273,672        | 0.82   | 18,674,342,124          |                 |               |               | 1,739,836,126              | 1,709,615,898              | 1,676,431,577              | 1,623,672,013              | 1,446,711,586              | 1,398,915,973              |
| Historic Portfolio Total Electric | c Contribution to CPAS§   |       |                      |        |                         | 1,765,460,187   | 3,230,285,186 | 4,840,365,070 | 4,365,269,463              | 4,241,476,783              | 4,094,238,218              | 3,697,989,609              | 3,503,861,701              | 3,292,571,532              |
| Portfolio Total Electric CPAS     | Funding Florida Contract  |       |                      |        |                         | 1,765,460,187   | 3,230,285,186 | 4,840,365,070 | 6,105,105,588              | 5,951,092,681              | 5,770,669,795              | 5,321,661,622              | 4,950,573,287              | 4,691,487,505              |
| CY2021 Portfolio Incremental      |   |       |                      |        |                         |                 |               |               | 475.005.555                | 30,220,228                 | 33,184,321                 | 52,759,564                 | 176,960,428                | 47,795,613                 |
| Historic Portfolio Incremental    |   |       |                      |        |                         |                 |               |               | 475,095,608<br>475,095,608 | 123,792,679<br>154.012.907 | 147,238,566<br>180.422.886 | 396,248,609<br>449.008.172 | 194,127,908<br>371.088.336 | 211,290,168<br>259.085.781 |
| POLITORIO Grand Total Increme     | ntal Expiring Electric Savings*†  |       |                      |        |                         |                 |               |               | 4/0,090,008                | 104,012,907                | 100,422,686                | 449,008,172                | 3/1,000,336                | 209,000,781                |



| Sector                            | Program                                    | 2027          | 2028          | 2029          | 2030          | 2031          | 2032          | 2033          | 2034          | 2035        | 2036        | 2037        | 2038        |
|-----------------------------------|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|-------------|-------------|-------------|
| Business                          | Business Instant Discounts                 | 145.626.216   | 116.519.955   | 116.469.815   | 105.535.835   | 95,096,159    | 87.314.960    | 87,131,317    | 86.512.236    | 81.642.314  | -           | -           | -           |
| Business                          | Incentives - Standard                      | 195,365,633   | 192,518,940   | 190,376,142   | 186,538,348   | 178,595,471   | 140,924,627   | 96,990,805    | 90,265,582    | 86,921,525  | 17,124,684  | 17,085,535  | 17,085,535  |
| Business                          | Small Business                             | 187,439,622   | 185,503,225   | 184,577,889   | 178,745,380   | 157,656,390   | 126,542,974   | 79,714,058    | 70,640,721    | 66,128,942  | 37.332      | 37.332      | 37,332      |
| Business                          | LED Streetighting                          | 44,617,207    | 44,617,207    | 44,617,207    | 44,617,207    | 44,617,207    | 44,617,207    | 44,617,207    | 44,617,207    | 44,617,207  | 44,617,207  | 44,617,207  | 44,617,207  |
| Business                          | Industrial Systems                         | 15,109,561    | 15,109,561    | 15,088,137    | 15,088,137    | 14,163,177    | 14,163,177    | 14,163,177    | 2,690,917     | 2,690,917   | 2,274,050   | 2,274,050   | 2,169,525   |
| Business                          | Strategic Energy Management                | 34,145,568    | -             | -             | -             | -             | -             | -             | -             | -           | -           | -           | -           |
| Business                          | Non-residential New Construction           | 15,837,065    | 15,837,065    | 15,837,065    | 15,837,065    | 15,837,065    | 15,837,065    | 15,837,065    | 15,837,065    | 15,837,065  | 15,837,065  | 15,837,065  | 6,334,826   |
| Business                          | Incentives - Custom                        | 13,742,928    | 13,742,928    | 13,742,928    | 13,742,928    | 12,628,267    | 12,628,267    | 12,574,992    | 11,637,361    | 10,764,009  | 3,850,286   | 2,716,634   | 1,509,180   |
| Business                          | RetroCommissioning                         | 21,962,492    | 20,640,682    | 11,591,324    | -             | -             | -             | -             | -             | -           | -           | -           | -           |
| Business                          | Virtual Commissioning                      | 22,473,830    | 6,742,149     | -             | -             | -             | -             | -             | -             | -           | -           | -           | -           |
| Business                          | Industrial Energy Management               | 486,431       | 486,431       | 486,431       | 486,431       | 442,699       | 442,699       | 442,699       | 363,326       | 363,326     | 238,957     | 238,957     | 238,957     |
| Business                          | Facility Assessments                       | -             | -             | -             | -             | -             | -             | -             | -             | -           | -           | -           | -           |
| Residential                       | Lighting Discount                          | 99,864,580    | 97,978,163    | 92,561,325    | 92,289,419    | 27,404,531    | 27,404,531    | 27,404,531    | 27,404,531    | 25,452,910  | -           | -           | -           |
| Residential                       | Appliance Rebates                          | 44,878,796    | 31,492,871    | 31,492,871    | 29,748,578    | 29,674,545    | 4,999,896     | 2,660,735     | 2,660,735     | 1,457,002   | 1,457,002   | 1,331,485   | 130,116     |
| Residential                       | Single-Family Assessment                   | 7,561,668     | 6,694,190     | 6,321,933     | 6,321,933     | 520,709       | 229,422       | 229,422       | 229,422       | 229,422     | 221,163     | -           | -           |
| Residential                       | Multi-Family Assessments                   | 3,037,828     | 3,035,327     | 3,034,679     | 3,034,679     | 2,412,803     | 1,258,902     | 409,468       | 409,468       | 406,326     | 8,425       | -           | -           |
| Residential                       | Residential HVAC                           | 4,364,752     | 4,354,182     | 4,302,957     | 4,235,297     | 4,044,136     | 3,408,767     | 3,408,767     | 3,408,767     | 3,408,767   | 2,061,556   | 1,395,075   | 1,395,075   |
| Residential                       | Residential Behavior                       | -             | -             | -             | -             | -             | -             | -             | -             | -           | -           | -           | -           |
| Income Eligible                   | Product Discounts - Lighting Discounts-IE  | 51,441,322    | 41,754,022    | 38,895,048    | 37,428,192    | 7,761,867     | 7,761,867     | 7,479,292     | 7,094,465     | 7,094,465   | -           | -           | -           |
| Income Eligible                   | Product Discounts - Appliance Rebates-IE   | 7,999,926     | 1,028,964     | 1,028,964     | 852,812       | 852,812       | 852,812       | -             | -             | -           | -           | -           | -           |
| Income Eligible                   | Multi-Family Retrofits - IEMS              | 2,927,333     | 2,841,757     | 2,578,804     | 2,495,189     | 1,988,523     | 1,797,561     | 1,558,194     | 1,558,194     | 1,555,119   | 1,543,857   | 1,417,823   | 1,410,157   |
| Income Eligible                   | Single-Family Retrofits - IHWAP            | 1,299,230     | 1,269,844     | 1,246,967     | 1,246,967     | 800,715       | 724,723       | 721,678       | 721,678       | 721,678     | 716,813     | 690,362     | 685,726     |
| Income Eligible                   | Single-Family Retrofits - CBA              | 1,601,944     | 1,592,671     | 1,589,692     | 1,325,564     | 1,059,110     | 1,057,663     | 1,057,663     | 1,057,663     | 1,057,663   | 1,057,433   | 1,052,445   | 1,052,445   |
| Income Eligible                   | Public Housing Retrofits                   | 1,003,095     | 831,753       | 573,150       | 371,459       | 315,999       | 144,068       | 43,042        | 43,042        | 43,042      | 43,042      | 38,769      | 38,769      |
| Income Eligible                   | Affordable Housing New Construction        | 1,374,420     | 1,374,420     | 1,286,449     | 1,286,449     | 1,282,003     | 1,257,493     | 1,257,493     | 1,228,821     | 917,361     | 594,751     | 365,185     | 142,940     |
| Income Eligible                   | Multi-Family Retrofits - IHWAP             | 246,167       | 228,105       | 228,105       | 228,105       | 187,270       | 186,963       | 151,947       | 151,947       | 151,947     | 118,301     | 118,301     | 106,650     |
| Third Party                       | Food Bank-LED Distribution                 | 102,269,698   | 80,284,087    | 79,992,249    | 79,992,249    | 1,575,403     | 1,575,403     | 1,575,403     | 1,575,403     | 1,575,403   | 1,561,332   | 1,561,332   | 1,561,332   |
| Third Party                       | UIC-ERC Income Eligible Kits               | 35,945,840    | 23,647,672    | 22,351,353    | 22,351,353    | -             | -             | -             | -             | -           | -           | -           | -           |
| Third Party                       | Business Telecomm                          | 9,883,056     | 9,883,056     | 9,429,729     | 7,616,420     | 2,087,558     | 2,063,137     | 2,063,137     | 2,063,137     | 2,063,137   | -           | -           | -           |
| Third Party                       | Agriculture                                | 7,621,864     | 7,547,632     | 7,547,632     | 7,379,415     | 6,939,220     | 6,758,160     | 6,649,516     | 6,581,301     | 2,794,976   | -           | -           | -           |
| Third Party                       | Public Buildings in Distressed Communities | 8,501,269     | 8,471,275     | 8,459,504     | 8,458,572     | 8,457,066     | 8,437,991     | 8,406,896     | 8,406,896     | 7,856,464   | -           | -           | -           |
| Third Party                       | Business Grocery                           | 5,940,115     | 5,940,115     | 5,940,115     | 5,940,115     | 4,883,025     | 4,883,025     | 4,869,969     | 4,660,165     | 4,660,165   | -           | -           | -           |
| Third Party                       | Small Business Kits                        | 2,179,943     | 2,106,797     | 1,219,179     | 493,665       | 2,611         | 2,611         | 2,611         | 2,611         | -           | -           | -           | -           |
| Third Party                       | Elementary Energy Education                | 4,210,392     | 4,210,392     | 3,535,933     | 3,535,933     | -             | -             | -             | -             | -           | -           | -           | -           |
| Third Party                       | Non-Profit Retrofits                       | 3,750,032     | 3,726,001     | 3,723,264     | 3,720,303     | 3,571,348     | 3,227,074     | 2,681,299     | 2,417,015     | 2,381,854   | 13,520      | 13,520      | 13,520      |
| Pilots                            | Building Operator Certification            | 605,146       | 605,146       | 605,146       | 605,146       | 121,029       | -             | -             | -             | -           | -           | -           | -           |
| Pilots                            | Water Infrastructure Leak Reduction        | 470,131       | 470,131       | 470,131       | 470,131       | 470,131       | 470,131       | 470,131       | 470,131       | 470,131     | 443,970     | 443,970     | 443,970     |
| Pilots                            | Upstream Commercial Food Service Equipment | 279,722       | 279,722       | 279,722       | 272,271       | 268,866       | 268,866       | 48,116        | 48,116        | 48,116      | 40,001      | 40,001      | 40,001      |
| Pilots                            | SEM Water Savings                          | 6,342         | 6,342         | 6,342         | 3,962         | -             | -             | -             | -             | -           | -           | -           | -           |
| Pilots                            | Efficient Choice                           | 164,519       | 164,463       | 164,463       | 164,018       | 163,991       | 163,267       | 162,038       | 162,038       | 146,679     | 146,679     | 126,756     | 318         |
| Pilots                            | Electric Homes New Construction            | 153,748       | 153,748       | 153,748       | 153,748       | 153,748       | 153,748       | 153,748       | 153,748       | 153,748     | 12,788      | -           | -           |
| Pilots                            | ENERGY STAR Retail Products Platform       | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | 1,268,111     | -           | -           | -           | -           |
| Voltage Optimization              | Voltage Optimization                       | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740   | 270,951,740 | -           | -           |             |
| CY2021 Portfolio Total Electric C |  | 1,378,609,281 | 1,225,910,841 | 1,194,026,240 | 1,154,833,125 | 898,255,305   | 793,778,907   | 697,156,267   | 667,293,561   | 644,563,418 | 94,020,214  | 91,401,805  | 79,013,583  |
| Historic Portfolio Total Electric | Contribution to CPAS§                      | 3,041,216,688 | 2,639,918,911 | 2,422,565,934 | 1,889,726,233 | 1,590,516,217 | 1,370,911,260 | 1,088,857,895 | 621,370,548   | 115,686,948 | 90,782,572  | 68,434,216  | 39,927,951  |
| Portfolio Total Electric CPAS     |  | 4,419,825,969 | 3,865,829,752 | 3,616,592,174 | 3,044,559,358 | 2,488,771,522 | 2,164,690,167 | 1,786,014,162 | 1,288,664,109 | 760,250,367 | 184,802,786 | 159,836,021 | 118,941,534 |
| CY2021 Portfolio Incremental E    | ,    | 20,306,692    | 152,698,441   | 31,884,601    | 39,193,114    | 256,577,821   | 104,476,398   | 96,622,640    | 29,862,706    | 22,730,142  | 550,543,204 | 2,618,410   | 12,388,222  |
| Historic Portfolio Incremental E  |  | 251,354,844   | 401,297,777   | 217,352,977   | 532,839,702   | 299,210,016   | 219,604,957   | 282,053,365   | 467,487,347   | 505,683,600 | 24,904,377  | 22,348,356  | 28,506,265  |
| Portfolio Grand Total Increment   | tal Expiring Electric Savings*†            | 271,661,536   | 553,996,218   | 249,237,578   | 572,032,816   | 555,787,837   | 324,081,355   | 378,676,005   | 497,350,053   | 528,413,742 | 575,447,580 | 24,966,765  | 40,894,487  |



| Sector                       | Program                                    | 2039        | 2040       | 2041       | 2042       | 2043       | 2044      | 2045      | 2046      | 2047    | 2048                                    | 2049    | 2050    |
|------------------------------|--|-------------|------------|------------|------------|------------|-----------|-----------|-----------|---------|---|---------|---------|
| Business                     | Business Instant Discounts                 | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Business                     | Incentives - Standard                      | 17,085,535  | 17,085,535 | 2,924,929  | 2,924,929  | 2,924,929  | 796,531   | 796,531   | -         | -       | -                                       | -       | -       |
| Business                     | Small Business                             | 37,332      | 37,332     | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Business                     | LED Streetlighting                         | 44,617,207  | 43,484,019 | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Business                     | Industrial Systems                         | 2,065,000   | 2,065,000  | 89,233     | 89,233     | 89,233     | -         | -         | -         | -       | -                                       | -       | -       |
| Business                     | Strategic Energy Management                | =           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Business                     | Non-residential New Construction           | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Business                     | Incentives - Custom                        | 1,504,669   | 851,866    | 771,212    | 771,212    | 771,212    | 614,741   | 614,741   | -         | -       | -                                       | -       | -       |
| Business                     | RetroCommissioning                         | =           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Business                     | Virtual Commissioning                      | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Business                     | Industrial Energy Management               | 238,957     | 238,957    | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Business                     | Facility Assessments                       | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Residential                  | Lighting Discount                          | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Residential                  | Appliance Rebates                          | 130,116     | 28,135     | 28,135     | 28,135     | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Residential                  | Single-Family Assessment                   | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       |         |
| Residential                  | Multi-Family Assessments                   | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       |         |
| Residential                  | Residential HVAC                           | 156,171     | 156,171    | 140,067    | 140,067    | 140,067    | 140,067   | 140,067   | -         | -       | -                                       | -       | -       |
| Residential                  | Residential Behavior                       | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       |         |
| Income Eligible              | Product Discounts - Lighting Discounts-IE  | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       |         |
| Income Eligible              | Product Discounts - Appliance Rebates-IE   | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Income Eligible              | Multi-Family Retrofits - IEMS              | 1,408,302   | 1,408,302  | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Income Eligible              | Single-Family Retrofits - IHWAP            | 603,159     | 529,412    | 577        | 577        | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Income Eligible              | Single-Family Retrofits - CBA              | 1,052,445   | 1,019,839  | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Income Eligible              | Public Housing Retrofits                   | 36,804      | 36,804     | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Income Eligible              | Affordable Housing New Construction        | 142,940     | 94,453     | 94,453     | 94,453     | 94,453     | 76,502    | -         | -         | -       | -                                       | -       | -       |
| Income Eligible              | Multi-Family Retrofits - IHWAP             | 106,650     | 30,353     | 29,894     | 29,894     | 29,894     | 29,894    | 29,894    | -         | -       | -                                       | -       |         |
| Third Party                  | Food Bank-LED Distribution                 | 1,561,332   | 1,561,332  | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Third Party                  | UIC-ERC Income Eligible Kits               | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       |         |
| Third Party                  | Business Telecomm                          | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       |         |
| Third Party                  | Agriculture                                |             |            | -          | -          | -          | -         | -         | -         | -       | -                                       | -       |         |
| Third Party                  | Public Buildings in Distressed Communities | -           | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       |         |
| Third Party                  | Business Grocery                           |             |            | -          | -          | -          | -         | -         | -         | -       | -                                       | -       |         |
| Third Party                  | Small Business Kits                        |             | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Third Party                  | Elementary Energy Education                |             | -          | -          | -          | -          | -         | -         | -         | -       | -                                       | -       | -       |
| Third Party                  | Non-Profit Retrofits                       | 13,520      | 13,520     | 13,520     | 13,520     | 13,520     | -         | -         | -         | -       | -                                       | -       | -       |
| Pilots                       | Building Operator Certification            | -           | -          | -          | -          | -          |           | -         | -         |         | -                                       | -       | -       |
| Pilots                       | Water Infrastructure Leak Reduction        | 443.970     | 443.970    | 443,970    | 443,970    | 443,970    | 443,970   | 443,970   | 443,970   | 443,970 | 443,970                                 | 443,970 | 443,970 |
| Pilots                       | Upstream Commercial Food Service Equipment | 40,001      | 40,001     | -          | -          | -          | -         | -         | -         | -       | -                                       | -       |         |
| Pilots                       | SEM Water Savings                          | -           | -          |            | -          | -          | -         | -         | -         | -       | -                                       | -       | _       |
| Pilots                       | Efficient Choice                           | 318         | 318        | 318        | 318        | -          | -         | -         | _         | -       | -                                       | -       |         |
| Pilots                       | Electric Homes New Construction            | -           | -          | -          | -          | -          | -         | -         | -         |         | -                                       | -       |         |
| Pilots                       | ENERGY STAR Retail Products Platform       |             | -          |            | -          | -          | -         | -         |           | -       |   | -       |         |
| Voltage Optimization         | Voltage Optimization                       |             | -          |            | -          | -          | -         | -         | _         | -       | -                                       | -       |         |
| CY2021 Portfolio Total Elec  |  | 71,244,428  | 69,125,320 | 4,536,309  | 4,536,309  | 4,507,278  | 2,101,706 | 2,025,203 | 443,970   | 443.970 | 443.970                                 | 443.970 | 443,970 |
|                              | ctric Contribution to CPAS§                | 36,046,852  | 28,958,993 | 28,628,475 | 18,220,864 | 5,168,834  | 670,910   | -         | -         | -       | -                                       | -       | -       |
| Portfolio Total Electric CPA | ·  | 107,291,280 | 98,084,312 | 33,164,784 | 22,757,173 | 9,676,112  | 2,772,616 | 2,025,203 | 443.970   | 443.970 | 443.970                                 | 443.970 | 443.970 |
|                              | tal Expiring Electric Savings              | 7,769,155   | 2,119,108  | 64,589,011 | -          | 29,031     | 2,405,573 | 76,502    | 1,581,233 |         | *************************************** |         | -       |
|                              | ntal Expiring Electric Savings#            | 3,881,100   | 7,087,859  | 330,518    | 10,407,611 | 13,052,031 | 4,497,924 | 670,910   | -         |         |   |         |         |
|                              | emental Expiring Electric Savings*†        | 11,650,254  | 9,206,967  | 64,919,529 | 10,407,611 | 13,081,061 | 6,903,496 | 747,412   | 1,581,233 |         |   |         |         |
|                              | · · · · · · · · · · · · · · · · · · ·      | ,,201       | -,,        | , ,        | ,,         | ,,         | -,,       | ,         | .,,       |         |   |         |         |

Source: Evaluation team analysis



#### Table A-2. CPAS by Program – Gas

[Table 2-4 in the main body]

|                         |  |      | i able 2                         | -4 111 | tile ili               |             |               |             |             |             |             |             |             |             |
|-------------------------|--|------|----------------------------------|--------|------------------------|-------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                         |  |      | 0)(0004)( :f: 1                  |        | 1.7.0                  |             | Therms Saving | s           |             |             |             |             |             |             |
|                         |  |      | CY2021 Verified<br>Gross Savings |        | Lifetime Ne<br>Savings |             |               |             |             |             |             |             |             |             |
| Sector                  | Program  | WAML | (Therms)                         | NTG*   | (Therms)               |             | 2019          | 2020        | 2021        | 2022        | 2023        | 2024        | 2025        | 2026        |
| Business                | Incentives - Standard  | 15.1 | 2,999,487                        | 0.70   | 31,634,690             |             |               |             | 2,099,641   | 2,099,641   | 2,099,641   | 2,099,641   | 2,099,641   | 2,099,636   |
| Business                | Small Business   | 9.8  | 367,704                          | 0.98   | 3,528,391              |             |               |             | 360,050     | 360,050     | 341,917     | 341,917     | 341,917     | 325,015     |
| Business                | Non-residential New Construction                                     | 17.4 | 78,927                           | 0.53   | 727,860                |             |               |             | 41,831      | 41,831      | 41,831      | 41,831      | 41,831      | 41,831      |
| Business                | RetroCommissioning   | 8.5  | 68,573                           | 0.94   | 548,692                |             |               |             | 64,459      | 64,459      | 64,459      | 64,459      | 64,459      | 64,459      |
| Business                | Facility Assessments   | 4.7  | 16,774                           | 0.94   | 74,880                 |             |               |             | 15,768      | 15,768      | 15,768      | 15,768      | 11,810      | -           |
| Business                | Business Instant Discounts   |      | -                                |        | -                      |             |               |             |             | -           | -           | -           | -           | -           |
| Business                | Incentives - Custom  |      | -                                |        | -                      |             |               |             | -           | -           | -           | -           | -           | -           |
| Business                | Industrial Energy Management   |      | -                                |        | -                      |             |               |             | -           | -           | -           | -           | -           | -           |
| Business                | Industrial Systems   |      | -                                |        | -                      |             |               |             |             | -           | -           | -           | -           | -           |
| Business                | LED Streetlighting   |      | -                                |        | -                      |             |               |             | -           | -           | -           | -           | -           | -           |
| Business                | Strategic Energy Management  |      | -                                |        | -                      |             |               |             |             |             | -           |             | -           | -           |
| Business                | Virtual Commissioning  |      | -                                |        | -                      |             |               |             | -           | -           | -           | -           | -           | -           |
| Residential             | Appliance Rebates  | 11.1 | 6,344,294                        | 0.89   | 62,669,720             |             |               |             | 5,675,167   | 5,675,167   | 5,675,167   | 5,675,167   | 5,675,167   | 5,675,167   |
| Residential             | Residential HVAC   | 11.4 | 248,389                          | 0.90   | 2,549,690              |             |               |             | 223,328     | 223,328     | 223,328     | 223,328     | 223,328     | 223,328     |
| Residential             | Lighting Discount  |      | -                                |        | -                      |             |               |             |             | -           | -           | -           | -           | -           |
| Residential             | Multi-Family Assessments   |      | -                                |        | -                      |             |               |             |             | -           | -           | -           | -           | -           |
| Residential             | Residential Behavior   |      | -                                |        | -                      |             |               |             |             | -           | -           | -           | -           | -           |
| Residential             | Single-Family Assessment   |      | -                                |        | -                      |             |               |             | -           | -           | -           | -           | -           | -           |
| Income Eligible         | Multi-Family Retrofits - IEMS  | 18.3 | 661,332                          | 1.00   | 11,939,718             |             |               |             | 661,332     | 661,332     | 655,192     | 655,192     | 655,192     | 648,201     |
| Income Eligible         | Single-Family Retrofits - CBA  | 19.9 | 341,065                          | 1.00   | 6,519,764              |             |               |             | 341,065     | 341,065     | 341,065     | 341,065     | 341,065     | 341,065     |
| Income Eligible         | Public Housing Retrofits   | 5.9  | 60,865                           | 1.00   | 359,737                |             |               |             | 60,865      | 60,865      | 60,865      | 56,626      | 56,626      | 49,045      |
| Income Eligible         | Multi-Family Retrofits - IHWAP                                       | 21.5 | 42,564                           | 1.00   | 919,502                |             |               |             | 42,564      | 42,564      | 42,564      | 42,564      | 42,564      | 42,564      |
| Income Eligible         | Single-Family Retrofits - IHWAP                                      | 17.8 | 39,799                           | 1.00   | 643,735                |             |               |             | 39,799      | 39,799      | 39,799      | 36,712      | 36,459      | 36,459      |
| Income Eligible         | Affordable Housing New Construction                                  |      | •                                |        | -                      |             |               |             |             | -           | -           | -           | -           | -           |
| Income Eligible         | Product Discounts - Appliance Rebates-IE                             |      | -                                |        | -                      |             |               |             |             | -           | -           | -           | -           | -           |
| Income Eligible         | Product Discounts - Lighting Discounts-IE Food Bank-LED Distribution | 20.0 | 653,124                          | 1.00   | 13,062,480             |             |               |             | 653,124     | 653,124     | 653,124     | 653,124     | 653,124     | 653,124     |
| Third Party Third Party | UIC-ERC Income Eligible Kits   | 10.0 | 577,891                          | 1.00   | 5,778,912              |             |               |             | 577,891     | 577.891     | 577,891     | 577,891     | 577,891     | 577,891     |
| Third Party             | Small Business Kits  | 6.5  | 197,299                          | 0.97   | 1,248,950              |             |               |             | 191,380     | 191,380     | 191,380     | 191,380     | 191.380     | 58,410      |
| Third Party             | Elementary Energy Education  | 9.4  | 30,152                           | 1.00   | 284,250                |             |               |             | 30,152      | 30,152      | 27,993      | 27,993      | 27,993      | 27,993      |
| Third Party             | Business Grocery   | 15.0 | 17.403                           | 0.97   | 253,213                |             |               |             | 16,881      | 16.881      | 16.881      | 16.881      | 16,881      | 16,881      |
| Third Party             | Business Telecomm  | 11.0 | 1,188                            | 0.80   | 10,450                 |             |               |             | 950         | 950         | 950         | 950         | 950         | 950         |
| Third Party             | Agriculture  | 11.0 | -                                | 0.00   | -                      |             |               |             | - 300       | -           | -           | -           | -           | -           |
| Third Party             | Non-Profit Retrofits   |      | -                                |        |                        |             |               |             |             |             |             |             |             | -           |
| Third Party             | Public Buildings in Distressed Communities                           |      | -                                |        | -                      |             |               |             |             |             |             |             |             | -           |
| Pilots                  | Efficient Choice   | 14.0 | 1,726                            | 0.62   | 14,931                 |             |               |             | 1,070       | 1,070       | 1,070       | 1.070       | 1,070       | 1,070       |
| Pilots                  | Building Operator Certification                                      |      | -                                |        | -                      |             |               |             |             | -           | -           | -           | -           | -           |
| Pilots                  | Electric Homes New Construction                                      |      | -                                |        | -                      |             |               |             |             | -           | -           | -           | -           | -           |
| Pilots                  | ENERGY STAR Retail Products Platform                                 |      | -                                |        | -                      |             |               |             |             | -           | -           | -           | -           | -           |
| Pilots                  | SEM Water Savings  |      | -                                |        | -                      |             |               |             |             | -           | -           | -           | -           | -           |
| Pilots                  | Upstream Commercial Food Service Equipment                           |      | -                                |        | -                      |             |               |             |             |             | -           |             | -           | -           |
| Pilots                  | Water Infrastructure Leak Reduction                                  |      | -                                |        | -                      |             |               |             | -           | -           | -           | -           | -           | -           |
| Voltage Optimization    | Voltage Optimization   |      | -                                |        | -                      |             |               |             |             | -           | -           | -           | -           | -           |
| CY2021 Portfolio T      | otal Gas Contribution to CPAS (Therms)                               |      | 12,748,553                       | 0.87   | 142,769,566            |             |               |             | 11,097,315  | 11,097,315  | 11,070,883  | 11,063,557  | 11,059,347  | 10,883,087  |
| CY2021 Portfolio T      | otal Gas Contribution to CPAS (kWh Equivalent)‡                      |      | 373,660,100                      | 0.87   | 4,184,575,976          |             |               |             | 325,262,291 | 325,262,291 | 324,487,592 | 324,272,856 | 324,149,452 | 318,983,283 |
| Historic Portfolio T    | Total Gas Contribution to CPAS (kWh Equivalent)§                     |      |                                  |        |                        | 216,877,650 | 387,368,187   | 664,862,938 | 663,608,709 | 660,492,752 | 654,083,990 | 647,948,524 | 636,234,858 | 633,245,187 |
| Portfolio Total Gas     | CPAS (kWh Equivalent)  |      |                                  |        |                        | 216,877,650 | 387,368,187   | 664,862,938 | 988,871,000 | 985,755,043 | 978,571,583 | 972,221,380 | 960,384,310 | 952,228,470 |
| CY2021 Portfolio II     | ncremental Expiring Gas Savings (Therms)#                            |      |                                  |        |                        |             |               |             |             |             | 26,431      | 7,326       | 4,210       | 176,260     |
| CY2021 Portfolio II     | ncremental Expiring Gas Savings (kWh Equivalent)*†                   |      |                                  |        |                        |             |               |             |             |             | 774,699     | 214,736     | 123,404     | 5,166,170   |
| Historic Portfolio I    | ncremental Expiring Gas Savings (kWh Equivalent)†‡                   |      |                                  |        |                        |             |               |             | 1,254,229   | 3,115,957   | 6,408,761   | 6,135,467   | 11,713,666  | 2,989,671   |
| Portfolio Total Inci    | remental Expiring Gas Savings (kWh Equivalent)‡§                     |      |                                  |        |                        |             |               |             | 1,254,229   | 3,115,957   | 7,183,460   | 6,350,203   | 11,837,070  | 8,155,840   |
|                         |  |      |                                  |        |                        |             |               |             |             |             |             |             |             |             |



| Sector               | Program Chardead                                   | 2027        |             | 2029        | 2030        |             | 2032        | 2033        | 2034        | 2035        | 2036       | 2037       | 2038       |
|----------------------|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------|------------|------------|
| Business             | Incentives - Standard                              | 2,099,636   | 2,099,636   | 2,099,636   | 2,099,636   | 2,087,970   | 2,087,970   | 2,087,970   | 2,087,970   | 2,087,970   | 39,691     | 39,691     | 39,691     |
| Business             | Small Business                                     | 325,015     | 325,015     | 325,015     | 325,015     | 101,023     | 6,585       | 6,585       | 6,585       | 6,585       | 6,021      | 6,021      | 6,021      |
| Business             | Non-residential New Construction                   | 41,831      | 41,831      | 41,831      | 41,831      | 41,831      | 41,831      | 41,831      | 41,831      | 41,831      | 41,831     | 41,831     | 16,732     |
| Business             | RetroCommissioning                                 | 64,459      | 61,890      | 35,592      | -           |             | -           | -           |             | -           |            | -          |            |
| Business             | Facility Assessments                               | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Business             | Business Instant Discounts                         | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Business             | Incentives - Custom                                | -           | -           | -           | -           | -           | -           | -           |             | -           | -          | -          | -          |
| Business             | Industrial Energy Management                       | -           | -           |             | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Business             | Industrial Systems                                 | -           | -           |             | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Business             | LED Streetlighting                                 | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          |            |
| Business             | Strategic Energy Management                        | -           | -           | -           | -           | -           | -           | -           | •           | -           | -          | -          | -          |
| Business             | Virtual Commissioning                              | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Residential          | Appliance Rebates                                  | 5,675,167   | 5,675,167   | 5,675,167   | 5,675,167   | 5,675,167   | 80,963      | 80,963      | 80,963      | -           | -          | -          | -          |
| Residential          | Residential HVAC                                   | 223,408     | 223,408     | 223,408     | 223,408     | 223,408     | 10,298      | 10,298      | 10,298      | 10,298      | 10,298     | 10,298     | 10,298     |
| Residential          | Lighting Discount                                  | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Residential          | Multi-Family Assessments                           | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Residential          | Residential Behavior                               | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Residential          | Single-Family Assessment                           | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Income Eligible      | Multi-Family Retrofits - IEMS                      | 643,865     | 643,865     | 643,865     | 643,865     | 608,486     | 586,358     | 586,358     | 580,007     | 580,007     | 369,628    | 366,650    | 366,650    |
| Income Eligible      | Single-Family Retrofits - CBA                      | 341,065     | 341,065     | 341,065     | 320,440     | 318,384     | 317,903     | 313,832     | 313,832     | 313,832     | 312,979    | 309,745    | 309,745    |
| Income Eligible      | Public Housing Retrofits                           | 1,483       | 1,483       | 1,483       | 1,483       | 1,116       | 1,116       | 1,116       | 1,105       | 1,105       | 1,105      | 563        | 563        |
| Income Eligible      | Multi-Family Retrofits - IHWAP                     | 42,564      | 42,564      | 42,564      | 42,564      | 42,418      | 42,418      | 42,418      | 42,418      | 42,418      | 38,716     | 38,716     | 38,716     |
| Income Eligible      | Single-Family Retrofits - IHWAP                    | 32,963      | 32,963      | 32,864      | 32,864      | 31,501      | 29,035      | 29,035      | 28,120      | 28,120      | 27,691     | 27,098     | 27,098     |
| Income Eligible      | Affordable Housing New Construction                | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Income Eligible      | Product Discounts - Appliance Rebates-IE           | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Income Eligible      | Product Discounts - Lighting Discounts-IE          | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Third Party          | Food Bank-LED Distribution                         | 653,124     | 653,124     | 653,124     | 653,124     | 653,124     | 653,124     | 653,124     | 653,124     | 653,124     | 653,124    | 653,124    | 653,124    |
| Third Party          | UIC-ERC Income Eligible Kits                       | 577,891     | 577,891     | 577,891     | 577,891     | -           | -           | -           | -           | -           | -          |            | -          |
| Third Party          | Small Business Kits                                | 58,410      | 58,410      | 58,410      | 58,410      | -           | -           | -           | -           | -           | -          | -          | -          |
| Third Party          | Elementary Energy Education                        | 27,993      | 27,993      | 27,993      | 27,993      | -           | -           | -           | -           | -           | -          | -          | -          |
| Third Party          | Business Grocery                                   | 16,881      | 16,881      | 16,881      | 16,881      | 16,881      | 16,881      | 16,881      | 16,881      | 16,881      | -          |            | -          |
| Third Party          | Business Telecomm                                  | 950         | 950         | 950         | 950         | 950         | -           | -           | -           | -           | -          | -          | -          |
| Third Party          | Agriculture  | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Third Party          | Non-Profit Retrofits                               | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Third Party          | Public Buildings in Distressed Communities         | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Pilots               | Efficient Choice                                   | 1,070       | 1,070       | 1,070       | 1,070       | 1,070       | 1,054       | 1,054       | 1,054       | -           | -          | -          | -          |
| Pilots               | Building Operator Certification                    | -           | -           |             |             | -           | -           | -           | •           | -           | -          | -          | -          |
| Pilots               | Electric Homes New Construction                    | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Pilots               | ENERGY STAR Retail Products Platform               | -           | -           | -           |             | -           | -           | -           | •           | -           | -          | -          | -          |
| Pilots               | SEM Water Savings                                  | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Pilots               | Upstream Commercial Food Service Equipment         | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Pilots               | Water Infrastructure Leak Reduction                | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| Voltage Optimization | Voltage Optimization                               | -           | -           | -           | -           | -           | -           | -           | -           | -           | -          | -          | -          |
| CY2021 Portfolio To  | otal Gas Contribution to CPAS (Therms)             | 10,827,774  | 10,825,205  | 10,798,809  | 10,742,592  | 9,803,329   | 3,875,535   | 3,871,465   | 3,864,187   | 3,782,171   | 1,501,084  | 1,493,737  | 1,468,638  |
| CY2021 Portfolio To  | otal Gas Contribution to CPAS (kWh Equivalent)‡    | 317,362,052 | 317,286,752 | 316,513,096 | 314,865,381 | 287,335,562 | 113,591,926 | 113,472,629 | 113,259,336 | 110,855,423 | 43,996,762 | 43,781,421 | 43,045,780 |
| Historic Portfolio T | otal Gas Contribution to CPAS (kWh Equivalent)§    | 629,391,419 | 546,232,395 | 512,123,206 | 360,082,687 | 257,561,584 | 254,536,072 | 191,427,684 | 168,355,317 | 45,670,514  | 41,857,243 | 40,521,623 | 36,029,850 |
|                      | CPAS (kWh Equivalent)                              | 946,753,471 | 863,519,147 | 828,636,302 | 674,948,068 | 544,897,147 | 368,127,998 | 304,900,313 | 281,614,652 | 156,525,937 | 85,854,005 | 84,303,044 | 79,075,629 |
|                      | ncremental Expiring Gas Savings (Therms)#          | 55,313      | 2,569       | 26,396      | 56,217      | 939,264     | 5,927,794   | 4,070       | 7,277       | 82,017      | 2,281,087  | 7,347      | 25,099     |
|                      | ncremental Expiring Gas Savings (kWh Equivalent)*† | 1,621,231   | 75,300      | 773,656     | 1,647,715   | 27,529,818  | 173,743,637 | 119,297     | 213,293     | 2,403,913   | 66,858,660 | 215,342    | 735,641    |
|                      |  |             |             |             |             |             |             |             |             |             |            |            | •          |
|                      | ncremental Expiring Gas Savings (kWh Equivalent)†‡ | 3,853,768   | 83,159,024  | 34,109,190  | 152,040,518 | 102,521,103 | 3,025,512   | 63,108,388  | 23,072,368  | 122,684,802 | 3,813,271  | 1,335,620  | 4,491,774  |



|                      |   | _          |            |            |            |            |           |           |           |      |      |      |      |
|----------------------|---|------------|------------|------------|------------|------------|-----------|-----------|-----------|------|------|------|------|
|                      |   |            |            |            |            |            |           |           |           |      |      |      |      |
|                      |   |            |            |            |            |            |           |           |           |      |      |      |      |
| Sector               | Program   | 2039       | 2040       | 2041       | 2042       | 2043       | 2044      | 2045      | 2046      | 2047 | 2048 | 2049 | 2050 |
| Business             | Incentives - Standard   | 39,691     | 39,691     | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Business             | Small Business  | 6,021      | 6,021      | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Business             | Non-residential New Construction  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Business             | RetroCommissioning  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Business             | Facility Assessments  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Business             | Business Instant Discounts  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Business             | Incentives - Custom   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Business             | Industrial Energy Management  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Business             | Industrial Systems  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Business             | LED Streetlighting  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Business             | Strategic Energy Management   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Business             | Virtual Commissioning   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Residential          | Appliance Rebates   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Residential          | Residential HVAC  | 10,298     | 10,298     | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Residential          | Lighting Discount   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Residential          | Multi-Family Assessments  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Residential          | Residential Behavior  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Residential          | Single-Family Assessment  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Income Eligible      | Multi-Family Retrofits - IEMS   | 366,650    | 366,650    | 130,074    | 130,074    | 130,074    | 130,074   | 130,074   | -         | -    | -    | -    | -    |
| Income Eligible      | Single-Family Retrofits - CBA   | 309,745    | 309,745    | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Income Eligible      | Public Housing Retrofits  | 563        | 563        | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Income Eligible      | Multi-Family Retrofits - IHWAP  | 38,716     | 38,716     | 24,690     | 15,876     | 15,876     | 15,876    | 15,876    | -         | -    | -    | -    | -    |
| Income Eligible      | Single-Family Retrofits - IHWAP   | 27,098     | 27,098     | 233        | 233        | 233        | 233       | 233       | -         | -    | -    | -    | -    |
| Income Eligible      | Affordable Housing New Construction   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Income Eligible      | Product Discounts - Appliance Rebates-IE  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Income Eligible      | Product Discounts - Lighting Discounts-IE   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Third Party          | Food Bank-LED Distribution  | 653,124    | 653,124    | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Third Party          | UIC-ERC Income Eligible Kits  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Third Party          | Small Business Kits   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Third Party          | Elementary Energy Education   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Third Party          | Business Grocery  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Third Party          | Business Telecomm   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    |      |
| Third Party          | Agriculture   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    |      |
| Third Party          | Non-Profit Retrofits  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Third Party          | Public Buildings in Distressed Communities  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Pilots               | Efficient Choice  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Pilots<br>Pilots     | Building Operator Certification   | -          | -          | -          | -          | -          | -         | -         |           | -    | -    | -    | -    |
|                      | Electric Homes New Construction   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Pilots<br>Pilots     | ENERGY STAR Retail Products Platform  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    |      |
| Pilots               | SEM Water Savings   | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Pilots               | Upstream Commercial Food Service Equipment  | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
| Voltage Optimization | Water Infrastructure Leak Reduction  Voltage Optimization                               | -          | -          | -          | -          | -          | -         | -         | -         | -    | -    | -    | -    |
|                      | Total Gas Contribution to CPAS (Therms)   | 1,451,906  | 1,451,906  | 154,997    | 146,182    | 146,182    | 146,182   | 146,182   | -         | -    | -    |      |      |
|                      | otal Gas Contribution to CPAS (Inerms)  otal Gas Contribution to CPAS (kWh Equivalent)‡ | 42,555,353 | 42,555,353 | 4,542,958  | 4,284,607  | 4,284,607  | 4,284,607 | 4,284,607 | <u> </u>  | - :  | - :  | - :  | - :  |
|                      |   |            |            |            |            |            |           |           |           | •    | •    | •    |      |
|                      | Total Gas Contribution to CPAS (kWh Equivalent)§  | 22,678,927 | 12,257,537 | 12,225,951 | 12,225,951 | 5,895,804  | 2,914,303 | 4 004 007 | •         | •    | •    | •    | •    |
|                      | s CPAS (kWh Equivalent)   | 65,234,279 | 54,812,890 | 16,768,909 | 16,510,558 | 10,180,412 | 7,198,910 | 4,284,607 | 446 400   | •    | •    | •    | •    |
|                      | ncremental Expiring Gas Savings (Therms)#   | 16,732     | •          | 1,296,909  | 8,814      | •          | •         | •         | 146,182   | •    | •    | •    | -    |
|                      | ncremental Expiring Gas Savings (kWh Equivalent)*†                                      | 490,427    | -          | 38,012,394 | 258,351    |            |           |           | 4,284,607 | •    | •    | •    | •    |
|                      | ncremental Expiring Gas Savings (kWh Equivalent)†‡                                      | 13,350,923 | 10,421,390 | 31,587     | -          | 6,330,146  | 2,981,502 | 2,914,303 | -         | •    | •    | •    | -    |
| Portfolio Total Inc  | remental Expiring Gas Savings (kWh Equivalent)‡§  | 13,841,350 | 10,421,390 | 38,043,981 | 258,351    | 6,330,146  | 2,981,502 | 2,914,303 | 4,284,607 | -    | -    | -    | -    |

Source: Evaluation team analysis



#### **Table A-3. Savings from Gas Counting Toward ComEd Goal**

[Table 2-6 in the main body]

|                 |                                  |                                    | L.   | <u> </u>                         | io mam boayj   |
|-----------------|----------------------------------|------------------------------------|--|----------------------------------|--|
| Sector          | Program                          | Verified Gross Savings<br>(Therms) | Verified Gross Savings<br>(kWh Equivalent) | Verified Net Savings<br>(Therms) | Verified Net Savings<br>(kWh Equivalent) Counted Measures (EUL)  |
| Income Eligible | Food Bank-LED Distribution       | 653,124                            | 19,143,064                                 | 653,124                          | 19,143,064 Weather Stripping (20)  |
| Income Eligible | Multi-Family Retrofts - IEMS     | 661,332                            | 19,383,645                                 | 661,332                          | CA Steam Boiler (25), CA Hydronic Boiler (25), CA Attic Insulation and Air Sealing (20), CA Sidewall Insulation (20), CA Floor Insulation (20), CA Door Weatherstrip (20), CA Door Sweep (20), CA Wall Insulation (20), CA Averaging Controls (20), IU Furnace (20), IU Programmable Thermostat (16), CA On-Demand DHW Control (15), CA Pipe Insulation (15), IU DHW Heater (13), IU Advanced Thermostat (11), IU Kitchen Aerator (10), IU Showerhead (10), IU Bathroom Aerator (10), 19,383,645 CA Steam Trap (6), IU AC Cover and Gap Sealer (5), IU Shower Timer (2), IU Reprogram Thermostat (2)                         |
| Income Eligible | Multi-Family Retrofits - IHWAP   | 42,564                             | 1,247,553                                  | 42,564                           | Custom - Heating Plant Improvements (23.4441561504542), Attic Insulation (20), Air Sealing (20), Custom - DHW Boiler 1,247,553 (15), Low Flow Faucet Aerator (10), Low Flow Showerhead (10)  |
| Income Eligible | Public Housing Retrofits         | 60,865                             | 1,783,957                                  | 60,865                           | Insulation/Air Sealing (20), Furnace (20), Programmable Thermostat (16), Water Heater (13), Showerhead (10), Faucet 1,783,957 Aerator (10), Steam Trap Repair/ Replace (6), Room AC Cover/Gap Sealer (5), Boiler Tune-Up (3)   |
| Income Eligible | Single-Family Retrofits - CBA    | 341,065                            | 9,996,603                                  | 341,065                          | Air Sealing (20), Attic Insulation (20), Wall Insulation (20), Floor Insulation (20), Rim Insulation (20), Programmable Thermostat (16), HW Pipe Insulation (15), Advanced Thermostat (11), Low Flow Showerhead (10), Low Flow Faucet 9,996,603 Aerator - Kitchen (10), Low Flow Faucet Aerator - Bathroom (10)  |
| Income Eligible | Single-Family Retrofits - IHWAP  | 39,799                             | 1,166,495                                  | 39,799                           | Gas High Efficiency Boiler - ER (25), Gas High Efficiency Boiler - TOS (25), Air Sealing (20), Gas High Efficiency Furnace - ER (20), Altic Insulation (20), Duct Insulation and Sealing - Distribution Efficiency (20), Wall Insulation (20), Basement Sidewall insulation (20), Rim Insulation (20), Floor Insulation (20), Est High Efficiency Furnace - TOS (20), Programmable Thermostat (16), HW Pipe Insulation (15), Gas Water Heater - ER (13), Advanced Thermostat (11), Low Flow Showerhead 1,166,495 (10)), Low Flow Faucet Aerator - Kitchen (10), Low Flow Faucet Aerator - Bathroom (10), Furnace Tune-Up (3) |
| Income Eligible | UIC-ERC Income Eligible Kits     | 577,891                            | 16,937,991                                 | 577,891                          | 16,937,991 Low flow showerheads (10), Low flow kitchen faucet aerators (10), Low flow bathroom faucet aerators (10)  |
| Business        | Incentives - Standard            | 1,861,022                          | 54,546,560                                 | 1,302,716                        | 38,182,592 Kitchen Demand Ventilation Controls (20), Building Energy Management System (15)  |
| Business        | Non-residential New Construction | 78,927                             | 2,313,336                                  | 41,831                           | 1,226,068 All Projects (17.4)  |
| Business        | Small Business                   | 6,207                              | 181,921                                    | 6,021                            | 176,463 Kitchen Fan with DCV (20)  |
| Residential     | Residential HVAC                 | 11,702                             | 342,985                                    | 10,298                           | 301,827 Duct Sealing (20)  |
| Third Party     | Business Grocery                 | 17,403                             | 510,080                                    | 16,881                           | 494,777 Add Door Retrofit kits (15)  |
| Total           |                                  | 4,351,900                          | 127,554,190                                | 3,754,385                        | 110,041,036  |

Source: Evaluation team analysis



#### Table A-4. PAS by Program Counting Toward ComEd Goal – Total Electric + Gas

[Table 2-7 in the main body]

| Dumines   Mode   Margine   |                    |  |      |               | i able 2 |                | e main              |                     |                     |               |             |             |             |             |             |
|--|--------------------|--|------|---------------|----------|----------------|---------------------|---------------------|---------------------|---------------|-------------|-------------|-------------|-------------|-------------|
| Part      |                    |  |      | 01/000411 1/5 |          |                | Verified Net kWh Sa | vings (Including Th | nose Converted from | Gas Savings)  |             |             |             |             |             |
| Part      |                    |  |      |               |          | Lifatima Nat   |                     |                     |                     |               |             |             |             |             |             |
| Section   Process Section      | Sector             | Program                                    | WAML |               | NTG*     |                | 2018                | 2019                | 2020                | 2021          | 2022        | 2023        | 2024        | 2025        | 2026        |
| December    |                    |  |      |               |          |                | 2010                | 2013                | 2020                |               |             |             |             |             |             |
| Part      |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Hances (17) Standard Springer (18) 19 (19) 19  |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Marces   Manue Spanne   Marces   Marc   | Business           |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Bathesis   Non-control files   Control files   | Business           |  | 8.0  | 43,225,396    | 0.77     | 267,711,516    |                     |                     |                     | 33,283,555    | 33,283,555  | 33,283,555  | 16,684,600  | 16,684,600  | 15,109,561  |
| Martines    | Business           | Strategic Energy Management                | 7.0  | 34,145,568    | 1.00     | 239,018,974    |                     |                     |                     | 34,145,568    | 34,145,568  | 34,145,568  | 34,145,568  | 34,145,568  | 34,145,568  |
| Minese   ManCommonring   1,0   2,145,450   54   18,190,440   52,105,400   7,190,640   7,   | Business           | Non-residential New Construction           | 17.4 | 32,194,590    | 0.53     | 296,898,511    |                     |                     |                     | 17,063,133    | 17,063,133  | 17,063,133  | 17,063,133  | 17,063,133  | 17,063,133  |
| Marie Commoning   7   247,000   10   140,000   10   140,000   10   140,000   10   10   10   10   10   10   10  | Business           | Incentives - Custom                        | 15.9 | 26,935,745    | 0.52     | 212,632,591    |                     |                     |                     | 13,944,832    | 13,944,832  | 13,944,832  | 13,937,403  | 13,937,403  | 13,742,928  |
| Subsection   Production   Programment   \$7   10,683.396   10,983.395  | Business           | RetroCommissioning                         | 8.5  | 23,364,353    | 0.94     | 185,969,448    |                     |                     |                     | 21,962,492    | 21,962,492  | 21,962,492  | 21,962,492  | 21,962,492  | 21,962,492  |
| Seminary   Part   Par   | Business           | Virtual Commissioning                      | 7.3  | 22,473,830    | 1.00     | 164,058,958    |                     |                     |                     | 22,473,830    | 22,473,830  | 22,473,830  | 22,473,830  | 22,473,830  | 22,473,830  |
| Pube      | Business           | Industrial Energy Management               |      | 10,668,396    | 0.99     | 58,297,181     |                     |                     |                     | 10,523,099    | 10,523,099  | 10,523,099  |             | 10,523,099  | 486,431     |
| Marylann Personal   Agrinor Personal   Agrinor Personal   Agrinor Personal   Agrinor Personal   Agrinor Personal   Agrinor   Agrinor Personal      | Business           | Facility Assessments                       |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| September   Signe Framity Assessment   9   19,214,569   0,84   10,922,746   0,924,746      | Residential        |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Macheminary      |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Restoration      | Residential        |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Restored    |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
|  |                    |  |      |               | 0.79     |                |                     |                     |                     |               |             |             |             |             |             |
| Part      |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| 11997   1199   |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Powder December   Powder December December   Powder December   Powder December December   Powder December December December   Powder December December   P   |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Make   Makee   M   |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| 10.00000000000000000000000000000000000   |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
|  |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Name   Page   Abrotable   Name   Abrotable   Name   |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Third Party   Food BarkleED Diethulson   1.6   1.27.30.6.44   1.0   1.390.183.50   |                    | •  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Third Parly  |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Third Parly  |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Third Parly Agriculture 143 10,199,378 0.80 107,533,247  Public Dialessed Communities 148 0,901,935 0.97 127,661,044  Third Parly Small Business Kins 72 6,148,377 0.97 35,261,124  Third Parly Dementally Energy Education 9.4 4,347,609 0.97 53,261,124  Third Parly Non-Priofit Retofts 136 4,347,609 0.97 53,268,283  Third Parly Non-Priofit Third Dian-Priofit Parly Non-Priofit Third Dian-Priofit Third Dian-Priofit Third Dian-Priofit Third Dian-Priofit Third Dian- |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Third Parly Business Grocery 13.1 7,447,225 0.97 94,649,451 7,223,808 7,223, | Third Party        |  | 14.3 | 10,159,378    | 0.80     | 107,553,247    |                     |                     |                     | 8,127,502     | 8,127,502   | 8,127,080   | 8,090,979   | 7,638,604   | 7,621,864   |
| Third Parly Small Business Kis 7.2 6,148,377 0.97 35,921,124 5.28,539 5.28,331 5,933,15 5,933 | Third Party        | -  | 14.8 |               | 0.97     |                |                     |                     |                     | 8,818,622     |             |             |             | 8,605,395   | 8,526,013   |
| Find Party   Elementary Energy Education   9.4   5.543,705   0.95   44.443,348   | Third Party        | Business Grocery                           | 13.1 | 7,447,225     | 0.97     | 94,649,451     |                     |                     |                     | 7,223,808     | 7,223,808   | 7,223,808   | 7,223,808   | 7,149,522   | 6,434,892   |
| Third Party   Non-Profit Retroffs   13.6   4,347,609   0.97   53,868,283     4,217,181   4,217,181   4,217,181   4,217,013   4,139,084   3,979,099   3,792,370   | Third Party        | Small Business Kits                        | 7.2  | 6,148,377     | 0.97     | 35,921,124     |                     |                     |                     | 5,953,315     | 5,953,315   | 5,953,315   | 5,825,433   | 3,943,148   | 2,282,569   |
| Pilos   Building Operabr Certification   10.2   7.56,433   0.80   6,172,493   0.80   6,172,493   0.80   13,711,511   0.81   470,131      | Third Party        | Elementary Energy Education                | 9.4  | 5,543,705     | 0.95     | 44,443,348     |                     |                     |                     | 5,238,932     | 5,238,932   | 5,026,025   | 5,026,025   | 4,210,392   | 4,210,392   |
| Pilos   Water Infrastructure Leak Reduction   29   587,663   0.80   13,711,511   1349,653   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,671,853   0.80   3,675,978   0.80   2,775,188   0.80   0.80   2,775,188   0.80   0.   | Third Party        | Non-Profit Retrofits                       | 13.6 | 4,347,609     | 0.97     | 53,868,283     |                     |                     |                     | 4,217,181     | 4,217,181   | 4,217,013   | 4,139,084   | 3,979,099   | 3,792,370   |
| Plois   Upsteam Commercial Food Service Equipment   13.1   349.653   0.80   3.671.855   1.00   1.567.597   2.797.22   279.72   | Pilots             | Building Operator Certification            | 10.2 | 756,433       | 0.80     | 6,172,493      |                     |                     |                     | 605,146       | 605,146     | 605,146     | 605,146     | 605,146     | 605,146     |
| Pilos   SEM   Water Savings   5.1   307,653   1.00   1,567,597     Pilos   Eflicient Choice   15.9   278,151   0.63   2,775,188   174,144   174,   | Pilots             | Water Infrastructure Leak Reduction        |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Flicis   Efficient Choice   15.9   278.151   0.63   2.775.188   1.775.185   0.80   2.319.002   1.53.748   1.   |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Flicis   Electic Homes New Construction   15.1   192.185   0.80   2,319,002   153,748   173,748   173,74   |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Pilos   ENERGY STAR Retail Products Platform   14.0  |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Voltage Optimization \text{Voltage Optimiz       |                    |  |      | 192,185       | 0.80     |                |                     |                     |                     |               | ,           |             |             |             |             |
| 1,849,877,162   1,819,656,384   1,786,292,659   1,733,318,359   1,556,350,519   1,508,127,783   1,508,127,78   |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Historic Portfolio Total Contribution to CPAS‡   1,859,781,075   3,426,787,036   5,139,036,924   4,633,961,144   4,539,857,374   4,392,279,654   3,992,666,173   3,791,153,251   3,579,801,792   1,965,018,500   1,807,817,020   1,859,781,075   1,859,781,0   |                    |  | 15.0 |               | 1.00     |                |                     |                     |                     |               |             |             |             |             |             |
| Legacy Savings (kWh)\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\   |                    | · ,  |      | 2,114,827,862 |          | 20,440,869,779 |                     |                     |                     |               |             | , , . ,     |             |             |             |
| Portfolio Total CPAS (kWh)   1,859,781,075   7,514,025,516   8,676,070,224   9,657,702,906   9,110,540,208   8,615,195,23   7,252,803,23   7,312,522,70   6,895,746,595  |                    |  |      |               |          |                | 1,859,781,075       |                     |                     |               |             |             |             |             |             |
| CY2021 Portfolio Incremental Expiring Savings       30,220,228     33,84,275     52,974,300     176,967,840     48,222,736       Historic Portfolio Incremental Expiring Savings#     475,240,780     123,938,771     147,577,720     399,613,481     201,512,922     211,351,459       Legacy Incremental Expiring Savings     393,003,700.00     393,003,700     393,003,700     393,003,700     393,003,700     393,003,700     393,003,700     68,244,480     547,162,699     495,344,955     688,390,000     614,282,983     416,775,675  |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Historic Portfolio Incremental Expiring Savings#  475,240,780 123,938,771 147,577,720 399,613,481 201,512,922 211,351,459 Legacy Incremental Expiring Savings again Say,003,700.00 393,003,700 393,003 |                    |  |      |               |          |                | 1,859,781,075       | 7,514,025,516       | 8,676,070,224       | 9,657,702,906 |             |             |             |             |             |
| Legacy Incremental Expiring Savings     393,003,700.00     393,003,700     393,003,700     314,402,960     235,802,220     235,802,220     157,201,480       Portfolio Grand Total Incremental Expiring Savings*†     393,003,700.00     868,244,480     547,162,699     495,344,955     688,390,000     614,282,983     416,775,675   |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Portfolio Grand Total Incremental Expiring Savings*† 393,003,700.00 868,244,480 547,162,699 495,344,955 688,390,000 614,282,983 416,775,675  |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
|  |                    |  |      |               |          |                |                     |                     |                     |               |             |             |             |             |             |
| Progress towards Applicable Annual Incremental Goal (ANG)††  |                    |  |      |               |          |                |                     |                     | 393,003,700.00      |               | 547,162,699 | 495,344,955 | 688,390,000 | 614,282,983 | 416,775,675 |
|  | Progress towards A | pplicable Annual Incremental Goal (AAIG)†‡ |      |               |          |                |                     |                     |                     | 981,632,682   | •           |             | •           |             | <u> </u>    |



| Sector                  | Program  | 2027                   | 2028                   | 2029                   | 2030                   | 2031                   | 2032                   | 2033                   | 2034                   | 2035                   | 2036        | 2037        | 2038        |
|-------------------------|--|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-------------|-------------|-------------|
| Business                | Incentives - Standard  | 233,548,225            | 230,701,533            | 228,558,734            | 224,720,941            | 216,778,063            | 179,107,219            | 135,173,397            | 128,448,174            | 125,104,118            | 18,288,031  | 18,248,882  | 18,248,882  |
| Business                | Business Instant Discounts   | 145,626,216            | 116,519,955            | 116,469,815            | 105,535,835            | 95,096,159             | 87,314,960             | 87,131,317             | 86,512,236             | 81,642,314             | -           | -           | -           |
| Business                | Small Business   | 187,616,086            | 185,679,688            | 184,754,353            | 178,921,843            | 157,832,853            | 126,719,437            | 79,890,522             | 70,817,184             | 66,305,405             | 213,795     | 213,795     | 213,795     |
| Business                | LED Streetlighting   | 44,617,207             | 44,617,207             | 44,617,207             | 44,617,207             | 44,617,207             | 44,617,207             | 44,617,207             | 44,617,207             | 44,617,207             | 44,617,207  | 44,617,207  | 44,617,207  |
| Business                | Industrial Systems   | 15,109,561             | 15,109,561             | 15,088,137             | 15,088,137             | 14,163,177             | 14,163,177             | 14,163,177             | 2,690,917              | 2,690,917              | 2,274,050   | 2,274,050   | 2,169,525   |
| Business                | Strategic Energy Management  | 34,145,568             | -                      | -                      | -                      | -                      | -                      | -                      | -                      | -                      | -           | -           | -           |
| Business                | Non-residential New Construction                                     | 17,063,133             | 17,063,133             | 17,063,133             | 17,063,133             | 17,063,133             | 17,063,133             | 17,063,133             | 17,063,133             | 17,063,133             | 17,063,133  | 17,063,133  | 6,825,253   |
| Business                | Incentives - Custom  | 13,742,928             | 13,742,928             | 13,742,928             | 13,742,928             | 12,628,267             | 12,628,267             | 12,574,992             | 11,637,361             | 10,764,009             | 3,850,286   | 2,716,634   | 1,509,180   |
| Business                | RetroCommissioning   | 21,962,492             | 20,640,682             | 11,591,324             | -                      | -                      | -                      | -                      | -                      | -                      | -           | -           | -           |
| Business                | Virtual Commissioning  | 22,473,830             | 6,742,149              | -                      | -                      | -                      | -                      | -                      | -                      | -                      | -           | -           | -           |
| Business                | Industrial Energy Management   | 486,431                | 486,431                | 486,431                | 486,431                | 442,699                | 442,699                | 442,699                | 363,326                | 363,326                | 238,957     | 238,957     | 238,957     |
| Business                | Facility Assessments   | -                      | -                      | -                      | -                      | -                      | -                      | -                      | -                      | -                      | -           | -           | -           |
| Residential             | Lighting Discount  | 99,864,580             | 97,978,163             | 92,561,325             | 92,289,419             | 27,404,531             | 27,404,531             | 27,404,531             | 27,404,531             | 25,452,910             | -           | -           | -           |
| Residential             | Appliance Rebates  | 44,878,796             | 31,492,871             | 31,492,871             | 29,748,578             | 29,674,545             | 4,999,896              | 2,660,735              | 2,660,735              | 1,457,002              | 1,457,002   | 1,331,485   | 130,116     |
| Residential             | Single-Family Assessment   | 7,561,668              | 6,694,190              | 6,321,933              | 6,321,933              | 520,709                | 229,422                | 229,422                | 229,422                | 229,422                | 221,163     | -           | -           |
| Residential             | Multi-Family Assessments   | 3,037,828              | 3,035,327              | 3,034,679              | 3,034,679              | 2,412,803              | 1,258,902              | 409,468                | 409,468                | 406,326                | 8,425       | -           | -           |
| Residential             | Residential HVAC   | 4,666,579              | 4,656,009              | 4,604,784              | 4,537,123              | 4,345,962              | 3,710,594              | 3,710,594              | 3,710,594              | 3,710,594              | 2,363,382   | 1,696,902   | 1,696,902   |
| Residential             | Residential Behavior   | -                      | -                      | -                      | -                      | -                      | -                      | -                      | -                      | -                      | -           |             | -           |
| Income Eligible         | Product Discounts - Lighting Discounts-IE                            | 51,441,322             | 41,754,022             | 38,895,048             | 37,428,192             | 7,761,867              | 7,761,867              | 7,479,292              | 7,094,465              | 7,094,465              | -           | -           | -           |
| Income Eligible         | Multi-Family Retrofits - IEMS  | 21,799,005             | 21,713,430             | 21,450,477             | 21,366,861             | 19,823,245             | 18,983,710             | 18,744,344             | 18,558,188             | 18,555,112             | 12,377,654  | 12,164,348  | 12,156,682  |
| Income Eligible         | Single-Family Retrofits - CBA  | 11,598,547             | 11,589,274             | 11,586,294             | 10,717,660             | 10,390,945             | 10,375,388             | 10,256,091             | 10,256,091             | 10,256,091             | 10,230,841  | 10,131,076  | 10,131,076  |
| Income Eligible         | Product Discounts - Appliance Rebates-IE                             | 7,999,926              | 1,028,964              | 1,028,964              | 852,812                | 852,812                | 852,812                |                        | -                      |                        | -           | -           | -           |
| Income Eligible         | Public Housing Retrofits   | 1,046,563              | 875,220                | 616,617                | 414,926                | 348,699                | 176,768                | 75,741                 | 75,434                 | 75,434                 | 75,434      | 55,263      | 55,263      |
| Income Eligible         | Single-Family Retrofts - IHWAP                                       | 2,265,372              | 2,235,986              | 2,210,225              | 2,210,225              | 1,723,997              | 1,575,743              | 1,572,699              | 1,545,869              | 1,545,869              | 1,528,444   | 1,484,598   | 1,479,962   |
| Income Eligible         | Multi-Family Retrofits - IHWAP                                       | 1,493,721              | 1,475,659              | 1,475,659              | 1,475,659              | 1,430,539              | 1,430,233              | 1,395,217              | 1,395,217              | 1,395,217              | 1,253,065   | 1,253,065   | 1,241,415   |
| Income Eligible         | Affordable Housing New Construction                                  | 1,374,420              | 1,374,420              | 1,286,449              | 1,286,449              | 1,282,003              | 1,257,493              | 1,257,493              | 1,228,821              | 917,361                | 594,751     | 365,185     | 142,940     |
| Third Party             | Food Bank-LED Distribution   | 121,412,762            | 99,427,151             | 99,135,314             | 99,135,314             | 20,718,468             | 20,718,468             | 20,718,468             | 20,718,468             | 20,718,468             | 20,704,397  | 20,704,397  | 20,704,397  |
| Third Party             | UIC-ERC Income Eligible Kits   | 52,883,831             | 40,585,663             | 39,289,344             | 39,289,344             | -                      | -                      | -                      | -                      |                        | -           | -           | -           |
| Third Party             | Business Telecomm  | 9,883,056              | 9,883,056              | 9,429,729<br>7,547,632 | 7,616,420              | 2,087,558              | 2,063,137              | 2,063,137              | 2,063,137              | 2,063,137              |             |             |             |
| Third Party             | Agriculture  | 7,621,864              | 7,547,632              | 8,459,504              | 7,379,415<br>8,458,572 | 6,939,220<br>8,457,066 | 6,758,160<br>8,437,991 | 6,649,516<br>8,406,896 | 6,581,301<br>8,406,896 | 2,794,976              |             | -           | -           |
| Third Party Third Party | Public Buildings in Distressed Communities                           | 8,501,269<br>6,434,892 | 8,471,275<br>6,434,892 | 6,434,892              | 6,434,892              | 5,377,802              | 5,377,802              | 5,364,746              | 5,154,943              | 7,856,464<br>5,154,943 | -           |             | -           |
| ·                       | Business Grocery   |                        |                        |                        |                        |                        |                        |                        |                        | 5,154,945              |             |             | -           |
| Third Party             | Small Business Kits  | 2,179,943<br>4,210,392 | 2,106,797<br>4,210,392 | 1,219,179<br>3.535.933 | 493,665<br>3.535.933   | 2,611                  | 2,611                  | 2,611                  | 2,611                  | -                      |             |             |             |
| Third Party Third Party | Elementary Energy Education  Non-Profit Retrofits                    | 3,750,032              | 3,726,001              | 3,723,264              | 3,720,303              | 3,571,348              | 3,227,074              | 2,681,299              | 2,417,015              | 2,381,854              | 13,520      | 13,520      | 13,520      |
| Pilots                  |  | 605,146                | 605,146                | 605,146                | 605,146                | 121,029                | 3,221,014              | 2,001,299              | 2,417,015              | 2,301,054              | 13,520      | 13,520      | 13,520      |
| Pilots                  | Building Operator Certification  Water Infrastructure Leak Reduction | 470,131                | 470,131                | 470,131                | 470,131                | 470,131                | 470,131                | 470,131                | 470,131                | 470,131                | 443,970     | 443,970     | 443,970     |
| Pilots                  | Upstream Commercial Food Service Equipment                           | 279,722                | 279,722                | 279,722                | 272,271                | 268,866                | 268,866                | 48,116                 | 48,116                 | 48,116                 | 40,001      | 40,001      | 40,001      |
| Pilots                  | SEM Water Savings  | 6.342                  | 6.342                  | 6.342                  | 3.962                  | 200,000                | 200,000                | 40,110                 | 40,110                 | 40,110                 | 40,001      | 40,001      | 40,001      |
| Pilots                  | Efficient Choice   | 164,519                | 164,463                | 164,463                | 164,018                | 163,991                | 163,267                | 162,038                | 162,038                | 146,679                | 146,679     | 126,756     | 318         |
| Pilots                  | Electric Homes New Construction                                      | 153,748                | 153,748                | 153,748                | 153,748                | 153,748                | 153,748                | 153,748                | 153,748                | 153,748                | 12,788      | 120,730     | - 310       |
| Pilots                  | ENERGY STAR Retail Products Platform                                 | 1,268,111              | 1,268,111              | 1,268,111              | 1,268,111              | 1,268,111              | 1,268,111              | 1,268,111              | 1,268,111              | 155,746                | 12,700      | -           |             |
| Voltage Optimization    | Voltage Optimization   | 270,951,740            | 270,951,740            | 270,951,740            | 270,951,740            | 270,951,740            | 270,951,740            | 270,951,740            | 270,951,740            | 270,951,740            | -           |             |             |
|                         | tal Contribution to CPAS (kWh)                                       | 1,486,197,502          | 1,333,499,061          | 1,301,611,577          | 1,261,813,956          | 987,145,906            | 881,934,564            | 785,192,626            | 755,116,627            | 732,386,485            | 138,016,977 | 135,183,225 | 122,059,363 |
|                         | tal Contribution to CPAS (KWH)                                       | 3,327,673,743          | 2.912.431.144          | 2.678.537.824          | 2.091.471.680          | 1.792.079.385          | 1.569.448.916          |                        | 736,297,442            | 161,357,463            | 132.639.815 | 108.955.839 | 75,957,801  |
|                         |  |                        | 1.414.813.320          | 1.336.212.580          | 2,031,411,000          | 1,192,019,303          | 1,305,440,510          | 1,224,100,300          | 130,291,442            | 101,357,403            | 132,039,013 | 100,955,059 | 75,957,001  |
| Legacy Savings (kW      | 75   | 1,650,615,540          | , , , , , , ,          | ,,                     | 2 252 205 622          | 2 770 225 224          | 2 454 202 422          | 2 000 050 500          |                        |                        |             |             |             |
| Portfolio Total CPAS    |  | 6,464,486,785          | 5,660,743,525          | 5,316,361,981          | 3,353,285,636          | 2,779,225,291          | 2,451,383,480          |                        | 1,491,414,069          | 893,743,947            | 270,656,792 | 244,139,065 | 198,017,163 |
|                         | cremental Expiring Savings   | 21,930,281             | 152,698,441            | 31,887,484             | 39,797,621             | 274,668,050            | 105,211,342            | 96,741,937             | 30,075,999             | 22,730,142             | 594,369,508 | 2,833,751   | 13,123,863  |
|                         | cremental Expiring Savings#  | 252,128,049            | 415,242,599            | 233,893,319            | 587,066,144            | 299,392,294            | 222,630,469            | 344,681,950            | 488,469,524            | 574,939,979            | 28,717,648  | 23,683,975  | 32,998,039  |
| Legacy Incremental      |  | 157,201,480            | 235,802,220            | 78,600,740             | -                      | -                      | -                      | <u> </u>               | •                      | -                      | -           | •           |             |
| Portfolio Grand Tota    | Il Incremental Expiring Savings*†                                    | 431,259,810            | 803,743,260            | 344,381,544            | 626,863,765            | 574,060,345            | 327,841,811            | 441,423,888            | 518,545,523            | 597,670,121            | 623,087,156 | 26,517,727  | 46,121,901  |
|                         | oplicable Annual Incremental Goal (AAIG)†‡                           |                        |                        |                        |                        |                        |                        |                        |                        |                        |             |             |             |



| Sector               | Program  | 2039              | 2040              | 2041        | 2042       | 2043       | 2044      | 2045      | 2046      | 2047      | 2048    | 2049    | 2050    |
|----------------------|--|-------------------|-------------------|-------------|------------|------------|-----------|-----------|-----------|-----------|---------|---------|---------|
| Business             | Incentives - Standard  | 18,248,882        | 18,248,882        | 2,924,929   | 2,924,929  | 2,924,929  | 796,531   | 796,531   | -         | -         | -       | -       | -       |
| Business             | Business Instant Discounts                                   | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Business             | Small Business   | 213,795           | 213,795           | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Business             | LED Streetlighting   | 44,617,207        | 43,484,019        | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Business             | Industrial Systems   | 2,065,000         | 2,065,000         | 89,233      | 89,233     | 89,233     | -         | -         | -         | -         | -       | -       | -       |
| Business             | Strategic Energy Management                                  | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Business             | Non-residential New Construction                             | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Business             | Incentives - Custom  | 1,504,669         | 851,866           | 771,212     | 771,212    | 771,212    | 614,741   | 614,741   | -         | -         | -       | -       | -       |
| Business             | RetroCommissioning   | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Business             | Virtual Commissioning  | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Business             | Industrial Energy Management                                 | 238,957           | 238,957           | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Business             | Facility Assessments   | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Residential          | Lighting Discount  | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Residential          | Appliance Rebates  | 130,116           | 28,135            | 28,135      | 28,135     | -          | -         | -         | -         | -         | -       | -       | -       |
| Residential          | Single-Family Assessment                                     | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Residential          | Multi-Family Assessments                                     | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Residential          | Residential HVAC   | 457,998           | 457,998           | 140,067     | 140,067    | 140,067    | 140,067   | 140,067   | -         | -         | -       | -       | -       |
| Residential          | Residential Behavior   | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Income Eligible      | Product Discounts - Lighting Discounts-IE                    | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | •       | •       |
| Income Eligible      | Multi-Family Retrofits - IEMS                                | 12,154,827        | 12,154,827        | 3,812,479   | 3,812,479  | 3,812,479  | 3,812,479 | 3,812,479 | -         | -         | -       | •       | -       |
| Income Eligible      | Single-Family Retrofits - CBA                                | 10,131,076        | 10,098,470        | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Income Eligible      | Product Discounts - Appliance Rebates-IE                     | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Income Eligible      | Public Housing Retrofits                                     | 53,298            | 53,298            | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Income Eligible      | Single-Family Retrofits - IHWAP                              | 1,397,395         | 1,323,648         | 7,394       | 7,394      | 6,817      | 6,817     | 6,817     | -         | -         | -       | -       | -       |
| Income Eligible      | Multi-Family Retrofits - IHWAP                               | 1,241,415         | 1,165,118         | 753,556     | 495,205    | 495,205    | 495,205   | 495,205   | -         | -         | -       | -       | -       |
| Income Eligible      | Affordable Housing New Construction                          | 142,940           | 94,453            | 94,453      | 94,453     | 94,453     | 76,502    | -         | -         | -         | -       | -       | -       |
| Third Party          | Food Bank-LED Distribution                                   | 20,704,397        | 20,704,397        | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Third Party          | UIC-ERC Income Eligible Kits                                 | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Third Party          | Business Telecomm  | =                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Third Party          | Agriculture  | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Third Party          | Public Buildings in Distressed Communities                   | =                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Third Party          | Business Grocery   | =                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Third Party          | Small Business Kits  | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Third Party          | Elementary Energy Education                                  | - 40.500          | 40.500            | - 40.500    | - 40 500   | 40.500     | -         | -         | -         | -         | -       | -       | -       |
| Third Party          | Non-Profit Retrofits   | 13,520            | 13,520            | 13,520      | 13,520     | 13,520     | -         | -         | -         | -         | -       | -       | -       |
| Pilots               | Building Operator Certification                              | 442.070           |                   | - 442.070   | 442.070    |            | - 442.070 | 442.070   | - 442.070 | - 442.070 |         | 442.070 |         |
| Pilots Pilots        | Water Infrastructure Leak Reduction                          | 443,970<br>40,001 | 443,970<br>40,001 | 443,970     | 443,970    | 443,970    | 443,970   | 443,970   | 443,970   | 443,970   | 443,970 | 443,970 | 443,970 |
| Pilots               | Upstream Commercial Food Service Equipment SEM Water Savings | 40,001            | 40,001            | -           | -          | -          | -         | -         | -         | -         | -       | -       | -       |
| Pilots               | SEM Water Savings Efficient Choice                           | 318               | 318               | 318         | 318        | -          | -         | -         | -         | -         | -       | -       | -       |
| Pilots               | Electric Homes New Construction                              | 310               | 310               | 310         | 310        | -          |           | -         | -         | -         | -       | -       | -       |
| Pilots               | ENERGY STAR Retail Products Platform                         | · ·               | -                 | -           | -          | -          |           | -         | -         |           | -       | -       | -       |
| Voltage Optimization |  | -                 | -                 | -           | -          | -          | -         | -         | -         | -         | -       |         | -       |
|                      | Total Contribution to CPAS (kWh)                             | 442 700 704       | 111,680,672       | 9,079,267   | 8,820,916  | 8,791,885  | 6,386,313 | 6,309,810 | 443,970   | 443,970   | 443,970 | 443,970 | 443,970 |
|                      |  | 113,799,781       |                   |             |            |            |           | 6,309,610 | 443,970   |           |         | 443,970 |         |
|                      | Total Contribution to CPAS‡                                  | 58,725,779        | 41,216,530        | 40,854,426  | 30,446,815 | 11,064,638 | 3,585,213 |           | •         | •         |         |         |         |
| Legacy Savings (     | · · ·  | 472 525 550       | 452 007 202       | 40.022.002  |            | 40.056.504 | 0.074.500 | 6 200 040 |           |           |         | 442.070 |         |
| Portfolio Total CP   |  | 172,525,559       | 152,897,202       | 49,933,693  | 39,267,731 | 19,856,524 | 9,971,526 | 6,309,810 | 443,970   | 443,970   | 443,970 | 443,970 | 443,970 |
|                      | Incremental Expiring Savings                                 | 8,259,582         | 2,119,108         | 102,601,405 | 258,351    | 29,031     | 2,405,573 | 76,502    | 5,865,840 | •         | •       |         |         |
|                      | Incremental Expiring Savings#                                | 17,232,022        | 17,509,249        | 362,104     | 10,407,611 | 19,382,177 | 7,479,425 | 3,585,213 | -         | -         | -       |         |         |
|                      | tal Expiring Savings   |                   | -                 |             | -          | -          | -         |           |           | -         | -       |         | -       |
|                      | otal Incremental Expiring Savings*†                          | 25,491,604        | 19,628,357        | 102,963,510 | 10,665,962 | 19,411,207 | 9,884,998 | 3,661,715 | 5,865,840 | -         | -       |         |         |
| Progress towards     | Applicable Annual Incremental Goal (AAIG)†‡                  | -                 | -                 |             | -          |            | -         | -         |           | -         | -       |         |         |

Source: Evaluation team analysis



#### A.1.2 Weighted Average Measure Life

#### Table A-5. WAML and Verified Gross Savings by Program

[Table 2-8 in the main body]

| Sector                                  | Program   | First Year Verified Gross Savings (kWh) | WAML                 |
|---|---|---|----------------------|
|   | Business  |   |                      |
| Business                                | Incentives - Standard   | 320,714,688                             | 13.8                 |
| Business                                | Business Instant Discounts  | 269,381,913                             | 11.2                 |
| Business                                | Small Business  | 223,011,574                             | 12.5                 |
| Business                                | LED Streetlighting  | 54,194,123                              | 20.0                 |
| Business                                | Industrial Systems  | 43,225,396                              | 8.0                  |
| Business                                | Strategic Energy Management   | 34,145,568                              | 7.0                  |
| Business                                | Non-residential New Construction  | 32,194,590                              | 17.4                 |
| Business                                | Incentives - Custom   | 26,935,745                              | 15.9                 |
| Business                                | RetroCommissioning  | 23,364,353                              | 8.5                  |
| Business                                | Virtual Commissioning   | 22,473,830                              | 7.3                  |
| Business                                | Industrial Energy Management  | 10,668,396                              | 5.7                  |
| Business                                | Facility Assessments  | 2,339,216                               | 3.9                  |
| Business                                | Subtotal  | 1,062,649,392                           | 12.6                 |
|   | Residential   |   |                      |
| Residential                             | Lighting Discount   | 318,243,559                             | 10.9                 |
| Residential                             | Residential Behavior  | 105,968,421                             | 5.0                  |
| Residential                             | Appliance Rebates   | 56,668,076                              | 10.1                 |
| Residential                             | Single-Family Assessment  | 16,921,456                              | 9.7                  |
| Residential                             | Multi-Family Assessments  | 9,369,022                               | 8.1                  |
| Residential                             | Residential HVAC  | 6,484,681                               | 16.2                 |
| Residential                             | Subtotal  | 513,655,214                             | 9.6                  |
|   | Income Eligible   | ,,                                      |                      |
| Income Eligible                         | Product Discounts - Lighting Discounts-IE                                 | 82,914,481                              | 10.4                 |
| Income Eligible                         | Multi-Family Retrofits - IEMS   | 23,752,835                              | 17.2                 |
| Income Eligible                         | Single-Family Retrofits - CBA   | 11,797,710                              | 19.5                 |
| Income Eligible                         | Product Discounts - Appliance Rebates-IE                                  | 7,999,926                               | 7.6                  |
| Income Eligible                         | Public Housing Retrofits  | 3,188,733                               | 7.3                  |
| Income Eligible                         | Single-Family Retrofits - IHWAP   | 3,145,645                               | 16.1                 |
| Income Eligible                         | Multi-Family Retrofits - IHWAP  | 1,596,089                               | 20.4                 |
| Income Eligible                         | Affordable Housing New Construction                                       | 1,374,420                               | 15.4                 |
| Income Eligible                         | Subtotal  | 135,769,839                             | 12.5                 |
|   | Third Party   | ,                                       |                      |
| Third Party                             | Food Bank-LED Distribution  | 127,326,444                             | 11.6                 |
| Third Party                             | UIC-ERC Income Eligible Kits  | 52,883,831                              | 9.6                  |
| Third Party                             | Business Telecomm   | 12,350,428                              | 10.8                 |
| Third Party                             | Agriculture   | 10,159,378                              | 14.3                 |
| Third Party                             | Public Buildings in Distressed Communities                                | 9,091,363                               | 14.8                 |
| Third Party Third Party                 | Business Grocery  | 7,447,225                               | 13.1                 |
| Third Party Third Party                 | Small Business Kits   | 6,148,377                               | 7.2                  |
| Third Party                             |   | 5,543,705                               | 9.4                  |
| Third Party                             | Elementary Energy Education  Non-Profit Retrofits                         | 4,347,609                               | 13.6                 |
| ·                                       | Subtotal  | 235,298,360                             | 11.3                 |
| Third Party                             | Pilots  | 253,296,300                             | 11.0                 |
| Dilete                                  |   | 1 269 111                               | 14.0                 |
| Pilots                                  | ENERGY STAR Retail Products Platform                                      | 1,268,111                               | 14.0                 |
| Pilots                                  | Building Operator Certification   | 756,433                                 | 10.2                 |
| Pilots                                  | Water Infrastructure Leak Reduction                                       | 587,663                                 | 29.2                 |
| Pilots                                  | Upstream Commercial Food Service Equipment                                | 349,653                                 | 13.1                 |
| Dilata                                  | SEM Water Savings   | 307,653<br>278,151                      | 5.1                  |
| Pilots                                  | Efficient Chaica  | //δ 151                                 | 15.9                 |
| Pilots                                  | Efficient Choice  |   | 4                    |
| Pilots<br>Pilots                        | Electric Homes New Construction   | 192,185                                 |                      |
| Pilots<br>Pilots<br>Pilots              | Electric Homes New Construction<br>Subtotal                               | 192,185<br>3,739,849                    | 15.0                 |
| Pilots<br>Pilots                        | Electric Homes New Construction Subtotal Grand Total                      | 192,185                                 | 15.0                 |
| Pilots<br>Pilots<br>Pilots<br>Portfolio | Electric Homes New Construction Subtotal Grand Total Voltage Optimization | 192,185<br>3,739,849<br>1,951,112,654   | 15.1<br>15.0<br>11.6 |
| Pilots<br>Pilots<br>Pilots              | Electric Homes New Construction Subtotal Grand Total                      | 192,185<br>3,739,849                    | 15.0                 |

Source: Evaluation team analysis



# A.2 Savings by Program

Table A-6. Energy Savings by Program – Electric Only

[Table 3-1 in the main body]

|                                       | [ lable 3-  | i in the mai                   | ii bouy]                           |                                 |              |                               |
|---------------------------------------|---|--------------------------------|------------------------------------|---------------------------------|--------------|-------------------------------|
| Sector                                | Program   | Ex Ante Gross<br>Savings (kWh) | Verified Gross<br>Realization Rate | Verified Gross<br>Savings (kWh) | NTG*         | Verified Net<br>Savings (kWh) |
| Business                              | Business Instant Discounts                        | 233,713,154                    | 1.15                               | 269,381,913                     | 0.76         | 205,628,306                   |
| Business                              | Incentives - Standard                             | 262,202,631                    | 1.02                               | 266,168,127                     | 0.77         | 205,086,296                   |
| Business                              | Small Business                                    | 231,131,314                    | 0.96                               | 222,829,653                     | 0.97         | 216,199,143                   |
| Business                              | LED Streetlighting                                | 54,205,711                     | 1.00                               | 54,194,123                      | 0.86         | 46,856,560                    |
| Business                              | Industrial Systems                                | 45,507,649                     | 0.95                               | 43,225,396                      | 0.77         | 33,283,555                    |
| Business                              | Strategic Energy Management                       | 34,128,723                     | 1.00                               | 34,145,568                      | 1.00         | 34,145,568                    |
| Business                              | Non-residential New Construction                  | 30,070,482                     | 0.99                               | 29,881,254                      | 0.53         | 15,837,065                    |
| Business                              | Incentives - Custom                               | 29,764,062                     | 0.90                               | 26,935,745                      | 0.52         | 13,944,832                    |
| Business                              | RetroCommissioning                                | 25,781,470                     | 0.91                               | 23,364,353                      | 0.94         | 21,962,492                    |
| Business                              | Virtual Commissioning                             | 23,880,939                     | 0.94                               | 22,473,830                      | 1.00         | 22,473,830                    |
| Business                              | Industrial Energy Management                      | 10,597,231                     | 1.01                               | 10,668,396                      | 0.99         | 10,523,099                    |
| Business                              | Facility Assessments                              | 2,655,095                      | 0.88                               | 2,339,216                       | 0.94         | 2,198,863                     |
| Business                              | Subtotal  | 983,638,462                    | 1.02                               | 1,005,607,575                   | 0.82         | 828,139,608                   |
| Residential                           | Lighting Discount                                 | 281,013,394                    | 1.13                               | 318,243,559                     | 0.56         | 176,705,487                   |
| Residential                           | Appliance Rebates                                 | 58,199,834                     | 0.97                               | 56,668,076                      | 0.79         | 44,878,796                    |
| Residential                           | Single-Family Assessment                          | 17,325,734                     | 0.98                               | 16,921,456                      | 0.84         | 14,246,262                    |
| Residential                           | Multi-Family Assessments                          | 9,538,796                      | 0.98                               | 9,369,022                       | 0.87         | 8,121,286                     |
| Residential                           | Residential HVAC                                  | 6,140,953                      | 1.00                               | 6,141,696                       | 0.79         | 4,838,627                     |
| Residential                           | Residential Behavior                              | -                              |                                    | -                               |              | 105,968,421                   |
| Residential                           | Subtotal  | 372,218,710                    | 1.09                               | 407,343,808                     | 0.87         | 354,758,879                   |
| Income Eligible                       | Product Discounts - Lighting Discounts-IE         | 72,258,217                     | 1.15                               | 82,914,481                      | 0.85         | 70,353,290                    |
| Income Eligible                       | Product Discounts - Appliance Rebates-IE          | 7,989,776                      | 1.00                               | 7,999,926                       | 1.00         | 7,999,926                     |
| Income Eligible                       | Multi-Family Retrofits - IEMS                     | 4,350,903                      | 1.00                               | 4,369,191                       | 1.00         | 4,369,191                     |
| Income Eligible                       | Single-Family Retrofits - IHWAP                   | 1,983,801                      | 1.00                               | 1,979,150                       | 1.00         | 1,979,150                     |
| Income Eligible                       | Single-Family Retrofits - CBA                     | 11,716,234                     | 0.15                               | 1,801,107                       | 1.00         | 1,801,107                     |
| Income Eligible                       | Public Housing Retrofits                          | 1,384,896                      | 1.01                               | 1,404,776                       | 1.00         | 1,404,776                     |
| Income Eligible                       | Affordable Housing New Construction               | 1,363,000                      | 1.01                               | 1,374,420                       | 1.00         | 1,374,420                     |
| Income Eligible                       | Multi-Family Retrofits - IHWAP                    | 350,799                        | 0.99                               | 348,535                         | 1.00         | 348,535                       |
| Income Eligible                       | Subtotal  | 101,397,627                    | 1.01                               | 102,191,586                     | 0.88         | 89,630,395                    |
| Third Party                           | Food Bank-LED Distribution                        | 91,240,466                     | 1.19                               | 108,183,380                     | 1.00         | 108,183,380                   |
| Third Party                           | UIC-ERC Income Eligible Kits                      | 32,342,486                     | 1.11                               | 35,945,840                      | 1.00         | 35,945,840                    |
| Third Party                           | Business Telecomm                                 | 12,498,595                     | 0.99                               | 12,350,428                      | 0.80         | 9,883,056                     |
| Third Party                           | Agriculture                                       | 10,446,231                     | 0.97                               | 10,159,378                      | 0.80         | 8,127,502                     |
|                                       | Public Buildings in Distressed Communities        | 10,916,482                     | 0.83                               | 9,091,363                       | 0.00         | 8,818,622                     |
| Third Party Third Party               | Business Grocery                                  | 6,563,967                      | 1.06                               | 6,937,145                       | 0.97         | 6,729,031                     |
| · · · · · · · · · · · · · · · · · · · | Small Business Kits                               |                                | 0.82                               |                                 | 0.97         |                               |
| Third Party                           |   | 7,515,683                      | 1.23                               | 6,148,377                       |              | 5,953,315                     |
| Third Party                           | Elementary Energy Education  Non-Profit Retrofits | 4,519,834                      | 0.99                               | 5,543,705                       | 0.95<br>0.97 | 5,238,932<br>4,217,181        |
| Third Party                           | Subtotal  | 4,400,922<br>180.444.666       | 1.10                               | 4,347,609                       | 0.97         |                               |
| Third Party                           | Building Operator Certification                   | 100,444,000                    | 1.10                               | 198,707,224                     |              | 193,096,858                   |
| Pilots                                |   |                                | 4.00                               | 756,433                         | 0.80         | 605,146                       |
| Pilots                                | Water Infrastructure Leak Reduction               | 587,663                        | 1.00                               | 587,663                         | 0.80         | 470,131                       |
| Pilots                                | Upstream Commercial Food Service Equipmer         | 309,399                        | 1.13                               | 349,653                         | 0.80         | 279,722                       |
| Pilots                                | SEM Water Savings                                 | 313,596                        | 0.98                               | 307,653                         | 1.00         | 307,653                       |
| Pilots                                | Efficient Choice                                  | 474 400                        | 4.40                               | 278,151                         | 0.63         | 174,134                       |
| Pilots                                | Electric Homes New Construction                   | 171,166                        | 1.12                               | 192,185                         | 0.80         | 153,748                       |
| Pilots                                | ENERGY STAR Retail Products Platform              | -                              |                                    | -                               | 4-00-        | 1,268,111                     |
| Pilots                                | Subtotal  | 1,381,823                      | 1.79                               | 2,471,737                       | 1.32         | 3,258,645                     |
| Voltage Optimization                  | Voltage Optimization                              | 270,533,831                    | 1.00                               | 270,951,740                     | 1.00         | 270,951,740                   |
| Voltage Optimization                  | Subtotal  | 270,533,831                    | 1.00                               | 270,951,740                     | 1.00         | 270,951,740                   |
| Portfolio                             | Grand Total                                       | 1,909,615,119                  | 1.04                               | 1,987,273,672                   | 0.88         | 1,739,836,125                 |

Source: Evaluation team analysis



#### Table A-7. Energy Savings by Program – Total Electric + Gas

[Table 3-2 in the main body]

|                      | [Table 9-2                                 |                                |                                    |                                 |        |                               |
|----------------------|--|--------------------------------|------------------------------------|---------------------------------|--------|-------------------------------|
| Sector               | Program                                    | Ex Ante Gross<br>Savings (kWh) | Verified Gross<br>Realization Rate | Verified Gross<br>Savings (kWh) | NTG*   | Verified Net<br>Savings (kWh) |
| Business             | Incentives - Standard                      | 262,202,631                    | 1.22                               | 320,714,688                     | 0.76   | 243,268,889                   |
| Business             | Business Instant Discounts                 | 233,713,154                    | 1.15                               | 269,381,913                     | 0.76   | 205,628,306                   |
| Business             | Small Business                             | 231,313,235                    | 0.96                               | 223,011,574                     | 0.97   | 216,375,606                   |
| Business             | LED Streetlighting                         | 54,205,711                     | 1.00                               | 54,194,123                      | 0.86   | 46,856,560                    |
| Business             | Industrial Systems                         | 45,507,649                     | 0.95                               | 43,225,396                      | 0.77   | 33,283,555                    |
| Business             | Strategic Energy Management                | 34,128,723                     | 1.00                               | 34,145,568                      | 1.00   | 34,145,568                    |
| Business             | Non-residential New Construction           | 32,445,296                     | 0.99                               | 32,194,590                      | 0.53   | 17,063,133                    |
| Business             | Incentives - Custom                        | 29,764,062                     | 0.90                               | 26,935,745                      | 0.52   | 13,944,832                    |
| Business             | RetroCommissioning                         | 25,781,470                     | 0.91                               | 23,364,353                      | 0.94   | 21,962,492                    |
| Business             | Virtual Commissioning                      | 23,880,939                     | 0.94                               | 22,473,830                      | 1.00   | 22,473,830                    |
|                      | ·  |                                | 1.01                               |                                 |        |                               |
| Business             | Industrial Energy Management               | 10,597,231                     |                                    | 10,668,396                      | 0.99   | 10,523,099                    |
| Business             | Facility Assessments                       | 2,655,095                      | 0.88                               | 2,339,216                       | 0.94   | 2,198,863                     |
| Business             | Subtotal                                   | 986,195,196                    | 1.08                               | 1,062,649,392                   | 0.82   | 867,724,732                   |
| Residential          | Lighting Discount                          | 281,013,394                    | 1.13                               | 318,243,559                     | 0.56   | 176,705,487                   |
| Residential          | Appliance Rebates                          | 58,199,834                     | 0.97                               | 56,668,076                      | 0.79   | 44,878,796                    |
| Residential          | Single-Family Assessment                   | 17,325,734                     | 0.98                               | 16,921,456                      | 0.84   | 14,246,262                    |
| Residential          | Multi-Family Assessments                   | 9,538,796                      | 0.98                               | 9,369,022                       | 0.87   | 8,121,286                     |
| Residential          | Residential HVAC                           | 6,483,938                      | 1.00                               | 6,484,681                       | 0.79   | 5,140,454                     |
| Residential          | Residential Behavior                       | -                              |                                    | -                               |        | 105,968,421                   |
| Residential          | Subtotal                                   | 372,561,695                    | 1.09                               | 407,686,793                     | 0.87   | 355,060,706                   |
| Income Eligible      | Product Discounts - Lighting Discounts-IE  | 72,258,217                     | 1.15                               | 82,914,481                      | 0.85   | 70,353,290                    |
| Income Eligible      | Multi-Family Retrofits - IEMS              | 23,643,402                     | 1.00                               | 23,752,835                      | 1.00   | 23,752,835                    |
| Income Eligible      | Single-Family Retrofits - CBA              | 21,683,849                     | 0.54                               | 11,797,710                      | 1.00   | 11,797,710                    |
| Income Eligible      | Product Discounts - Appliance Rebates-IE   | 7,989,776                      | 1.00                               | 7,999,926                       | 1.00   | 7,999,926                     |
| Income Eligible      | Public Housing Retrofits                   | 3,094,099                      | 1.03                               | 3,188,733                       | 1.00   | 3,188,733                     |
| Income Eligible      | Single-Family Retrofits - IHWAP            | 3,150,274                      | 1.00                               | 3,145,645                       | 1.00   | 3,145,645                     |
| Income Eligible      | Multi-Family Retrofits - IHWAP             | 1,637,188                      | 0.97                               | 1,596,089                       | 1.00   | 1,596,089                     |
| Income Eligible      | Affordable Housing New Construction        | 1,363,000                      | 1.01                               | 1,374,420                       | 1.00   | 1,374,420                     |
| Income Eligible      | Subtotal                                   | 134,819,805                    | 1.01                               | 135,769,839                     | 0.91   | 123,208,648                   |
| Third Party          | Food Bank-LED Distribution                 | 91,240,466                     | 1.40                               | 127,326,444                     | 1.00   | 127,326,444                   |
| Third Party          | UIC-ERC Income Eligible Kits               | 32,342,486                     | 1.64                               | 52,883,831                      | 1.00   | 52,883,831                    |
| Third Party          | Business Telecomm                          | 12,498,595                     | 0.99                               | 12,350,428                      | 0.80   | 9,883,056                     |
| Third Party          | Agriculture                                | 10,446,231                     | 0.97                               | 10,159,378                      | 0.80   | 8,127,502                     |
| Third Party          | Public Buildings in Distressed Communities | 10,916,482                     | 0.83                               | 9,091,363                       | 0.97   | 8,818,622                     |
| Third Party          | Business Grocery                           | 7,074,047                      | 1.05                               | 7,447,225                       | 0.97   | 7,223,808                     |
| Third Party          | Small Business Kits                        | 7,515,683                      | 0.82                               | 6,148,377                       | 0.97   | 5,953,315                     |
| Third Party          | Elementary Energy Education                | 4,519,834                      | 1.23                               | 5,543,705                       | 0.95   | 5,238,932                     |
| Third Party          | Non-Profit Retrofits                       | 4,400,922                      | 0.99                               | 4,347,609                       | 0.97   | 4,217,181                     |
| Third Party          | Subtotal                                   | 180,954,745                    | 1.30                               | 235,298,360                     | 0.98   | 229,672,691                   |
| Pilots               | Building Operator Certification            | -                              |                                    | 756,433                         | 0.80   | 605,146                       |
| Pilots               | Water Infrastructure Leak Reduction        | 587,663                        | 1.00                               | 587,663                         | 0.80   | 470,131                       |
| Pilots               | Upstream Commercial Food Service Equipmer  | 309,399                        | 1.13                               | 349,653                         | 0.80   | 279,722                       |
| Pilots               | SEM Water Savings                          | 313,596                        | 0.98                               | 307,653                         | 1.00   | 307,653                       |
| Pilots               | Efficient Choice                           | -                              |                                    | 278,151                         | 0.63   | 174,134                       |
| Pilots               | Electric Homes New Construction            | 171,166                        | 1.12                               | 192,185                         | 0.80   | 153,748                       |
| Pilots               | ENERGY STAR Retail Products Platform       | -                              |                                    | -                               |        | 1,268,111                     |
| Pilots               | Subtotal                                   | 1,381,823                      | 1.79                               | 2,471,737                       | 1.32   | 3,258,645                     |
| Voltage Optimization | Voltage Optimization                       | 270,533,831                    | 1.00                               | 270,951,740                     | 1.00   | 270,951,740                   |
| Voltage Optimization | Subtotal                                   | 270,533,831                    | 1.00                               | 270,951,740                     | 1.00   | 270,951,740                   |
| Portfolio            | Grand Total                                | 1,946,447,096                  | 1.09                               | 2,114,827,862                   | 0.87   | 1,849,877,162                 |
| Course: Evaluation   |  | 1,040,441,000                  | 1.00                               | <u> </u>                        | - 0.01 | 1,040,011,102                 |

Source: Evaluation team analysis



#### Table A-8. Summer Peak Demand Savings by Program

[Table 3-4 in the main body]

|                      | Liuo                                       |                               | nam boay                           |                                |      |                              |
|----------------------|--|-------------------------------|------------------------------------|--------------------------------|------|------------------------------|
| Sector               | Program                                    | Ex Ante Gross Savings<br>(KW) | Verified Gross<br>Realization Rate | Verified Gross Savings<br>(KW) | NTG* | Verified Net Savings<br>(KW) |
|                      |  | · · · ·                       |                                    | . ,                            |      | · · ·                        |
| Business             | Business Instant Discounts                 | 53,261                        | 1.15                               | 61,393                         | 0.76 | 46,863                       |
| Business             | Incentives - Standard                      | 44,097                        | 1.02                               | 44,937                         | 0.78 | 35,173                       |
| Business             | Small Business                             | 44,838                        | 1.00                               | 44,834                         | 0.97 | 43,495                       |
| Business             | Industrial Systems                         | 6,504                         | 0.93                               | 6,063                          | 0.78 | 4,729                        |
| Business             | Non-residential New Construction           | 4,470                         | 0.98                               | 4,400                          | 0.53 | 2,332                        |
| Business             | Incentives - Custom                        | 5,628                         | 0.57                               | 3,213                          | 0.50 | 1,617                        |
| Business             | RetroCommissioning                         | 1,965                         | 1.04                               | 2,041                          | 0.94 | 1,919                        |
| Business             | Virtual Commissioning                      | -                             | -                                  | 1,455                          | 1.00 | 1,455                        |
| Business             | LED Streetlighting                         | -                             | -                                  | 14                             | 0.81 | 12                           |
| Business             | Facility Assessments                       | -                             | -                                  | -                              | -    | -                            |
| Business             | Industrial Energy Management               | -                             | -                                  | -                              | -    | -                            |
| Business             | Strategic Energy Management                | -                             | -                                  | -                              | -    | -                            |
| Business             | Subtotal                                   | 160,762                       | 1.05                               | 168,350                        | 0.82 | 137,594                      |
| Residential          | Lighting Discount                          | -                             | -                                  | 42,498                         | 0.55 | 23,326                       |
| Residential          | Appliance Rebates                          | 12,934                        | 0.98                               | 12,663                         | 0.78 | 9,861                        |
| Residential          | Residential HVAC                           | 2,461                         | 1.00                               | 2,464                          | 0.79 | 1,956                        |
| Residential          | Single-Family Assessment                   | 2,401                         | 0.99                               | 2,371                          | 0.84 | 1,991                        |
| Residential          | Multi-Family Assessments                   | 1,027                         | 1.00                               | 1,031                          | 0.88 | 903                          |
| Residential          | Residential Behavior                       | -                             | -                                  | -                              | -    | 18,290                       |
| Residential          | Subtotal                                   | 18,823                        | 3.24                               | 61,027                         | 0.92 | 56,327                       |
| Income Eligible      | Product Discounts - Lighting Discounts-IE  | -                             | -                                  | 10,855                         | 0.84 | 9,158                        |
| Income Eligible      | Product Discounts - Appliance Rebates-IE   | 1,386                         | 1.00                               | 1,386                          | 1.00 | 1,386                        |
| Income Eligible      | Single-Family Retrofits - CBA              | 774                           | 0.92                               | 712                            | 1.00 | 712                          |
| Income Eligible      | Single-Family Retrofits - IHWAP            | 610                           | 1.00                               | 611                            | 1.00 | 611                          |
| Income Eligible      | Multi-Family Retrofits - IEMS              | 570                           | 0.83                               | 475                            | 1.00 | 475                          |
| Income Eligible      | Affordable Housing New Construction        | 206                           | 0.97                               | 199                            | 1.00 | 199                          |
| Income Eligible      | Public Housing Retrofits                   | 163                           | 1.05                               | 170                            | 1.00 | 170                          |
| Income Eligible      | Multi-Family Retrofits - IHWAP             | 72                            | 0.98                               | 70                             | 1.00 | 70                           |
| Income Eligible      | Subtotal                                   | 3,781                         | 3.83                               | 14,479                         | 0.88 | 12,782                       |
| Third Party          | Food Bank-LED Distribution                 | 10,788                        | 1.19                               | 12,824                         | 1.00 | 12,824                       |
| Third Party          | UIC-ERC Income Eligible Kits               | 3,924                         | 1.08                               | 4,248                          | 1.00 | 4,248                        |
| Third Party          | Public Buildings in Distressed Communities | 3,230                         | 0.85                               | 2,745                          | 0.97 | 2,663                        |
| Third Party          | Agriculture                                | 2,078                         | 0.95                               | 1,966                          | 0.80 | 1,573                        |
| Third Party          | Business Telecomm                          | 1,435                         | 1.00                               | 1,438                          | 0.80 | 1,150                        |
| Third Party          | Small Business Kits                        | 1,478                         | 0.83                               | 1,222                          | 0.96 | 1,176                        |
| Third Party          | Non-Profit Retrofits                       | 1,052                         | 0.92                               | 964                            | 0.97 | 935                          |
| Third Party          | Business Grocery                           | 682                           | 1.04                               | 709                            | 0.97 | 688                          |
| Third Party          | Elementary Energy Education                | 489                           | 1.18                               | 579                            | 0.93 | 540                          |
| Third Party          | Subtotal                                   | 25,156                        | 1.06                               | 26,695                         | 0.97 | 25,796                       |
| Pilots               | Building Operator Certification            | -                             | -                                  | 83                             | 0.80 | 67                           |
| Pilots               | Efficient Choice                           | -                             | _                                  | 52                             | 0.62 | 33                           |
| Pilots               | Upstream Commercial Food Service Equipment | 40                            | 1.13                               | 45                             | 0.80 | 36                           |
| Pilots               | Electric Homes New Construction            | 14                            | 1.10                               | 15                             | 0.80 | 12                           |
| Pilots               | ENERGY STAR Retail Products Platform       | -                             | -                                  | -                              | -    | 163                          |
| Pilots               | SEM Water Savings                          |                               |                                    |                                |      | -                            |
| Pilots               | Water Infrastructure Leak Reduction        |                               |                                    |                                |      |                              |
| Pilots               | Subtotal                                   | 53                            | 3.67                               | 196                            | 1.58 | 311                          |
| Voltage Optimization |  | 52,308                        | 1.00                               | 52,535                         | 1.00 | 52,535                       |
| Voltage Optimization | Voltage Optimization Subtotal              | 52,308                        | 1.00                               | 52,535                         | 1.00 | 52,535                       |
|                      |  |                               |                                    | ·                              |      |                              |
| Portfolio            | Grand Total                                | 260,884                       | 1.24                               | 323,281                        | 0.88 | 285,345                      |

Source: Evaluation team analysis



Table A-9. Comparing Electric Net Goals to Actual Achieved by CY2021 Program

[Table 3-5 in the main body]

|                                 | Liani  |  | illalli bou                              |   |                                    |  |
|---------------------------------|--|--|--|---|------------------------------------|--|
| Sector                          | Program  | Verified Net Electric<br>Savings (kWh) | 2021 Original Plan<br>Savings Goal (kWh) | Implementation Plan<br>Savings Goal (kWh) | Verified Net over<br>Original Plan | Verified Net over<br>Implementation Plan |
| Business                        | Small Business                                 | 216,199,143                            | 167,663,578                              | 196,000,000                               | 1.29                               | 1.10                                     |
| Business                        | Incentives - Standard                          | 205,086,296                            | -  | 15,752,988                                |                                    | 13.02                                    |
| Business                        | Business Instant Discounts                     | 174,827,945                            | 195,530,914                              | 174,162,854                               | 0.89                               | 1.00                                     |
| Business                        | LED Streetlighting                             | 46,856,560                             | 67,180,170                               | 50,938,753                                | 0.70                               | 0.92                                     |
| Business                        | Strategic Energy Management                    | 34,145,568                             | 27,977,500                               | 33,000,000                                | 1.22                               | 1.03                                     |
| Business                        | Industrial Systems                             | 33,283,555                             | 29,159,582                               | 46,700,000                                | 1.14                               | 0.71                                     |
| Business                        | Virtual Commissioning                          | 22,473,830                             | -  | -   |                                    |  |
| Business                        | RetroCommissioning                             | 21,962,492                             | 61,113,567                               | 44,523,777                                | 0.36                               | 0.49                                     |
| Business                        | Non-residential New Construction               | 15,837,065                             | 31,670,883                               | 14,667,000                                | 0.50                               | 1.08                                     |
| Business                        | Incentives - Custom                            | 13,944,832                             | -  | 191,120,316                               |                                    | 0.07                                     |
| Business                        | Industrial Energy Management                   | 10,523,099                             |  | -   |                                    |  |
| Business                        | Facility Assessments                           | 2,198,863                              | 1,654,145                                | 3,428,838                                 | 1.33                               | 0.64                                     |
| Business                        | Subtotal                                       | 797,339,248                            | 581,950,340                              | 770,294,526                               | 1.37                               | 1.04                                     |
| Residential                     | Lighting Discount                              | 155,699,629                            | 91,176,496                               | 146,768,600                               | 1.71                               | 1.06                                     |
| Residential                     | Residential Behavior                           | 105,968,421                            | 106,471,000                              | 82,567,000                                | 1.00                               | 1.28                                     |
| Residential                     | Appliance Rebates                              | 44,878,796                             | 33,862,940                               | 23,256,306                                | 1.33                               | 1.93                                     |
| Residential                     | Single-Family Assessment                       | 14,246,262                             | 15,066,644                               | 17,359,000                                | 0.95                               | 0.82                                     |
| Residential                     | Multi-Family Assessments                       | 8,121,286                              | 6,843,575                                | 9,117,167                                 | 1.19                               | 0.89                                     |
| Residential                     | Residential HVAC                               | 4,838,627                              | 9,816,000                                | 3,573,601                                 | 0.49                               | 1.35                                     |
| Residential                     | Subtotal                                       | 333,753,021                            | 263,236,655                              | 282,641,674                               | 1.27                               | 1.18                                     |
| Income Eligible                 | Product Discounts - [Lighting Discounts +Appli | 67,707,554                             | 15,196,603                               | 66,518,485                                | 4.46                               | 1.02                                     |
| •                               | Multi-Family Retrofits - IEMS + IHWAP          | 4,717,726                              | 4,111,133                                | 5,513,479                                 | 1.15                               | 0.86                                     |
| Income Eligible Income Eligible | Single Family Retrofits - CBA + IHWAP          | 3,780,257                              | 6,837,748                                | 3,448,414                                 | 0.55                               | 1.10                                     |
| •                               | ,  |  | 1,538,944                                |   | 0.91                               | 0.64                                     |
| Income Eligible                 | Public Housing Retrofits                       | 1,404,776                              |  | 2,187,000                                 | 0.91                               | 0.64                                     |
| Income Eligible                 | Affordable Housing New Construction            | 1,374,420                              | 1,630,878                                | 1,422,830                                 | 2.69                               | 1.00                                     |
| Income Eligible                 | Subtotal                                       | 78,984,734                             | 29,315,307                               | 79,090,209                                | 2.09                               |  |
| Third Party                     | Food Bank-LED Distribution                     | 91,190,056                             | -  | 89,473,000                                |                                    | 1.02                                     |
| Third Party                     | UIC-ERC Income Eligible Kits                   | 32,807,229                             |  | 30,538,560                                |                                    | 1.07                                     |
| Third Party                     | Business Telecomm                              | 9,883,056                              |  | 8,357,228                                 |                                    | 1.18                                     |
| Third Party                     | Public Buildings in Distressed Communities     | 8,818,622                              | -  | 15,261,879                                |                                    | 0.58                                     |
| Third Party                     | Agriculture                                    | 8,127,502                              | -  | 8,849,912                                 |                                    | 0.92                                     |
| Third Party                     | Business Grocery                               | 6,729,031                              | -  | 5,013,502                                 |                                    | 1.34                                     |
| Third Party                     | Small Business Kits                            | 4,550,554                              |  | 7,289,755                                 |                                    | 0.62                                     |
| Third Party                     | Elementary Energy Education                    | 4,359,185                              | 1,377,478                                | 7,446,419                                 | 3.16                               | 0.59                                     |
| Third Party                     | Non-Profit Retrofits                           | 4,217,181                              | -  | 3,935,666                                 |                                    | 1.07                                     |
| Third Party                     | Subtotal                                       | 170,682,416                            | 1,377,478                                | 176,165,921                               | 123.91                             | 0.97                                     |
| Pilots                          | ENERGY STAR Retail Products Platform           | 1,268,111                              | -  | •   |                                    |  |
| Pilots                          | Building Operator Certification                | 605,146                                |  | -   |                                    |  |
| Pilots                          | Water Infrastructure Leak Reduction            | 470,131                                | -  |   |                                    |  |
| Pilots                          | SEM Water Savings                              | 307,653                                |  |   |                                    |  |
| Pilots                          | Upstream Commercial Food Service Equipmer      | 279,722                                | -  |   |                                    |  |
| Pilots                          | Efficient Choice                               | 174,134                                | -  |   |                                    |  |
| Pilots                          | Electric Homes New Construction                | 153,748                                | -  | -   |                                    |  |
| Pilots                          | Subtotal                                       | 3,258,645                              | -  | •   |                                    |  |
| Voltage Optimization            | Voltage Optimization                           | 270,951,740                            | 260,000,000                              | 263,833,000                               | 1.04                               | 1.03                                     |
| Voltage Optimization            | Subtotal                                       | 270,951,740                            | 260,000,000                              | 263,833,000                               | 1.04                               | 1.03                                     |
| Other                           | Lighting Carryover                             | 84,866,323                             | -  | 20,000,000                                |                                    | 4.24                                     |
|                                 | Therm Conversion                               | 110,041,036                            | 110,160,000                              | 110,041,000                               | 1.00                               | 1.00                                     |
| Portfolio                       | Grand Total                                    | 1,849,877,162                          | 1,246,039,779*                           | 1,702,066,329                             | 1.48                               | 1.09                                     |

<sup>\*</sup> Note: Goals values are from the ComEd - CY2021 Q4 Statewide Quarterly Report; ICC approved plan compliance filing (Commission's Final Order approving the EE Plan. For Section 8-104 programs); evaluation team analysis. The file does not split the original plan goal for the Incentive- Standard and Custom programs except the implementation goal. The combined program original plan goal is 307,391 MWh (see Table 3-5) which when added to this table produce a total of 1,553,431 MWh original plan savings goal.

Source: Evaluation team analysis



# A.3 Lifetime Savings and Total Resource Cost Savings Summary

Table A-10. Verified First Year and Lifetime Savings and Acquisition Costs – Electric Only

[Table 5-1 in the main body]

| [Table 5-1 in the main body] |  |                                    |   |  |      |   |         |                                 |   |   |               |                         |                               |
|------------------------------|--|------------------------------------|---|--|------|---|---------|---------------------------------|---|---|---------------|-------------------------|-------------------------------|
| Sector                       | ComEd CY2021 Program   | Verified Gross<br>Realization Rate | First Year Annual Energy<br>Savings (kWh) - Gross | First Year Peak Demand<br>Savings (kW) - Gross | NTG* | First Year Annual Energy F<br>Savings (kWh) - Net |         | Lifetime Savings<br>(kWh) - Net | First Year Cost per First Fi<br>year Net Annual Savings | rst Year Cost per Net<br>Lifetime Savings P | Program Costs | Units# Units Definition | Weighted Average Measure Life |
| Business                     | Business Instant Discounts                                       | 1.15                               | 269,381,913                                       | 61,393   | 0.76 | 205,628,306                                       | 46,863  | 2,046,609,042                   | 0.07  | 0.01  | 15,209,493    | 2,204,037 Lamps         | 11.2                          |
| Business                     | Incentives - Standard  | 1.02                               | 266,168,127                                       | 44,937   | 0.77 | 205,086,296                                       | 35,173  | 2,668,928,313                   | 0.03  | 0.00  | 5,183,834     | 3,232 Projects          | 13.8                          |
| Business                     | Small Business   | 0.96                               | 222,829,653                                       | 44,834   | 0.97 | 216,199,143                                       | 43,495  | 2,476,947,097                   | 0.30  | 0.03  | 64,676,952    | 6,909 Projects          | 12.5                          |
| Business                     | LED Streetighting  | 1.00                               | 54,194,123  | 14   | 0.86 | 46,856,560  | 12      | 897,929,010                     | 0.41  | 0.02  | 19,211,600    | 69,224 Lamps            | 20.0                          |
| Business                     | Industrial Systems   | 0.95                               | 43,225,396  | 6,063  | 0.77 | 33,283,555  | 4,729   | 267,711,516                     | 0.31  | 0.04  | 10,174,699    | 343 Measures            | 8.0                           |
| Business                     | Strategic Energy Management                                      | 1.00                               | 34,145,568  |  | 1.00 | 34,145,568  |         | 239,018,974                     | 0.13  | 0.02  | 4,389,200     | 169 Projects            | 7.0                           |
| Business                     | Non-residential New Construction                                 | 0.99                               | 29,881,254  | 4,400  | 0.53 | 15,837,065  | 2,332   | 275,564,929                     | 0.34  | 0.02  | 5,392,398     | 88 Projects             | 17.4                          |
| Business                     | Incentives - Custom  | 0.90                               | 26,935,745  | 3,213  | 0.52 | 13,944,832  | 1,617   | 212,632,591                     | 3.40  | 0.22  | 47,388,731    | 149 Projects            | 15.9                          |
| Business                     | RetroCommissioning   | 0.91                               | 23,364,353  | 2,041  | 0.94 | 21,962,492  | 1,919   | 185,969,448                     | 0.54  | 0.06  | 11,858,789    | 104 Projects            | 8.5                           |
| Business                     | Virtual Commissioning  | 0.94                               | 22,473,830  | 1,455  | 1.00 | 22,473,830  | 1,455   | 164,058,958                     |   |   |               | 174 Projects            | 7.3                           |
| Business                     | Industrial Energy Management                                     | 1.01                               | 10,668,396  |  | 0.99 | 10,523,099  |         | 58,297,181                      |   |   |               | 40 Measures             | 5.7                           |
| Business                     | Facility Assessments   | 0.88                               | 2,339,216   |  | 0.94 | 2,198,863   |         | 8,602,947                       | 0.57  | 0.15  | 1,258,061     | 81 Measures             | 3.9                           |
| Business                     | Subtotal   | 1.02                               | 1,005,607,575                                     | 168,350  | 0.82 | 828,139,608                                       | 137,594 | 9,502,270,006                   | 0.22  | 0.02  | 184,743,757   | 2,284,550               | 12.5                          |
| Residential                  | Lighting Discount  | 1.13                               | 318,243,559                                       | 42,498   | 0.56 | 176,705,487                                       | 23,326  | 1,431,751,246                   | 0.11  | 0.01  | 19,463,046    | 6,206,395 Lamps         | 10.9                          |
| Residential                  | Appliance Rebates  | 0.97                               | 56,668,076  | 12,663   | 0.79 | 44,878,796  | 9,861   | 451,471,934                     | 0.31  | 0.03  | 14,092,824    | 428,717 Measures        | 10.1                          |
| Residential                  | Single-Family Assessment   | 0.98                               | 16,921,456  | 2,371  | 0.84 | 14,246,262  | 1,991   | 100,823,486                     | 0.37  | 0.05  | 5,334,185     | 417,559 Measures        | 9.7                           |
| Residential                  | Multi-Family Assessments   | 0.98                               | 9,369,022   | 1,031  | 0.87 | 8,121,286   | 903     | 60,268,959                      | 0.51  | 0.07  | 4,123,105     | 85,431 Measures         | 8.1                           |
| Residential                  | Residential HVAC   | 1.00                               | 6,141,696   | 2,464  | 0.79 | 4,838,627   | 1,956   | 69,662,297                      | 0.58  | 0.04  | 2,797,451     | 10,249 Measures         | 16.2                          |
| Residential                  | Residential Behavior   |                                    |   |  |      | 105,968,421                                       | 18,290  | 262,365,944                     | 0.05  | 0.02  | 5,622,890     | 1,920,154 Households    | 5.0                           |
| Residential                  | Subtotal   | 1.09                               | 407,343,808                                       | 61,027   | 0.87 | 354,758,879                                       | 56,327  | 2,376,343,864                   | 0.14  | 0.02  | 51,433,501    | 9,068,505               | 10.7                          |
| Income Eligible              | Product Discounts - [Lighting Discounts +Appliance Rebates - IE] | 1.13                               | 90,914,407  | 12,240   | 0.86 | 78,353,216  | 10,543  | 655,072,777                     | 0.10  | 0.01  | 7,832,693     | 2,389,875 Measures      | 10.2                          |
| Income Eligible              | Multi-Family Retrofits - IEMS + IHWAP                            | 1.00                               | 4,717,726   | 545  | 1.00 | 4,717,726   | 545     | 54,259,017                      | 2.26  | 0.20  | 10,651,330    | 892 Projects            | 17.4                          |
| Income Eligible              | Single Family Retrofits - CBA + IHWAP                            | 0.28                               | 3,780,257   | 1,323  | 1.00 | 3,780,257   | 1,323   | 51,257,133                      | 3.25  | 0.24  | 12,279,893    | 14,884 Projects         | 17.7                          |
| Income Eligible              | Public Housing Retrofits   | 1.01                               | 1,404,776   | 170  | 1.00 | 1,404,776   | 170     | 11,061,400                      | 1.19  | 0.15  | 1,675,884     | 135 Projects            | 7.3                           |
| Income Eligible              | Affordable Housing New Construction                              | 1.01                               | 1,374,420   | 199  | 1.00 | 1,374,420   | 199     | 21,211,557                      | 1.38  | 0.09  | 1,892,528     | 623 Households          | 15.4                          |
| Income Eligible              | Subtotal   | 1.01                               | 102,191,586                                       | 14,479   | 0.88 | 89,630,395  | 12,782  | 792,861,883                     | 0.38  | 0.04  | 34,332,328    | 2,406,409               | 10.8                          |
| Third Party                  | Food Bank-LED Distribution                                       | 1.19                               | 108,183,380                                       | 12,824   | 1.00 | 108,183,380                                       | 12,824  | 1,007,322,240                   | 0.07  | 0.01  | 7,357,187     | 2,817,014 Lamps         | 11.6                          |
| Third Party                  | UIC-ERC Income Eligible Kits                                     | 1.11                               | 35,945,840  | 4,248  | 1.00 | 35,945,840  | 4,248   | 319,971,254                     | 0.14  | 0.02  | 5,156,300     | 840,000 Measures        | 9.6                           |
| Third Party                  | Business Telecomm  | 0.99                               | 12,350,428  | 1,438  | 0.80 | 9,883,056   | 1,150   | 106,450,699                     | 0.29  | 0.03  | 2,817,832     | 70 Projects             | 10.8                          |
| Third Party                  | Agriculture  | 0.97                               | 10,159,378  | 1,966  | 0.80 | 8,127,502   | 1,573   | 107,553,247                     | 0.37  | 0.03  | 2,994,109     | 234 Projects            | 14.3                          |
| Third Party                  | Public Buildings in Distressed Communities                       | 0.83                               | 9,091,363   | 2,745  | 0.97 | 8,818,622   | 2,663   | 127,861,084                     | 0.15  | 0.01  | 1,306,422     | 84,549 Measures         | 14.8                          |
| Third Party                  | Business Grocery   | 1.06                               | 6,937,145   | 709  | 0.97 | 6,729,031   | 688     | 87,227,790                      | 0.36  | 0.03  | 2,403,735     | 149 Measures            | 13.1                          |
| Third Party                  | Small Business Kits  | 0.82                               | 6,148,377   | 1,222  | 0.97 | 5,953,315   | 1,176   | 35,921,124                      | 0.29  | 0.05  | 1,743,180     | 74,916 Measures         | 7.2                           |
| Third Party                  | Elementary Energy Education                                      | 1.23                               | 5,543,705   | 579  | 0.95 | 5,238,932   | 540     | 44,443,348                      | 0.14  | 0.02  | 741,944       | 299,530 Measures        | 9.4                           |
| Third Party                  | Non-Profit Retrofits   | 0.99                               | 4,347,609   | 964  | 0.97 | 4,217,181   | 935     | 53,868,283                      | 0.52  | 0.04  | 2,195,809     | 16,889 Measures         | 13.6                          |
| Third Party                  | Subtotal   | 1.10                               | 198,707,224                                       | 26,695   | 0.97 | 193,096,858                                       | 25,796  | 1,890,619,069                   | 0.14  | 0.01  | 26,716,517    | 4,133,351               | 11.4                          |
| Pilots                       | Building Operator Certification                                  |                                    | 756,433   | 83   | 0.80 | 605,146   | 67      | 6,172,493                       | 0.18  | 0.02  | 110,216       | 9 Participants          | 10.2                          |
| Pilots                       | Water Infrastructure Leak Reduction                              | 1.00                               | 587,663   |  | 0.80 | 470,131   |         | 13,711,511                      | 0.99  | 0.03  | 465,653       | 90 Measures             | 29.2                          |
| Pilots                       | Upstream Commercial Food Service Equipment                       | 1.13                               | 349,653   | 45   | 0.80 | 279,722   | 36      | 3,671,853                       | 0.60  | 0.05  | 168,908       | 90 Measures             | 13.1                          |
| Pilots                       | SEM Water Savings  | 0.98                               | 307,653   |  | 1.00 | 307,653   |         | 1,567,597                       | 0.62  | 0.12  | 191,458       | 6 Participants          | 5.1                           |
| Pilots                       | Efficient Choice   |                                    | 278,151   | 52   | 0.63 | 174,134   | 33      | 2,775,188                       | 0.60  | 0.04  | 103,750       | 46,826 Measures         | 15.9                          |
| Pilots                       | Electric Homes New Construction                                  | 1.12                               | 192,185   | 15   | 0.80 | 153,748   | 12      | 2,319,002                       | 1.82  | 0.12  | 279,088       | 18 Participants         | 15.1                          |
| Pilots                       | ENERGY STAR Retail Products Platform                             |                                    |   |  |      | 1,268,111   | 163     | 17,753,557                      | 0.92  | 0.07  | 1,160,695     | 112,032 Measures        | 14.0                          |
| Pilots                       | Subtotal   | 1.79                               | 2,471,737   | 196  | 1.32 | 3,258,645   | 311     | 47,971,203                      | 0.76  | 0.05  | 2,479,768     | 159,071                 | 15.6                          |
| Voltage Optimization         | Voltage Optimization   | 1.00                               | 270,951,740                                       | 52,535   | 1.00 | 270,951,740                                       | 52,535  | 4,064,276,100                   |   |   |               | 530 Feeders             | 15.0                          |
| Voltage Optimization         | Subtotal   | 1.00                               | 270,951,740                                       | 52,535   | 1.00 | 270,951,740                                       | 52,535  | 4,064,276,100                   | :   | · · ·                                       | -             | 530                     | 15.0                          |
| Portfolio                    | Grand Total  |                                    | 1,987,273,672                                     | 323,281  |      | 1,739,836,126                                     | 285,345 | 18,674,342,124                  | 0.17  | 0.02  | 299,705,871   | 18,055,797              | 12.1                          |

Source: Evaluation team analysis



#### **Table A-11. Total Resource Cost Savings Summary**

[Table 5-2 in the main body]

| [ruble of 2 in the main body] |  |        |   |  |  |  |                                 |                                    |           |            |      |  |  |  |  |                                |                                 |
|-------------------------------|--|--------|---|--|--|--|---------------------------------|------------------------------------|-----------|------------|------|--|--|--|--|--------------------------------|---------------------------------|
| Sector                        | Program                                    |        | Verified Gross Electric<br>Energy Savings (kWh) | Verified Gross Peak<br>Demand Reduction (kW) | Verified Gross Gas<br>Savings (Therms) | Gross Secondary Savings<br>due to Water Reduction<br>(kWh) | Gross Heating<br>Penalty (kWh)* | Gross Heating<br>Penalty (Therms)† | NTG (kWh) | NTG (kW) N |      | Verified Net Electric<br>nergy Savings (kWh) Demai | Verified Net Peak<br>nd Reduction (kW) | Verified Net Gas Net Savings (Therms) to | Secondary Savings due<br>Water Reduction (kWh) | Net Heating<br>Penalty (kWh) P | Net Heating<br>Penalty (Therms) |
| Business                      | Business Instant Discounts                 | 11.2   | 269,381,913                                     | 61,393                                       |  |  | -                               | (3,713,626.69)                     | 0.76      | 0.76       | -    | 205,628,306  | 46,863                                 | -  |  | -                              | (2,833,444)                     |
| Business                      | Incentives - Standard                      | 13.8   | 266,167,845                                     | 44,937                                       | 2,999,487                              | 282  | -                               | (1,179,092.76)                     | 0.77      | 0.78       | 0.70 | 205,086,099  | 35,173                                 | 2,099,641                                | 198  | -                              | (943,274)                       |
| Business                      | Small Business                             | 12.5   | 222,815,491                                     | 44,834                                       | 367,704                                | 14,162   | (8,311,759.25)                  | (2,314,711.87)                     | 0.97      | 0.97       | 0.98 | 216,185,405  | 43,495                                 | 360,050                                  | 13,738   | (8,062,406)                    | (2,245,271)                     |
| Business                      | LED Streetlighting                         | 20.0   | 54,194,123                                      | 14   |  | -  | -                               | -                                  | 0.86      | 0.81       |      | 46,856,560   | 12                                     | -  | -  | -                              |                                 |
| Business                      | Industrial Systems                         | 8.0    | 43,225,396                                      | 6,063  |  |  |                                 |                                    | 0.77      | 0.78       | -    | 33,283,555   | 4,729                                  |  |  | -                              | -                               |
| Business                      | Strategic Energy Management                | 7.0    | 34,145,568                                      | -  |  | -  | -                               | -                                  | 1.00      | -          |      | 34,145,568   | -                                      | -  | -  | -                              |                                 |
| Business                      | Non-residential New Construction           | 17.4   | 29,863,565                                      | 4,400  | 78,927                                 | 17,690   | (617,475.13)                    | (77,779.19)                        | 0.53      | 0.53       | 0.53 | 15,827,689   | 2,332                                  | 41,831                                   | 9,375  | (327,262)                      | (41,223)                        |
| Business                      | Incentives - Custom                        | 15.9   | 26,935,745                                      | 3,213  |  |  | -                               | (12,394.00)                        | 0.52      | 0.50       | -    | 13,944,832   | 1,617                                  | -  | -  | -                              | (6,321)                         |
| Business                      | RetroCommissioning                         | 8.5    | 23,364,353                                      | 2,041  | 68,573                                 |  | -                               | -                                  | 0.94      | 0.94       | 0.94 | 21,962,492   | 1,919                                  | 64,459                                   |  | -                              | -                               |
| Business                      | Virtual Commissioning                      | 7.3    | 22,473,830                                      | 1,455  |  | -  | -                               | -                                  | 1.00      | 1.00       |      | 22,473,830   | 1,455                                  | -  | -  | -                              |                                 |
| Business                      | Industrial Energy Management               | 5.7    | 10,668,396                                      | -  |  | -  | -                               | -                                  | 0.99      | -          | -    | 10,523,099   | -                                      | -  | -  | -                              | -                               |
| Business                      | Facility Assessments                       | 3.9    | 2,339,216                                       | -  | 16,774                                 |  | -                               | -                                  | 0.94      | -          | 0.94 | 2,198,863  | -                                      | 15,768                                   | -  | -                              | -                               |
| Residential                   | Lighting Discount                          | 10.9   | 318,243,559                                     | 42,498                                       |  |  | -                               | (7,360,519.35)                     | 0.56      | 0.55       | -    | 176,705,487  | 23,326                                 | -  | -  | -                              | (4,047,315)                     |
| Residental                    | Appliance Rebates                          | 10.1   | 56,476,826                                      | 12,663                                       | 6,344,294                              | 191,250  | -                               | -                                  | 0.79      | 0.78       | 0.89 | 44,758,309   | 9,861                                  | 5,675,167                                | 120,488  | -                              | -                               |
| Residential                   | Single-Family Assessment                   | 9.7    | 16,918,413                                      | 2,371  |  | 3,042  | (249,048.61)                    | (299,660.39)                       | 0.84      | 0.84       |      | 14,243,097   | 1,991                                  | -  | 3,164  | (209,201)                      | (251,715)                       |
| Residential                   | Multi-Family Assessments                   | 8.1    | 9,316,945                                       | 1,031  |  | 52,077   | (136,848.15)                    | (46,902.66)                        | 0.87      | 0.88       |      | 8,067,647  | 903                                    | -  | 53,639   | (109,645)                      | (39,867)                        |
| Residental                    | Residential HVAC                           | 16.2   | 6,141,696                                       | 2,464  | 248,389                                |  | -                               | -                                  | 0.79      | 0.79       | 0.90 | 4,838,627  | 1,956                                  | 223,328                                  | -  | -                              | -                               |
| Residental                    | Residential Behavior                       | 5.0    | -   | -  |  |  | -                               | -                                  | -         | -          | -    | 105,968,421  | 18,290                                 | -  | -  | -                              | -                               |
| Income Eligible               | Product Discounts - Lighting Discounts-IE  | 10.4   | 82,914,481                                      | 10,855                                       |  |  |                                 | (1,760,375.64)                     | 0.85      | 0.84       | -    | 70,353,290   | 9,158                                  |  |  | -                              | (1,483,638)                     |
| Income Eligible               | Product Discounts - Appliance Rebates-IE   | 7.6    | 7,999,926                                       | 1,386  |  |  |                                 |                                    | 1.00      | 1.00       | -    | 7,999,926  | 1,386                                  |  |  | -                              | -                               |
| Income Eligible               | Multi-Family Retrofits - IEMS              | 17.2   | 4,343,016                                       | 475  | 661,332                                | 26,175   | (33,563.12)                     | (16,988.22)                        | 1.00      | 1.00       | 1.00 | 4,343,016  | 475                                    | 661,332                                  | 26,175   | (33,563)                       | (16,988)                        |
| Income Eligible               | Single-Family Retrofts - IHWAP             | 16.1   | 1,978,979                                       | 611  | 39,799                                 | 171  | -                               | (15,950.05)                        | 1.00      | 1.00       | 1.00 | 1,978,979  | 611                                    | 39,799                                   | 171  | -                              | (15,950)                        |
| Income Eligible               | Single-Family Retrofits - CBA              | 19.5   | 1,798,458                                       | 712  | 341,065                                | 2,649  | -                               | (10,090.28)                        | 1.00      | 1.00       | 1.00 | 1,798,458  | 712                                    | 341,065                                  | 2,649  | -                              | (10,090)                        |
| Income Eligible               | Public Housing Retrofits                   | 7.3    | 1,398,963                                       | 170  | 60,865                                 | 5,813  | (15,936.07)                     | (8,094.80)                         | 1.00      | 1.00       | 1.00 | 1,398,963  | 170                                    | 60,865                                   | 5,813  | (15,936)                       | (8,095)                         |
| Income Eligible               | Affordable Housing New Construction        | 15.4   | 1,372,382                                       | 199  |  | 2,038  | -                               | (8,237.63)                         | 1.00      | 1.00       |      | 1,372,382  | 199                                    | -  | 2,038  | -                              | (8,238)                         |
| Income Eligible               | Multi-Family Retrofits - IHWAP             | 20.4   | 348,377   | 70   | 42,564                                 | 158  | -                               | (1,294.02)                         | 1.00      | 1.00       | 1.00 | 348,377  | 70                                     | 42,564                                   | 158  | -                              | (1,294)                         |
| Third Party                   | Food Bank-LED Distribution                 | 11.6   | 108,183,380                                     | 12,824                                       | 653,124                                |  | -                               | (1,907,365.61)                     | 1.00      | 1.00       | 1.00 | 108,183,380  | 12,824                                 | 653,124                                  | -  | -                              | (1,907,366)                     |
| Third Party                   | UIC-ERC Income Eligible Kits               | 9.6    | 35,481,098                                      | 4,248  | 577,891                                | 464,742  | -                               | (522,201.98)                       | 1.00      | 1.00       | 1.00 | 35,481,098   | 4,248                                  | 577,891                                  | 464,742  | -                              | (522,202)                       |
| Third Party                   | Business Telecomm                          | 10.8   | 12,350,428                                      | 1,438  | 1,188                                  | -  | -                               | -                                  | 0.80      | 0.80       | 0.80 | 9,883,056  | 1,150                                  | 950                                      | -  | -                              | -                               |
| Third Party                   | Agriculture                                | 14.3   | 10,159,378                                      | 1,966  |  | -  | -                               | (112,684.31)                       | 0.80      | 0.80       |      | 8,127,502  | 1,573                                  | -  | -  | -                              | (90,147)                        |
| Third Party                   | Public Buildings in Distressed Communities | 14.8   | 9,091,363                                       | 2,745  |  |  | -                               | (174,383.45)                       | 0.97      | 0.97       | -    | 8,818,622  | 2,663                                  | -  | -  | -                              | (169,152)                       |
| Third Party                   | Business Grocery                           | 13.1   | 6,937,145                                       | 709  | 17,403                                 |  | -                               | (22,977.74)                        | 0.97      | 0.97       | 0.97 | 6,729,031  | 688                                    | 16,881                                   | -  | -                              | (22,288)                        |
| Third Party                   | Small Business Kits                        | 7.2    | 5,983,598                                       | 1,222  | 197,299                                | 164,779  | (23,653.61)                     | (60,184.05)                        | 0.97      | 0.96       | 0.97 | 5,793,480  | 1,176                                  | 191,380                                  | 159,835  | (22,944)                       | (58,219)                        |
| Third Party                   | Elementary Energy Education                | 9.4    | 5,446,202                                       | 579  | 30,152                                 | 97,503   | (268,195.45)                    | (43,750.56)                        | 0.94      | 0.93       | 1.00 | 5,141,429  | 540                                    | 30,152                                   | 97,503   | (237,490)                      | (38,529)                        |
| Third Party                   | Non-Profit Retrofits                       | 13.6   | 4,347,609                                       | 964  |  |  | (43,169.91)                     | (129,268.67)                       | 0.97      | 0.97       | -    | 4,217,181  | 935                                    | -  | -  | (41,875)                       | (125,391)                       |
| Pilots                        | Building Operator Certification            | 10.2   | 756,433   | 83   |  |  | -                               | -                                  | 0.80      | 0.80       | -    | 605,146  | 67                                     | -  | -  | -                              | -                               |
| Pilots                        | Upstream Commercial Food Service Equipm    | e 13.1 | 347,501   | 45   |  | 2,151  | -                               | -                                  | 0.80      | 0.80       | -    | 278,001  | 36                                     |  | 1,721  | -                              | -                               |
| Pilots                        | Efficient Choice                           | 15.9   | 275,607   | 52   | 1,726                                  | 2,544  | -                               | -                                  | 0.63      | 0.62       | 0.62 | 172,557  | 33                                     | 1,070                                    | 1,577  | -                              | -                               |
| Pilots                        | Electric Homes New Construction            | 15.1   | 191,424   | 15   | -                                      | 760  | (4,472.61)                      | -                                  | 0.80      | 0.80       | -    | 153,139  | 12                                     | -  | 608  | (3,578)                        | -                               |
| Pilots                        | ENERGY STAR Retail Products Platform       | 14.0   |   | -  | -                                      | -  | -                               | -                                  |           |            | -    | 1,268,111  | 163                                    | -  |  | -                              |                                 |
| Pilots                        | SEM Water Savings                          | 5.1    |   |  |  | 307,653  | -                               | -                                  |           | -          | -    |  | -                                      |  | 307,653  | -                              | -                               |
| Pilots                        | Water Infrastructure Leak Reduction        | 29.2   |   | -  | -                                      | 587,663  | -                               | -                                  |           |            | -    | -  | -                                      | -  | 470,131  | -                              | -                               |
| Voltage Optimization          | Voltage Optimization                       | 15.0   | 270,951,740                                     | 52,535                                       |  | -  | -                               | -                                  | 1.00      | 1.00       |      | 270,951,740  | 52,535                                 | -  | -  | -                              | -                               |
| Total                         |  | 12.1   | 1,985,330,369                                   | 323,281                                      | 12,748,553                             | 1,943,303  | (9,704,122)                     | (19,798,534)                       | 0.88      | 0.88       | 0.90 | 1,738,094,750                                      | 285,345                                | 11,097,315                               | 1,741,376                                      | (9,063,901)                    | (14,886,017)                    |
|                               |  |        |   | ,  |  |  |                                 |                                    |           |            |      |  |  |  |  |                                |                                 |

Source: Evaluation team analysis