



Energy Efficiency

August 1, 2024

Choose DuPage: ComEd Energy Efficiency Program Overview

Matt Worms, ComEd
Rita Haake, Choose DuPage
Steve Loerop, Drummond Industries
Eric Hamersly, Resource Innovations

Agenda

- Safety Message and Webinar Instructions
- Welcome Message – ComEd & Choose DuPage
- Customer Perspective – Drummond Industries
- Overview of the ComEd Energy Efficiency Program and its Offerings
- Resources & How To Get Started
- Q&A



Summer Safety Message: Keeping Workers Hydrated

Summer is here, and so is the heat! To prevent heat illness among indoor and outdoor workers, it is important for employers to ensure workers are hydrated, have easy access to water, and can rest. Employers can encourage proper hydration by:

- Equipping all work areas with accessible and visible cool water
- Encouraging workers to drink at least one cup (8 ounces) of water every 15-20 minutes while working in the heat
- Maintaining a cool or shaded rest break location
- Designating a relief person so that workers can take a water break or having water brought directly to workers that cannot leave their work area
- Consider providing electrolyte products when workers perform strenuous, sweat-producing job tasks for extended periods of time

• Source: [OSHA.gov](https://www.osha.gov)



Helpful Webinar Information

- The deck will be provided to all registrants following the presentation
- The webinar recording will be posted on the ComEd website webinar page:
 - [ComEd.com/Webinars](https://www.comed.com/Webinars)
- Attendees can individually turn on captions in Teams by going to Settings > Accessibility > Captions
- When presenting a question at any point during the webinar, please post it to the Q&A function
 - If relevant, please also include who your question is directed toward
 - There will be time at the end of the presentation for speakers to answer questions
- Three separate poll questions will be asked of the audience during the webinar, and a question box will appear allowing the audience to select their response



Presenters



Matt Worms
Senior Energy Efficiency
Program Manager, ComEd



Rita Haake
Senior Vice President,
Choose DuPage



Steve Loerop
Vice President,
Drummond Industries



Eric Hamersly
Outreach Service Provider,
Resource Innovations

Overview and Introduction from Choose DuPage



Rita Haake

Senior Vice President; Choose DuPage



Sustainable DuPage

Choose DuPage

Business Attraction | Business Retention | Business Growth

Connect DuPage

PROGRAM GOALS

- Promote **business to business** connections in DuPage
- Address current supply chain challenges
- Raise awareness and opportunity for DuPage County businesses, including those veteran, minority, women, disadvantaged, and disabled-owned.
- **Education events**
- **Register in our supplier portal**

Sustainable DuPage

PROGRAM GOALS

- Promote positive **environmental impacts**
- Create a Green Business Checklist
- Customized **Green Business Assessments**
- **Educational events**

Contact: Rita Haake | rhaake@choosedupage.com | choosedupage.com



Customer Perspective: Drummond Industries



Steve Loerop
Vice President, Drummond Industries

Drummond Industries

Family-owned company, founded in 1968, specializing in plastic injection molding and comprehensive part assembly, catering to new and existing manufacturing lines.

- 50,000-square-foot Bensenville facility, operating 24 hours a day, 5 days a week
- **ComEd Energy Efficiency Program Involvement**
 - Have completed five Standard projects since 2015
 - Indoor LED Fixtures & Retrofits
 - Installed Four All-Electric Injection Molding Machines
- **Project Snapshot**
 - **Total project costs: \$573,000**
 - **ComEd Energy Efficiency Program incentives: \$73,000**
 - **Estimated annual energy savings: 407,500 kWh**
 - **Estimated annual electric savings cost: \$28,525**

*Assumes an electricity rate of 7 cents per kWh



Drummond Industries

- **Key Takeaways**

- Convenient process
 - Application was quick and straightforward
 - Received support from dedicated Outreach Representative
- Consistent communication throughout
 - Received updates on application timeline, approvals, and payment

- **EE Project Benefits**

- Reduced electricity use and costs
- Reduced maintenance (elimination of hydraulic fluid)
- Increased precision, repeatability, and faster cycle times
- Quieter, cooler working environment

- **Next Steps/Future Plans**

- Replace hydraulic presses with new All-Electric presses



Poll Question #1

What is your facility's biggest barrier to pursuing energy efficiency projects? (select all that apply)

- A. Time commitment**
- B. Lack of funding**
- C. Don't know where to start**
- D. Need stakeholder support**
- E. Other**



Overview: ComEd Energy Efficiency Program



Eric Hamersly
Outreach Service Provider

Why Does Energy Efficiency Matter?

Helps customers save money by lowering their energy bills

Good for the local economy

- Helps business customers increase profitability and free up capital to reinvest
- Stimulates job growth and job training in energy efficiency

Positive environmental impacts

- Reduces our carbon footprint



About The ComEd EE Portfolio (From 2008-Q4 2023)



\$9.0
billion on customer bills saved

82.47
million Net MWh saved

6.90
million cars off the road for a year



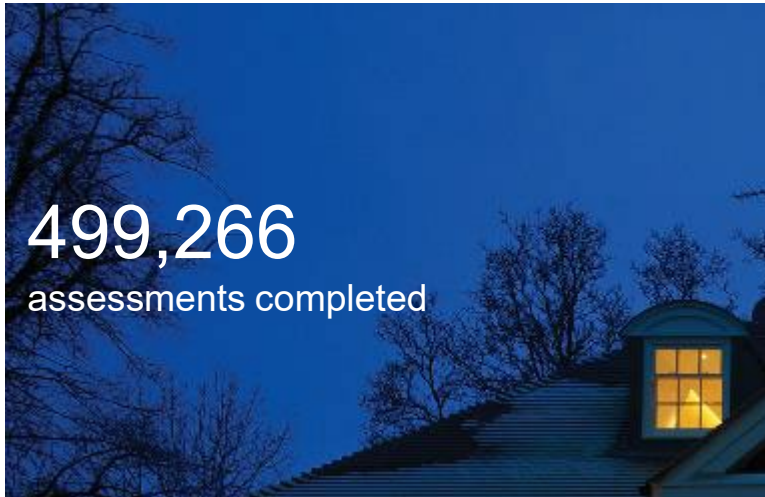
38.73
million acres of trees planted

70.02
billion pounds of CO₂ reduced

156.5
million efficient bulbs sold



\$1.98
billion in incentives provided to customers*



499,266
assessments completed

166,158
business projects completed

4,845,658
rebates & incentives provided



9.4
million homes
powered for
one year

*Based on lifetime net MWh savings realized through CY2022. Incentives for the ongoing year is based on applied percentage of about 65%.

Energy Efficiency is Funded by ComEd Customers!

- ComEd customers fund the program with charge on every monthly bill
- Rate is based on customer kWh usage
- \$9 billion in energy costs saved since 2008
- Nearly 70 billion pounds of carbon emissions reduced



1 SERVICE FROM 9/13/23 THROUGH 10/2/23 (16Days)

2 Total Amount Due by 10/27/23 \$66.13

3 METER INFORMATION

4 CHARGE DETAILS

5 SUPPLY - ComEd

6 DELIVERY - ComEd

7 TAXES & FEES

8 MISCELLANEOUS

9 DELIVERY \$27.48

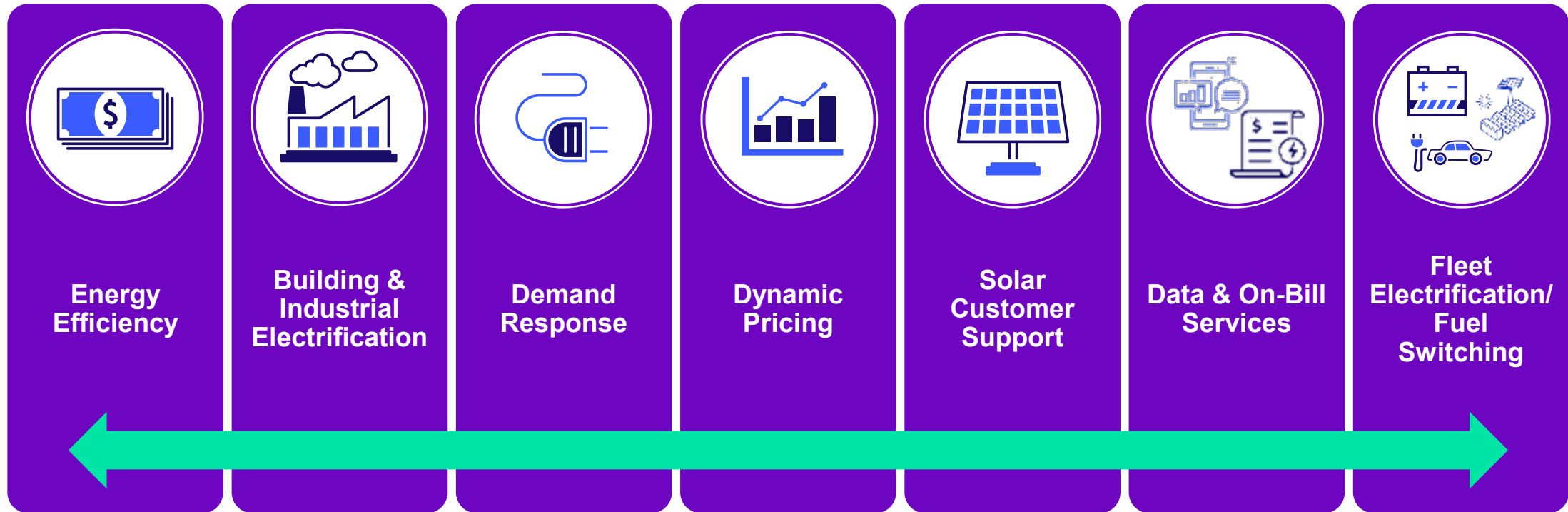
| | | |
|---------------------------------|-------------------|--------|
| Environmental Cost Recovery Adj | 371 kWh X 0.00052 | \$0.19 |
| Renewable Portfolio Standard | 371 kWh X 0.00502 | \$1.86 |
| Zero Emission Standard | 371 kWh X 0.00195 | \$0.72 |
| Carbon-Free Energy Resource Adj | 371 kWh X 0.01092 | \$4.06 |
| Energy Efficiency Programs | 371 kWh X 0.00461 | \$1.71 |
| Energy Transition Assistance | 371 kWh X 0.00072 | \$0.27 |

Rates will vary based on customer demand category and monthly kWh usage. Customers should ask their Account Manager or Energy Efficiency point of contact for their specific cost estimates.

ComEd Clean Energy Solutions

We help customers save energy, save money and help the planet.

With a comprehensive suite of demand side management (DSM) solutions, we aim to deliver environmental impact while driving **equitable outcomes** and **seamless customer experience**.



ComEd Energy Efficiency Program - How Can We Help?



Facility Assessments

- Find areas of opportunity to reduce energy use
- It's FREE!
- Whole facilities
- Virtual walk-thru option
- Fleet Electrification Assessments
- Public Schools Carbon-Free Assessment



Incentives

- Financial benefit to help reduce the cost of your project
- Customer covers project costs, then receives incentive to help offset those costs (may authorize payment to service provider/EESP)
- Often, the more energy you save, the more you earn in incentives



Instant Discounts

- Point-of-sale discounts on:
- Lighting
 - HVAC
 - High efficiency fork truck battery chargers
 - Lithium-ion electric fork trucks



Optimization

- Whole-building retro-commissioning
- Rooftop HVAC units
- Refrigeration and cooling
- Compressed air
- Strategic Energy Management (SEM)

Facility Assessments

A Great First Step for Any Facility

Facility assessments identify energy-savings opportunities along with their simple payback on investment

Assessment benefits:

- FREE to customers
- Performed by an ComEd Energy Engineer
- Provides detailed report with estimated energy savings
- Identifies capital energy efficiency opportunities as well as low-cost / no-cost operational measures
- Report serves as helpful road map for future planning and cadence of those applicable opportunities
- Virtual facility assessments also available

[Fleet Electrification Assessments](#) are also available to identify vehicles and charging infrastructure to meet your fleet's needs.

Standard and Instant Discounts Incentives

Financial Benefit by Simple Payback

Estimated <2 Year Payback Opportunities

| Measure | Annual Cost Savings | Project Cost | Incentive | Simple Payback (Years) |
|-------------------------------|---------------------|-----------------|----------------|------------------------|
| Replace Metal Halide Lighting | \$4,500 | \$17,200 | \$9,700 | 1.7 |
| Subtotal | \$4,500 | \$17,200 | \$9,700 | 1.7 |

Estimated 2-5 Year Payback Opportunities

| Measure | Annual Cost Savings | Project Cost | Incentive | Simple Payback (Years) |
|-----------------|---------------------|------------------|------------------|------------------------|
| Replace Chiller | \$21,300 | \$158,200 | \$106,500 | 2.4 |
| Subtotal | \$21,300 | \$158,200 | \$106,500 | 2.4 |

Estimated >5 Year Payback Opportunities

| Measure | Annual Cost Savings | Project Cost | Incentive | Simple Payback (Years) |
|---|---------------------|--------------|-----------|------------------------|
| Install Building Energy Management System | \$177,900 | \$1,315,800 | \$303,600 | 5.7 |
| Replace T8 Lighting | \$40,300 | \$400,000 | \$117,500 | 7.0 |
| Retrofit HVAC Fans | \$2,400 | \$27,000 | \$4,500 | 9.4 |
| Retrofit Existing Chiller | \$25,000 | \$500,000 | \$97,000 | 10.4 |

Poll Question #2

Which of these are the most motivating factors for your facility to pursue energy efficiency? *Select all that apply.*

- A. Operating cost reduction**
- B. Environmental concerns**
- C. Alignment with sustainability goals**
- D. Community interest**
- E. Other**



Standard Offering

Standard Offering Provides Incentives on a Per-Unit or Per-Fixture Basis

- Incentives for upgrades
- Most projects require a pre-application
- Most projects require use of an Illinois Commerce Commission (ICC) certified Service Provider

Measure Categories include:

- Indoor/Outdoor Lighting Upgrades
- Networked Indoor/Outdoor Lighting Controls
- HVAC including Variable Speed Drives
- Energy Management Systems

Promotions – 10% for Made in Illinois

| Promotion Name | Percent | Pre-Application Submittal Timeframe | Final Application Submittal Timeframe | Eligibility |
|----------------------------------|---------|-------------------------------------|---------------------------------------|--|
| Made in Illinois | 10% | Anytime | By December 31, 2024 | All private and public customers installing equipment that is at least 50% manufactured or assembled in Illinois |



Case Study: Zion-Benton Public Library

The Zion-Benton Public Library identified energy saving opportunities through a free facility assessment, then upgraded interior and exterior lighting to LEDs equipped with occupancy sensors and daylighting controls.

The library also installed a building energy management system to better control its energy usage.

Project Snapshot:

- **Total project cost:** \$13,335
- **ComEd Energy Efficiency Program incentive:** \$11,985
- **Project cost after incentive:** \$1,350
- **Estimated annual electric savings cost:** \$4,263
- **Estimated payback after incentive:** 4 Months



Custom Offering

Incentives for non-standard projects including retrofits, replacements, upgrades and more.

Measure categories include everything that is non-standard:

- Specialty/New Construction Lighting
- VFD motors > 200 Hp
- IT Equipment Upgrades, and more

For additional program information, [click here](#).

Promotions – 15% for select communities

| Promotion Name | Percent | Pre-Application Submittal Timeframe | Final Application Submittal Timeframe | Eligibility |
|----------------------------|---------|-------------------------------------|---------------------------------------|---|
| 15% for Select Communities | 15% | Before December 31, 2024 | By December 31, 2024 | All customers in Select Communities & Zip Codes |



Small Business Offering

- Eligible customers:
 - Small businesses and public facilities
 - Private and Public: < 400 kW Peak Demand
- Must use closed network of 77 professionals, qualified, trained, and approved Energy Efficiency Service Providers
- Incentives typically cover 50% - 75% of the project cost
- Small Business Energy Assessment Equipment categories can include:
 - Indoor and Outdoor Lighting
 - Refrigeration
 - HVAC
 - Compressed Air
 - Weatherization
- For more info on Small Business:
 - www.ComEd.com/SmallBiz



Small Business - Additional Project Incentives

| Additional Incentive | Percent | Pre-Application Submittal Timeframe | Final Application Submittal Timeframe | Eligibility |
|---|-----------------------|-------------------------------------|---------------------------------------|--|
| <u>Public Sector Promotional Campaign</u> | 15% (capped at \$10k) | Before October 31, 2024 | By December 13, 2024 | Must be a public facility with a peak demand under 400 kW for the past 12 months |
| <u>30% Select Communities Campaign</u> | 30% (capped at \$20k) | Before October 31, 2024 | By December 13, 2024 | All customers in <u>select communities & ZIP codes</u> |
| <u>Summer Savings Campaign</u> | Varies | Before September 22, 2024 | By December 13, 2024 | All small business eligible customers (public and private facilities with a peak demand under 400 kW for the past 12 months) |

*Public sector campaign CAN be combined with the 30% additional incentive promotion for a total additional incentive of 45% (combined cap of \$30k). Summer Savings may also apply!

Small Business Process

- Schedule an assessment with an Energy Efficiency Service Provider
 - [ComEd.com/SmallBiz](https://www.comed.com/SmallBiz)
 - “Get Started”
- Allow access to all areas of your facility to identify all old existing equipment
- Review the recommended equipment upgrades with the available incentives from ComEd
- Make any adjustments to ensure your goals are met
- Sign the Pre-application to confirm your project scope
- Upon application approval, the Energy Efficiency Service Provider will install the new efficient equipment
- Your signature on the final application confirms completed proper installation and satisfaction with the project and releases the ComEd incentives



Case Study: McDonald's Arlington Heights

The Arlington Heights McDonald's saved on energy costs through installing LED lights with occupancy sensors and replacing old HVAC systems to more energy efficient units.

Project Snapshot:

- **Total project cost:** \$74,502
- **ComEd Energy Efficiency Program incentive:** \$45,909
- **Project cost after incentive:** \$28,593
- **Estimated annual electric savings cost:** \$13,424
- **Estimated payback after incentive:** 2.12 years



McDonald's in Arlington Heights

Small Business Offering – Case Study

Project Summary

Edgar Herrera and his family have owned 12 McDonald's restaurants, including an Arlington Heights location, since 1991. Over the years, maintenance costs rose and aging HVAC equipment failure resulted in loss of business on hot days. When Herrera attended a McDonald's event, he learned about the ComEd Energy Efficiency Program. This led him on a path to successfully upgrade his air conditioning units which saved him money and energy.

ComEd connected Herrera with an authorized Energy Efficiency Service Provider to provide a free assessment, and help with installations and paperwork.

The Solution

The Service Provider made sure Herrera understood the program benefits, the financials, and the energy-saving equipment options for his facilities. He started by upgrading to LED lights and moved on to the HVAC units.

"The assessment was straightforward and easy to understand. They came out one day to check out my restaurants and within a couple days had an assessment for me that explained the costs and how much money I would save. I used that to make a decision and realized it was in my best interest to replace HVAC units," said Herrera.

(Continued)

| | |
|---|--|
| Project Snapshot | Energy Saving Improvements AC replacement Economizer with demand control ventilation New LED fixtures with occupancy sensors |
| | Estimated Annual Energy Savings 95,482 kWh |
| | Total Project Cost \$74,502 |
| | ComEd Energy Efficiency Program Incentive \$45,909 |
| | Project Cost After Incentive \$28,593 |
| | Estimated Annual Electric Cost Savings \$13,424 |
| Estimated Payback After Incentives 2.12 years | |

"The ComEd Energy Efficiency Program is fantastic and only possible for me thanks to the incentives and the help of the Service Provider." - Edgar Herrera, McDonald's Franchise Owner

Instant Discounts

Instant price reduction provided by the distributor – no incentive applications necessary.

- Incentives only available to customers via Participating Distributors (over 110 participating distributors)
- Includes point-of-sale discounts on qualified lighting, HVAC, lithium-ion electric fork trucks, and high efficiency battery charger products
- Download the program guides from ComEd.com/BizLights and ComEd.com/BizHVAC



Poll Question #3

Which of the following types of projects would you like to further explore and implement? *Select all that apply.*

- A. Indoor or Outdoor Lighting**
- B. Heating, Ventilation, and Air Conditioning**
- C. IT Optimization**
- D. Free Facility Assessment**
- E. Other**



Industrial Systems Offering

- Customer receives a fully-funded study of their industrial equipment
 - Study Report includes energy conservation measures, estimated savings, incentives, & payback
 - Incentive Rate: **\$0.18 / annual kWh**
 - **Additional 15% incentive** for capital projects completed in Select Communities in 2024
- Highly qualified network of [Energy Efficiency Service Providers](#) (EESPs)
- Program website: ComEd.com/IndustrialSystems



**Chiller
Systems**



**Compressed
Air**



**Industrial
Refrigeration**



**Water
Treatment**



**Process
Efficiency**

Industrial Systems – Fix-It-Now

Fix-it-Now captures savings from improved operations and maintenance by fixing compressed air leaks, optimizing refrigeration, and tuning chillers



Compressed air leak repairs at your facilities– *at no cost to you!*



Fast, high-impact energy savings and dollars that can drop to your bottom-line



Improved systems performance & reliability



Annual eligibility for on-going improvement



Elevated understanding of your facilities' air systems

Strategic Energy Management (SEM)

SEM is a holistic program that focuses on behavioral approaches to energy management and operational measures.

- Customers work with an Energy Coach to manage their energy management practices and identify/implement energy efficiency opportunities
- Customers participate in an energy scan to identify projects and the SEM team builds an energy model to measure and track energy savings over the program period
- Energy savings are based on **operational** and **behavior** changes
 - Increased savings incentive structure up to \$0.06/kWh and \$2,000 for participant engagement

Program website: ComEd.com/SEM



Retro-Commissioning (RCx)

Engineering study of building systems to identify low-cost improvements to building operations with simple paybacks of <18 months

- Study-based approach:
 - Fully funded engineering
 - Expected savings 5-10% of annual usage
 - Calibrate and optimize building systems such as HVAC and lighting
 - Three types of studies:
 - RCx Flex
 - Monitoring-Based Commissioning (MBCx)
 - Virtual Commissioning (VCx)

Program website: ComEd.com/RCx



RCx Options: Solutions for Every Building

| Offering Name | Target Building Size | Incentive | Duration |
|--|--------------------------------------|--|-------------|
| Retro-Commissioning (RCx) Flex | Any | Fully-funded RCx Flex study covering the costs of engineering services | 6-15 months |
| Monitoring-Based Commissioning (MBCx) | Greater than 150,000 ft ² | Fully funded MBCx study covering the costs of monitoring software and engineering services | 18+ months |
| Virtual Commissioning (VCx) | Any | Fully-funded remote analysis of energy usage and technical assistance | 3 months |

Case Study: Michigan Plaza

Downtown Chicago's Michigan Plaza saved on energy costs through participating in both the RCx and MBCx studies, resulting in a combined energy savings of 4,742,514 kWh.

Project Snapshot:

- **Total implementation cost:** \$11,990
- **ComEd Energy Efficiency Program incentive:** \$158,272
- **Estimated annual electric savings cost:** \$141,632
- **Estimated payback after incentive:** < 1 month

[Watch the video](#)



Building Operator Certification

A nationally recognized training and certification program focused on energy-efficient building operations and preventative maintenance procedures

- Facilities with BOC graduates are proven to save energy, have lower energy bills, and offer improved comfort for occupants
- ComEd customers who earn the Training Certificate of Completion will receive a full reimbursement of the **\$1,400** course tuition
- Go to BOCCentral.org/ComEd for information on Illinois tuition and training schedules



New Construction

Provides technical assistance and incentives for new construction or major renovation

- For projects to qualify, ComEd must be engaged during the design phase and prior to designs being submitted for permits
- Design must exceed current Illinois Energy Conservation Code requirements
- Must implement significant beyond-code energy conservation measures for at least two of these primary building systems:
 - Lighting
 - Primary HVAC
 - Envelope
 - Qualified refrigeration

Program website: [ComEd.com/NewConstruction](https://www.comed.com/NewConstruction)



K-12 Offering

Public School Carbon Free Assessment

- The Public Schools Carbon-Free Assessment (PSCFA) is a free facility assessment which identifies measures to save your school energy and money. ComEd offers guidance and technical assistance to help PSCFA participants implement recommendations.
- In the last year alone, ComEd has completed over 350 free assessments and helped schools achieve their energy saving goals.
- PSCFA participants receive:
 - Guidance on becoming carbon-free
 - Instant ways to save money and reduce carbon emissions
 - Details on supporting electrification (like electric buses)
 - Solar energy potential of your building
 - Guidance on WELL certification
 - Grant and Funding Opportunity Identification

K-12 Outreach

- A school district's Outreach Representative is a dedicated account manager to help you achieve your energy efficiency goals.
- Outreach representatives help school districts with:
 - Requesting Facility Assessments, including the no-cost PSCFA for Public Schools
 - Standard, Custom and Instant Discount Program Incentive Applications
 - ComEd Energy Efficiency Program Information
 - Lighting Discounts
 - HVAC Tune-Ups
 - Efficient Cafeteria Equipment Upgrades
 - IT Enhancements
 - Facility Upgrade Funding Opportunities
 - Technical Expertise

K-12 Customer Journey:



District's EE offerings are unknown to them. They may be overwhelmed by choices and unsure how to progress forward.



The PSCFA identifies EE measures and a path forward for the school district. TA and K-12 follow up to provide guidance.



The K-12 Outreach team provides portfolio and education on incentive process. Customer can pursue savings to achieve energy and financial goals.

Other Clean Energy Solutions Offerings

Beneficial Electrification: EV Rebates and Customer Tools

ComEd's Business & Public Sector EV Program provides commercial customers with a simple and cost-effective path to fleet electrification—including rebates for purchasing EV's and installing charging infrastructure.

- For additional information visit [ComEd.com/CleanEnergy](https://www.comed.com/CleanEnergy)
- Explore the [Commercial EV toolkit](#)
- Generate a customized Fuel Cost Savings and Carbon Reduction estimate when considering Fleet Electrification with the [ComEd Fleet Electrification Calculator](#)
- Contact your LCS representative or the EV team at EVsmart@ComEd.com
- [ComEd EV Brochure](#)



Solar Incentives and Customer Tools

Federal and state incentives are offered to ComEd customers who choose to go solar.

- For additional information visit [ComEd.com/Solar](https://www.comed.com/Solar)
- To learn about any incentives your business may qualify for, launch the [solar calculator](#)
- Contact your LCS representative or the Green Power Connection team at GPCTeam@ComEd.com or (800) 825-5436
- Additional information can be found here:
 - [Getting Started With Solar](#)
 - [Guide to Going Solar for Businesses](#)



For Residents: Home Energy Savings

- Who is Eligible?
 - Homeowners
 - Renters (with landlord's permission)
 - Customers with a ComEd, Nicor Gas, Peoples Gas or North Shore Gas account
- What types of homes?
 - Single family homes, condos, townhomes, 2-flat buildings
- **FREE** energy-saving products with installation included
 - Can include WaterSense® certified Showerheads, LED light bulbs, programmable thermostats, pipe insulation, and more
- **FREE** personalized home assessment report
 - In home and virtual options

For more information visit us online at
www.eesavings.com
or give us a call at **855-660-9378**



ComEd Resources



**For more information,
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comed

- Visit us online at [ComEd.com/BusinessSavings](https://www.comed.com/BusinessSavings) or send us an email at BusinessEE@ComEd.com
- Request a FREE Facility Assessment [ComEd.com/FacilityAssessment](https://www.comed.com/FacilityAssessment)
- Get Started With Business Energy Analyzer, a free online tool to help you manage energy use!
- [ComEd.com/BEA](https://www.comed.com/BEA)
- Learn What Qualifies for Point-of-Sale Instant Discounts [ComEd.com/InstantDiscounts](https://www.comed.com/InstantDiscounts)
- Enroll in ComEd's Energy Usage Data System [ComEd.com/EnergyUsageData](https://www.comed.com/EnergyUsageData)
- Earn Financial Rewards for Reducing Electricity Use During Peak Usage Periods [Enroll In Smart Returns Voluntary Load Reduction \(VLR\) Program](https://www.comed.com/SmartReturns)

Not Sure Where to Start? Give Us a Call
[855.433.2700](tel:855.433.2700)

Q&A



Thank You!



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