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February 15, 2022

Via Electronic Filing

Andrew S. Johnston, Executive Secretary
Maryland Public Service Commission
6 St. Paul Street, 16th Floor
Baltimore, MD 21202-6806

**RE: Case No. 9648 – Baltimore Gas and Electric Company 2021 Year-End
EmPOWER Maryland Report for January 1 through December 31, 2021**

Dear Mr. Johnston:

Attached for filing in the above-referenced case, please find the 2021 Year-End EmPOWER Maryland Report of the Baltimore Gas and Electric Company (“BGE”), which was electronically filed this date.

Pursuant to Maryland Public Utilities Article § 7-211(h)(6), BGE hereby certifies that its customers do not subsidize the operations of an affiliate providing heating, ventilation, air conditioning, or refrigeration services through any existing contract or obligation in connection with the electric company’s efficiency program or service. BGE’s affiliate participates in its energy efficiency program under the same terms and conditions applicable to all contractors. BGE does not promote, nor extend any preference to its affiliate.

Pursuant to the Commission’s March 16, 2020, Notice of Waiver and Relaxed Filing Requirements, the Company will not provide paper copies of this filing.

Respectfully submitted,

Beverly A. Sikora

Beverly A. Sikora

BAS:lmb

cc: Case No. 9648 Service List

**2021 Year-End EmPOWER Maryland Report of
Baltimore Gas and Electric Company**

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EXECUTIVE SUMMARY

Program Participation and Impact Highlights

Program Impacts

2021 was a successful year for BGE’s EmPOWER Maryland (“EmPOWER”) program, while continuing to deal with the lingering effects of COVID-19. Overall, BGE’s EmPOWER program portfolio exceeded the 2% goal legislatively established for the EmPOWER programs. During 2021, the EmPOWER program portfolio achieved 119% of the 2% annual MWh savings goal using only 81% of the overall 2021 program budget. With regards to the MWh savings targets established in the Company’s 2021-2023 EmPOWER cycle filing, the 2021 portfolio achieved 106% of the 2021 cycle filed target. The entire portfolio achieved over 762,000 MWh in annualized electric energy savings. Avoided generation from these savings over the estimated life of the energy efficiency measures and services installed in 2021 is over 3.6 million MWh. This represents a reduction of nearly 2.6 million metric tons of carbon dioxide gas emissions according to the EPA Greenhouse Gas Equivalents Calculator, over 1.4 million tons of coal not burned or over 557,000 vehicles not driven for a year. Natural gas savings in 2021 were over 4 million therms. In addition to the energy savings realized and associated environmental benefits customers generated by choosing more efficient alternatives, BGE customers received incentives and bill credits of approximately \$90 million. Estimated savings on customer bills over the life of measures installed in 2021 are \$330 million. Total economic benefits returned to BGE customers are summarized below.

<i>BGE EmPOWER Maryland Economic Customer Benefits - Year-End 2021</i>	
<i>Direct rebates paid to customers for energy efficiency measures</i>	<i>\$ 64,000,000</i>
<i>Demand Response (excl. SER) customer credits and signing bonuses paid to customers</i>	<i>\$ 23,000,000</i>
<i>Smart Energy Rewards (SER) program credits paid to customers</i>	<i>\$ 3,000,000</i>
<i>Value of PeakRewards devices installed in customers' homes</i>	<i>\$ 3,000,000</i>
<i>Lifecycle savings to customers over the useful life of energy efficiency measures</i>	<i>\$ 330,000,000</i>
<i>Total value to BGE customers</i>	<i>\$ 423,000,000</i>

While the portfolio has exceeded its 2021 goals, the overall lifecycle savings to customers over the useful life of energy efficiency measures, for year-end 2021, are lower in comparison to prior year EmPOWER filings. This is the result of lower achieved MWh savings in 2021 due to the lingering effects of COVID-19 (including supply chain issues), the transition to a new program cycle, and the shifting of program implementors. This decrease in MWh savings, coupled with reductions in EULs (“Estimated Useful Life”) for lighting (as directed in Maryland Public Service Commission (“Commission”) Order No. 89855), resulted in reduced lifecycle benefits to customers.

Program Highlights

There are a few programs worth noting that exceeded 120% or more of their filed MWh annual goals. The programs mentioned below will be discussed in greater detail in the “Program Specifics” section of this report.

The residential portfolio of energy efficiency programs had the following stand-out programs:

Appliance Rebate: The Appliance Rebate Program achieved 172% of its 2021 MWh savings goal. This success was bolstered by the addition of new midstream channels to the program, as well as dehumidifier and air purifier markdowns.

Smart Thermostats: For 2021, the Smart Thermostats Program exceeded its MWh savings goal, achieving 132% of its filed annual goal. Strong performance resulting from multiple market venues and rebate offerings, coupled with Thermostat Optimization savings, helped to achieve this result.

Home Performance with ENERGY STAR: Promotion of deep energy retrofits, with the inclusion of high efficiency HVAC systems and heat pump water heater upgrades, helped this program exceed its MWh savings goal for 2021, posting 122% of its filed goal.

The commercial portfolio of energy efficiency programs also had the following noteworthy programs:

Small Business: The Small Business Program enjoyed tremendous success in 2021, achieving 209% of its MWh annual goal. The BGE model of having a “closed network” of six dedicated direct service providers proved to be a significant advantage during the pandemic, resulting in higher savings.

Retrocommissioning: The Building Tune-up (Retrocommissioning) Program was extremely successful in 2021. This program achieved 170% of its 2021 MWh goal. Focused marketing/customer messaging and the need for COVID-19 building precautions (including air-flow systems) helped the program exceed its goals.

Significant Work Group and Similar Activity

BGE, as directed by various Commission orders, participates in the following work groups to address Commission concerns:

- Limited Income Work Group
- Cost Recovery Work Group
- Finance Work Group
- EmPOWER Reporting Process Improvement Work Group
- Future Programming Work Group
- Combined Heat and Power Work Group
- Small Business Work Group
- Evaluation, Measurement & Verification Work Group

Industry Recognitions

- EPA ENERGY STAR Partner of the Year, Sustained Excellence (11th Consecutive Year) (April 2021)
- Baltimore Chapter of the American Marketing Association (AMA) - Marketing Excellence Awards, Single Unit Digital Advertisement (B2C) - Fairy Tale High Impact Display Ad (May 2021)
- Baltimore Chapter of the American Marketing Association (AMA) - Marketing Excellence Awards, Print Advertisement – Energy Solutions for Business Program (May 2021)
- Baltimore Chapter of the American Marketing Association (AMA) - Marketing Excellence Awards, Best Business to Customer Marketing Campaign – Connected Rewards Program (May 2021)
- Baltimore Chapter of the American Marketing Association (AMA) - Marketing Excellence Awards, Best Video Marketing - Connected Rewards Program (May 2021)
- ENERGY STAR Residential New Construction Market Leader Award (June 2021)
- Telly Award - Silver: BGE Connected Rewards Summer Savings Program: Business-to-Consumer (June 2021)
- Telly Award - Silver: Campaign – BGE PeakRewards Summer Campaign: Business-to-Consumer (June 2021)
- Telly Award - Silver: BGE Connected Rewards Summer Savings Program: Local TV-Utilities (June 2021)
- Telly Award - Silver: BGE My Account Campaign Branded Content: Business-to-Consumer (June 2021)
- Telly Award - Bronze: BGE My Account Campaign Branded Content: Animation (June 2021)
- American Advertising (ADDY) Award - Film, Video & Sound Television Advertising – COVID Fairy Tale Campaign (March 2021)
- American Advertising (ADDY) Award - Film & Video: 75A Animation, Special Effect or Motion Graphics – COVID Fairy Tale HPwES (March 2021)
- National Capital Chesapeake Bay Chapter Award - MD, VA and DC: Fairy Tale Campaign (June 2021)
- Chartwell's 2021 Best Practices Award – Bronze: Program Marketing Category - BGE's Connected Rewards (July 2021)
- dotCOMM Awards Gold Email Campaign - BGE Small Business Program (September 2021)
- dotCOMM Awards Honorable Mention Video/Animated Ad High Impact Display- BGE Small Business Program (September 2021)
- Public Relations Society of America (PRSA) Award of Excellence – BGE COVID Campaign (Fairy Tale) (December 2021)
- Public Relations Society of America (PRSA) Best in Maryland – BGE Connected Rewards (December 2021)

2018 – 2020 Carryover Spending

Commercial programs, such as Prescriptive and Custom, by nature have a long duration such that the pre-approval of a project (which is necessary for the customer to begin a project) and project completion, final engineering review and approval (which are required before BGE recognizes energy savings and pays incentives to the customer) can occur in different reporting periods. In Order No. 88593, the Commission approved the Maryland utilities’ standardized protocol for such pre-approved C&I projects. This protocol provided that these pre-approved projects could be completed and would be considered as funded by unspent budgeted monies from the 2018 – 2020 EmPOWER cycle and the energy savings recorded in 2021 when the projects were completed. The following table provides the details of such pre-approved projects as of December 31, 2020 completed in 2021. The Participants, Measures Energy and Demand Savings and Incentive Spend shown below are included in the accompanying Summary Tables in Appendix A.

Report Period: YTD Q4 2021							
2018-2020 Cycle In-Flight Projects							
	Carry-Over Budget	Participants	Measures	Carry-Over Spend	MWh	MW	Therms
Small Business Program	\$ 2,235,552	332	15,120	\$ 2,234,971	4,926	0.794	0
Efficient Buildings	\$ 7,774,152	162	82,065	\$ 4,483,983	18,968	3.969	0
Prescriptive	\$ 5,039,533	141	82,042	\$ 3,603,212	14,997	2.944	0
Custom	\$ 2,238,824	19	21	\$ 814,306	3,336	1.025	0
Retrocommissioning	\$ 495,795	2	2	\$ 66,465	634	0.000	0
Combined Heat and Power	\$ 3,465,000	0	0	\$ -	0	0.000	0
Midstream Products	\$ -			\$ -			0
	\$ 13,474,704	494	97,185	\$ 6,718,954	23,894	4.763	0
Note: BGE's in-flight projects included in this table were completed by Dec 31, 2021 and amounts above were frozen at that date.							

BGE Smart Thermostat Cross-Program Deployment

BGE provides options for customers to save energy and money by installing smart thermostats through multiple residential programs. Smart thermostats are also available in the commercial Small Business Energy Solutions (“SBES”) Program. The following table illustrates the breadth of BGE’s Smart Thermostat Program across multiple platforms.

YTD Q4 2021		
Smart Thermostat Cross-Program Deployment		
	Reported Measure Quantity	Reported Annualized Savings (MWh)
Residential Rebate Programs	16,841	3,985
<i>HVAC</i>	191	71
<i>Home Retrofit*</i>	1,081	304
<i>New Homes</i>	2,164	278
<i>Retail**</i>	13,405	3,332
Residential Demand Response Installations	399	104
Commercial Rebate Programs	160	118
<i>Small Business</i>	160	118
Commercial Demand Response Installations	0	0
Aggregate Installed Smart Thermostats	17,400	4,207
Active Enrollments		
Thermostat Optimization	12,866	862
* Includes HEIP, QHEC, and HPwES		
** Includes Marketplace/Online Store, Verified Instant, ESRPP, & traditional smart thermostat rebates		

BGE's Smart Thermostat Rebate Program offers a rebate of up to \$100 to residential customers who purchase an ENERGY STAR certified smart thermostat through one of several market venues, including various retail locations (in-store and online), directly from thermostat manufacturers, and through the BGE Marketplace where customers can receive an instant rebate at the time of purchase. Instant rebates are also available both in-store and online at Home Depot and Lowes as well as online at ecobee.com.

BGE also offers residential smart thermostat rebates through the HVAC midstream, New Homes, Quick Home Energy Check-up ("QHEC"), and Home Performance with ENERGY STAR ("HPwES") Programs. Residential customers are eligible for up to three smart thermostat rebates across all residential programs.

BGE's SBES Program offers smart thermostats as an eligible measure. Smart thermostat capabilities make them ideal for small businesses because there is an opportunity to significantly reduce load during the hours in which the building is unoccupied.

BGE will continue to refine and enhance the evaluation and reporting for smart thermostats as participation grows, additional measures are incentivized, and other outlets are considered.

Full Program Results

Year 2021 Annual Target Table					
Year	2021 Reported Savings (MWh) ¹	2016 Energy Sales ²	Percent of Sales	Annual Target	Percent of Annual Target
2021	762,403	32,001,806	2.38%	2.00%	119%

¹ 2021 Reported Savings are at the gross wholesale level.

² 2016 Energy Sales are reported at gross wholesale levels and weather-normalized.

Year-to-Date Results

BGE's portfolio of programs exceeded target for 2021 as-filed goals, achieving in aggregate 106% of the 2021 target. The following table provides 2021 results by individual program.

BGE Year-End 2021 EmPOWER Program Tracking to Forecast Targets							
Program	Status	Forecasted Annualized Energy Saving (MWh)	Reported Annualized Energy Savings (MWh)	Percent of Reported to Forecasted Energy Savings	2021 Budget (\$)	2021 Expenditures (\$)	Percent of Annual Budget Used
Residential Portfolio							
Lighting	Exceeded Target	133,627	138,196	103%	\$ 12,295,302	\$ 10,773,343	88%
Appliance Rebates	Exceeded Target	4,616	7,953	172%	\$ 2,887,731	\$ 2,941,706	102%
Appliance Recycling	Below Target	12,165	7,542	62%	\$ 3,171,768	\$ 2,122,507	67%
Energy Efficient Products Subtotal	Exceeded Target	150,408	153,691	102%	\$ 18,354,801	\$ 15,837,556	86%
Quick Home Energy Checkup	Exceeded Target	13,854	14,017	101%	\$ 16,052,442	\$ 8,456,182	53%
Home Performance with ENERGY STAR	Exceeded Target	3,921	4,782	122%	\$ 7,756,357	\$ 8,091,316	104%
HVAC	Below Target	8,198	4,934	60%	\$ 7,513,198	\$ 5,227,548	70%
Smart Thermostats	Exceeded Target	3,168	4,194	132%	\$ 2,520,466	\$ 2,296,558	91%
Home Optimization & Retrofit Subtotal	On Target	29,141	27,927	96%	\$ 33,842,463	\$ 24,071,604	71%
New Construction	Below Target	6,902	5,340	77%	\$ 4,196,554	\$ 3,329,294	79%
Smart Energy Manager - Residential	Exceeded Target	175,400	198,813	113%	\$ 5,909,440	\$ 3,990,688	68%
School Education Program	Below Target	3,461	1,326	38%	\$ 1,524,316	\$ 803,043	53%
Total Residential Portfolio	Exceeded Target	365,312	387,097	106%	\$ 63,827,574	\$ 48,032,185	75%
Commercial Industrial Portfolio:							
Small Business Program	Exceeded Target	14,000	29,285	209%	\$ 11,484,465	\$ 14,553,727	127%
Efficient Buildings							
Prescriptive	Exceeded Target	58,000	62,069	107%	\$ 20,314,400	\$ 17,344,799	85%
Custom	Exceeded Target	16,000	18,654	117%	\$ 8,286,075	\$ 6,980,642	84%
Retrocommissioning	Exceeded Target	8,000	13,605	170%	\$ 3,439,274	\$ 3,353,403	98%
Efficient Buildings Subtotal	Exceeded Target	82,000	94,328	115%	\$ 32,039,749	\$ 27,678,844	86%
Combined Heat and Power	Below Target	16,000	-	0%	\$ 1,893,929	\$ 632,175	33%
Midstream Products	Exceeded Target	40,000	47,408	119%	\$ 5,579,354	\$ 4,442,358	80%
Smart Energy Manager-Commercial	New Program	-	-	-	\$ 769,461	\$ 358,298	47%
Total Commercial & Industrial Portfolio	Exceeded Target	152,000	171,021	113%	\$ 51,766,958	\$ 47,665,402	92%
Total Energy Efficiency Programs	Exceeded Target	517,312	558,118	108%	\$ 115,594,532	\$ 95,697,587	83%
PeakRewards Demand Response (Residential)	Below Target	2,400	104	4%	\$ 32,483,565	\$ 27,397,628	84%
Connected Rewards Demand Response (Residential)					\$ 2,726,833	\$ 3,678,911	135%
Smart Energy Rewards (Residential)*					\$ 12,822,684	\$ 4,816,913	38%
CVR (Both Residential and Commercial)	Exceeded Target	196,193	203,311	104%	\$ -	\$ -	N/A
Transformers (Both Residential and Comm)	Below Target	1,192	870	73%	\$ -	\$ -	N/A
Program Investigation							
PIDD (Residential)	New Program	-	-	0%	\$ 3,310,013	\$ 238,644	7%
Limited Income Programs (Utility Costs Only)							
DHCD (Residential)	N/A				\$ 13,110,731	\$ 13,388,033	102%
Total All Programs	Exceeded Target	717,097	762,403	106%	\$ 180,048,358	\$ 145,217,716	81%
Note: On Target is considered to be from 90% to 100% of the target. Exceeding Target and Below Target are results outside of the On Target range.							
* Smart Energy Rewards is a Peak Time Rebate demand reduction program							
** PeakRewards and Connected Rewards are Demand Reduction programs. MWh savings shown are for PeakRewards and are generated by Smart Thermostats.							
Refer to the 2018 - 2020 Carryover Table for Incentives and Savings associated with Commercial projects funded from unspent 2018 - 2020 budget and included in above table.							

Residential Energy Efficiency Portfolio

The Residential Energy Efficiency Portfolio continued to face challenges in 2021 but managed to achieve its savings goal for the year. The residential programs achieved over 387,000 MWh of savings and 106% of the annualized energy savings goal. The programs faced numerous challenges throughout the year; the most notable was COVID-19 and the supply chain.

- The Lighting, Home Performance with ENERGY STAR ("HPwES"), Quick Home Energy Checkup, Smart Thermostat, and Appliance Rebate Programs exceeded the annual program goals.
- The Appliance Recycling and New Construction Programs continued to be challenged by supply chain issues in the second half of the year and fell short of their program goals.
- While the HVAC Program did not meet its annual goal, we continued to see strong improvements in the program throughout the year.

As described later in this report, the Residential Energy Efficiency Portfolio is positioned to have a strong 2022 and continue to deliver savings to customers.

Commercial and Industrial Portfolio

BGE's C&I energy efficiency portfolio was able to achieve over 171,000 MWh in energy savings for 2021, representing 113% of its annual energy savings target. Successful performance in most of its commercial programs, including Prescriptive, Custom, Building Tune-Up, and Instant Discount (Midstream), helped the commercial portfolio exceed its goals for 2021. The Small Business Program has had a standout performance in 2021. Significant reasons for the C&I portfolio's achievement are the concentrated effort to create a strong pipeline of active projects and focused marketing efforts.

Other Energy Efficiency Programs

The Conservation Voltage Reduction ("CVR") Program's energy savings achieved 104% of its 2021 energy savings forecast. During 2021, 130 circuits were deployed, bringing the total to 858 circuits deployed.

2021-2023 Goals Table					
Year	Annual Reported Savings (MWh) ¹	2016 Energy Sales ²	Percent of Sales	Annual Target	Percent of Annual Target
2021	762,403	32,001,806	2.38%	2.00%	119%
2022					
2023					
2021-2023	762,403	32,001,806	2.38%	2.00%	119%

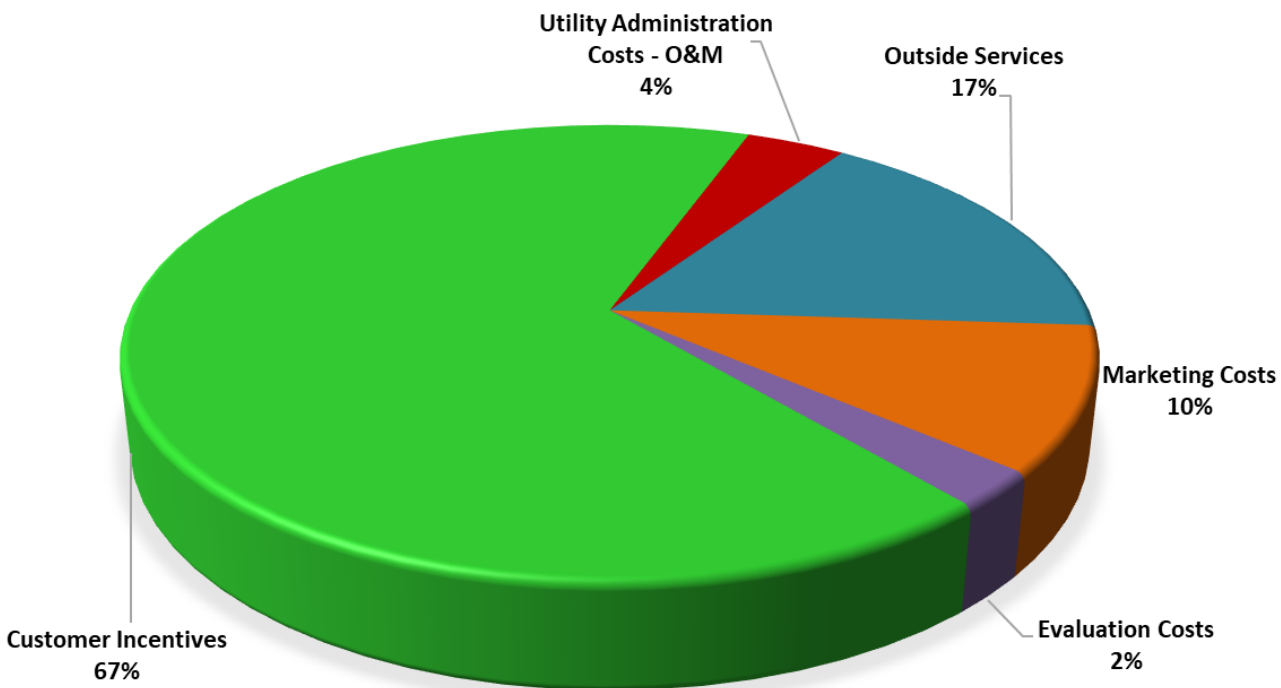
¹ Annual Reported Savings are at the gross wholesale level.

² 2016 Energy Sales are reported at gross wholesale levels and weather-normalized.

Reporting Period Cost Breakdown

Energy Efficiency

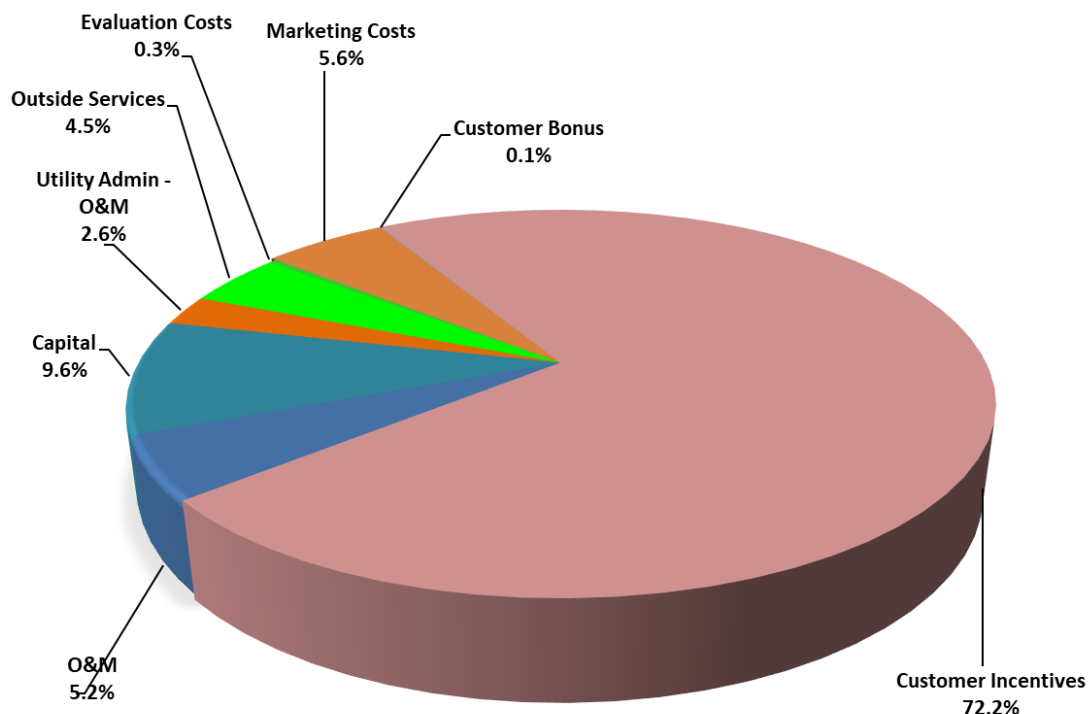
BGE ENERGY EFFICIENCY PROGRAMS YEAR-TO-DATE 12/31/2021



For 2021, spending for the energy efficiency programs was approximately 83% of the full 2021 program forecast. The primary drivers for this lower than forecasted spending is lower incentive costs to achieve the forecasted energy savings, program transfers among implementors, and COVID-19.

Demand Response

BGE DEMAND RESPONSE PROGRAMS YEAR-TO-DATE 12/31/2021



For 2021, spending for the Demand Response Programs (PeakRewards, Dynamic Pricing and Connected Rewards) was approximately 75% of the full 2021 Demand Response forecast. The primary drivers for this lower than forecasted spending is lower capital and incentive costs to achieve the forecasted energy savings, and the commencement of the new bring your own device (“BYOD”) (Connected Rewards) Program.

Enhancements and Highlights

All programmatic changes are discussed in the individual program sections.

Pilot Updates

Advanced Evaluation, Measurement and Verification Behavioral Disaggregation Pilot

BGE launched a pilot to test whether disaggregated energy insights can be used to increase program uplift (participation in other EmPOWER programs), digital engagement with the eHER (email “Home Energy Report”), and customer satisfaction. The pilot leveraged customers’ AMI data and machine learning (appliance disaggregation and detection) to identify eHER recipients most likely to benefit from a particular EmPOWER program. That customer segment was then divided into a treatment and control group: the treatment group received a promotion for the EmPOWER program alongside their appliance disaggregation insights in the eHER, while the control group only received the relevant EmPOWER program promotion in the eHER.

Clear Goals to be Achieved by the Pilot

The pilot demonstrated that using appliance disaggregation for segmentation purposes can be a powerful tool for identifying customer needs. It also showed that using disaggregation for segmentation combined with the behavioral Home Energy Reports (HERs) can be a means of supporting the broader EmPOWER portfolio. BGE has a much better understanding of the ways in which energy usage disaggregation can be used to support other EmPOWER programs, customer needs identification, and customer satisfaction. These findings show that the pilot achieved the original goals proposed:

Understand how AMI-informed, appliance-level disaggregated energy insights can be used to segment and target customers in sequenced communications to optimize customer engagement and program uplift in multiple EmPOWER programs outside of the behavior offering. The pilot is designed to maximize the potential value and economic benefits of AMI on the customer’s side of the meter by communicating detailed consumption data in a new way to customers.¹

Metrics Associated with the Pilot

Program uplift, digital engagement, and customer satisfaction were the three metrics included in the original pilot proposal. BGE reported out on the following metrics in the Mid-Year 2021 Semi-Annual Report:

- Program uplift (customer participation in the promoted programs) was higher among the customers targeted for this pilot compared to the general population of customers in the service territory (using HER controls, those who do not receive HERs as a proxy for the

¹ *Comments of the Public Service Commission Staff 2018 Semi-Annual EmPOWER Maryland Programmatic Reports For the Third and Fourth Quarters.* Maryland Public Service Commission Energy Analysis & Planning Division. April 15, 2019 (Mail Log No. 224775).

general population).² This shows that using appliance disaggregation for customer targeting purposes, combined with the Opower Home Energy Report, can be a powerful tool for driving participation in other EmPOWER programs. The specific marketing module that surfaced appliance usage insights to the customer, on its own, did not drive uplift. It is the combined impact of using disaggregation for customer segmentation + the Opower Home Energy Report that had a powerful impact on uplift.

- Digital engagement metrics measured (email open and click-through rates) showed no statistical difference in digital engagement between those receiving the piloted disaggregation insights messaging and those receiving an eHER without the messaging.
- Customer interest was used as a proxy for customer satisfaction. Across the campaigns, customer interest was over 70%, although there was no statistically significant difference in customer interest between treatment and control customers. Similar to uplift, this shows that identifying and segmenting customers according to their appliance usage for the purpose of promoting certain programs can deliver a better customer experience.

Evaluation Plan

A randomized control trial was used to measure the impact of the pilot. The evaluation was carried out by Oracle, the program implementer.

Program Costs

Program costs came in under \$125,000

Public Information Reported through the Pilot

BGE reported on the metrics associated with the pilot, as available, through the EmPOWER semi-annual reporting process. These reports were filed publicly and presented during the EmPOWER hearings, which were broadcast to the public on the Maryland Public Service Commission's YouTube channel.

Public Review of Pilot Results by the Commission

Given the delays caused by the pandemic, and the resulting timing of the promotional campaigns, BGE provided semi-annual updates to the Commission through the semi-annual EmPOWER reporting process.

Transition Plan for Participating Customers Upon the Conclusion of the Pilot

Customers who received the promotional campaigns for the pilot were selected from the existing Home Energy Report (HER) recipient population. Upon conclusion of the pilot, they continued to receive email and print Home Energy Reports at the same cadence as the broader HER recipient population.

Sunset Date for the Pilot

² This finding does not include the QHEC as program participation data for the broader service territory, beyond those eligible for the pilot, was available during the study period.

The pilot, as originally approved, was set to run January 1, 2020 – December 31, 2020. Due to the pandemic, BGE delayed the first promotional campaign and adjusted subsequent campaigns accordingly. BGE communicated this to the Commission and stakeholders at the Spring 2020 semi-annual hearing. The pilot ran from January 1, 2020 (work on design of the outbound communications and analytics related to segmentation of customers to target with the communications had begun) through the summer of 2021, when the last of the follow-up campaigns went out (July) and Opower analyzed the results (August- September).

Lessons Learned

- The combination of program-specific customer targeting that included identifying customers based on AMI disaggregation and promotion of these programs was collectively effective at identifying strong candidates and/or motivating them to participate.
- Hourly interval AMI data can effectively be used to leverage appliance disaggregation for segmentation and targeting purposes.
- There will be customers for whom the follow-up campaign is the first time they are seeing the program promotion. This underscores the value of sending multiple promotional emails and suggests that follow-up emails should be carefully designed to reflect the priorities of the campaign.
- Customers found the disaggregated energy insights useful and satisfactory. Knowing this, BGE can consider omitting the user feedback module in future campaigns in favor of a call-to-action focused on promoting participation in other EmPOWER programs.

Conclusion

Different conditions under which the pilot ran, cadences of communications, types of programs promoted, or product variations could lead to different findings. Innovation is an iterative process and this pilot serves as providing a select number of data points to inform what comes next.

BGE will leverage the insights learned from the pilot and continue to look for more opportunities to apply disaggregation. In June of 2021, disaggregation was used to advance BGE’s “What Uses Most” tool. Since the launch of the pilot, disaggregation detection algorithms have advanced allowing for “presence discovery.” Presence discovery helps to provide more appliance-level disaggregation without customer input or confirmation. BGE is currently applying presence discovery to help identify which homes are charging an EV and the type of charger being used (Level 1 vs Level 2) and will look to leverage this insight to allow for deeper personalization of behavioral energy usage reports and alerts.

Automated Smart Window Shading System Pilot

BGE continues its partnership with Hunter Douglas and Rollease Acmeda with its Automated Smart Window Shade Pilot. Fifteen qualified candidates were selected and were eligible to receive up to ten automated window shades (a combination of south, west, and southwest facing windows at no cost). By mid-May, all fifteen participants had selected fabrics of their choosing and received professional installation of the automated window shades within their homes. As part of the installation services, customers had these automated window shades programmed to an operation schedule developed by the Attachments Energy Rating Council (“AERC”) which places emphasis on maximizing energy savings opportunities. With all automated smart window shades systems installed and operating according to established schedules, BGE issued two separate surveys, one in each quarter in the second half of 2021, to gauge customer interaction and satisfaction with the received products through the pilot. Additionally, Hunter Douglas and Rollease Acmeda both engaged their respective participants to assist with the transition of the AERC operating schedules from a summer operating schedule to a winter operating schedule helping to maximize both comfort and energy savings for participants.

A billing analysis will be conducted of each participant’s energy consumption data (12 months pre- and post-blind installation) to evaluate potential energy savings during the winter and summer seasons. Solar heat gain from unshaded western and southern facing windows can be substantial during the summer and beneficial in the winter months. Having automated shades that open and close per a set schedule can potentially reduce energy usage, save customers money on their BGE bills, reduce HVAC maintenance costs, optimize climate consistency, improve comfort, and extend HVAC equipment life.

It should be noted that the customers participating in the Automated Smart Window Shade Pilot will not be required to participate in the current HPwES Program. If the pilot results prove beneficial, it is expected that the smart window shading incentives may be offered through the HPwES Program.

QHEC New Measures Pilot

In Order No. 89855, the Commission approved BGE’s QHEC New Measures Pilot and directed that the pilot be evaluated and verified through the established EmPOWER EM&V process, including the Maryland independent evaluator.

Smart TV Demand Response/Energy Efficiency/Behavioral Pilot

In Order No. 89855, the Commission approved BGE’s Smart TV Pilot and directed that the pilot be evaluated and verified through the established EmPOWER EM&V process, including the Maryland independent evaluator. The Commission also directed BGE to file tariff revisions reflecting the expensing of the pilot costs over the one year that the pilot will run, rather than amortized over five years as proposed by BGE.

To date, development of various customer recruitment activities has begun. Directed to recent LG Smart TV buyers from the last holiday season, emails and push notifications through LG’s ThinQ smart phone app are being finalized. A website URL for the Smart TV Pilot has also been secured and content is being developed. When active, the pilot’s website will be www.bgesmarttvpilot.com.

Lastly, wording for the LG Smart TV pop-ups that will notify pilot participants of tips and demand response activity are also being finalized.

Residential Financing Pilot

BGE, along with the other Maryland EmPOWER Utilities, are working with the Maryland Clean Energy Center and the Montgomery County Green Bank to launch the Residential Financing Pilot. The program is expected to launch in early 2022. The Utilities are working to ensure that the financing program aligns with the EmPOWER programs and that appropriate pilot metrics can be reported to the Utilities by the Maryland Clean Energy Center and the Montgomery County Green Bank.

BGE Midstream Appliance Recycling Pilot Proposal

As part of BGE's legacy Recycling Program, BGE proposes a new Midstream Appliance Recycling Pilot Program. This pilot takes a lower cost recycling approach by partnering with Appliance Recycling Centers of America (ARCA) to intervene at the midstream level to prevent old, inefficient refrigerators from being resold in the secondhand appliance market. The detailed request for pilot approval is submitted under Appendix C of this document.

Maryland Public Service Commission Requests

Approval Request for the BGE Midstream Appliance Recycling Pilot

As stated above, BGE is asking for Commission approval of a new BGE Midstream Appliance Recycling Pilot in which BGE would partner with Appliance Recycling Centers of America ("ARCA") to intervene at the midstream level to prevent old, inefficient refrigerators from being resold in the secondhand appliance market. Without program involvement, the appliances will be resold and plugged into the grid. Other benefits include: fewer inefficient refrigerators sold to BGE customers; income-eligible customers offered more efficient secondhand appliance choices; lower marketing costs, since the program does not target the general public and will not need expensive advertising; and lower BGE transportation costs because appliances are picked up in bulk. The detailed request for pilot approval is submitted under Appendix C of this document.

Maryland Public Service Commission Template Revisions

In response to Order No. 89669 and Order No. 89855, BGE made all necessary adjustments to reporting templates beginning with the Year-End 2021 Semi-Annual Report.

PROGRAM SPECIFICS

Implemented Residential Programs, Commercial Programs, Demand Response Programs and Program Investigation, Design and Development (“PIDD”)

Residential Programs

Residential Efficient Energy Products Programs

Residential Lighting

The BGE Residential Lighting Program provides BGE customers with immediate incentives on qualifying LED products in stores. The program utilizes point-of-purchase materials and field service customer education to help customers understand the benefits of participating in the program. In addition to in-store markdowns of standard bulbs, specialty bulbs, and LED fixtures, the Lighting Program also manages a Food Bank Program and Non-Profit Kit Program to provide LED products to low-income residents at no additional cost (beyond the EmPOWER surcharge) to them.

Exceeded Target: The Lighting Program significantly ramped up participation in Q3 and Q4 2021 and ended the year at 103% of the annual gross MWh savings goal. In 2021, the Lighting Program incentivized over 4 million LED products to residential customers, capturing over 130,000 MWh of energy savings.

Lighting Program participation ramped up significantly in the second half of the year, with the fulfillment of some key initiatives:

- Participation in multiple retailer-specific, off-shelf promotional opportunities.
- Receipt and distribution of a shipment of 939,720 LEDs to 113 food pantries.
- Successfully hosted seven virtual pop-up lighting sales events with businesses employing BGE residential customers.
- Launched a cross promotion for customers who participated in the BGE Recycling or HVAC program. Customers received a link to purchase incentivized lighting products online as a “Thank You” for participating in EmPOWER Maryland programs.

YTD Q4 2021			
Residential Lighting			
	Reported Measure Quantity	Reported Annualized Savings (MWh)	Reported Peak Demand Reduction (MW)
Ceiling Fans			
Fixtures	292,921	9,132	1.239
LEDs	3,903,275	129,064	18.641
<i>Connected LEDs</i>	13,000	300	0.036
<i>Specialty Decorative LEDs</i>	744,764	23,845	3.446
<i>Specialty Other</i>	14,649	1,019	0.147
<i>Specialty Reflector LEDs</i>	456,410	15,443	2.231
<i>Standard LEDs</i>	2,674,452	88,457	12.781
Occupancy Sensors			
Lighting Total	4,196,196	138,196	19.880

Appliance Rebates

The BGE Residential Appliance Rebate Program encourages consumers to purchase high-efficiency appliances by offering rebates for select ENERGY STAR® certified products. Qualifying products are offered through various channels, including traditional post-purchase rebates, instant coupons at select retailers, midstream rebates through distributors and retailers, and markdowns at select retailers.

Exceeded Target: The Appliance Rebate Program continued its success through Q3/Q4, ending the year at 172% of the annualized energy savings (MWh) goal.

Two notable areas contributing to 2021 program success were sales through the ENERGY STAR Retail Products Program channel, and the successful launch of the midstream dehumidifier and air purifier markdown. In 2021, the program incentivized seven times as many dehumidifiers and air purifiers (10,082) as compared to 2020 (1,422).

The program continues to focus on the promotion of midstream Heat Pump Water Heater rebates working with local distributors and contractors. Supply chain and manufacturing issues have resulted in shipment delays and price increases that continue to significantly impact the program.

Appliance Recycling

The Residential Appliance Recycling Program offers customers the opportunity to recycle their working, but inefficient, appliances. During a three-year program cycle, customers can schedule an appliance pick-up appointment to turn in any three large appliances (refrigerators or freezers) or any four room air conditioners or room dehumidifiers. For each appliance removed from the grid, BGE customers receive either an \$50 or \$25 reward. BGE focuses on program accessibility by offering flexible appointments, hosting recycling turn-in events, and running limited time offers (“LTOs”) throughout the year.

Below Target:

BGE's Appliance Recycling Program achieved 62% of the 2021 gross MWh savings goal. Supply chain issues and limited new appliance availability continue to negatively impact the number of refrigerators and freezers recycled. In Q3/Q4 2021, the program pushed to offset supply chain impacts with the following initiatives.

- Implemented two one-month LTO pick-ups with an increased incentive for recycling a refrigerator or freezer.
- Ran one dehumidifier LTO with home pick-up of a dehumidifier (and room air conditioner) without recycling a refrigerator or freezer at the same time.
- Hosted a late summer drop-off event for room air conditioners and dehumidifiers.

The program continues to explore opportunities to drive participation in the 2021-2023 program cycle by maintaining LTO success and increasing the number of drop off events. To further push participation during this cycle, BGE has identified compact refrigerators as a potential avenue for additional savings. Initial savings assessments show that compact refrigerators may garner approximately 200-400 gross kWh savings per unit. To further evaluate measure potential, BGE is considering the inclusion of compact refrigerators at future drop off events in the 2021-2023 program cycle to determine customer interests and potential volumes. Pending a successful review of event findings, BGE will assess the viability of filing a request for full implementation of this measure as an addition to the existing Appliance Recycling Program.

YTD Q4 2021			
Appliances & Appliance Recycling			
Measures	Reported Measure Quantity	Reported Annualized Energy Savings (MWh)	Reported Peak Demand Reduction (MW)
Downstream Measures (DS)	955	808	0.166
Heat Pump Water Heaters	291	472	0.031
Variable Speed Pool Pump	476	301	0.130
Air Cleaners/Room Air Purifiers	99	26	0.003
Dehumidifiers	89	9	0.002
Midstream Measures (MS)	63,169	7,145	2.354
Advanced Power Strips - MOU	0	0	0.000
Air Cleaners/ Room Air Purifiers - MOU	1,954	289	0.034
Dehumidifiers - MOU	7,940	763	0.153
Heat Pump Water Heaters - Distributors	131	205	0.024
Variable Speed Pool Pump	146	93	0.040
Clothes Dryers - RPP	20,103	3,330	0.339
Clothes Washers - RPP	12,228	1,328	1.484
Freezers - RPP	3,034	144	0.024
Refrigerators-RPP	16,648	879	0.145
Room Air Conditioners - RPP	985	114	0.111
Recycling Measures	7,932	7,542	1.224
Dehumidifiers	777	330	0.077
Freezers	1,154	846	0.129
Refrigerators	5,381	6,307	0.961
Room Air Conditioners	620	59	0.057
Appliances Total	72,056	15,495	3.744
Note: Clothes washers, clothes dryers and refrigerators were transitioned to the Energy Star Retail Products Program effective April 1, 2019.			

Home Optimization and Retrofit Programs

Quick Home Energy Check-Up

Under the Quick Home Energy Check-Up (“QHEC”) Program, a Building Performance Institute (“BPI”)–certified technician conducts a walk-through of a customer’s home and visually inspects elements of the home, including the insulation, heating and air conditioning system, lighting, and appliances. The customer receives a report summarizing potential energy-saving improvements, as well as recommendations for other BGE programs for which the customer would be a good candidate. In addition, the QHEC professional may install the following energy-saving measures as appropriate: LED light bulbs, faucet aerators, efficient-flow fixed or handheld showerheads, water heater pipe insulation, smart power strips, a ShowerStart™ showerhead adapter, and a smart thermostat. There is no additional charge for the QHEC or the installed measures outside of the customer’s EmPOWER surcharge.

Exceeded Target: The QHEC Program achieved 101% of its 2021 annual energy savings goal (gross MWh) due to strong results during the second half of the year. The program achieved 3,850 MWh in Q3 and 7,003 MWh in Q4, bringing the total energy savings for 2021 to 14,017 MWh (gross annualized energy savings). The most significant factor contributing to strong performance during the second half of 2021 was contractors’ ability to obtain, train, and place additional staff that were lost during the previous COVID-19 shutdowns.

YTD Q4 2021		
Quick Home Checkup		
Average Number of Implemented Measures	10.8	
Average Savings Per Check-up (MWh)	0.506	
Measures	Total Jobs Where Measures Were Installed	Total Number of Measures
Domestic Hot Water Pipe Insulation	5,109	5,110
Domestic Hot Water Temperature Turndown	108	109
Efficient Flow Showerheads	14,578	20,056
Faucet Aerators	4,711	10,504
LEDs	25,932	237,953
Smart Thermostats	1,018	1,068
Smart Strips	21,198	25,268
QHEC Total	27,691	300,068

Note: The “Jobs Where Measures Were Installed” figure for each measure represents the number of customers who accepted that measure whereas the “QHEC Total” figure is the total number of QHEC participants.

Home Performance with ENERGY STAR®

Home Performance with ENERGY STAR (“HPwES”) is a national program overseen by the Department of Energy (“DOE”) and guided by the standards of the BPI. The program’s goal is to improve residential comfort and energy efficiency by addressing the house as a system, while ensuring the health and safety of its occupants. Participating home performance contractors conduct comprehensive audits and make customized recommendations designed to improve the comfort and efficiency of the BGE customer’s home. These recommendations are provided in an audit

report that summarizes and prioritizes the opportunities for improvement. The customer decides which measures they want installed and contracts with the participating contractor to complete the job. The final project inspection and diagnostic testing ensure the contracted work was completed properly. The program provides a subsidy for the cost of the home energy audit (customer pays \$100 for an audit valued at \$400), direct installation of energy efficient measures and a rebate up to \$7,500 for qualifying energy efficiency improvements.

Exceeded Target: The HPwES Program had an outstanding year with completing 3,503 audits and 1,314 jobs resulting in 122% of its annual MWh savings of 4,782 MWh annual gross wholesale electric energy savings. By promoting deep energy retrofits, customers have taken advantage of the program rebate structure by including high efficiency HVAC systems and heat pump water heater upgrades to their jobs.

YTD Q4 2021			
Home Performance with ENERGY STAR®			
Participants by Audit	3,503		
Participants by Completed Project	1,314		
Measures	Reported Measure Quantity	Reported Annualized Savings (MWh)	Reported Peak Demand Reduction (MW)
Direct Install Measures	24,382	977	0.110
Domestic Hot Water Pipe Insulation	673	14	0.002
Domestic Hot Water Temperature Turndown	0	0	0.000
Efficient Flow Showerheads	870	67	0.010
Faucet Aerators	636	16	0.002
LEDs	20,700	711	0.081
Smart Strips	1,503	169	0.015
Other	0	0	0.000
Weatherization Measures	6,345	3,805	1.128
Air Sealing	1,245	858	0.255
Duct Sealing	114	16	0.005
Health and Safety Measures	0	0	0.000
HVAC	468	1,159	0.342
Smart Thermostats	13	3	0.000
Insulation	4,180	1,755	0.522
Attic	2,510	1,239	0.368
Floor	1,194	245	0.073
Wall	88	60	0.018
Duct	388	211	0.063
Mechanical Equipment	0	0	0.000
Windows	324	14	0.004
Other	1	0	0.000
HPwES Total	30,727	4,782	1.238

BGE, as directed by Order No. 89855, is now required to report HPwES Heating Fuel Type Metrics in the mid-year and year-end EmPOWER Maryland reporting. Please see below.

YTD Q4 2021	
BGE HPwES - Heating Fuel Type Metrics	1/1/2021 To: 12/31/2021
# Completed Audits - Homes with Electric Heat	1,215
# Completed Audits - Homes with Gas Heat	1,991
# Completed Audits - Homes with Propane Heat	59
# Completed Audits - Homes with Oil Heat	238
# Completed Jobs - Homes with Electric Heat	622
# Completed Jobs - Homes with Gas Heat	597
# Completed Jobs - Homes with Propane Heat	21
# Completed Jobs - Homes with Oil Heat	74
Average Lifetime MMBTu Savings - Homes with Electric Heat	296
Average Lifetime MMBTu Savings - Homes with Gas Heat	440
Average Lifetime MMBTu Savings - Homes with Propane Heat	145
Average Lifetime MMBTu Savings - Homes with Oil Heat	127
Average HPwES incentive - Homes with Electric Heat	\$ 4,494
Average HPwES incentive - Homes with Gas Heat	\$ 2,583
Average HPwES incentive - Homes with Propane Heat	\$ 2,351
Average HPwES incentive - Homes with Oil Heat	\$ 2,149
Unit Conversions	
Electric MMBtu = (kWh) * 3.41214/1000	
Gas MMBtu = (Therms) * 0.1	
Note: Fuel type is determined by the home's primary heating fuel type	

HVAC Rebate and Tune-Up (Heating and Cooling Program)

The Residential HVAC Heating and Cooling Program provides incentives for purchasing energy-efficient heating, ventilation, and air conditioning (HVAC equipment) that meets or exceeds ENERGY STAR performance standards. The program seeks to drive both savings and market transformation in BGE's service territory. BGE's new HVAC Tune-Up Program launched in August 2021 with two participating contractors. The Tune Up Program is designed to help customers recognize efficiency opportunities for their existing HVAC equipment by ensuring their equipment has been properly maintained. The HVAC Tune Program provides a maintenance check for eligible HVAC equipment at no additional cost (beyond the EmPOWER surcharge) to BGE customers.

Below Target: The Midstream HVAC Heating and Cooling and HVAC Tune-Up Programs achieved 60% of the gross wholesale MWh energy savings. The shortfall in the gross wholesale MWh energy savings continue to be driven by impacts from COVID-19 that resulted in material and labor shortages for HVAC manufacturers that continue to cause disruptions in the availability

of qualifying equipment. During the first half of the year, the HVAC Heating and Cooling Program focused on launching the program for the 2021 – 2023 cycle and onboarding distributors. In the second half of 2021, the program concentrated on distributor outreach and engagement that resulted in seven additional distributors. At year-end, BGE's Midstream Program had a total of 21 distributors participating.

The Midstream HVAC Heating and Cooling Program met regularly with distributors in the second half of 2021 and incorporated program process improvements from distributor and dealer/contractor feedback. In addition, the program managers met on a consistent basis with the distributors to discuss program performance, inventory supply and budget allocation review. Participation in distributor sales meetings was very effective with sharing midstream program information to increase rebate submissions on qualifying equipment and increase contractor participation. The distributor collaboration in the second half of the year contributed to a 41% increase in participation and measures compared to the first half of 2021.

In Q4, the Midstream Program offered a limited time offer on all HVAC measures, where distributors and contractors could take advantage of a higher incentive. BGE customers completing larger retrofit jobs that entail HVAC replacement and insulation improvements participated in the Home Performance with ENERGY STAR (HPwES) program. It is worth noting that over 175 HVAC measures in 2021 were incentivized through the HPwES Program and did not come through the HVAC Midstream Heating and Cooling Program. Procedures are in place to detect any potential rebate duplications within the HPwES and HVAC Midstream Programs.

BGE continues to work with the HVAC tune-up contractors to provide on-going system and technical training, having provided over 40 hours of concentrated, combined in-field and virtual training opportunities during the second half of 2021. The HVAC Midstream Rebate and Tune Up Programs will continue to engage distributors and contractors to achieve its annual and cycle goals.

YTD Q4 2021			
HVAC			
Measure	Reported Measure Quantity Installed	Reported Annualized Savings (MWh)	Reported Peak Demand Reduction (MW)
Air Source Heat Pumps	1,981	2561	0.764
Tier 1	1,462	1629	0.556
Tier 2	519	932	0.208
Central Air Conditioners	3,081	1219	0.992
Tier 1	2,830	1056	0.904
Tier 2	251	163	0.088
Circulating Pumps			
Custom			
Ductless Mini-Split Heat Pumps	262	286	0.047
ECM Furnace Motors	0	0	0.000
Factory Installed	0	0	0.000
Retrofit	0	0	0.000
Furnace Fans			
Gas Furnaces	0	0	0.000
Geothermal Heat Pumps	182	577	0.240
HVAC Tune-Ups	292	42	0.081
Multi Zone Ductless Mini-Split Heat Pumps	176	178	0.043
Packaged Terminal Air Conditioners			
Packaged Terminal Heat Pumps			
Smart Thermostats	191	71	0.000
HVAC Total	6,165	4934	2.167
Note: Ductless Mini-Split measures transitioned to the Midstream platform on 10/1/2018. Remaining HVAC unitary measures moved to the Midstream model on 11/1/2019, except for Geothermal measures (which transitioned on 1/1/2020)			

Smart Thermostat Retail and Optimization Program

BGE customers can receive a rebate of up to \$100 for the purchase of ENERGY STAR® certified smart thermostats through traditional brick-and-mortar stores and online retailers. BGE also provides instant rebates through the BGE Marketplace and mobile-friendly instant rebate coupons at select retailers. BGE's Thermostat Optimization Program continues to capture savings from the additional cloud optimization of eligible Nest and ecobee thermostats through Nest's Seasonal Savings and ecobee's eco+ offerings.

Exceeded Target: The Smart Thermostat Retail and Optimization Program achieved 132% of the annualized 2021 energy savings (MWh) target, while using 79% of the 2021 incentive budget.

On December 30, 2021, BGE discontinued offering optimization enrollments for Honeywell Home and Emerson thermostats via Resideo's Connected Savings platform due to insufficient participation.

Residential New Construction (ENERGY STAR® New Homes) Program

The ENERGY STAR New Construction Program features builder incentives for the construction of ENERGY STAR-qualified new homes and Zero Energy Ready Homes (“ZERH”) that meet the Department of Energy’s ZERH certification in addition to ENERGY STAR certification.

Both single-family and multi-family style homes built to ENERGY STAR or ZERH standards qualify. Builders must incorporate certain high-efficiency appliances, measures, and construction techniques to meet the program’s qualifications. The program now includes new “Additive Measures” with incentives for equipment (air conditioners, heat pumps, and heat pump water heaters) with efficiency levels above ENERGY STAR minimum requirements. The builders, along with BGE, then market the homes to new home buyers.

Below Target: The ENERGY STAR New Homes Program achieved 2,567 MWh gross savings in Q3/Q4 and ended 2021 with 5,340 gross wholesale MWh of energy savings, 77% of the annualized energy savings goal.

Numerous supply chain issues impacted the building industry and BGE’s program including the increased cost and reduced availability of insulation, framing lumber, copper for electrical wiring, and computer chips for HVAC equipment. This resulted in:

- price increases on high-efficiency HVAC equipment, slower than anticipated adoption of high-efficiency equipment from builders, and lower-than-expected savings per home in 2021 and
- construction delays and the shift of many home closings to 2022 due to reduced material availability and increased cost.

The ENERGY STAR New Construction Program incentivized 642 limited-income homes in 2021 resulted in gross savings of 664 MWh. The builders also received the Low-Income Housing Tax Credit to provide affordable housing for Maryland residents.

Program marketing was focused on promoting additive measures and ZERH incentives in 2021. This resulted in the program incentivizing 60 air conditioners, 4 heat pumps, 61 heat pump water heaters, and 4 ZERH homes in 2021.

YTD Q4 2021					
Residential New Construction					
			Measures	Reported Annualized Energy Savings (MWh)	Reported Peak Demand Reduction (MW)
Concierge Program			0	0	0.000
Smart Thermostats			2,164	278	
Total			2,164	278	0.000
	Quantity of Completed Units	Quantity of Completed Buildings	Quantity of Homes Completed	Reported Annualized Energy Savings (MWh)	Reported Peak Demand Reduction (MW)
Tier 1: Multifamily Low Rise Units	605	11	N/A	521	0.155
Tier 2: Two-on-Two Condominiums	117	N/A	N/A	117	0.035
Tier 3: Townhomes and Duplexes	N/A	N/A	1,280	1,587	0.471
Tier 4: Single Family Detached Homes	N/A	N/A	947	2,837	0.843
Total	722	11	2,227	5,062	1.504
Total All Measures	722		4,391	5,340	1.504

Note 1: Completed buildings represents the number of planned multifamily/two-on-two units divided by the total number of units completed.

Note 2: Starting in 2021, MWh savings shown (excluding thermostats) include incentivized Additive Measures (HVAC and Heat Pump Water Heaters).

Note 3: Tier 2 Condo Units consists of 115 Units and 2 Additive Measures.

Note 4: Tier 3 Townhomes and Duplexes consists of 1203 Homes and 77 Additive Measures.

Note 5: Tier 4 Single Family Homes consists of 897 Homes and 50 Additive Measures.

BGE Smart Energy Manager (Residential)

The Smart Energy Manager (“SEM”) Program is a multi-channel delivery platform that gives customers insights into their energy usage, made available through smart meter data, to drive energy savings. The program’s reports, alerts, and online tools are designed to educate customers about their energy consumption, provide a reference point for their use relative to their peers and their own usage over time, and encourage customers to act to reduce their usage, thereby lowering their bills. This energy savings translates to real dollars saved by BGE customers.

Exceeded Target: The SEM Program saved nearly 199,000 MWh in gross savings in 2021. The program exceeded its energy savings target for 2021, achieving 113% of its 2021 MWh goal.

Gamification

BGE’s Gamification Pilot utilizes energy usage data by providing daily insights that measure energy usage compared to the previous week and weekly insight reports to show bill projections along with which days customers used the most or least energy. Interactive features are built into the pilot, such as collecting coins for checking daily or weekly insights, as well as tips and quizzes that help customers understand how to save money, all of which earn customers points allowing them to win virtual rewards.

To measure the impact of gamification, BGE established a randomized control trial to measure customer engagement, customer satisfaction, eBill adoption, and energy efficiency savings. The pilot saw treatment customer engagement being higher (+7%), as well as customer satisfaction being higher (+6%) than the control population. The pilot eBill adoption rate (+33%) provided BGE with insight that gamification can be a useful tool to gain enrollment from customers; however, due to several Exelon wide eBill initiatives the pilot control population had a higher level of adoption (+37%). No statistically significant energy efficiency savings were found.

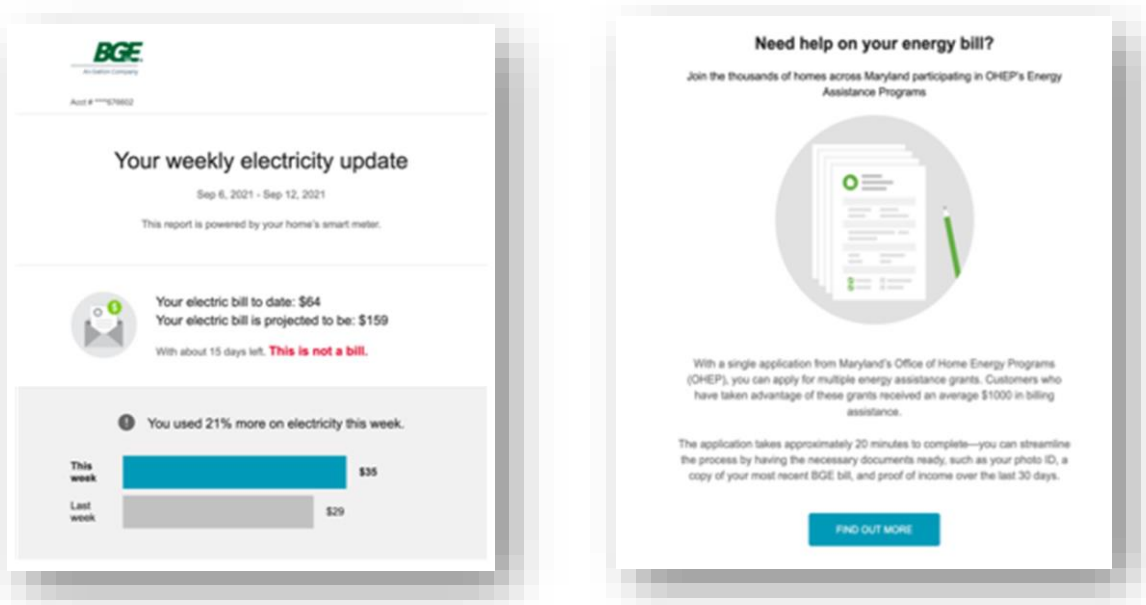
The results and lessons learned from this pilot should not lead one to conclude entirely that gamification could not lead to greater increases in customer engagement and satisfaction. Different conditions under which the pilot ran (rewards system, devices, types of programs promoted, or product variations) could lead to different findings. Innovation is an iterative process, and this pilot serves as providing a select number of data points to inform what comes next. BGE will conclude the current gamification pilot and will continue to explore new opportunities to enhance the customer experience through gamification. The current customers within the Gamification Pilot will be notified via email of the end date and there will be no interruption in their BGE mobile app experience.

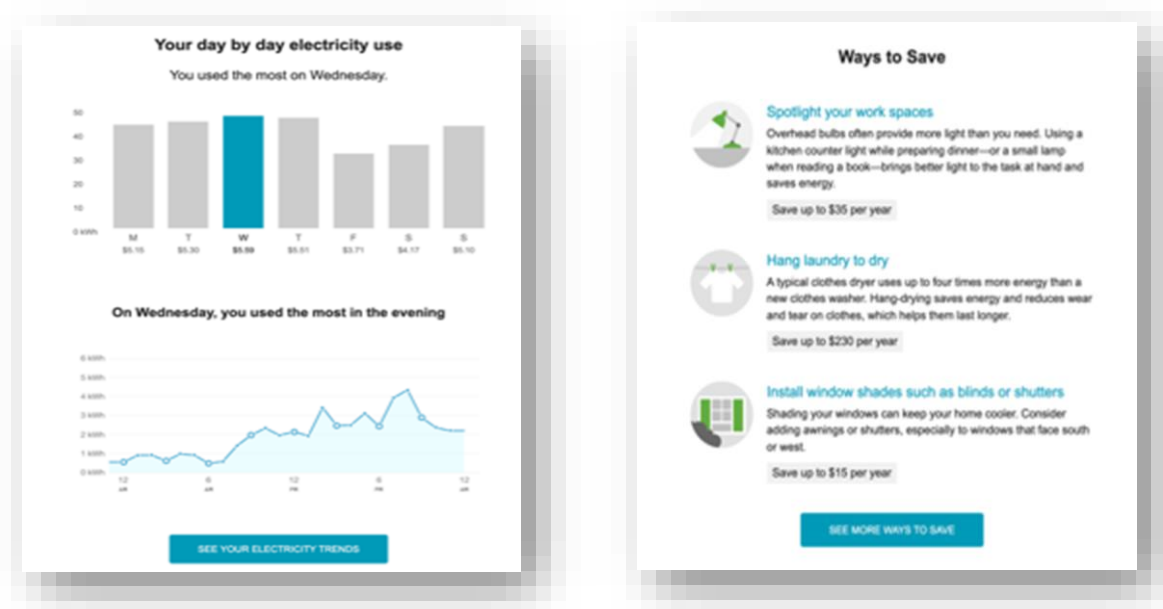
LMI Weekly Usage Report

BGE piloted a new version of Weekly Usage Reports (“WURs”) in September 2021, catering to limited to moderate income (“LMI”) customers. The reports include a highly personalized marketing module that provides detailed, actionable information regarding the application process of Maryland Energy Assistance Programs and low to no cost energy efficiency tips.

BGE built a new projection widget for this experience that was a hybrid of the existing My Account features: bill to date and bill projection widgets. The new feature enables an LMI customer to have the information of what they have spent to date and what they are forecasted to use in a single touch point.

Approximately 100,000 LMI customers were defaulted into a randomized control trial, where 50,000 customers within the treatment group are receiving the LMI WURs. The randomized control trial will be conducted over the course of six months to measure LMI energy assistance uplift, call center volume and customer satisfaction. Initial results show 65% of customers have opened at least one of the LMI WURs and the current opt-out rate remains low at 1%.





Home Energy Reports

For 2021, email and print Home Energy Reports (“HERs”) included targeted marketing modules that were focused on several elements including:

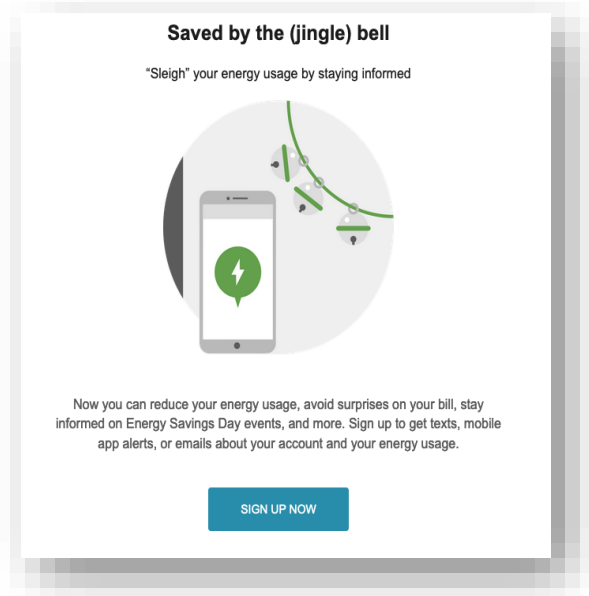
- Promotion of low-cost/no-cost tips by using seasonal messaging;
- Driving online engagement of energy tools; and
- Cross promotional messaging.

BGE piloted a new version of the HERs in mid-July 2020, featuring a new report layout with bold designs, new energy insights and applied behavioral science. Preliminary results have shown a positive impact on customer satisfaction with HERs compared to the current HERs. Those receiving the re-imagined Home Energy Report showed a +9% increase in satisfaction with the communication, and a +6% in the report’s usefulness. Open rates, one of the two digital engagement metrics tracked for the pilot, are also up from +2% to +5%. Click-through rates, however, dropped from +0.3% to -0.05%. Both digital engagement measurements are statistically significant. Energy savings for the pilot have not been determined; the pilot will continue to run into summer 2022.

BGE continues to update and customize messaging in HERs that encourage customers to engage in applied behavioral modifications with relation to their energy use. Marketing modules have focused on highlighting seasonal reminders of best practices and promoting engagement with similar programs to offer additional savings opportunities.

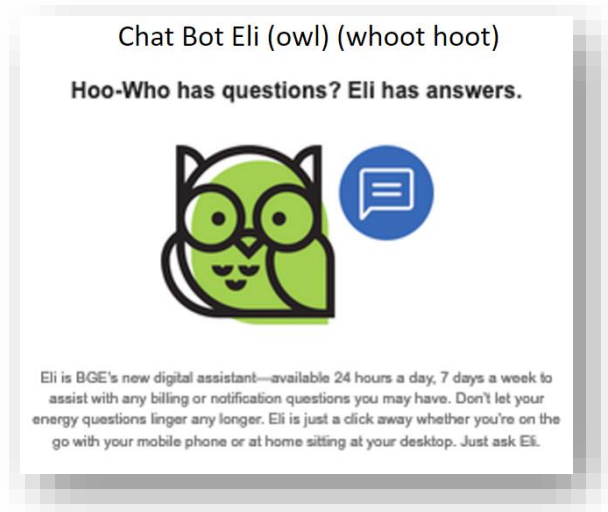
Promotion of Low-Cost/No-Cost Tips

BGE focused on providing low-cost/no-cost tips that aligned with seasonal messaging that creates seasonal triggers for energy savings habits.



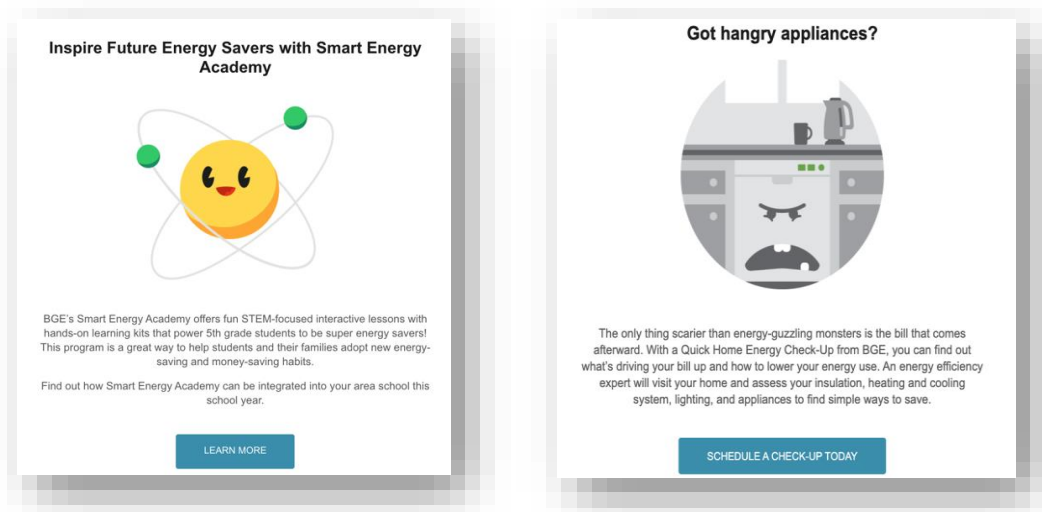
Driving Online Engagement

BGE highlighted online tools and tips to drive online engagement for energy alerts and profile enhancements such as Eli, BGE's new digital assistant.



Cross-Promotional Messaging

BGE included cross-promotional messaging to encourage engagement in other BGE services such as the Smart Energy Academy elementary school program and the Quick Home Energy Check-up program.

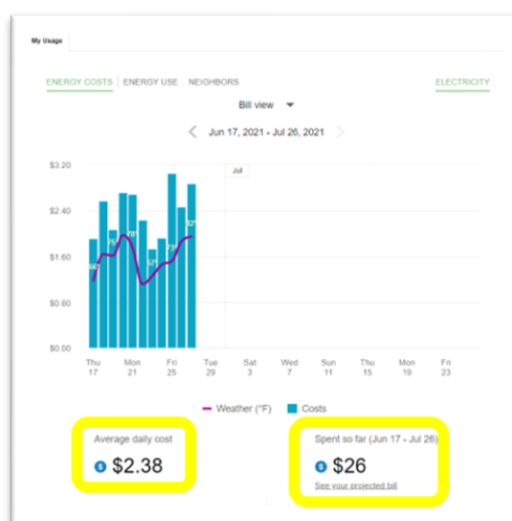


My Account Behavioral Web Tool Enhancements

BGE has continued to look for enhancement opportunities for the My Account online web tools. These enhancements provide greater insights into customers usage, provide opportunities for deeper evaluations of customer energy use, and encourage self-service in identifying action customers can take to manage their energy usage.

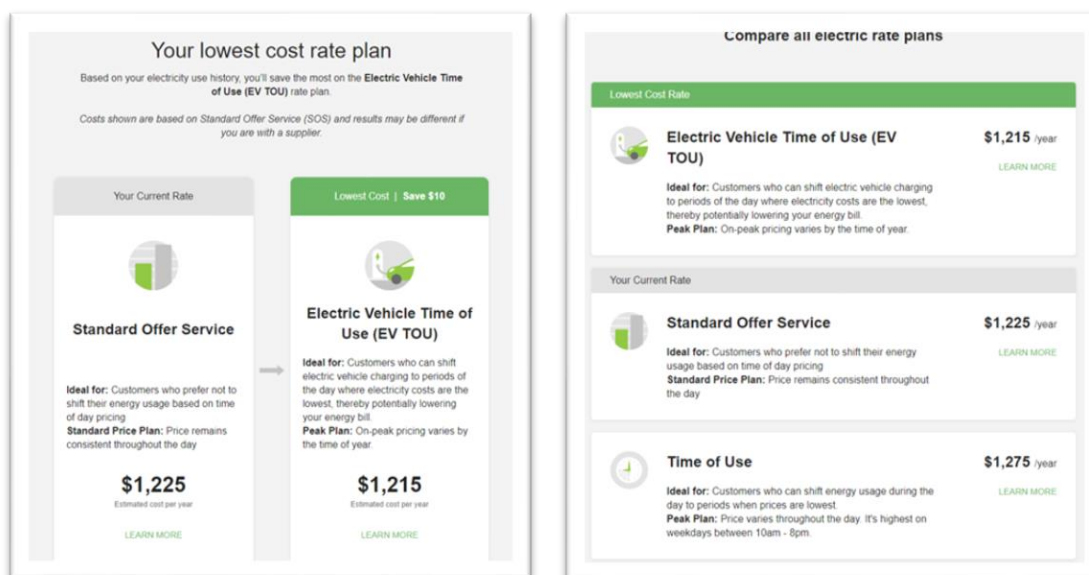
Cost Insight Bar

Provides customers insights into their average daily cost, current bill amount as well as a projection of the bill based on current usage trends.



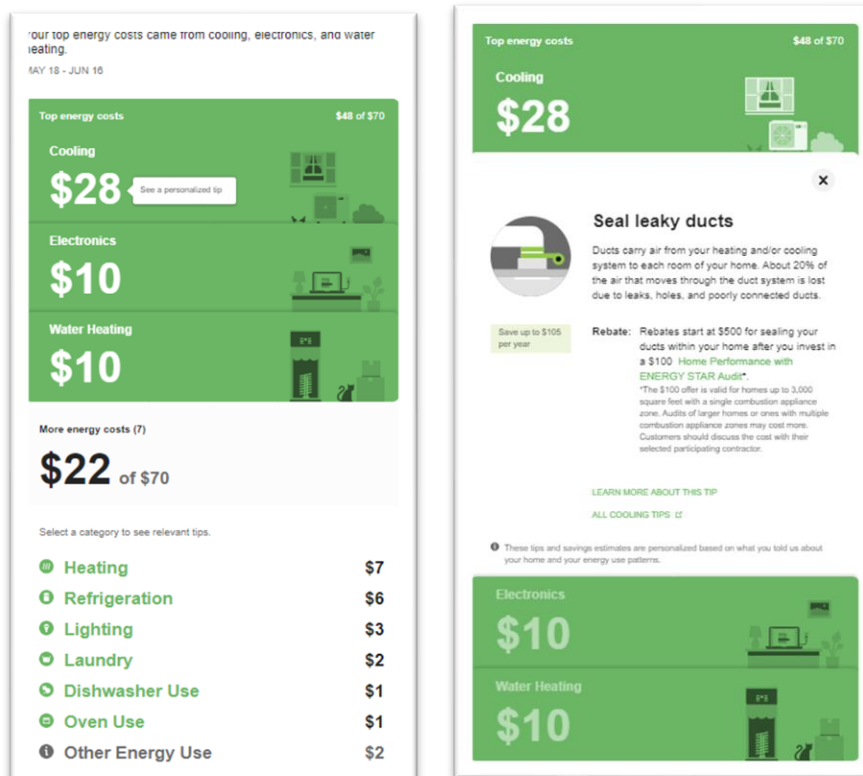
EV TOU Rate Comparison

Allows customer who own or may be interested in owning an EV the rate opportunities available that can optimize their charging patterns.



What Uses the Most

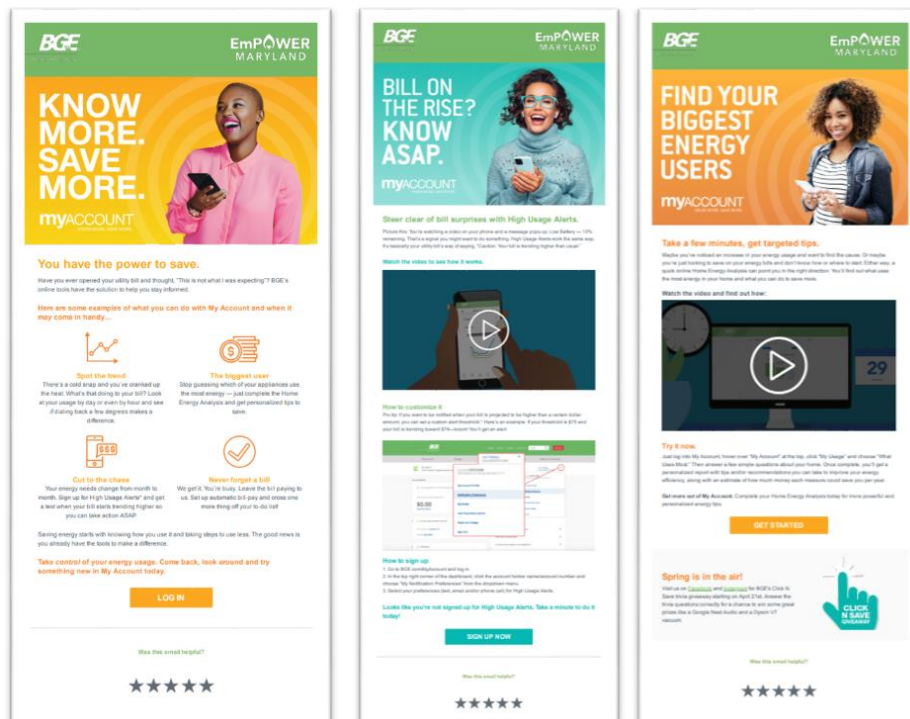
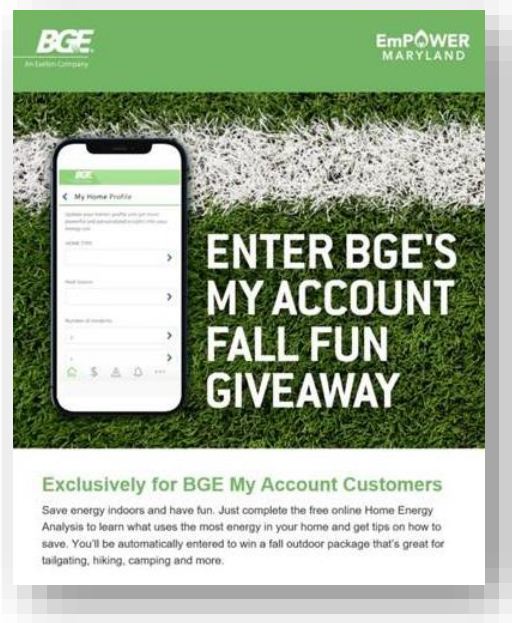
The What Uses the Most tool was successfully enhanced on BGE.com in June of 2021. This tool provides customers an interactive visual of their top energy use categories, tying to their total bill costs, along with tips to help them manage their energy. This enhancement was made possible by leveraging insights learned from the Disaggregation Pilot and the interval data provided by the advance meter infrastructure.



Customer Engagement Outside of Home Energy Reports

BGE has continued to pursue marketing initiatives that encourage customers to take advantage of the tools and features SEM has to offer on BGE.com and within BGE's mobile app. BGE uses high trafficked websites (i.e., Facebook, Weather Channel), e-blasts, and social media to encourage engagement focusing on content specific marketing.

E-Blasts



Social Media Engagement



Behavioral Program (Electric) Metrics

YTD Q4 2021					
Residential Behavior - Energy Savings - Electric					
	Reported Annualized Savings (MWh)	Reported Annualized Savings (MWh)	Percentage of Behavioral Savings (%)	Reported Annualized Savings (MWh)	Percentage of Behavioral Savings (%)
	Behavior Program	Residential Portfolio	Residential Portfolio	Total Portfolio	Total Portfolio
Current Period	198,813	387,097	51%	762,403	26%
Cycle-to-Date	198,813	387,097	51%	762,403	26%

Residential Behavior - Program Expenditures					
	Reported Total Program Expenditures (\$)	Reported Total Program Expenditures (\$)	Percentage of Behavioral Expenditures (%)	Reported Total Program Expenditures *	Percentage of Behavioral Expenditures (%)
	Behavior Program	Residential Portfolio	Residential Portfolio	Total Portfolio	Total Portfolio
Current Period	\$3,990,688	\$48,032,185	8%	\$131,829,683	3%
Cycle-to-Date	\$3,990,688	\$48,032,185	8%	\$131,829,683	3%
* Excludes DHCD Funding					

Residential Behavior - Cost per Energy Savings			
	Cost per Energy Savings (\$/MWh)	Cost per Energy Savings (\$/MWh)	Cost per Energy Savings (\$/MWh)
	Behavior Program	Residential Portfolio	Total Portfolio
Current Period	\$20	\$124	\$173
Cycle-to-Date	\$20	\$124	\$173

Behavioral Program (Gas) Metrics

YTD Q4 2021					
Residential Behavior - Energy Savings - Gas					
	Reported Annualized Savings (Therm)	Reported Annualized Savings (Therm)	Percentage of Behavioral Savings (%)	Reported Annualized Savings (Therm)	Percentage of Behavioral Savings (%)
	Behavior Program	Residential Portfolio	Residential Portfolio	Total Portfolio	Total Portfolio
Current Period	2,935,615	4,039,332	73%	4,044,700	73%
Cycle-to-Date	2,935,615	4,039,332	73%	4,044,700	73%

Residential Behavior - Program Expenditures					
	Reported Total Program Expenditures (\$)	Reported Total Program Expenditures (\$)	Percentage of Behavioral Expenditures (%)	Reported Total Program Expenditures * (\$)	Percentage of Behavioral Expenditures (%)
	Behavior Program	Residential Portfolio	Residential Portfolio	Total Portfolio	Total Portfolio
Current Period	\$3,990,688	\$48,032,185	8%	\$131,829,683	3%
Cycle-to-Date	\$3,990,688	\$48,032,185	8%	\$131,829,683	3%
* Excludes DHCD Funding					

Residential Behavior - Cost per Energy Savings			
	Cost per Energy Savings (\$/Therm)	Cost per Energy Savings (\$/Therm)	Cost per Energy Savings (\$/Therm)
	Behavior Program	Residential Portfolio	Total Portfolio
Current Period	\$1.36	\$12	\$33
Cycle-to-Date	\$1.36	\$12	\$33

BGE, as directed by Order No. 89855, is now required to report the following life-cycle energy savings information for the Behavioral program (Smart Energy Manager) in the mid-year and year-end EmPOWER MD reporting.

YTD Q4 2021						
Lifecycle \$\$ Savings Behavioral Programs - Therms						
	Current Year-to-Date		Cycle-To-Date		Program-To-Date	
Program	Reported Annualized Energy Savings (Therms)	Reported Lifecycle Energy Savings (\$)	Reported Annualized Energy Savings (Therms)	Reported Lifecycle Energy Savings (\$)	Reported Annualized Energy Savings (Therms)	Reported Lifecycle Energy Savings (\$)
Residential Behavioral - Smart Energy Manager	2,935,615	\$3,277,614	2,935,615	\$3,277,614	22,444,404	\$25,059,177
Commercial Behavioral - Smart Energy Manager	0	\$0.00	0	\$0.00	0	\$0.00
Total	2,935,615	\$3,277,614	2,935,615	\$3,277,614	22,444,404	\$25,059,177

BGE, as directed by Order No. 89563 on June 3, 2020, is now required to report the following metric information for SEM (and when applicable Smart Energy Rewards) in the semi-annual and year-end EmPOWER reporting.

YTD Q4 2021		
Smart Energy Manager		
SEM Reports		Enrollments
Report Totals		
Email Home Energy Reports		797,119
High Usage Alerts		571,081
Weekly AMI Reports		302,768
Behavioral Load Shaping Reports		12,598
Solar Update Notifications		2,485
SEM Web Metrics	Unique Visitors	Average Duration (in seconds)
Widget Totals		
Bill Forecast		28
Bill Comparison		28
What uses most / Home Energy Audit Disagg (Completed)		56
Home Energy Audit Survey		46
Data Browser		33
My Plan		4
My Rates		80
Neighbor Comparison		30
Peak Time Rebates Widget		38
Ways to Save		38
Green Button Download		61

BGE Smart Energy Academy (School Education Program)

The Smart Energy Academy engages schools within BGE's service territory to adopt the BGE energy conservation school education program. The program provides kits containing energy efficiency measures combined with science-based hands-on learning for in-home education, which inspire families to adopt new resource usage habits. The program helps to stimulate new behaviors and achieve immediate and ongoing savings through new product installation and resource efficiency knowledge that helps families to reduce energy use, thus lowering their bill. In its first year, the program launched 03/01/2021 and enrolled students until 12/31/2021.

Below Target: The School Education Program is below target for year end, achieving 1,326 MWhs savings which is 38% towards the annual savings goal of 3,461 MWh.

The surge of COVID-19 continued to have lasting effects on schooling as administrations adapt to challenges from the pandemic. The changing learning environments of virtual and hybrid teaching resulted in less teachers enrolling in the program. BGE is anticipating similar challenges in 2022 and is developing new ways to adapt and overcome program enrollment barriers by:

- Digitizing all materials
- Increasing teacher incentive to \$75 from \$50

- Implementing a Back-to-School social media campaign for the Spring semester to drive program awareness in the community
- Supporting teacher requests to supplement curriculum with further enrichment activities; *i.e.*, Earth Day outreach events
- Developing innovative marketing messaging to resonate with a clean energy future through video and online media

School Enrollment Equity

Of the 735 eligible schools in the service territory, 161 schools participated, with representation from all school districts within BGE's service territory. The highest participating schools were from Baltimore City, which had 41 participating schools followed by Baltimore County with 26 schools and 19 from Anne Arundel schools. There were 43 private schools enrolled spread across the service territory.

Participant Feedback

In a voluntarily survey, the consensus from teachers and parents was for BGE to continue to offer the program to schools. Specific teacher comments about the program included:

- "Students were excited to receive the kits and eager to learn about energy and electricity."
- "The students oddly enough loved the wrist bands and they loved taking the box home and showing their parents about conservation."
- "The take home kits, they LOVED being able to take that responsibility."

Commercial and Industrial Programs

The BGE Commercial and Industrial ("C&I") Portfolio consists of a group of programs specifically designed to encompass the breadth of needs of C&I customers. This portfolio approach allows the creation of various programs to meet the diverse requirements of businesses of any size and sector, while providing the flexibility required to accommodate new technologies and market trends. The programs in the portfolio are divided into two major groups: Efficient Equipment and Building Operation and Performance. Programs in the Efficient Equipment group provide customer incentives for capital equipment installed as part of new construction or renovation that enhance a building's efficiency. These programs include Small Business Energy Solutions ("SBES"), Energy Solutions for Business and Combined Heat and Power ("CHP"). The SBES Program is a turnkey program which has been designed specifically to simplify energy efficiency for small (Rate Schedules G and GS) customers. Energy Solutions for Business encompasses both a Prescriptive Program that provides prescribed incentives for common energy saving measures like lighting, HVAC and variable speed drives and a Custom Program that provides incentives for complex projects where energy savings requires custom engineering. CHP provides incentives for the design, installation and operation of CHP generators which achieve high efficiencies by utilizing the waste heat produced by the generator. As opposed to the Efficient Equipment group, the Building Operation and Performance group concentrates on optimizing a building's performance through non-capital improvements like enhanced maintenance, building analytics, control system programming and building operator education. These typically low-cost measures do not require

capital budgeting and are generally implemented using the customer's maintenance budget. Programs that fall under the Building Operation and Performance group include the Building Tune-Up Program and the Instant Discount (Midstream) Program.

In spite of the pandemic, BGE's C&I energy efficiency portfolio was able to achieve over 171,000 MWh in energy savings for 2021, representing 113% of its annual energy savings forecast. BGE saw strong performance in most of its commercial programs including Small Business Energy Solutions, Prescriptive, Custom, Building Tune-Up, and Instant Discount (Midstream). BGE has been especially surprised but very proud of the success it has had in the Small Business Program during this pandemic. The Small Business Program doubled its forecast achieving over 29,000 MWh in energy savings and representing 209% of the annual MWh forecast. While the CHP Program achieved none of its energy savings goal for 2021, BGE does anticipate four CHP projects being completed and commissioned in 2022 representing over 3 MW and over 25,000 MWh in energy savings.

One of the significant reasons for the C&I portfolio's success is attributed to a concentrated effort to promote lighting lamps, fixtures, and controls replacements, which has resulted in a strong pipeline of active projects. Even with COVID-19, the volume of new application submissions has been strong and in keeping with pipeline levels from previous years. BGE continues to nurture strategic partnerships with contractors and lighting distributors to increase program participation.

Marketing efforts for 2021 were focused on program awareness and keeping the program "top-of-mind" as customers were online conducting research. A new creative campaign was developed, and the paid media campaign launched in the fall. Marketing tactics included paid search, digital and print advertising, and email marketing. In April 2021, BGE launched customer "Coffee Talks" which are informal monthly group conversations on program topics that encourage customer engagement. These Coffee Talks produced fabulous customer and contractor feedback helping us to keep our program viable in the marketplace and produced several projects. Program collateral and the BGESmartenergy.com website were updated as needed.

Efficient Equipment Group

Small Business Energy Solutions Program

Small Business Energy Solutions is a turn-key direct install program designed expressly for small customers (Rate Schedules G and GS). The program is designed to make the installation of lighting, smart thermostat, and refrigeration measures as quick and easy as possible for customers who have limited resources and little knowledge of energy efficient technologies. If a customer expresses interest in the program, a BGE direct service provider will perform a complementary audit of the building and give the customer a hardcopy report showing the potential kWh savings, installed cost, BGE incentives, projected utility bill savings and breakeven period. If the customer accepts the proposal, the same service provider will install the new efficient equipment and recycle the customer's old equipment. While BGE incentives already cover 70% of the total installation costs, there is a Small Business Energy Advance Program available which will advance the remaining customer "out-of-pocket" cost and amortize it over 12 equal "on-bill" payments that appear as a separate line item on their monthly BGE bill.

Exceeded Target: For 2021, the SBES Program more than doubled its annual forecast. It achieved over 29,200 MWh in annual energy savings representing 209% of the annual MWh forecast.

In 2021, the SBES program was deliberately driven to significantly exceed its goals to compensate for the shortfall in the CHP program.

The BGE model of having a “closed network” of six dedicated direct service providers proved to be a significant advantage during the pandemic. By planning for significantly increased savings early in the year, BGE was able to give the service providers time to take on the staff and materials necessary to realize these increased goals. The “closed” system also gives BGE the ability to provide these service providers with enhanced training and marketing support that would not be as effective with a large “open” network of contractors.

The program will begin phasing-in the Commission Order No. 89855 approved increase from 60kW to 100kW peak demand in the first quarter of 2022.

YTD Q4 2021			
Small Business			
Measures	Reported Measure Quantity	Reported Annualized Savings (MWh)	Reported Peak Demand Reduction (MW)
Agricultural			
Audits			
Commercial Cooking & Hospitality	163	247	0.014
<i>Appliances</i>			
<i>Clothes Washers</i>			
<i>Dishwashers</i>			
<i>Freezers</i>			
<i>Fryers</i>			
<i>Griddles</i>			
<i>Ice Machines</i>			
<i>Insulated Holding Cabinets</i>			
<i>Ovens</i>			
<i>Plug Load Controls</i>			
<i>Refrigeration</i>	163	247	0.014
<i>Steam Cookers</i>			
<i>Vending Machine Controls</i>			
Computers and Networks			
Direct Install Measures			
HVAC	0	0	0.000
<i>Air Conditioners</i>			
<i>Chillers</i>			
<i>Controls</i>			
<i>Ductless Mini-Split Air Conditioners</i>			
<i>Ductless Mini-Split Heat Pumps</i>			
<i>Geothermal Heat Pumps</i>			
<i>Other</i>			
Lighting (total)	76,826	28,920	4.416
<i>Controls</i>	10,731	794	0.000
<i>LED Luminaires</i>			
<i>LED Fixtures</i>	49,177	21,114	3.235
<i>LED Replacement Lamps</i>	6,651	1,365	0.227
<i>LED Retrofit Kits</i>	8,249	5,310	0.902
<i>LED Signs</i>	1,878	186	0.028
<i>Lighting Fluorescents</i>	16	0	0.000
<i>Other</i>	124	151	0.024
Smart Thermostats	160	118	0.000
Motors			
Pipe Insulation			
Residential Measures in Non-Residential Space			
Variable Frequency Drives			
Window Films			
Small Business Total	77,149	29,285	4.430

Small Business Energy Advance			
	Reported Total		
Participants	89		
Average Loan Amount	\$3,287		
Funds Advanced	\$292,568		
Advance Funds Repaid	\$153,749		
Advances Outstanding	\$138,819		
Advance Funds Defaulted	\$8,604		
Number of Customers Defaulted	4		
Comparison With Advance and Without Advance			
	Number of Projects	Incentive Average	Annual kWh Savings Average
With Advance	89	\$ 9,414	24,773
<i>Lighting</i>	<i>55</i>	<i>\$12,848</i>	<i>34,631</i>
<i>Refrigeration</i>	<i>34</i>	<i>\$3,857</i>	<i>8,827</i>
<i>Smart Thermostats</i>	<i>-</i>	<i>\$0</i>	<i>-</i>
Without Advance	1,569	\$7,426	16,092
<i>Lighting</i>	<i>1,471</i>	<i>\$7,901</i>	<i>17,082</i>
<i>Refrigeration</i>	<i>2</i>	<i>\$851</i>	<i>5,327</i>
<i>Smart Thermostats</i>	<i>96</i>	<i>\$281</i>	<i>1,153</i>

Energy Solutions for Business Program

The Energy Solutions for Business Program provides C&I customers with simple solutions to improve the energy efficiency of their facilities with the goal of producing verifiable savings from the adoption of more efficient technologies. This program consists of a dual track approach. The first being the Prescriptive Program which offers a solution for C&I customers interested in purchasing efficient electric technologies, such as lighting and controls, HVAC equipment, variable frequency drives (“VFDs”), commercial kitchen and refrigeration equipment. The second track is the Custom Program which, using site specific custom measures, offers individually calculated incentives based on specific project energy and demand savings. Since all customer sizes and sectors are eligible for both of these programs, the program design reflects the flexibility necessary to serve the different sectors and market players within the C&I market.

Prescriptive Program

Exceeded Target: For 2021, the Prescriptive Program achieved over 62,000 MWh in energy savings, representing 107% of the annual MWh goal and comprising 36% of total reported C&I portfolio savings for 2021.

The program’s success can be attributed to a concentrated effort to promote lighting fixtures and controls replacements, which has resulted in a strong pipeline of active projects. Program staff continue to nurture strategic partnerships with contractors and lighting distributors to increase participation.

BGE did reduce incentives for most retrofit lighting measures in late February 2020 and continued those reduced incentives through 2021. Incentive reductions were in the 10% to 20% range. A strong pipeline remained for 2021, giving BGE confidence in program performance and participation. Projects continued as scheduled with only minor delays resulting from the pandemic. Pipeline levels remained strong finishing out the end of 2021.

YTD Q4 2021			
Prescriptive			
Measures	Reported Measure Quantity	Reported Annualized Savings (MWh)	Reported Peak Demand Reduction (MW)
Agricultural			
Appliance Recycling			
Audit			
Commercial Cooking & Hospitality	456	1,261	0.095
<i>Appliances</i>			
<i>Clothes Washers</i>			
<i>Dishwashers</i>	3	12	0.000
<i>Freezers</i>	37	21	0.003
<i>Fryers</i>			
<i>Griddles</i>			
<i>Ice Machines</i>	4	3	0.000
<i>Insulated Holding Cabinets</i>	9	14	0.003
<i>Ovens</i>	12	59	0.014
<i>Plug Load Controls</i>	220	338	0.039
<i>Refrigeration</i>	171	814	0.036
<i>Steam Cookers</i>	0	0	0.000
<i>Vending Machine Controls</i>			
<i>Other</i>			
Computers and Networks			
HVAC	675	1,373	0.570
<i>Air Conditioners</i>	142	387	0.232
<i>Chillers</i>	19	375	0.276
<i>Controls</i>	213	126	0.014
<i>Ductless Mini-Split Air Conditioners</i>	10	2	0.003
<i>Ductless Mini-Split Heat Pumps</i>	23	17	0.006
<i>Package Terminal Air Conditioning</i>	30	12	0.004
<i>Package Terminal Heat Pumps</i>	1	2	0.001
<i>Geothermal Heat Pumps</i>	0	0	0.000
<i>Other*</i>	237	452	0.034
Lighting (total)	376,460	57,862	11.672
<i>Controls</i>	37,954	3,601	0.707
<i>LED Luminaires</i>			
<i>LED Fixtures</i>	294,076	48,689	9.598
<i>LED Replacement Lamps</i>	0	0	0.000
<i>LED Retrofit Kits</i>	44,420	5,437	1.336
<i>LED Signs</i>	0	0	0.000
<i>Other</i>	10	135	0.031
Motors			
Pipe Insulation			
Residential Measures in Non-Residential Space			
Variable Frequency Drives	66	1,573	0.004
Window Films	0	0	0.000
Prescriptive Total	377,657	62,069	12.341
* Air Source Heat Pumps			

Custom Program

Exceeded Target: The Custom Program achieved 117% of its annual energy savings target in 2021 with over 18,600 MWh reported. BGE completed and closed out 98 projects.

Several key projects materialized for this year.

- The Forward Grow Greenhouse
 - ForwardGro has a controlled environment agriculture project which consists of six greenhouse zones for cannabis growth. The project was completed in November 2021 with reported savings of 2,766 MWh and received an incentive of \$611,212.
- Becton Dickinson
 - Project involved replacement of multiple chillers and installation of controls to increase the overall cooling plant efficiency. The project was completed in April 2021 with reported savings of 770 MWh and received an incentive of \$215,718.
- Baltimore County School – Arlington
 - Renovation and addition of an existing four-story 83,000 square foot building. The existing building was renovated and an 18,000 square foot addition was constructed increasing the building to 101,000 square feet (to support a state-rated capacity of 475 students). The building was provided with an all-new HVAC system. The project was completed in November 2021 with reported savings of 435 MWh and received an incentive of \$205,927.

BGE has taken a proactive approach to increase Custom Program participation through streamlined processes and simpler incentive calculations. Also, focused efforts like the new Building Modernization Initiative have been implemented to achieve greater energy savings through multiple measures in a single project, an initiative which targets owners of older buildings that need higher levels of encouragement. BGE and PHI have been working in tandem to develop an incentive structure for indoor agriculture/cannabis lighting projects. This will streamline the application process for the customer and conserve the budget to allow for a greater diversity of energy efficient technologies.

YTD Q4 2021	
Custom	
Sector	Total Projects
Church	3
Data Center	
Education	7
Government	6
Grocery	17
Healthcare	1
Hospitality	1
Industrial	6
Multi-Family	
Non-Profit	
Offices	3
Other	17
Property Management	27
Restaurant	1
Retail	9
Custom Total	98

Combined Heat and Power

Combined Heat and Power (“CHP”) is a clean and efficient approach to generating power and thermal energy from a single fuel source. CHP systems provide at least a portion of a facility’s electrical load and capture waste heat from hot exhaust gases for use in space heating, cooling, domestic hot water, dehumidification and/or process heating. Eligible CHP projects can be driven by a reciprocating engine or combustion turbine or other suitable technologies, and the fuel used can be natural gas, biogas or liquified propane or biomass. All projects must operate at an overall annual efficiency of at least 65%. Also, qualified CHP systems must be designed to supply less than 100% of the customer’s load and must not export electricity to the grid. Incentives under the program are calculated by the system capacity and the three incentive payments are comprised of a design incentive, commissioning incentive, and a production incentive.

Below Target: While the CHP Program achieved none of its energy savings goal for 2021, there are many promising projects and applications in the pipeline. As one might expect, most project timelines were severely extended due to the ongoing pandemic. This especially continued to impact medical facilities, as their operational activities were focused adapting to the needs of their respective communities. BGE does anticipate four CHP projects being completed and commissioned in 2022 representing over 3MW and over 25,000 MWh in energy savings. Forecasted projects for 2022 and 2023 include an indoor growing facility, a food waste recycling facility and two hospitals.

YTD Q4 2021									
Combined Heat and Power									
	Pre-Application	Application Submitted	Conditionally Approved	Design Incentives Paid	Under Construction	Completed	Commissioning Incentives Paid	Production	Production Incentives Paid
≤ 1 MW									
Current Period Activity	8	-	-	-	-	-	-	-	-
End of Period	8	-	-	-	-	-	-	-	-
> 1 MW									
Current Period Activity	8	-	3	\$ 138,000	1	-	-	-	-
End of Period	8	-	3	\$ 138,000	1	-	-	-	-
* End of period represents cycle-to-date.									

Building Operation and Performance Group

Building Tune-Up (Retrocommissioning) Program

The Building Tune-Up Program is a portfolio of interventions that emphasize auditing, calibrating, adjusting, and maintaining building systems for maximum efficiency. As opposed to other programs such as Energy Solutions for Business that incentivize equipment replacement, Building Tune-Up Program's low-cost tune-up measures are often executed as maintenance rather than capital items. The Building Tune-Up Program spans the gamut from the highly complex retrocommissioning of large buildings to the cleaning/tune-up of packaged rooftop units to comprehensive training for building operators.

Exceeded Target: For 2021, the Building Tune-Up Program achieved over 13,600 MWh in energy savings representing 170% of the annual MWh forecast.

During the second half of 2021, BGE began preparing for the implementation of the Virtual Commissioning sub-program, which was approved by the Commission in Order No. 89855. During this period, we created marketing plans and initiated conversations with our evaluator Guidehouse using their experience with this sub-program with other utilities (with special emphasis on the current ComEd program). As a result of this preparation, the Virtual Commissioning sub-program is expected to be fully deployed in Q1 of 2022.

YTD Q4 2021			
Retrocommissioning			
Subprograms	Reported Participants	Reported Annualized Savings (MWh)	Reported Peak Demand Reduction (MW)
Building Monitoring	0	0	0.000
Building Operator Training	98	5569	0.759
Enhanced HVAC Maintenance	21	180	0.157
Full Retro Commissioning	79	7856	0.002
<i>Small Building</i>	58	3863	0.000
<i>Large Building</i>	21	3993	0.002
Retrocommissioning Total	198	13605	0.918

Commercial and Industrial Instant Discount (Midstream) Program

The Instant Discount (Midstream) Program incentivizes commercial businesses to choose efficient options for building maintenance. This distributor-based program seeks to inform commercial businesses that there are energy efficient options available for replacement lighting and HVAC and provides instant discounts “at the time of order” to incentivize customers to use these efficient options. One of the most attractive features of this program is that it provides discounts on the spot without additional applications, preauthorization requirements and waiting periods.

Exceeded Target: For 2021, the Instant Discount (Midstream) Program achieved over 47,400 MWh in energy savings representing 119% of the annual goal.

The HVAC Instant Discount Program was added at the end of 2019 and operates similarly to the highly successful Midstream Lighting Program. While operating smoothly, the HVAC program has not incentivized as many units as expected in part because of a supply chain shortage of efficient HVAC units. HVAC midstream results are integrated into the overall midstream results.

YTD Q4 2021			
Midstream Products			
Measures	Reported Measures	Reported Annualized Savings (MWh)	Reported Peak Demand Reduction (MW)
Lighting	546,028	47,333	6.837
<i>Fluorescents</i>	5,480	70	0.013
<i>LEDs</i>	272,455	33,769	4.509
<i>Lighting Other</i>	4,404	637	0.107
<i>TLEDs</i>	263,689	12,857	2.208
HVAC	58	37	0.021
Kitchen/Refrigeration			
Pumps	35	38	0.006
Smart Strips	0	0	0.000
Midstream Products Total	546,121	47,408	6.864

BGE Smart Energy Manager (Commercial)

On Target: In 2021, there is no energy reduction goal.

BGE successfully developed and launched the commercial behavior program, also known as the BGE Business Energy Manager, Customer Engagement Portal in November 2021.

During the first half of the year BGE worked to define the functional design requirements and mapping documents for the AMI data for all commercial customers. In addition to design requirements, BGE focused on creating energy savings solutions to drive behavior change and cross promote current BGE commercial energy efficiency offerings.

During the second half of the year, BGE worked through 133 test cases with all test cases passing. At the end of the year, BGE had 65 users enrolled in the portal, corresponding to 110 accounts.

BGE began executing a marketing campaign in November 2021 that will drive awareness and enrollments needed to meet MWh goals in 2022. The marketing campaign is utilizing commercial focus group findings to deliver messages resonating with non-residential customers. Planned media tactics include digital messaging, paid search, social media, and online video. While the marketing campaign will drive enrollments in the new tool, it will also promote participation in other commercial EmPOWER Maryland programs.

Demand Response Programs

PeakRewards

BGE's air conditioning demand response program, PeakRewards, helps ease the burden on BGE's existing electricity delivery system and reduce the need for additional power plants. Customers agree to allow BGE to cycle their air conditioner, typically during peak demand conditions, at a 50%, 75% or 100% level and subsequently receive a total of up to \$100 in credits on their BGE bill (June-September) each year. Effective April 1, 2020, the PeakRewards Program was closed to new participants. Customers who either have a smart thermostat or are installing one, are encouraged to participate in BGE's new residential demand response program, Connected RewardsSM.

Below Target: The PeakRewards Program is below target for MWh savings as filed. The evaluator recalculated the savings per device based on different criteria than what was initially used resulting in a lower kWh savings per device. Reported year-to-date calculated savings as of December 31, 2021, were 104 MWhs and is not trending to meet the 2021 filed target of 2,400 MWh. Coincident with this change, the PeakRewards Program moved to maintenance mode in April 2020, which prevents the installation of new smart thermostats.

Marketing

PeakRewards retention emails are sent to existing participants to keep them engaged in the program. In 2021, four emails were sent across four email drops, resulting in a unique open rate of 33.8% and a unique click-through rate of 1.32%. BGE also saw a 1:49 time on BGESavings.com.

14,618 letters were sent to PeakRewards smart thermostat participants notifying them that their Wi-Fi had gone offline. Welcome letters were sent to 49,792 customers who moved into a home with an existing PeakRewards device. Lastly, 312,036 PeakRewards Air Conditioning Program participants received the annual summer readiness letter in May notifying them that the summer season was beginning June 1 through December 2021. BGE is happy to report there were nearly 114,000 visitors to BGESavings.com.

Test Events and Energy Savings Day

BGE's required preseason emergency cycling test event occurred Thursday, May 13, 2021. The event started with BGE's Distribution Systems Operations activating a local cycling event (33%) on feeder 7352 at 11:00 AM, followed by Transmission System Operations activating the emergency cycling event for all of the approximately 310,000 PeakRewards participants. All

devices were cycled at their full cycling percentage (50, 75, 100%). There was minimal impact to the BGE Call Center. There were also a limited number of troubleshooting field tickets with only five resulting in a truck roll.

BGE had its first and only Energy Savings Day of the season on Friday, August 13, 2021, beginning at 1 PM and ending at 7 PM. Since we did not schedule an event last season due to the pandemic, the last Energy Savings Day event was held on July 19, 2019. Despite this year lapse, the event went smoothly from beginning to end with the PeakRewards devices responding as expected when paged or activated via their Wi-Fi connection.

On September 23, 2021, BGE conducted a successful PeakRewards in-season test event impacting over 310,000 customers. While we always have lessons learned regarding better communications, enhancements to various processes, etc., the event went off as expected. Of particular note is that this was our first time emulating the modified 2023 PJM Test Event rules where we are only given month ahead, week ahead, day ahead and then ½ hour notice of the called test event. This new notification process was also successful and implemented without issue. BGE will have next year to run through this same modified test notification prior to it becoming official in 2023. During the event, our field team received nine calls with only one resulting in a needed truck roll. 235 calls were made to the BGE Call Center resulting in only three escalations. All key systems and stakeholders responded and performed as expected.

Current Period Listing of Demand Response Calls							
Utility:	BGE						
Date Called	Program Type	Equipment Type	Localized Call Hours	System Wide Call Hours	Reason for Call	Reported MW Reduction	Devices Called
5/13/21	Residential	A/C	11:00 - 11:30		Test	-	461
5/13/21	Residential	A/C		11:30 - 14:30	Test	-	345,728
8/13/21	Residential	A/C		13:00 - 19:00	Economics	127	344,520
9/23/21	Residential	A/C		11:30 - 14:30	Test *	-	344,956

Notes:

Program Type: Residential, Small Commercial, Large Commercial

Equipment Type: Breakdown of call (water heaters, AC)

Localized: List the hour range if only a subset of the DLC participants were included in the call

System Wide: List the hour range if all DLC participants were included in the call

Reason for Call: Economic, PJM, Test or Reliability call

Reported MW: Average hourly energy reduction during the event window

Devices Called: Number of devices activated during an event

* If PJM mandated/scheduled Test Event

** Non-mandatory event, not subject to measurement

Connected RewardsSM

Connected Rewards, BGE's Bring Your Own Thermostat option for Demand Response, helps ease the burden on BGE's existing electricity delivery system and reduces the need for additional power generation. Connected Rewards allows residential electric customers with central air conditioning to participate in demand response with their qualifying smart thermostat, which includes over 30

total device models from Alarm.com, ecobee, Honeywell Home, Lux, Nest, Radio Thermostat, Emerson-Sensi, and VivintGo.

During a peak reduction event, Connected Rewards deploys a temperature offset of up to 4 degrees per household. These adjustment events may include a pre-cooling period of between 30-90 minutes before an event starts. To maximize the program participants' comfort during an event, pre-cooling can be set for up to 3 degrees heading into the adjustment event. BGE has the flexibility to hold adjustment events over a range of timeframes for up to six hours. For the 2021 summer season, BGE communicated to its participants that up to 15 adjustment events would take place. If the participating customer is uncomfortable, it is easy to opt out of the event by simply adjusting the temperature setpoint on their thermostat or within their thermostat's mobile app.

Each qualifying smart thermostat manufacturer communicates a co-branded Connected Rewards offer to its existing customers by email or in-app notification pushes. Once approved to participate, customers are incentivized with a \$50 enrollment incentive per thermostat, which is delivered via a Visa e-gift card. After each demand response season, enrolled customers also receive a participation incentive of \$50 per thermostat, which is also delivered via a Visa e-gift card.

As of December 31, 2021, Connected Rewards had 22,365 participants enrolled with 26,633 devices. Connected Rewards continues to note a trend that approximately one-third of participants are converting from BGE's legacy PeakRewards Program, indicating that two-thirds of participants are new to demand response (table below). BGE will continue to monitor the trend of PeakRewards participants converting to Connected Rewards to better understand the potential impact on future demand response offers.

Connected Rewards (program device summary)	As of December 31, 2021		Percent
Devices added by Customers with no PeakRewards device history	New to Demand Response	18,196	68%
Devices added by customers opting out of PeakRewards	Transitioned	8,437	32%
<u>Total Devices Accepted into Connected Rewards</u>		<u>26,633</u>	

BGE executed 14 adjustment events for the summer 2021 season and is in the process of working with Guidehouse to perform an impact analysis. The preliminary analysis estimates an average event impact of 0.6 kilowatts per device. BGE’s participant satisfaction results show customers have remained engaged and are satisfied with the program through a second season, with a satisfaction score of 4.1 out of 5. Customers continue to report being satisfied with the flexible opt-out option with each adjustment event, which is reflected by the minimal churn in participation. The customer care center at BGE and its vendor partners continue to report minimal unenrollment and complaints through the 2021 season.

Above Target: BGE’s filed program participation forecast was to achieve 21,000 devices enrolled by year-end 2021. BGE is pleased to share that the reported device level of 26,633 has already surpassed our 2022 filed forecast of 25,000 enrolled devices. Connected Rewards has currently met 89% of its cycle filed forecast of 30,000 enrolled devices. The successful enrollment can largely be attributed to a successful recruitment campaign by the qualifying smart thermostat manufacturers as well as incentive stacking of the Smart Thermostat incentive (\$75) and Connected Rewards incentive (\$50) within the BGE Marketplace, offering customers a potential of up to \$125 off each thermostat purchased from the BGE Marketplace. BGE is closely monitoring the Connected Rewards participation growth and will file the necessary Commission request in the event BGE sees its incentive budget needing additional funding.

Marketing

BGE marketing for the Connected Rewards program continued a robust media campaign that included digital ads, streaming radio on Pandora and Spotify, NPR podcasts, cable TV, and social media (Facebook/Instagram). The program was promoted to four distinct audiences: active PeakRewards participants with devices older than 10 years, prior PeakRewards customers, BGE customers who purchased a smart thermostat through BGE’s online Marketplace, and a “lookalike” audience modeled after existing Connected Rewards participants. In total, approximately 350,000 customers were targeted in Q3/Q4 for this campaign. The campaigns yielded over 22 million impressions, nearly 29,000 engagements on social media, and 4 million video views.

In addition to mass media, four recruitment emails were sent to these customers in 2021 with a total of 427,754 emails sent with a 35.4% unique open rate and 1.94% unique click-through rate. Through both email and media marketing, BGE saw over 4,010 enrollments in the second half of 2021.

PeakRewards and Connected Rewards Enrolled Customers and Devices

The following table provides the total active enrolled customers and devices by PeakRewards and Connected Rewards Program at the end of the current reporting period and the incremental change in active customers and devices during the current reporting period. Since the Water Heater Program closed as of March 2021, this will be the last report to include water heater program participants and devices.

YTD Q4 2021						
Residential Demand Response Program Breakdown						
	Customers Enrolled *	Active Devices	Un-enrolled Devices**	50% Cycling	75% Cycling	100% Cycling
Air Conditioners (PeakRewards)						
Current Period Activity	(8,574)	(9,733)	2,886	N/A	N/A	N/A
End of Period	310,363	343,678	49,910	78%	9%	13%
Water Heaters (PeakRewards)						
Current Period Activity	(23,487)	(24,188)	23,701	Water Heaters are all 100% Cycling		
End of Period	-	-	24,330			
Air Conditioners (Connected Rewards)						
Current Period Activity	10,665	12,833	N/A	Temperature Offset		
End of Period	22,365	26,633	N/A			

Note: Current period reflects the incremental change during the current reporting period.

For example: the above current period data reflects YTD through Q4 2021 incremental activity

* Customers Enrolled represents the net increase/decrease in number of customers enrolled in active devices for each program. A customer who is enrolled in both the PeakRewards A/C and Water Heater programs will be included in each of the "Customers Enrolled" totals.

**Unenrolled devices represent devices that are in-service but have been set to a 0% cycling level


Dynamic Pricing - BGE Smart Energy Rewards

Smart Energy Rewards ("SER") is a peak-time rebate program that provides customers bill credits for reducing energy use during peak periods, known as Energy Savings Days ("ESD"). The program is available to all residential customers with a certified smart meter. Customers receive a phone call, email, text, or push notifications usually the day before an event to help them plan ahead in making adjustments to their energy usage. Within a few days after the ESD, BGE notifies customers by phone, email, text, or push notifications to let them know how much they saved. This rapid dissemination of personalized results through the customer's preferred communications channel(s) provides customers with timely feedback on the financial impact of behavioral changes they made during the ESD.

On Target: More than 1.1 million customers were eligible for the 2021 SER season. BGE activated one ESD in summer 2021 on August 13, 2021. Results of the event included a participation rate of 76% and an average credit of \$5.74. BGE collaborated with Oracle to develop marketing modules to be showcased in pre and post notification communications. Marketing modules focused on:

- Driving customer engagement and participation in energy efficient programs
- Encouraging future savers by providing fun ways kids can save energy on event days
- MyAccount sign-ups and subscribing to text and push notifications for events
- Promoting downloads of the BGE mobile app for "know on the go"

Save more during Energy Savings Days




Be the first to know, with email, text, and mobile app alerts! We'll notify you before a BGE Energy Savings Day. Then you can earn rewards by reducing air conditioning use, delaying the use of large appliances, or turning off lights during specified times.

Within a few days, we'll notify you again to let you know how much energy you saved. You'll earn bill credits of \$1.25 for every kilowatt-hour saved compared to your typical usage. It's that easy!



[EARN REWARDS](#)

Know on the Go

Download the free BGE app today



BGE's app makes it easy to get Energy Savings Day(ESD) alerts and access your account from your smart phone or tablet. With the app you can easily check your energy usage, see how much you saved during an ESD, pay your bill, report an outage and much more! Check it out today.

Program Enhancement:

BGE launched same-day event reminders this season. The new reminders provide customers one more touch point hours before the start of the event. Same day reminders provide customers an opportunity to not forget about the event, allowing them to maximize their potential savings. Over 500,000 same day reminders emails and over 25,000 same day reminder texts were sent on August 13 to customers based on customer's preferred communication channel(s).

SMS sample:

Earn a rebate on your bill by reducing energy use during today's Peak Time Event, between 1 pm and 7 pm. To cancel alerts, reply STOP.

Smart Energy Rewards	2018	2019	2020*	2021
Eligible Participants	1.1M	1.1M	1.1M	1.1M
Participation Rate	76%	67%	N/A	76%
Average Credit	\$6.30	\$5.98	N/A	\$5.74

*No events were called in 2020 due to COVID-19.

Other Programs

Conservation Voltage Reduction

Conservation Voltage Reduction ("CVR"), a non-surcharge program, is a technique for improving the efficiency of the electric distribution system by optimizing voltage levels. CVR benefits customers by reducing energy consumption and peak demand, transmission and distribution ("T&D") infrastructure investment, energy losses and greenhouse gas emissions. CVR utility

benefits include improved voltage and power factor control, improved visibility into the status and health of distribution equipment, and improved phase balancing of distribution voltages.

Exceeded Target: The CVR Program has exceeded its target for 2021, achieving 203,311 MWhs, which represents 104% of the 2021 goal.

High Efficiency Transformers

High Efficiency Transformers, a non-surcharge program, are an integral component for utility operations and are essential for high-voltage electric power distribution as well as voltage step down to serve customer power requirements. Advances in metals, materials and manufacturing techniques have increased transformer efficiencies from previous equipment.

Below Target: High efficiency transformer savings are below target for 2021, achieving 870 MWhs, which represents 73% of the 2021 goal.

BGE/Washington Gas Light Company Coordinated Projects

The table provides data for the BGE/Washington Gas Coordinated Energy Efficiency Projects for 2021. The Gross Annualized Therm Savings are excluded from the Program Summary Worksheets. The Incentive credits are netted against the reported costs in the Cost Program Detail Sheets.

YTD Q4 2021					
BGE /Washington Gas Light Company Coordinated Programs					
Program	Total WGL Coordinated Participants	Incentives \$\$ paid to the Utility by WGL	Total Gross Annualized Energy Savings - Therms for the Program	Total Gross Annualized Energy Savings - Therms for WGL Coordinated Projects	Total Gross Annualized Energy savings - Therms Retained by the Utility
Home Performance With Energy Star - Audits	18	\$3,743	4,346	151	4,195
Home Performance With Energy Star - Jobs	22	\$15,690	99,603	2,461	97,142
Quick Home Energy Check-Up - MF	0	\$0	3,078	0	3,078
Quick Home Energy Check-Up - SF	58	\$5,971	144,655	851	143,804
New Construction	1	\$625	564,933	233	564,700
Total	99	\$26,029	816,615	3,696	812,919

Limited Income Table

In Order No. 89189, dated July 11, 2019, the Commission directed that “the [EmPOWER] Utilities are directed to report data from programs where participants are income-verified as limited income in the format proposed by the Limited Income Work Group on a semi-annual basis.” Please see the table below.

YTD Q4 2021	Limited Income Participation in EmPOWER						
EmPOWER Maryland Utility Portfolio	Gross Wholesale Savings						
Residential Energy Efficiency and Conservation Programs	Reported LI Participants	Reported LI Expenditures (\$)	Annualized Energy Savings (MWh)	Lifecycle Energy Savings (MWh)	Lifecycle Energy Savings (\$)	Annualized Energy Savings (Therms)	Lifecycle Energy Savings (Therms)
Energy Efficient Products	138	\$ 35,952	133	1,072	\$ 122,065	0	0
Appliance Rebates	5	\$ 294	6	81	\$ 9,180	0	0
Appliance Recycling	133	\$ 35,658	127	991	\$ 112,885	0	0
Home Optimization and Retrofit	1,896	\$ 723,950	904	11,775	\$ 1,340,623	12,083	127,635
Quick Home Energy Checkup	1,615	\$ 494,180	795	10,283	\$ 1,170,695	9,818	98,217
Multifamily	86	\$ 25,369	36	579	\$ 65,878	207	2,085
Single Family	1,529	\$ 468,811	759	9,704	\$ 1,104,817	9,611	96,132
Home Performance with ENERGY STAR	116	\$ 195,017	55	906	\$ 103,221	1,066	21,102
Audits	101	\$ 170,112	24	335	\$ 38,194	180	1,955
Completed Projects	15	\$ 24,905	31	571	\$ 65,027	886	19,147
Home Energy Improvement		\$ -					
Audits		\$ -					
Completed Projects		\$ -					
Smart Thermostat and HVAC Tune up		\$ -					
HVAC	24	\$ 21,433	19	333	\$ 37,933	0	0
Smart Thermostats	141	\$ 13,320	35	253	\$ 28,774	1,199	8,316
Energy Efficiency Kits		\$ -					
New Construction	27	\$ 31,961	30	450	\$ 51,180	672	9,359
Behavior Based Program (Smart Energy Manager)*	28,089	\$ 117,725					
Dynamic Pricing (Smart Energy Rewards)	0	\$ -					
Residential Energy Efficiency Programs Subtotal	30,150	\$ 909,588	1,067	13,297	\$ 1,513,868	12,755	136,994

**There are no specific control and treatment groups for low income customers and therefore energy savings for this customer segment cannot be separately estimated with any degree of accuracy.*

APPENDIX A – NET AND GROSS WHOLESALE PROGRAM SAVINGS TABLES

Net Wholesale Program Summary Tables

Gross Wholesale Program Summary Tables

Report Period: Through Q4 2021			Net-Wholesale Level													
			Energy Efficiency & Conservation and Demand Response Program Savings													
			Current Year-to-Date Reported vs. Full Year Targets													
Program	Code	Status	Forecasted Participants	Reported Participants	Forecasted Measure Quantity	Reported Measure Quantity	Budgeted Total Program Expenditures (\$)	Reported Total Program Expenditures (\$)	Forecasted Annualized Energy Saving (MWh)	Reported Annualized Energy Savings (MWh)	Forecasted Coincident Peak Demand Reduction (MW)	Reported Coincident Peak Demand Reduction (MW)	Reported Lifecycle Energy Savings (MWh)	Reported Lifecycle Energy Savings (\$)	Forecasted Annualized Energy Savings (Therms)	Reported Annualized Energy Savings (Therms)
EmPOWER Maryland Utility Portfolio																
Residential EE&C Programs																
Energy Efficient Products	R-EE-EEP-ALL-ALL		219,302	246,897	4,143,917	4,268,252	\$ 18,354,801	\$ 15,837,556	59,084	32,041	9.259	5.097	153,911	\$ 17,522,767		2,273
Lighting	R-EE-EEP-LIGHT-NA	Y	170,635	174,842	4,095,250	4,196,196	\$ 12,295,302	\$ 10,773,343	50,778	26,257	7.892	3.777	97,019	\$ 11,045,613		
Appliance Rebates	R-EE-EEP-APPREB-NA	Y	34,197	64,123	34,197	64,124	\$ 2,887,731	\$ 2,941,706	2,954	2,466	0.494	0.781	31,201	\$ 3,552,234		2,273
Appliance Recycling	R-EE-EEP-APPREC-NA	Y	14,470	7,932	14,470	7,932	\$ 3,171,768	\$ 2,122,507	5,352	3,318	0.873	0.539	25,691	\$ 2,924,920		
Home Optimization and Retrofit	R-EE-HOR-ALL-ALL		100,948	62,846	512,267	363,231	\$ 33,842,463	\$ 24,071,604	20,999	20,993	3.247	3.458	286,673	\$ 32,637,721	999,762	366,692
Quick Home Energy Checkup	R-EE-HOR-QHEC-ALL	Y	38,500	27,691	422,969	300,068	\$ 16,052,442	\$ 8,456,182	11,083	11,214	0.904	1.186	144,458	\$ 16,446,543	614,661	117,505
Multifamily	R-EE-HOR-QHEC-MF	Y		2,870		20,291				924		0.103	13,732	\$ 1,563,388		2,462
Single Family	R-EE-HOR-QHEC-SF	Y		24,821		279,777				10,290		1.083	130,726	\$ 14,883,155		115,043
Home Performance with ENERGY STAR	R-EE-HOR-HPWES-ALL	Y	4,350	4,817	31,200	30,727	\$ 7,756,357	\$ 8,091,316	3,137	4,131	0.761	1.080	75,929	\$ 8,644,517	59,804	88,840
Audits	R-EE-HOR-HPWES-AUD	Y		3,503		24,382				782		0.088	10,780	\$ 1,227,303		3,356
Completed Projects	R-EE-HOR-HPWES-CP	Y		1,314		6,345				3,349		0.992	65,149	\$ 7,417,214		85,484
HVAC	R-EE-HOR-HVAC-NA	Y	15,021	5,828	15,021	6,165	\$ 7,513,198	\$ 5,227,548	4,181	2,713	1.582	1.192	48,193	\$ 5,486,773	119,804	341
Smart Thermostats	R-EE-HOR-TSTAT-NA	Y	43,077	24,510	43,077	26,271	\$ 2,520,466	\$ 2,296,558	2,598	2,935	-		18,093	\$ 2,059,888	205,493	160,006
Energy Efficiency Kits	R-EE-HOR-EEKITS-NA	N														
New Construction	R-EE-NC-NC-NA	Y	2,950	2,820	8,473	5,113	\$ 4,196,554	\$ 3,329,294	6,005	4,646	1.467	1.308	67,873	\$ 7,727,341	450,725	491,289
Behavior Based Program (Smart Energy Manager)	R-EE-BEH-BEH-NA	Y	926,000	952,189	926,000	952,189	\$ 5,909,440	\$ 3,990,688	175,400	198,813	44.420	46.454	198,813	\$ 22,634,860	3,182,400	2,935,615
School Education Program	R-EE-SCH-SCHOOL-NA	Y	37,502	13,469	37,502	13,469	\$ 1,524,316	\$ 803,043	3,461	1,326	0.190	0.074	19,094	\$ 2,173,852	151,011	54,234
Residential Programs No Longer Offered	R-EE-NL-NL-NA	N														
Residential Energy Efficiency Programs Subtotal	R-EE-ALL-ALL-ALL		1,286,702	1,278,221	5,628,159	5,602,254	\$ 63,827,574	\$ 48,032,185	264,949	257,819	58.583	56.391	726,364	\$ 82,696,541	4,783,898	3,850,103
Commercial and Industrial EE&C Programs																
Small Business Program	C-EE-SB-SBP-NA	Y	1,104	1,658	49,156	77,149	\$ 11,484,465	\$ 14,553,727	12,880	26,356	2.275	3.987	330,108	\$ 41,187,575	365	3,322
Efficient Buildings	C-EE-EB-ALL-ALL		3,290	1,581	313,794	378,191	\$ 32,039,749	\$ 27,678,844	62,640	76,832	13.916	13.902	983,405	\$ 90,050,396		29
Prescriptive	C-EE-EB-PRE-NA	Y	1,435	1,285	311,938	377,657	\$ 20,314,400	\$ 17,344,799	44,080	54,621	8.882	10.860	733,290	\$ 67,147,365		
Custom	C-EE-EB-CUST-NA	Y	60	98	60	239	\$ 8,286,075	\$ 6,980,642	12,480	11,191	3.902	2.298	184,944	\$ 16,935,322		29
Retrocommissioning	C-EE-EB-RCx-NA	Y	1,795	198	1,796	295	\$ 3,439,274	\$ 3,353,403	6,080	11,020	1.132	0.744	65,171	\$ 5,967,708		-
Combined Heat and Power	C-EE-CHP-CHP-NA	Y	3	-	3	-	\$ 1,893,929	\$ 632,175	12,480	-	1.425	-	-	\$ -		
Midstream Products	C-EE-MSP-MSP-NA	Y	5,603	6,818	527,451	546,121	\$ 5,579,354	\$ 4,442,358	36,800	37,926	5.897	5.491	360,549	\$ 33,015,472		
Behavior Based Program (Smart Energy Manager)	C-EE-BEH-BEH-NA	Y	734	-	734	-	\$ 769,461	\$ 358,298	-	-	-	-	-	\$ -	-	-
Commercial Programs No Longer Offered	C-EE-NL-NL-NA	N														
Large Industrial and Commercial Programs Subtotal	C-EE-ALL-ALL-ALL		10,734	10,057	891,138	1,001,461	\$ 51,766,958	\$ 47,665,402	124,800	141,114	23.513	23.380	1,674,062	\$ 164,253,443	365	3,351
Total EE&C Programs																
Energy Efficiency and Conservation Programs Subtotal	T-EE-ALL-ALL-ALL		1,297,436	1,288,278	6,519,297	6,603,715	\$ 115,594,532	\$ 95,697,587	389,749	398,933	82.096	79.771	2,400,426	\$ 246,949,984	4,784,263	3,853,454
Total Demand Response Programs																
Residential Demand Response Program - Total	R-DR-DR-ALL-ALL		338,200	332,728	349,934	370,311	35,210,398	31,076,539	2,400	104	213.000	246.693	780	88,803	-	1,628
Residential Demand Response Program - Non - BYOD	R-DR-DR-XBYD-NA	Y	317,200	310,363	328,934	343,678	\$ 32,483,565	\$ 27,397,628	2,400	104	192.000	217.690	780	\$ 88,803		1,628
Residential Demand Response Program - BYOD	R-DR-DR-BYOD-NA	Y	21,000	22,365	21,000	26,633	\$ 2,726,833	\$ 3,678,911			21.000	29.003				
Small Commercial Demand Response Program	C-DR-DR-SM-NA	N														
Large Commercial Demand Response Program	C-DR-DR-LG-NA	N														
Dynamic Pricing (Smart Energy Rewards)	R-DR-DP-DP-NA	Y	758,000	851,307	758,000	851,307	\$ 12,822,684	\$ 4,816,913			110.000	125.102				
Demand Response Programs No Longer Offered	B-DR-NL-NL-NA	N														
Demand Response Programs Subtotal	T-DR-ALL-ALL-ALL		1,096,200	1,184,035	1,107,934	1,221,618	48,033,082	35,893,452	2,400	104	323.000	371.795	780	88,803	-	1,628
Total EE&C and Demand Response Programs																
Energy Efficiency and Demand Response Total	T-EEDR-ALL-ALL-ALL		2,393,636	2,472,313	7,627,231	7,825,333	\$ 163,627,614	\$ 131,591,039	392,149	399,037	405.096	451.566	2,401,206	\$ 247,038,787	4,784,263	3,855,082
Other EE&C Programs																
Conservation Voltage Reduction	O-OT-CVR-CVR-NA	Y							196,193	203,311	61.300	63.380	203,311	\$ 21,331,390		
Dynamic Pricing	O-OT-DP-DP-NA	N														
Transmission and Distribution Updates	O-OT-TDU-TDU-NA	N														
Streetlights	O-OT-STL-STL-NA	N														
Transformers	O-OT-TRX-TRX-NA	Y			2,700	3,121			1,192	870	0.136	0.099	26,097	\$ 2,738,097		
Other Programs Subtotal	T-OT-ALL-ALL-ALL		-	-	2,700	3,121			197,385	204,181	61.436	63.479	229,408	24,069,487	-	-
Program Investigation																
PIDD-EE	P-PIDD-EE-ALL-NA	Y	-	-	-	-	\$ 2,394,001	\$ 6,194	-	-	-	-	-	\$ -	-	-
PIDD-DR	P-PIDD-DR-ALL-NA	Y	-	-	-	-	\$ 916,012	\$ 232,450	-	-	-	-	-	\$ -	-	-
Program Investigation Subtotal	T-PIDD-ALL-ALL-ALL		-	-	-	-	\$ 3,310,013	\$ 238,644	-	-	-	-	-	\$ -	-	-
Limited Income Programs (Utility Costs Only)																
DHCD Implemented Limited Income Programs	L-LIP-EE-LIP-NA	Y	Refer to DHCD's reports for this data.				\$ 13,110,731	\$ 13,388,033	Refer to DHCD's reports for this data.							
Limited Income Programs Subtotal	T-LIP-ALL-ALL-ALL						\$ 13,110,731	\$ 13,388,033								
EmPOWER Maryland Utility Portfolio																
All Utility Program Totals	T-ALL-ALL-ALL-ALL		2,393,636	2,472,313	7,629,931	7,828,454	\$ 180,048,358	\$ 145,217,716	589,534	603,218	466.532	515.045	2,630,614	\$ 271,108,275	4,784,263	3,855,082

Note:
Please refer to 2018 - 2020 Carryover Table for Participants, Measures, Incentives and Savings associated with Prescriptive and Customer projects funded from unspent 2018 -2020 budget and included in above table.
The "Smart Thermostats" row represents both Smart Thermostats and Thermostat Optimization.
BGE's demand response programs' MW demand reduction represents total reduction capability, based on all active installed devices, measured at PJM peak-hours, using the associated weather temperature humidity index (WTHI)."

Report Period: Through Q4 2021	Net-Wholesale Level													
	Energy Efficiency & Conservation and Demand Response Program Savings													
	Cycle-to-Date Reported vs. 2021-2023 Full Program Cycle Targets													
Program	Forecasted Participants	Reported Participants	Forecasted Measure Quantity	Reported Measure Quantity	Budgeted Total Program Expenditures (\$)	Reported Total Program Expenditures (\$)	Forecasted Annualized Energy Savings (MWh)	Reported Annualized Energy Savings (MWh)	Forecasted Coincident Peak Demand Reduction (MW)	Reported Coincident Peak Demand Reduction (MW)	Reported Lifecycle Energy Savings (MWh)	Reported Lifecycle Energy Savings (\$)	Forecasted Annualized Energy Savings (Therms)	Reported Annualized Energy Savings (Therms)
EmPOWER Maryland Utility Portfolio														
Residential EE&C Programs														
Energy Efficient Products	617,330	246,897	10,640,300	4,268,252	\$ 50,665,649	\$ 15,837,556	155,637	32,041	24.736	5.097	153,911	\$ 17,522,767	-	2,273
Lighting	435,781	174,842	10,458,750	4,196,196	\$ 32,692,009	\$ 10,773,343	128,697	26,257	20.472	3.777	97,019	\$ 11,045,613		
Appliance Rebates	135,932	64,123	135,933	64,124	\$ 8,195,704	\$ 2,941,706	10,066	2,466	1.513	0.781	31,201	\$ 3,552,234		2,273
Appliance Recycling	45,617	7,932	45,617	7,932	\$ 9,777,936	\$ 2,122,507	16,874	3,318	2.751	0.539	25,691	\$ 2,924,920		
Home Optimization and Retrofit	322,600	62,846	1,521,742	363,231	\$ 101,620,805	\$ 24,071,604	62,390	20,993	9.723	3.458	286,673	\$ 32,637,721	3,010,871	366,692
Quick Home Energy Checkup	115,500	27,691	1,234,092	300,068	\$ 48,054,940	\$ 8,456,182	32,463	11,214	2.629	1.186	144,458	\$ 16,446,543	1,837,252	117,505
Multifamily		2,870		20,291				924		0.103	13,732	\$ 1,563,388		2,462
Single Family		24,821		279,777				10,290		1.083	130,726	\$ 14,883,155		115,043
Home Performance with ENERGY STAR	13,050	4,817	93,600	30,727	\$ 23,075,921	\$ 8,091,316	8,121	4,131	2.129	1.080	75,929	\$ 8,644,517	179,411	88,840
Audits		3,503		24,382				782		0.088	10,780	\$ 1,227,303		3,356
Completed Projects		1,314		6,345				3,349		0.992	65,149	\$ 7,417,214		85,484
HVAC	49,328	5,828	49,328	6,165	\$ 22,899,366	\$ 5,227,548	13,251	2,713	4.965	1.192	48,193	\$ 5,486,773	377,729	341
Smart Thermostats	144,722	24,510	144,722	26,271	\$ 7,590,578	\$ 2,296,558	8,555	2,935	-		18,093	\$ 2,059,888	616,479	160,006
Energy Efficiency Kits														
New Construction	9,300	2,820	26,340	5,113	\$ 13,223,502	\$ 3,329,294	18,944	4,646	4.623	1.308	67,873	\$ 7,727,341	1,420,912	491,289
Behavior Based Program (Smart Energy Manager)	926,000	952,189	926,000	952,189	\$ 17,839,109	\$ 3,990,688	525,600	198,813	44.281	46.454	198,813	\$ 22,634,860	9,547,200	2,935,615
School Education Program	181,270	13,469	181,270	13,469	\$ 7,734,595	\$ 803,043	19,199	1,326	1.202	0.074	19,094	\$ 2,173,852	757,238	54,234
Residential Programs No Longer Offered														
Residential Energy Efficiency Programs Subtotal	2,056,500	1,278,221	13,295,652	5,602,254	\$ 191,083,660	\$ 48,032,185	781,770	257,819	84.565	56.391	726,364	\$ 82,696,541	14,736,221	3,850,103
Commercial and Industrial EE&C Programs														
Small Business Program	3,813	1,658	169,786	77,149	\$ 40,260,708	\$ 14,553,727	44,160	26,356	7.790	3.987	330,108	\$ 41,187,575	1,096	3,322
Efficient Buildings	10,352	1,581	1,009,893	378,191	\$ 110,062,821	\$ 27,678,844	193,040	76,832	42.072	13.902	983,405	\$ 90,050,396		29
Prescriptive	4,619	1,285	1,004,157	377,657	\$ 72,220,429	\$ 17,344,799	140,600	54,621	29.265	10.860	733,290	\$ 67,147,365		
Custom	145	98	145	239	\$ 26,032,431	\$ 6,980,642	29,640	11,191	9.218	2.298	184,944	\$ 16,935,322		29
Retrocommissioning	5,588	198	5,591	295	\$ 11,809,961	\$ 3,353,403	22,800	11,020	3.589	0.744	65,171	\$ 5,967,708		-
Combined Heat and Power	9	-	9	-	\$ 17,840,401	\$ 632,175	48,360	-	5.521	-	-	\$ -		
Midstream Products	18,658	6,818	1,756,503	546,121	\$ 18,172,565	\$ 4,442,358	123,280	37,926	19.745	5.491	360,549	\$ 33,015,472		
Behavior Based Program (Smart Energy Manager)	2,275	-	2,275	-	\$ 1,899,953	\$ 358,298	19,326	-	2.626	-	-	\$ -	-	-
Commercial Programs No Longer Offered														
Large Industrial and Commercial Programs Subtotal	35,107	10,057	2,938,466	1,001,461	\$ 188,236,448	\$ 47,665,402	428,166	141,114	77.754	23.380	1,674,062	\$ 164,253,443	1,096	3,351
Total EE&C Programs														
Energy Efficiency and Conservation Programs Subtotal	2,091,607	1,288,278	16,234,118	6,603,715	\$ 379,320,108	\$ 95,697,587	1,209,936	398,933	162.319	79.771	2,400,426	\$ 246,949,984	14,737,317	3,853,454
Total Demand Response Programs														
Residential Demand Response Program - Total	347,200	332,728	358,934	370,311	110,319,895	31,076,539	7,400	104	226.000	246.693	780	88,803	-	1,628
Residential Demand Response Program - Non - BYOD	317,200	310,363	328,934	343,678	\$ 100,592,108	\$ 27,397,628	7,400	104	196.000	217.690	780	\$ 88,803		1,628
Residential Demand Response Program - BYOD	30,000	22,365	30,000	26,633	\$ 9,727,787	\$ 3,678,911			30.000	29.003				
Small Commercial Demand Response Program														
Large Commercial Demand Response Program														
Dynamic Pricing (Smart Energy Rewards)	758,000	851,307	758,000	851,307	\$ 38,328,247	\$ 4,816,913			110.000	125.102				
Demand Response Programs No Longer Offered														
Demand Response Programs Subtotal	1,105,200	1,184,035	1,116,934	1,221,618	148,648,142	35,893,452	7,400	104	336.000	371.795	780	88,803	-	1,628
Total EE&C and Demand Response Programs														
Energy Efficiency and Demand Response Total	3,196,807	2,472,313	17,351,052	7,825,333	\$ 527,968,250	\$ 131,591,039	1,217,336	399,037	498.319	451.566	2,401,206	\$ 247,038,787	14,737,317	3,855,082
Other EE&C Programs														
Conservation Voltage Reduction							656,576	203,311	76.300	63.380	203,311	\$ 21,331,390		
Dynamic Pricing														
Transmission and Distribution Updates														
Streetlights														
Transformers			8,100	3,121			3,576	870	0.136	0.099	26,097	\$ 2,738,097		
Other Programs Subtotal	-	-	8,100	3,121			660,152	204,181	76.436	63.479	229,408	\$ 24,069,487	-	-
Program Investigation														
PIDD-EE	-	-	-	-	\$ 7,793,670	\$ 6,194	-	-	-	0.000	-	\$ -	-	-
PIDD-DR	-	-	-	-	\$ 2,859,135	\$ 232,450	-	-	-	0.000	-	\$ -	-	-
Program Investigation Subtotal	-	-	-	-	\$ 10,652,805	\$ 238,644	-	-	-	-	-	\$ -	-	-
Limited Income Programs (Utility Costs Only)														
DHCD Implemented Limited Income Programs					\$ 39,332,192	\$ 13,388,033								
Limited Income Programs Subtotal					\$ 39,332,192	\$ 13,388,033								
EmPOWER Maryland Utility Portfolio														
All Utility Program Totals	3,196,807	2,472,313	17,359,152	7,828,454	\$ 577,953,247	\$ 145,217,716	1,877,488	603,218	574.755	515.045	2,630,614	\$ 271,108,275	14,737,317	3,855,082

Report Period: Through Q4 2021	Net-Wholesale Level							
	Energy Efficiency & Conservation and Demand Response Program Savings							
	Program-to-Date							
Program	Reported Participants	Reported Measure Quantity	Reported Total Program Expenditures (\$)	Reported Annualized Energy Savings (MWh)	Reported Coincident Peak Demand Reduction (MW)	Reported Lifecycle Energy Savings (MWh)	Reported Lifecycle Energy Savings (\$)	Reported Annualized Energy Savings (Therms)
EmPOWER Maryland Utility Portfolio								
Residential EE&C Programs								
Energy Efficient Products	2,531,511	47,307,956	\$ 195,680,044	1,092,405	148.193	10,032,858	\$ 1,563,582,389	332,686
Lighting	1,946,529	46,716,700		988,877	131.325	8,762,915	\$ 1,380,420,339	
Appliance Rebates	487,996	490,193		37,826	6.023	494,759	\$ 72,862,700	332,686
Appliance Recycling	96,986	101,063		65,702	10.845	775,184	\$ 110,299,350	
Home Optimization and Retrofit	633,102	5,062,069	\$ 259,820,738	234,568	45.398	2,819,500	\$ 398,585,175	5,576,966
Quick Home Energy Checkup	367,288	4,469,060	\$ 98,904,447	134,164	14.298	1,287,724	\$ 188,507,034	2,135,740
Multifamily	133,073	1,606,238		51,422	5.563	382,090	\$ 59,212,412	635,003
Single Family	234,215	2,862,822		82,742	8.735	905,634	\$ 129,294,622	1,500,737
Home Performance with ENERGY STAR	43,012	335,751	\$ 61,552,286	25,199	6.501	413,680	\$ 54,128,806	841,638
Audits	30,917	275,610		6,494	0.864	75,672	\$ 9,784,799	46,073
Completed Projects	12,095	60,141		18,705	5.637	338,008	\$ 44,344,007	795,565
HVAC	124,491	150,024	\$ 89,639,967	60,643	24.599	1,032,379	\$ 144,347,302	1,766,745
Smart Thermostats	98,311	107,234	\$ 9,724,038	14,562		85,717	\$ 11,602,033	832,843
Energy Efficiency Kits								
New Construction	29,543	39,519	\$ 43,979,509	50,351	17.880	805,627	\$ 114,863,469	5,079,885
Behavior Based Program (Smart Energy Manager)	952,189	952,189	\$ 34,933,936	1,242,725	46.454	1,242,725	\$ 161,917,254	22,444,404
School Education Program	13,469	13,469	\$ 803,043	1,326	0.074	19,094	\$ 2,173,852	54,234
Residential Programs No Longer Offered	6,007	2,148,381	\$ 35,499,006	94,194	11.689	943,891	\$ 133,158,018	432,880
Residential Energy Efficiency Programs Subtotal	4,165,821	55,523,583	\$ 570,716,276	2,715,569	269.688	15,863,695	\$ 2,374,280,157	33,921,055
Commercial and Industrial EE&C Programs								
Small Business Program	23,185	981,621	\$ 139,387,922	295,784	50.382	3,454,645	\$ 408,709,809	4,614
Efficient Buildings	28,793	3,871,685	\$ 365,487,154	1,154,220	216.196	14,352,347	\$ 1,427,122,042	63,515
Prescriptive	23,849	3,859,033	\$ 242,504,993	875,645	150.822	10,885,367	\$ 1,072,158,307	
Custom	1,513	1,699	\$ 98,844,912	191,044	31.957	2,970,871	\$ 290,870,130	43,869
Retrocommissioning	3,431	10,953	\$ 24,137,249	87,531	33.417	496,109	\$ 64,093,605	19,646
Combined Heat and Power	12	12	\$ 15,308,894	110,714	11.842	1,949,778	\$ 191,906,156	
Midstream Products	40,297	4,088,227	\$ 29,144,307	248,770	47.563	2,054,326	\$ 211,195,665	
Behavior Based Program (Smart Energy Manager)	-	-	358,298	-	-	-	\$ -	-
Commercial Programs No Longer Offered	5,502	54,882	\$ 7,928,270	1,123	0.134	9,708	\$ 1,397,549	14,163
Large Industrial and Commercial Programs Subtotal	97,789	8,996,427	\$ 557,614,845	1,810,611	326.117	21,820,804	\$ 2,240,331,221	82,292
Total EE&C Programs								
Energy Efficiency and Conservation Programs Subtotal	4,263,610	64,520,010	\$ 1,128,331,121	4,526,180	595.805	37,684,500	\$ 4,614,611,378	34,003,347
Total Demand Response Programs								
Residential Demand Response Program - Total	332,728	370,311	569,982,872	9,609	246.693	72,068	9,418,649	873,923
Residential Demand Response Program - Non - BYOD	310,363	343,678	\$ 564,131,548	9,609	217.690	72,068	\$ 9,418,649	873,923
Residential Demand Response Program - BYOD	22,365	26,633	\$ 5,851,324		29.003			
Small Commercial Demand Response Program								
Large Commercial Demand Response Program								
Dynamic Pricing (Smart Energy Rewards)	851,307	851,307	\$ 57,312,798		125.102			
Demand Response Programs No Longer Offered								
Demand Response Programs Subtotal	1,184,035	1,221,618	627,295,670	9,609	371.795	72,068	9,418,649	873,923
Total EE&C and Demand Response Programs								
Energy Efficiency and Demand Response Total	5,447,645	65,741,628	\$ 1,755,626,791	4,535,789	967.600	37,756,567	\$ 4,624,030,027	34,877,270
Other EE&C Programs								
Conservation Voltage Reduction				1,070,515	63.380	1,070,515	\$ 131,166,693	
Dynamic Pricing								
Transmission and Distribution Updates								
Streetlights								
Transformers		43,690		40,896	4.656	1,196,554	115,156,404	
Other Programs Subtotal	-	43,690	\$ -	1,111,411	68.036	2,267,069	\$ 246,323,097	-
Program Investigation								
PIDD-EE	1,000	1,000	\$ 2,904,395	40	0.036	797	\$ 101,562	-
PIDD-DR	-	-	\$ 232,450	-	-	-	\$ -	-
Program Investigation Subtotal	1,000	1,000	\$ 3,136,845	40	0.036	797	\$ 101,562	-
Limited Income Programs (Utility Costs Only)								
DHCD Implemented Limited Income Programs	Refer to DHCD's reports for this data.		\$ 106,455,687	Refer to DHCD's reports for this data.				
Limited Income Programs Subtotal			\$ 106,455,687					
EmPOWER Maryland Utility Portfolio								
All Utility Program Totals	5,448,645	65,786,318	1,865,219,323	5,647,240	1,035.673	40,024,433	\$ 4,870,454,686	34,877,270

Report Period: Through Q4 2021			Gross-Wholesale Level													
			Energy Efficiency & Conservation and Demand Response Program Savings													
			Current Year-to-Date Reported vs. Full Year Targets													
Program	Code	Status	Forecasted Participants	Reported Participants	Forecasted Measure Quantity	Reported Measure Quantity	Budgeted Total Program Expenditures (\$)	Reported Total Program Expenditures (\$)	Forecasted Annualized Energy Saving (MWh)	Reported Annualized Energy Savings (MWh)	Forecasted Coincident Peak Demand Reduction (MW)	Reported Coincident Peak Demand Reduction (MW)	Reported Lifecycle Energy Savings (MWh)	Reported Lifecycle Energy Savings (\$)	Forecasted Annualized Energy Savings (Therms)	Reported Annualized Energy Savings (Therms)
EmPOWER Maryland Utility Portfolio																
Residential EE&C Programs																
Energy Efficient Products	R-EE-EEP-ALL-ALL		219,302	246,897	4,143,917	4,268,252	\$ 18,354,801	\$ 15,837,556	150,408	153,691	23.525	23.624	669,661	\$ 76,240,905	-	7,332
Lighting	R-EE-EEP-LIGHT-NA	Y	170,635	174,842	4,095,250	4,196,196	\$ 12,295,302	\$ 10,773,343	133,627	138,196	20.770	19.880	510,624	\$ 58,134,542		
Appliance Rebates	R-EE-EEP-APPREB-NA	Y	34,197	64,123	34,197	64,124	\$ 2,887,731	\$ 2,941,706	4,616	7,953	0.772	2.520	100,648	\$ 11,458,775		7,332
Appliance Recycling	R-EE-EEP-APPREC-NA	Y	14,470	7,932	14,470	7,932	\$ 3,171,768	\$ 2,122,507	12,165	7,542	1.983	1.224	58,389	\$ 6,647,588		
Home Optimization and Retrofit	R-EE-HOR-ALL-ALL		100,948	62,846	512,267	363,231	\$ 33,842,463	\$ 24,071,604	29,141	27,927	5.182	4.886	381,556	\$ 43,440,151	1,328,591	477,451
Quick Home Energy Checkup	R-EE-HOR-QHEC-ALL	Y	38,500	27,691	422,969	300,068	\$ 16,052,442	\$ 8,456,182	13,854	14,017	1.130	1.481	180,573	\$ 20,558,236	768,326	146,882
Multifamily	R-EE-HOR-QHEC-MF	Y		2,870		20,291				1,155		0.128	17,165	\$ 1,954,235		3,078
Single Family	R-EE-HOR-QHEC-SF	Y		24,821		279,777				12,862		1.353	163,408	\$ 18,604,001		143,804
Home Performance with ENERGY STAR	R-EE-HOR-HPWES-ALL	Y	4,350	4,817	31,200	30,727	\$ 7,756,357	\$ 8,091,316	3,921	4,782	0.951	1.238	87,508	\$ 9,962,786	74,755	101,337
Audits	R-EE-HOR-HPWES-AUD	Y		3,503		24,382				977		0.110	13,475	\$ 1,534,129		4,195
Completed Projects	R-EE-HOR-HPWES-CP	Y		1,314		6,345				3,805		1.128	74,033	\$ 8,428,657		97,142
HVAC	R-EE-HOR-HVAC-NA	Y	15,021	5,828	15,021	6,165	\$ 7,513,198	\$ 5,227,548	8,198	4,934	3.101	2.167	87,623	\$ 9,975,879	234,909	620
Smart Thermostats	R-EE-HOR-TSTAT-NA	Y	43,077	24,510	43,077	26,271	\$ 2,520,466	\$ 2,296,558	3,168	4,194	-		25,852	\$ 2,943,250	250,601	228,612
Energy Efficiency Kits	R-EE-HOR-EEKITS-NA	N														
New Construction	R-EE-NC-NC-NA	Y	2,950	2,820	8,473	5,113	\$ 4,196,554	\$ 3,329,294	6,902	5,340	1.686	1.504	78,015	\$ 8,882,008	518,075	564,700
Behavior Based Program (Smart Energy Manager)	R-EE-BEH-BEH-NA	Y	926,000	952,189	926,000	952,189	\$ 5,909,440	\$ 3,990,688	175,400	198,813	44.420	46.454	198,813	\$ 22,634,860	3,182,400	2,935,615
School Education Program	R-EE-SCH-SCHOOL-NA	Y	37,502	13,469	37,502	13,469	\$ 1,524,316	\$ 803,043	3,461	1,326	0.190	0.074	19,094	\$ 2,173,852	151,011	54,234
Residential Programs No Longer Offered	R-EE-NL-NL-NA	N														
Residential Energy Efficiency Programs Subtotal	R-EE-ALL-ALL-ALL		1,286,702	1,278,221	5,628,159	5,602,254	\$ 63,827,574	\$ 48,032,185	365,312	387,097	75.003	76.542	1,347,139	\$ 153,371,775	5,180,077	4,039,332
Commercial and Industrial EE&C Programs																
Small Business Program	C-EE-SB-SBP-NA	Y	1,104	1,658	49,156	77,149	\$ 11,484,465	\$ 14,553,727	14,000	29,285	2.473	4.430	366,787	\$ 45,764,014	406	3,691
Efficient Buildings	C-EE-EB-ALL-ALL		3,290	1,581	313,794	378,191	\$ 32,039,749	\$ 27,678,844	82,000	94,328	18.180	17.090	1,222,035	\$ 111,901,745		49
Prescriptive	C-EE-EB-PRE-NA	Y	1,435	1,285	311,938	377,657	\$ 20,314,400	\$ 17,344,799	58,000	62,069	11.687	12.341	833,284	\$ 76,303,816		
Custom	C-EE-EB-CUST-NA	Y	60	98	60	239	\$ 8,286,075	\$ 6,980,642	16,000	18,654	5.003	3.831	308,292	\$ 28,230,298		49
Retrocommissioning	C-EE-EB-RCx-NA	Y	1,795	198	1,796	295	\$ 3,439,274	\$ 3,353,403	8,000	13,605	1.490	0.918	80,459	\$ 7,367,631		-
Combined Heat and Power	C-EE-CHP-CHP-NA	Y	3	-	3	-	\$ 1,893,929	\$ 632,175	16,000	-	1.826	-	-	\$ -		
Midstream Products	C-EE-MSP-MSP-NA	Y	5,603	6,818	527,451	546,121	\$ 5,579,354	\$ 4,442,358	40,000	47,408	6.410	6.864	450,687	\$ 41,269,409		
Behavior Based Program (Smart Energy Manager)	C-EE-BEH-BEH-NA	Y	734	-	734	-	\$ 769,461	\$ 358,298	-	-	-	-	-	\$ -	-	-
Commercial Programs No Longer Offered	C-EE-NL-NL-NA	N														
Large Industrial and Commercial Programs Subtotal	C-EE-ALL-ALL-ALL		10,734	10,057	891,138	1,001,461	\$ 51,766,958	\$ 47,665,402	152,000	171,021	28.889	28.384	2,039,509	\$ 198,935,168	406	3,740
Total EE&C Programs																
Energy Efficiency and Conservation Programs Subtotal	T-EE-ALL-ALL-ALL		1,297,436	1,288,278	6,519,297	6,603,715	\$ 115,594,532	\$ 95,697,587	517,312	558,118	103.892	104.926	3,386,648	\$ 352,306,943	5,180,483	4,043,072
Total Demand Response Programs																
Residential Demand Response Program - Total	R-DR-DR-ALL-ALL		338,200	332,728	349,934	370,311	35,210,398	31,076,539	2,400	104	213.000	246.693	780	88,803	-	1,628
Residential Demand Response Program - Non - BYOD	R-DR-DR-XBYD-NA	Y	317,200	310,363	328,934	343,678	\$ 32,483,565	\$ 27,397,628	2,400	104	192.000	217.690	780	\$ 88,803	-	1,628
Residential Demand Response Program - BYOD	R-DR-DR-BYOD-NA	Y	21,000	22,365	21,000	26,633	\$ 2,726,833	\$ 3,678,911			21.000	29.003				
Small Commercial Demand Response Program	C-DR-DR-SM-NA	N														
Large Commercial Demand Response Program	C-DR-DR-LG-NA	N														
Dynamic Pricing (Smart Energy Rewards)	R-DR-DP-DP-NA	Y	758,000	851,307	758,000	851,307	\$ 12,822,684	\$ 4,816,913			110.000	125.102				
Demand Response Programs No Longer Offered	B-DR-NL-NL-NA	N														
Demand Response Programs Subtotal	T-DR-ALL-ALL-ALL		1,096,200	1,184,035	1,107,934	1,221,618	48,033,082	35,893,452	2,400	104	323.000	371.795	780	88,803	-	1,628
Total EE&C and Demand Response Programs																
Energy Efficiency and Demand Response Total	T-EEDR-ALL-ALL-ALL		2,393,636	2,472,313	7,627,231	7,825,333	\$ 163,627,614	\$ 131,591,039	519,712	558,222	426.892	476.721	3,387,428	\$ 352,395,746	5,180,483	4,044,700
Other EE&C Programs																
Conservation Voltage Reduction	O-OT-CVR-CVR-NA	Y							196,193	203,311	61.300	63.380	203,311	\$ 21,331,390		
Dynamic Pricing	O-OT-DP-DP-NA	N														
Transmission and Distribution Updates	O-OT-TDU-TDU-NA	N														
Streetlights	O-OT-STL-STL-NA	N														
Transformers	O-OT-TRX-TRX-NA	Y			2,700	3,121			1,192	870	0.136	0.099	26,097	\$ 2,738,097		
Other Programs Subtotal	T-OT-ALL-ALL-ALL		-	-	2,700	3,121	\$ -	\$ -	197,385	204,181	61.436	63.479	229,408	24,069,487	-	-
Program Investigation																
PIDD-EE	P-PIDD-EE-ALL-NA	Y	-	-	-	-	\$ 2,394,001	\$ 6,194	-	-	-	-	-	\$ -		
PIDD-DR	P-PIDD-DR-ALL-NA	Y	-	-	-	-	\$ 916,012	\$ 232,450	-	-	-	-	-	\$ -		
Program Investigation Subtotal	T-PIDD-ALL-ALL-ALL		-	-	-	-	\$ 3,310,013	\$ 238,644	-	-	-	-	-	\$ -	-	-
Limited Income Programs (Utility Costs Only)																
DHCD Implemented Limited Income Programs	L-LIP-EE-LIP-NA	Y	Refer to DHCD's reports for this data.				\$ 13,110,731	\$ 13,388,033	Refer to DHCD's reports for this data.							
Limited Income Programs Subtotal	T-LIP-ALL-ALL-ALL						\$ 13,110,731	\$ 13,388,033								
EmPOWER Maryland Utility Portfolio																
All Utility Program Totals	T-ALL-ALL-ALL-ALL		2,393,636	2,472,313	7,629,931	7,828,454	\$ 180,048,358	\$ 145,217,716	717,097	762,403	488.328	540.200	3,616,836	\$ 376,465,233	5,180,483	4,044,700

Note:
Please refer to 2018 - 2020 Carryover Table for Participants, Measures, Incentives and Savings associated with Prescriptive and Customer projects funded from unspent 2018 -2020 budget and included in above table.
The "Smart Thermostats" row represents both Smart Thermostats and Thermostat Optimization.
BGE's demand response programs' MW demand reduction represents total reduction capability, based on all active installed devices, measured at PJM peak-hours, using the associated weather temperature humidity index (WTHI).

Report Period: Through Q4 2021	Gross-Wholesale Level														
	Energy Efficiency & Conservation and Demand Response Program Savings														
	Cycle-to-Date Reported vs. 2021-2023 Full Program Cycle Targets														
Program	Forecasted Participants	Reported Participants	Forecasted Measure Quantity	Reported Measure Quantity	Budgeted Total Program Expenditures (\$)	Reported Total Program Expenditures (\$)	Forecasted Annualized Energy Savings (MWh)	Reported Annualized Energy Savings (MWh)	Forecasted Coincident Peak Demand Reduction (MW)	Reported Coincident Peak Demand Reduction (MW)	Reported Lifecycle Energy Savings (MWh)	Reported Lifecycle Energy Savings (\$)	Forecasted Annualized Energy Savings (Therms)	Reported Annualized Energy Savings (Therms)	
EmPOWER Maryland Utility Portfolio															
Residential EE&C Programs															
Energy Efficient Products	617,330	246,897	10,640,300	4,268,252	\$ 50,665,649	\$ 15,837,556	392,755	153,691	62.492	23.624	669,661	\$ 76,240,905		7,332	
Lighting	435,781	174,842	10,458,750	4,196,196	\$ 32,692,009	\$ 10,773,343	338,678	138,196	53.875	19.880	510,624	\$ 58,134,542			
Appliance Rebates	135,932	64,123	135,933	64,124	\$ 8,195,704	\$ 2,941,706	15,728	7,953	2.364	2.520	100,648	\$ 11,458,775		7,332	
Appliance Recycling	45,617	7,932	45,617	7,932	\$ 9,777,936	\$ 2,122,507	38,349	7,542	6.253	1.224	58,389	\$ 6,647,588			
Home Optimization and Retrofit	322,600	62,846	1,521,742	363,231	\$ 101,620,805	\$ 24,071,604	87,144	27,927	15.682	4.886	381,556	\$ 43,440,151	4,013,276	477,451	
Quick Home Energy Checkup	115,500	27,691	1,234,092	300,068	\$ 48,054,940	\$ 8,456,182	40,579	14,017	3.286	1.481	180,573	\$ 20,558,236	2,296,565	146,882	
Multifamily		2,870		20,291				1,155		0.128	17,165	\$ 1,954,235		3,078	
Single Family		24,821		279,777				12,862		1.353	163,408	\$ 18,604,001		143,804	
Home Performance with ENERGY STAR	13,050	4,817	93,600	30,727	\$ 23,075,921	\$ 8,091,316	10,151	4,782	2.662	1.238	87,508	\$ 9,962,786	224,264	101,337	
Audits		3,503		24,382				977		0.110	13,475	\$ 1,534,129		4,195	
Completed Projects		1,314		6,345				3,805		1.128	74,033	\$ 8,428,657		97,142	
HVAC	49,328	5,828	49,328	6,165	\$ 22,899,366	\$ 5,227,548	25,981	4,934	9.734	2.167	87,623	\$ 9,975,879	740,644	620	
Smart Thermostats	144,722	24,510	144,722	26,271	\$ 7,590,578	\$ 2,296,558	10,433	4,194	-		25,852	\$ 2,943,250	751,803	228,612	
Energy Efficiency Kits															
New Construction	9,300	2,820	26,340	5,113	\$ 13,223,502	\$ 3,329,294	21,774	5,340	5.314	1.504	78,015	\$ 8,882,008	1,633,232	564,700	
Behavior Based Program (Smart Energy Manager)	926,000	952,189	926,000	952,189	\$ 17,839,109	\$ 3,990,688	525,600	198,813	44.281	46.454	198,813	\$ 22,634,860	9,547,200	2,935,615	
School Education Program	181,270	13,469	181,270	13,469	\$ 7,734,595	\$ 803,043	19,199	1,326	1.202	0.074	19,094	\$ 2,173,852	757,238	54,234	
Residential Programs No Longer Offered							-								
Residential Energy Efficiency Programs Subtotal	2,056,500	1,278,221	13,295,652	5,602,254	\$ 191,083,660	\$ 48,032,185	1,046,472	387,097	128.971	76.542	1,347,139	\$ 153,371,775	15,950,946	4,039,332	
Commercial and Industrial EE&C Programs															
Small Business Program	3,813	1,658	169,786	77,149	\$ 40,260,708	\$ 14,553,727	48,000	29,285	8.468	4.430	366,787	\$ 45,764,014	1,218	3,691	
Efficient Buildings	10,352	1,581	1,009,893	378,191	\$ 110,062,821	\$ 27,678,844	253,000	94,328	55.048	17.090	1,222,035	\$ 111,901,745		49	
Prescriptive	4,619	1,285	1,004,157	377,657	\$ 72,220,429	\$ 17,344,799	185,000	62,069	38.507	12.341	833,284	\$ 76,303,816			
Custom	145	98	145	239	\$ 26,032,431	\$ 6,980,642	38,000	18,654	11.818	3.831	308,292	\$ 28,230,298		49	
Retrocommissioning	5,588	198	5,591	295	\$ 11,809,961	\$ 3,353,403	30,000	13,605	4.723	0.918	80,459	\$ 7,367,631		-	
Combined Heat and Power	9		9	-	\$ 17,840,401	\$ 632,175	62,000	-	7.078	-	-	\$ -			
Midstream Products	18,658	6,818	1,756,503	546,121	\$ 18,172,565	\$ 4,442,358	134,000	47,408	21.462	6.864	450,687	\$ 41,269,409			
Behavior Based Program (Smart Energy Manager)	2,275	-	2,275	-	\$ 1,899,953	\$ 358,298	19,326	-	2.626	-	-	\$ -	-	-	
Commercial Programs No Longer Offered							-								
Large Industrial and Commercial Programs Subtotal	35,107	10,057	2,938,466	1,001,461	\$ 188,236,448	\$ 47,665,402	516,326	171,021	94.682	28.384	2,039,509	\$ 198,935,168	1,218	3,740	
Total EE&C Programs															
Energy Efficiency and Conservation Programs Subtotal	2,091,607	1,288,278	16,234,118	6,603,715	\$ 379,320,108	\$ 95,697,587	1,562,798	558,118	223.653	104.926	3,386,648	\$ 352,306,943	15,952,164	4,043,072	
Total Demand Response Programs															
Residential Demand Response Program - Total	347,200	332,728	358,934	370,311	110,319,895	31,076,539	7,400	104	226.000	246.693	780	88,803	-	1,628	
Residential Demand Response Program - Non - BYOD	317,200	310,363	328,934	343,678	\$ 100,592,108	\$ 27,397,628	7,400	104	196.000	217.690	780	\$ 88,803		1,628	
Residential Demand Response Program - BYOD	30,000	22,365	30,000	26,633	\$ 9,727,787	\$ 3,678,911			30.000	29.003					
Small Commercial Demand Response Program															
Large Commercial Demand Response Program															
Dynamic Pricing (Smart Energy Rewards)	758,000	851,307	758,000	851,307	\$ 38,328,247	\$ 4,816,913			110.000	125.102					
Demand Response Programs No Longer Offered															
Demand Response Programs Subtotal	1,105,200	1,184,035	1,116,934	1,221,618	148,648,142	35,893,452	7,400	104	336.000	371.795	780	88,803	-	1,628	
Total EE&C and Demand Response Programs															
Energy Efficiency and Demand Response Total	3,196,807	2,472,313	17,351,052	7,825,333	\$ 527,968,250	\$ 131,591,039	1,570,198	558,222	559.653	476.721	3,387,428	\$ 352,395,746	15,952,164	4,044,700	
Other EE&C Programs															
Conservation Voltage Reduction							656,576	203,311	76.300	63.380	203,311	\$ 21,331,390			
Dynamic Pricing															
Transmission and Distribution Updates															
Streetlights															
Transformers			8,100	3,121			3,576	870	0.136	0.099	26,097	\$ 2,738,097			
Other Programs Subtotal	-	-	8,100	3,121	\$ -	\$ -	660,152	204,181	76.436	63.479	229,408	\$ 24,069,487	-	-	
Program Investigation															
PIDD-EE	-	-	-	-	\$ 7,793,670	\$ 6,194	-	-	-	-	-	\$ -			
PIDD-DR	-	-	-	-	\$ 2,859,135	\$ 232,450	-	-	-	-	-	\$ -			
Program Investigation Subtotal	-	-	-	-	\$ 10,652,805	\$ 238,644	-	-	-	-	-	\$ -	-	-	
Limited Income Programs (Utility Costs Only)															
DHCD Implemented Limited Income Programs	Refer to DHCD's reports for this data.				\$ 39,332,192	\$ 13,388,033	Refer to DHCD's reports for this data.								
Limited Income Programs Subtotal					\$ 39,332,192	\$ 13,388,033									
EmPOWER Maryland Utility Portfolio															
All Utility Program Totals	3,196,807	2,472,313	17,359,152	7,828,454	\$ 577,953,247	\$ 145,217,716	2,230,350	762,403	636.089	540.200	3,616,836	\$ 376,465,233	15,952,164	4,044,700	

Report Period: Through Q4 2021	Gross-Wholesale Level							
	Energy Efficiency & Conservation and Demand Response Program Savings							
	Program-to-Date							
Program	Reported Participants	Reported Measure Quantity	Reported PTD Total Program Expenditures (\$)	Reported Annualized Energy Savings (MWh)	Reported Coincident Peak Demand Reduction (MW)	Reported Lifecycle Energy Savings (MWh)	Reported Lifecycle Energy Savings (\$)	Reported Annualized Energy Savings (Therms)
EmPOWER Maryland Utility Portfolio	ICF	ICF	Carry Forward	ICF	ICF	ICF	Carry Forward	ICF
Residential EE&C Programs								
Energy Efficient Products	2,531,511	47,307,956	\$ 195,680,044	2,142,476	296.114	20,701,725	\$ 2,974,772,398	605,805
Lighting	1,946,529	46,716,700		1,947,324	263.783	18,404,211	\$ 2,656,300,170	
Appliance Rebates	487,996	490,193		78,230	12.776	1,019,535	\$ 139,157,591	605,805
Appliance Recycling	96,986	101,063		116,922	19.555	1,277,979	\$ 179,314,637	
Home Optimization and Retrofit	633,102	5,062,069	\$ 259,820,738	313,997	67.169	3,925,555	\$ 554,293,105	7,678,278
Quick Home Energy Checkup	367,288	4,469,060	\$ 98,904,447	160,797	17.165	1,556,116	\$ 225,331,186	2,525,061
Multifamily	133,073	1,606,238		60,507	6.567	451,777	\$ 68,706,915	731,534
Single Family	234,215	2,862,822		100,290	10.598	1,104,339	\$ 156,624,271	1,793,527
Home Performance with ENERGY STAR	43,012	335,751	\$ 61,552,286	30,310	7.691	490,511	\$ 65,408,099	1,000,419
Audits	30,917	275,610		8,499	1.125	97,437	\$ 13,073,963	61,841
Completed Projects	12,095	60,141		21,811	6.566	393,074	\$ 52,334,136	938,578
HVAC	124,491	150,024	\$ 89,639,967	103,087	42.313	1,763,401	\$ 248,985,444	3,037,287
Smart Thermostats	98,311	107,234	\$ 9,724,038	19,803		115,527	\$ 14,568,376	1,115,511
Energy Efficiency Kits								
New Construction	29,543	39,519	\$ 43,979,509	58,089	20.590	929,882	\$ 132,653,380	5,848,772
Behavior Based Program (Smart Energy Manager)	952,189	952,189	\$ 34,933,936	1,242,725	46.454	1,242,725	\$ 161,917,254	22,444,404
School Education Program	13,469	13,469	\$ 803,043	1,326	0.074	19,094	\$ 2,173,852	54,234
Residential Programs No Longer Offered	6,007	2,148,381	\$ 35,499,006	114,003	13.919	1,125,710	\$ 158,718,090	432,880
Residential Energy Efficiency Programs Subtotal	4,165,821	55,523,583	\$ 570,716,276	3,872,616	444.320	27,944,691	\$ 3,984,528,079	37,064,373
Commercial and Industrial EE&C Programs								
Small Business Program	23,185	981,621	\$ 139,387,922	343,956	59.231	4,003,672	\$ 472,173,343	5,127
Efficient Buildings	28,793	3,871,685	\$ 365,487,154	1,489,224	277.970	18,551,612	\$ 1,826,860,510	90,791
Prescriptive	23,849	3,859,033	\$ 242,504,993	1,103,572	189.332	13,655,599	\$ 1,342,355,477	
Custom	1,513	1,699	\$ 98,844,912	273,912	45.971	4,254,290	\$ 406,401,844	62,308
Retrocommissioning	3,431	10,953	\$ 24,137,249	111,740	42.667	641,723	\$ 78,103,189	28,483
Combined Heat and Power	12	12	\$ 15,308,894	134,989	14.574	2,388,524	\$ 251,850,301	
Midstream Products	40,297	4,088,227	\$ 29,144,307	303,762	57.891	2,517,621	\$ 257,856,222	
Behavior Based Program (Smart Energy Manager)	-	-	\$ 358,298	-	-	-	\$ -	-
Commercial Programs No Longer Offered	5,502	54,882	\$ 7,928,270	1,404	0.168	12,135	\$ 1,746,937	17,703
Large Industrial and Commercial Programs Subtotal	97,789	8,996,427	\$ 557,614,845	2,273,335	409.834	27,473,564	\$ 2,810,487,313	113,622
Total EE&C Programs								
Energy Efficiency and Conservation Programs Subtotal	4,263,610	64,520,010	\$ 1,128,331,121	6,145,951	854.154	55,418,255	\$ 6,795,015,392	37,177,995
Total Demand Response Programs								
Residential Demand Response Program - Total	332,728	370,311	569,982,872	9,609	246.693	72,068	9,418,649	873,923
Residential Demand Response Program - Non - BYOD	310,363	343,678	\$ 564,131,548	9,609	217.690	72,068	\$ 9,418,649	873,923
Residential Demand Response Program - BYOD	22,365	26,633	5,851,324		29.003			
Small Commercial Demand Response Program								
Large Commercial Demand Response Program								
Dynamic Pricing (Smart Energy Rewards)	851,307	851,307	\$ 57,312,798		125.102			
Demand Response Programs No Longer Offered								
Demand Response Programs Subtotal	1,184,035	1,221,618	627,295,670	9,609	371.795	72,068	9,418,649	873,923
Total EE&C and Demand Response Programs								
Energy Efficiency and Demand Response Total	5,447,645	65,741,628	\$ 1,755,626,791	6,155,560	1,225.949	55,490,323	\$ 6,804,434,041	38,051,918
Other EE&C Programs								
Conservation Voltage Reduction				1,070,515	63.380	1,070,515	\$ 131,166,693	
Dynamic Pricing								
Transmission and Distribution Updates								
Streetlights								
Transformers		43,690		40,896	4.656	1,196,554	\$ 115,156,404	
Other Programs Subtotal	-	43,690	\$ -	1,111,411	68.036	2,267,069	\$ 246,323,097	-
Program Investigation								
PIDD-EE	1,000	1,000	\$ 2,904,395	40	0.036	797	\$ 101,562	-
PIDD-DR	-	-	\$ 232,450	-	-	-	\$ -	-
Program Investigation Subtotal	1,000	1,000	\$ 3,136,845	40	0.036	797	\$ 101,562	-
Limited Income Programs (Utility Costs Only)								
DHCD Implemented Limited Income Programs	Refer to DHCD's reports for this data.		\$ 106,455,687	Refer to DHCD's reports for this data.				
Limited Income Programs Subtotal			\$ 106,455,687					
EmPOWER Maryland Utility Portfolio								
All Utility Program Totals	5,448,645	65,786,318	1,865,219,323	7,267,011	1,294.022	57,758,189	\$ 7,050,858,700	38,051,918

APPENDIX B – COST PROGRAM DETAIL

EE&C Cost Program Detail

DR Cost Program Detail

YTD Q4 2021

Energy Efficiency & Conservation Cost Program Detail

Program	First Quarter Reported	Second Quarter Reported	Third Quarter Reported	Fourth Quarter Reported	Original 2021 Budget	Reallocations or Adjustments to 2021 Budget	Revised 2021 Budget	2021 Year-to-Date Reported	2021 Year-to-Date Variance	2021 Year-to-Date Percent
Energy Efficient Products										
Utility Administration Costs - O&M	\$ 140,680	\$ 102,651	\$ 96,761	\$ 128,872	\$ 611,056	\$ -	\$ 611,056	\$ 468,964	\$ 142,092	77%
Outside Services	\$ 562,670	\$ 560,824	\$ 560,827	\$ 560,829	\$ 2,363,187	\$ -	\$ 2,363,187	\$ 2,245,150	\$ 118,037	95%
Marketing Costs	\$ 441,278	\$ 780,592	\$ 557,067	\$ 705,623	\$ 2,355,762	\$ -	\$ 2,355,762	\$ 2,484,560	\$ (128,798)	105%
Evaluation Costs	\$ 157,792	\$ 24,118	\$ (5,167)	\$ 65,631	\$ 734,192	\$ -	\$ 734,192	\$ 242,374	\$ 491,818	33%
Customer Incentives	\$ 784,718	\$ 1,575,097	\$ 4,047,460	\$ 3,989,233	\$ 12,290,604	\$ -	\$ 12,290,604	\$ 10,396,508	\$ 1,894,096	85%
Energy Efficient Products Total	\$ 2,087,138	\$ 3,043,282	\$ 5,256,948	\$ 5,450,188	\$ 18,354,801	\$ -	\$ 18,354,801	\$ 15,837,556	\$ 2,517,245	86%
Lighting										
Utility Administration Costs - O&M	\$ 84,995	\$ 35,620	\$ 33,940	\$ 70,966	\$ 210,368	\$ -	\$ 210,368	\$ 225,521	\$ (15,153)	107%
Outside Services	\$ 213,388	\$ 209,099	\$ 209,102	\$ 209,104	\$ 882,601	\$ -	\$ 882,601	\$ 840,693	\$ 41,908	95%
Marketing Costs	\$ 232,919	\$ 401,373	\$ 246,918	\$ 426,805	\$ 1,330,821	\$ -	\$ 1,330,821	\$ 1,308,015	\$ 22,806	98%
Evaluation Costs	\$ 84,247	\$ 13,314	\$ 4,317	\$ 58,977	\$ 491,812	\$ -	\$ 491,812	\$ 160,855	\$ 330,957	33%
Customer Incentives	\$ 391,607	\$ 987,617	\$ 3,322,750	\$ 3,536,285	\$ 9,379,700	\$ -	\$ 9,379,700	\$ 8,238,259	\$ 1,141,441	88%
Lighting Subtotal	\$ 1,007,156	\$ 1,647,023	\$ 3,817,027	\$ 4,302,137	\$ 12,295,302	\$ -	\$ 12,295,302	\$ 10,773,343	\$ 1,521,959	88%
Appliance Rebates										
Utility Administration Costs - O&M	\$ 37,171	\$ 42,833	\$ 46,516	\$ 41,321	\$ 223,653	\$ -	\$ 223,653	\$ 167,841	\$ 55,812	75%
Outside Services	\$ 228,699	\$ 230,037	\$ 230,037	\$ 230,037	\$ 963,689	\$ -	\$ 963,689	\$ 918,810	\$ 44,879	95%
Marketing Costs	\$ 75,139	\$ 233,905	\$ 184,449	\$ 168,264	\$ 590,999	\$ -	\$ 590,999	\$ 661,757	\$ (70,758)	112%
Evaluation Costs	\$ 21,301	\$ 16,033	\$ (11,640)	\$ 2,473	\$ 115,509	\$ -	\$ 115,509	\$ 28,167	\$ 87,342	24%
Customer Incentives	\$ 174,906	\$ 343,265	\$ 387,275	\$ 259,685	\$ 993,881	\$ -	\$ 993,881	\$ 1,165,131	\$ (171,250)	117%
Appliance Rebates Subtotal	\$ 537,216	\$ 866,073	\$ 836,637	\$ 701,780	\$ 2,887,731	\$ -	\$ 2,887,731	\$ 2,941,706	\$ (53,975)	102%
Appliance Recycling										
Utility Administration Costs - O&M	\$ 18,514	\$ 24,198	\$ 16,305	\$ 16,585	\$ 177,035	\$ -	\$ 177,035	\$ 75,602	\$ 101,433	43%
Outside Services	\$ 120,583	\$ 121,688	\$ 121,688	\$ 121,688	\$ 516,897	\$ -	\$ 516,897	\$ 485,647	\$ 31,250	94%
Marketing Costs	\$ 133,220	\$ 145,314	\$ 125,700	\$ 110,554	\$ 433,942	\$ -	\$ 433,942	\$ 514,788	\$ (80,846)	119%
Evaluation Costs	\$ 52,244	\$ (5,229)	\$ 2,156	\$ 4,181	\$ 126,871	\$ -	\$ 126,871	\$ 53,352	\$ 73,519	42%
Customer Incentives	\$ 218,205	\$ 244,215	\$ 337,435	\$ 193,263	\$ 1,917,023	\$ -	\$ 1,917,023	\$ 993,118	\$ 923,905	52%
Appliance Recycling Subtotal	\$ 542,766	\$ 530,186	\$ 603,284	\$ 446,271	\$ 3,171,768	\$ -	\$ 3,171,768	\$ 2,122,507	\$ 1,049,261	67%
Consumer Electronics										
Utility Administration Costs - O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Outside Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Marketing Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Evaluation Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Customer Incentives	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Consumer Electronics Subtotal	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Home Optimization and Retrofit										
Utility Administration Costs - O&M	\$ 276,730	\$ 258,943	\$ 242,270	\$ 268,155	\$ 905,116	\$ -	\$ 905,116	\$ 1,046,098	\$ (140,982)	116%
Outside Services	\$ 815,413	\$ 846,303	\$ 814,303	\$ 814,303	\$ 3,428,099	\$ -	\$ 3,428,099	\$ 3,290,322	\$ 137,777	96%
Marketing Costs	\$ 483,486	\$ 964,453	\$ 846,203	\$ 652,766	\$ 2,633,907	\$ -	\$ 2,633,907	\$ 2,946,908	\$ (313,001)	112%
Evaluation Costs	\$ 186,450	\$ 136,995	\$ 20,994	\$ 79,767	\$ 1,353,699	\$ -	\$ 1,353,699	\$ 424,206	\$ 929,493	31%
Customer Incentives	\$ 2,082,832	\$ 3,563,689	\$ 4,493,221	\$ 6,224,328	\$ 25,521,642	\$ -	\$ 25,521,642	\$ 16,364,070	\$ 9,157,572	64%
Home Optimization and Retrofit Total	\$ 3,844,911	\$ 5,770,383	\$ 6,416,991	\$ 8,039,319	\$ 33,842,463	\$ -	\$ 33,842,463	\$ 24,071,604	\$ 9,770,859	71%
Quick Home Energy Check-up										
Utility Administration Costs - O&M	\$ 107,583	\$ 128,893	\$ 114,668	\$ 152,568	\$ 162,987	\$ -	\$ 162,987	\$ 503,712	\$ (340,725)	309%
Outside Services	\$ 116,920	\$ 116,386	\$ 116,386	\$ 116,386	\$ 495,111	\$ -	\$ 495,111	\$ 466,078	\$ 29,033	94%
Marketing Costs	\$ 183,404	\$ 250,192	\$ 262,704	\$ 167,125	\$ 778,120	\$ -	\$ 778,120	\$ 863,425	\$ (85,305)	111%
Evaluation Costs	\$ 6,286	\$ 8,734	\$ 1,139	\$ 13,173	\$ 642,098	\$ -	\$ 642,098	\$ 29,332	\$ 612,766	5%
Customer Incentives	\$ 582,915	\$ 1,087,622	\$ 1,861,522	\$ 3,061,576	\$ 13,974,126	\$ -	\$ 13,974,126	\$ 6,593,635	\$ 7,380,491	47%
Quick Home Energy Check-up Subtotal	\$ 997,108	\$ 1,591,827	\$ 2,356,419	\$ 3,510,828	\$ 16,052,442	\$ -	\$ 16,052,442	\$ 8,456,182	\$ 7,596,260	53%

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Energy Efficiency & Conservation Cost Program Detail

Program	First Quarter Reported	Second Quarter Reported	Third Quarter Reported	Fourth Quarter Reported	Original 2021 Budget	Reallocations or Adjustments to 2021 Budget	Revised 2021 Budget	2021 Year-to-Date Reported	2021 Year-to-Date Variance	2021 Year-to-Date Percent
Home Performance with ENERGY STAR®										
Utility Administration Costs - O&M	\$ 78,044	\$ 90,581	\$ 78,005	\$ 68,618	\$ 205,248	\$ -	\$ 205,248	\$ 315,248	\$ (110,000)	154%
Outside Services	\$ 262,294	\$ 261,123	\$ 261,123	\$ 261,123	\$ 1,091,998	\$ -	\$ 1,091,998	\$ 1,045,663	\$ 46,335	96%
Marketing Costs	\$ 226,519	\$ 283,486	\$ 255,861	\$ 195,843	\$ 727,231	\$ -	\$ 727,231	\$ 961,709	\$ (234,478)	132%
Evaluation Costs	\$ 18,940	\$ 29,062	\$ (10,919)	\$ 15,680	\$ 310,254	\$ -	\$ 310,254	\$ 52,763	\$ 257,491	17%
Customer Incentives	\$ 1,103,299	\$ 1,592,912	\$ 1,598,546	\$ 1,421,176	\$ 5,421,626	\$ -	\$ 5,421,626	\$ 5,715,933	\$ (294,307)	105%
Home Performance w/ Energy Star Subtotal	\$ 1,689,096	\$ 2,257,164	\$ 2,182,616	\$ 1,962,440	\$ 7,756,357	\$ -	\$ 7,756,357	\$ 8,091,316	\$ (334,959)	104%
HVAC										
Utility Administration Costs - O&M	\$ 55,420	\$ 21,933	\$ 23,709	\$ 28,114	\$ 316,364	\$ -	\$ 316,364	\$ 129,176	\$ 187,188	41%
Outside Services	\$ 291,298	\$ 290,987	\$ 290,987	\$ 290,987	\$ 1,223,502	\$ -	\$ 1,223,502	\$ 1,164,259	\$ 59,243	95%
Marketing Costs	\$ 30,017	\$ 331,417	\$ 238,949	\$ 196,120	\$ 861,874	\$ -	\$ 861,874	\$ 796,503	\$ 65,371	92%
Evaluation Costs	\$ 47,298	\$ 52,956	\$ (7,454)	\$ 33,018	\$ 300,528	\$ -	\$ 300,528	\$ 125,818	\$ 174,710	42%
Customer Incentives	\$ 195,723	\$ 596,450	\$ 817,050	\$ 1,402,569	\$ 4,810,930	\$ -	\$ 4,810,930	\$ 3,011,792	\$ 1,799,138	63%
HVAC Subtotal	\$ 619,756	\$ 1,293,743	\$ 1,363,241	\$ 1,950,808	\$ 7,513,198	\$ -	\$ 7,513,198	\$ 5,227,548	\$ 2,285,650	70%
Smart Thermostats										
Utility Administration Costs - O&M	\$ 35,683	\$ 17,536	\$ 25,888	\$ 18,855	\$ 220,517	\$ -	\$ 220,517	\$ 97,962	\$ 122,555	44%
Outside Services	\$ 144,901	\$ 177,807	\$ 145,807	\$ 145,807	\$ 617,488	\$ -	\$ 617,488	\$ 614,322	\$ 3,166	99%
Marketing Costs	\$ 43,546	\$ 99,358	\$ 88,689	\$ 93,678	\$ 266,682	\$ -	\$ 266,682	\$ 325,271	\$ (58,589)	122%
Evaluation Costs	\$ 113,926	\$ 46,243	\$ 38,228	\$ 17,896	\$ 100,819	\$ -	\$ 100,819	\$ 216,293	\$ (115,474)	215%
Customer Incentives	\$ 200,895	\$ 286,705	\$ 216,103	\$ 339,007	\$ 1,314,960	\$ -	\$ 1,314,960	\$ 1,042,710	\$ 272,250	79%
Smart Thermostats Subtotal	\$ 538,951	\$ 627,649	\$ 514,715	\$ 615,243	\$ 2,520,466	\$ -	\$ 2,520,466	\$ 2,296,558	\$ 223,908	91%
Energy Efficiency Kits										
Utility Administration Costs - O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Outside Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Marketing Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Evaluation Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Customer Incentives	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Energy Efficiency Kits Subtotal	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential New Construction										
Utility Administration Costs - O&M	\$ 23,813	\$ 58,837	\$ 50,366	\$ 44,656	\$ 179,883	\$ -	\$ 179,883	\$ 177,672	\$ 2,211	99%
Outside Services	\$ 74,974	\$ 75,492	\$ 75,491	\$ 75,492	\$ 314,336	\$ -	\$ 314,336	\$ 301,449	\$ 12,887	96%
Marketing Costs	\$ (7,656)	\$ 146,124	\$ 72,824	\$ 58,375	\$ 267,773	\$ -	\$ 267,773	\$ 269,667	\$ (1,894)	101%
Evaluation Costs	\$ 8,596	\$ 17,420	\$ (10,389)	\$ 7,211	\$ 167,862	\$ -	\$ 167,862	\$ 22,838	\$ 145,024	14%
Customer Incentives	\$ 631,302	\$ 557,325	\$ 780,900	\$ 588,141	\$ 3,266,700	\$ -	\$ 3,266,700	\$ 2,557,668	\$ 709,032	78%
Residential New Construction Total	\$ 731,029	\$ 855,198	\$ 969,192	\$ 773,875	\$ 4,196,554	\$ -	\$ 4,196,554	\$ 3,329,294	\$ 867,260	79%
Residential Behavior Based Program										
Utility Administration Costs - O&M	\$ 81,833	\$ 75,592	\$ 58,739	\$ 54,653	\$ 490,641	\$ -	\$ 490,641	\$ 270,817	\$ 219,824	55%
Outside Services - O&M	\$ 800,472	\$ 1,058,704	\$ 219,322	\$ 709,163	\$ 3,985,084	\$ -	\$ 3,985,084	\$ 2,787,661	\$ 1,197,423	70%
Marketing Costs - O&M	\$ 194,111	\$ 232,921	\$ 169,952	\$ 288,027	\$ 1,206,429	\$ -	\$ 1,206,429	\$ 885,011	\$ 321,418	73%
Evaluation Costs - O&M	\$ 38	\$ 10,633	\$ 33,373	\$ 3,155	\$ 227,286	\$ -	\$ 227,286	\$ 47,199	\$ 180,087	21%
Customer Incentives - O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Residential Behavior Based Program Total	\$ 1,076,454	\$ 1,377,850	\$ 481,386	\$ 1,054,998	\$ 5,909,440	\$ -	\$ 5,909,440	\$ 3,990,688	\$ 1,918,752	68%
School Education Program										
Utility Administration Costs - O&M	\$ 23,890	\$ 22,746	\$ 22,047	\$ 22,046	\$ 77,382	\$ -	\$ 77,382	\$ 90,729	\$ (13,347)	117%
Outside Services	\$ 21,937	\$ 140,927	\$ 69,294	\$ 161,927	\$ 1,196,934	\$ -	\$ 1,196,934	\$ 394,085	\$ 802,849	33%
Marketing Costs	\$ 77,651	\$ 59,381	\$ 59,321	\$ 121,876	\$ 250,000	\$ -	\$ 250,000	\$ 318,229	\$ (68,229)	127%
Evaluation Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Customer Incentives	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
School Education Program Subtotal	\$ 123,478	\$ 223,054	\$ 150,662	\$ 305,849	\$ 1,524,316	\$ -	\$ 1,524,316	\$ 803,043	\$ 721,273	53%

YTD Q4 2021

Energy Efficiency & Conservation Cost Program Detail

Program	First Quarter Reported	Second Quarter Reported	Third Quarter Reported	Fourth Quarter Reported	Original 2021 Budget	Reallocations or Adjustments to 2021 Budget	Revised 2021 Budget	2021 Year-to-Date Reported	2021 Year-to-Date Variance	2021 Year-to-Date Percent
Small Business Program										
Utility Administration Costs - O&M	\$ 110,790	\$ 175,103	\$ 86,758	\$ 64,619	\$ 207,816	\$ -	\$ 207,816	\$ 437,270	\$ (229,454)	210%
Outside Services	\$ 252,651	\$ 179,049	\$ 179,049	\$ 179,049	\$ 722,186	\$ -	\$ 722,186	\$ 789,798	\$ (67,612)	109%
Marketing Costs	\$ (147,087)	\$ 340,999	\$ 176,985	\$ 185,466	\$ 635,084	\$ -	\$ 635,084	\$ 556,363	\$ 78,721	88%
Evaluation Costs	\$ 80,337	\$ 65,337	\$ 23,267	\$ 96,732	\$ 459,379	\$ -	\$ 459,379	\$ 265,673	\$ 193,706	58%
Customer Incentives	\$ 5,205,758	\$ 2,912,175	\$ 2,790,763	\$ 1,595,927	\$ 9,460,000	\$ -	\$ 9,460,000	\$ 12,504,623	\$ (3,044,623)	132%
Small Business Program Total	\$ 5,502,449	\$ 3,672,663	\$ 3,256,822	\$ 2,121,793	\$ 11,484,465	\$ -	\$ 11,484,465	\$ 14,553,727	\$ (3,069,262)	127%
Efficient Buildings Subtotal										
Utility Administration Costs - O&M	\$ 229,213	\$ 230,682	\$ 162,414	\$ 149,241	\$ 662,883	\$ -	\$ 662,883	\$ 771,550	\$ (108,667)	116%
Outside Services	\$ 1,386,491	\$ 1,318,863	\$ 1,318,863	\$ 1,203,863	\$ 5,447,099	\$ -	\$ 5,447,099	\$ 5,228,080	\$ 219,019	96%
Marketing Costs	\$ 135,448	\$ 766,420	\$ 497,811	\$ 510,638	\$ 1,848,177	\$ -	\$ 1,848,177	\$ 1,910,317	\$ (62,140)	103%
Evaluation Costs	\$ 399,610	\$ 156,643	\$ 287,186	\$ 346,876	\$ 1,281,590	\$ -	\$ 1,281,590	\$ 1,190,315	\$ 91,275	93%
Customer Incentives	\$ 4,130,995	\$ 4,231,835	\$ 4,505,380	\$ 5,710,371	\$ 22,800,000	\$ -	\$ 22,800,000	\$ 18,578,581	\$ 4,221,419	81%
Efficient Buildings Subtotal	\$ 6,281,757	\$ 6,704,443	\$ 6,771,655	\$ 7,920,989	\$ 32,039,749	\$ -	\$ 32,039,749	\$ 27,678,844	\$ 4,360,905	86%
Prescriptive										
Utility Administration Costs - O&M	\$ 118,239	\$ 142,609	\$ 80,916	\$ 75,596	\$ 186,180	\$ -	\$ 186,180	\$ 417,360	\$ (231,180)	224%
Outside Services	\$ 903,381	\$ 851,593	\$ 851,593	\$ 736,593	\$ 3,465,430	\$ -	\$ 3,465,430	\$ 3,343,160	\$ 122,270	96%
Marketing Costs	\$ 54,545	\$ 449,181	\$ 199,119	\$ 140,879	\$ 850,214	\$ -	\$ 850,214	\$ 843,724	\$ 6,490	99%
Evaluation Costs	\$ 160,651	\$ 73,764	\$ 41,258	\$ 191,093	\$ 812,576	\$ -	\$ 812,576	\$ 466,766	\$ 345,810	57%
Customer Incentives	\$ 3,266,324	\$ 2,498,551	\$ 3,119,960	\$ 3,388,953	\$ 15,000,000	\$ -	\$ 15,000,000	\$ 12,273,788	\$ 2,726,212	82%
Prescriptive Subtotal	\$ 4,503,140	\$ 4,015,698	\$ 4,292,847	\$ 4,533,114	\$ 20,314,400	\$ -	\$ 20,314,400	\$ 17,344,799	\$ 2,969,601	85%
Custom										
Utility Administration Costs - O&M	\$ 50,167	\$ 39,878	\$ 42,392	\$ 34,039	\$ 277,899	\$ -	\$ 277,899	\$ 166,476	\$ 111,423	60%
Outside Services	\$ 327,046	\$ 317,287	\$ 317,287	\$ 317,287	\$ 1,299,054	\$ -	\$ 1,299,054	\$ 1,278,907	\$ 20,147	98%
Marketing Costs	\$ 59,264	\$ 212,382	\$ 189,704	\$ 263,707	\$ 777,679	\$ -	\$ 777,679	\$ 725,057	\$ 52,622	93%
Evaluation Costs	\$ 200,759	\$ 69,805	\$ 195,131	\$ 111,023	\$ 331,443	\$ -	\$ 331,443	\$ 576,718	\$ (245,275)	174%
Customer Incentives	\$ 356,981	\$ 1,217,654	\$ 771,405	\$ 1,887,444	\$ 5,600,000	\$ -	\$ 5,600,000	\$ 4,233,484	\$ 1,366,516	76%
Custom Subtotal	\$ 994,217	\$ 1,857,006	\$ 1,515,919	\$ 2,613,500	\$ 8,286,075	\$ -	\$ 8,286,075	\$ 6,980,642	\$ 1,305,433	84%
Retrocommissioning										
Utility Administration Costs - O&M	\$ 60,807	\$ 48,195	\$ 39,106	\$ 39,606	\$ 198,804	\$ -	\$ 198,804	\$ 187,714	\$ 11,090	94%
Outside Services	\$ 156,064	\$ 149,983	\$ 149,983	\$ 149,983	\$ 682,615	\$ -	\$ 682,615	\$ 606,013	\$ 76,602	89%
Marketing Costs	\$ 21,639	\$ 104,857	\$ 108,988	\$ 106,052	\$ 220,284	\$ -	\$ 220,284	\$ 341,536	\$ (121,252)	155%
Evaluation Costs	\$ 38,200	\$ 13,074	\$ 50,797	\$ 44,760	\$ 137,571	\$ -	\$ 137,571	\$ 146,831	\$ (9,260)	107%
Customer Incentives	\$ 507,690	\$ 515,630	\$ 614,015	\$ 433,974	\$ 2,200,000	\$ -	\$ 2,200,000	\$ 2,071,309	\$ 128,691	94%
Retrocommissioning Subtotal	\$ 784,400	\$ 831,739	\$ 962,889	\$ 774,375	\$ 3,439,274	\$ -	\$ 3,439,274	\$ 3,353,403	\$ 85,871	98%
Combined Heat and Power										
Utility Administration Costs - O&M	\$ 23,890	\$ 23,096	\$ 19,941	\$ 29,998	\$ 259,335	\$ -	\$ 259,335	\$ 96,925	\$ 162,410	37%
Outside Services	\$ 61,636	\$ 60,906	\$ 60,906	\$ 60,906	\$ 250,579	\$ -	\$ 250,579	\$ 244,354	\$ 6,225	98%
Marketing Costs	\$ 27,036	\$ 42,108	\$ 28,804	\$ 28,954	\$ 108,258	\$ -	\$ 108,258	\$ 126,902	\$ (18,644)	117%
Evaluation Costs	\$ 10,380	\$ 2,542	\$ 9,024	\$ 4,048	\$ 75,757	\$ -	\$ 75,757	\$ 25,994	\$ 49,763	34%
Customer Incentives	\$ -	\$ -	\$ 138,000	\$ -	\$ 1,200,000	\$ -	\$ 1,200,000	\$ 138,000	\$ 1,062,000	12%
Combined Heat and Power Subtotal	\$ 122,942	\$ 128,652	\$ 256,675	\$ 123,906	\$ 1,893,929	\$ -	\$ 1,893,929	\$ 632,175	\$ 1,261,754	33%
Midstream Products										
Utility Administration Costs - O&M	\$ 43,709	\$ 51,959	\$ 34,775	\$ 38,065	\$ 221,743	\$ -	\$ 221,743	\$ 168,508	\$ 53,235	76%
Outside Services	\$ 139,457	\$ 132,114	\$ 132,114	\$ 132,114	\$ 533,998	\$ -	\$ 533,998	\$ 535,799	\$ (1,801)	100%
Marketing Costs	\$ 584	\$ 83,030	\$ 48,666	\$ 58,268	\$ 200,439	\$ -	\$ 200,439	\$ 190,548	\$ 9,891	95%
Evaluation Costs	\$ 77,387	\$ 20,347	\$ 52,306	\$ 80,194	\$ 223,174	\$ -	\$ 223,174	\$ 230,234	\$ (7,060)	103%
Customer Incentives	\$ 784,012	\$ 834,125	\$ 837,891	\$ 861,241	\$ 4,400,000	\$ -	\$ 4,400,000	\$ 3,317,269	\$ 1,082,731	75%
Midstream Products Subtotal	\$ 1,045,149	\$ 1,121,575	\$ 1,105,752	\$ 1,169,882	\$ 5,579,354	\$ -	\$ 5,579,354	\$ 4,442,358	\$ 1,136,996	80%

YTD Q4 2021

Energy Efficiency & Conservation Cost Program Detail

Program	First Quarter Reported	Second Quarter Reported	Third Quarter Reported	Fourth Quarter Reported	Original 2021 Budget	Reallocations or Adjustments to 2021 Budget	Revised 2021 Budget	2021 Year-to-Date Reported	2021 Year-to-Date Variance	2021 Year-to-Date Percent
Commercial Behavior Based Program										
Utility Administration Costs - O&M	\$ 57,449	\$ 60,013	\$ 50,194	\$ 57,870	\$ 193,461	\$ -	\$ 193,461	\$ 225,526	\$ (32,065)	117%
Outside Services - O&M	\$ 230	\$ -	\$ -	\$ 49,000	\$ 406,000	\$ -	\$ 406,000	\$ 49,230	\$ 356,770	12%
Marketing Costs - O&M	\$ -	\$ 21,418	\$ 16,062	\$ 46,062	\$ 170,000	\$ -	\$ 170,000	\$ 83,542	\$ 86,458	49%
Evaluation Costs - O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Customer Incentives - O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Commercial Behavior Based Program	\$ 57,679	\$ 81,431	\$ 66,256	\$ 152,932	\$ 769,461	\$ -	\$ 769,461	\$ 358,298	\$ 411,163	47%
Total All Residential Programs										
Utility Administration Costs - O&M	\$ 546,946	\$ 518,769	\$ 470,183	\$ 518,382	\$ 2,264,078	\$ -	\$ 2,264,078	\$ 2,054,280	\$ 209,798	91%
Outside Services	\$ 2,275,466	\$ 2,682,250	\$ 1,739,237	\$ 2,321,714	\$ 11,287,640	\$ -	\$ 11,287,640	\$ 9,018,667	\$ 2,268,973	80%
Marketing Costs	\$ 1,188,870	\$ 2,183,471	\$ 1,705,367	\$ 1,826,667	\$ 6,713,871	\$ -	\$ 6,713,871	\$ 6,904,375	\$ (190,504)	103%
Evaluation Costs	\$ 352,876	\$ 189,166	\$ 38,811	\$ 155,764	\$ 2,483,039	\$ -	\$ 2,483,039	\$ 736,617	\$ 1,746,422	30%
Customer Incentives	\$ 3,498,852	\$ 5,696,111	\$ 9,321,581	\$ 10,801,702	\$ 41,078,946	\$ -	\$ 41,078,946	\$ 29,318,246	\$ 11,760,700	71%
All Commercial Programs Total	\$ 7,863,010	\$ 11,269,767	\$ 13,275,179	\$ 15,624,229	\$ 63,827,574	\$ -	\$ 63,827,574	\$ 48,032,185	\$ 15,795,389	75%
Total Commercial and Industrial All Programs										
Utility Administration Costs - O&M	\$ 465,051	\$ 540,853	\$ 354,082	\$ 339,793	\$ 1,545,238	\$ -	\$ 1,545,238	\$ 1,699,779	\$ (154,541)	110%
Outside Services	\$ 1,840,465	\$ 1,690,932	\$ 1,690,932	\$ 1,624,932	\$ 7,359,862	\$ -	\$ 7,359,862	\$ 6,847,261	\$ 512,601	93%
Marketing Costs	\$ 15,981	\$ 1,253,975	\$ 768,328	\$ 829,388	\$ 2,961,958	\$ -	\$ 2,961,958	\$ 2,867,672	\$ 94,286	97%
Evaluation Costs	\$ 567,714	\$ 244,869	\$ 371,783	\$ 527,850	\$ 2,039,900	\$ -	\$ 2,039,900	\$ 1,712,216	\$ 327,684	84%
Customer Incentives	\$ 10,120,765	\$ 7,978,135	\$ 8,272,034	\$ 8,167,539	\$ 37,860,000	\$ -	\$ 37,860,000	\$ 34,538,473	\$ 3,321,527	91%
Commercial and Industrial All Programs Total	\$ 13,009,976	\$ 11,708,764	\$ 11,457,160	\$ 11,489,502	\$ 51,766,958	\$ -	\$ 51,766,958	\$ 47,665,402	\$ 4,101,556	92%
Energy Efficiency- All Utility Programs										
Utility Administration Costs - O&M	\$ 1,011,997	\$ 1,059,622	\$ 824,265	\$ 858,175	\$ 3,809,316	\$ -	\$ 3,809,316	\$ 3,754,059	\$ 55,257	99%
Outside Services	\$ 4,115,931	\$ 4,373,182	\$ 3,430,169	\$ 3,946,646	\$ 18,647,502	\$ -	\$ 18,647,502	\$ 15,865,928	\$ 2,781,574	85%
Marketing Costs	\$ 1,204,851	\$ 3,437,446	\$ 2,473,695	\$ 2,656,055	\$ 9,675,829	\$ -	\$ 9,675,829	\$ 9,772,047	\$ (96,218)	101%
Evaluation Costs	\$ 920,590	\$ 434,035	\$ 410,594	\$ 683,614	\$ 4,522,939	\$ -	\$ 4,522,939	\$ 2,448,833	\$ 2,074,106	54%
Customer Incentives	\$ 13,619,617	\$ 13,674,246	\$ 17,593,615	\$ 18,969,241	\$ 78,938,946	\$ -	\$ 78,938,946	\$ 63,856,719	\$ 15,082,227	81%
Energy Efficiency- All Utility Programs Total	\$ 20,872,986	\$ 22,978,531	\$ 24,732,339	\$ 27,113,731	\$ 115,594,532	\$ -	\$ 115,594,532	\$ 95,697,587	\$ 19,896,945	83%
PIDD										
PIDD Total										
Utility Administration Costs - O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Outside Services Costs	\$ 6,883	\$ 6,904	\$ (14,475)	\$ 6,882	\$ 27,531	\$ -	\$ 27,531	\$ 6,194	\$ 21,337	22%
Marketing Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Utility Evaluation Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Customer Incentives *	\$ -	\$ -	\$ -	\$ -	\$ 2,366,470	\$ -	\$ 2,366,470	\$ -	\$ 2,366,470	0%
PIDD Total	\$ 6,883	\$ 6,904	\$ (14,475)	\$ 6,882	\$ 2,394,001	\$ -	\$ 2,394,001	\$ 6,194	\$ 2,387,807	0%
PIDD Residential										
Utility Administration Costs - O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Outside Services Costs	\$ 6,883	\$ 6,904	\$ 6,882	\$ 6,882	\$ 27,531	\$ -	\$ 27,531	\$ 27,551	\$ (20)	100%
Marketing Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Utility Evaluation Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Customer Incentives *	\$ -	\$ -	\$ -	\$ -	\$ 2,366,470	\$ -	\$ 2,366,470	\$ -	\$ 2,366,470	0%
Residential PIDD Subtotal	\$ 6,883	\$ 6,904	\$ 6,882	\$ 6,882	\$ 2,394,001	\$ -	\$ 2,394,001	\$ 27,551	\$ 2,366,450	1%
PIDD Commercial										
Utility Administration Costs - O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Outside Services Costs	\$ -	\$ -	\$ (21,357)	\$ -	\$ -	\$ -	\$ -	\$ (21,357)	\$ 21,357	0%
Marketing Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Utility Evaluation Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Customer Incentives *	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Commercial PIDD Subtotal	\$ -	\$ -	\$ (21,357)	\$ -	\$ -	\$ -	\$ -	\$ (21,357)	\$ 21,357	0%

YTD Q4 2021

Energy Efficiency & Conservation Cost Program Detail

Program	First Quarter Reported	Second Quarter Reported	Third Quarter Reported	Fourth Quarter Reported	Original 2021 Budget	Reallocations or Adjustments to 2021 Budget	Revised 2021 Budget	2021 Year-to-Date Reported	2021 Year-to-Date Variance	2021 Year-to-Date Percent
Utility Funded DHCD Programs										
Limited Income Total (Note - Budget information not included in BGE's EmPOWER Maryland 2020 - 2023 filing; information supplied by the Maryland Department of Housing and Community Development)										
Utility Administration Costs - O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Outside Services Costs	\$ 2,574,731	\$ 4,076,048	\$ 3,535,872	\$ 3,201,382	\$ 13,110,731	\$ -	\$ 13,110,731	\$ 13,388,033	\$ (277,302)	102%
Utility Evaluation Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Limited Income Subtotal	\$ 2,574,731	\$ 4,076,048	\$ 3,535,872	\$ 3,201,382	\$ 13,110,731	\$ -	\$ 13,110,731	\$ 13,388,033	\$ (277,302)	102%
Energy Efficiency- All Programs										
Utility Administration Costs - O&M	\$ 1,011,997	\$ 1,059,622	\$ 824,265	\$ 858,175	\$ 3,809,316	\$ -	\$ 3,809,316	\$ 3,754,059	\$ 55,257	99%
Outside Services	\$ 6,697,545	\$ 8,456,134	\$ 6,951,566	\$ 7,154,910	\$ 31,785,764	\$ -	\$ 31,785,764	\$ 29,260,155	\$ 2,525,609	92%
Marketing Costs	\$ 1,204,851	\$ 3,437,446	\$ 2,473,695	\$ 2,656,055	\$ 9,675,829	\$ -	\$ 9,675,829	\$ 9,772,047	\$ (96,218)	101%
Evaluation Costs	\$ 920,590	\$ 434,035	\$ 410,594	\$ 683,614	\$ 4,522,939	\$ -	\$ 4,522,939	\$ 2,448,833	\$ 2,074,106	54%
Customer Incentives	\$ 13,619,617	\$ 13,674,246	\$ 17,593,615	\$ 18,969,241	\$ 81,305,416	\$ -	\$ 81,305,416	\$ 63,856,719	\$ 17,448,697	79%
Energy Efficiency- All Programs Total	\$ 23,454,600	\$ 27,061,483	\$ 28,253,736	\$ 30,321,995	\$ 131,099,264	\$ -	\$ 131,099,264	\$ 109,091,814	\$ 22,007,450	83%

* For PIDD - placeholder \$ will display in the incentive column until the Utility files detailed program budgets for the particular PIDD programs. The portfolio designation may also change upon pilot program final approval.

YTD Q4 2021

Demand Response Cost Program Detail

[illegible]

YTD Q4 2021

Demand Response Cost Program Detail											2021 Year-to-Date Percent Variance
Program	First Quarter Reported	Second Quarter Reported	Third Quarter Reported	Fourth Quarter Reported	Original 2021 Budget	Reallocations or Adjustments to 2021 Budget	Revised 2021 Budget	2021 Year-to-Date Reported	2021 Year-to-Date Variance		
Small Commercial Demand Response											
O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Capital	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Utility Administration Costs- O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Outside Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Evaluation Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Marketing Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Customer Bonus	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Customer Incentives	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Small Commercial Demand Response Subtotal	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Large Commercial Demand Response											
O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Capital	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Utility Administration Costs- O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Outside Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Evaluation Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Marketing Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Customer Bonus	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Customer Incentives	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Large Commercial Demand Response Subtotal	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
PIDD Demand Response											
O&M	\$ -	\$ -	\$ 232,450	\$ -	\$ -	\$ -	\$ -	\$ 232,450	\$ (232,450)	0%	
Capital	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	
Utility Administration Costs- O&M	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	
Outside Services	\$ -	\$ -	\$ -	\$ -	\$ 542,880	\$ -	\$ 542,880	\$ -	\$ 542,880	0%	
Evaluation Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	
Marketing Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	
Customer Bonus	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%	
Customer Incentives*	\$ -	\$ -	\$ -	\$ -	\$ 373,132	\$ -	\$ 373,132	\$ -	\$ 373,132	0%	
PIDD Demand Response Subtotal	\$ -	\$ -	\$ 232,450	\$ -	\$ 916,012	\$ -	\$ 916,012	\$ 232,450	\$ 683,562	25%	
Demand Response-All Programs											
O&M	\$ 342,110	\$ 294,610	\$ 884,645	\$ 355,304	\$ 2,618,653	\$ -	\$ 2,618,653	\$ 1,876,669	\$ 741,984	72%	
Capital	\$ 1,014,120	\$ 873,450	\$ 575,299	\$ 991,178	\$ 6,059,884	\$ -	\$ 6,059,884	\$ 3,454,047	\$ 2,605,837	57%	
Utility Admin - O&M	\$ 259,295	\$ 248,104	\$ 204,219	\$ 211,088	\$ 922,815	\$ -	\$ 922,815	\$ 922,706	\$ 109	100%	
Outside Services	\$ 277,512	\$ 512,997	\$ 490,413	\$ 338,052	\$ 1,359,880	\$ -	\$ 1,359,880	\$ 1,618,974	\$ (259,094)	119%	
Evaluation Costs	\$ 47,049	\$ 25,988	\$ (343)	\$ 46,770	\$ 16,131	\$ -	\$ 16,131	\$ 119,464	\$ (103,333)	741%	
Marketing Costs	\$ 340,176	\$ 618,365	\$ 758,688	\$ 322,138	\$ 2,198,599	\$ -	\$ 2,198,599	\$ 2,039,367	\$ 159,232	93%	
Customer Bonus	\$ 150	\$ 7,806	\$ 16,306	\$ -	\$ -	\$ -	\$ -	\$ 24,262	\$ (24,262)	0%	
Customer Incentives	\$ 541,071	\$ 5,247,663	\$ 20,043,470	\$ 238,209	\$ 35,773,132	\$ -	\$ 35,773,132	\$ 26,070,413	\$ 9,702,719	73%	
Demand Response- All Programs Total	\$ 2,821,483	\$ 7,828,983	\$ 22,972,697	\$ 2,502,739	\$ 48,949,094	\$ -	\$ 48,949,094	\$ 36,125,902	\$ 12,823,192	74%	

* For PIDD - placeholder \$ will display in the incentive column until the Utility files detailed program budgets for the particular PIDD programs. The portfolio designation may also change upon pilot program final approval.

APPENDIX C – BUDGET/PROGRAM REQUESTS

Request to Approve BGE Midstream Appliance Recycling Pilot for the 2021-23 Cycle

BGE hereby requests Commission approval of the BGE Midstream Appliance Recycling Pilot. This pilot is designed to demonstrate feasibility of a lower cost recycling program approach.

Pending approval of this plan, BGE will partner with Appliance Recycling Centers of America (“ARCA”) to intervene at the midstream level to prevent old, inefficient refrigerators from being resold in the secondhand appliance market.

Overview

New-appliance retailers, such as The Home Depot, Lowes and Best Buy, provide the option of hauling away old refrigerators for a fee when customers purchase new refrigerators. If the customer chooses to pay the retailer to haul away their old refrigerator, there is no assurance the appliance will be removed from the grid. In fact, as a standard business practice, retailers sell any working refrigerators they collect to the second-hand appliance retail market, where they are sold to consumers in “scratch and dent” or used-appliance stores.

BGE proposes to intervene at the midstream level to prevent old, inefficient refrigerators currently collected by appliance retailers from being resold into the second-hand appliance market. The program will partner with national and independent new-appliance retailers, as well as local used-appliance stores, to purchase and recycle any working refrigerators retailers collect from their customers. The program will target refrigerators with an age greater than 10 years.

Targeting secondhand appliance retailers is the most cost-effective way to keep old appliances from being plugged into the grid. The Midstream Appliance Recycling program will allow these store owners to maintain their revenue stream without tying money up in inventory and waiting sometimes weeks or months to sell those refrigerators. Without program involvement, the appliances will be resold and plugged into the grid. Other benefits include: fewer inefficient refrigerators are sold to BGE customers; income-eligible customers are presented with more efficient choices when they shop for secondhand appliances; marketing costs are kept low, since the program does not target the general public and therefore does not need expensive advertising; and BGE benefits from lower transportation costs because appliances are picked up in bulk.

Goals

The goals of the Midstream Appliance Recycling Pilot are to:

- Claim energy savings by collecting units from secondhand appliance retailers.
- Prevent old and inefficient units from being plugged back into the BGE grid.
- Reduce greenhouse gas (GHG) emissions by following the U.S. EPA RAD-compliant recycling process.

Evaluation

The Midstream Appliance Recycling Pilot will target collecting appliances from secondhand appliance retailers to halt the repurchase of old and inefficient units by BGE customers. The success of the program will be evaluated in several ways with the goals listed above in mind.

Goal	Evaluation Metric
Claim energy savings by collecting units from secondhand appliance retailers.	Unit level information needed for third party verification of savings claimed will be collected as done in the current Appliance Recycling program.
Prevent old and inefficient units from being plugged back into the BGE grid by removing them from secondhand stores.	The number of units recycled will be measured. The number of secondhand units found and removed from secondhand retailers prevents the old, inefficient appliance from being sold to another customer and forwards the opportunity for a more efficient unit to be purchased and used.
Reduce greenhouse gas (GHG) emissions by following the U.S. EPA RAD-compliant recycling process.	The volume of ozone depleting chemicals recovered will be measured. This is currently tracked in the program through the Environmental Protection Agency's Responsible Appliance Disposal Program (EPA RAD). The proper recycling of these appliances results in the reduction of the release of ozone depleting substances into the atmosphere.

Implementation Costs

The Midstream Appliance Recycling Pilot estimated 1.5-year implementation cost is \$545,757, inclusive of \$53,750 in estimated secondhand retailer incentives.

BGE's Midstream Appliance Recycling Pilot Costs by Category for the 2022-2023 Plan						
Program Year	Utility Administration Costs	Outside Services	Marketing Cost	Total Incentive Costs	Non-Incentives	Total Program Costs
2022		\$235,226	\$19,974	\$255,200	\$16,250	\$271,450
2023		\$202,146	\$34,661	\$236,807	\$37,500	\$274,307
2022-2023		\$437,372	\$54,635	\$492,007	\$53,750	\$545,757

Data Reporting

Similar to BGE's previous PIDD pilots (2018-2020 Smart Home), BGE intends to share regular updates regarding pilot progress as part of the semi-annual reporting process. At the pilot's completion, BGE will quantify applicable pilot results and develop an overall evaluation report for inclusion in the subsequent semi-annual EmPOWER Maryland period, no later than the Q3-Q4 2023 report.

Closeout & Transition

BGE's Midstream Appliance Recycling Pilot offering will conclude as maximum participation per funding availability has been achieved, anticipated by June 2023. Analysis of measure installation metrics and customer impact review will continue until enough data to accurately evaluate the pilot has been collected, which is expected to be no later than the Q3-Q4 2023 semi-annual filing.

Upon completion of the final analysis as outlined in the pilot evaluation section above, BGE will issue a final report containing of all findings from the pilot including:

- Number of secondhand retailers the program partnered with, including analysis of their unit volume collected.
- kWh and kW savings associated with refrigerators collected.
- GHG emissions avoided by removing old and inefficient refrigerators from the grid.

APPENDIX D – PILOT PROGRAMS AND PROGRAM INVESTIGATION, DESIGN AND DEVELOPMENT

Current Pilot Programs

Advanced Evaluation, Measurement and Verification “Behavioral Disaggregation” Pilot

The Behavioral Disaggregation Pilot leveraged customers’ AMI data and appliance-level disaggregation to identify HER recipients most likely to benefit from a particular EmPOWER program. The pilot ran three campaigns consisting of two eHER communications each, the disaggregated energy insight + program promotion in the first communication followed by the post-event communication. BGE successfully executed all three campaigns and concluded the pilot in Q3 2021.

Quick Home Energy Check-Up New Measures Pilot

The Quick Home Energy Check-Up (“QHEC”) Program will serve as a platform to offer new measures, including a smart dryer control and/or home energy monitor, to select eligible customers receiving a QHEC. The pilot will test the feasibility of these products as future direct install measures for the QHEC Program.

Smart TV Demand Response/Energy Efficiency/Behavioral Pilot

Smart TV technology allows for on-demand and ongoing reduction of screen brightness along with specific energy efficiency tips that can be delivered via a smart TV control center.

The pilot will:

- Determine the kW value of smart TVs as a demand response resource;
- Determine the kWh value of smart TVs as an energy efficiency resource;
- Determine the kWh value of behavioral strategies to maximize energy efficiency that utilize the smart TV as an engagement platform; and,
- Measure overall customer satisfaction and engagement using the smart TV platform.

Automated Window Shading System Pilot

The pilot employs an automated shading system that opens and closes per a set schedule. This system can potentially reduce energy usage, save customers money on their BGE bills, reduce HVAC maintenance costs, optimize climate consistency, improve comfort, and extend HVAC equipment life.

CEA Lending Pilot (Financing Pilot)

In Order No. 89855, the Commission approved the Clean Energy Advantage Residential Lending Pilot Program (“CEA Pilot Program”), an off-bill financing program by the Maryland Clean Energy Center (“MCEC”) and Montgomery County Green Bank (“MCGB”) intended to provide an attractive financing option to customers, thereby increasing participation in the Utilities’ Residential HPwES and HVAC programs. Additionally, in Order No. 89855, the Commission directed the Finance Work Group to reexamine the feasibility of offering financing to customers with credit scores in the 600-640 range as an equity issue of the CEA Pilot Program in its current form. The Work Group was directed to file a status report with proposals to address this issue by March 1, 2022.

In Order No. 90003, the Commission further directed the Finance Work Group to also include in the March 1, 2022 status report the program launch date (anticipated or actual) and the reporting templates to be used for the CEA Pilot Program.

MCEC/MCGB and the Utilities executed an MOU that was filed with the Commission on Monday, November 22, 2021.³ MCEC/MCGB and the Utilities are working through various implementation details including process flows, IT and data transfers, the contractor portal, and marketing to support implementation of the pilot in a timely manner.

³ Mail Log No. 237932.

APPENDIX E – MARKETING

Residential Energy Efficiency Marketing

BGE continued running the award-winning Fairy Tale campaign that was updated in 2020 for COVID sensitivity. Emphasis was placed on saving money and BGE residential programs being there for the customer in times of duress.

HVAC Tune-Up

In the latter half of 2021, the HVAC Tune-up Program was launched. The program officially went live in August and had two emails delivered to help bolster program leads. The first email was sent on September 20 with a 17.35% open rate and a 2.18% click-thru-rate. The email was delivered a second time on December 9 with a 43.36% open rate and a 1.9% click-thru-rate.

Appliance Recycling Limited Time Offer

The campaign focused on the first ever dehumidifier exclusive LTO where customers could have their small units picked up without having to recycle large units at the same time. To promote the LTO, email and paid social was used resulting in 311 units recycled.

Quick Home Energy Check Up

In the latter half of 2021, the QHEC program began to allow second QHEC opportunities for customers who had a QHEC more than five years ago and were still at the same residence. To support this, an email was sent on November 2, which had a 36.11% open rate and a click-through-rate of 3.43%.

Additionally, in the latter half of 2021, Smart Thermostats were introduced to the QHEC Program as a measure to be installed, where applicable. The marketing materials and the website were updated to reflect this update.

Appliance Recycling



REDUCE RECYCLE REWARDS

We'll do the heavy lifting for you. Schedule a pickup and we'll give you a \$25 reward.

For a limited time, we will pick up your old, working dehumidifier for recycling, and you'll receive \$25—without having to recycle a refrigerator or freezer at the same time.

Plus, you'll receive an automatic entry into a raffle drawing.*

One lucky winner will receive a Philips Hue LED starter kit (\$200 value).

SCHEDULE A PICKUP

*This promotion is open to residents of the District of Columbia and the states of Maryland, Delaware, and Pennsylvania who are registered voters. Residents must be at least 18 years old and have a valid email address. The promotion ends on 12/31/2021. The \$25 reward will be issued to you in approximately 10 business days. The \$200 value is for the Philips Hue LED starter kit. The actual value may vary. See the full terms and conditions at [empowermd.com/recycling](#).

BGE EmPOWER MARYLAND

Lighting

How far can \$10 stretch?



10 mins of joy
10 yrs of savings

As daylight savings ends, stretch your evening hours with this bundle of 17 long-lasting, energy-saving LED lighting products—valued at \$105—for just \$10.*

Available for a limited time only!

This kit includes:

 Six 65W LEDs 8500K - 2700K	 Two 65W Wi-Fi-Connected LEDs 8500K - 2700K	 Two 90W Wet-Rated LEDs 8500K - 2700K
 Six 65W LEDs 8500K - 2700K	 One LED Nightlight - Swivel 8500K - 2700K	17 LEDs for \$10

But hurry—while these energy efficiency-boosting bulbs will last the better part of a decade, this offer's only good through November 9.

BUY NOW

*Choose between Warm White and Daylight LED bundles. Shipping is included. Available for a limited time from 10/26/21 through 11/6/21 only.

BGE **EmPOWER MARYLAND**

BRIGHTEN YOUR YEAR WITH BACK-TO-SCHOOL SAVINGS

Save big and save energy with our LED bundles.*

FOR A LIMITED TIME, FOR ONLY \$10, YOU GET:

 Two 65W Wi-Fi-Enabled LEDs	 Six 40W A19 LEDs—Warm White or Daylight
 Four 100W A19 LEDs—Warm White or Daylight	 One 40W LED Desk Lamp

PLUS, FREE SHIPPING!

STOCK UP AND ENJOY THIS \$73 VALUE. AVAILABLE FOR A LIMITED TIME FROM 8/31 THROUGH 9/13.






BUY NOW

* Choose between either Warm White or Daylight LED kits.

BGE **EmPOWER MARYLAND**

Shine on. And on. And on ...
With LED lights that last.

Enjoy big energy savings with this big bundle of LED lighting products. Inside you'll find:

-  **ENERGY STAR® 9 W LED Omnidirectional Bulb (4-Pack)**
-  **ENERGY STAR 4.5 W Dimmable LED Filament Candelabra Bulb (4-Pack)**
-  **ENERGY STAR 11 W LED Plug & Play Fixture (2-Pack)**
-  **0.5 W Dusk to Dawn LED Sensor Nite Lite (2-Pack)**
-  **Tier 1 Advanced Power Strip**

More light. More savings. **More smiles.**

A lot more to smile about.

As a BGE residential customer, you can take advantage of even more ways to save energy and money.

- Quick Home Energy Check-Up
- HVAC Tune-Up
- Appliance Rebates
- Appliance Recycling

To learn more, visit **BGESmartEnergy.com**, call **877.685.7377** or **scan the QR code.**



BGE **EmPOWER MARYLAND**

EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to [BGESmartEnergy.com](https://www.BGESmartEnergy.com).

Heating and Cooling

WHEN YOU WISH UPON AN ENERGY STAR®

Lower monthly costs and improve comfort at home with energy-efficient heating and cooling equipment.



Save money and stay comfy with energy-efficient HVAC equipment.

For most households, heating and cooling account for up to 50% of energy use. Scheduling regular maintenance tune-ups is important to keep your equipment operating properly and minimize the likelihood of an untimely failure.

And, when you're ready to replace your old equipment, choose ENERGY STAR certified models, which offer lower monthly energy costs and greater comfort and peace of mind.

For more information, visit BGEsmartEnergy.com or call 877.685.7377.

YOU COULD SAVE UP TO 20% ON HEATING AND COOLING COSTS!

[LEARN MORE](#)

BGE An Exelon Company **EmPOWER MARYLAND**

WHEN YOU WISH UPON AN ENERGY STAR®

Save money and stay comfy with energy-efficient HVAC equipment.



BGE **EmPOWER MARYLAND**

ENJOY MORE COMFORT AT HOME WHILE SAVING MONEY AND ENERGY

Cooling and heating account for up to 50% of energy use. Scheduling regular maintenance tune-ups is important to keep your equipment operating properly and minimize the likelihood of an untimely failure. And, when you're ready to replace your old equipment, choose ENERGY STAR certified models, which offer lower monthly energy costs, greater comfort and peace of mind.

YOU COULD SAVE UP TO 20% ON HEATING AND COOLING COSTS!

[FIND MORE INFORMATION](#)

at BGEsmartEnergy.com/Comfortable 877.685.7377

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WHEN HAPPILY EVER AFTER MEETS HOME

Comfort is in the air. Save money with ENERGY STAR® certified equipment.

[LEARN MORE](#)




BGE **EmPOWER MARYLAND**

Relax in comfort.

With ENERGY STAR® certified equipment, you could save up to 20% on cooling and heating costs.

[Learn More](#)



BGE **EmPOWER MARYLAND**

WHEN HAPPILY EVER AFTER MEETS HOME

Comfort is in the air. Save money with ENERGY STAR® certified equipment.

[LEARN MORE](#)



BGE **EmPOWER MARYLAND**


Chasing Pavements (Live)
Adele
Live From SoHo

0:05 0:34

HVAC Tune-up

An Ounce of Prevention

Protect your investment with a BGE HVAC Tune-up—at no additional cost.



Dear [First Name],

It's been a while since you installed your energy-efficient HVAC equipment through BGE's Heating and Cooling Program. Regular maintenance and service can go a long way toward ensuring that your system keeps running properly, delivering maximum comfort at the lowest cost.

That's why we're pleased to announce that you're eligible to receive a BGE HVAC Tune-up for your system—at no additional cost.

[SCHEDULE MY TUNE-UP](#)

Home Performance with ENERGY STAR®



BGE Baltimore Gas & Electric
Sponsored

Your home could be wasting energy and costing you money
Schedule a home energy audit to pinpoint hidden air leaks and causes of high energy costs...See more

Get rebates averaging \$3,000 for home upgrades. [Learn more](#)

Home Improvements That Pay You Back

Get an average of \$3,000 in rebates for projects that reduce your energy use and increase your comfort.

[FIND A CONTRACTOR](#)

When you schedule a home energy audit through our Home Performance with ENERGY STAR® Program, you'll learn how to increase your home's comfort, reduce energy costs and access an average of \$3,000 in rebates for energy efficiency improvements.

A home energy audit is a \$600 value but is just \$100 for BGE customers! -- and you get up to 10 energy-saving items like LEDs installed at no additional cost.

Find a participating contractor to schedule your home energy audit at [BGEHomeEnergy.com](#) or call 877.686.7377

REBATES ON AVERAGE OF \$3,000

[FIND A CONTRACTOR](#)

Safety is Our Top Priority
Contractors will wear personal protective equipment and follow the Centers for Disease Control and Prevention's recommended precautions when in and around your home.

[CONTACT US](#)

BGE An Exelon Company **EmPOWER MARYLAND**

MAKE YOUR HOME WORK BETTER FOR YOU

You could be eligible for an average of \$3,000 in rebates for energy-saving home improvements.

BGE An Exelon Company **EmPOWER MARYLAND**

HOME IMPROVEMENTS THAT PAY YOU BACK

When you schedule a home energy audit through our Home Performance with ENERGY STAR® Program, you'll learn how to improve your home's comfort, reduce energy costs and access an average of \$3,000 in rebates for energy efficiency improvements. The home energy audit is just \$600 (a \$600 value for BGE customers). Plus, you'll get energy-saving items like LEDs and smart cover strips installed at no additional cost.

SAFETY IS OUR TOP PRIORITY

Contractors will wear personal protective equipment and follow the Centers for Disease Control and Prevention's recommended precautions when in and around your home.

Schedule Now
Visit [BGEHomeEnergy.com/Home](#) or call 877.686.7377 to learn more.

We offer an online home energy audit tool to help you get started with energy conservation solutions. This tool is not available for all homes.

This program is subject to program rules and restrictions. Rebates are available for BGE customers only. See [BGEHomeEnergy.com](#) for details.

BGE SMART ENERGY savers
700 Thomas Edison Drive
Suite 100
Columbia, MD 21046

BGE An Exelon Company **EmPOWER MARYLAND**

MAKE HOME WORK BETTER FOR YOU

Get rebates averaging \$3,000 for improvements.

[LEARN MORE](#)

BGE An Exelon Company **EmPOWER MARYLAND**

New Homes

Ad

New Builds That Save
ENERGY STAR® new homes deliver better performance, comfort and value.

[Visit website](#)

BGE An Exelon Company

BUILD A HOME THAT BUILDS YOUR SAVINGS

Choose an ENERGY STAR® certified new home.

[FIND A BUILDER](#)

BGE An Exelon Company **EmPOWER MARYLAND**

1:02

losangeles.cbslocal.com

BUILD A HOME THAT LOVES YOU BACK

[START HERE](#)

BUILD A HOME THAT BUILDS YOUR SAVINGS

Choose an ENERGY STAR® certified new home.

[FIND A BUILDER](#)

BGE An Exelon Company **EmPOWER MARYLAND**

Ad BGE

Choose a New Home That Keeps Monthly Costs Low

ENERGY STAR® new homes are built with all the features you want, plus energy-efficient enhancements that deliver better quality, comfort and value.

Quick Home Energy Check-Up



BECAUSE EVERY DOLLAR COUNTS

Get double the help with a Quick Home Energy Check-up. No out-of-pocket cost, plus energy savings over time.

SCHEDULE NOW!

We'll be in your neighborhood this month.

BECAUSE EVERY DOLLAR COUNTS

Get a Quick Home Energy Check-up.

SCHEDULE NOW

Smart thermostat? Smart choice for savings!

BECAUSE EVERY DOLLAR COUNTS

Get double the help with a Quick Home Energy Check-up. No out-of-pocket cost, plus energy savings over time.

SCHEDULE CHECK-UP

Costs these days can add up fast. But a Quick Home Energy Check-up with BGE is an easy way to start saving immediately, because you'll get up to 15 energy-saving items installed at no out-of-pocket cost to you.

In just about an hour, a specially trained energy efficiency professional will:

1. Safely assess the condition of your home's insulation, heating and cooling equipment, lighting and more.
2. Install up to 15 energy-saving items, such as LED bulbs and a smart power strip, with your permission.
3. Provide a summary of simple ways to reduce energy use, and discuss available rebates and discounts.

Best of all, your Check-up is included with your existing BGE electric service, so there's no additional out-of-pocket cost. Schedule your Check-up today.

Visit BGESmartEnergy.com or call 877.685.7377 to get started.

SCHEDULE CHECK-UP

Safety Is Our Top Priority

Companions will wear personal protective equipment and follow the Centers for Disease Control's recommended precautions while in and around your home.

BECAUSE EVERY DOLLAR COUNTS

Get a Quick Home Energy Check-up.

SCHEDULE NOW

Appliance Rebates



**ARE YOU STILL
DAYDREAMING
ABOUT THE
PERFECT
SUMMER
DAY?**

**Hot
Water.
Hotter
Savings.**

**Get up to a
\$500 rebate** on an
ENERGY STAR®
certified heat pump
water heater.



Bethesda Company






Water heater dies ... while you're in the shower.

Some things can't wait. If your water heater is more than 10 years old, here's an offer you might not want to miss.

Up to \$500 Rebate + up to \$260* Annual Energy Savings + \$300 Federal Tax Credit + Labor Day Sales

BGESmartEnergy.com/LaborDay21



Water heater dies... while you're in the shower.

Some things can wait if your water heater is more than 10 years old, here's an offer you might not want to miss:

Up to \$500 Rebate + up to \$300¹ Annual Energy Savings + \$300 Federal Tax Credit² + Labor Day Sales

It might not be today, hopefully not tomorrow either, but eventually, old appliances break down. And, when they do, BGE has rebates that can take the sting out of replacing them. Simply choose from qualifying ENERGY STAR[®] certified models and save \$30 to \$500. Energy-efficient models also save energy, so you are money with every use. Plus, combining your rebate with Labor Day Sales means more cash in your wallet and no cold showers down the road.



Heat Pump Water Heater
Up to a \$500 REBATE



Dishwasher
\$75 INSTANT DISCOUNT



Air Purifier
\$40 INSTANT DISCOUNT



Pool Pump
\$400 REBATE
Hurry—this rebate ends 10/24/2016

GET REBATES

Appliance rebates. Available now, or whenever you need them. Visit BGE.SmartEnergy.com or call 877.686.7373 to learn more.

*requires you. Energy. Use energy efficiently on 10/24/2016 - 11/01/2016. See program rules and restrictions at www.bge.com. Rebates are subject to program rules and restrictions.




BGE/EMPOWER rebates and programs are funded in whole or in part by the state of Maryland. BGE/EMPOWER programs can help you save money on your energy bills. Rebates are subject to program rules and restrictions. For more information, please visit www.bge.com.

Smart Thermostats



TGIBF
THANK GOODNESS IT'S BLACK FRIDAY.

You've been looking forward to it all year.
No, not Aunt Jane's all-day, epic Thanksgiving extravaganza.

IT'S BLACK FRIDAY

Get ready to save more at retailer sales with up to \$500 in rebates and instant discounts on qualifying ENERGY STAR® certified appliances for your home.

 Heat Pump Water Heaters UP TO \$500 REBATE	 Smart Thermostats \$75 REBATE
 Air Purifiers \$40 INSTANT DISCOUNT	 Dehumidifiers \$30 INSTANT DISCOUNT
 Pool Pumps (Hurry! Offer ends 12/31/21) \$400 REBATE	

With incredible savings like these, this is the Friday you've been waiting for.

SNAG YOUR SAVINGS

Learn more at BGESmartEnergy.com or call 877.665.7377.

BGE **EmPOWER MARYLAND**

EmPOWER Maryland program not limited to a single or two energy efficiency programs. Savings are based on energy consumption and not on money. To learn more about EmPOWER and how you can participate, go to BGESmartEnergy.com.



TGIBF






You've been looking forward to it all year—your chance to pair Black Friday bargains with up to \$500 in rebates and instant discounts on qualifying ENERGY STAR® certified appliances and smart thermostats. Thank Goodness It's Black Friday!

BGESMARTENERGY.COM/BLACKFRIDAY21

**THE DAY IS *FINALLY* HERE:
THANK GOODNESS IT'S BLACK FRIDAY.**

It's time to score incredible deals on ENERGY STAR® certified appliances when you combine retailer sales with rebates and instant discounts available through the BGE Smart Energy Savers Program®.

BGE SMART ENERGY savers PROGRAM
7100 Thomas Edison Drive
Suite 100
Columbia, MD 21046

 Heat Pump Water Heaters Up to \$500 Rebate	 Air Purifiers \$40 Instant Discount
 Smart Thermostats \$75 Rebate	 Dehumidifiers \$30 Instant Discount
 Pool Pumps \$400 Rebate (Hurry—offer ends 12/31/21)	

Learn more at BGESmartEnergy.com/BlackFriday21 or call 877.665.7377.

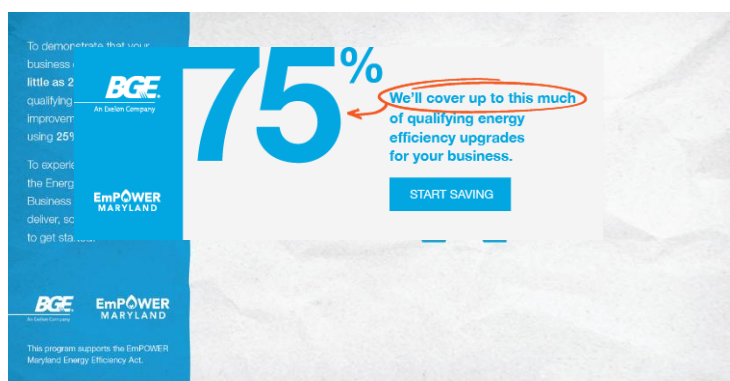
The program supports the BGE Smart Energy Savings Program, LLC. ©2021 BGE.

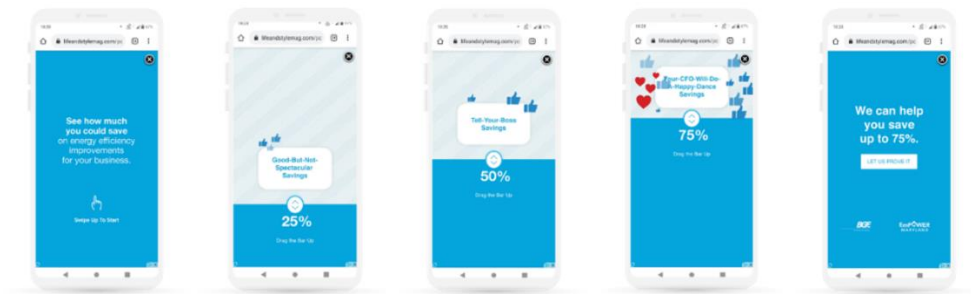
BGE **EmPOWER MARYLAND**

Commercial and Industrial Energy Efficiency Marketing

Energy Solutions for Business

- **New Creative Campaign** concepts were designed, focus group tested, final creative developed, and the new paid media campaign launched in Q3.
- **Paid Search** advertising ran from January 4 through December 12, 2021, allowing for messaging to be available to customers when researching online.
- **Print advertising** featuring the new “Ratio” campaign ran February through December in the I-95 Business Magazine, MNI Business Network Magazines, Baltimore Business Journal, and The Business Monthly. Print ads were also included in the BBJ Book of Lists and AIA Baltimore Directory, both of which launched in December. Print ads incorporated QR codes to make it easier for customers to access the website.
- **Digital display ads** ran on the I-95 Business Magazine website from January through December and in The Business Monthly e-newsletter, BizWeekly, from March through November. Digital display banners also ran in the bi-weekly I-95 Business emails/e-newsletters from February through December.
- **Radio live reads** ran February through November across select stations in BGE territory.
- The **digital media campaign** ran January through December 2021 with Google Discovery, Standard Display, Responsive Display, Retargeting Display, Native Display, High Impact Display, Online Video, Content Marketing, Podcasts, Paid Social (LinkedIn/Twitter), and 3 eTarget email marketing campaigns.
- The interactive Energy Solutions for Business **high impact display** ad is a four-question interactive quiz that leads the customer to the Energy Solutions for Business landing page. The ad ran January through November 2021.





High Impact Display

Small Business Energy Solutions

- **New Creative Campaign** concepts were designed, focus group tested, and final creative will be developed in 2022 with the new paid media campaign scheduled to launch early Q2.
- **Paid Search** advertising ran from January 4 through December 12, 2021, allowing for messaging to be available to customers when researching online.
- **Radio live reads** ran from May through December 2021 on select stations across BGE territory.
- A half-page **print advertisement** ran in the Baltimore Business Journal on October 1 and December 17, 2021.
- A **direct mail** postcard deployed September 2021 promoting smart thermostats. The postcard included a QR code that directed to a branded form and landing page, and the QR was scanned 109 times from September through December.
- **Digital display ads** ran in the Baltimore Business Journal in October and December 2021.
- The **digital media campaign** ran January through December with Standard Display, Responsive Display, Retargeting Display, Native Display, Google Discovery, Content Marketing, and Paid Social (LinkedIn/Twitter).
- The **Smart Thermostat Eloqua campaign** targeting past small business participants who had not signed up for a smart thermostat was deployed on May 18 and September 14, 2021, with retargeting emails deploying one week later.
- The interactive Small Business Energy Solutions **high impact display** ad ran July through December 2021.



Ready To Spend Less on Energy?

Whether you're a small business or a small nonprofit organization, BGE is here to help you save more and use less. Get up to 70% of project costs covered on qualifying energy efficiency upgrades. Better equipment, better operating costs, a better bottom line.

A complimentary energy analysis is your first step. Our experts can help you better understand your energy use and provide personalized recommendations for ways your business can start saving today.

Scan the code to get started, or visit BGEsmartEnergy.com/SmallBiz063

BGE
An Exelon Company

EmPOWER
MARYLAND

This program supports the EmPOWER Maryland Energy Efficiency Act.



BGE
An Exelon Company

EmPOWER
MARYLAND

Smart Thermostats for Small Businesses

Enjoy the savings and convenience of temperature control at your fingertips.

Put technology to work for your small business, and you could save up to 14% on your annual cooling and heating costs.* Through BGE's Small Business Energy Solutions Program, you can get an ecobee® smart thermostat along with professional installation—a \$229 value—for only \$99.

With a Wi-Fi enabled smart thermostat, you can enjoy benefits like:

- Lower monthly energy costs
- Increased comfort for employees and customers
- Control of your system using a smartphone or computer
- Automated settings for savings during off hours

Simply schedule an appointment with our approved contractor today!

GET THERMOSTAT

* Savings compared to a conventional thermostat operating at the low midpoint and providing efficient heating and cooling in a small retail environment. See how much more or less savings based on equipment, fuel source, operating hours and business and building type.

EmPOWER thermostat programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save money. To learn more about EmPOWER and how you can participate, go to BGEsmartEnergy.com.



Ready to spend less on energy?

Small businesses are eligible for a complimentary energy analysis.

Learn More

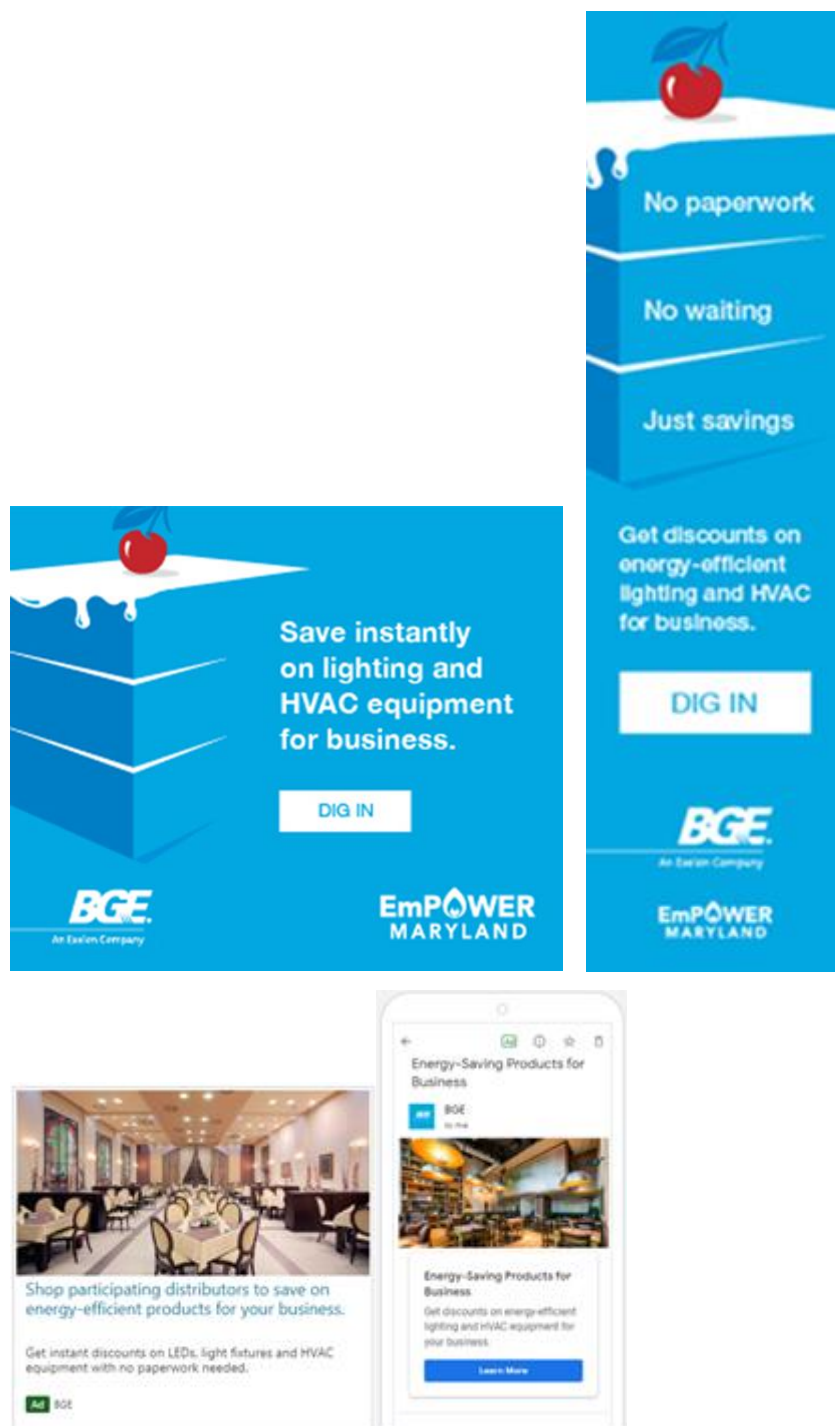
BGE
An Exelon Company

EmPOWER
MARYLAND

Instant Discounts

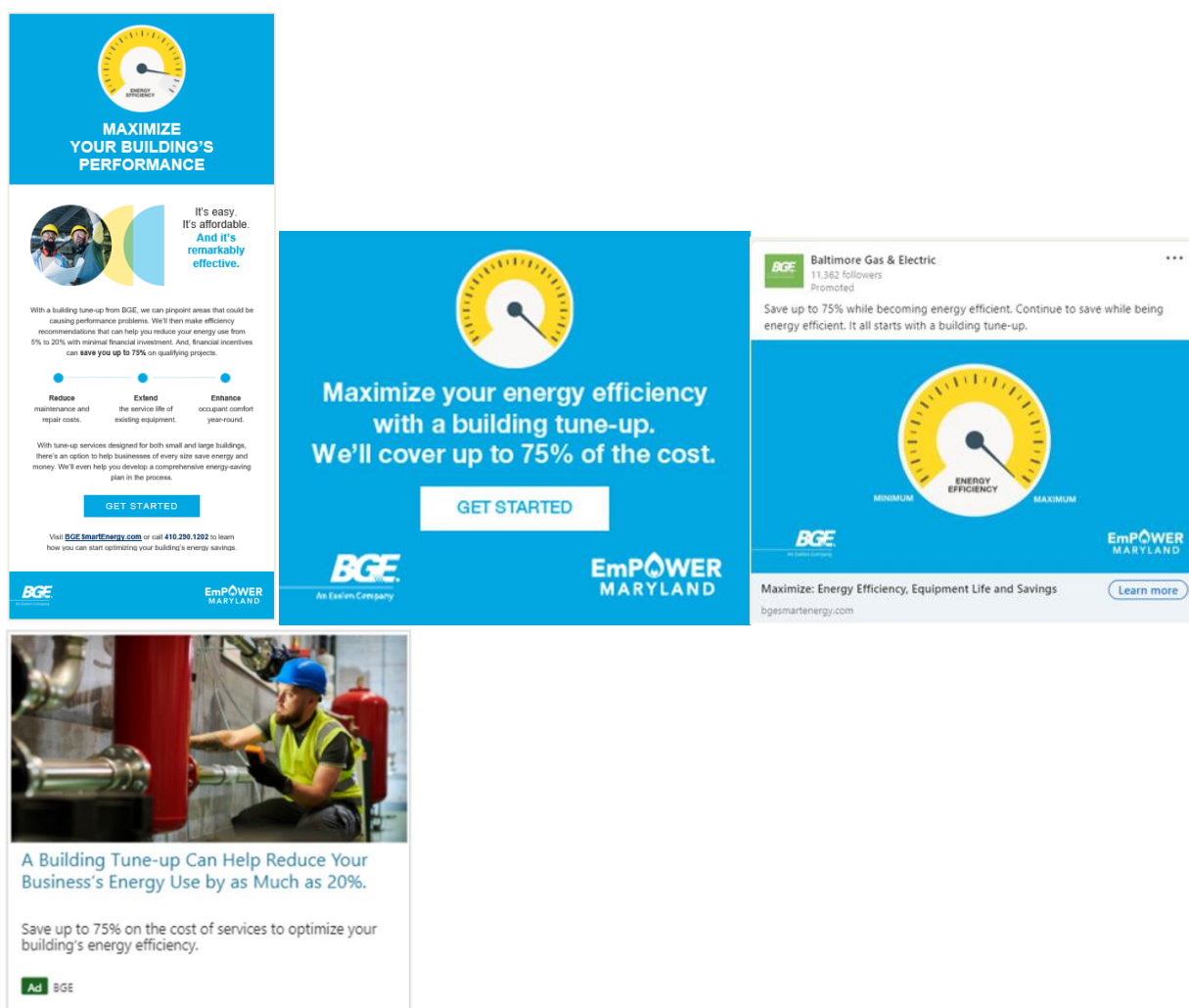
- **New creative campaign** was developed and launched in Q3 2021.
- **Paid Search** advertising ran from March 23 through December 12, 2021, allowing for messaging to be available to customers when researching online.
- **Eloqua email campaigns** were deployed to customers and service providers in February 2021 to promote the new incentive levels and program offerings and in March 2021 a target email was deployed to contractors promoting HVAC high-efficiency equipment prior to HVAC seasonality.

- The **digital media campaign** launched in August 2021 and continued through December with Standard Display and Google Discovery, followed by Native, responsive display, and retargeting display ads in September.



Building Tune-Up

- **New Creative campaign** was created and launched in Q3 2021.
- **Paid Search** advertising ran from March 23 through October 31, 2021, allowing for messaging to be available to customers when researching online.
- The **Eloqua email campaigns** were deployed to customers in June and August 2021 with retargeting emails following the week after to promote the program and leverage the key seasonality of cooling season.
- The **digital media campaign** ran in July 2021 with Native ads and Google Discovery, followed by LinkedIn, standard display, responsive display, retargeting display, eTarget Media and branded content in August 2021. All of these ended on September 30, 2021, except for the display ads which ran through the end of October 2021.



MAXIMIZE YOUR BUILDING'S PERFORMANCE

It's easy. It's affordable. And it's remarkably effective.

With a building tune-up from BGE, we can pinpoint areas that could be causing performance problems. We'll then make efficiency recommendations that can help you reduce your energy use from 5% to 20% with minimal financial investment. And, financial incentives can save you up to 75% on qualifying projects.

- Reduce maintenance and repair costs.
- Extend the service life of existing equipment.
- Enhance occupant comfort year-round.

With tune-up services designed for both small and large buildings, there's an option to help businesses of every size save energy and money. We'll even help you develop a comprehensive energy-saving plan in the process.

GET STARTED

Visit [BGEsmartEnergy.com](https://www.bgesmartenergy.com) or call 410.290.1202 to learn how you can start optimizing your building's energy savings.

BGE **EmPOWER MARYLAND**

Maximize your energy efficiency with a building tune-up. We'll cover up to 75% of the cost.

GET STARTED

BGE **EmPOWER MARYLAND**

Baltimore Gas & Electric
11,362 followers
Promoted

Save up to 75% while becoming energy efficient. Continue to save while being energy efficient. It all starts with a building tune-up.

BGE **EmPOWER MARYLAND**

Maximize: Energy Efficiency, Equipment Life and Savings
[bgesmartenergy.com](https://www.bgesmartenergy.com) **Learn more**

A Building Tune-up Can Help Reduce Your Business's Energy Use by as Much as 20%.

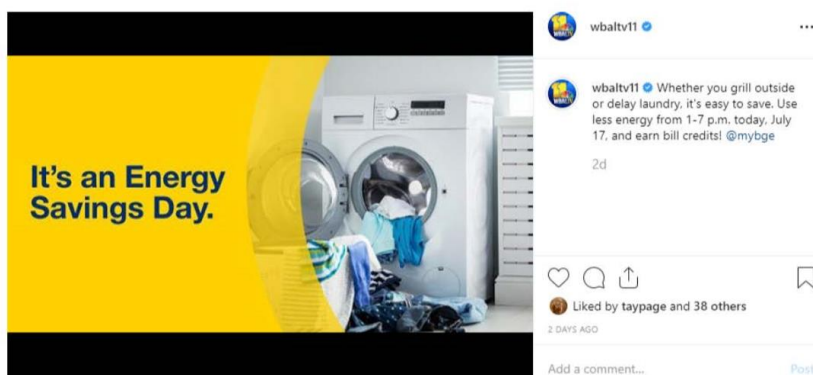
Save up to 75% on the cost of services to optimize your building's energy efficiency.

Ad **BGE**

Demand Response Energy Efficiency Marketing

Smart Energy Rewards

- BGE.com/EnergySavingsDay was updated to call out that there are now three ways to save, PeakRewards, Energy Savings Days and Connected Rewards during the summer seasons.
- BGE ran Smart Energy Rewards (SER) marketing banners and Smart Energy News articles on SER from June – August 2021.
- An Energy Savings Day was called on August 13, 2021.
- In August 2021, BGE ran paid media on TV WBAL, WMAR, and WJZ.
- In August 2021, BGE ran paid Facebook, Instagram, Twitter, Nextdoor ads, and in October, BGE ran both a Rewarding News email and direct mail to customers.
- Facebook was the top performer regarding impressions, clicks, click-through-rates, and cost-per-clicks and in second place was Nextdoor.
- The media campaign delivered over 5 million impressions and over 16,000 clicks leading customers to BGE's respective landing page.



PeakRewardsSM

PeakRewards retention emails are sent to existing participants to keep them engaged in the program. In 2021, four emails were sent –across four email drops, unique open rate was 33.8% and unique click-through rate was 1.32% and saw a 1:49 time on website.

14,618 letters were sent to PeakRewards smart thermostat participants notifying them that their Wi-Fi had gone offline. Welcome letters were sent to 49,792 customers who moved into a home with an existing PeakRewards device. Lastly, 312,036 PeakRewards Air Conditioning Program participants received the annual summer readiness letter in May notifying them that the summer season was beginning June 1. Through December 2021, there were nearly 114,000 visitors to the website.

Way to finish strong!

We appreciate you.

Look forward to getting money back this Presidents' Day.

Get the BGE app for your smart watch. It's time.

Summer savings are heating up

The PeakRewards™ Air Conditioning Program resumes on June 1. Here's what you need to know:

- You're signed up for cycling events.** On very hot days when people are using energy, BGE may be required to activate a PeakRewards emergency cycling event, which means your air conditioner will be cycled up to your full cycling participation level (50%, 75% or 100%).
- You'll receive bill credits for your participation.** Your bill credit amount is determined by your cycling participation level. You receive \$50 to \$100 in bill credits this summer, spread out from June through September. Note: If you want to change your cycling participation level, you will only be able to decrease it to either 50% or 75%.
- You can set and adjust thermostat schedules online.** To check your device status and manage your thermostat settings, [go to My Account](#). From your My Account dashboard, scroll down to Programs and click the PeakRewards link. You can also adjust your thermostat directly on its screen.

Thanks for your continued participation!

As a PeakRewards Air Conditioning Program participant, you're doing your part to help prevent the need for additional power plants, keep down the overall cost of electricity and ease the burden on Maryland's electricity delivery system.

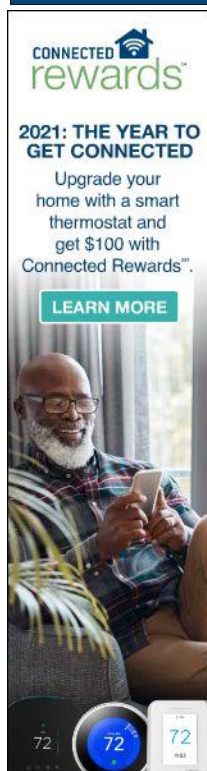
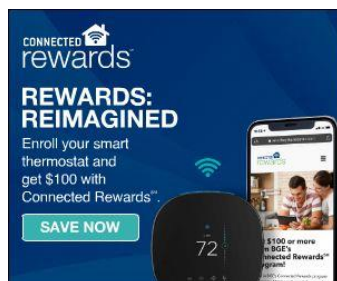
Save more with these quick tips.

- Schedule an annual A/C tune-up to make sure your HVAC system is running at peak efficiency.
- Make sure air vents aren't blocked by any furniture or rugs to improve airflow and comfort.
- Caulk around windows and doors that leak air to help keep your home cool and reduce energy costs this summer.

Connected RewardsSM

Media channels included digital ads, streaming radio on Pandora and Spotify, NPR podcasts, cable TV and social media (Facebook/Instagram). The campaign yielded over 22 million impressions, 28,000 engagements on social media and 4 million video views.

A total of 427,754 emails were sent with a 35.4% unique open rate and a 1.94% unique click-through-rate). Through both email and media marketing, saw over 4,00 enrollments in the second half of the year.



BGE **EmPOWER MARYLAND**

Upgrade to a smart thermostat to get \$100 with Connected Rewards™

Enjoy annual savings when you enroll a smart thermostat in BGE's Connected Rewards program.

Smart thermostats live up to their name
With a smart thermostat, you can adjust your home's temperature from a smartphone or tablet – even if you're away – providing greater comfort and convenience. They can also deliver increased energy savings when you set temperature schedules.

Start saving right away with incredible deals on a variety of smart thermostats and up to \$75 in instant savings when you purchase through the BGE Marketplace.

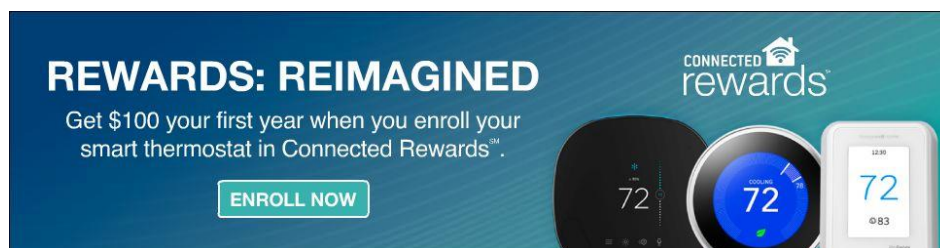
Explore Thermostats

Keep saving with Connected Rewards
Once you have a smart thermostat, you can take advantage of Connected Rewards savings and get \$100 your first year in the program. Get \$50 every summer just for participating!

- Get a one-time \$50 Visa eGift card for each smart thermostat you enroll in the program
- Get a \$50 annual Visa eGift card (per thermostat) for each summer you stay in the program
- Smart adjustments of up to four degrees will be made to your smart thermostat on select days, usually during the summer months when demand for electricity is especially high

When you purchase your smart thermostat through BGE Marketplace, you get up to a \$75 instant rebate and you can pre-enroll for Connected Rewards for an additional \$50 off the thermostat price.

Purchase My Thermostat



Behavioral Energy Efficiency Marketing

My Account Residential Online Tools

KNOW MORE. SAVE MORE.
myACCOUNT

You have the power to save.
Have you ever opened your utility bill and thought, "This is not what I need regarding my BGE's online tools have the solution to help you stay informed."
Here are some examples of what you can do with My Account and when it may come in handy...

- Spot the waste:** There's a cool map and you're not used to it. What's that doing to your bill? Look at your usage by day or even by hour and see if there's a big spike in one day.
- The biggest user:** Also, getting which of your appliances use the most energy – just complete the Home Energy Analysis and get personalized tips to save.
- Get to the chase:** Your energy costs change from month to month. Sign up for High Usage Alerts and get a text when your bill starts trending higher so you can take action today!
- Never forget a bill:** Don't let a bill come due and you won't miss it. Set up automatic bill pay and even use a text when your bill starts trending higher so you can take action today!

Saving energy starts with knowing how you use it and taking steps to use less. The good news is you already have the tools to make a difference.

Take control of your energy usage. Come back, look around and try something new in My Account today.

[LOG IN](#)

How this award tonight?

★★★★★

This award based on 10,000+ ratings of getting more in savings High Usage Alerts. Advertisement Use and Online Services. All Rights Reserved. [Privacy Policy](#) [Terms of Service](#)

BILL ON THE RISE? KNOW ASAP.
myACCOUNT

Steer clear of bill surprises with High Usage Alerts.
Picture this. But in waiting a video on your phone and a message pop up. Look. Bigger – 10% increase. That's a signal you might want to do something. High Usage Alerts work the same way. It's basically your utility bill's way of saying, "Watch. Your bill is trending higher than usual."

Watch the video to see how it works.

How to customize it:
Plus, if you want to be notified when your bill is projected to be higher than a certain dollar amount, you can set a custom alert threshold. There are examples of how to set a threshold and your bill is trending higher 10% (more) than 3 get an alert.

How to sign up:
1. Go to BGE.com/myaccount and log in.
2. In the top right corner of the dashboard, click the account holder's name and select "My Notifications Preferences" from the dropdown menu.
3. Select your preferences (text, email, and/or phone call) for High Usage Alerts.

Look like you're not signed up for High Usage Alerts. Take a minute to do it today!

[SIGN UP NOW](#)

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FIND YOUR BIGGEST ENERGY USERS
myACCOUNT

Take a few minutes, get targeted tips.
Make sure you're looking at an overview of your energy usage and want to find the cause. It might be you're just looking to save on your energy bill and don't know how to start. Others may get a quick online Home Energy Analysis and want you to the right direction. You'll find out what uses the most energy in your home and what you can do to save more.

Watch the video and find out how:

Try it now:
Just log into My Account, hover over "My Account" at the top, click "My Usage" and choose "What Does My Usage Mean?" There are some fun sample questions about your home. Once complete, you'll get a personalized report with tips and recommendations you can take to improve your energy efficiency, along with an estimate of how much money that estimate could save you per year.

Get more out of My Account: Complete your Home Energy Analysis today for more powerful and personalized energy tips.

[GET STARTED](#)

Spring is in the air!
What are you waiting for? [Click here](#) for BGE's Spring Home Energy giveaway starting on April 27th. Answer the Home Energy questions correctly for a chance to win some great prizes like a Google Home Audio and a \$200 gift card.

[CLICK N SAVE ON SPRING](#)

How this award tonight?

★★★★★

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MyBGE sponsored

Something in your home may be using more energy and costing you more than you think. Know for sure with a quick online Home Energy Analysis.

[BGE.COM/MYACCOUNT](#)
Know what uses most

[Learn More](#)

HOT TOOLS FOR COOL SAVINGS
myACCOUNT

Creating the A/C to stay cool this get it. But that doesn't mean you can't still save some money. Here are three quick ways you can use your online account to help keep your bills lower this summer:

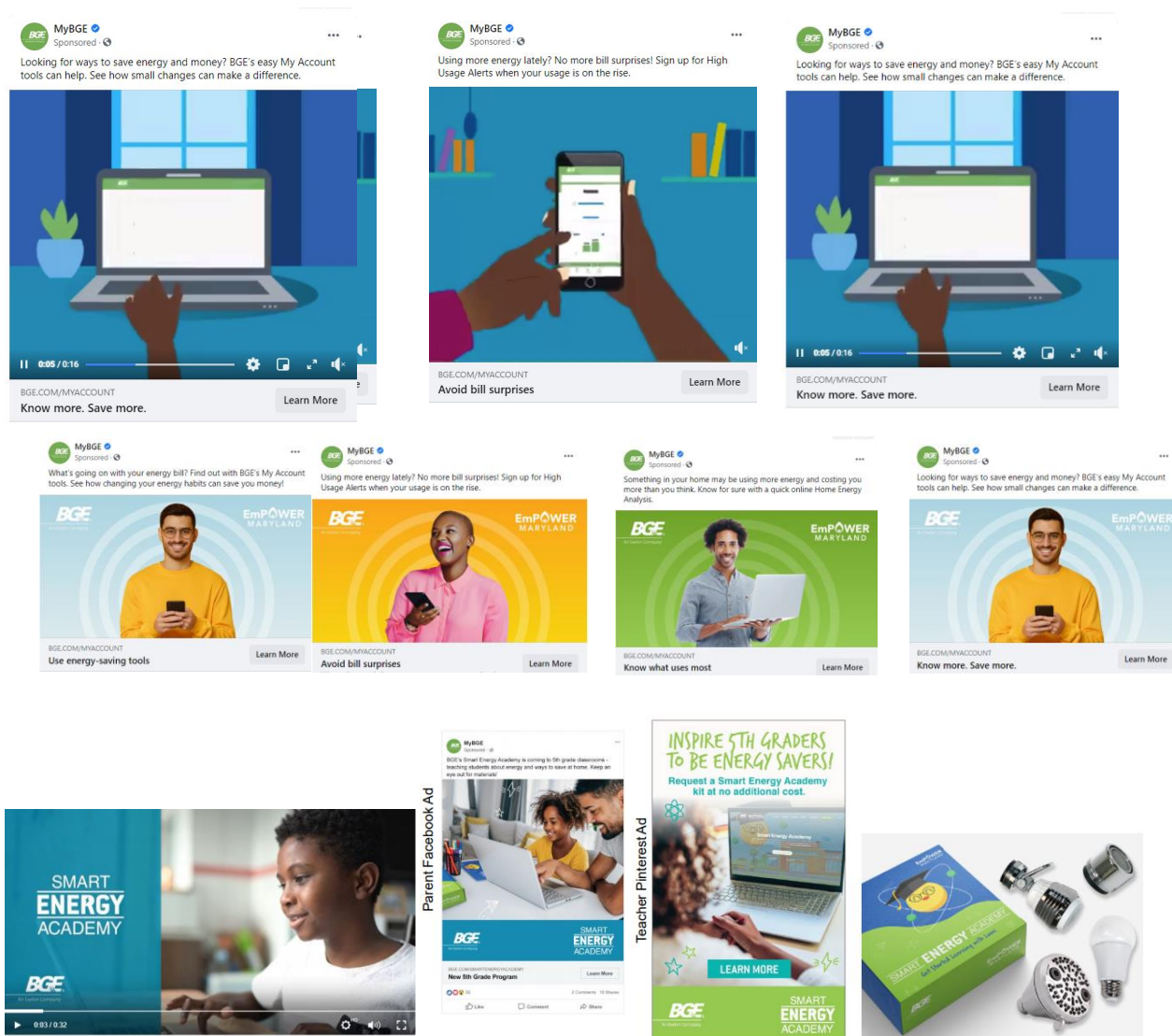
- 1. Avoid bill surprises with High Usage Alerts.** Sign up to receive a text or email alert when your bill is projected to be higher than usual. You can even set an alert threshold with a specific dollar amount.
- 2. Do a Home Energy Analysis to get personalized savings tips.** Dig deeper into what uses the most energy in your home. Complete this online questionnaire and receive a personalized report with savings tips to improve your energy efficiency.
- 3. Get Energy Savings Days alerts.** (Note: you can save summer bill credits!) Sign up to be notified when an Energy Savings Day is scheduled, so you can reduce your energy usage and earn summer bill credits.

[Log Into My Account](#)

billing questions?
ask B! the chatbot anytime!

Advertise and other ways may make it hard to see the message. It may not be the best way to get a quick answer. You may receive your answer later in the day. However, you will receive the answer that you need. Please contact BGE at 1-800-442-2262 or visit BGE.com for more information. BGE is not responsible for any damages or losses resulting from the use of the chatbot. BGE is not responsible for any damages or losses resulting from the use of the chatbot. BGE is not responsible for any damages or losses resulting from the use of the chatbot.

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My Account Online Tools

- Five My Account emails were sent in the last half of the year with the goal to recruit and engage customers
- From August to December 2021, a retarget email campaign was sent to customers promoting the Home Energy Analysis called the “HEA Winback Campaign.”
- My Account registrations exceeded goal towards the end of summer.
- Home Energy Analysis completions were highest at the beginning of September 2021.
- All emails were sent 11 AM or later due to prior time of day testing.
- Media ran through the second half of the year starting in August through September 2021 on Facebook, Patch, Zillow and Trulia, OTT Video, programmatic display, and digital videos. Zillow and Trulia was switched out to NextDoor in November 2021 because of low performance on Zillow and Trulia. Simpli.fi performed well as an awareness driver but also drew a substantial number of clicks.

- Facebook was the most engaged partner in regard to clicks and click-through-rates.
- Twitter drew an efficient cost per click, but users did not spend a lot of time on the site after the fact.
- There was one My Account web banner displayed from September to December 2021.
- There was one social media campaign that ran in October 2021.

Energy Efficiency Education Program

- BGE partnered with local elementary schools to provide them with a STEM-focused curriculum for 5th and 6th graders that would teach them how electricity powers their home and how to smart energy savers with the help of Lumi, the virtual energy coach.
- Through both email and phone recruitment in the fall, BGE successfully registered 8,339 participants (a 16.68% enrollment rate)
- BGE ran a Facebook and Instagram flight in August to promote the program along with a flight on Nextdoor, Pinterest, and YouTube
- From October to November, BGE promoted the program by sponsoring teachers going to a National Science Teachers Association conference where BGE sponsored \$5,000.00 in grants to a handful of teachers


BGE Business Energy Manager

- The **BGE Business Energy Manager tool** went live in late November 2021.
- **Paid Search** advertising ran from November 23 through December 31, 2021, allowing for messaging to be available to customers when researching online.
- Three **Eloqua email campaigns** were deployed to all BGE commercial and industrial customers in December 2021 to announce the new tool and encourage customers to create an account.
- The **digital media campaign** launched in November 2021 and continued to phase-in throughout December with Standard Display, Responsive Display, Retargeting Display, Native Display, Google Discovery, LinkedIn Sponsored Content, and Podcasts.

Eloqua Email

BUSINESS energy

Your Key to Energy Savings: BGE Business Energy Manager



When it comes to energy efficiency, understanding is the first step to improving. That's where **BGE Business Energy Manager** comes in.

At no additional cost, this new online tool is designed to give you an in-depth look at how and when your business uses energy. It analyzes your usage data in real time and provides valuable insights to help you rein in costs, uncover savings opportunities and boost your bottom line.

SIGN UP NOW

Here's a preview of what **BGE Business Energy Manager** can do for your business:

- Analyze your energy usage in real time
- Suggest energy-saving solutions
- Create and export custom charts and graphs
- Show you how weather impacts your energy usage


Set up your account in five minutes or less. All you need is your BGE Business Account Number to get started.

SIGN UP NOW

Don't forget to forward this email to others in your organization who could put insights from **BGE Business Energy Manager** to work for your business. It's time well spent—and money saved. Questions? Drop us an email at BusinessCustomerService@bge.com.

BGE Baltimore Gas & Electric
11,951 followers
Promoted

Get an inside look at your energy usage data like never before with **BGE Business Energy Manager**—and uncover new ways to save.



Understand your energy usage. Boost your bottom line. Start today.

bge.agentisenergy.com

Like Comment Share

BGE **EmPOWER**
MARYLAND

EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to BGEtime4energy.com.

Ad - bge.agentisenergy.com/business/energymanager

Manage Business Utility Costs | Sign Up for BGE's Online Tool

Review Your Energy-Savings Progress Daily. It's New and Easy To Use! Sign Up Now. Want To Save on Business Energy Usage? Sign Up Now for **BGE Business Energy Manager**. Energy tracking. Energy use tips. Usage data.

Your Energy Usage Explained.

Introducing **BGE Business Energy Manager**.

ENROLL NOW

BGE
An Exelon Company

EmPOWER
MARYLAND

APPENDIX F – ENTITIES TABLE

YTD Q4 2021				
EE&C Entities				
Program	No. Of Entities in Previous Period	Additional Entities in Current Period	Lost Entities in Current Period	Total No. of Entities to Date
Lighting and Appliances*	179	0	179	0
Lighting *	286	289	286	289
Appliance Rebates *	78	86	78	86
Appliance Recycling	1	0	0	1
Consumer Electronics				
QHEC	10	1	0	11
HPwES	43	1	1	43
HEIP				
HVAC *	69	21	69	21
Thermostat Optimization	N/A	0	2	1
Smart Homes	2	0	2	0
Smart Thermostat	N/A	5	4	118
Schools	0	2	0	2
EE Kits				
New Construction	57	0	0	57
Behavior	2	2	0	4
Family Farms				
Small Business	7	0	0	7
Prescriptive **	300	162	144	318
Custom **	300	162	144	318
Retrocommissioning	24	0	18	6
Midstream Products	10	4	0	14
CHP	59	0	0	59
EECP				
Program Administrative	17	2	0	19
Minority, Veteran, and Woman Owned Participating Contractors				
Contractors	No. Of Entities in Previous Period	Additional Entities in Current Period	Lost Entities in Current Period	Total No. of Entities to Date
Minority	47			50
Veteran	10			8
Woman	38			43
Total (MVW) Contractors	80			83
Total EmPOWER Contractors	601			562
Note: Contractors for the Prescriptive and Custom programs are the same and are counted only once. Additionally, the Minority Contractor section totals are reduced for contractors appearing in more than one category.				
*Lost Entities represent change in implementors.				
** Changes in Entities are primarily the result of annual re-registration.				
See Attachment 1 for BGE SESP Contractor List for Year 2021				

APPENDIX G – NOTES AND ASSUMPTIONS

All calculations are consistent with BGE's 2021-2023 Maryland Public Service Commission approved EmPOWER filing and the most current Mid-Atlantic Technical Resource Manual ("TRM"), as appropriate.

Notes

Smart Thermostats

In the preparation of the EmPOWER filing, an estimate was used to calculate the Annualized Energy Savings realized from the installation of smart thermostats. This estimate was based on the best information at the time. The deemed savings prescribed in the Mid-Atlantic TRM are lower than the values used for the forecast.

PeakRewards Energy Savings (MWh)

The as filed Annualized Energy Savings for PeakRewards was made up of two components:

- Annualized Energy Savings (MWh) from installed smart thermostats. These energy savings are not associated with PeakRewards events; and,
- Energy savings coincident with the hours during PeakRewards calls.

Prior to 2018, Commission Staff required a mini-table, the DRDP Call Log, which included energy savings associated with the PeakRewards events. The current cycle DRDP Call Log eliminated MWh savings but instead includes MW reductions.

Accordingly, to be consistent with the requirements of the DRDP Call Log, BGE is only reporting Annualized Energy Savings from smart thermostats.

Smart Energy Rewards Energy Savings (MWh)

The as-filed energy savings for SER included energy savings associated with Energy Savings Days. To be consistent with the reporting for PeakRewards energy savings, as discussed above, BGE did not report energy savings coincident with event days.

Definitions of Participants and Measures by Program

The most current and complete description of all BGE EmPOWER programs, eligibility requirements, measures and available incentives for BGE customers can be found at the BGE SESP website at <https://bgesmartenergy.com/>.

Residential Efficiency Energy Products Programs

Energy Efficiency Products

Residential Lighting Program

Participant: A household that purchases discounted screw-in light-emitting diode (“LED”) bulbs or fixtures from a participating retailer (brick and mortar or on-line) or a household that receives bulbs from a participating food bank through BGE’s outreach to donate LED bulbs for limited income customers. This number is derived from the number of bulbs sold or distributed using an estimated bulbs per household factor of 24 bulbs per household which is consistent with the Department of Energy estimate used in BGE’s initial EMPOWER filing.

Measure: LEDs or fixtures of various wattages

Residential Appliance Rebate Program

Participant: Downstream Retail Sales – A residential customer or a landlord of a residential customer who purchases a qualified appliance and submits a rebate application form.

Note: If a customer purchases an appliance and submits a rebate application, that customer is counted as one participant. If that rebate application is for multiple appliances, that customer is still counted as a single participant. However, if later that same customer purchases another appliance and submits a new rebate application, they will be counted as another participant.

Midstream Retailer Incentives – Retailer sales through the ENERGY STAR® Retail Products Program (“ESRPP”) are incentivized with a payment to the retailer for stocking the qualifying ENERGY STAR measure. Every qualifying measure sold that is incentivized by BGE counts as a single participant.

Any qualifying instant or distributor rebate given at the register and funded by BGE also qualifies as a single participant.

Measures: Qualified appliances under the program (clothes washers, electric clothes dryers, hybrid heat pump water heaters, pool pumps, refrigerators, and dehumidifiers)

Residential Appliance Recycling Program

Participant: A residential customer who requests removal of a qualified refrigerator, freezer, or room air conditioner (“A/C”) from home (the latter if already removing a refrigerator or freezer).

Note: If a customer recycles an appliance and receives an incentive, that customer is counted as one participant. If that incentive is for multiple appliances, that customer

is still counted as a single participant. However, if later that same customer recycles another appliance and receives an additional rebate, they will be counted as another participant.

Measure: Qualified appliances in working condition - refrigerator and/or freezer, dehumidifier, and room air conditioner. Limit of three large units (refrigerator and/or freezer) and four small units (room air conditioners and/or dehumidifiers) per BGE residential household.

Home Optimization and Retrofit Programs

Residential Quick Home Energy Check-Up Program

Participant: A residential customer who has a walk-through of their home by a Quick Home Energy Check-Up (“QHEC”) professional and accepts installation of at least 1 energy savings measure as recommended by the QHEC professional.

Measure: LED light bulbs, faucet aerators, efficient-flow fixed or handheld showerheads, ShowerStart™ showerhead adapter, water heater pipe insulation (installed on hot and cold pipes for six feet from water heater), smart power strips.

Residential Home Performance with ENERGY STAR® Program

Participant: A residential customer who receives a home energy audit by a Home Performance with ENERGY STAR (“HPwES”) contractor is counted under the number of completed audits in the mini-table. A residential customer who installs energy efficiency improvements recommended by the above contractor is counted under completed projects when the job is finished.

The below example provides clarity as to how participants are reported for audits and completed jobs:

HPwES <u>Sample data: 30 unique audits, 10 unique completed jobs</u>				
Participant Logic - Forecast/Plan Assumption	Participant Logic Reported	Sample Forecast/Plan Assumption	Sample Reporting	Rationale
				This methodology captures all Audits and Jobs in the given time period. For example, in 2021 a customer can have an Audit in August, but not move forward with the Job until 2022, since customers have one year to complete the job. In this example, the Audit would be captured in 2021 and the Job in 2022.
		Total Participants = 40 Jobs Participants = 10	Total Participants = 40 Jobs Participants = 10	
Total Participants = Audits + Jobs	Total Participants = Audits + Jobs	Audits Participants = 30	Audits Participants = 30	

Measure: Audits: LED bulb installations, faucet aerators, efficient-flow showerheads – fixed mount or handheld, water heater pipe insulation, smart power strips and ShowerStart™ showerhead adapter.

Completed Jobs: Measures eligible for rebates include air sealing, insulation measures and duct sealing, heating, ventilation, and air conditioning (“HVAC”) and air conditioning equipment rebates, smart thermostats.

Residential HVAC Rebate (Heating and Cooling Program)

Participant: A residential customer who purchases new HVAC equipment.

Measure: Central Air Conditioning Tier 1 and Tier 2, Air-Source Heat Pump Tier 1 and Tier 2, Gas Furnace, Multi- and Single-Zone Mini-Split, Furnace Blower Motor (ECM) Factory-Installed, and Geothermal Heat Pump (closed loop).

Note: Midstream Incentives – HVAC incentives are paid to participating distributors to lower prices on high efficiency HVAC measures to make them more competitive with standard efficiency offerings.

Smart Thermostat and Optimization Program

Participant: A residential customer or landlord of a residential customer who purchases a smart thermostat for their residence or a residential customer who participates in the Smart Thermostat Optimization service.

Measure: A qualifying ENERGY STAR-certified thermostat. A current list of qualified smart thermostats is available on the ENERGY STAR website at:

<https://www.energystar.gov/productfinder/product/certified-connected-thermostats/results>

Residential New Construction Program

Single Family Housing

Participant: A builder or home purchaser that contracts with an ENERGY STAR builder to construct a new home that meets the Energy Star New Home qualification.

Measure: New home, 2-on-2 condos, townhouses (Tiers 2, 3, or 4).

Multifamily Low Rise

Participant: A builder, developer or architect that contracts with an ENERGY STAR builder to construct multifamily buildings with three stories or fewer above grade, or four or five stories above grade that have been permitted residential or with residential use group, have their own heating, cooling and hot water systems separate from other units and where dwelling units occupy 80% or more of the available square footage of the building that meets the EPA ENERGY STAR Multifamily New Construction Program Decision Tree.

Measure: New multifamily low-rise unit (Tier 1).

Note: Completion of a unit in a multifamily low-rise building does not constitute a completed building as units can be occupied when completed even though other units in the same building are under construction. For purposes of the reporting completed buildings in the Residential New Construction Mini-Table, the number of completed buildings are calculated as the number of completed units compared to the number of planned units. For example, if during the period, four units were completed in an eight-unit project, that would count as ½ completed building. The aggregate sum of all such completed buildings is reported on the mini-table as the number of completed buildings for the reporting period.

Behavior-Based Program (BGE Smart Energy Manager)

Participant: A residential customer who receives a Home Energy Report during the period.

Measure: Equivalent to Participants.

Residential School Education Program

Participant: A residential customer who has a school student whose teacher participates in Smart Energy Academy and self-installs at least one energy savings measure as recommended by the student workbook.

Measure: LED light bulbs, faucet aerators, efficient-flow fixed showerheads

Commercial and Industrial Energy Efficiency Programs

Small Business Energy Solutions Program

Participant: A small business customer (Rate Schedules G or GS) who has qualified lighting, refrigeration, vending machine/occupancy control and/or domestic hot water (“DHW”) measures installed.

Measure: Lighting replacements, HVAC, refrigeration, vending machine, occupancy sensor or DHW measures installed.

Efficient Buildings Programs

Energy Solutions for Business (Prescriptive) Program

Participant: An industrial or commercial customer that installs any number of qualified energy efficient measures.

Measure: Lighting replacements or new installations, unitary HVAC equipment, chillers, variable frequency drives (“VFDs”), refrigeration, kitchen equipment, vending machine controls, plug load controls.

Energy Solutions for Business (Custom) Program

Participant: An industrial or commercial customer that contracts to complete energy efficient work not covered under the Prescriptive Program and provides documents that can be reviewed and provides verification of the energy savings.

An industrial or commercial customer that is completing a new construction or major renovation project and is interested in pursuing the Comprehensive Design or Green Building Track.

Measure: The total project counts as one measure.

Combined Heat and Power Program

Participant: An industrial or commercial customer that is installing a combined heat and power system for their facility where the waste heat is utilized to offset other energy sources and all generation is used on site.

Measure: The total project counts as one measure.

Building Tune-Up (Retrocommissioning) Program

Participant: An industrial or commercial customer that works with a Retrocommissioning Service Provider to enhance their operations and maintenance (“O&M”) procedures.

An industrial or commercial customer who completes Building Operator Training Program courses and/or certifications related to reducing electrical usage or otherwise enhancing the energy efficiency of their facility.

Measure: Each project or course counts as one measure.

Commercial and Industrial Instant Discount (Midstream) Program

Participant: An industrial or commercial customer that purchases for installation any number of eligible lamps purchased through a program distributor. If a customer were to later install additional eligible lamps purchased in another transaction, they would be recorded as another participant.

Measure: Number of eligible items of lighting equipment.

Behavior-Based Program (BGE Business Energy Manager)

Participant: A commercial customer who enrolls online in the Business Energy Manager Program microsite.

Measure: Equivalent to Participants.

Residential Demand Response Programs

PeakRewards – Air Conditioning Program

Participant: A participant is a residential customer with an active installed device(s). Currently qualifying devices include an ecobee3 lite smart thermostat, a Honeywell programmable thermostat or an air conditioning switch. Please refer to BGE's Smart Energy Savings website for the most current information.

Measure: Number of active devices installed. A participant can have more than one measure.

Note: For PeakRewards only active enrollments and devices are reported (those set to other than 0% cycling). Participants who have decided to opt for 0% cycling are reported separately in the PeakRewards Mini-Table as Unenrolled Devices.

PeakRewards – Water Heater Program

Participant: A participant is a customer with an active installed device(s).

Measure: Number of active devices installed

Connected RewardsSM – Bring Your Own Device Program

Participant: A participant is a residential customer with an active, qualifying WIFI enabled device(s). Currently qualifying devices are provided by multiple thermostat manufacturers with multiple models. Please refer to BGE's enrollmythermostat.com/bge website for the most current information.

Measure: Number of active devices confirmed to be online and ready to receive an adjustment event command. A participant (home) can have more than one measure.

Note: A customer may not participate in Connected Rewards and PeakRewards on the same HVAC compressor.

Dynamic Pricing (BGE Smart Energy Rewards)

Participant: A residential customer who has an AMI meter and has energy reduction during ESDs.

Measure: Equivalent to Participants.

Other Programs

Conservation Voltage Reduction Program

Participant: Individual participant counts are not recorded for this program as Conservation Voltage Reduction (“CVR”) provides energy savings to all BGE customers, including residential and commercial, fed from that distribution point.

Measure: Measures are not recorded for this program for the same reason as above.

High Efficiency Transformers

Participant: Participants are not recorded for this program as energy savings are at the transformer level.

Measure: Number of high efficiency transformers installed

Factors Used to Calculate Energy Savings and Demand Reduction

The most current and complete description of factors used to calculate savings can be found in the Mid-Atlantic TRM, Version 10 available on the Northeast Energy Efficiency Partnerships, Inc. (“NEEP”) website at <https://neep.org/sites/default/files/resources/Maryland-MidAtlantic%20TRMv10.pdf>. Some adjustments and exceptions to the TRM are based on Maryland-specific research and other research activities, as documented in the Deemed Savings Exceptions Memorandum.

Residential Energy Efficiency Programs

Energy Efficient Products

Residential Lighting Program

- Energy: Deemed Savings (Base Wattage, Change Wattage, and Hours of Use) calculated based on the Mid-Atlantic TRM where applicable
- Demand: Deemed Savings (Annual kWh Savings, Coincidence Factor) calculated based on the Mid-Atlantic TRM where applicable

Residential Appliances Rebate Program

- Energy: Deemed Savings calculated based on the Mid-Atlantic TRM where applicable
- Demand: Annual savings, coincidence factor calculated based on the Mid-Atlantic TRM where applicable

Residential Appliances Recycling Program

- Energy: Deemed Savings calculated based on the Mid-Atlantic TRM where applicable
- Demand: Annual savings, coincidence factor calculated based on the Mid-Atlantic TRM where applicable

Home Optimization and Retrofit Programs

Residential Quick Home Energy Check-Up Program

- Energy: Deemed Savings calculated based on the Mid-Atlantic TRM where applicable
- Demand: Annual savings, coincidence factor calculated based on the Mid-Atlantic TRM where applicable

Residential Home Performance with Energy Star Program

- Energy: Existing or code energy use, change energy use, hours of operation
- Demand: Annual savings, coincidence factor

Residential HVAC Program

Energy: Existing or Code Measure Energy Use, Change Measure Energy Use, hours of use calculated based on the Mid-Atlantic TRM where applicable

Demand: Annual savings, coincidence factor calculated based on the Mid-Atlantic TRM where applicable

Smart Thermostats

Energy: Deemed Savings calculated by heating source when known based on the Mid-Atlantic TRM where applicable

Demand: Not calculated for smart thermostats

Residential New Construction Program

Single Family Housing

Energy: Code measure kWh, change measure kWh, hours of use

Demand: Annual savings, coincidence factor

Multifamily / Condominium

Energy: Code measure kWh, change measure kWh, hours of use

Demand: Annual savings, coincidence factor

Limited Income

Energy: Existing measure energy use, change measure energy use, hours of use

Demand: Annual savings, coincidence factor

Residential School Education Program

Energy: Deemed Savings calculated based on the Mid-Atlantic TRM where applicable

Demand: Annual savings, coincidence factor calculated based on the Mid-Atlantic TRM where applicable

Commercial and Industrial Energy Efficiency Programs

Small Business Energy Solutions Program

Energy: Existing kWh, change kWh, hours of use, hours of reduction due to controls

Demand: Annual savings, coincidence factor

Efficient Buildings Programs

Energy Solutions for Business (Prescriptive) Program

Energy: Existing or code energy use, change energy use, building type, specific program information, hours of operation, hours of reduction due to controls

Demand: Annual savings, coincidence factor

Energy Solutions for Business (Custom) Program

Energy: Custom – Existing or code measure energy use, change energy use, custom specific information

New construction – Existing or code measure energy use, change energy use, Leadership in Energy and Environment Design (“LEED”) Green Building Rating System

Demand: Annual savings, coincidence factor

Building Tune-Up (Retrocommissioning) Program

Energy: Building Tune-Up – Past energy consumption, modeled energy consumption

Building Operator Training – Calculated per class or certification

Demand: Annual savings, coincidence factor

Combined Heat and Power Program

Energy: Actual generation usage provided by required customer sub-metering installation

Demand: Annual savings, coincidence factor

Commercial and Industrial Instant Discount (Midstream) Program

Energy: Deemed Savings calculated based on the Mid-Atlantic TRM where applicable, building type, and projected hours of usage as determined by Mid-Atlantic TRM

Demand: Annual savings, coincidence factor

Other Programs

Conversion Voltage Reduction

Energy: Based on a pre/post installation analysis of the energy usage at deployed circuits after one year of deployment. The one-year period is required to provide sufficient data to analyze Deployed circuits with less than a year of deployment are valued at the average savings factor based on the deployed circuits analysis

until they reach one year of deployment and are trued up based on a pre/post installation analysis.

Demand: Based on pre/post installation analysis

High Efficiency Transformers

Energy: Energy savings based on engineering calculation.

Demand: Demand savings based on engineering calculation.

Assumptions

Avoided Costs Assumptions Used for Energy and Demand Calculations

Please refer to Section 10 of BGE's Maryland Public Service Commission 2021 – 2023 approved filing

Line Loss Factors

Assumed losses being used to provide data on actual energy and demand are the same as those used by BGE, for example, when reporting to PJM and are as follows:

	Average Annual - MWh	Summer Peak - MW
34 kV	2.47%	3.50%
13 and 4 kV	3.66%	5.40%
Secondary Voltage	6.67%	8.90%

The loss factor for natural gas is assumed to be 2%.

Additional Assumptions Used to Comprise the Filing

1. Start date for annualized saving calculations is January 1 of the relevant year.
2. Summary table information for programs no longer offered is included in aggregate on a single line in both the Residential and Commercial Energy Efficiency areas of the tables. Fast Track Program information for the period January 2008 through April 2009 is included in this information.

Evaluation, Measurement and Valuation Results Implementation

The following table illustrates the impact of evaluation, measurement and verification (“EM&V”) adjustments to the gross wholesale savings for previously periods. These revised savings amounts are reflected in the program-to-date reported results in the summary tables.

Gross Wholesale			
Impacts of Revised Realization Rates - June 2019 to December 31 2020			
	Revised Realization Rates	Old Realization Rates	Change
Energy Savings (MWh)			
Residential	332,367	352,233	(19,866)
Commercial	411,842	399,395	12,447
	744,210	751,628	(7,418)
Demand Savings (MW)			
Residential	50.777	52.049	(1.272)
Commercial	73.153	73.434	(0.280)
	123.930	125.483	(1.553)

The following table shows the EM&V Realization Rates and Net-to-Gross Ratios as determined by Guidehouse Consulting and Itron.

BGE	Final Verified PJM-Year RRs (6/1/2019 - 5/31/2020)				Preliminary RRs			
Values consist of:	2019 P2 (6/1/2019-12/31/2019), 2020 P1 (1/1/2020-5/31/2020)							
Values apply to:	2019 P2 (6/1/2019-12/31/2019), 2020 P1 (1/1/2020-5/31/2020)				2020 P2 (6/1/2020-12/31/2020), 2021 P1 (1/1/2021-5/31/2021)			
	kWh	kW-Utility	Therms	NTG	kWh	kW-Utility	Therms	NTG
C&I Prescriptive	1.11	0.99	N/A	0.88	1.00	1.00	N/A	0.88
C&I Small Business	0.92	1.12	1.00	0.90	1.00	1.00	1.00	0.90
C&I Custom	0.92	1.12	N/A	0.60	1.00	1.00	N/A	0.60
C&I RCx	0.78	0.65	N/A	0.81	1.00	1.00	N/A	0.81
CHP	N/A	N/A	N/A	1.00	1.00	1.00	N/A	1.00
C&I Midstream Lighting	1.17	1.39	N/A	0.80	1.00	1.00	N/A	0.80
Res. Lighting	0.93	0.98	N/A	0.19	1.00	1.00	N/A	0.19
Res. Appliances	0.53	0.50	N/A	0.31	1.00	1.00	1.00	0.31
Res. Appliance Recycling	1.00	1.10	N/A	0.44	1.00	1.00	N/A	0.44
Res. HVAC	1.03	1.01	2.98	0.55	1.00	1.00	1.00	0.55
Res. Retrofit - QHEC	0.81	0.79	0.79	0.80	1.00	1.00	1.00	0.80
Res. Retrofit - HPwES Audit	1.10	1.41	0.19	0.80	1.00	1.00	1.00	0.80
Res. Retrofit - HPwES Jobs	0.85	0.92	1.02	0.88	1.00	1.00	1.00	0.88
Thermostats	0.94	N/A	0.90	0.70	1.00	N/A	1.00	0.70
Res NC	0.87	0.94	1.01	0.87	1.00	1.00	1.00	0.87
Res Behavior*	0.94	N/A	0.89	1.00	1.00	1.00	1.00	1.00
New Programs	N/A	N/A	N/A	N/A	1.00	1.00	1.00	1.00

* For 2019 the kWh RR is .94, for 2020 it is .89.

Program	Contact Company	Contact Address	Contact City	Contact State	Contact Zip	MBE/DBE?
Lighting Program	ACE HARDWARE	1022 Binney St	Baltimore	MD	21224	
Lighting Program	ACE HARDWARE	10325 US RT 40	ELLCOTT CITY	MD	21042	
Lighting Program	ACE HARDWARE	1214 Light St	Baltimore	MD	21230	
Lighting Program	ACE HARDWARE	1320 CAPE ST CLAIRE RD	ANNAPOLIS	MD	21409	
Lighting Program	ACE HARDWARE	1706 OLD LIBERTY RD W	WESTMINSTER	MD	21157	
Lighting Program	ACE HARDWARE	2315 BEL AIR RD	FALLSTON	MD	21047	
Lighting Program	ACE HARDWARE	2729 FALLSTON RD	FALLSTON	MD	21047	
Lighting Program	ACE HARDWARE	3801 SANDY SPRING RD	BURTONSVILLE	MD	20866	
Lighting Program	ACE HARDWARE	3803 NORRISVILLE RD	JARRETTSVILLE	MD	21084	
Lighting Program	ACE HARDWARE	4167 MOUNTAIN RD	PASADENA	MD	21122	
Lighting Program	ACE HARDWARE	4231 EBENEZER RD	BALTIMORE	MD	21236	
Lighting Program	ACE HARDWARE	574 RITCHIE HWY	SEVERNA PARK	MD	21146	
Lighting Program	ACE HARDWARE	6 N BOND ST	BEL AIR	MD	21014	
Lighting Program	ACE HARDWARE	601 E Homestead St	Baltimore	MD	21218	
Lighting Program	ACE HARDWARE	7936 CRAIN HWY S	GLEN BURNIE	MD	21037	
Lighting Program	ACE HARDWARE	8380 PINEY ORCHARD PKWY	ODENTON	MD	21113	
Lighting Program	ACE HARDWARE	89 W CENTRAL AVE	EDGEWATER	MD	21037	
Lighting Program	BATTERIES PLUS	11813 REISTERSTOWN RD	REISTERSTOWN	MD	21136	
Lighting Program	BATTERIES PLUS	29 E PADONIA RD	JTHERVILLE-TIMONIUM	MD	21093	
Lighting Program	BATTERIES PLUS	6595D DOBBIN RD	COLUMBIA	MD	21045	
Lighting Program	BATTERIES PLUS	915 WASHINGTON BLVD	LAUREL	MD	20707	
Lighting Program	BOYS & GIRLS CLUB OF HARFORD AND CECIL COUNTY	15 S PARKE ST SUITE 200	ABERDEEN	MD	21014	
Lighting Program	BOYS & GIRLS CLUB OF WESTMINSTER	71 E MAIN ST	WESTMINSTER	MD	21157	
Lighting Program	CAREY HARDWARE	2102 W NORTH AVE	BALTIMORE	MD	21217	
Lighting Program	Constellation Energy Senior	2910 Blendon Rd	Owings Mills	MD	21117	
Lighting Program	COSTCO	10270 MILL RUN CIRCLE	OWINGS MILLS	MD	21117	
Lighting Program	COSTCO	575 E ORDANCE RD	GLEN BURNIE	MD	21060	
Lighting Program	COSTCO	6675 MARIE CURIE DR	ELKRIDGE	MD	21075	
Lighting Program	COSTCO	7077 ARUNDEL MILLS CIR	HANOVER	MD	21076	
Lighting Program	COSTCO	9919 PULASKI HWY	BALTIMORE	MD	21220	
Lighting Program	DOLLAR TREE	100 CRANBROOK RD	COCKEYSVILLE	MD	21030	
Lighting Program	DOLLAR TREE	1010 JOPPA FARM RD	JOPPA	MD	21085	
Lighting Program	DOLLAR TREE	1017 PULASKI HWY	HAVRE DE GRACE	MD	21078	
Lighting Program	DOLLAR TREE	1052 MAIDEN CHOICE LANE	BALTIMORE	MD	21229	
Lighting Program	DOLLAR TREE	1151 ANNAPOLIS RD	ODENTON	MD	21113	
Lighting Program	DOLLAR TREE	11935 REISTERTOWN RD	REISTERSTOWN	MD	21136	
Lighting Program	DOLLAR TREE	1330 EERN DR	ESSEX	MD	21221	
Lighting Program	DOLLAR TREE	1334 CRAIN HWY	BOWIE	MD	20716	
Lighting Program	DOLLAR TREE	140 CARROLL ISLAND RD	BALTIMORE	MD	21220	
Lighting Program	DOLLAR TREE	14100 BALTIMORE AVE	LAUREL	MD	20707	
Lighting Program	DOLLAR TREE	1438 LIBERTY RD STE 11	ELDERSBURG	MD	21784	
Lighting Program	DOLLAR TREE	1448 MARTIN BLVD	MIDDLE RIVER	MD	21220	
Lighting Program	DOLLAR TREE	1518 COUNTRY RIDGE LANE	ESSEX	MD	21221	
Lighting Program	DOLLAR TREE	1524 E JOPPA RD	TOWSON	MD	21286	
Lighting Program	DOLLAR TREE	15461 EXCELSIOR DR	BOWIE	MD	20716	
Lighting Program	DOLLAR TREE	1641 CROFTON CENTER	CROFTON	MD	21114	
Lighting Program	DOLLAR TREE	1700 B E NERN PKWY	BALTIMORE	MD	21239	
Lighting Program	DOLLAR TREE	1700B EASTERN AVE	BALTIMORE	MD	21231	
Lighting Program	DOLLAR TREE	1712 Crain Highway	Glen Burnie	MD	21061	
Lighting Program	DOLLAR TREE	1725 DUNDALK AVE	DUNDALK	MD	21222	
Lighting Program	DOLLAR TREE	1737 CHESACO AVE	BALTIMORE	MD	21237	
Lighting Program	DOLLAR TREE	1762 MERRITT BLVD	DUNDALK	MD	21222	
Lighting Program	DOLLAR TREE	1901A PULASKI HWY	EDGEWOOD	MD	21040	
Lighting Program	DOLLAR TREE	1961 E JOPPA RD	BALTIMORE	MD	21234	
Lighting Program	DOLLAR TREE	2157 A YORK RD	JTHERVILLE TIMONIUM	MD	21093	
Lighting Program	DOLLAR TREE	2319 N Point Blvd	Dundalk	MD	21222	
Lighting Program	DOLLAR TREE	2320 HANOVER PIKE	HAMPSTEAD	MD	21074	
Lighting Program	DOLLAR TREE	2375 N ROLLING RD	BALTIMORE	MD	21244	
Lighting Program	DOLLAR TREE	255 BRIERHILL DR	BEL AIR	MD	21015	
Lighting Program	DOLLAR TREE	2653 ANNAPOLIS RD	HANOVER	MD	21076	
Lighting Program	DOLLAR TREE	3151 SOLOMONS ISLAND RD	EDGEWATER	MD	21037	
Lighting Program	DOLLAR TREE	3452 EMMORTON RD	ABINGDON	MD	21009	
Lighting Program	DOLLAR TREE	354 MOUNTAIN RD	PASADENA	MD	21122	
Lighting Program	DOLLAR TREE	3581 WASHINGTON BLVD	HALETHORPE	MD	21227	
Lighting Program	DOLLAR TREE	3803 DUNDALK AVE	DUNDALK	MD	21222	
Lighting Program	DOLLAR TREE	3820 E LOMBARD ST	BALTIMORE	MD	21224	
Lighting Program	DOLLAR TREE	4327 EBENEZER RD	BALTIMORE	MD	21236	
Lighting Program	DOLLAR TREE	450 RITCHIE HWY	SEVERNA PARK	MD	21146	
Lighting Program	DOLLAR TREE	5013 YORK RD	BALTIMORE	MD	21212	
Lighting Program	DOLLAR TREE	5650 BALTIMORE NATL PIKE	BALTIMORE	MD	21228	
Lighting Program	DOLLAR TREE	5710A WABASH AVE	BALTIMORE	MD	21215	
Lighting Program	DOLLAR TREE	5970 BELAIR RD	BALTIMORE	MD	21206	
Lighting Program	DOLLAR TREE	6 WMINSTER S/C	WESTMINSTER	MD	21157	
Lighting Program	DOLLAR TREE	602C BOULTON ST	BEL AIR	MD	21014	
Lighting Program	DOLLAR TREE	6503 BALTIMORE NATL PIKE	CATONSVILLE	MD	21228	
Lighting Program	DOLLAR TREE	6651 GOVERNOR RITCHIE	GLEN BURNIE	MD	21061	
Lighting Program	DOLLAR TREE	6812 REISTERSTOWN RD	BALTIMORE	MD	21215	
Lighting Program	DOLLAR TREE	6830 6832 RACE TRACK RD	BOWIE	MD	20715	
Lighting Program	DOLLAR TREE	712 LISBON CENTER DR	WOODBINE	MD	21797	
Lighting Program	DOLLAR TREE	7180 CRADLEROCK WAY	COLUMBIA	MD	21045	

Lighting Program	DOLLAR TREE	7311 B RITCHIE HWY	GLEN BURNIE	MD	21061	
Lighting Program	DOLLAR TREE	7351 ASSATEGUE DR	JESSUP	MD	20794	
Lighting Program	DOLLAR TREE	7621 HANFORD RD	BALTIMORE	MD	21234	
Lighting Program	DOLLAR TREE	7651 ARUNDEL MILLS BLVD	HANOVER	MD	21076	
Lighting Program	DOLLAR TREE	7934 BELAIR RD	NOTTINGHAM	MD	21236	
Lighting Program	DOLLAR TREE	81 FOREST PLAZA	ANNAPOLIS	MD	21401	
Lighting Program	DOLLAR TREE	8157 GOVERNOR RITCHIE	PASADENA	MD	21122	
Lighting Program	DOLLAR TREE	817 TAYLOR AVE	TOWSON	MD	21286	
Lighting Program	DOLLAR TREE	859 E FORT AVE	BALTIMORE	MD	21230	
Lighting Program	DOLLAR TREE	8656 LIBERTY RD	RANDALLSTOWN	MD	21133	
Lighting Program	DOLLAR TREE	8659 PHILADELPHIA RD	BALTIMORE	MD	21237	
Lighting Program	DOLLAR TREE	9616 REISTERSTOWN RD	OWINGS MILLS	MD	21117	
Lighting Program	DOLLAR TREE	9620 FORT MEAD RD	LAUREL	MD	20707	
Lighting Program	DOLLAR TREE	963 BEARDS HILL RD	ABERDEEN	MD	21001	
Lighting Program	DOLLAR TREE	9991 PULASKI HWY	MIDDLE RIVER	MD	21220	
Lighting Program	FACE (Freedom Advocates Celebrating Ex-Offenders)	1645 N Calhoun St in Baltimore	Baltimore	MD	21218	
Lighting Program	Goodwill	1012 York Road	Towson	MD	21204	
Lighting Program	Goodwill	10164 Baltimore National Pike	Ellicott City	MD	21042	
Lighting Program	Goodwill	1103 A Annapolis Road	Odenton	MD	21113	
Lighting Program	Goodwill	11411 Reisterstown Rd	Owings Mills	MD	21117	
Lighting Program	Goodwill	1346 Liberty Road	Eldersburg	MD	21784	
Lighting Program	Goodwill	1605 West St	Annapolis	MD	21401	
Lighting Program	Goodwill	1657 Crofton Centre	Crofton	MD	21114	
Lighting Program	Goodwill	1753 E. Joppa Rd.	Baltimore	MD	21234	
Lighting Program	Goodwill	1A Aberdeen Plaza	Aberdeen	MD	21001	
Lighting Program	Goodwill	200 Baltimore Blvd	Westminster	MD	21157	
Lighting Program	Goodwill	200 W Padonia Rd	Timonium	MD	21093	
Lighting Program	Goodwill	2225 Churchville Rd # A	Churchville	MD	21028	
Lighting Program	Goodwill	3101 Greenmount Ave	Baltimore	MD	21218	
Lighting Program	Goodwill	3153 Solomons Island Road	Edgewater	MD	21037	
Lighting Program	Goodwill	3433 Sweet Air Road	Phoenix	MD	21131	
Lighting Program	Goodwill	3871 Evergreen Parkway	Bowie	MD	20716	
Lighting Program	Goodwill	6225 Kenwood Ave	Baltimore	MD	21237	
Lighting Program	Goodwill	6600 Baltimore National Pike	Catonsville	MD	21228	
Lighting Program	Goodwill	674 Old Mill Rd	Millersville	MD	21108	
Lighting Program	Goodwill	6999 Reisterstown Rd	Baltimore	MD	21215	
Lighting Program	Goodwill	711 Bel Air Rd	Bel Air	MD	21014	
Lighting Program	Goodwill	715 S Broadway	Baltimore	MD	21231	
Lighting Program	Goodwill	721 Hanover Pike Unit 101	Hampstead	MD	21074	
Lighting Program	Goodwill	7311 Ritchie Hwy	Glen Burnie	MD	21061	
Lighting Program	Goodwill	7351 Assateague Drive, Suite 410	Jessup	MD	20794	
Lighting Program	Goodwill	7928 Eastern Boulevard	Baltimore	MD	21224	
Lighting Program	Goodwill	800 Central Avenue	Linthicum	MD	21090	
Lighting Program	Goodwill	8124 Ritchie Hwy	Pasadena	MD	21122	
Lighting Program	Goodwill	8818 Belair Rd	Nottingham	MD	21236	
Lighting Program	Goodwill	9097 Snowden River Pky	Columbia	MD	21046	
Lighting Program	Greenlight Non-Profit	2 Executive Circle, Suite 100	Irvine	CA	92614	
Lighting Program	GREEN'S HARDWARE	1901 W LAFAYETTE AVE	BALTIMORE	MD	21217	
Lighting Program	HARDWARE PLUS	2211 PENNSYLVANIA AV	BALTIMORE	MD	21217	
Lighting Program	HOME DEPOT	0301 MARTIN LUTHER KING JR HWY	LANHAM	MD	20706	
Lighting Program	HOME DEPOT	125 INDUSTRY LN	COCKEYSVILLE	MD	21030	
Lighting Program	HOME DEPOT	1326 LONDONTOWN BLVD	SYKESVILLE	MD	21784	
Lighting Program	HOME DEPOT	145 DEFENSE HWY	ANNAPOLIS	MD	21401	
Lighting Program	HOME DEPOT	1971 E JOPPA RD	PARKVILLE	MD	21234	
Lighting Program	HOME DEPOT	210 FORT MEADE RD	LAUREL	MD	20707	
Lighting Program	HOME DEPOT	2501 CLEANLEIGH DR	PARKVILLE	MD	21234	
Lighting Program	HOME DEPOT	2703 PULASKI HWY	EDGEWOOD	MD	21040	
Lighting Program	HOME DEPOT	3750 COMMERCE DR	HALETHORPE	MD	21227	
Lighting Program	HOME DEPOT	4121 CRAIN HWY	BOWIE	MD	20716	
Lighting Program	HOME DEPOT	55 FOREST PLZ	ANNAPOLIS	MD	21401	
Lighting Program	HOME DEPOT	6000 BALTIMORE NATIONAL PIKE	CATONSVILLE	MD	21228	
Lighting Program	HOME DEPOT	601 E ORDANCE RD	GLEN BURNIE	MD	21060	
Lighting Program	HOME DEPOT	6315 EERN AVE	BALTIMORE	MD	21224	
Lighting Program	HOME DEPOT	6415 PETRIE WAY	ROSEDALE	MD	21237	
Lighting Program	HOME DEPOT	655 MARKETPLACE DR	BEL AIR	MD	21014	
Lighting Program	HOME DEPOT	66 MOUNTAIN RD	GLEN BURNIE	MD	27703	
Lighting Program	HOME DEPOT	6620 REISTERSTOWN RD	BALTIMORE	MD	21215	
Lighting Program	HOME DEPOT	835 MARKET ST	WESTMINSTER	MD	21157	
Lighting Program	HOME DEPOT	8729 LIBERTY RD	RANDALLSTOWN	MD	21133	
Lighting Program	HOME DEPOT	9051 SNOWDEN RIVER PKWY	COLUMBIA	MD	27703	
Lighting Program	HOME DEPOT	9190 BALTIMORE NATIONAL PIKE	ELLCOTT CITY	MD	21042	
Lighting Program	HOME DEPOT	979 BEARDS HILL RD	ABERDEEN	MD	21001	
Lighting Program	HOME DEPOT	9818 REISTERSTOWN RD	OWINGS MILLS	MD	27703	
Lighting Program	HOME DEPOT	9955 PULASKI HWY	BALTIMORE	MD	21220	
Lighting Program	LOWES	10280 MILL RUN CIRCLE	OWINGS MILLS	MD	21117	
Lighting Program	LOWES	1400 TAYLOR AVE	PARKVILLE	MD	21234	
Lighting Program	LOWES	14300 BALTIMORE AVE	LAUREL	MD	20707	
Lighting Program	LOWES	16301 HERITAGE BLVD	BOWIE	MD	20716	
Lighting Program	LOWES	19 TEXAS STATION CT	TIMONIUM	MD	21202	
Lighting Program	LOWES	414 CONSTANT FRIENDSHIP BLVD	ABINGDON	MD	21009	
Lighting Program	LOWES	415 GEORGE CLAUS BLVD	SEVERN	MD	21144	

Lighting Program	LOWES	5300 CAMPBELL BLVD	BALTIMORE	MD	21236	
Lighting Program	LOWES	5900 BALTIMORE NATIONAL PIKE	BALTIMORE	MD	21228	
Lighting Program	LOWES	6650 RITCHIE HWY RTE 2	GLEN BURNIE	MD	21061	
Lighting Program	LOWES	777 MARKET ST	WESTMINSTER	MD	21157	
Lighting Program	LOWES	8281 GATEWAY OVERLOOK DR	ELKRIDGE	MD	21075	
Lighting Program	MegaLight Non-Profit	581 Boston Mills Road, Suite 500	HUDSON	OH	44236	
Lighting Program	MIDWAY LUMBER	4400-02 NORTH POINT	BALTIMORE	MD	21219	
Lighting Program	OLLIE'S BARGAIN OUTLET	1238 PUTTY HILL AVE	TOWSON	MD	21286	
Lighting Program	OLLIE'S BARGAIN OUTLET	1403 MERRITT BLVD	DUNDALK	MD	21222	
Lighting Program	OLLIE'S BARGAIN OUTLET	20 ABERDEEN SHOPPING PLAZA	ABERDEEN	MD	21001	
Lighting Program	OLLIE'S BARGAIN OUTLET	6711 RITCHIE HIGHWAY, STE.300	GLEN BURNIE	MD	21061	
Lighting Program	OLLIE'S BARGAIN OUTLET	7351 ASSATEAGUE DRIVE	JESSUP	MD	20794	
Lighting Program	OLLIE'S BARGAIN OUTLET	8804 PULASKI HIGHWAY	BALTIMORE	MD	21237	
Lighting Program	REISTERSTOWN LUMBER	13040 OLD HANOVER RD	REISTERSTOWN	MD	21136	
Lighting Program	Roses Discount Store / Variety Wholesalers	3450 N Old Annapolis Rd	Linthicum Heights	MD	21090	
Lighting Program	Roses Discount Store / Variety Wholesalers	5100 Sinclair Ln	Baltimore	MD	21206	
Lighting Program	Roses Discount Store / Variety Wholesalers	5105 Ritchie Hwy	Brooklyn Park	MD	21225	
Lighting Program	Roses Discount Store / Variety Wholesalers	5760 Wabash Ave	Baltimore	MD	21215	
Lighting Program	Roses Discount Store / Variety Wholesalers	7387 Baltimore Annapolis Blvd	Glen Burnie	MD	21061	
Lighting Program	Salvation Army	10350 Guilford Rd	Savage	MD	20763	
Lighting Program	SAMS CLUB	15 TEXAS STATION CT	TIMONIUM	MD	21093	
Lighting Program	SAMS CLUB	2100 GENERALS HWY	ANNAPOLIS	MD	21401	
Lighting Program	SAMS CLUB	3535 RUSSETT GREEN	LAUREL	MD	20724	
Lighting Program	SAMS CLUB	424 GEORGE CLAUS BLVD	SEVERN	MD	21144	
Lighting Program	SAMS CLUB	5702 BALTIMORE NATIONAL PIKE	CATONSVILLE	MD	21228	
Lighting Program	SAMS CLUB	6410 PETRIE WAY	BALTIMORE	MD	21237	
Lighting Program	TARGET	1025 MIDDLETON RD	ABERDEEN	MD	21001	
Lighting Program	TARGET	0401 MARTIN LUTHER KING JR HW	BOWIE	MD	20720	
Lighting Program	TARGET	11200 REISTERSTOWN RD	OWINGS MILLS	MD	21117	
Lighting Program	TARGET	1238 PUTTY HILL AVE	TOWSON	MD	21286	
Lighting Program	TARGET	1330 MARTIN BLVD	MIDDLE RIVER	MD	21220	
Lighting Program	TARGET	1737 REISTERSTOWN RD	PIKESVILLE	MD	21208	
Lighting Program	TARGET	1911 TOWNE CENTRE BLVD	ANNAPOLIS	MD	21402	
Lighting Program	TARGET	200 MALCOLM DR	WESTMINSTER	MD	21157	
Lighting Program	TARGET	2384 BRANDERMILL BLVD	GAMBRILLS	MD	21054	
Lighting Program	TARGET	3343 CORRIDOR MARKETPLACE	LAUREL	MD	20724	
Lighting Program	TARGET	3559 BOSTON ST	BALTIMORE	MD	21224	
Lighting Program	TARGET	403 CONSTANT FRIENDSHIP BLVD	ABINGDON	MD	21009	
Lighting Program	TARGET	4390 MONTGOMERY RD	ELLCOTT CITY	MD	21043	
Lighting Program	TARGET	4600 MITCHELLVILLE RD	BOWIE	MD	20716	
Lighting Program	TARGET	5230 CAMPBELL BLVD	NOTTINGHAM	MD	21236	
Lighting Program	TARGET	580 MARKETPLACE DR	BEL AIR	MD	21014	
Lighting Program	TARGET	6111 DOBBIN RD	COLUMBIA	MD	21045	
Lighting Program	TARGET	6717 RITCHIE HWY	GLEN BURNIE	MD	21061	
Lighting Program	TARGET	7951 NOLPARK CT	GLEN BURNIE	MD	21061	
Lighting Program	TARGET	9901 YORK RD	COCKEYSVILLE	MD	21030	
Lighting Program	TRUE VALUE	1238 GOVERNORS BRIDGE RD	DAVIDSONVILLE	MD	21035	
Lighting Program	TRUE VALUE	124 CARROLL ISLAND RD	BALTIMORE	MD	21220	
Lighting Program	TRUE VALUE	1333 W JARRETTSVILLE RD	FOREST HILL	MD	21050	
Lighting Program	TRUE VALUE	1517 SO PHILADELPHIA BLVD	ABERDEEN	MD	21001	
Lighting Program	TRUE VALUE	2410 N CRAIN HWY	BOWIE	MD	20716	
Lighting Program	TRUE VALUE	4001 HOUCK AVE	HAMPSTEAD	MD	21074	
Lighting Program	TRUE VALUE	500 RITCHIE HWY	SEVERNA PARK	MD	21146	
Lighting Program	TRUE VALUE	522 RITCHIE HWY	SEVERNA PARK	MD	21146	
Lighting Program	TRUE VALUE	5570C SHADY SIDE RD	CHURCHTON	MD	20733	
Lighting Program	TRUE VALUE	6759 BAYMEADOW DR	GLEN BURNIE	MD	21060	
Lighting Program	TRUE VALUE	743 W CENTRAL AVE	DAVIDSONVILLE	MD	21035	
Lighting Program	TRUE VALUE	8251 TELEGRAPH RD	ODENTON	MD	21113	
Lighting Program	TRUE VALUE	912 FOREST DR	ANNAPOLIS	MD	21403	
Lighting Program	WALGREENS	10097 ELLICOTT CITY	ELLICOTT CITY	MD	21042	
Lighting Program	WALGREENS	1030 W 41ST ST STE E	BALTIMORE	MD	21211	
Lighting Program	WALGREENS	12224 TULLAMORE RD	TIMONIUM	MD	21093	
Lighting Program	WALGREENS	12400 AUTO DR	CLARKSVILLE	MD	21029	
Lighting Program	WALGREENS	1300 E N AVE	BALTIMORE	MD	21213	
Lighting Program	WALGREENS	1321 RIVERSIDE PKWY	BELCAMP	MD	21017	
Lighting Program	WALGREENS	1510 REISTERSTOWN R	PIKESVILLE	MD	21208	
Lighting Program	WALGREENS	15990 ANNAPOLIS RD	BOWIE	MD	20715	
Lighting Program	WALGREENS	1801 YORK RD	LUTHERVILLE	MD	21093	
Lighting Program	WALGREENS	19 E FAYETTE ST	BALTIMORE	MD	21202	
Lighting Program	WALGREENS	1927 EMMORTON RD	BEL AIR	MD	21015	
Lighting Program	WALGREENS	1930 PULASKI HWY	EDGEWOOD	MD	21040	
Lighting Program	WALGREENS	2204 N ROLLING RD	BALTIMORE	MD	21244	
Lighting Program	WALGREENS	23 W TIMONIUM RD	TIMONIUM	MD	21093	
Lighting Program	WALGREENS	238 MCMEECHEN ST	BALTIMORE	MD	21217	
Lighting Program	WALGREENS	2700 REMINGTON AVE STE 500	BALTIMORE	MD	21211	
Lighting Program	WALGREENS	29 SHIPPING PLACE #31	BALTIMORE	MD	21222	
Lighting Program	WALGREENS	300 MARTIN LUTHER KING JR BLVD	BALTIMORE	MD	21201	
Lighting Program	WALGREENS	300 PULASKI HWY	JOPPA	MD	21085	
Lighting Program	WALGREENS	3463 SWEET AIR RD	PHOENIX	MD	21131	
Lighting Program	WALGREENS	4020 EERN AVE	BALTIMORE	MD	21224	
Lighting Program	WALGREENS	4733 WLAND BLVD	ARBUTUS	MD	21227	

Lighting Program	WALGREENS	496 RITCHIE HWY	SEVERNA PARK	MD	21146	
Lighting Program	WALGREENS	537 JERMOR LANE	WESTMINSTER	MD	21157	
Lighting Program	WALGREENS	5657 BALTIMORE NATIONAL PIKE	CATONSVILLE	MD	21228	
Lighting Program	WALGREENS	6 CARROLL ISLAND RD	BALTIMORE	MD	21220	
Lighting Program	WALGREENS	600 WASHINGTON BLVD S	LAUREL	MD	20707	
Lighting Program	WALGREENS	6301 YORK RD	BALTIMORE	MD	21212	
Lighting Program	WALGREENS	6401 FREDERICK RD	CATONSVILLE	MD	21228	
Lighting Program	WALGREENS	6622 SECURITY BLVD	BALTIMORE	MD	21207	
Lighting Program	WALGREENS	7270 MONTGOMERY RD	ELKRIDGE	MD	21075	
Lighting Program	WALGREENS	7535 HOLABIRD AVE	BALTIMORE	MD	21222	
Lighting Program	WALGREENS	7649 51 HARFORD RD	BALTIMORE	MD	21234	
Lighting Program	WALGREENS	7901 RITCHIE HWY	GLEN BURNIE	MD	21061	
Lighting Program	WALGREENS	8050 LIBERTY RD	BALTIMORE	MD	21244	
Lighting Program	WALGREENS	8374 PINEY ORCHARD PKW	ODENTON	MD	21113	
Lighting Program	WALGREENS	8650 BELAIR RD	NOTTINGHAM	MD	21236	
Lighting Program	WALGREENS	903 E FORT AVE	BALTIMORE	MD	21230	
Lighting Program	WALGREENS	9150 BALTIMORE NATIONAL PIKE	ELLCOTT CITY	MD	21042	
Lighting Program	WALGREENS	939 YORK RD	TOWSON	MD	21204	
Lighting Program	WALMART	1 FRANKEL WAY	COCKEYSVILLE	MD	21030	
Lighting Program	WALMART	112 CARROLL ISLAND RD	BALTIMORE	MD	21220	
Lighting Program	WALMART	1238 PUTTY HILL AVE STE 5	TOWSON	MD	21286	
Lighting Program	WALMART	2320 N HANOVER PIKE	HAMPSTEAD	MD	21074	
Lighting Program	WALMART	2399 N POINT BLVD	DUNDALK	MD	21222	
Lighting Program	WALMART	280 WOODWARD RD	WESTMINSTER	MD	21157	
Lighting Program	WALMART	303 FALLSTON BLVD	FALLSTON	MD	21047	
Lighting Program	WALMART	3200 N RIDGE RD	ELLCOTT CITY	MD	21043	
Lighting Program	WALMART	3300 NW CRAIN HWY	BOWIE	MD	20716	
Lighting Program	WALMART	3549 RUSSETT GREEN E	LAUREL	MD	20724	
Lighting Program	WALMART	3601 WASHINGTON BLVD	ARBUTUS	MD	21227	
Lighting Program	WALMART	401 CONSTANT FRIENDSHIP BLVD	ABINGDON	MD	21009	
Lighting Program	WALMART	407 GEORGE CLAUS BLVD	SEVERN	MD	21144	
Lighting Program	WALMART	6205 BALTIMORE NATIONAL PIKE	CATONSVILLE	MD	21228	
Lighting Program	WALMART	6400 RIDGE RD STE 1	SYKESVILLE	MD	21784	
Lighting Program	WALMART	6405 DOBBIN RD	COLUMBIA	MD	21045	
Lighting Program	WALMART	6420 PETRIE WAY	BALTIMORE	MD	21237	
Lighting Program	WALMART	645 S PHILADELPHIA BLVD	ABERDEEN	MD	21001	
Lighting Program	WALMART	6721 CHESAPEAKE CENTER DR	GLEN BURNIE	MD	21060	
Lighting Program	WALMART	7081 ARUNDEL MILLS CIR	HANOVER	MD	21076	
Lighting Program	WALMART	8107 GOVERNOR RITCHIE HWY	PASADENA	MD	21122	
Lighting Program	WALMART	8118 PERRY HILLS RD	NOTTINGHAM	MD	21236	
Lighting Program	WALMART	8730 LIBERTY RD	RANDALLSTOWN	MD	21133	
Lighting Program	WEGMAN'S	10100 REISTERSTOWN ROAD	OWINGS MILLS	MD	21117	
Lighting Program	WEGMAN'S	122 SHAWAN ROAD	HUNT VALLEY	MD	21030	
Lighting Program	WEGMAN'S	1413 SOUTH MAIN CHAPEL WAY	GAMBRILLS	MD	21054	
Lighting Program	WEGMAN'S	21 WEGMANS BLVD	ABINGDON	MD	21009	
Lighting Program	WEGMAN'S	8855 MCGAW RD	COLUMBIA	MD	21045	
Lighting Program	ZESKINDS HARDWARE	222 S. PAYSON ST	BALTIMORE	MD	21223	

Program	Contact Company	Contact Address	Contact City	Contact State	Contact Zip	MBE/DBE?
Appliances	ABC APPLIANCE SALES AND SERVICE	6 MAYO RD	EDGEWATER	MD	21037	
Appliances	ACE HARDWARE	10325 BALTIMORE NATIONAL PIKE	ELLCOTT CITY	MD	21042	
Appliances	ACE HARDWARE	1320 CAPE ST CLAIRE RD	ANNAPOLIS	MD	21409	
Appliances	ACE HARDWARE	1706 OLD LIBERTY RD W	WESTMINSTER	MD	21157	
Appliances	ACE HARDWARE	2315 BEL AIR RD	FALLSTON	MD	21047	
Appliances	ACE HARDWARE	2729 FALLSTON RD	FALLSTON	MD	21047	
Appliances	ACE HARDWARE	3801 SANDY SPRING RD	BURTONSVILLE	MD	20866	
Appliances	ACE HARDWARE	3803 NORRISVILLE RD	JARRETTSVILLE	MD	21084	
Appliances	ACE HARDWARE	4167 MOUNTAIN RD	PASADENA	MD	21122	
Appliances	ACE HARDWARE	4231 EBENEZER RD	BALTIMORE	MD	21236	
Appliances	ACE HARDWARE	574 RITCHIE HWY	SEVERNA PARK	MD	21146	
Appliances	ACE HARDWARE	6 N BOND ST	BEL AIR	MD	21014	
Appliances	ACE HARDWARE	7936 CRAIN HWY S	GLEN BURNIE	MD	21037	
Appliances	ACE HARDWARE	8380 PINEY ORCHARD PKWY	ODENTON	MD	21113	
Appliances	ACE HARDWARE	89 W CENTRAL AVE	EDGEWATER	MD	21037	
Appliances	BEST BUY	10400 OWINGS MILLS BLVD	OWINGS MILLS	MD	21117	
Appliances	BEST BUY	14160 BALTIMORE AVE	LAUREL	MD	20707	
Appliances	BEST BUY	15800 COLLINGTON RD	BOWIE	MD	20716	
Appliances	BEST BUY	1717 YORK RD	LUTHERVILLE-TIMONIU	MD	21093	
Appliances	BEST BUY	2643 HOUSLEY RD	ANNAPOLIS	MD	21401	
Appliances	BEST BUY	5200 CAMPBELL BLVD	NOTTINGHAM	MD	21236	
Appliances	BEST BUY	602 BOULTON ST	BEL AIR	MD	21014	
Appliances	BEST BUY	6722 RITCHIE HWY	GLEN BURNIE	MD	21061	
Appliances	BEST BUY	7000 ARUNDEL MILLS CIR STE F1	HANOVER	MD	21076	
Appliances	BEST BUY	8251 GATEWAY OVERLOOK	ELKRIDGE	MD	21075	
Appliances	CUMMINS APPLIANCE	1708 REISTERSTOWN ROAD	BALTIMORE	MD	21208	
Appliances	FERGUSON	10931 MCCORMICK RD	HUNT VALLEY	MD	21031	
Appliances	FERGUSON	11 HUDSON STREET	ANNAPOLIS	MD	21401	
Appliances	FERGUSON	302 HARRY S TRUMAN PKWY	ANNAPOLIS	MD	21401	
Appliances	FERGUSON	4001 EAST MONUMENT STREET	BALTIMORE	MD	21205	
Appliances	FERGUSON	4501 HOLLINS FERRY ROAD	HALETHORPE	MD	21227	
Appliances	HARPERS APPLIANCE	1522 LIBERTY RD	SYKESVILLE	MD	21784	
Appliances	HARPERS APPLIANCE	8803 BALTIMORE NATIONAL PIKE	ELLCOTT CITY	MD	21043	
Appliances	JARVIS APPLIANCE	3802 NORRISVILLE RD	JARRETTSVILLE	MD	21084	
Appliances	JOHNSTONE SUPPLY	1660 SULPHUR SPRING ROAD	BALTIMORE	MD	21227	
Appliances	JOHNSTONE SUPPLY	1981 MORELAND PARKWAY STE 101	ANNAPOLIS	MD	21401	
Appliances	JOHNSTONE SUPPLY	9100 YELLOW BRICK ROAD SUITE A-C1	BALTIMORE	MD	21237	
Appliances	LANDERS APPLIANCE	7032 GOLDEN RING RD	BALTIMORE	MD	21237	
Appliances	LOWES	10280 MILL RUN CIRCLE	OWINGS MILLS	MD	21117	
Appliances	LOWES	1400 TAYLOR AVE	PARKVILLE	MD	21234	
Appliances	LOWES	14300 BALTIMORE AVE	LAUREL	MD	20707	
Appliances	LOWES	16301 HERITAGE BLVD	BOWIE	MD	20716	
Appliances	LOWES	19 TEXAS STATION CT	LUTHERVILLE-TIMONIU	MD	21093	
Appliances	LOWES	414 CONSTANT FRIENDSHIP BLVD	ABINGDON	MD	21009	
Appliances	LOWES	415 GEORGE CLAUSS BLVD	SEVERN	MD	21144	
Appliances	LOWES	5300 CAMPBELL BLVD	BALTIMORE	MD	21236	
Appliances	LOWES	5900 BALTIMORE NATIONAL PIKE	BALTIMORE	MD	21228	
Appliances	LOWES	6650 RITCHIE HWY RTE 2	GLEN BURNIE	MD	21061	
Appliances	LOWES	777 MARKET ST	WESTMINSTER	MD	21157	
Appliances	LOWES	8281 GATEWAY OVERLOOK DR	ELKRIDGE	MD	21075	
Appliances	POOLS UNLIMITED	9396 BALTIMORE NATIONAL PIKE	ELLCOTT CITY	MD	21042	
Appliances	SCHUMACHER & SEILER	10 WEST AYLESBURY ROAD	TIMONIUM	MD	21093	
Appliances	SCHUMACHER & SEILER	2109 BELAIR ROAD	FALLSTON	MD	21047	
Appliances	SCHUMACHER & SEILER	2412 CROFTON BLVD.	CROFTON	MD	21114	
Appliances	SCHUMACHER & SEILER	6770 MORAVIA PARK DRIVE	BALTIMORE	MD	21237	
Appliances	SCHUMACHER & SEILER	7415 HARFORD ROAD	PARKVILLE	MD	21234	
Appliances	SCHUMACHER & SEILER	9044 FREDERICK ROAD	ELLCOTT CITY	MD	21043	
Appliances	THE HOME DEPOT	10301 MARTIN LUTHER KING JR HWY	LANHAM	MD	20706	
Appliances	THE HOME DEPOT	125 INDUSTRY LN	COCKEYSVILLE	MD	21030	
Appliances	THE HOME DEPOT	1326 LONDONTOWN BLVD	SYKESVILLE	MD	21784	
Appliances	THE HOME DEPOT	145 DEFENSE HWY	ANNAPOLIS	MD	21401	
Appliances	THE HOME DEPOT	1971 E JOPPA RD	PARKVILLE	MD	21234	
Appliances	THE HOME DEPOT	210 FORT MEADE RD	LAUREL	MD	20707	
Appliances	THE HOME DEPOT	2501 CLEANLEIGH DR	PARKVILLE	MD	21234	
Appliances	THE HOME DEPOT	2703 PULASKI HWY	EDGEWOOD	MD	21040	
Appliances	THE HOME DEPOT	3750 COMMERCE DR	HALETHORPE	MD	21227	
Appliances	THE HOME DEPOT	4121 CRAIN HWY	BOWIE	MD	20716	
Appliances	THE HOME DEPOT	55 FOREST PLZ	ANNAPOLIS	MD	21401	
Appliances	THE HOME DEPOT	6000 BALTIMORE NATIONAL PIKE	CATONSVILLE	MD	21228	
Appliances	THE HOME DEPOT	601 E ORDANCE RD	GLEN BURNIE	MD	21060	
Appliances	THE HOME DEPOT	6315 EASTERN AVE	BALTIMORE	MD	21224	
Appliances	THE HOME DEPOT	6415 PETRIE WAY	ROSEDALE	MD	21237	
Appliances	THE HOME DEPOT	655 MARKETPLACE DR	BEL AIR	MD	21014	
Appliances	THE HOME DEPOT	66 MOUNTAIN RD	GLEN BURNIE	MD	27703	
Appliances	THE HOME DEPOT	6620 REISTERSTOWN RD	BALTIMORE	MD	21215	
Appliances	THE HOME DEPOT	835 MARKET ST	WESTMINSTER	MD	21157	
Appliances	THE HOME DEPOT	8729 LIBERTY RD	RANDALLSTOWN	MD	21133	
Appliances	THE HOME DEPOT	9051 SNOWDEN RIVER PKWY	COLUMBIA	MD	21046	
Appliances	THE HOME DEPOT	9190 BALTIMORE NATIONAL PIKE	ELLCOTT CITY	MD	21042	
Appliances	THE HOME DEPOT	979 BEARDS HILL RD	ABERDEEN	MD	21001	
Appliances	THE HOME DEPOT	9818 REISTERSTOWN RD	OWINGS MILLS	MD	21117	
Appliances	THE HOME DEPOT	9955 PULASKI HWY	BALTIMORE	MD	21220	
Appliances	THOS. SOMERVILLE CO	2349 SOLOMONS ISLAND ROAD	ANNAPOLIS	MD	21401	
Appliances	THOS. SOMERVILLE CO	25 GWYNNS MILL CT.	OWINGS MILLS	MD	21117	
Appliances	THOS. SOMERVILLE CO	99 LANGLEY ROAD NORTH	GLEN BURNIE	MD	21060	
Appliances	THOS. SOMERVILLE CO.	1300 CONTINENTAL DRIVE	ABINGDON	MD	21009	

Program	Subcontractor	Contractor Address	Contractor City	Contractor State	Contractor Zip	2nd Tier Qualified?	2nd Tier Classification
Appliance Recycling	ARCA	175 Jackson Ave. N., Suite 102	Minneapolis	MN	55343	x	
C&I Small Business	C&J Contractors	15706 Riding Stable Road	Laurel	MD	20707	x	MBE/WBE
C&I Small Business	Copper Connections	224 Washington Street	Perth Amboy	NJ	08861	x	MBE
C&I Small Business	CS Koida	6513 Mid Cities Avenue	Beltsville	MD	20705	x	
C&I Small Business	Facility Solutions Group (FSG)	224 Washington Street	Perth Amboy	NJ	08861	x	
C&I Small Business	Matrix Energy Service	3221 Ramos Circle	Sacramento	CA	95827	x	MBE/WBE
C&I Small Business	National Resource Management (NRM)	480 Neponst St, Bldg 2	Caton	MA	02021	x	
C&I Small Business	Scope Services	2095 Niles Road	St. Joseph	MI	49085	x	WBE
QHEC	Advanced Green Home Solutions	1125 West Street, Suite 421	Annapolis	MD	21401	x	WBE
QHEC	Atlas Home Energy Solutions	5108 Pegasus Ct. Ste A	Frederick	MD	21704	x	
QHEC	CARE Property Services	1235 Abbottstown Pike	Hanover	PA	17331	x	
QHEC	Ecomize USA	126 Church Lane	Cockeysville	MD	21030	x	
QHEC	Efficient Home	3905 National Dr.	Burtonsville	MD	20866	x	
QHEC	Elysian Energy	14300 Cherry Lane Court, Suite 214	Laurel	MD	20707	x	
QHEC	EZ Green Home	11101 Resort Rd. Suite 258	Ellicott City	MD	21042	x	WBE
QHEC	Scope Services	10715 Red Run Blvd, Suite108	Owings Mills	MD	21117	x	WBE
QHEC	Shepherd Energy	16701 Melford Blvd. Suite 400	Bowie	MD	20715	x	MBE/WBE
QHEC	Vets Corp	15012 Westbury Rd	Rockville	MD	20853	x	Veteran Owned
QHEC	Zerodraft Maryland	1850 York Rd, Suite N	Lutherville	MD	21093	x	
Smart Thermostat Retail	CROSSMARK	5100 Legacy Drive	Plano	TX	75024	x	
Smart Thermostat Retail	Greenlite	2 Executive Circle, Suite 100	Irvine	CA	92614		WBE

Program	Contact Company	Contact Address	Contact City	Contact State	Contact Zip	MBE/DBE?
HPwES - Contractor	A Hight on Homes LLC	3640 Dalrymple Rd	Chesapeake Beach	MD	20732	
HPwES - Contractor	A.J. Michaels	4512 YORK RD	BALTIMORE	MD	21212	
HPwES - Contractor	Accurate Insulation LLC	15121 Marlboro Pike	Upper Marlboro	MD	20772	
HPwES - Contractor	Advanced Green Home Solutions	285 Pinewood Rd	Millersville	MD	21108	
HPwES - Contractor	AFC INTEGRITY ENERGY LLC	12410 Milestone Center Dr	Germantown	MD	20707	
HPwES - Contractor	All Temp Insulation, LLC	7762 East Shore Road	Pasadena	MD	21122	
HPwES - Contractor	American Home Performance LLC	2512 Windy Oak Ct	Crofton	MD	21114	
HPwES - Contractor	At Once Home Services	8 Regalia Ct Unit F	Owings Mills	MD	21117	
HPwES - Contractor	Atlas Home Energy Solutions	5711 Industry Lane	Frederick	MD	21704	
HPwES - Contractor	BGE Home	1409-A Tangier Drive	Baltimore	MD	21220	
HPwES - Contractor	Building Energy Pros	133 Rollins Avenue	Rockville	MD	20852	
HPwES - Contractor	C.A.R.E. - Property Services, Inc.	1235 Abbottstown Pike	Hanover	PA	17331	
HPwES - Contractor	Civic Works	6260 Frankford Ave	Baltimore	MD	21206	
HPwES - Contractor	Complete Home Solutions	235 W. Bayfront Rd	Lothian	MD	20711	
HPwES - Contractor	CroppMetcalfe	8421 Hilltop Rd.	Fairfax	VA	22031	
HPwES - Contractor	DeVere Insulation	7501 Resource Ct	Baltimore	MD	21226	
HPwES - Contractor	Ecomize USA, llc	18 Dickens Square	Timonium	MD	21093	
HPwES - Contractor	EDGE Energy	7904 Foxhound Rd	McLean	VA	22102	
HPwES - Contractor	Efficient Home, LLC	3905 National Drive	Burtonsville	MD	20866	
HPwES - Contractor	Elysian Energy	PO Box 13601	Silver Spring	MD	20911	
HPwES - Contractor	Ener G, LLC	3900 Briars Road	Olney	MD	20832	
HPwES - Contractor	Energy Efficiency Experts	9327 Fraser Avenue	Silver Spring	MD	20910	
HPwES - Contractor	Energy Services Group	7483 Candlewood Rd, Suite G	Hanover	MD	21076	
HPwES - Contractor	Green Step	14801 Rolling Green Way	Gaithersburg	MD	20878	
HPwES - Contractor	Greenlight Construction	273D Peninsula Farm Rd	Arnold	MD	21012	
HPwES - Contractor	Greenworks Systems, LLC	9124 Belair Rd	Perry Hall	MD	21236	
HPwES - Contractor	High Performance Home, LLC	3711 Roop Road	New Windsor	MD	21776	
HPwES - Contractor	Home Energy HERO	PO Box 121	Clarksville	MD	21029	
HPwES - Contractor	Home Energy Loss Professionals	7114 Eastbrook Ave	baltimore	MD	21224	
HPwES - Contractor	Home Energy Saving Solutions, LLC	5208 Ernie Lane	Frederick	MD	21703	
HPwES - Contractor	Minnicks	5200 Minnick Rd	Laurel	MD	20707	
HPwES - Contractor	SM Mechanical LLC	1274 Allison ct.	Belcamp	MD	21017	
HPwES - Contractor	Son-Rise Energy Conservation LLC	1088 Poole Rd	Hedgesville	WV	25427	
HPwES - Contractor	Superior Energy Solutions	8713 Cowenton Avenue	Perry Hall	MD	21128	
HPwES - Contractor	Total Home Performance	8692 Brooks Drive	Easton	MD	21601	
HPwES - Contractor	USA Energy Co., Inc	800 Rosedale Ave	Baltimore	MD	21237	
HPwES - Contractor	York Home Performance LLC	114 Greystone Rd	York	PA	17402	
HPwES - Contractor	Zerodraft Maryland	113 West Road	Towson	MD	21204	
HPwES - Contractor	Home Energy Medics, LLC	817 22nd Street S	Arlington	VA	22202	
HPwES - Contractor	Hometrust Remodeling	8345 Sperry Court	Laurel	MD	20723	
HPwES - Contractor	Shepherd Design & Construction	3505 Denmark Place	Bowie	MD	20721	
HPwES - Contractor	Solite Group	5609 Sandy Lewis Dr E	Fairfax	VA	22032	
HPwES - Contractor	Vets Corp	33 Maryland Avenue	Gaithersburg	MD	20877	

Program	Contact Company	Builder/Rater	Contact Address	Contact City	Contact State	Contact Zip	MBE/DBE?
New Homes	Baldwin Homes Inc	Builder	277 K Peninsula Farm Road	Arnold	MD	21012	
New Homes	Barry Andrews HomesLLC	Builder	P O Box 1305	Bel Air	MD	21014	
New Homes	Beazer Homes	Builder	8965 Guilford Rd	Columbia	MD	21046	
New Homes	Bob Ward Companies	Builder	2700 Philadelphia Road	Edgewood	MD	21040	
New Homes	Bowman Housing for Veterans	Builder	31 W. Washington Street	Annapolis	MD	21401	
New Homes	Bozuto Homes	Builder	6406 Ivy Lane Suite 700	Greenbelt	MD	20770	
New Homes	Building Performance Consultants	Rater	1934 Old Gallows Road	Vienna	VA	22182	
New Homes	Carigan Homes	Builder	9812 Caitlins Court	Ellicott City	MD	21042	
New Homes	Columbia Builders	Builder	PO Box 999	Columbia	MD	21044	
New Homes	Conifer	Builder	5560 Sterrett Place Suite 200	Columbia	MD	21044	
New Homes	Craftmark Homes	Builder	1355 Beverly Road	McLean	VA	22101	
New Homes	D.R. Horton	Builder	181 Harry S Truman Parkway Suite 250	Annapolis	MD	21401	
New Homes	Dan Ryan	Builder	1375 Piccard Drive Suite 110	Rockville	MD	20850	
New Homes	EDGE	Rater	7904 Foxhound Rd	McLean	VA	22102	
New Homes	Edgemont Builders	Builder	2303 N Charles Street, 1 Fl	Baltimore	MD	21218	
New Homes	Energy Services Group	Rater	8009 Jumpers Hole Rd. Unit J	Pasadena	MD	21122	
New Homes	Enterprise Homes	Builder	875 Hollins Street	Baltimore	MD	21201	
New Homes	Foundation Development Group	Builder	222 Severn Avenue	Annapolis	MD	21403	
New Homes	Green Living Homes	Builder	5399 Beulah Drive	Ijamsville	MD	21754	
New Homes	GreenGurus LLC	Rater	PO Box 708	Severna Park	MD	21146	
New Homes	Housing Commission of Anne Arundel County	Builder	7477 Baltimore Annapolis Blvd.	Glen Burnie	MD	21060	
New Homes	Howard County Housing Commission	Builder	9770 Patuxent Woods Dr., Suite 100	Columbia	MD	21046	
New Homes	Jay Hall and Associates Inc.	Rater	610 Beach Drive	Annapolis	MD	21403	
New Homes	JT Custom Homes	Builder	3860 W Watersville Rd	Mount Airy	MD	21771	
New Homes	K&P Builders	Builder	13627 Annapolis Road	Bowie	MD	20720	
New Homes	Keystone Custom Home	Builder	227 Granite Run Dr #100	Lancaster	PA	17601	
New Homes	Lennar	Builder	7035 Albert Einstein Drive Suite 200	Columbia	MD	21046	
New Homes	Levy Partnership	Builder	1776 Broadway, suite 1250	New York	NY	10019	
New Homes	Liker EMO Energy Solutions	Rater	3130 Fairview Park Drive	Falls Church	VA	22042	
New Homes	Lynbrook of Annapolis	Builder	4 Annapolis Street	Annapolis	MD	21401	
New Homes	MaGrann Associates	Rater	701 East Gate Drive Suite 100	Mount Laurel	NJ	08054	
New Homes	Michael Jenkins Builders	Builder	8680 Magnolia Avenue	Perry Hall	MD	21128	
New Homes	Mitchell & Best Homebuilders	Builder	1686 East Gude Drive	Rockville	MD	20860	
New Homes	NVByan Homes	Builder	11700 Plaza America Drive Suite 500	Reston	VA	20190	
New Homes	Odonnell Heights 2 Associates LP	Builder	3 East Stow Road Suite 100 PO Box 994	Marlton	NJ	8053	
New Homes	Osprey Property	Builder	175 Admiral Cochrane Drive	Annapolis	MD	21401	
New Homes	Pando Alliance	Rater	3565 Ellicott Mills Drive Suite B2	Ellicott City	MD	21043	Women Owned
New Homes	Parent Home Inspections	Rater	2825 Ward Kline Road	Myersville	VA	21773	
New Homes	PEG	Rater	11130 Fairfax Blvd Suite 206	Fairfax	VA	22030	Women Owned
New Homes	Pennrose Properties	Builder	575 s charles street, suite 140	Baltimore	MD	21201	
New Homes	Powers Homes	Builder	113 Westminster Rd Suite 200	Reisterstown	MD	21136	
New Homes	Quality Built Homes Inc.	Builder	5341 Ketch Road	Prince Frederick	MD	20678	
New Homes	Richmond American Homes	Builder	6250 Old Dobbin Lane Suite 160	Columbia	MD	21045	
New Homes	Riverwoods at Tollgate	Builder	141 N. Main Street	Bel Air	MD	21014	
New Homes	RMC Real Estate Development	Builder	10220 Old Columbia Road, Suite M	Columbia	MD	21046	
New Homes	Robin Ford Bldg & Rmdlg	Builder	2900 Shiloh Road	Hampstead	MD	21074	
New Homes	Shore-Line Construction Enterprises	Builder	4731 B Forge Rd	Perry Hall	MD	21128	
New Homes	Skytec	Rater	9570 Regency Sq. Blvd Suite 410	Jacksonville	FL	32225	
New Homes	Somerset Homes	Builder	5101 Wisconsin Ave Nw Suite 410	Washington	Dc	20016	
New Homes	Steven Winter Associates	Rater	61 Washington St, 2nd floor	Norwalk	CT	6854	
New Homes	The Woda Group	Builder	191 Main Street Suite 205	Annapolis	MD	21401	
New Homes	Top Build Home Services	Rater	475 N. Williamson Blvd.	Daytona Beach	FL	32114	
New Homes	Volleyball House Apartments	Builder	5670 Furnace Avenue, Suite B	Elkridge	MD	21075	
New Homes	Walbrook Mill Apartments	Builder	175 Admiral Cochrane Drive	Annapolis	MD	21401	
New Homes	West Egg Realty	Builder	804 S Clinton	Baltimore	MD	21224	
New Homes	Williamsburg LLC	Builder	5485 Harpers Farm Road	Columbia	MD	21044	
New Homes	Zahler Construction	Builder	2405 Ken Oak Road	Baltimore	MD	21209	

Program	Contact Company	Contact Address	Contact City	Contact State	Contact Zip	MBE/DBE?
Thermostat Optimization	Resideo	1985 Douglas Dr N, Golden Valley, MN 55422	Germantown	MD	20876	
Smart Thermostat-Retail	Greenlite Lighting Corporation	2 Executive Circle, Suite 100	Irvine	CA	92614	Women Owned
Smart Thermostat-Retail	ACE HARDWARE	89 W CENTRAL AVE	EDGEWATER	MD	21037	
Smart Thermostat-Retail	ACE HARDWARE	601 E HOMESTEAD ST	BALTIMORE	MD	21218	
Smart Thermostat-Retail	ACE HARDWARE	4167 MOUNTAIN RD	PASADENA	MD	21122	
Smart Thermostat-Retail	ACE HARDWARE	1214 LIGHT ST	BALTIMORE	MD	21230	
Smart Thermostat-Retail	ACE HARDWARE	1022 BINNEY ST	BALTIMORE	MD	21224	
Smart Thermostat-Retail	ACE HARDWARE	10325 BALTIMORE NATIONAL PIKE	ELLCOTT CITY	MD	21042	
Smart Thermostat-Retail	ACE HARDWARE	1706 OLD LIBERTY RD W	WESTMINSTER	MD	21157	
Smart Thermostat-Retail	ACE HARDWARE	3801 SANDY SPRING RD	BURTONSVILLE	MD	20866	
Smart Thermostat-Retail	Bed Bath & Beyond	1238 Putty Hill Ave	Towson	MD	21286	
Smart Thermostat-Retail	Bed Bath & Beyond	559 Baltimore Pike	Bel Air	MD	21014	
Smart Thermostat-Retail	Bed Bath & Beyond	9021 Snowden River Pkwy	Columbia	MD	21046	
Smart Thermostat-Retail	Bed Bath & Beyond	2382 Brandermill Blvd Ste 102	Gambrills	MD	21054	
Smart Thermostat-Retail	Bed Bath & Beyond	200 Clifton Blvd	Westminster	MD	21157	
Smart Thermostat-Retail	Bed Bath & Beyond	200 Harker Pl	Annapolis	MD	21401	
Smart Thermostat-Retail	BEST BUY	8251 GATEWAY OVERLOOK	ELKRIDGE	MD	21075	
Smart Thermostat-Retail	BEST BUY	7000 ARUNDEL MILLS CIR STE F1	HANOVER	MD	21076	
Smart Thermostat-Retail	BEST BUY	6711 RITCHIE HWY	GLEN BURNIE	MD	21060	
Smart Thermostat-Retail	BEST BUY	602 BOULTON ST	BEL AIR	MD	21014	
Smart Thermostat-Retail	BEST BUY	5200 CAMPBELL BL	WHITE MARSH	MD	21162	
Smart Thermostat-Retail	BEST BUY	2643 HOUSLEY RD	ANNAPOLIS	MD	21401	
Smart Thermostat-Retail	BEST BUY	1717 YORK RD	UTHERVILLE TIMONIUM	MD	21093	
Smart Thermostat-Retail	BEST BUY	15800 COLLINGTON RD	BOWIE	MD	20716	
Smart Thermostat-Retail	BEST BUY	14160 BALTIMORE AVE	LAUREL	MD	20707	
Smart Thermostat-Retail	BEST BUY	10400 OWNING MILLS BL	OWINGS MILLS	MD	21117	
Smart Thermostat-Retail	COSTCO	10270 MILL RUN CIRCLE	OWINGS MILLS	MD	21117	
Smart Thermostat-Retail	COSTCO	9919 PULASKI HWY	BALTIMORE	MD	21220	
Smart Thermostat-Retail	COSTCO	7077 ARUNDEL MILLS CIR	HANOVER	MD	21076	
Smart Thermostat-Retail	COSTCO	6675 MARIE CURIE DR	ELKRIDGE	MD	21075	
Smart Thermostat-Retail	COSTCO	575 E ORDANANCE RD	GLEN BURNIE	MD	21060	
Smart Thermostat-Retail	LOWES	10280 MILL RUN CIRCLE	OWINGS MILLS	MD	21117	
Smart Thermostat-Retail	LOWES	8281 GATEWAY OVERLOOK DR	ELKRIDGE	MD	21075	
Smart Thermostat-Retail	LOWES	777 MARKET ST	WESTMINSTER	MD	21157	
Smart Thermostat-Retail	LOWES	6650 RITCHIE HWY RTE 2	GLEN BURNIE	MD	21061	
Smart Thermostat-Retail	LOWES	5900 BALTIMORE NATIONAL PIKE	BALTIMORE	MD	21228	
Smart Thermostat-Retail	LOWES	5300 CAMPBELL BLVD	BALTIMORE	MD	21236	
Smart Thermostat-Retail	LOWES	415 GEORGE CLAUS BLVD	SEVERN	MD	21144	
Smart Thermostat-Retail	LOWES	414 CONSTANT FRIENDSHIP BLVD	ABINGDON	MD	21009	
Smart Thermostat-Retail	LOWES	19 TEXAS STATION CT	TIMONIUM	MD	21202	
Smart Thermostat-Retail	LOWES	16301 HERITAGE BLVD	BOWIE	MD	20716	
Smart Thermostat-Retail	LOWES	14300 BALTIMORE AVE	LAUREL	MD	20707	
Smart Thermostat-Retail	LOWES	1400 TAYLOR AVE	PARKVILLE	MD	21234	
Smart Thermostat-Retail	SAMS CLUB	6410 PETRIE WAY	BALTIMORE	MD	21237	
Smart Thermostat-Retail	SAMS CLUB	5702 BALTIMORE NATIONAL PIKE	CATONSVILLE	MD	21228	
Smart Thermostat-Retail	SAMS CLUB	424 GEORGE CLAUS BLVD	SEVERN	MD	21144	
Smart Thermostat-Retail	SAMS CLUB	3535 RUSSETT GREEN	LAUREL	MD	20724	
Smart Thermostat-Retail	SAMS CLUB	2100 GENERALS HWY	ANNAPOLIS	MD	21401	
Smart Thermostat-Retail	SAMS CLUB	15 TEXAS STATION CT	TIMONIUM	MD	21093	
Smart Thermostat-Retail	TARGET	9901 YORK RD	COCKEYSVILLE	MD	21030	
Smart Thermostat-Retail	TARGET	7951 NOLPARK CT	GLEN BURNIE	MD	21061	
Smart Thermostat-Retail	TARGET	6717 RITCHIE HWY	GLEN BURNIE	MD	21061	
Smart Thermostat-Retail	TARGET	6111 DOBBIN RD	COLUMBIA	MD	21045	
Smart Thermostat-Retail	TARGET	580 MARKETPLACE DR	BEL AIR	MD	21014	
Smart Thermostat-Retail	TARGET	5230 CAMPBELL BLVD	NOTTINGHAM	MD	21236	
Smart Thermostat-Retail	TARGET	4600 MITCHELLVILLE RD	BOWIE	MD	20716	
Smart Thermostat-Retail	TARGET	4390 MONTGOMERY RD	ELLCOTT CITY	MD	21043	
Smart Thermostat-Retail	TARGET	403 CONSTANT FRIENDSHIP BLVD	ABINGDON	MD	21009	
Smart Thermostat-Retail	TARGET	3559 BOSTON ST	BALTIMORE	MD	21224	
Smart Thermostat-Retail	TARGET	3343 CORRIDOR MARKETPLACE	LAUREL	MD	20724	
Smart Thermostat-Retail	TARGET	2384 BRANDERMILL BLVD	GAMBRILLS	MD	21054	
Smart Thermostat-Retail	TARGET	200 MALCOLM DR	WESTMINISTER	MD	21157	
Smart Thermostat-Retail	TARGET	1911 TOWNE CENTRE BLVD	ANNAPOLIS	MD	21402	
Smart Thermostat-Retail	TARGET	1737 REISTERSTOWN RD	PIKESVILLE	MD	21208	
Smart Thermostat-Retail	TARGET	1330 MARTIN BLVD	MIDDLE RIVER	MD	21220	
Smart Thermostat-Retail	TARGET	1238 PUTTY HILL AVE	TOWSON	MD	21286	
Smart Thermostat-Retail	TARGET	11200 REISTERSTOWN RD	OWINGS MILLS	MD	21117	
Smart Thermostat-Retail	TARGET	10401 MARTIN LUTHER KING JR HWY	BOWIE	MD	20720	
Smart Thermostat-Retail	TARGET	1025 MIDDLETON RD	ABERDEEN	MD	21001	
Smart Thermostat-Retail	THE HOME DEPOT	9955 PULASKI HWY	BALTIMORE	MD	21220	
Smart Thermostat-Retail	THE HOME DEPOT	9818 REISTERSTOWN RD	OWINGS MILLS	MD	27703	
Smart Thermostat-Retail	THE HOME DEPOT	979 BEARDS HILL RD	ABERDEEN	MD	21001	
Smart Thermostat-Retail	THE HOME DEPOT	9190 BALTIMORE NATIONAL PIKE	ELLCOTT CITY	MD	21042	
Smart Thermostat-Retail	THE HOME DEPOT	9051 SNOWDEN RIVER PKWY	COLUMBIA	MD	27703	
Smart Thermostat-Retail	THE HOME DEPOT	8729 LIBERTY RD	RANDALLSTOWN	MD	21133	
Smart Thermostat-Retail	THE HOME DEPOT	835 MARKET ST	WESTMINSTER	MD	21157	
Smart Thermostat-Retail	THE HOME DEPOT	6620 REISTERSTOWN RD	BALTIMORE	MD	21215	
Smart Thermostat-Retail	THE HOME DEPOT	66 MOUNTAIN RD	GLEN BURNIE	MD	27703	
Smart Thermostat-Retail	THE HOME DEPOT	655 MARKETPLACE DR	BEL AIR	MD	21014	
Smart Thermostat-Retail	THE HOME DEPOT	6415 PETRIE WAY	ROSDALE	MD	21237	
Smart Thermostat-Retail	THE HOME DEPOT	6315 EASTERN AVE	BALTIMORE	MD	21224	
Smart Thermostat-Retail	THE HOME DEPOT	601 E ORDANANCE RD	GLEN BURNIE	MD	21060	
Smart Thermostat-Retail	THE HOME DEPOT	6000 BALTIMORE NATIONAL PIKE	CATONSVILLE	MD	21228	
Smart Thermostat-Retail	THE HOME DEPOT	55 FOREST PLZ	ANNAPOLIS	MD	21401	
Smart Thermostat-Retail	THE HOME DEPOT	4121 CRAIN HWY	BOWIE	MD	20716	
Smart Thermostat-Retail	THE HOME DEPOT	3750 COMMERCE DR	HALETHORPE	MD	21227	
Smart Thermostat-Retail	THE HOME DEPOT	2703 PULASKI HWY	EDGEWOOD	MD	21040	
Smart Thermostat-Retail	THE HOME DEPOT	2501 CLEANLEIGH DR	PARKVILLE	MD	21234	
Smart Thermostat-Retail	THE HOME DEPOT	210 FORT MEADE RD	LAUREL	MD	20707	
Smart Thermostat-Retail	THE HOME DEPOT	1971 E JOPPA RD	PARKVILLE	MD	21234	
Smart Thermostat-Retail	THE HOME DEPOT	145 DEFENSE HWY	ANNAPOLIS	MD	21401	
Smart Thermostat-Retail	THE HOME DEPOT	1326 LONDONTOWN BLVD	SYKESVILLE	MD	21784	

Smart Thermostat-Retail	THE HOME DEPOT	125 INDUSTRY LN	COCKEYSVILLE	MD	21030	
Smart Thermostat-Retail	THE HOME DEPOT	10301 MARTIN LUTHER KING JR HWY	LANHAM	MD	20706	
Smart Thermostat-Retail	WALMART	8730 LIBERTY RD	RANDALLSTOWN	MD	21133	
Smart Thermostat-Retail	WALMART	8118 PERRY HILLS RD	NOTTINGHAM	MD	21236	
Smart Thermostat-Retail	WALMART	8107 GOVERNOR RITCHIE HWY	PASADENA	MD	21122	
Smart Thermostat-Retail	WALMART	7081 ARUNDEL MILLS CIR	HANOVER	MD	21076	
Smart Thermostat-Retail	WALMART	6721 CHESAPEAKE CENTER DR	GLEN BURNIE	MD	21060	
Smart Thermostat-Retail	WALMART	645 S PHILADELPHIA BLVD	ABERDEEN	MD	21001	
Smart Thermostat-Retail	WALMART	6420 PETRIE WAY	BALTIMORE	MD	21237	
Smart Thermostat-Retail	WALMART	6405 DOBBIN RD	COLUMBIA	MD	21045	
Smart Thermostat-Retail	WALMART	6400 RIDGE RD STE 1	SYKESVILLE	MD	21784	
Smart Thermostat-Retail	WALMART	6205 BALTIMORE NATIONAL PIKE	CATONSVILLE	MD	21228	
Smart Thermostat-Retail	WALMART	407 GEORGE CLAUS BLVD	SEVERN	MD	21144	
Smart Thermostat-Retail	WALMART	401 CONSTANT FRIENDSHIP BLVD	ABINGDON	MD	21009	
Smart Thermostat-Retail	WALMART	3601 WASHINGTON BLVD	ARBUTUS	MD	21227	
Smart Thermostat-Retail	WALMART	3549 RUSSETT GREEN E	LAUREL	MD	20724	
Smart Thermostat-Retail	WALMART	3300 NW CRAIN HWY	BOWIE	MD	20716	
Smart Thermostat-Retail	WALMART	3200 N RIDGE RD	ELLCOTT CITY	MD	21043	
Smart Thermostat-Retail	WALMART	303 FALLSTON BLVD	FALLSTON	MD	21047	
Smart Thermostat-Retail	WALMART	280 WOODWARD RD	WESTMINSTER	MD	21157	
Smart Thermostat-Retail	WALMART	2399 N POINT BLVD	DUNDALK	MD	21222	
Smart Thermostat-Retail	WALMART	2320 N HANOVER PIKE	HAMPSTEAD	MD	21074	
Smart Thermostat-Retail	WALMART	1238 PUTTY HILL AVE STE 5	TOWSON	MD	21286	
Smart Thermostat-Retail	WALMART	112 CARROLL ISLAND RD	BALTIMORE	MD	21220	
Smart Thermostat-Retail	WALMART	1 FRANKEL WAY	COCKEYSVILLE	MD	21030	

Service Provider Company Name	Address	City	State/Province	Zip code	MBE/DBE?
10Th Power Energy Group,LLC	2265 Madison Avenue	Baltimore	MD	21217	
1st Green Home, LLC	13702 Wye River Drive	Dayton	MD	21036	
3e Reliable Energy Inc	14204 Glade Spring Dr	Centreville	VA	20121	
A&J Electric Company, Inc.	9623 Philadelphia Road	Baltimore	MD	21237	
A3 Mechanical Inc	4 Nashua Court Bay 20	Essex	MD	21221	Minority-Owned Business, Woman-Owned Business
A-Air Service, Inc.	2920 Dede Road	Finksburg	MD	21048	
ABI Advantage LLC	1200 Agora Drive	Bel Air	MD	21014	
Absolute Integrity Electrical Contracotr, LLC	3546 Hampstead Mexico Road	Hampstead	MD	21074	
ACR Services, Inc.	4014 Mountville Road	Jefferson	MD	21755	
Action Electrical Contractors, Inc.	1050 Hardees Drive	Aberdeen	MD	21001	
Advanced Power Technologies	1500 N Powerline Rd	Pompano Beach	FL	33069	
Advanced Thermal Solutions	601 N. Hammonds Ferry Road	Baltimore	MD	21227	
AGI	5514 Rio Vista Drive	Clearwater	FL	33760	
AIR LLC Advanced Indoor Resources	2801 Sisson St	BALTIMORE	MD	21211	
Alason Electrical Contractors Inc.	408 Headquarters dr	Millersville	MD	21108	
Alban Engineering Inc.	303 International Circle	Hunt Valley	MD	21030	
Alger Electric	15 Mt. Wilson Lane	Pikesville	MD	21208	
Allen & Shariff Engineering	7061 Deepage Drive	Columbia	MD	21045	Minority-Owned Business
Allen N. Walpert & Son Inc.	2804 Hampden Ave	Baltimore	MD	21211	
Alliance Lighting Group, LLC	16018 Partell Court	Bowie	MD	20716	
Allied Service Compay	3900 38th st	Brentwood	MD	20722	Veteran-Owned Business
Ameresco	8825 Stanford Blvd Suite 210	Columbia	MD	21045	
American Building Technologies	20 S Broad St	New Freedom	PA	17349	
American Energy Corporation	4610 Pulaski Hwy	Perryville	MD	21903	
American Energy Services, LLC	1708 Whitehead Road	Baltimore	MD	21207	
American Mechanical Services	13300 Mid Atlantic Blvd.	Laurel	MD	20708	
Anchor Mechanical	126 Industry Ln., Suite 4	Forest Hill	MD	21050	
Artitech Inc.	350-A Christopher Ave	Gaithersburg	MD	20879	
Atlantic LED LLC	339 Valley RD	Haworth	NJ	07641	
Auer Electric, Inc.	4238 Klein Avenue	Baltimore	MD	21236	
Bay Lighting	2146 Priest Bridge Court	Crofton	MD	21114	
BEMO Corp	125 S. Philadelphia Blvd	Aberdeen	MD	21001	Minority-Owned Business, Veteran-Owned Business
Benchmark Group Inc	1805 N 2nd Street	Rogers	AR	72756	
Best Quality Electric LLC	1123 Holmespun Dr	Pasadena	MD	21122-2502	
Big Boy Electric, Inc.	702 202nd Street	Pasadena	MD	21122	
Big Shine Energy	121 Executive Dr. Suite 300	New Windsor	NY	12553	
Bill Identity	1628 JFK Blvd Suite 2100	Philadelphia	PA	19103	
Blizzard Electrical Contractors, Inc.	1485 McKinstry's Mill Road	Union Bridge	MD	21791	
Blue Box Air, LLC	3927 Main St.	Dallas	TX	75226	
Boland	30 West Watkins Mill Rd	Gaithersburg	MD	20878	
BoMark Electric	838 South Main Street	Hampstead	MD	21074	
Budova Engineering	419 Golf Course Dr.	Arnold	MD	21012	Woman-Owned Business
Burdette, Koehler, Murphy and Associates, Inc.	1416 Clarkview Road	Baltimore	MD	21209	
BYRNES ELECTRIC Inc	1302 Enterprise Court	Bel Air	MD	21014	
C.T. Electrical Corp.	2500 Cowshire Lane	Davidsonville	MD	21035	
Calvert Plumbing & Heating Inc.	8801 Mylander Lane	Towson	MD	21286	
Capital Electric	600 West Hamburg	Baltimore	MD	21230	
Capitol Light	Po Box 290241	Wethersfield	CT	06129	
Capstone Mechanical LLC	25529 Rising Eagle Rd	Mardela Springs	MD	21837	
Capture Energy LLC	10026 Main Street, Bldg #4	Berlin	MD	21811	
Carrier Corporation	3701 Commerce Drive Suite 111	Baltimore	MD	21227	
Cash & Carry Electrical Supply	306 S. Hess Str.	Quarryville	PA	17566	
Cenergetix, LLC	8673 Grovemont Cir	Gaithersburg	MD	20877	
Central Electric, LLC	3251 Sonia Trail	Ellicott City	MD	21043	Minority-Owned Business
Centrica Business Solutions	3 Rosell Drive	Ballston Lake	NY	12019	
Certified Energy Consultants, LLC	Po Box 71	Mapleville	RI	02839	
Chesapeake Energy, LLC	3030 Old Riva Road	RIVA	MD	21140	
Clean Energy Center	One College Avenue	Williamsport	PA	17701	
Climate Care HVAC Services	2129 Baldwin Avenue	Crofton	MD	21114	
Clinton Electric Co. Inc.	1524 York Rd	Timonium	MD	21093	
CMR Management Solutions, LLC	106 Avondale CT	Abingdon	MD	21009	Veteran-Owned Business
CN Robinson Lighting Supply Company Inc	4318 Washington Blvd	Baltimore	MD	21227	
Commercial Green Solutions LLC	1832 Parson St	Charlotte	NC	28205	
Conquest Solutions LLC	6401 Golden Triangle Drive	Greenbelt	MD	20770	Minority-Owned Business
Consigli Construction Co., Inc.	1250 H Street, NW, Suite 975	Washington	DC	20005	
Constellation - Building Systems	1409-A Tangier Drive	Baltimore	MD	21220	
Contemporary Energy Solutions	2951 Beth Lane	Naperville	IL	60564	
CoolSys Corporate Headquarters	145 S. State College Blvd	Brea	CA	92811	
Cox Electric KMC, Inc.	621 Mayo Rd	Edgewater	MD	21037	
CS Koida LLC	6513 Mid Cities Ave	Beltsville	MD	20705	Minority-Owned Business
Cummins-Wagner Co. Inc.	10901 Pump House Road	Annapolis Junction	MD	20701	
Custom Construction	6401 Woodville Rd	Mt Airy	MD	21771	
CYD Electrical	225 N Culver St	Baltimore	MD	21229	Minority-Owned Business
Daikin Applied Americas Inc. d/b/a Daikin Applied	13600 Industrial Park Boulevard	Minneapolis	MN	55441	
Dalkia Energy Solutions	200 Cummings Center, Suite 177C	Beverly	MA	01915	
Datakip Holdings, LLC	6474 Forest Hills Court	Frederick	MD	21701	
Day One Lighting LLC	355 Spookrock Road	Suftern	NY	10901	
De Lux Electric, LLC	510 Saint Marys Ave	La Plata	MD	20646	
DEERFIELD INC	7215 Sunshine Ave.	Kingsville	MD	21087	
Derick Wholesale Lighting	8545 Atlas Drive	Gaithersburg	MD	20877	
Design Collective	601 E Pratt St, Suite 300	Baltimore	MD	21202	
Dominion Electric Supply	1740 Twin Springs Road	Baltimore	MD	21227	
Donlee Electric, Inc.	2330 SPARROWS POINT ROAD	SPARROWS POINT	MD	21219	
Dorn Electric, Inc	14394 Crossroads Ave	Felton	PA	17322	
Douglas Electric & Lighting, Inc.	10614 Beaver Dam Road	Hunt Valley	MD	21030	
E.B. Lighting & Supplies, Inc.	1107 East Baltimore St.	Baltimore	MD	21202	
East Coast Electric, Inc.	37 Main Street	Reisterstown	MD	21136	
Eastern Sales & Engineering Company	6102 Falls Road	Baltimore	MD	21209	
ECO LED MD, INC	899 Airport Park Road Suite M Glen Burnie	Glen Burnie	MD	21061	
EcoMize USA, LLC	126 Church Lane	Cockeysville	MD	21030	
EcoZohm LLC	104 Riding Trail	Mooresville	NC	28117	
EDGE Engineers LLC	1266 Battery Ave	Baltimore	MD	21230	Minority-Owned Business
Edison Energy	1775 Tysons Blvd	McLean	VA	22102	
Electrical Automation Services, Inc.	3410 Mountain Road	Pasadena	MD	21122	
Electrico, Inc.	1300 Racquet Road	Baltimore	MD	21209	
Electrify Electric, LLC	11952 Montgomery Lane	Waldorf	MD	20602	Minority-Owned Business
Emergent Energy Solutions, LLC	130 W. Main Street	Trappe	PA	19426	Minority-Owned Business, Woman-Owned Business
Encentiv Energy, Inc.	1501 Ardmore Boulevard	Pittsburgh	PA	15221	
Energesco Solutions LLC	1000 Cameron Street	Alexandria	VA	22314	
Energy Analysis Group	410 Monmouth Ave suite 305	lakewood	NJ	08701	Minority-Owned Business
Energy Carrot, LLC	4600 Lakeview Drive	Leavenworth	KS	66048	Woman-Owned Business
Energy Dynamics	14660 Rothgeb Drive	Rockville	MD	20850	
Energy Management Collaborative	16305 36th Ave. N. #100	Plymouth	MN	55446	
Engenium Group	1017 O St., NW	Washington	DC	20001	Minority-Owned Business
Engle Insight Services	PO BOX 2443	Spokane	WA	99210	
Envinity, Inc.	25 Decibel Road	State College	PA	16801	
era building solutions	3 Bethesda Metro Center	Bethesda	MD	20814	
EWPros	4806 Silver Brook Way	Bowie	MD	20720	Minority-Owned Business
Facilities Service Group, Inc.	1921 York Rd	Lutherville	MD	21093	
Facility Solutions Group	6931 Golden Ring Rd	Baltimore	MD	21237	

Fairbanks Energy Services, LLC	50 Derby St	Hingham	MA	02043	
Fern Rodkey Electric Inc	3949 Bert Koonitz Rd	Taguetaown	MD	21787	
Fidelity Mechanical Services	25 Loveton Circle	Sparks	MD	21152	
Florence Electric LLC	209 Pine	Canton	MA	02021	
FloTron	10604 Beaver Dam Road	Hunt Valley	MD	21030	
Freeland Electric LLC	19704 Middletown Rd	Parkton	MD	21053	
Freestate Baltimore, LLC	5 Easter Court	Owings Mills	MD	21117	
FSI consulting engineers	5502 Elsrade Ave	Baltimore	MD	21214	
Gasket Guy of Baltimore	603 Forest View Rd	Linthicum	MD	21090	
GELLER LIGHTING SUPPLY COMPANY INC	3720 COMMERCE DRIVE	BALTIMORE	MD	21227	
Genesis Corporation	1122 Kenilworth Drive	Towson	MD	21204	Minority-Owned Business, Woman-Owned Business
Gipe Associates, Inc.	1220 East Joppa Road	Towson	MD	21286	
Global Energy Services LLC	20 West Aylesbury Road	Timonium	MD	21093	
Global Engineering Solutions	6700 A Rockledge DR, Suite 301	Bethesda	MD	20817	
Global Facility Solutions, LLC	108 E. Ridgeville Blvd.	Mount Airy	MD	21771	
GLP Energy & Lighting, LLC	1200 18th St Suite 700	Washington	DC	20036	
Goff Electrical Systems LLC	4500 Printers Court	White Plains	MD	20695	
Graybar Electric Company Inc	4800 Forbes Blvd	Lanham	MD	20706	
Green Electric Services LLC	PO BOX 5363	Timonium	MD	21094	
Green Way Lighting llc	10832 Williamson Lane	Cockeysville	MD	21030	Minority-Owned Business, Woman-Owned Business
GreenTech Energy Services, Inc.	122 E. Kings Hwy.	Maple Shade	NJ	08052	
Grounded Electrical Construction	504 McCormick Drive, Suite A	Glen Burnie	MD	21061	
GWWO Architects	800 Wyman Park Drive	Baltimore	MD	21211	
Hartman Electric LLC	6711 Queens Ferry Road	BALTIMORE	MD	21239	
Hatzel & Buehler	11695 Crossroads Circle Suite L	Middle River	MD	21220	
Haygood Mechanical LLC	PO Box 2233	Upper Marlboro	MD	20773	Minority-Owned Business
HBS Energy Inc	3801 Bonnybridge Pl	Ellicott City	MD	21043	
HBS Solutions Inc	3168 Braverton Street	Edgewater	MD	21037	
HD Supply	3100 Cumberland Boulevard S	Atlanta	GA	30339	
Henry Adams, LLC	600 Baltimore Avenue	Baltimore	MD	21204	
HGA Architects and Engineers, LLC	44 Canal Center Plaza	Alexandria	VA	22314	
Highpoint Electric	7006 Harford Road	Baltimore	MD	21234	
Hirsch Electric LLC	603 Dundalk	BALTIMORE	MD	21224	
Hord Coplan Macht, Inc.	700 E. Pratt Street Suite 1200	Baltimore	MD	21202	
Hunt Consulting	9015 Maier Rd., Ste B	Laurel	MD	20723	Minority-Owned Business
Hussmann Corporation	12999 St. Charles Rock Road	Bridgeton	MO	63044	
I. B. Abel, Inc.	2745 Black Bridge Road	York	PA	17070	
Indoff Inc.	1323 Berwick Rd	Towson	MD	21204	
INDRAlogic, LLC	2027 Edmondson Avenue	Catonsville	MD	21228	
Industrial Bulb & Lighting	7109 Windsor Mill Rd	Baltimore	MD	21244	
InSite LLC	2021 L St, NW	Washington	DC	20036	
Intelligent Energy Light and Power	1210 R St NW	Washington	DC	20009	
J. Daw, Inc.	10815 Beaver Dam Road, Ste. B	Cockeysville	MD	21030	
J. F. HEATING & A/C CO.	3108 1/2 TEXAS AVE.	BALTIMORE	MD	21234-4740	
J.D. Clark Professional Services, L.L.C.	6301 Foxley Road, Suite 200	Upper Marlboro	MD	20772	Minority-Owned Business, Woman-Owned Business
J.M. Mullen Electrical Services Inc.	1825 Generals Highway	Annapolis	MD	21401	
Jack Stone Sign Co., Inc.	3131 Pennsy Dr.	Landover	MD	20785	
James Posey Associates, Inc.	3112 Lord Baltimore Drive	Baltimore	MD	21244	
JCM Control Systems, Inc.	1812 Ridgeway Ave	Lutherville	MD	21093	Minority-Owned Business
JCS Electric	414 6th Ave NE	Glen Burnie	MD	21060	
JDL Electric Co Inc	1510 Caton Center Dr	Baltimore	MD	21227	
John E Ruth	5621 Old Frederick Rd	Catonsville	MD	21228	
Johnson Controls, Inc.	60 Loveton Circle	Sparks Glencoe	MD	21152	
JPS Electrical Services, LLC	1700 Castleton Road	Darlington	MD	21034	
K Electric Co Inc	PO BOX 688	Parkton	MD	21120	
Kaesar Compressors, Inc	511 Sigma Drive	Fredericksburg	VA	22408	
Key Systems, Inc.	10839 Philadelphia Road	White Marsh	MD	21162	
Kibart, Inc.	901 Dulaney Valley Rd.	Towson	MD	21204	
KJ ENERGY SOLUTIONS, INC	7910 Brightlighting Pl	Ellicott City	MD	21043	Minority-Owned Business
Knott Mechanical, Inc.	338 Clubhouse Road	Hunt Valley	MD	21030	
Kovacs, Whitney & Associates, Inc.	1216 Hull Street	Baltimore	MD	21230	
Krick Plumbing & Heating Co. Inc.	5011 46th Avenue	Hyattsville	MD	20781	
Kroeger Electric	1007 crain hwy	glen burnie	MD	21061	
KT Electric Inc.	710 AMERICANA DR. SUITE 16	ANNAPOLIS	MD	21403	
kW Efficiency	5115 Pegasus Ct., Ste. G	Frederick	MD	21701	
L & L Electrical, Inc	3665 Mandolin DR	Hampstead	MD	21074	
L&C Electric	7521 Connelley Dr.	Hanover	MD	21076	
L&L Labor LLC	128 Lyons Den Dr	Lothian	MD	20711	Woman-Owned Business
Lane Valente	20 Keyland Court	Bohemia	NY	11716	
LBS CORPORATION	11408 Pulaski Hwy	White Marsh+MD	MD	21162	
Leadark LLC, DBA Titan Environmental LLC	107 Shipping Creek Rd	Stevensville	MD	21666	
Leidos Engineering LLC	301 Plainfield Rd	Syracuse	NY	13212	
LewLew Energy Inc.	12120 Plum Orchard Drive	Silver Spring	MD	20904	Minority-Owned Business
Lightlity, LLC	1101 Woodton Parkway	Rockville	MD	20852	Woman-Owned Business
LIGHTING AND SUPPLIES	1750 Union Ave.	Baltimore	MD	21211	
Lighting Electrical Distributors LLC	18 C W Pennsylvania Ave	Stewartstown	PA	17363	Woman-Owned Business
Lighting Services, Inc.	9001 Dutton Drive	Twinsburg	OH	44087	Woman-Owned Business
Lightserve	1100 Graham Road Circle	Stow	OH	44224	
Limbach Company LLC	13261 Mid Atlantic Boulevard	Laurel	MD	20708	
LinkSource Consultants	3220 Belair Rd	Baltimore	MD	21213	Minority-Owned Business
Lites and Lamps, Inc.	P.O Box 56	Lisbon	MD	21765-0056	
Little Electric Inc	3721 Federal Hill Rd.	Jarrettsville	MD	21084	
LUNA Energy	6125 Luther Ln.	Dallas	TX	75225	
Luxor Energy Solutions	30039 Persimmon Dr	Westlake	OH	44145	Minority-Owned Business
M&M Welding & Fabrications, Inc.	2701 Back Acre Circle	Mt. Airy	MD	21771	
M.C. Dean, Inc.	22980 Indian Creek Drive	Dulles	VA	20166	
Mackoul Electric Inc.	238 Cherry Street	Shrewsbury	MA	01545	
Maryland Mold and Waterproofing	1230 Cronson Blvd.	Crofton	MD	21114	
Maurice Electric Supply	6500A Sheriff Rd	Hyattsville	MD	20785	
May Construction Group	6900 Wisconsin Ave Suite 307	Chevy Chase	MD	20815	
MD Energy Advisors	509 S. Exeter Street	Baltimore	MD	21202	Minority-Owned Business
MD Green Energy LLC	8623 Hickory Hills Lane	Laurel	MD	20723	
Mechanical Engineering & Construction	6159 Edmondson Ave, Suite A	Catonsville	MD	21228	
Meltech Corporation, Inc.	3321 75th Ave	Hyattsville	MD	20785-1519	Woman-Owned Business
MGM Electrical Systems, Inc.	3302 Shore Drive	Annapolis	MD	21403	Woman-Owned Business
Mid-Atlantic Electrical Contracting, Inc	12440 Owings Mills Blvd	Reisterstown	MD	21136	
Mid-Atlantic Energy Solutions LLC	200 E Church Street	Salisbury	MD	21801	
MidEnterprises LLC	712 H Street NE, Suite 1052	Washington	DC	20002	
Miles Electric Company Inc	7210 Rutherford Road	Baltimore	MD	21244	
Miller Refrigeration, Inc.	8104 Edgewater Ave	Baltimore	MD	21237	
MIA, Inc.	216 Philadelphia Rd	Joppa	MD	21085	
Miedtech LLC	6700 Alexander Bell Dr, Suite 200	Columbia	MD	21046	Minority-Owned Business
Mona Electric Group, Inc.	7915 Malcolm Road	Clinton	MD	20735	
National Resource Management, Inc.	480 Neponset Street	Canton	MA	02021	
New Ecology, Inc.	1014 West 36th St.	Baltimore	MD	21211	
NORESCO	2750 Prosperity Avenue	Fairfax	VA	22031	
NORTH AMERICAN ELECTRIC, INC.	PO BOX 24830	BALTIMORE	MD	21220	
NuWave Energy Solutions	NuWave Energy Solutions	Norwell	MA	02061	
O'Meara Contracting LLC	3150 Baltimore Blvd	Finksburg	MD	21048	
On Sight Lighting & Survey, LLC	1111 Hwy 25 North, Suite 201	Buffalo	MN	55313	
ONPEAK Energy	20900 NE 30th Ave. Suite 601	Aventura	FL	33180	Minority-Owned Business

Optimum Energy LLC	411 1st Ave S	Seattle	WA	98104	
Osenburg Electric, LLC	2104 Hackney Court	Fallston	MD	21047	
Pacific Energy Concepts, LLC	210 W 3rd Street	Vancouver	WA	98660	
Pandagay, LLC.	8439 OAKTON LN	ELLICOTT CITY	MD	21043	Minority-Owned Business, Woman-Owned Business
Phoenix Electric Co., Inc.	1610 LaSalle Road	Forest Hill	MD	21050	
Pinnacle Heating & Air Conditioning Inc.	1001 68th Street	Rosedale	MD	21237	
PL Construction, LLC	7207 Floyd Ave	Springfield	VA	22150	Minority-Owned Business, Woman-Owned Business
Poole and Kent Corp	4530 Hollins Ferry Rd.	Baltimore	MD	21227	
Poole Mechanical Corporation	3419 Kings Retreat Court	Davidsonville	MD	21035	
Power Distribution, Inc.	3721 Federal Hill Road P.O. Box 334	Jarrettsville	MD	21084	
PowerMeans Electrical Contracting Inc.	1798A Margaret Avenue	Annapolis	MD	21401	
Pritchett Controls	6980 Muirkirk Meadows Drive	Beltsville	MD	20705	
PulseQI	3241 Highland Lane	Fairfax	VA	22031	Minority-Owned Business
Quip Tech LLC	117 S. 14th St.	Richmond	VA	23219	Veteran-Owned Business
R. Wendell Presgrave, Inc. 1/a My Plumber	5275 Mountain View Dr	Manassas	VA	20137	
R.E. Robertson Plumbing, Heating and Air Conditioning	1829 George Avenue	Annapolis	MD	21401	
RCS Commercial Air Conditioning	6217 Greenleaf Lane	Elkridge	MD	21075	
Rebate Bus	821 E. Washington Ave	Madison	WI	53703	
Recurrent Innovative Solutions, LLC	451 Hungerford Drive, Suite 300	Rockville	MD	20850	
Redaptive Services, LLC	340 Brannan Street	San Francisco	CA	94107	
Reedy Electrical Services, Inc.	1809 Dorsey Road	Hanover	MD	21076	
Reilly Electric	496 Hattie Drive	Hampstead	MD	21074	
Reliable Relamping	6459 Nash Hwy.	Saranac	MI	48881	
Retro Lighting	136 Governors Way South	Queenstown	MD	21658	
Rexel Holdings USA Inc	1200 Hampton Park Boulevard, Suite 101	Capitol Heights	MD	20743	
Rich Energy Solutions LLC	1418 New Road, Suite #5	Northfield	NJ	08225	
RIFE International	2275 Research Boulevard	Rockville	MD	20850	Minority-Owned Business
RMF Engineering	5520 Research Park Dr.	Baltimore	MD	21228	
Rogers Electric, Inc.	22037 Creekview Lane	Orbisonia	PA	17243	
ROI Energy Investments, LLC	PO Box 12203	Green Bay	WI	54307	
Rpm Electrical Co	201 International Cir	Hunt Valley	MD	21030	Minority-Owned Business
RSL Electric	1922 Bretton Lane	York	PA	17408	
SAS Electric LLC	6510 O'DONNELL ST	HIGHLANDTOWN	MD	21224-4643	
Schemm Electric Co., Inc	PO Box 89	Forest Hill	MD	21050	
Schneider Electric, Inc.	20830 N. Tatum Boulevard	Phoenix	AZ	85050	
Seinergy LLC	PO Box 1512	Langley	WA	98260	
Setty Associates	One South Street, Suite 1130	Baltimore	MD	21202	
Shaw Electric LLC	4119 North Point Road	Dundalk	MD	21222	
Shepherd Electric Supply	7401 Pulaski Hwy	Baltimore	MD	21237	
Shrader Electric Co.	2824 Loch Raven Rd	Baltimore	MD	21218	
Siemens Industry, Inc.	6345 Virginia Manor Rd	Beltsville	MD	20705	
SLS Energy Solutions	200 Ballardvale Street	Wilmington	MA	37066	
Smart Energy Solutions, Inc.	4312 Robert Ct	Silver Spring	MD	20906	
Smart Lumen LLC	16843 OAKMONT AVE.	GAITHERSBURG	MD	20877	
Smart Solutions, Inc.	15109 Deer Valley Terrace	Silver Spring	MD	20906	
Smith Mechanical	9195 Red Branch Road	Columbia	MD	21045	
Snyder Electric Inc.	6360-C S. Hanover Rd.	Elkridge	MD	21075	
Sona Energy Solutions	8 Longview Drive	Chelmsford	MA	01824	
Southland Industries	13150 Mid-Atlantic Blvd.	Laurel	MD	20708	
Southpoint Solutions, LLC	9374 Old Bailes Road	Fort Mill	SC	29707	
Spectrum Energy	9505 Berger Road	Columbia	MD	21046	
Spence Electric Inc.	910 Lucabaugh Mill Rd	Westminster	MD	21157	
STAMPER ELECTRIC	1379 W. Jarrettsville Road	FOREST HILL	MD	21050	
Star Energy	1616 Forest Dr.	Annapolis	MD	21403	
Static Line LLC	330 Harter Street	Herkimer	NY	13350	
Steven Winter Associates	2000 M Street, NW	Washington	DC	20036	
Streeter Enterprises, Inc.	616 Linden Lane	Havre de Grace	MD	21078	
Strike 3 Consulting Inc.	717 N Hammonds Ferry Rd	Linthicum Heights	MD	21090	
SuperTech HVAC Services, Inc.	10 Gerard Ave, STE 212	Timonium	MD	21093	Minority-Owned Business, Woman-Owned Business
Supreme Service Today	4401 EASTERN AVE BLDG 49A STEV	BALTIMORE	MD	21224	
Sustainable Building Partners	2701 Prosperity Ave	Fairfax	VA	22031	
T&C Ventures LLC	8613 Shryock Mill Rd	Thurmont	MD	21788	
T2 Energy Solutions	326 1st Street	Annapolis	MD	21403	Veteran-Owned Business
TAI Specialty construction	805 Barkwood court suite L	Linthicum	MD	21090	
TandD Plumbing and Heating Co, Inc	1628 Sulphur Spring Rd	Halethorpe	MD	21227	
TC Electrical Services, Inc.	PO Box 1611	Waldorf	MD	20604	
Telco Pros Inc./TPI Efficiency	2019 Center Street	Cleveland	OH	44113	
Temp Air Company	51 Gwynns Mill Ct.	Owings Mills	MD	21117	Minority-Owned Business
Texal Energy LLC	919 N. Market St.	Wilmington	DE	19801	
The Crown Electric Co.	2027 Greenspring Drive	Timonium	MD	21093	
Three Generations Refrigeration	1367 Spaniard Neck Rd	Centreville	MD	21617	
Tourgee & Associates, Inc.	600 Red Brook Boulevard	Owings Mills	MD	21117	
Trane	10947 Golden West Drive Suite 100	Hunt Valley	MD	21031	
Transformative Wave	1012 Central Ave South	Kent	WA	98032	
Triangle Sign Services	11 Azar Court	Baltimore	MD	21227	
TRI-POWER ELECTRICAL CONTRACTOR, LLC.	3590 HAMPSTEAD MEXICO ROAD	HAMPSTEAD	MD	21074	
Trulight Electric Inc.	PO Box 29	Havre de Grace	MD	21078	Minority-Owned Business, Woman-Owned Business, Veteran-Owned Business
United Electric	3031 Washington Blvd	Baltimore	MD	21230	
US Energy Management	5634 McKinley Lane	Charlottesville	VA	22903	
V Z Electric & General Construction Inc.	190 DOC STONE RD	STAFFORD	VA	22556	
Valley Lighting LLC	601 Hammonds Ferry Road	Linthicum	MD	21090	
VEIC	20 Winooski Falls Way	Winooski	VT	05404	
Vigil Contracting, Inc.	2140 Priest Bridge Court	Crofton	MD	21114	Minority-Owned Business, Woman-Owned Business
Walter Electric	530 McCormick dr	glen burnie	MD	21061	Woman-Owned Business
Warren Brothers Construction	14503 Main Street	Upper Marlboro	MD	20772	Minority-Owned Business
Watt Watchers, Inc.	3041 Averley Rd.	Ijamsville	MD	21754	
Wattz LED LLC	c/o Jamar Williamson	Germantown	MD	20874	Minority-Owned Business
WESCO Lighting Solutions	5 Sentry Parkway East	Blue Bell	PA	19422	
Wildan	13226 Executive Park Terrace	Germantown	MD	20874	
Wilson Technologies Inc.	7404 Baltimore Avenue	College Park	MD	20740	Minority-Owned Business
Windsor Electric Company Inc.	10227 S. Dolfield Rd	Owings Mills	MD	21117	
Winsupply of Frederick	600 S. Market Street	Frederick	MD	21701	
Wires Inc	3801 Chesapeake Ave	Chesapeake Beach	MD	20732	Woman-Owned Business
Xint Tint of Mid Atlantic Inc.	617 Keith Lane	Owings	MD	20736	Woman-Owned Business
XtraLight	8812 Frey Road	Houston	TX	77034	
Zerodraft Maryland, LLC t/a Zeronet USA	1850 York Road	Lutherville	MD	21093	
Ziger Sneed Architects	1006 Morton Street	Baltimore	MD	21201	

Company Name	Mailing Address	City	State	Zip	MBE/DBE?
Chesapeake Energy, LLC	3030 Old Riva Road	RIVA	MD	21140	
HBS Solutions Inc	3168 Braverton Street	Edgewater	MD	21037	
MidEnterprises LLC	712 H Street NE, Suite 1052	Washington	DC	20002	
Siemens Building Technologies	6435 Virginia Manor Rd	Beltsville	MD	20705	
Star Energy	1616 Forest Dr.	Annapolis	MD	21403	
Customer completed / Sheetz Inc	1023 Baltimore Boulevard	Westminister	MD	21157	

Service Provider Company Name	Address	City	State/Province	Zip code	MBE/DBE?
Bay Lighting	2146 Priest Bridge Court, Suite 13	Crofton	MD	21114	
C.N. Robinson Lighting Supply	4318 Washington Blvd	Baltimore	MD	21227	
Capital Tristate	600 W. Hamburg Street	Baltimore	MD	21230	
Derick Wholesale Lighting	8545 Atlas Drive	Gaithersburg	MD	20877	
Geller Lighting Supply	3720 Commerce Drive, Suite 1101	Baltimore	MD	21227	
Green Way Lighting	PO Box 6473	Timonium	MD	21094	
Grainger	10981 Guilford Road	Annapolis	MD	20701	
HD Supply	1020 Airport 100 Way, Suite 1020	Hanover	MD	21076	
Johnstone Supply - Balsan Group	55 Country Club Drive, Suite 201	Downington	PA	19335	
Rexel	1200 Hampton Park Blvd	Capitol Heights	MD	20743	
Shepherd Electric Supply	7401 Pulaski Highway	Baltimore	MD	21237	
Trane	10947 Golden West Drive	Hunt Valley	MD	21031	
United Electric Supply	8100 Dorsey Run Road	Jessup	MD	20794	
York	7020 Dorsey Rd	Hanover	MD	21067	

Company Name	Mailing Address	City	State	Zip
2G Energy Inc.	5709 Frederick Ave.,	Rockville	MD	20852
Aegis Energy Services	55 Jackson Street	Holyoke	MA	01040
AEI	9 Schilling Road	Hunt Valley	MD	21031
Alban CAT Power Systems	6387 Old Washington Road	Elkridge	MD	21075
American DG Energy Inc.	45 First Avenue	Waltham	MA	02451
Ariosia & Co.	16 Stenerson Lane	Hunt Valley	MD	21030
Atlantic Energy Alternatives	504 Mayo Road	Glen Burnie	MD	21061
B&R Construction Services	502 McCormick Drive	Glen Burnie	MD	21061
Burns & McDonnell	8605 Westwood Center Drive	Vienna	VA	22182
CCRD Partners	901 S. Mopac Expressway	Austin	TX	78746
Centrica Business Solutions	180 East Union Avenue	East Rutherford	NJ	7073
Concord Engineering	520 S. Burnt Mill Road	Voorhees	NJ	08043
Cummins Energy Solutions Business	115 Route 46	Mountain Lakes	NJ	07046
Curtis Engine & Equipment, Inc	3915 Benson Ave	Baltimore	MD	21227
Dynamic Energy	1550 Liberty Ridge Drive	Wayne	PA	19087
EDGE Energy	6854 Distribution Drive	Beltsville	MD	20705
Elysian Energy	1414 Fenwick Lane	Silver Spring	MD	20910
ENERActive Solutions	7926 Jones Branch Dr, Suite 530	McLean	VA	22102
Energy Choice, Inc.	20 Holland Street	Somerville	MA	02144
Energy Concepts, Co.	627 Ridgely Avenue	Annapolis	MD	21401
eSai LLC	12309, Highgrove Court	Reisterstown	MD	21136
Green Contracting Company	8837 Yellow Brick Road	Baltimore	MD	21237
Green Generation Solutions, LLC	8120 Woodmont Avenue	Bethesda	MD	20814
Grid Energy	1111 Light Street, 4th Floor	Baltimore	MD	21230
Hannon Armstrong Sustainable Infrastructure	1906 Towne Centre Blvd.	Annapolis	MD	21401
IETC	5410 Mt. Pisgah Rd.	York	PA	17406
IGS Generation	6100 Emerald Parkway	Dublin	OH	43016
Johnson Controls	60 Loveton Circle	Sparks	MD	21152
Joule Design	177 41st Street	Pittsburgh	PA	15201
Kinsley Energy Systems	14 Connecticut South Drive	East Grandby	CT	06026
Kraft Power	241 West Parkway	Pompton Plains	NJ	07444
Leach Wallace Associates, Inc.	6522 Meadowridge Road	Elkridge	MD	21075
MCFA	21 Tanner Street	Haddonfield	NJ	08033
NAC Group	16761 Oakmont Avenue	Gaithersburg	MD	20877
Nixon Energy Solutions	1440 Lakes Parkway	Lawrenceville	GA	30043
NRG Thermal LLC	2850 IDS Center	Minneapolis	MN	55402
Pareto Energy LTD	2101 L St. NW	Washington	DC	20037
Pennoni	1 South Church St	Westchester	PA	19382
Powrtech Solutions	103 Enterprise	Royersford	PA	19468
PWI Engineering	165 Township Line Road	Jenkintown	PA	19046
Recurrent Innovative Solutions, LLC	1390 Piccard Drive	Rockville	MD	20850
RMF Engineering, Inc.	5520 Research Park Dr.	Baltimore	MD	21228
Solar Turbines Inc.	1425 K Street, NW	Washington	DC	20005
Southland Industries	22340 Dresden Street	Dules	VA	20166
SRBR	757 Frederick Road	Catonsville	MD	21228
T&B Electric	2134 Espey Court	Crofton	MD	21114
TA Engineering, Inc.	405 Frederick Road	Baltimore	MD	21228
The Efficiency Network	1501 Reedsdale Street	Pittsburgh	PA	15233
The Whiting-Turner Contracting Company	300 East Joppa Road	Baltimore	MD	21286
Thermo Systems LLC	84 Twin Rivers Drive	East Windsor	NJ	08520
TMR Engineering	1220 N. Fillmore Street	Arlington	VA	22201
TRC	1200 Wall Street West	Lyndhurst	NJ	07071
Trifecta Industries, Inc.	6700 Distribution Drive	Beltsville	MD	20705

UGI Performance Solutions	271 Bethlehem Pike	Colmar	PA	18915
Unison Energy, LLC	408 Mamaroneck Avenue	Mamaroneck	NY	10543
Veolia Energy	1400 Ridgely Street	Baltimore	MD	21230
Vericor Power Systems LLC	3625 Brookside Parkway	Alpharetta	GA	30022
Waldron Engineering & Construction, Inc.	37 Industrial Drive	Exeter	NH	03833
Wärtsilä North America, Inc.	16330 Air Center Boulevard	Houston	TX	77032

Program	Contact Company	Contact Address	Contact City	Contact State	Contact Zip	MBE/DBE?
HVAC	Advance Heating Technology	233 S. DuPont Highway	New Castle	DE	19720	
HVAC	Aireco Supply	P.O. Box 414	Savage	MD	20763	
HVAC	Carrier Mid-Atlantic	2401 Dabney Rd	Richmond	VA	23230	
HVAC	Ferguson Enterprises	4501 Hollins Ferry Road Suite 140 Halethorpe	Halethorpe	MD	21227	
HVAC	Goodman Distribution	7595 Washington Blvd	Elkridge		21075	
HVAC	HVAC Distributors	PO Box 160,2 Old Market St	Mount Joy	PA	17552	
HVAC	Johnstone Supply - Balsan Group	5760 Sunnyside Ave	Beltsville	MD	20705	
HVAC	Johnstone Supply - Wallace Group	2609 Dearborn Street	Easton	PA	18045	
HVAC	Lennox	2100 Lake Park Blvd	Richardson	TX	75080	
HVAC	Northeastern Supply	8323 Pulaski Highway	Baltimore	MD	21237	
HVAC	Pierce Phelps	516 E Township Line Rd	Blue Bell	PA	19401	
HVAC	R.E. Michel Company	1 R.E. Michel Drive	Glen Burnie	MD	21060	
HVAC	WaterFurnace	9000 Conservation Way	Fort Wayne	IA	46809	
HVAC	York	7020 Dorsey Road	Hanover	MD	21076	
HVAC	HD Supply	101 Riverview Parkway	Santee	CA	92701	
HVAC	Lowes Pro Service	13451 Konterra Drive	laurel	MD	20707	
HVAC	The Home Depot Pro	701 San Marco Blvd	Jacksonville	MD	32207	
HVAC	Thos Somerville	16155 Trade Zone Ave	Upper Malboro	MD	20774	
HVAC	R.F. Fager	1716 White head Rd	Woodlawn	MD	21207	
HVAC	Tstat Supply	3931 Penn Belt Pl	Forestville	MD	20747	
HVAC	United Products Distributors	4030 A Benson Ave	Halethorpe	MD	21227	

Program	Subcontractor	Contractor Address	Contractor City	Contractor State	Contractor Zip	2nd Tier Qualified?	2nd Tier Classification
C&I Programs	AUS Graphics	1051 Taft Street	Rockville	MD	20850	x	MBE
C&I Programs	Britt's Industries Inc.	40 Hudson Street, Suite 112	Annapolis	MD	21401	x	WBE
C&I Programs	DNV-GL	1400 Ravello Dr.	Katy	TX	77449	x	
C&I Programs	eSal	12309 Highgrove Court	Reistertown	MD	21136	x	MBE/WBE
C&I Programs	Houpla Studio	225 East Redwood Street, Suite 401	Baltimore	MD	21202	x	WBE
C&I Programs	Ignite	15501 Weston Parkway, Suite 120	Cary	NC	27513	x	WBE
C&I Programs	Maryland Energy Advisors	509 S. Exeter St. Suite 320	Baltimore	MD	21202	x	MBE
C&I Programs	Philip Reese, LLC	7615 Cherokee Road	Richmond	VA	23225	x	MBE
C&I Programs	Shugoll Research	7475 Wisconsin Ave, Suite 200	Bethesda	MD	20814	x	WBE
General	EU	649 North Horners Lane	Rockville	MD	20850	x	Veteran Owned
General	AEG (Applied Energy Group, Inc.)	1377 Motor Parkway, Suite 401	Islandia	NY	11749	x	
General	Allegra Print & Imaging of Annapolis	103 Gibraltar Ave	Annapolis	MD	21401	x	MBE/WBE
General	Dodge Chrome	11941 Bournefield Way	Silver Spring	MD	20904	x	WBE
General	Nokkam Inc	4405 East West Highway, Suite 308	Bethesda	MD	20814	x	MBE/WBE
General	Peake DeLancey	2500 Schuster Drive	Hyattsville	MD	20850	x	WBE
Residential Programs	AUS Graphics	1051 Taft Street	Rockville	MD	20850	x	MBE
Residential Programs	Britt's Industries Inc.	40 Hudson Street, Suite 112	Annapolis	MD	21401	x	WBE
Residential Programs	GTG Trading Group/ TURGLA	5220 Sunnyside Ave	Beltsville	MD	20705	x	MBE/DBE/SBE
Residential Programs	Ignite	15501 Weston Parkway, Suite 120	Cary	NC	27513	x	WBE
Residential Programs	Lulu Productions	4 Carriage Run Court	Annapolis	MD	21403	x	WBE
Residential Programs	Philip Reese, LLC	7615 Cherokee Road	Richmond	VA	23225	x	MBE
Residential Programs	RGM Inc	912 Thayer Ave, Ste 300F	Silver Spring	MD	20910	x	MBE
Residential Programs	Shugoll Research	7475 Wisconsin Ave, Suite 200	Bethesda	MD	20814	x	WBE
Residential Programs	YES Printing	3180 Industrial	Livonia	MI	48150	x	WBE

Company Name	Mailing Address	City	State	Zip
AM Conservation Group	6650 Echo Ave, Suite A	Reno	NV	89506
Honeywell International, Inc.	12490 Collections Center Dr.	Chicago	IL	60693

Company Name	Mailing Address	City	State	Zip
Agentis, Inc.	29 N. Wacker Dr.	Chicago	IL	60606
Honeywell International, Inc.	12490 Collections Center Dr.	Chicago	IL	60693
Opower, Inc.	1515 N. Courthouse Rd., 8th Floor	Arlington	VA	22201
Oracle America Inc.	P. O. Box 203448	Dallas	TX	75320