

Answers to your questions about *Smart Ideas* program wait list

Are there still incentive dollars available for ComEd's *Smart Ideas for Your Business*sm program?

As of December 2, 2009, ComEd reserved or paid out the approximately \$16 million available for prescriptive and custom incentives for the second year of the program (June 1, 2009, to May 31, 2010) and has now instituted a wait list program for lighting projects. Additional funding for the second year may become available if, for example, another project with an existing reservation is not completed or is placed on hold status. Even though wait list projects will be the first projects considered if and when additional funding becomes available, it is no guarantee of approval or funding.

What are the details of the wait list?

- Prescriptive and custom lighting projects: All new pre-approval applications will be placed on a wait list.
- Prescriptive HVAC (heating, ventilating and air conditioning), refrigeration and motors projects, and all custom non-lighting projects: New pre-approval applications will be accepted and reviewed, with funding reserved for qualifying projects. A wait list may be instituted for these types of applications in the future.
- Projects that include both lighting measures and other technologies: These projects may be split into two or more projects, depending on the availability of funds, so the non-lighting measures can proceed. The *Smart Ideas* team will help applicants with this process.
- New construction and retro-commissioning projects: These segments of *Smart Ideas for Your Business* currently are not affected by these procedures.

Why is a wait list necessary?

ComEd's *Smart Ideas* program has paid or reserved the \$16 million available for prescriptive and custom incentives for the second year of the program (June 1, 2009, to May 31, 2010). This incentive budget is set based on achieving approximately 161 million kWh in energy savings—a goal set by state legislation—and is a significant increase over last program year's budget and goals. As the budget grows in coming years, the need for a wait list should be diminished.

How will ComEd decide when and which wait list lighting projects will be funded?

When and if additional funding becomes available, other projects on the list will be considered in association with the amount of funding available. Selection for funding will be based on several factors, including the application date, the incentive requested and the cost-effectiveness of the project.

Why does the wait list for lighting projects start before the wait list for other projects?

While lighting projects continue to be a major factor in the success of ComEd's *Smart Ideas* program, it is important that we recognize that other types of projects typically take longer to plan and may need more time for implementation. For example, ordering and receiving specialized equipment can take longer than "off-the-shelf" purchases. In addition, some projects such as HVAC projects are seasonal and must be implemented at times when we might otherwise have allocated all of our funding.

What happens if my project is wait listed and does not receive funding this year?

A wait list project that has not received an incentive or reservation by the end of the current program year may be transferred to next year's program list at the customer's request. It then will be subject to next year's incentive levels, terms and conditions.

When will information on incentives, terms and conditions for next year's program be available?

Applications and incentives for next year's program will be available on the *Smart Ideas for Your Business* Web site March 1, 2010. Please note that any final application submitted on or before May 31, 2010, is subject to terms and conditions of this year's program, including the limited availability of funding

mentioned above. Final applications submitted on June 1, 2010, or later are subject to terms and conditions of next year's program, with its new slate of funding.

What if I have identified a project and would like to apply now for funding for next year's program?

The *Smart Ideas* team will consider early funding reservations for projects where the incentive requested is \$25,000 or more. These projects will be considered individually and will be subject to special terms and conditions, including a demonstrated commitment to the project. To be considered for an early funding reservation for the next program year, applicants should submit a pre-application form from the current program year with a cover letter and proof of commitment, such as a contract for purchase/installation.

Are wait list projects that start before March 1, 2010, eligible for funding from the third program year?

Wait list projects may be started at any time. To be eligible for next year's funds, wait list projects must be *completed after* June 1, 2010, and they will be subject to the next program year's terms and conditions. If the project is completed before June 1, 2010, it is eligible only for funds from the current program year as they are available.

My customer cannot commit to a project for the next program year without a reservation in hand, but I need the customer's commitment to submit the application and secure the reservation. How should I handle this situation?

We recommend that you submit a pre-approval application form from the current program year as soon as possible, with a cover note explaining the situation. The *Smart Ideas* team will review the application and determine whether it is eligible for an early funding reservation for next year's program year.

Whom do I contact if I have more questions or concerns?

You can e-mail your question(s) to ComEdSmartIdeas@KEMA.com, call the program hotline at (888) 806-2273, or fax your inquiry to (630) 480-3436.