



bgeSM

AN EXELON COMPANY

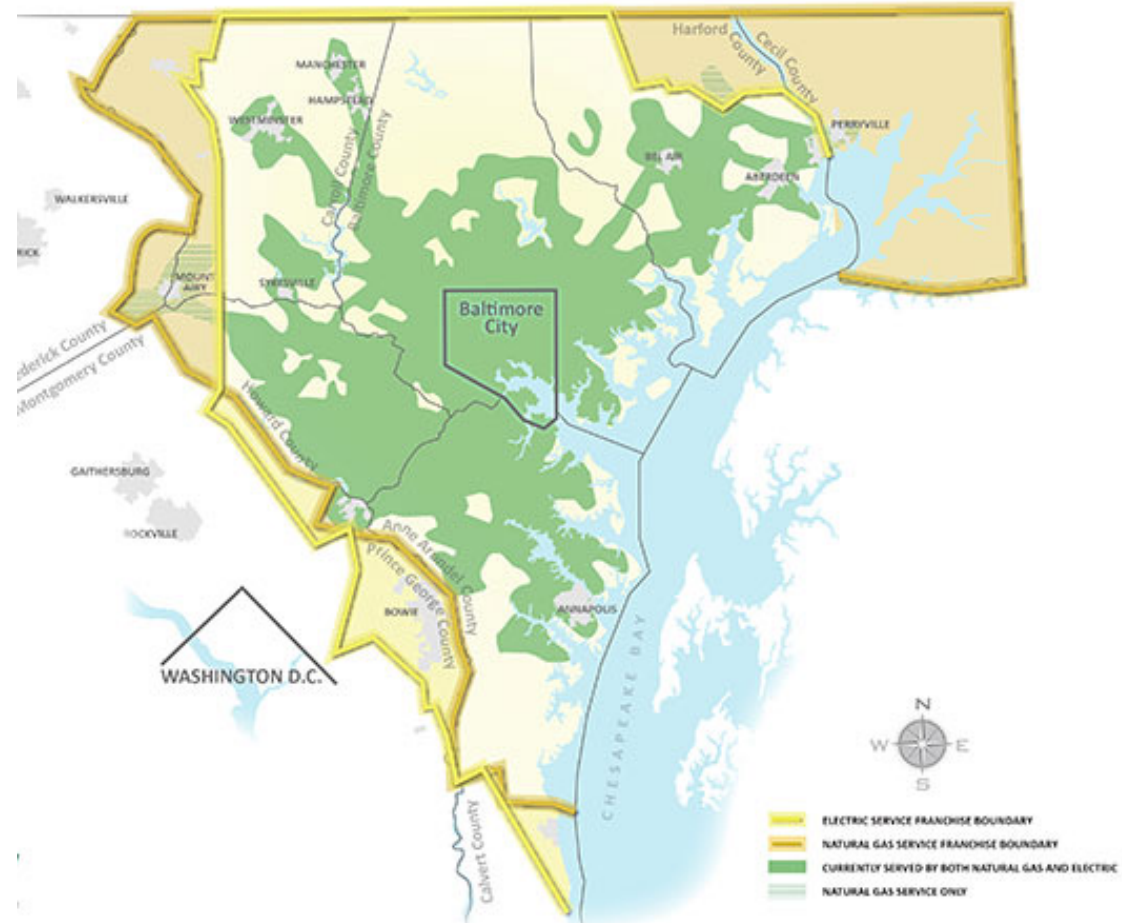
May 24, 2023

The Role of the Utility in Economic Development

Economic Development | Randy Baynes

BGE: The Leading Gas and Electric Provider in Maryland

- **Founded 1816** - Nation's 1st gas utility and one of first electric utilities
- **3,200 Employees**
- **Customers Served:**
 - Electric: 1.2 million
 - Gas: 650,000
- **Service area of:**
- 2,300 square miles in Central MD



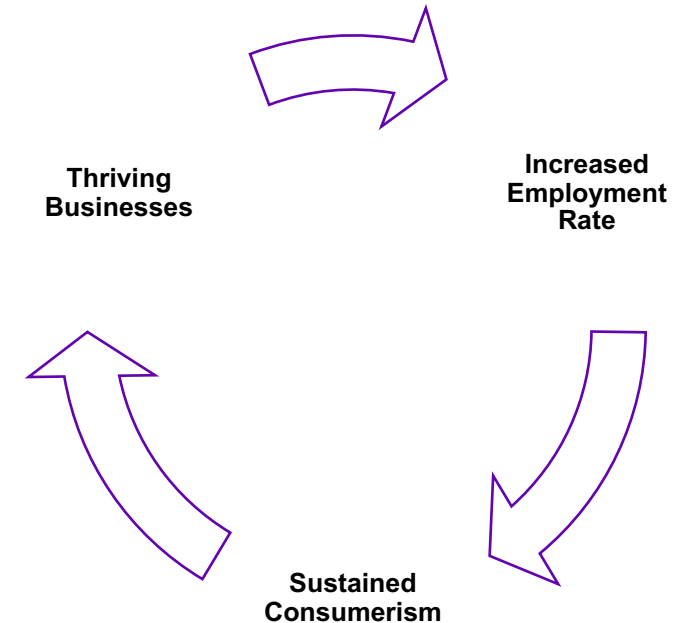
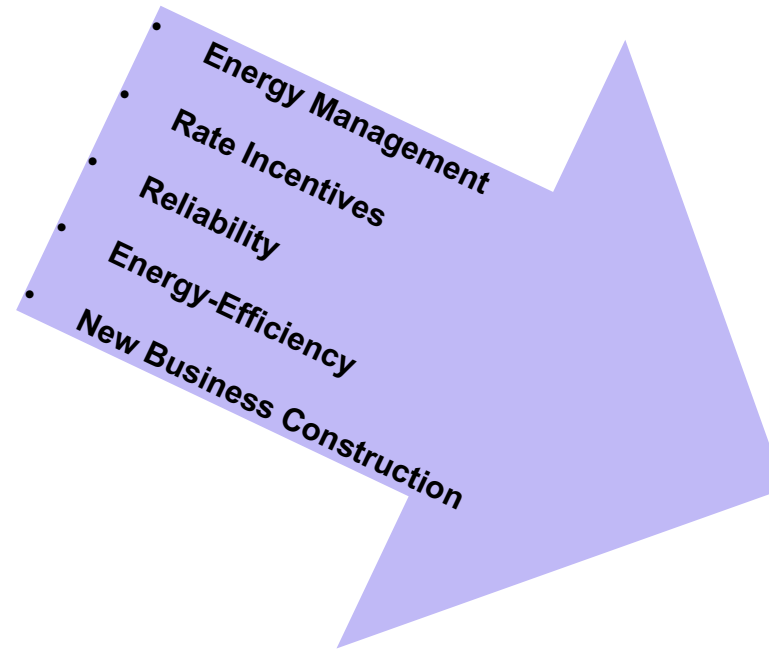
BGE: History of Safety, Reliability and Innovation

- **2016 marked 200 years** of excellent service, growth and innovation.
 - BGE supported Maryland's growth into a national economic and educational leader.
 - We continue to invest and innovate to meet challenges of the next 200 years
- **BGE is subsidiary of Exelon, the nation's leading competitive energy provider**
 - BGE has access to Exelon's enterprise-wide expertise and resources
 - Share best practices with sister companies PECO, ComEd and PHI, leading to record performance in reliability, customer satisfaction and more



Why BGE Supports Economic Development

- **BGE committed to powering a cleaner and brighter future**
- **Strong business environment is good for all residents**
- **BGE invested in shared mission of Commerce, Local ED partners**



How BGE Supports Economic Development

Economic
Output

SEED
Program

Thought
Leadership

Corporate
Giving &
Volunteerism

Energy
Efficiency


Supplier
Diversity

Safe,
Reliable
Energy

Workforce
Development

BGE Economic Impact from Operations 2021

Annual Economic
Impact of BGE
Operations in MD



\$5.9B of Output



10,400 Jobs Supported



\$1.3B Labor Income

Smart Energy for Economic Development (SEED)

- SEED provides 75% discount on upfront service extension costs and 25% discount on on-going gas/electric bills, for qualifying businesses that add load, create jobs.
- **To Date, BGE's SEED program has made the following impact:**
 - Assisted 145+ new and expanding businesses
 - Supported over 13,000 jobs
 - Provided >\$8.5M in Construction and Delivery Discounts
 - Provided >\$900K in Distribution Discounts



Energy Efficiency Programs

- **Have Provided:**
- **Over \$300M in Bill Credits**
- **\$570M+ in rebates**
- **Over 60,000 businesses**
- **Supports Over 1900 MD Contractors**



The logo for the BGE SMARTENERGY savers PROGRAM. The word "BGE" is in a light grey font. "SMARTENERGY" is in a bold, sans-serif font, with "SMART" in blue and "ENERGY" in orange. Below this, the word "savers" is written in a large, lowercase, blue, rounded font. At the bottom, the word "PROGRAM" is written in a light grey, spaced-out, uppercase font.

BGE Energizing Small Business Grants

- BGE pledged \$15 million to assist MD small businesses with COVID-19 relief and recovery. Eligible businesses located in BGE's service area can apply for a \$20,000 grant as part of BGE's comprehensive Customer Relief and Energy Infrastructure Investment Plan, designed to help the state's economic recovery from the pandemic.
- The program is designed to assist hundreds of small businesses in the community, especially historically underrepresented minority and women-owned businesses.
- **In 2023** Grants are being distributed in 2 rounds. Round 1 opened mid- February and closed in March. Round 2 opens in July and closes August.
- BGE engaged Hello Alice and GEN Global to administer the program and has partnered with ~400 organizations to promote the program.



BGE Energizing Small Business Grants

- **Top 5 Industries**



26% are in Food and Beverage



14% are in Healthcare and Wellness



12% are in Professional Business Services



10% are in Beauty and Self-Care



8% are in Other industries



56% woman-owned businesses, 66% owned by people of color

Community Partner & Volunteerism

- **We are an active part of our community:**
- **~\$5 million** to non-profits
- **25,000** Employee Volunteer Hours
- 200 non-profits served
- BGE Executives/Employees serve on >100 non-profit boards



Workforce Development

- **Smart Energy Workforce Development program**, a joint effort with local workforce development agencies and vocational schools to increase awareness of job opportunities and hiring requirements at BGE
- BGE has helped more than 30 gov't and nonprofit workforce organizations prepare individuals for the Construction and Skilled Trade (CAST) test



Supplier Diversity

- **BGE has a long-standing commitment** to diversity and inclusion and aspires to be a leader in supplier diversity.
- **BGE's Focus Forward program** educates diverse suppliers how to compete for contracts and grow their business.
- *In 2021*, BGE spent more than **\$450 million** with diversity certified suppliers.



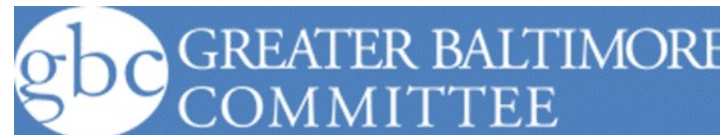
Economic Development and Customer Satisfaction

- Customers favorably view BGE as a Community Partner when helping to attract and retain jobs.



Thought Leadership

- BGE is a member of or actively involved in more than a dozen business advocacy groups



Peer Utilities and Best Practices

- Most utilities across the U.S. have a business or economic development team that's responsible for cultivating opportunities to bring more business to their service areas.
- BGE and Exelon peers ComEd, PECO and Pepco learning from each other and industry leaders to position economic development as best in class.



Big Picture Perspective



- BGE’s economic footprint in Maryland consists of many components
- Benefits of our programs extend beyond the immediate customer / recipient
- As we contribute to Maryland’s economic success, we help to secure our own
- Economic Development is a customer satisfaction driver



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