



Top Utilities

THE CLASS OF 2015

criteria is analysis of corporate end-user project activity in 2014 in those utilities' territories, based on data from Site Selection's New Plant Database and from utility and community reports. Other criteria include website tools and data; innovative programs and incentives for business, including energy efficiency and renewable energy programs; and the utility's own job-creating infrastructure and facility investment trends.

Here are some highlights from the 10 leaders in their field, presented in alphabetical order:

ComEd (Exelon) **Oakbrook Terrace, Ill.** www.comed.com/econdev

Serving 9.4 million people in Greater Chicago, ComEd's economic development team not only had direct influence on a number of projects (including five data centers) in 2014, but its involvement with nearly 20 economic development organizations meant the utility's financial, thought leadership and board presence helped those EDCs back the creation of 21,821 new jobs across Northern Illinois, connected to more than \$3 billion in investment and more than 23 million sq. ft. (2.1 million sq. m.) of new or expanded facilities.

World Business Chicago honored Exelon/ComEd with its "Partner of the Year" award. Internally, the utility will be training 4,000 employees a year at its new training center now under construction. Record reliability metrics attained over the past two years are due in part to ComEd's \$2.6-billion, 10-year smart grid initiative known as the Energy Infrastructure Modernization Act (EIMA), which supported 3,600 jobs and helped customers avoid 1.2 million outages.

In 2014, ComEd and its EDO partners conducted 423 retention visits representing several thousand existing jobs, and addressing business needs and concerns such as condition of streets and roads, workforce and training, and access to capital. ▼

The depth of Bradley's game is most discernible when he doesn't have the ball. He goes in and swims around in the vicinity of the basket, back and forth, moving for motion's sake, making plans and abandoning them, and always watching the distant movement of the ball out of the corner of his eye."

— John McPhee, describing basketball great and future U.S. Senator Bill Bradley in "A Sense of Where You Are," *The New Yorker*, January 1965

It might be a site certification program, a course in economic development for community officials or a watershed infrastructure mega-project from colleagues on the operations side. However the top US utility economic development teams pursue their sales work, they excel at laying the groundwork. They marshal all facets of their territories and companies toward the ultimate goal — prosperity for their regions. They have a keen sense of what companies are looking for. Then they move without the ball, so that when the moment arrives, they can execute on the opportunity opening up before them.

Each year Site Selection salutes the top utility economic development teams in the US. Chief among the

by ADAM BRUNS
adam.bruns@siteselection.com



✦

THE POWER OF OPPORTUNITY

Top-performing electric reliability, a competitive energy market and business-focused energy efficiency programs that power innovation and create jobs.

**Plug in to our Economic Development team
at ComEd.com/EconDev**

