



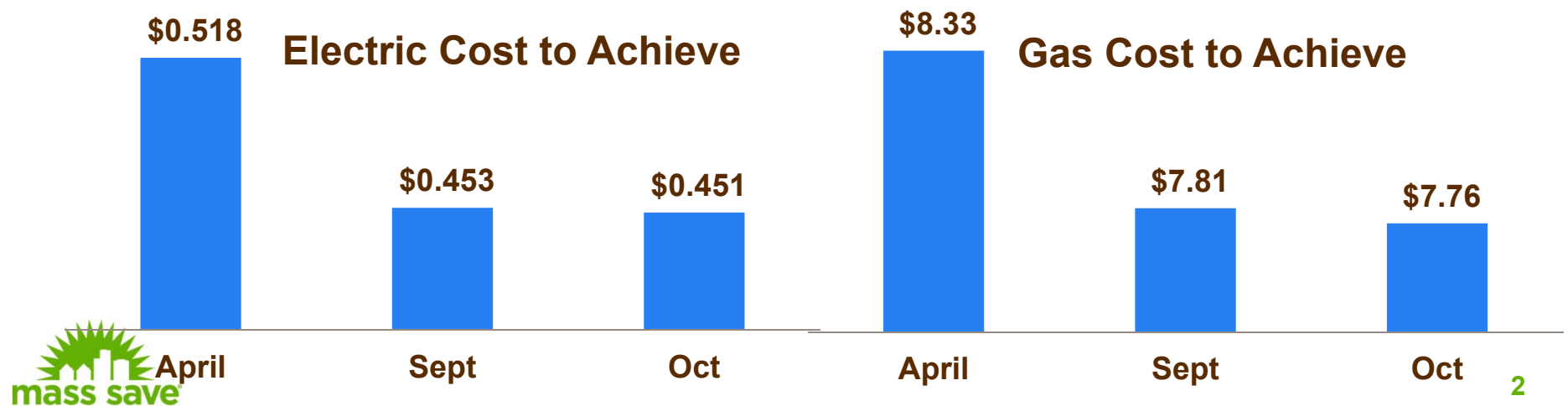
PA Update on 2016-2018 Three-Year Plan

Oct 26th, 2015



Electric & Gas Overview of Term Sheet (Supplement 10-26-15)

- PAs savings at historic levels nationally
 - 2.93% of forecasted electric sales statewide
 - 1.24% of forecasted gas sales statewide
- More with Less
 - Electric CTA down from **\$0.518/kWh** in April to **\$0.451/kWh**
 - Gas CTA down from **\$8.33/therm** in April to **\$7.76/therm**



Overview of Term Sheet (Supplement 10-26-15) - Electric Goals

From September Draft to Final October Numbers

- Annual Savings higher (9,612 MWh)
- Lifetime Savings Higher (49,140 MWh)
- Savings increasing year over year
- Budget Lower (-\$2,661,560)
- Cost To Achieve Down



Overview of Term Sheet (Supplement 10-26-15) - Gas Goals

From September Draft to Final October Numbers

- Annual Savings higher (32,234 therms)
- Lifetime Savings Higher (1,452,073 therms)
- Savings increasing year over year
- Budget Lower (-\$3,975,371)
- Cost To Achieve Down



Program Designs Fully Reflect EEAC Resolution

Each of the following six (6) specific areas of program design focus of the EEAC is reflected fully in the updated plan language:

- A renter-specific initiative to be rolled out in Q1 2016, including semi-annual PA reports to the EEAC that will include timely rental visit metrics including participation levels and conversion rates by renters and their landlords by PA, and qualitative information on any barriers encountered and plans to address them.
- A moderate income initiative beginning in Q1 2016, including semi-annual PA reports to the EEAC on participation rates by PA.

Program Designs Fully Reflect EEAC Resolution (Continued)

- PAs will continue to work with the Commonwealth's housing financing agencies and LEAN (with mutual expectations and deliverables) to develop and implement enhanced approaches to leverage multi-family refinancing events to maximize retrofit potential. The parties will specifically consider performance-based retrofit products. The PAs will present the results of these efforts and specific proposals derived from them by the close of Q1 2016.
- More detail about the PA's Massachusetts Technology Assessment Committee (MTAC), and semi-annual updates to the Council on progress reviewing and implementing new technologies into programs.
- A clear commitment to Combined Heat and Power (CHP) installations, and tracking CHP project savings and expenditures (subject to customer confidentiality requirements) against PA's CHP Plan projections in semi-annual presentations to the EEAC and in data sets provided on Mass Save Data.



Program Designs Fully Reflect EEAC Resolution (Continued)

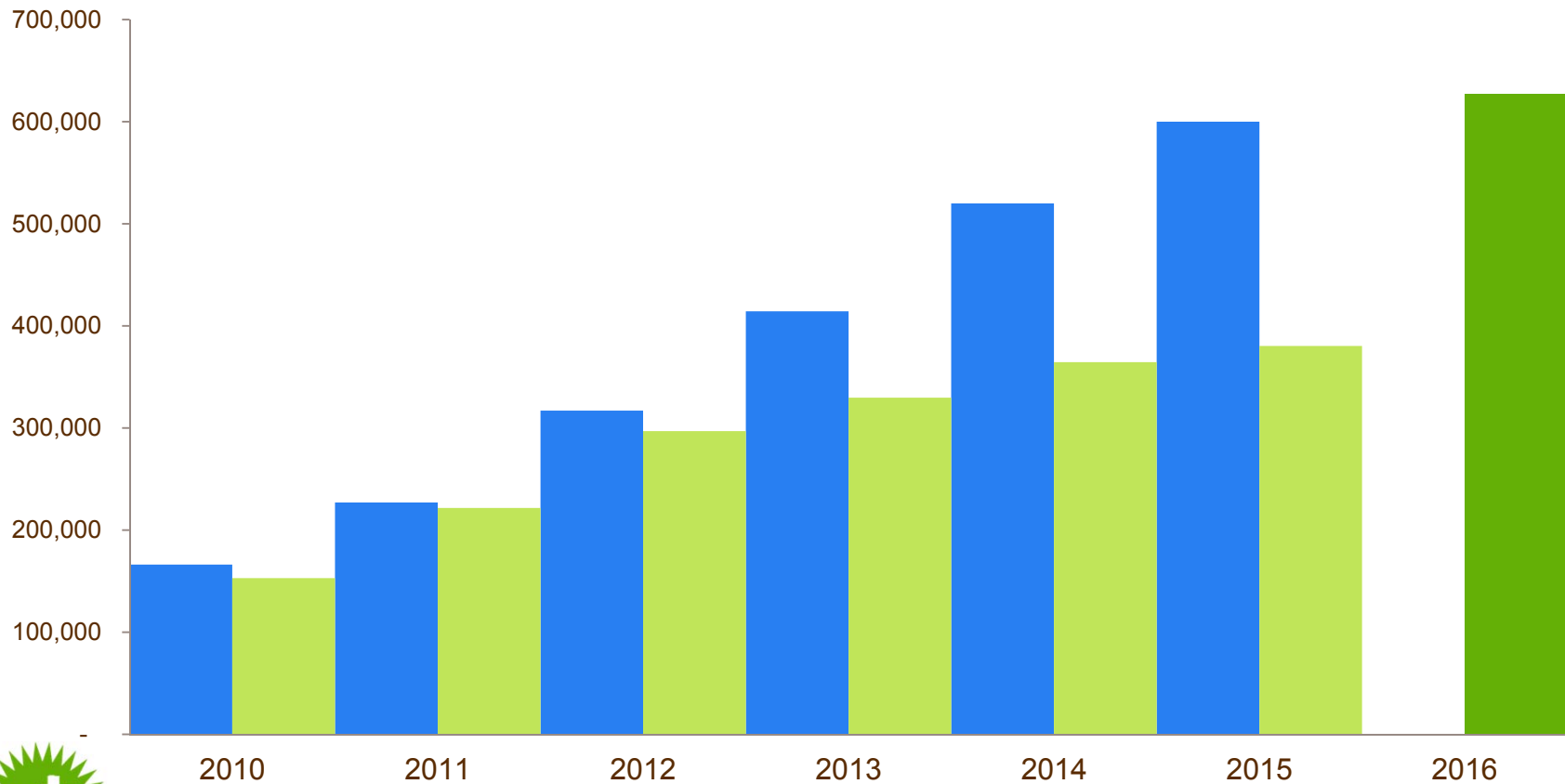
- Regular and specific updates to the Council on C&I program progress and penetration (including segment specific approaches - especially for challenging subsectors such as small and mid-size commercial, small hospitals, non-profits, and multifamily - measures such as street lighting and LED costs and conversion, and innovations such as strategic energy management) through semi-annual presentations to the EEAC. The PAs will collaborate with DOER by the end of 2015 to consider how best to present this information (e.g., potential use of roundtables, webinars, etc.) and to develop a schedule for updates on specific topics.

Appendix



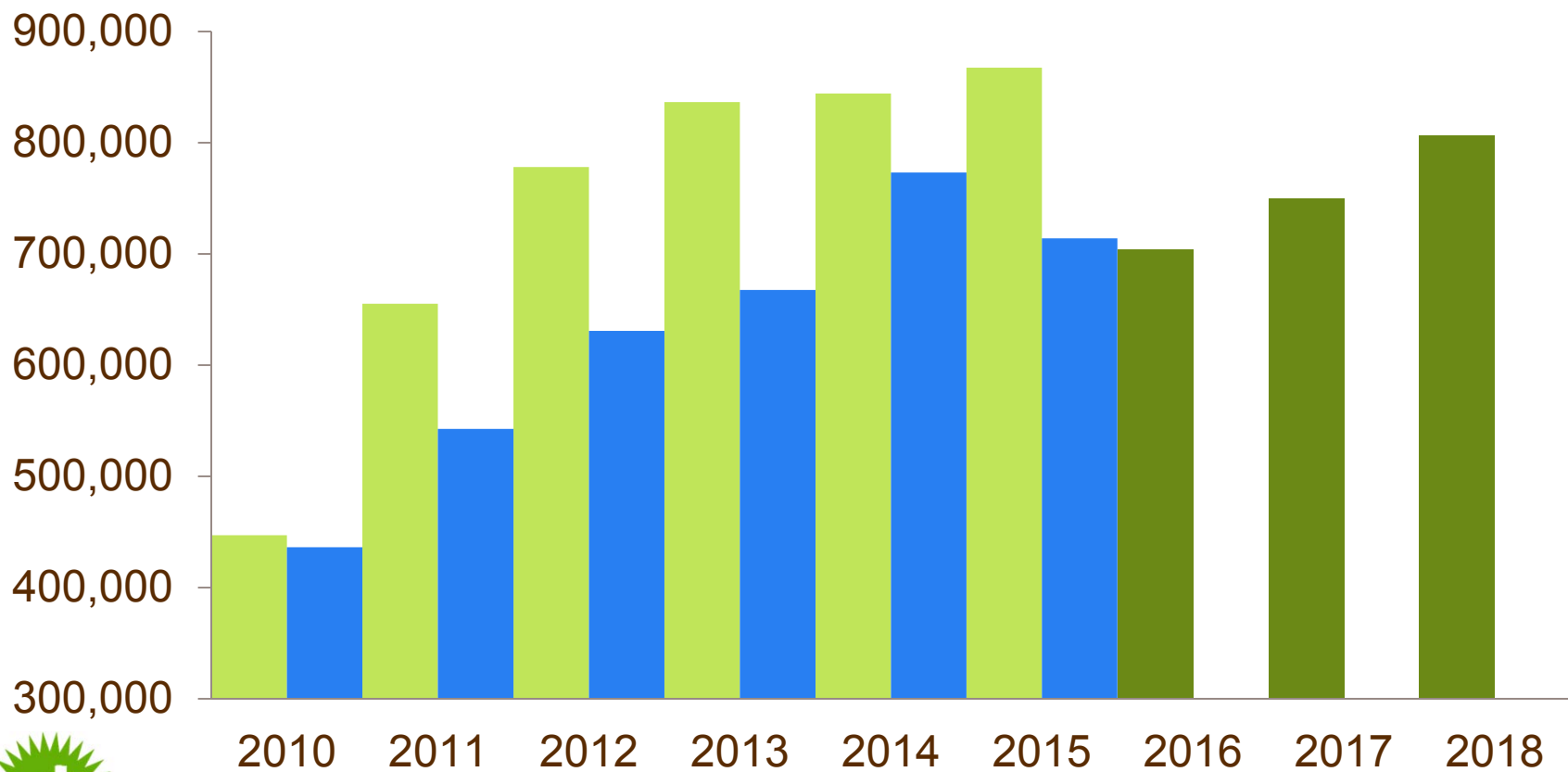
Residential Goals in line with Actuals

Residential Electric Actuals and Goals



C&I Goals in line with Actuals

Electric C&I Goals



Overview of Term Sheet

2016-2018 ELECTRIC TERM SHEET (SUPPLEMENT 10-26-15)

	Units	2016	2016-2017	2016-2018
Forecasted Annual Retail Energy Sales	<i>MWh</i>	46,908,188	93,745,319	140,331,922
Average Annual Savings Over Three Years	<i>% of sales</i>	2.93%		
Cumulative Annual Savings Goals	<i>MWh</i>	1,371,584	2,744,075	4,117,539
Cumulative Lifetime Savings Goals	<i>MWh</i>	12,812,171	26,205,273	40,384,043
Cumulative Budget: Program Costs*	<i>millions of \$</i>	\$ 598.7	\$ 1,219.8	\$ 1,858
Cost per Annual kWh Saved	<i>\$/kWh</i>	\$0.451		
Summer Demand Savings	<i>MW</i>	203	404	598
Winter Demand Savings	<i>MW</i>	222	440	649
Benefits	<i>millions of \$</i>	\$ 2,055.3	\$ 4,132.9	\$ 6,249.6
Cumulative Performance Incentive Pool at Design	<i>\$</i>			\$ 100,000,000
Performance Incentive Levels				
Threshold	<i>%</i>			75%
Design	<i>%</i>			100%
Exemplary - Cap	<i>%</i>			125%

Overview of Term Sheet

2016-2018 GAS TERM SHEET (SUPPLEMENT 10-26-15)

	Units	2016	2016-2017	2016-2018
Forecasted Annual Retail Energy Sales	<i>Therms</i>	2,270,659,323	4,576,164,520	6,915,678,418
Average Annual Savings Over Three Years	<i>% of sales</i>	1.24%		
Cumulative Annual Savings Goals	<i>Therms</i>	28,093,107	56,590,545	85,777,384
Cumulative Lifetime Savings Goals	<i>Therms</i>	375,920,734	756,335,552	1,147,759,310
Cumulative Budget: Program Costs	<i>millions of \$</i>	\$ 218.0	\$ 440.5	\$ 669.5
Cost per Annual therm Saved	<i>\$/Therm</i>	\$7.805		
Benefits	<i>millions of \$</i>	\$ 561.9	\$ 1,123.8	\$ 1,695.5
Cumulative Performance Incentive Pool at Design	\$			\$ 18,000,000
Performance Incentive Levels				
Threshold	%			75%
Design	%			100%
Exemplary - Cap	%			125%

Update on Mass Save Data (MSD)

- To access: www.MassSaveData.com
- Planning numbers will be available with filing
- New look to better align with MassSave.com
- Measure level data in progress
- New capability to aggregate multiple years
 - Example of new presentation for 2016-2018 shown below

2016,2017,2018 Gas Summary Report

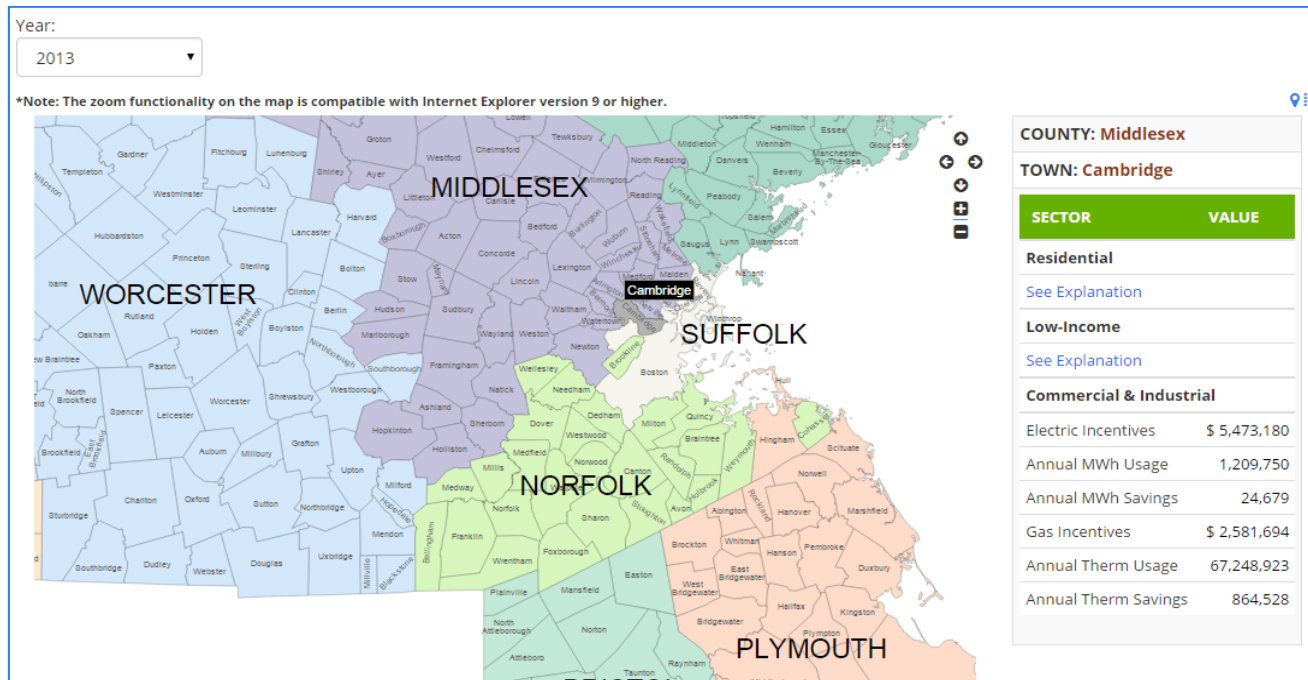


2016,2017,2018 Plan Year Report	Participants	Total Expenditures	Annual MWh Savings	Lifetime MWh Savings	Summer Capacity (kW)	Annual Therm Savings	Lifetime Therm Savings	Total Benefits*
Gas								
Plan	353,877	\$ 143,781,088	5,251	93,029	3,980	19,647,529	266,167,754	\$ 375,522,925
▣ Residential	343,272	\$ 83,121,703	4,870	85,498	3,685	8,176,102	95,786,459	\$ 170,337,946
▣ Low-Income	7,870	\$ 28,747,544	371	7,345	295	1,044,453	21,617,454	\$ 52,590,957
▣ Commercial & Industrial	2,735	\$ 31,911,841	10	185	-	10,426,974	148,763,841	\$ 152,594,022

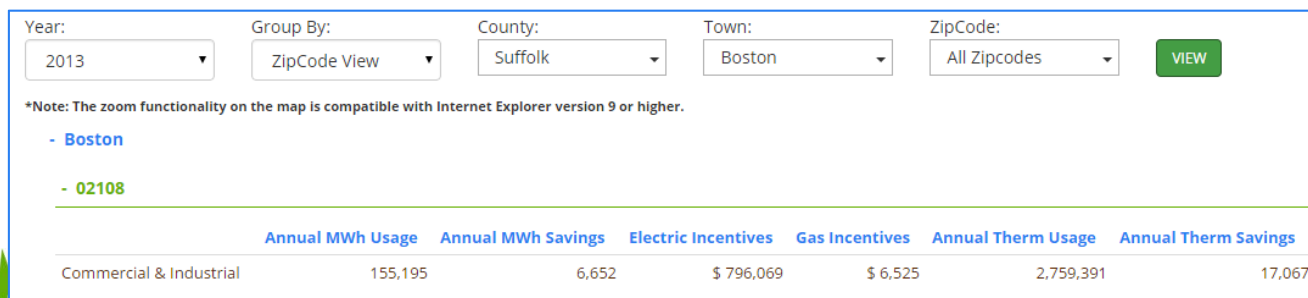
Geographic Data on MSD

- Residential will be available at statewide, county, town and zip-code level (Boston only for C&I)
- Data will include gas and electric incentives, usage and savings
- 2013 C&I data in final stages
- Currently working with Residential evaluation vendor to get Residential data uploaded now that RCPS is complete
 - Need to determine if zip code level data is possible using aggregation guidelines
- Two views available: (1) map view and (2) list view

Presentation of Geographic Data



View 1:
Map View



View 2:
List View