

# 2017 YEAR-END/Q4 INITIAL RESULTS

## EEAC Consultants

► February 28, 2018

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# INTRODUCTION AND SUMMARY HIGHLIGHTS



- ▶ **This presentation summarizes EEAC consultant team analysis of 2017 Initial Year-End/Q4 results\***
- ▶ **Key 2017 highlights:**
  - Electric and gas programs both exceeded the benefits goals
  - Programs exceeded ambitious statewide electric savings goals and got close to achieving statewide gas goals
  - Elec. lifetime savings higher than Plan and higher than 2016
  - Higher electric lifetime savings in C&I and low income compensate for slightly lower-than-Plan Residential savings
  - Gas lifetime savings slightly lower than Plan 2 years in a row
  - Electric and gas program spending are both lower than Plan
  - Less-than-Plan spending is partly due to too-high Plan costs
  - Exploration of total energy impacts using MMBTUs (all-in energy impacts in 2017)

\*Presentation follows the PA presentation on 2017 results (please see the PA slides for that summary)

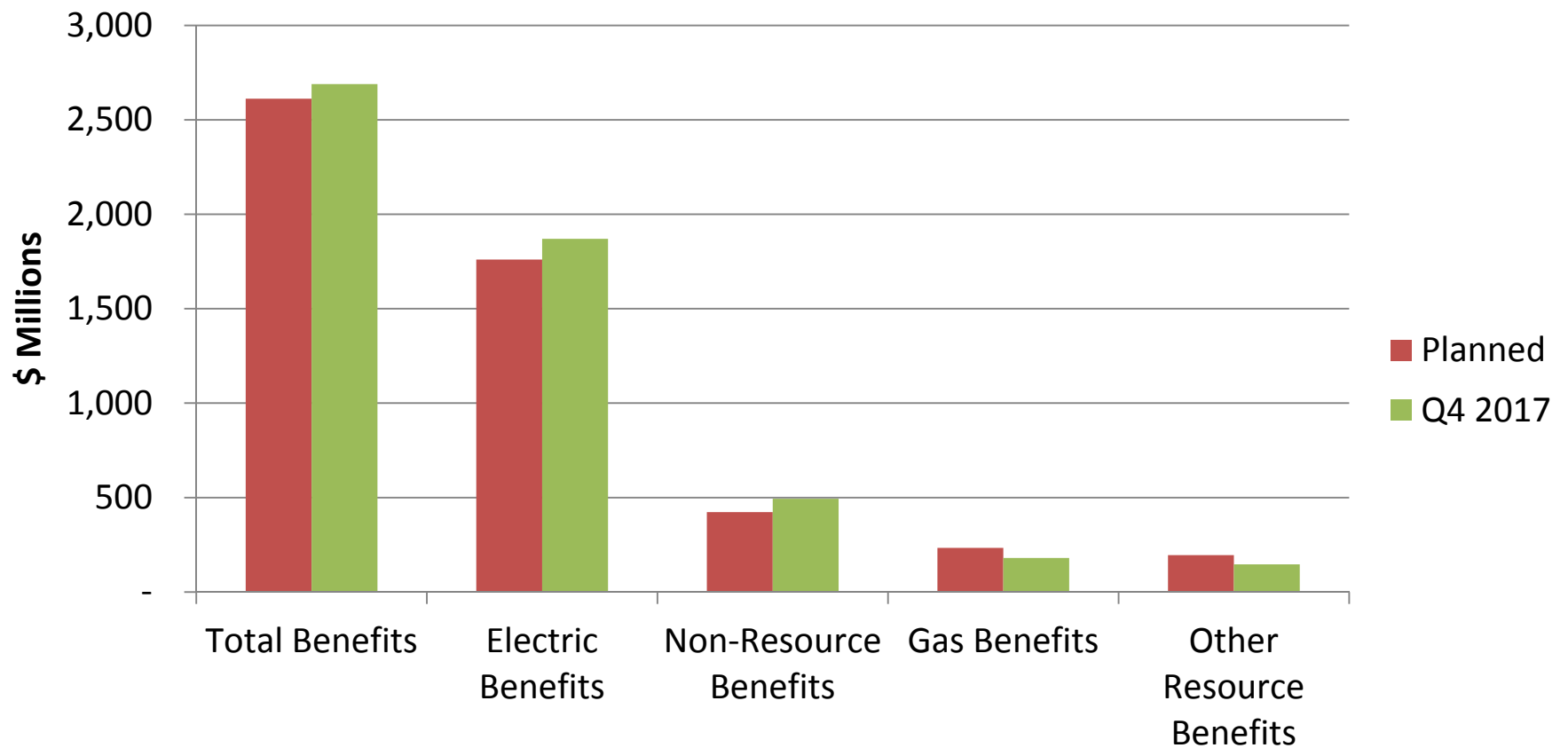
# SUMMARY OF 2017 YEAR-END/Q4 SAVINGS, BENEFITS, AND COSTS

	Portfolio		
	Amount	Percent of Goal	
<b>Electric</b>	Annual Savings (MWh)	1,574,249	115%
	Lifetime Savings (MWh)	14,163,025	106%
	Summer (kW)	228,530	118%
	Benefits (\$)	\$2,117,290,650	102%
	Expenditures (\$)	\$529,191,850	85%

	Portfolio		
	Amount	Percent of Goal	
<b>Gas</b>	Annual Savings (Therms)	26,621,107	93%
	Lifetime Savings (Therms)	368,345,795	97%
	Benefits (\$)	\$572,111,131	105%
	Expenditures (\$)	\$205,089,544	92%

# MOST BENEFITS WERE HIGHER THAN PLANNED IN 2017

## 2017 Electric and Gas Program Benefits (\$ Millions)



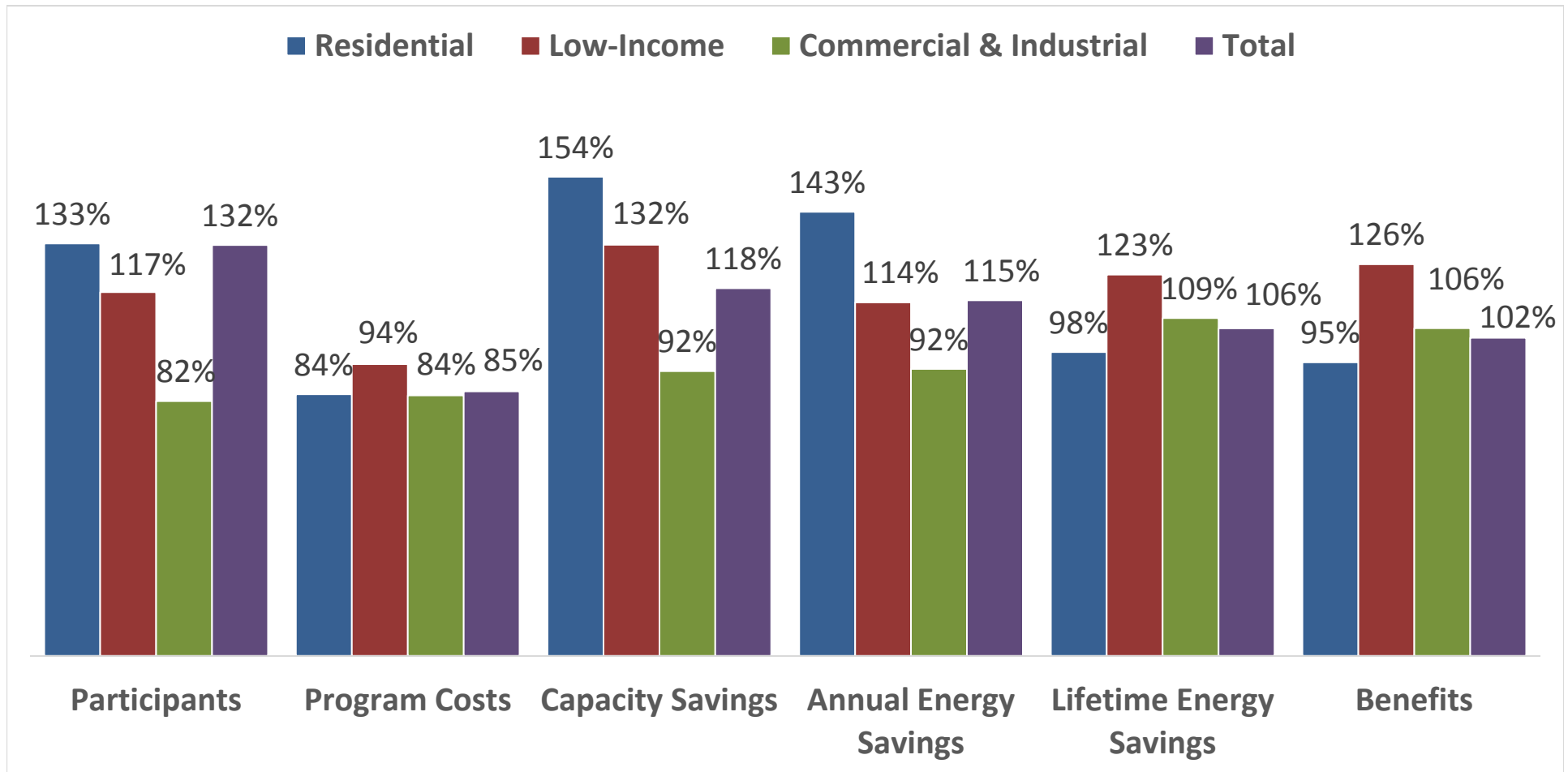
# Q4 2017 LIFETIME ELECTRIC SAVINGS BY PA

	CLC	Eversource	National Grid	Unitil	Total
<b>Goal (MWh)</b>	551,223	6,921,944	5,855,737	92,568	13,421,472
Residential	201,747	1,803,115	2,455,409	14,797	4,475,067
Low Income	18,219	140,373	179,727	2,558	340,877
Commercial	331,257	4,978,456	3,220,601	75,214	8,605,529
<b>Q4 2017 (MWh)</b>	415,146	7,164,299	6,515,226	68,354	14,163,025
Residential	244,093	1,706,133	2,412,894	17,296	4,380,416
Low Income	17,118	182,872	217,313	1,424	418,727
Commercial	153,935	5,275,294	3,885,018	49,634	9,363,881
<b>% of Goal</b>	75%	104%	111%	74%	106%
Residential	121%	95%	98%	117%	98%
Low Income	94%	130%	121%	56%	123%
Commercial	46%	106%	121%	66%	109%

# Q4 2017 LIFETIME GAS SAVINGS BY PA

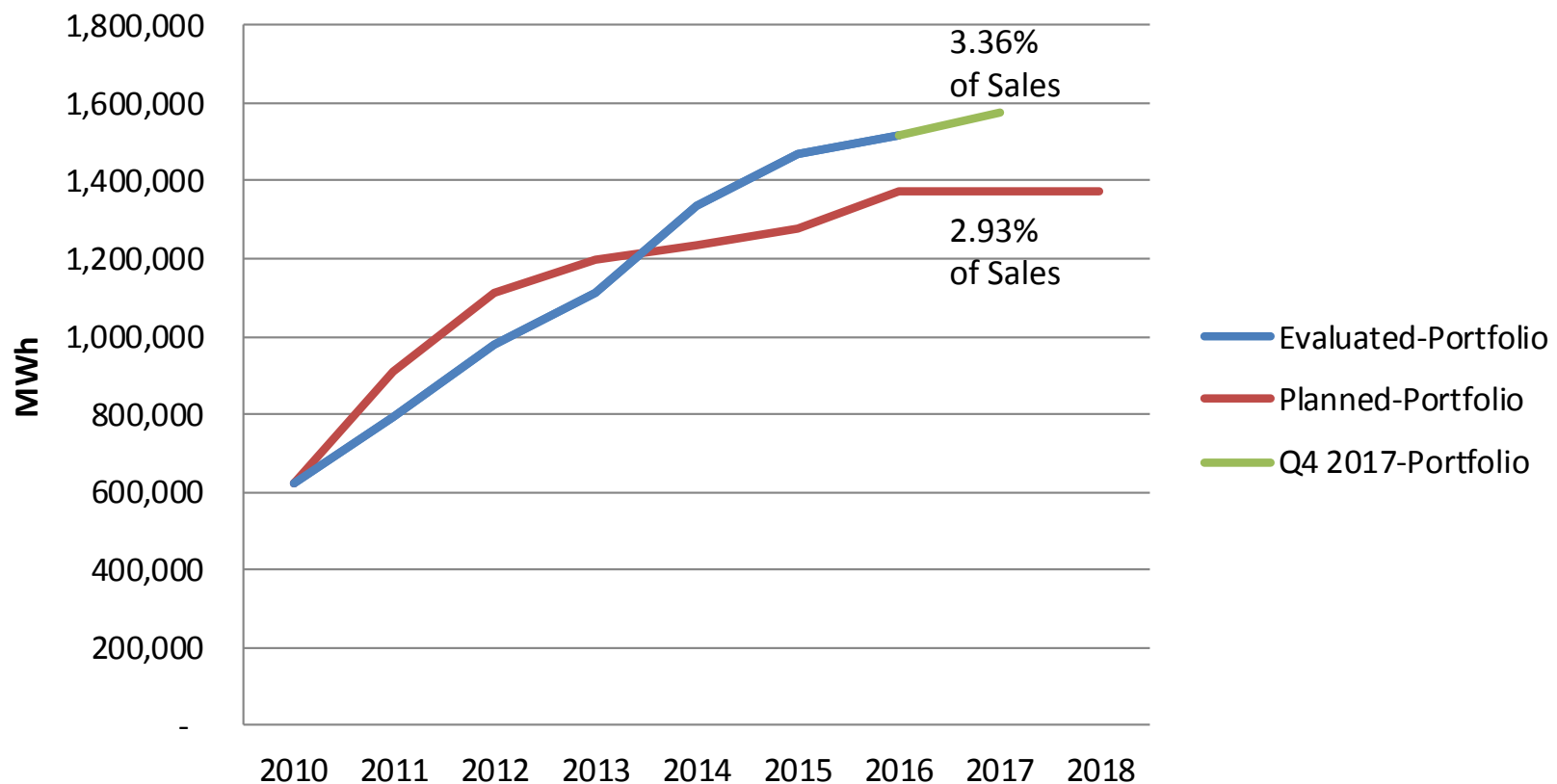
	Berkshire	Columbia	Eversource	Liberty	National Grid	Unitil
<b>Goal (Therms)</b>	8,767,313	72,311,764	88,703,021	6,171,632	200,605,484	4,247,602
Residential	3,024,132	37,994,448	32,607,267	3,219,280	103,475,602	1,290,695
Low Income	788,995	7,304,702	7,180,499	724,936	24,472,280	432,211
Commercial	4,954,186	27,012,615	48,915,254	2,227,415	72,657,601	2,524,696
<b>Q4 2017 (Therms)</b>	5,877,061	57,323,979	91,060,498	6,249,826	204,576,346	3,258,084
Residential	2,455,360	37,481,735	31,499,599	3,541,016	97,402,045	723,416
Low Income	841,512	7,187,148	7,833,634	566,102	29,087,380	512,678
Commercial	2,580,189	12,655,096	51,727,265	2,142,708	78,086,921	2,021,990
<b>% of Goal</b>	67%	79%	103%	101%	102%	77%
Residential	81%	99%	97%	110%	94%	56%
Low Income	107%	98%	109%	78%	119%	119%
Commercial	52%	47%	106%	96%	107%	80%

# 2017 Q4 ELECTRIC SUMMARY: 2017 ANNUAL RESULTS (12/12 MONTHS)



# 2017 PROGRAMS ACHIEVED HIGHEST ANNUAL SAVINGS

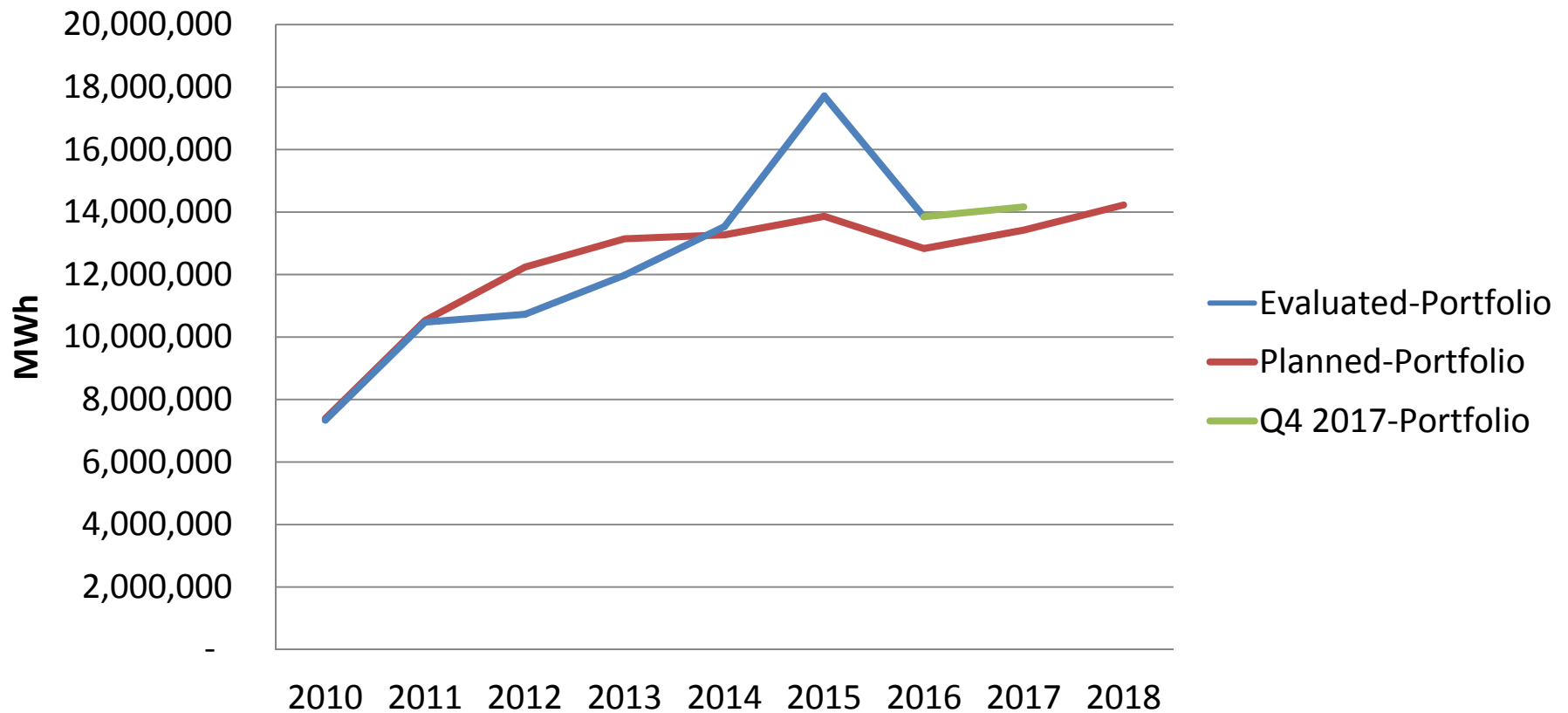
## Portfolio Annual Electric Savings





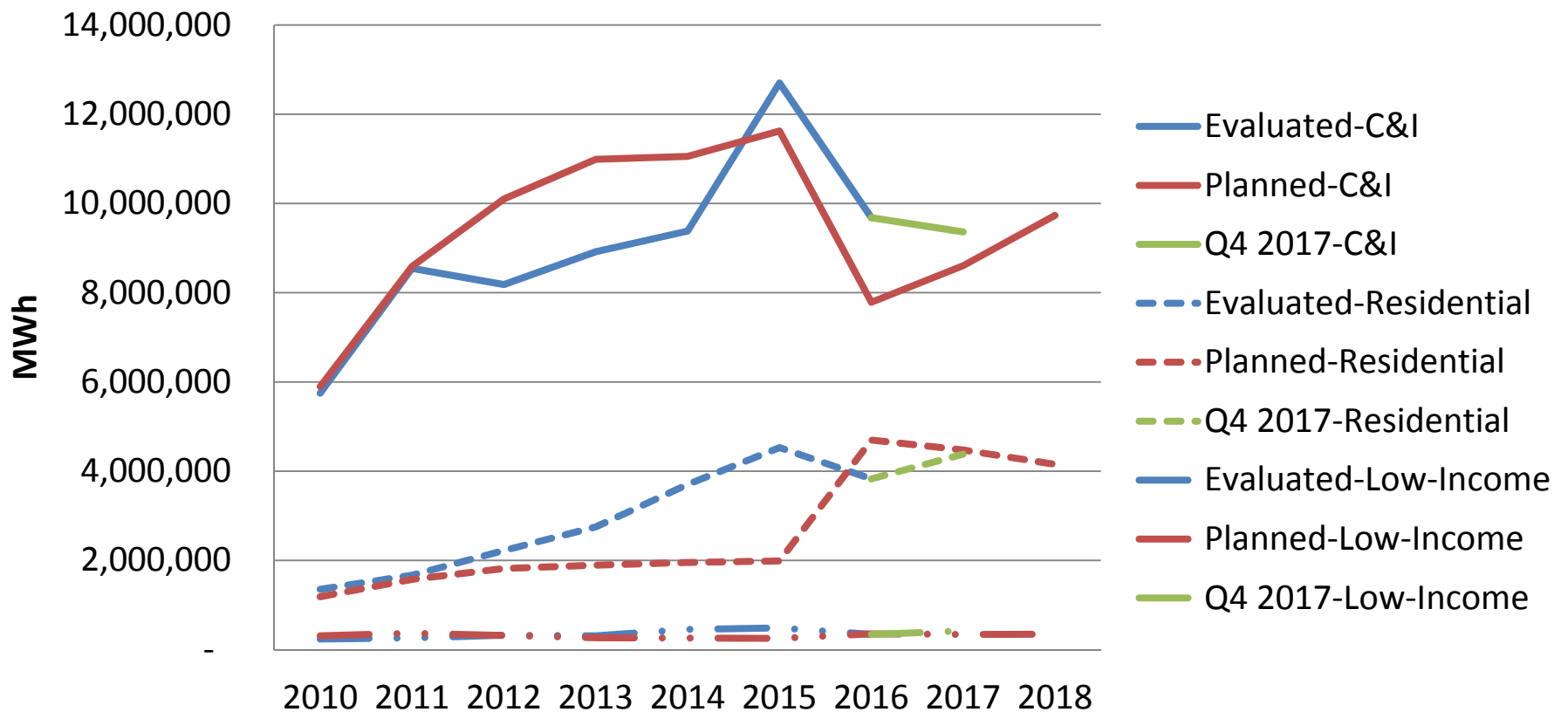
# PORTFOLIO LIFETIME ELECTRIC SAVINGS OVER TIME

## Portfolio Lifetime Electric Savings

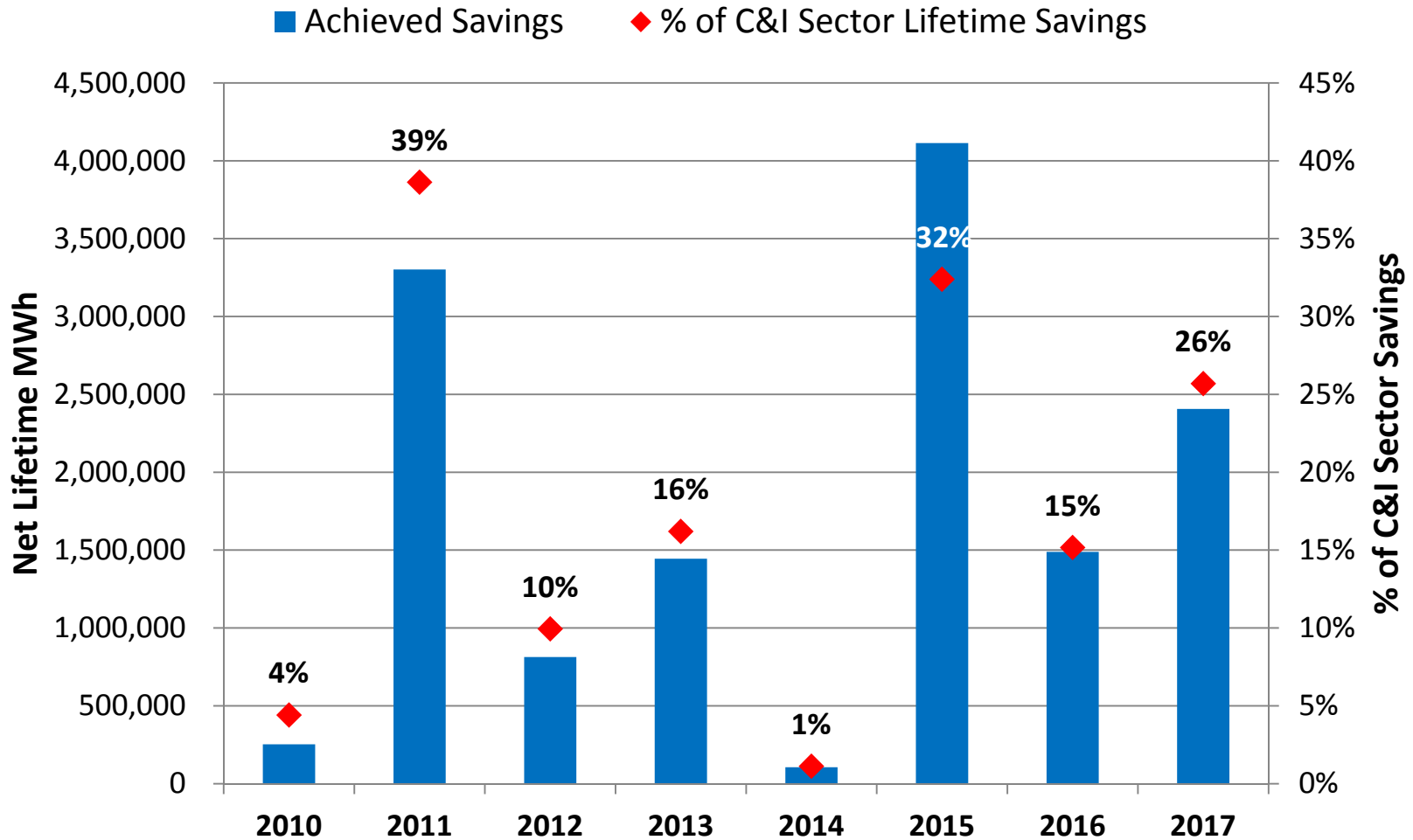


# PORTFOLIO LIFETIME ELECTRIC SAVINGS OVER TIME BY SECTOR

## Lifetime Electric Savings by Sector

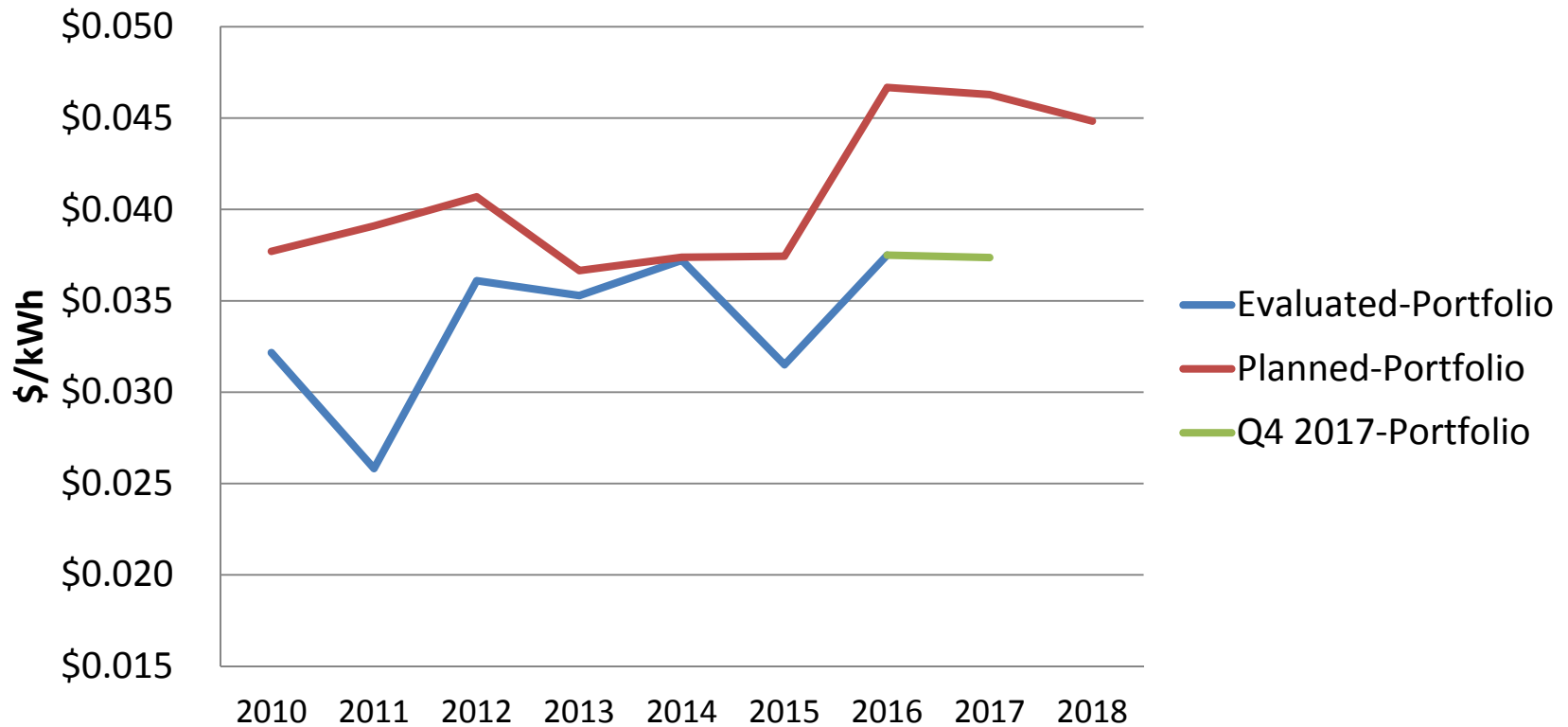


# CHP SAVINGS AND SHARE OF C&I SECTOR VARIES GREATLY; CHP HIGHER IN 2017 VS 2016



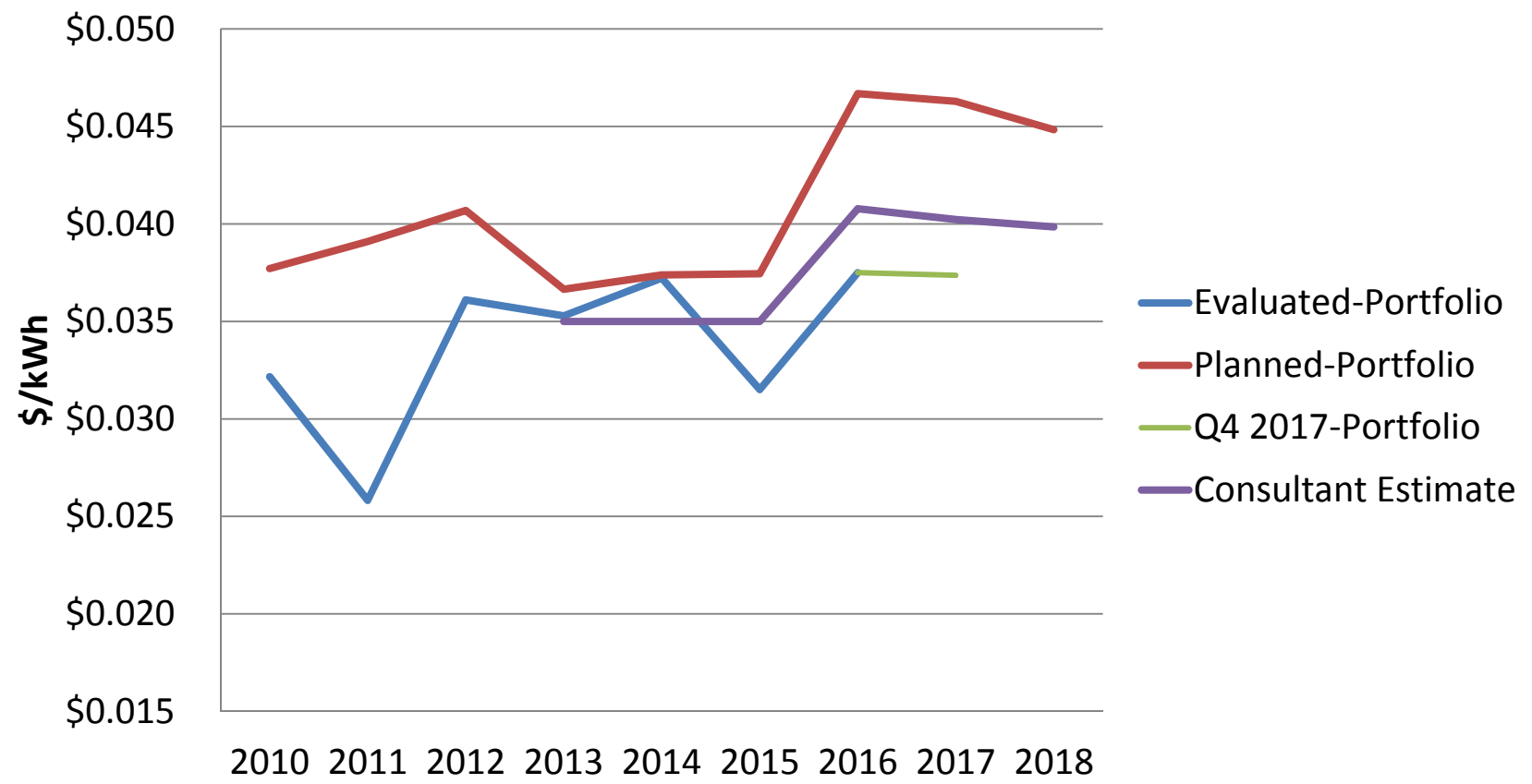
# PORTFOLIO LIFETIME ELECTRIC COST TO ACHIEVE OVER TIME

Portfolio Lifetime Electric Cost to Achieve



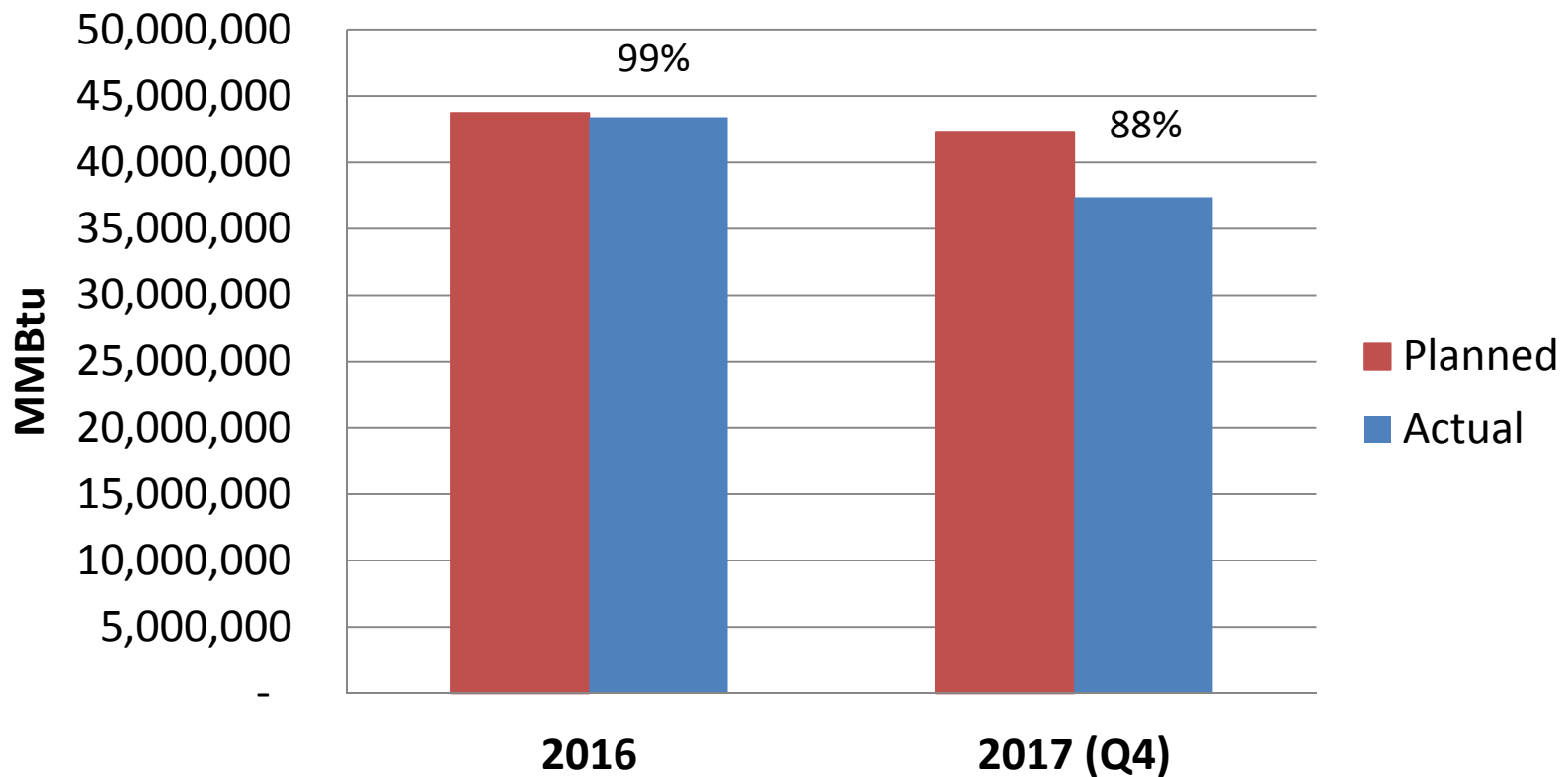
# ELECTRIC COST TO ACHIEVE: CONSULTANT RECOMMENDATION

Portfolio Lifetime Electric Cost to Achieve



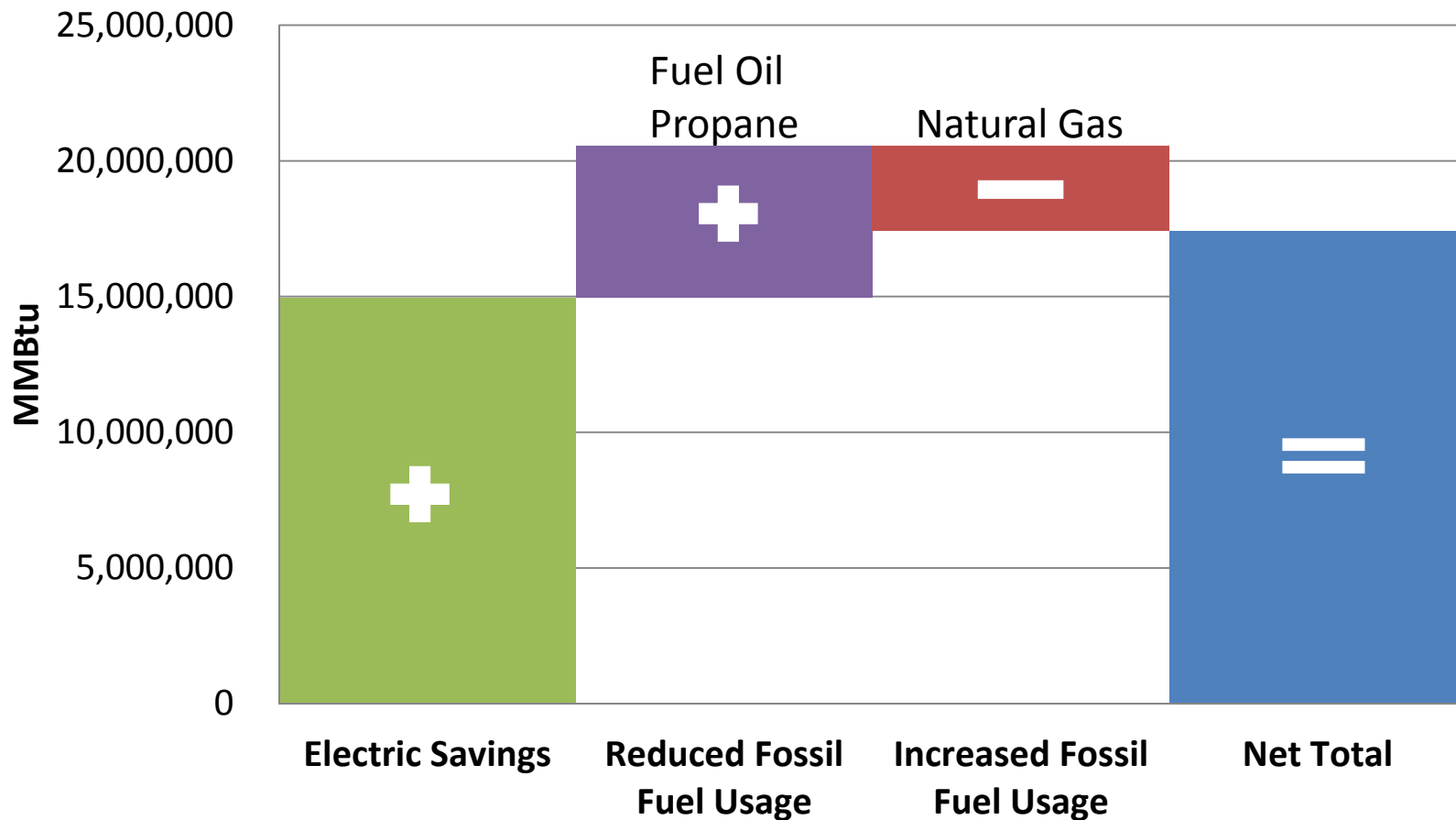
# PORTFOLIO LIFETIME ELECTRIC PROGRAM SAVINGS IN MMBTU

Portfolio Electric Program Lifetime Savings in MMBtu



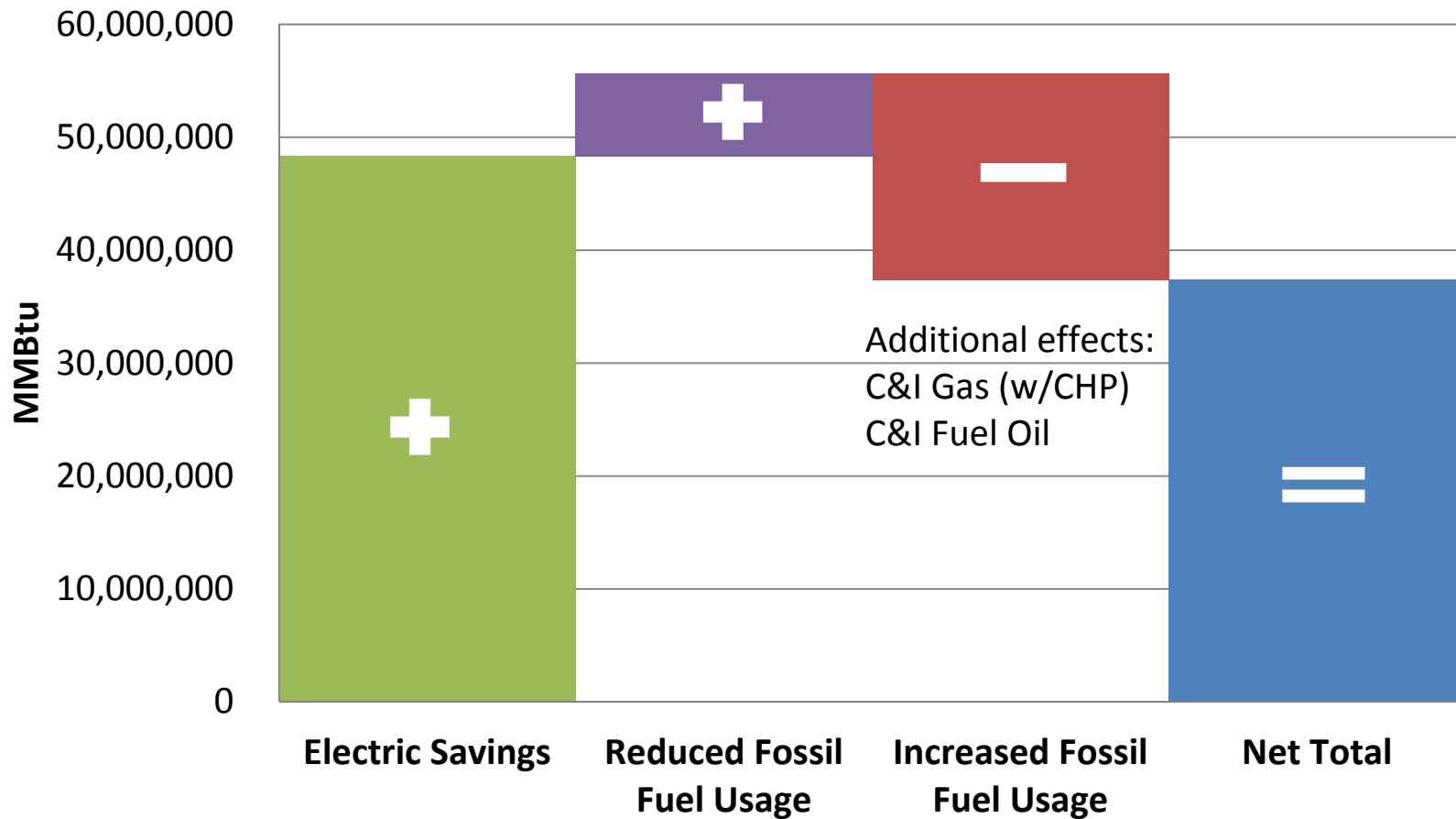
# 2017 Q4 RESIDENTIAL LIFETIME ELECTRIC PROGRAM SAVINGS IN MMBTU

## 2017 Residential Electric Lifetime Program Net MMBtu



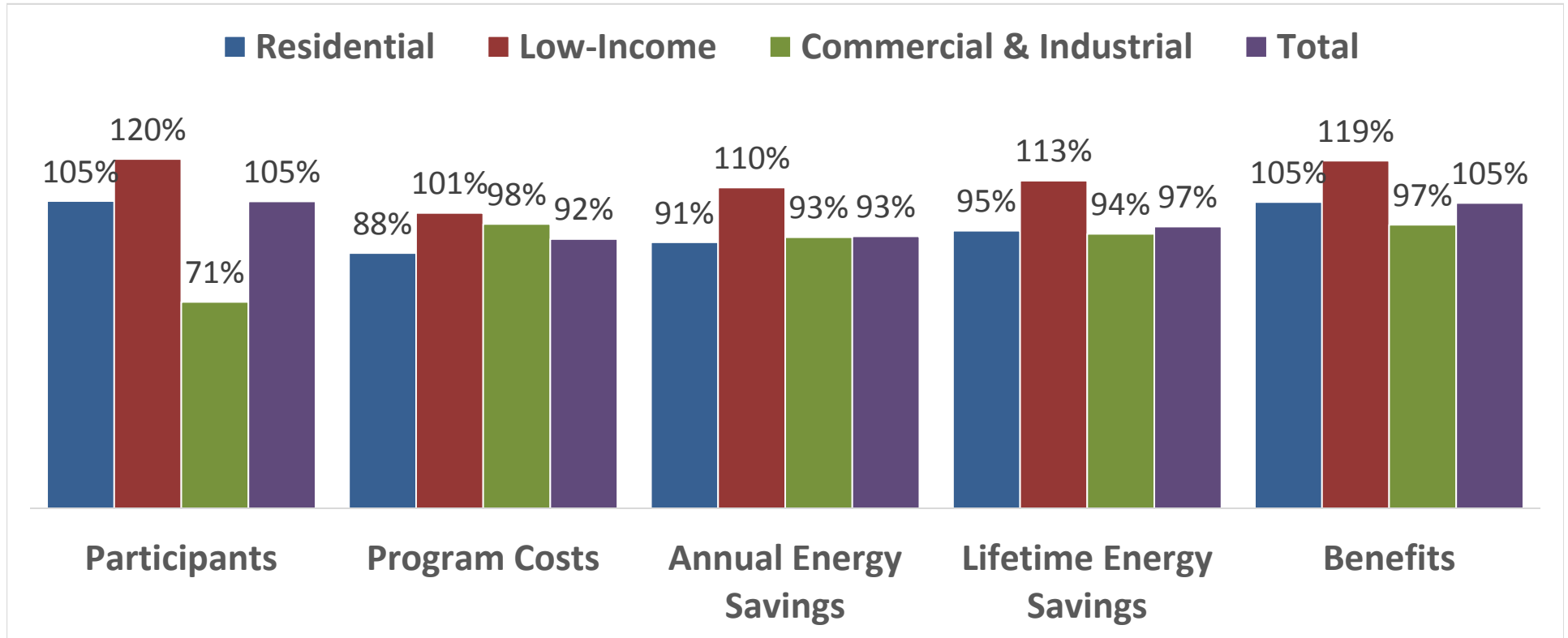
# 2017 Q4 PORTFOLIO LIFETIME ELECTRIC PROGRAM SAVINGS IN MMBTU

## 2017 Portfolio Lifetime Electric Program Net MMBtu

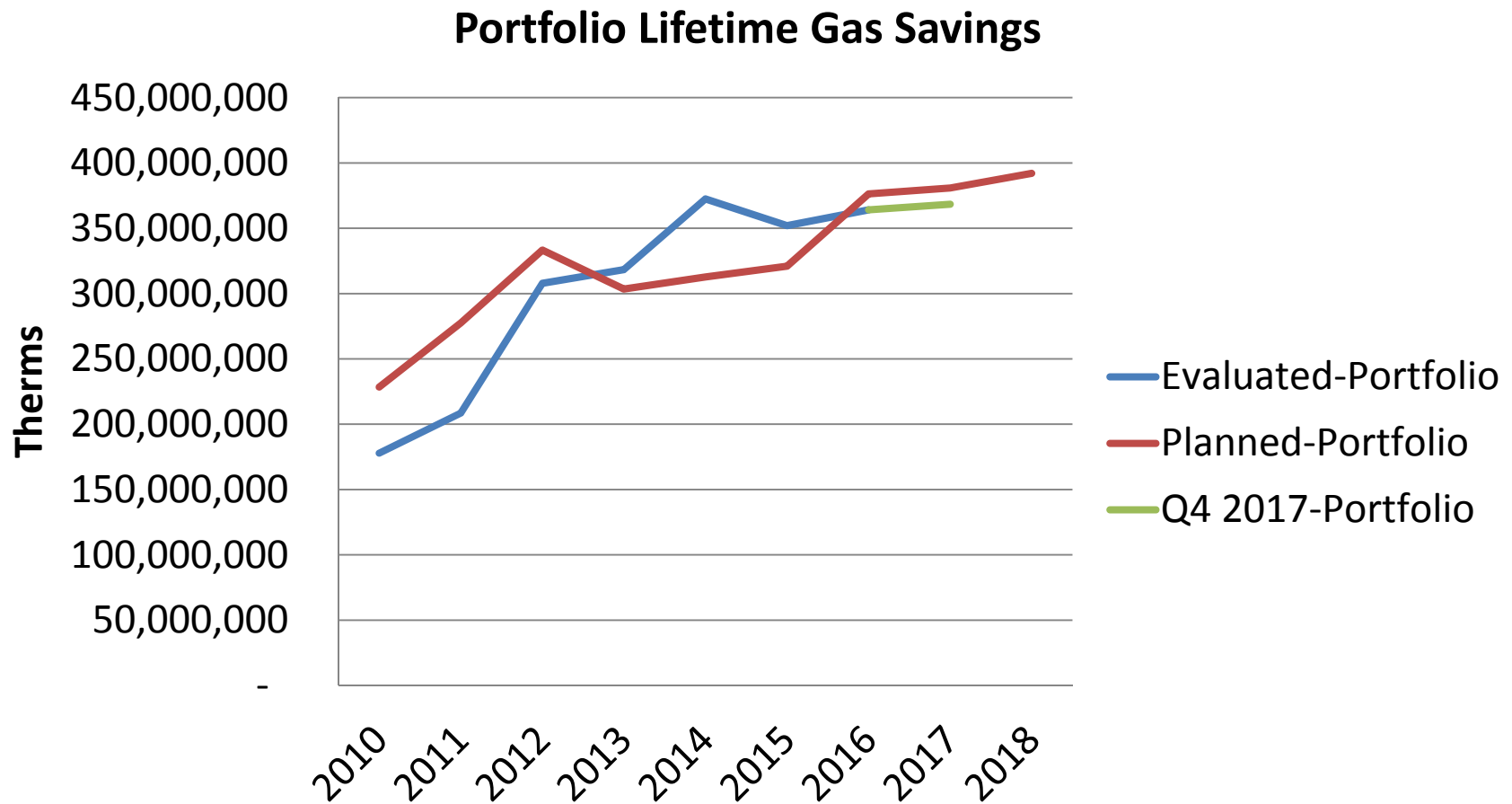




# 2017 Q4 GAS SUMMARY: 2017 ANNUAL RESULTS (12/12 MONTHS)

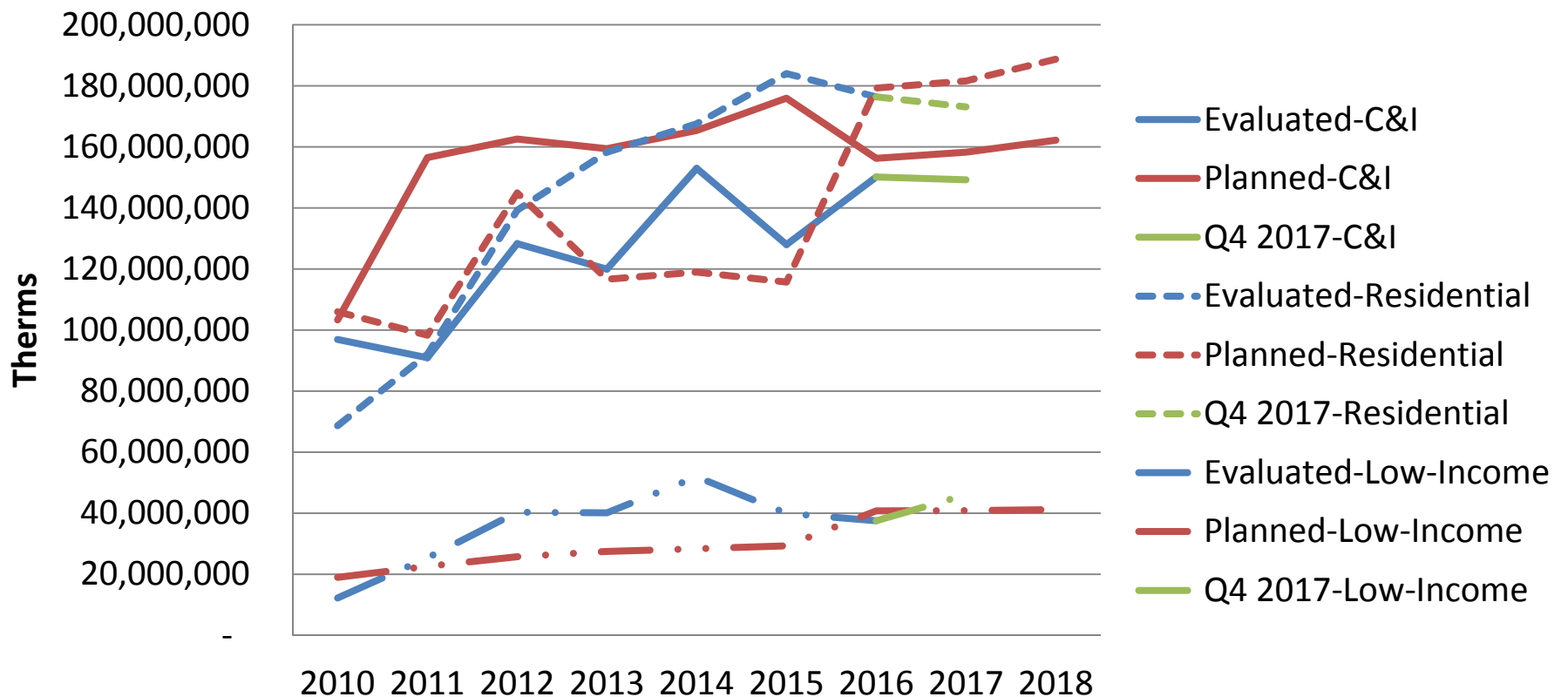


# PORTFOLIO LIFETIME GAS SAVINGS OVER TIME



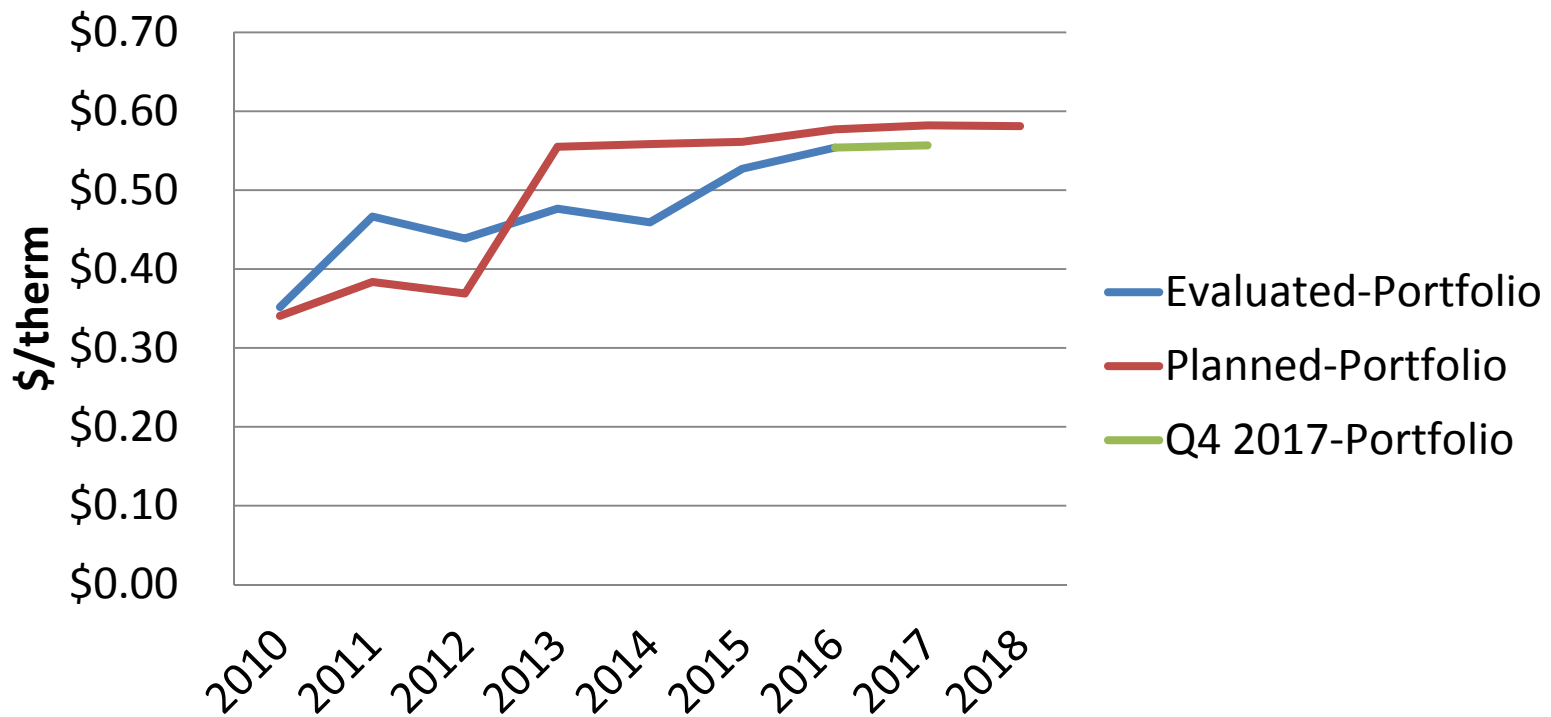
# PORTFOLIO LIFETIME GAS SAVINGS OVER TIME BY SECTOR

Lifetime Gas Savings by Sector



# PORTFOLIO LIFETIME GAS COST TO ACHIEVE OVER TIME

## Portfolio Lifetime Gas Cost to Achieve



# THANK YOU

## Questions?

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