

National Grid Electric 2018 – C&I New Construction Underspend MTM



MTM Request

- C&I New Construction program
- Underspend by 29% (\$25 million)
- Results in C&I Sector level underspend of 3% (includes C&I HTM program underspend)

C&I New Construction Term Projections

- 92% of Lifetime Savings
- 92% of Benefits

Initiative Level Drivers

- C&I New Buildings & Major Renovations
 - Number of savings generating projects are lower than planned
 - Fewer projects cause lower incentives for initiative, and customer Incentives comprise the majority of initiative spending

National Grid Electric 2018 – C&I New Construction Underspend MTM



C&I New Construction

- C&I New Construction program underspend (\$25 million) to be re-directed to C&I Retrofit program

C&I Retrofit

- Projecting:
 - overspend by 6% (\$20.2 million)
 - achieve 143% of lifetime savings

C&I Sector Total

- Projecting:
 - underspend by 3%
 - achieve 129% of lifetime savings

National Grid Electric 2018 – Low-Income and C&I Hard-to-Measure Underspend MTMs



MTM Requests

1. Low-Income Hard-to-Measure: Underspend by 36% (\$0.8 million)
2. C&I Hard-to-Measure: Underspend by 31% (\$2.1 million)

Initiative Level Drivers

Low-Income Hard-to-Measure

- Statewide Database
- Sponsorships & Subscriptions
- Low-Income Energy Affordability Network

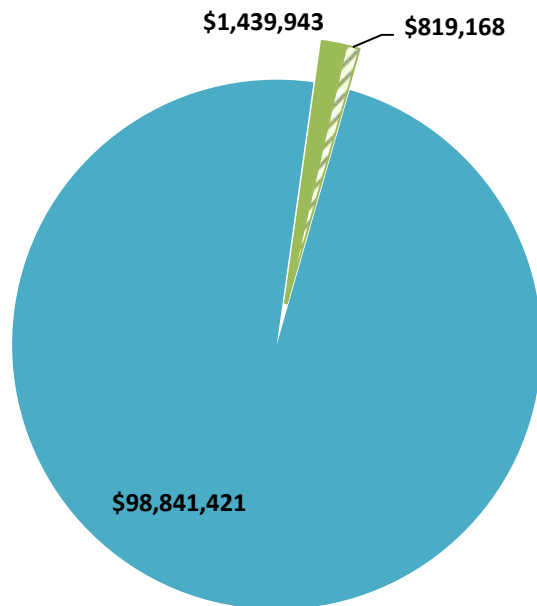
C&I Hard-to-Measure

- Statewide Database
- Sponsorships & Subscriptions
- EEAC Consultants
- Workforce Development
- R&D and Demonstration

National Grid Electric 2018 – Low-Income and C&I Hard-to-Measure 2016-2018 Budgets

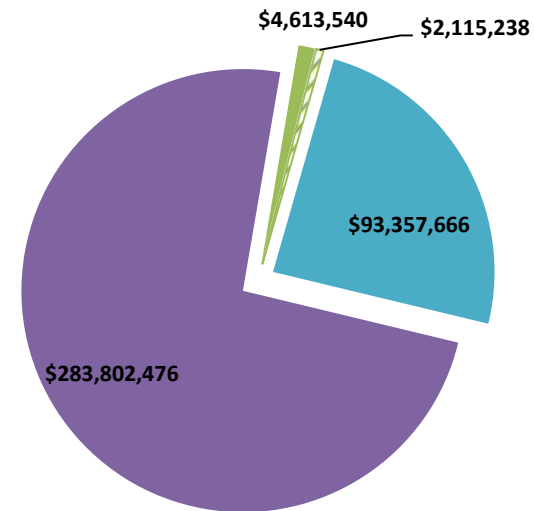


Low-Income Sector Budget



- Low-Income Whole House
- Low-Income Hard-to-Measure
- Low-Income Hard-to-Measure Underspend

Commercial & Industrial Sector Budget



- C&I New Construction
- C&I Retrofit
- C&I Hard-to-Measure
- C&I Hard-to-Measure Underspend

National Grid Gas 2018 – C&I New Construction Overspend MTM



MTM Request

- C&I New Construction program
- Overspend by 24% (\$6.6 million)
- Results in C&I Sector level overspend of 8% (includes C&I HTM program underspend)

C&I New Construction Term Projections

- 108% of Lifetime Savings
- 108% of Benefits

Initiative Level Drivers

- C&I Initial Purchase & End of Useful Life
 - Achieved 191% and 188% of lifetime savings for 2016 and 2017, respectively
 - Projecting to achieve 248% of lifetime savings in 2018
 - Primarily due to success of upstream water heater initiative

National Grid Gas 2018 – Hard-to-Measure Underspend MTMs (All Sectors)



MTM Requests

1. Residential Hard-to-Measure: Underspend by 36% (\$3 million)
2. Low-Income Hard-to-Measure: Underspend by 37% (\$0.7 million)
3. C&I Hard-to-Measure: Underspend by 28% (\$0.6 million)

Initiative Level Drivers

Residential Hard-to-Measure

- Statewide Database
- Sponsorships & Subscriptions
- EEAC Consultants
- Workforce Development
- R&D and Demonstration
- Residential Education
- Heat Loan

Low-Income Hard-to-Measure

- Statewide Database
- Sponsorships & Subscriptions
- Low-Income Energy Affordability Network

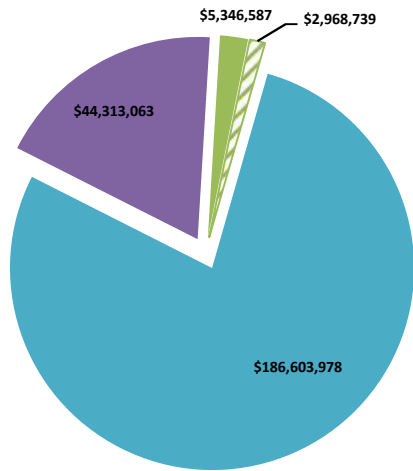
C&I Hard-to-Measure

- Statewide Database
- Sponsorships & Subscriptions
- EEAC Consultants
- Workforce Development
- R&D and Demonstration

National Grid Gas 2018 – Hard-to-Measure 2016-2018 Budgets (All Sectors)

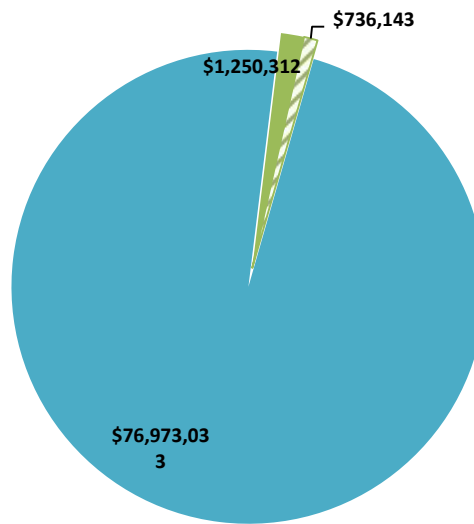


Residential Sector Budget



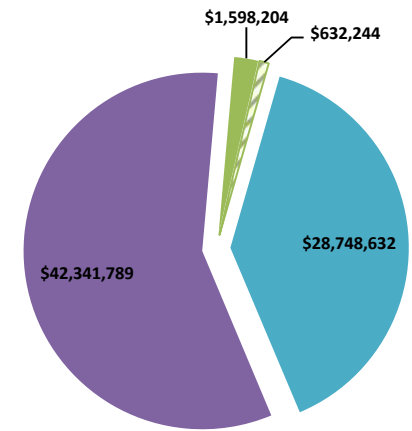
- Residential Whole House
- Residential Products
- Residential Hard-to-Measure
- Residential Hard-to-Measure Underspend

Low-Income Sector Budget



- Low-Income Whole House
- Low-Income Hard-to-Measure
- Low-Income Hard-to-Measure Underspend

Commercial & Industrial Sector Budget



- C&I New Construction
- C&I Retrofit
- C&I Hard-to-Measure
- C&I Hard-to-Measure Underspend