



Second Quarter 2020 YTD Performance

9/16/2020

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2020 Comparison to 2018 and 2019 Q2 YTD



Electric

	2018		2019		2020	
Lifetime MWh	4,722,616	33%	3,021,483	28%	2,365,181	16%
Annual MWh	576,848	42%	389,567	34%	331,754	26%
Spending	\$212.8M	33%	\$230.4M	36%	\$204.02M	30%
Benefits	\$759.6M	36%	\$659.3M	30%	\$616.7M	24%

Gas

	2018		2019		2020	
Lifetime therms	141,016,213	36%	155,612,269	38%	120,546,199	29%
Annual therms	12,255,260	42%	14,195,045	45%	9,289,762	29%
Spending	\$98.6M	43%	\$106.7M	41%	\$97.1M	36%
Benefits	\$221.3M	40%	\$293.5M	39%	\$231.8M	30%

CO₂ Q2 Emissions Reductions – Plan to Date



Sector	CO ₂ (electric)	CO ₂ (gas & delivered fuels)	CO ₂ (total)
Cumulative Plan-Term to Date (Q2 2020)	1,116,833	125,578	1,242,412
A - Residential	672,938	74,003	746,941
B - Low-Income	20,461	25,455	45,916
C - Commercial & Industrial	423,434	26,121	449,555



310,549 homes powered for a year through electric savings



26,526 homes heated for a year through gas savings



239,386 car emissions for year through electric and gas savings



18,636,790 tree seedlings grown for 10 years

Overview of 2020 Second Quarter



- Savings and benefits below Q2 2019 - seeing effects of COVID on implementation in this quarter
- Gas tracking closer to prior years than electric for some metrics
- Residential tracking closer to prior years than C&I
- Large CHP project from one PA helping to make up some savings in 2020

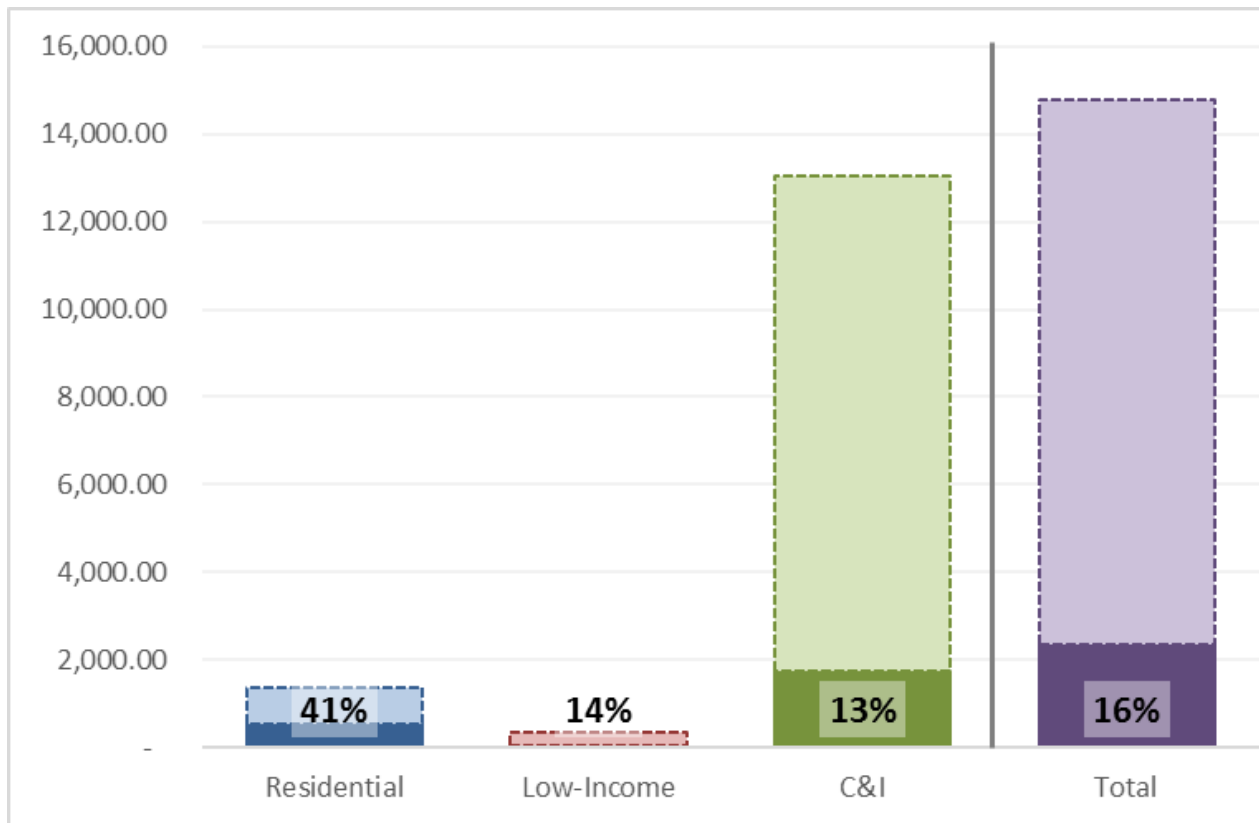
Q2 Electric Performance

Electric Lifetime Savings

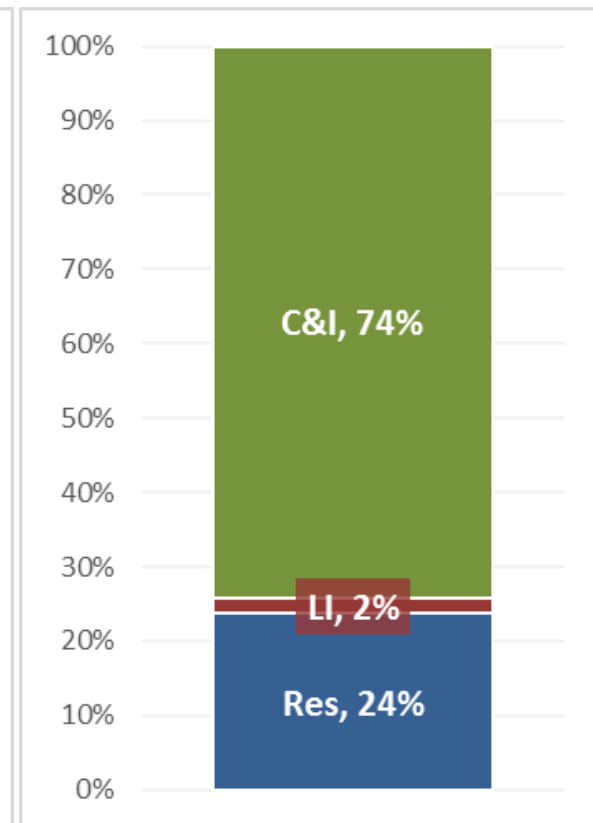


Statewide Achievements as Percent of 2020 Planned Goal (6/12 Months) 50% of plan year

Lifetime MWh to Goal



Results by Sector

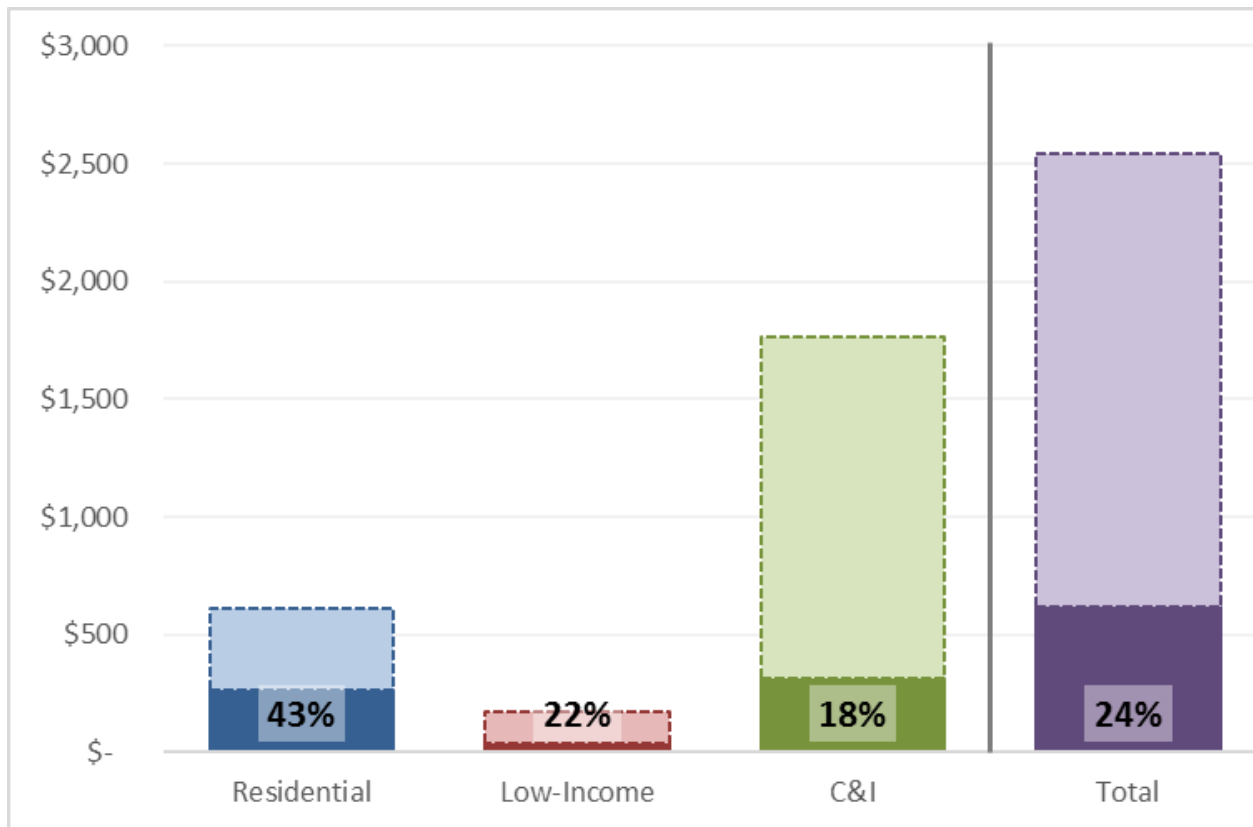


Electric Total Benefits

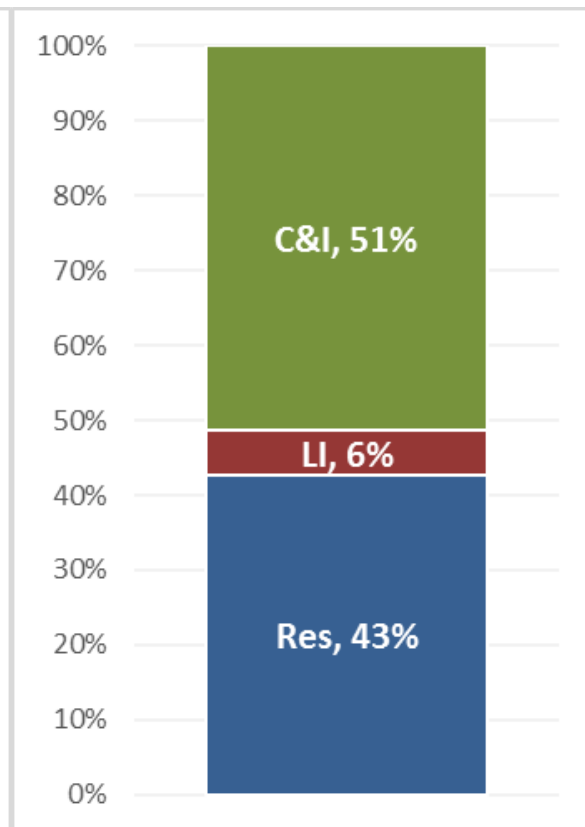


Statewide Achievements as Percent of 2020 Planned Goal (6/12 Months) 50% of plan year

Total Benefits to Goal



Results by Sector

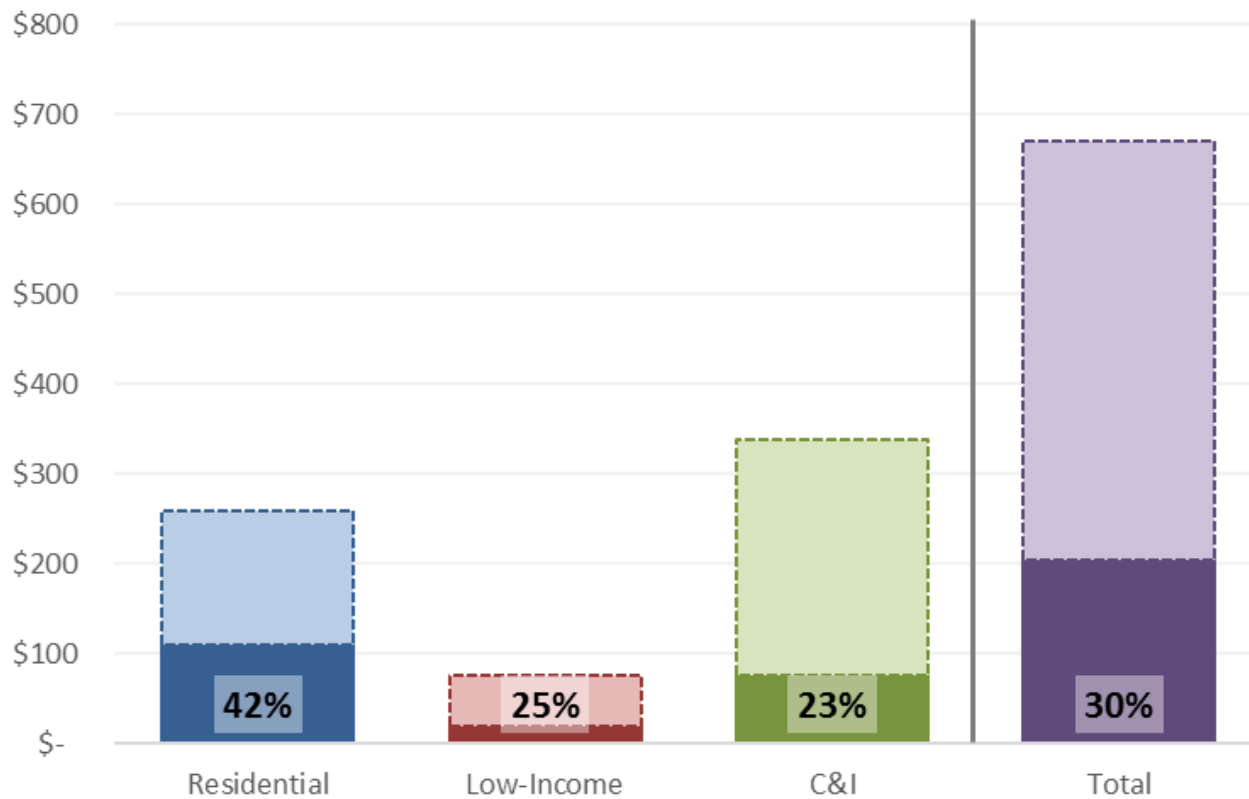


Electric Total Spend

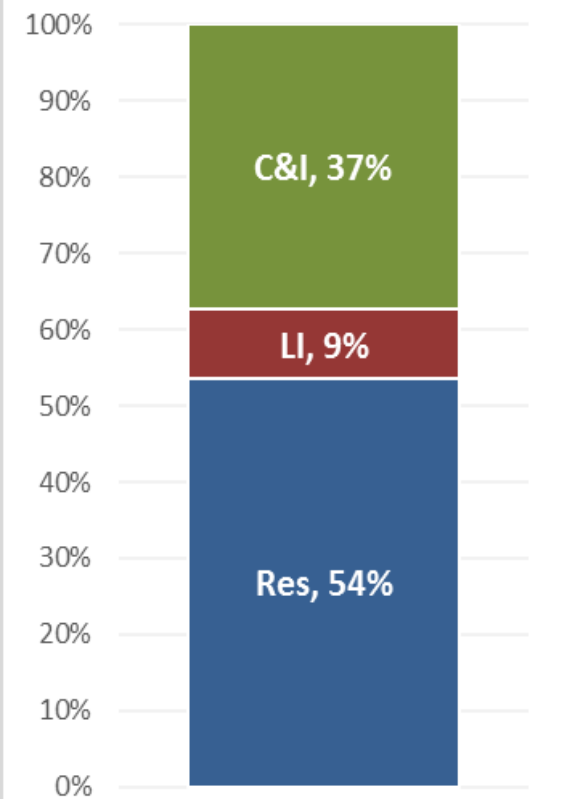


Statewide Spend as Percent of 2020 Planned Goal
(6/12 Months) 50% of plan year

Total Spend to Planned



Results by Sector



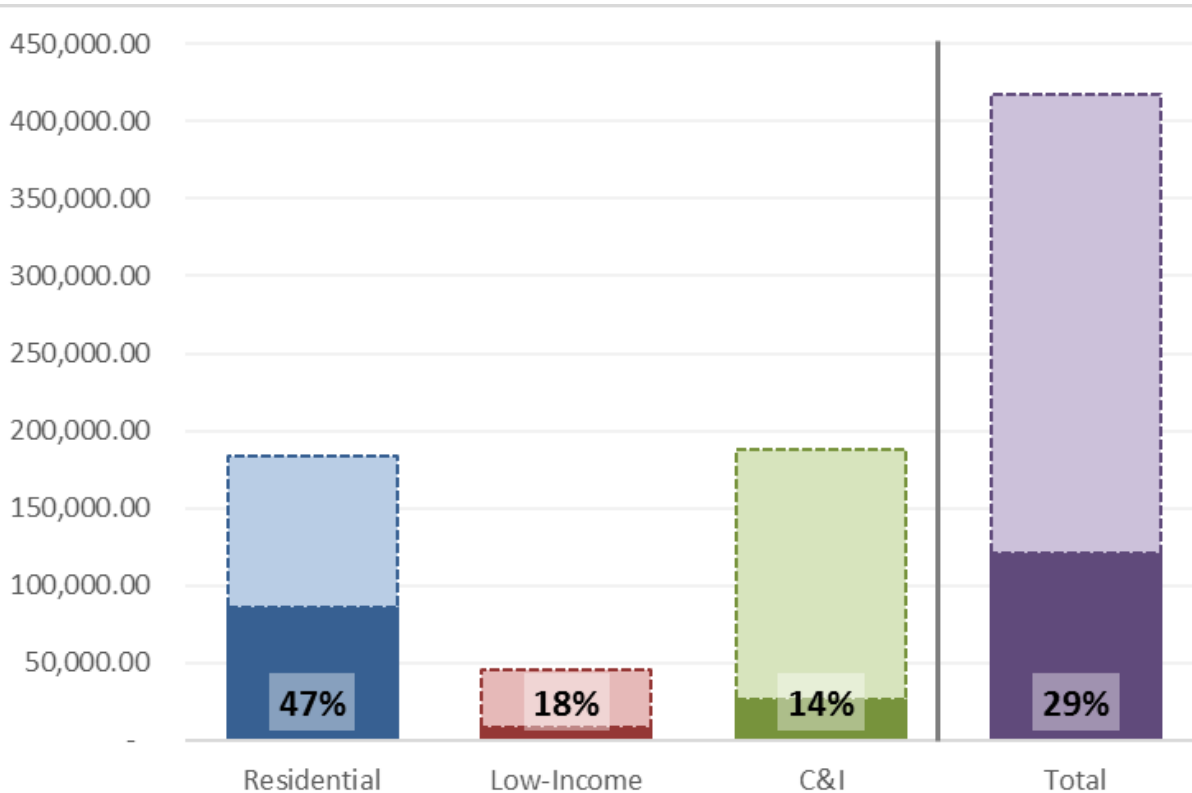
Q2 Gas Performance

Gas Lifetime Savings

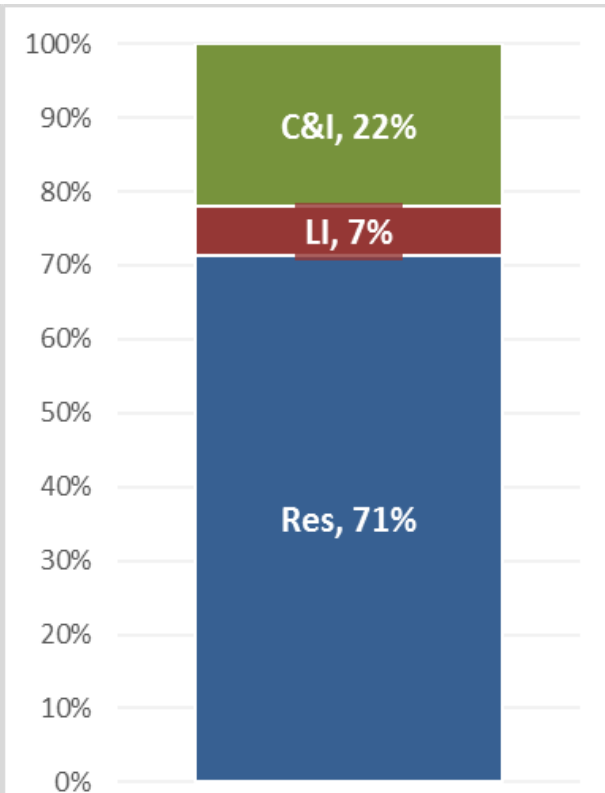


Statewide Achievements as Percent of 2020 Planned Goal (6/12 Months) 50% of plan year

Lifetime Therms to Goal



Results by Sector

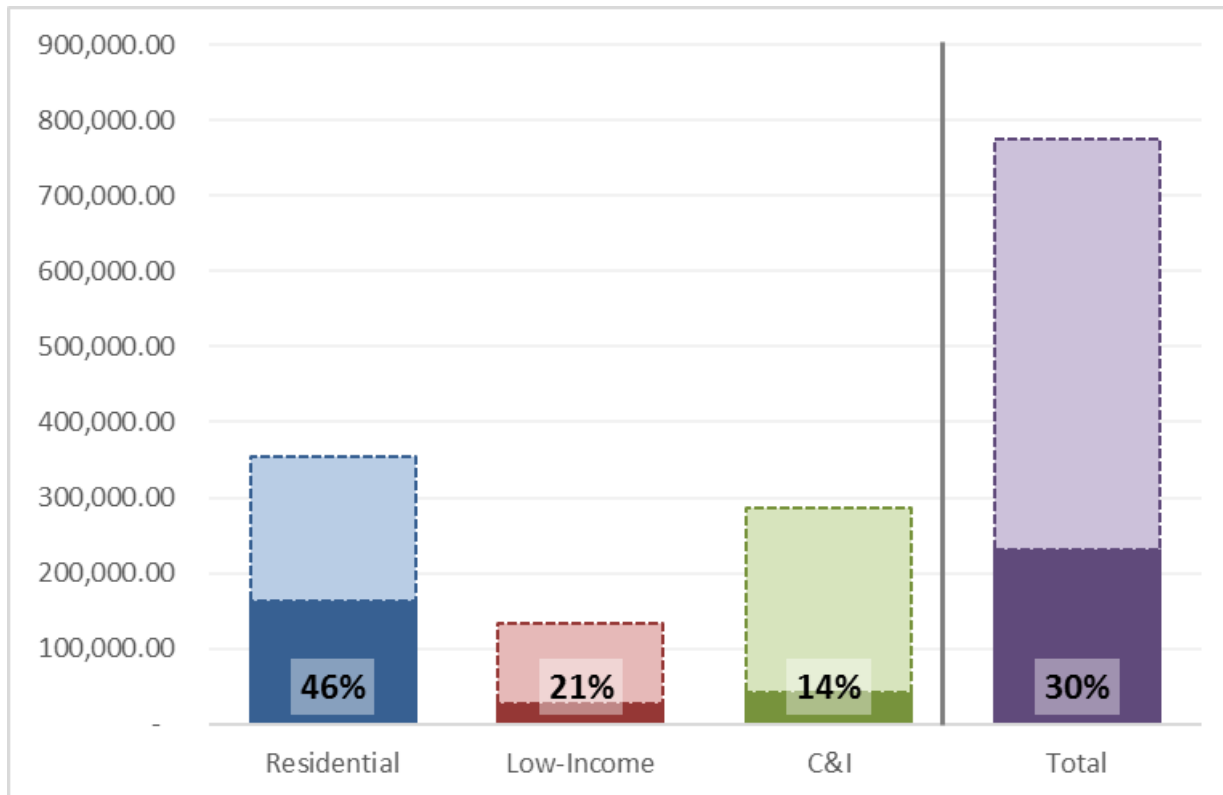


Gas Total Benefits

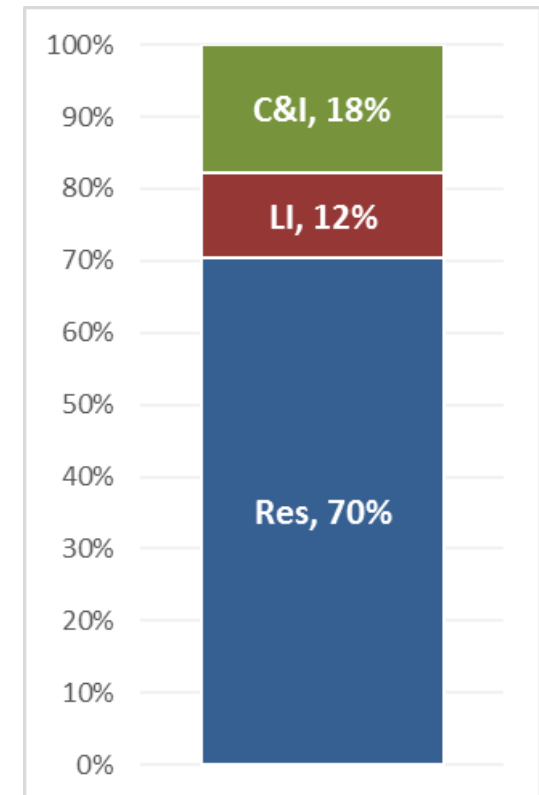


Statewide Achievements as Percent of 2020 Planned Goal (6/12 Months) 50% of plan year

Total Benefits to Goal



Results by Sector

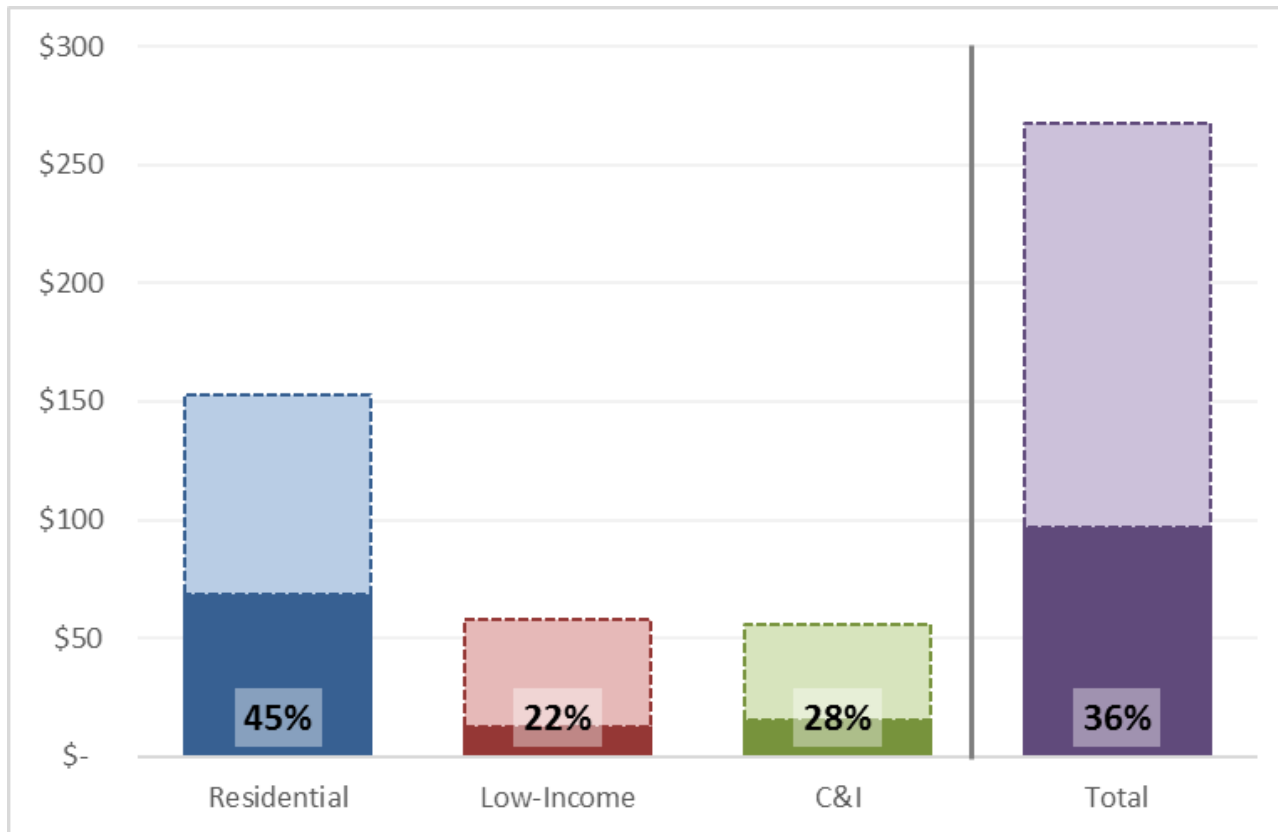


Gas Total Spend

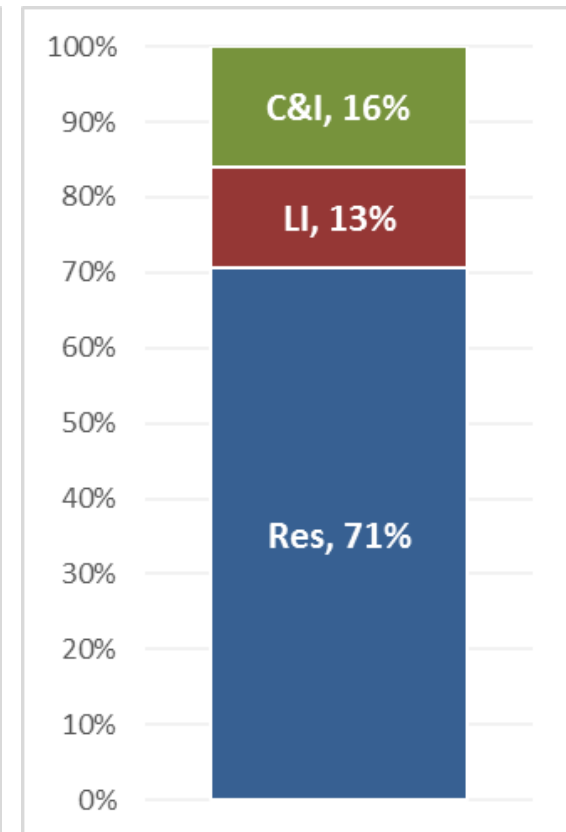


Statewide Spend as Percent of 2020 Planned Goal
(6/12 Months) 50% of plan year

Total Spend to Planned



Results by Sector



Q2 Forecasts

Q2 Forecasting in 2020



The PAs typically provide quantitative forecasts during Q2 and Q3 of each program year, but are facing unique uncertainties in 2020 due to COVID-19 that make forecasting difficult

- Will current Phase remain throughout the year, or will we move back to earlier phases in the fall?
 - Program has developed health and safety protocols designed to allow for increased or minimized contact depending on state of the virus
 - Watching availability of PPE
- Will customers be comfortable with contractors on premises?
 - Virtual services are expected to enable PAs to make up some savings
- Will contractors be able to maintain crews?
 - PAs working on workforce development efforts, trainings, and education related to government assistance programs
 - PAs keeping in very close contact with contractor partners

High Level Forecast Ranges



The PAs used high level scenarios to provide savings estimate assuming current Business As Usual (COVID BAU) as a high case, and assuming much greater restrictions in the fall due to increased cases of infection as a low case

Sector	Electric		Gas	
	Low	High	Low	High
Residential	71%	95%	67%	88%
Income Eligible	47%	67%	62%	82%
C&I	76%	92%	43%	65%
Portfolio	75%	92%	56%	77%

Quarterly Report Highlights

COVID-19 Mitigation Efforts and Trainings



- COVID-19 Mitigation Efforts
 - During Q2, the PAs suspended most contracted on premise program activity because of the COVID-19 outbreak and immediately began developing responses in order to inform customers and business partners and to enable the continuation of program activity that could safely continue, including quickly introducing virtual assessments
- Strong focus on trainings during Q2, including Health and Safety Protocol trainings
 - Trainings were offered to continue educational activities while contractors were off premises, to prepare contractors to resume in-the-field services with appropriate health and safety protocols, and to continue regularly scheduled trainings (e.g., Passive House)
 - PAs are committed to continuing trainings and acting on contractor feedback

- During Q2, worked to create HVAC facilitation webpages to be published on Masssave.com in Q3
 - These webpages will educate customers about heating and cooling equipment for any applicable fuel type and about how to work with contractors
 - They will also include installation best practices, information on how to apply for a rebate, and how to maintain HVAC equipment once it has been installed
- The PAs worked to establish the online Energy Efficiency Learning Center (“EELC”)
 - By the end of June, 35 contractors had completed the required trainings, and over 200 contractors were enrolled.
 - Current courses include: Air Conditioner and Heat Pump High Performance Tune-up, Measuring Air Distribution, HVAC Equipment and Energy Usages: Obstructed Air Flow – Condenser or Filter, HVAC Equipment Energy Usage: Charge Levels Refrigerant Leaks, measureQuick Start to Finish

Streetlight Conversions



- PAs continued work with municipalities and other owners of exterior lighting to promote and assist in LED conversions
- Each community requires a case-by-case approach based upon the existing lighting ownership structure, project costs, existing lighting and metering configurations and the available technology options
- As of June 2020, 63% of all streetlights statewide have been converted to LED

Thank you

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