

August 13, 2015

BY E-MAIL

Ms. Judith Judson, Commissioner
Department of Energy Resources
100 Cambridge St., Suite 1020
Boston, MA 02114

Mr. Mark D. Marini, Secretary
Commonwealth of Massachusetts
Department of Public Utilities
One South Station
Boston, MA 02110

Re: 2013-2015 Three-Year Energy Efficiency Plans, D.P.U. 12-100 - D.P.U. 12-111
Quarterly Report – Second Quarter, 2015

Dear Commissioner Judson and Secretary Marini:

On behalf of Bay State Gas Company, d/b/a Columbia Gas of Massachusetts; The Berkshire Gas Company; Blackstone Gas Company; Boston Gas Company, Colonial Gas Company, Massachusetts Electric Company and Nantucket Electric Company each d/b/a National Grid; Cape Light Compact; Fitchburg Gas and Electric Light Company d/b/a Until; NSTAR Electric Company, NSTAR Gas Company and Western Massachusetts Electric Company, each d/b/a Eversource Energy; and Liberty Utilities (New England Natural Gas Company) Corp. d/b/a Liberty Utilities (the “Program Administrators”), please find the Program Administrators’ Quarterly Report for the Second Quarter of 2015. This quarterly report is being submitted in accordance with An Act Relative to Green Communities (“Green Communities Act”), codified as G.L. c. 25, § 22(d), and with the Program Administrators’ 2013-2015 Three-Year Energy Efficiency Plans (the “Plans”), each approved by the Department of Public Utilities (the “Department”) by its Order, dated January 31, 2013, in dockets D.P.U. 12-100 through 12-111 (the “Order”).

This report contains a narrative summary of activities undertaken by the Program Administrators in the second quarter of 2015, along with quantitative quarterly report information included in the report at Attachment A.

Judith Judson, DOER
Mark D. Marini, DPU
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Should you have any questions with respect to the Quarterly Report, please do not hesitate to contact any of the undersigned.

Very truly yours,

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Enclosure

cc: Energy Efficiency Advisory Council (via website posting)

Quarterly Report of the Program Administrators

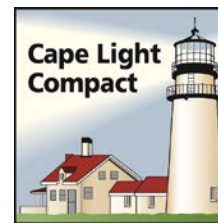
Second Quarter, 2015

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nationalgrid

EVERSOURCE

**Columbia Gas[®]
of Massachusetts**
A NiSource Company



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 **Liberty Utilities[™]**

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**QUARTERLY REPORT TO THE EEAC
QUARTER TWO, 2015**

August 13, 2015

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I. Introduction

Pursuant to the requirements of the Green Communities Act (“GCA”), codified at G.L. c. 25, § 22(d), “The electric and natural gas distribution companies and municipal aggregators shall provide quarterly reports to the council on the implementation of their respective plans. The reports shall include a description of the program administrator’s progress in implementing the plan, a summary of the savings secured to date and such other information as the council shall determine.”

Building upon this legislative mandate, as well as the Order of the Department of Public Utilities (“Department”) in 2013-2015 Energy Efficiency Plans, D.P.U. 12-100 to D.P.U. 12-111 dated January 31, 2013, approving Three-Year Energy Efficiency Plans (the “Plans”) for each Program Administrator (“PA”), this document serves to report on PA activities throughout the Commonwealth during the second quarter of 2015.¹ This document presents narrative status updates regarding program implementation and specific areas of interest as requested by the Energy Efficiency Advisory Council (“EEAC” or “Council”), followed by quantitative data set forth at Attachment A. This data will also be available on <http://www.masssavedata.com>.

The attached data tables show that the PAs are on track to meet 2015 goals and the three-year goals of the 2013-2015 Plan. For 2015, at the end of the second quarter, electric PAs are at 38% of lifetime savings, 39% of annual savings, and 45% of spending. On a three-year basis, electric PAs are at 75% of lifetime savings, 77% of annual savings, and 78% of spending. For 2015, gas PAs are at 43% of lifetime savings, 48% of annual savings, and 42% of spending. On a three-year basis, gas PAs are at 88% of lifetime savings, 89% of annual savings, and 75% of spending.

¹ The PAs are required to file these Quarterly Reports with the Department of Public Utilities for informational purposes. 2010-2012 Energy Efficiency Plans, D.P.U. 09-116 – D.P.U. 09-120 and D.P.U. 09-121 – D.P.U. 09-128 (January 28, 2010).

II. 2015 Council Priorities Update

1. *Design and Develop a Statewide Database.* The Council maintains that designing and developing a comprehensive, accessible, secure statewide database is a top priority. The DPU released Order 14-141 calling for an operational database in 2015.

ACTION: The PAs remain committed to a comprehensive, accessible and secure statewide database. In the second quarter of 2015, the PAs continued work on updating and improving Mass Save Data (www.masssavedata.com) (“MSD”), the PAs’ online statewide energy efficiency database, which improves public and stakeholder access to the extensive data reported by the PAs. MSD provides quantitative data similar to that in the PAs’ public reports, including information related to participants, expenditures, annual and lifetime savings, electric capacity, and benefits. MSD provides data on both a PA-specific and statewide basis and allows the public to download data to Excel or PDF formats. In Q2, Mass Save Data was updated to include 2014 actual data based on the 2014 Plan-Year Reports. The website is now populated with 2010-2012 data (plan and evaluated); 2013-2014 data (plan, preliminary and evaluated), and 2015 plan, quarterly and monthly data. As of Q2, Mass Save Data tabs included the home page, portfolio overview, sector overview, performance details, sales and savings, cost to deliver, HES activity, monthly reporting, and glossary. The Program Administrators are also working on adding additional tabs, including geographic reporting, regulatory reporting, and measure level data. A greenhouse gas emissions reductions tab was added in Q3. The PAs plan to continue to identify other needed improvements as they work with the data in MSD in 2015.

2. *Achieve Savings and Benefits Goals during final year of the 2013-2015 Three-Year Plan, particularly in the C&I sector.* C&I savings goals were not met in 2011, 2012, and 2013, and the Council understands that the Program Administrators may fall short in 2014. The C&I electric shortfall must be accounted for in 2015 if the PAs are to meet their 2013- 2015 three-year plan goals. In addition, the Council seeks to investigate opportunities to smooth out the rate at which savings are finalized throughout the year (i.e., mitigating the “hockey stick” effect).

ACTION: In Q2, the Program Administrators continued to work diligently toward achieving the 2015 savings and benefits goals, particularly in C&I. As of Q2 2015, electric PAs have achieved 60% of their C&I three-year lifetime savings goals, and gas PAs have achieved 61% of their C&I three-year lifetime savings goals. PAs are continuously exploring opportunities to expand offerings, enhance strategies and encourage participation throughout the year. The lighting subcommittee was busy working on enhancements in Q2. Two upstream lighting topics were reviewed and approved for implementation, providing enhanced incentives and new products. Additionally, PAs considered a baseline study for LED products and reviewed specifications for a regional lighting controls initiative. PAs continued to meet individually with various manufacturers and distributors regarding new products and

partnering opportunities. On the gas side, the Natural Gas Subcommittee finished an RFP process for upstream gas water heaters in Q2, selecting a new third-party program manager overseeing data collection and day-to-day operations, promotion, and reporting of this program. The PAs participated in an EEAC C&I workshop in Q2 and gained insight into councilor goals related to C&I programs going forward. The PAs have discussed C&I programming and the “hockey stick” with councilors at previous workshops. The PAs explained that the “hockey stick” is a reliably predictable phenomenon that the PAs factor into their forecasting efforts. The PAs noted that this pattern is related to the financial and operating constraints that influence customer decision-making.

3. ***Improve Customer Access to and Use of Energy Efficiency Programs.*** *Clearly define, standardize, measure, and benchmark participation, identify any missed opportunities, develop and implement strategies for improving customer access to existing energy efficiency programs while encouraging deeper savings with participants.*

ACTION: The PAs have continued to improve customer access to and use of the energy efficiency programs through program design, implementation strategies, and marketing efforts in Q2. In order to understand customers and participation, the PAs are analyzing data available in Residential and C&I Customer Profile Studies. PAs have also sought to reach customers through their awareness marketing campaign. In the second quarter, the 2015 Mass Save Awareness campaign included additional media channels in the media mix, such as mobile advertising (smartphones & tablets), mobile geo-fenced ads, streaming radio, commuter rail and MBTA station advertising, and bus side advertising. Additionally, in an effort to reach customers, the PAs’ marketing vendor worked with all vendors to meet and exceed energy vertical benchmarks for click-through-rate and video-completion-rate as well as to deliver engaged visitors to MassSave.com. The PAs have continued to seek deeper savings in Q2 through a variety of methods. In Q2, the Contractor Best Practices Working Group decided to shift the focus of the group to addressing big picture programmatic topics that drive deeper energy savings and improved customer experience. On the evaluation side, in the HES Program Delivery Assessment and HEAT Loan Delivery Assessment, the PAs are seeking to identify opportunities for greater and deeper savings for the Home Energy Services and Heating and Water Heating initiatives, as well as for the overall residential portfolio. PAs continued regular meetings of the management committees, which continue to discuss and share opportunities, strategies, and identify ways to encourage deeper savings through the programs, and also participated in residential and C&I workshops.

4. ***Analyze and determine council recommendation on a fully integrated and distinct Multi-family effort, and explore establishment of a new Multi-family initiative.*** *Utilize consultant support to analyze the results of creating a fully integrated and distinct Multi-family effort, possibly including a new initiative in the 2016-2018 Three-Year Plans. Evaluate and determine Council position.*

ACTION: The PAs explored recommendations related to multi-family initiatives in 2016-2018 in Q2, particularly in the context of preparing the April 30th draft of the 2016-2018 Plan. The Multi-Family Working Group (including residential and C&I program management staff and vendors) continued to meet regularly through the second quarter. The PAs are committed to evolving and optimizing the Multi-Family initiative and are seeking to improve the customer experience and provide customers with a single point of contact. For 2016-2018, the PAs are revisiting the roles of the Multi-Family Market Integrator (which was a major PA innovation that has been nationally recognized) and the program-delivery vendors to ensure that customers have a project-level lead contact. PAs will also track and report the commercial and residential meter savings separately. The PAs continue to seek to collaborate with stakeholders including LEAN, EEAC councilors, and DOER. PAs will continue to ensure that a mix of regional best practices and cutting-edge strategies are used to address the needs of the Massachusetts multi-family retrofit market.

5. ***Inform, review, and finalize the 2016-2018 Three-Year Plans.*** *Relay clear Council priorities and recommendations to the Program Administrators for inclusion in the 2016-2018 Three-Year Plans. Review and finalize the 2016- 2018 Three-Year Plans.*

ACTION: The PAs attended and participated in Council meetings in Q2, including regular monthly meetings, executive committee meetings, and workshops in order to learn the Council's priorities and provide information related to those priorities in the April 30th three-year plan. The PAs closely reviewed discussions and recommendations from EEAC workshops and the Council's March 31, 2015 "Resolution Concerning Its Priorities for the Development, Implementation, and Evaluation of the 2016-2018 Three-Year Energy Efficiency Plans," and incorporated many of the themes and comments into the program designs for the April 30, 2015 draft plan. The Program Administrators actively worked with the Executive Committee and EEAC to understand its goals related to the July Resolution on the April Plan and will address these extensive and detailed recommendations in their September draft and October final Plan. The PAs will continue to work closely with the Council, its consultants, DOER, the Attorney General, LEAN, and many other stakeholders in the coming months to revise and finalize the 2016-2018 Plan.

III. Gas and Electric Program Highlights

Since the Department of Public Utilities (“Department”) approved the Gas and Electric Three-Year Energy Efficiency Plans on January 31, 2013, the Program Administrators have been proceeding with the implementation of their EEAC-endorsed 2013-2015 Plans.

In Attachment A, the PAs present quantitative cost and savings data, along with other data. The PAs will keep the EEAC apprised of significant cost and savings variances from Plan goals that become apparent as the PAs continue to implement programs over the three years of the Plan.

RESIDENTIAL SECTOR

Residential New Construction

The Program Administrators have continued to focus on outreach and recruitment throughout the second quarter of 2015 in order to build a strong pipeline for 2016 and beyond. PAs representing this initiative were present at 19 events throughout the quarter while both attending and sponsoring an additional five events, including a training hosted jointly by the MA RNC initiative and the Massachusetts Clean Energy Center (“MassCEC”). The PAs are working on developing and/or sponsoring additional training events throughout the remainder of 2015.

The statewide vendor continues to work closely with the PAs to forecast unit completions for the 2015 program year by working with builders and HERS Raters to maintain an accurate pipeline. Based on the current forecasts and second quarter completions, the PAs are on target to reach their 2015 goals.

During the second quarter the PAs, their statewide vendor, and the HERS Rater Panel met for the quarterly meeting.

As of the end of June, 2015, there were 157 communities in Massachusetts that had adopted the Stretch Energy Code.

Residential Electric New Construction

At the end of the second quarter of 2015, the electric PAs completed 1,542 units statewide. The PAs have a strong pipeline going forward.

Residential Gas New Construction

During the second quarter of 2015, the gas PAs continued the trend of high participation rates seen throughout the first quarter. At the end of June, the gas PAs had achieved 1,110 unit completions.

Residential High-Rise New Construction

At the end of the second quarter of 2015, 13 projects with 997 residential units completed the High-Rise program path: 98 low-income units, and 754 non-low income units. Recruitment

efforts among the most active multi-family developers continued throughout the quarter.

C&I Coordination

Monthly project meetings were held with C&I and residential program managers of Eversource and National Grid to review and qualify projects for participation in the High-Rise Path. The meetings are focused on identifying all cost-effective energy saving opportunities and preventing the double counting of savings for projects that have submitted custom measures.

Multi-Family Retrofit

Through the conclusion of the second quarter, most PAs are expecting to meet or exceed goals.

The Multi-Family Market Integrator (“MMI”) received over 5,100 incoming calls in the first and second quarters, a 38% increase in volume over the same period in 2014.

The PAs also piggybacked on National Grid’s sponsorship of the Community Associations Institute – New England Chapter (“CAI-NE”) as a follow-up to a recommendation of the most recent evaluation. This opportunity provides more marketing exposure to the multi-family target market.

The Multi-Family Working Group continued to meet regularly through the second quarter. The PAs are looking forward toward the next three-year energy efficiency plan, with a focus on a single point-of-contact, feedback and collaboration with stakeholders including LEAN, EEAC Councilors, and DOER. PAs will continue to ensure that a mix of regional best practices and cutting-edge strategies are used to address the needs of the Massachusetts multi-family retrofit market.

Home Energy Services and HEAT Loan

Program Administrators continue to trend ahead with production and savings at the conclusion of the second quarter of 2015.

Home Energy Services (“HES”) Initiative

Program Administrators continue to meet with the competitively procured high efficiency lighting distributor biannually to investigate additional opportunities for savings. In Q2 some PAs were able to make adjustments to LED maximums per home, resulting in electric savings trending much higher than Q2 2014.

The Wireless Enabled Thermostat Installation Incentive offered by some PAs continues to gain more traction as marketing efforts have begun to increase. Those PAs offering this incentive continue to look for opportunities to streamline this offering to customers at the Home Energy Assessment.

Early replacement rebates continue to be offered to customers in the second quarter. PAs are seeing a strong customer interest as in previous years. The 2015 deadline to submit early

replacement rebates is October 30th.

Some of the previous Three-Year Energy Efficiency Plan enhancements continue to be offered to customers including:

- Pre-Weatherization Barriers Offer
- Cross Program Promotions
- 2-4 Unit Incentive (Renew Boston)
- Deeper Savings Initiative (National Grid continues to offer their Deep Energy Retrofit program)

Marketing

Most PAs are participating in a statewide radio advertisement on Greater Media and CBS Stations running from April through September 2015 promoting Home Energy Assessments and weatherization incentives.

Contractor's Best Practices Working Group ("BPWG")

In Q2 2015, the BPWG decided to shift the focus of the group to addressing big picture programmatic topics that really drive deeper energy savings and improved customer experience as outlined in the BPWG charter from 2011. The group held a brainstorming session on various topics to discuss this shift and will continue to tackle these issues within the monthly meetings. The BPWG elections for a new group will be held in Q3.

HEAT Loan

Through the second quarter, HEAT Loan interest and amount financed continues to trend higher than Q2 2014. Central AC, heating equipment, and windows continue to be the primary measures installed.

Residential Lighting

During the latter part of Q2, Energy Federation, Inc. ("EFI") assumed processing responsibilities from Blackhawk for the residential upstream lighting and appliance programs. As part of this transition, partners participating in lighting or appliance Negotiated Cooperative Promotions ("NCP") began to email sales data, invoices, and other supporting documentation to EFI's NCP email address. Blackhawk is currently processing all invoices received prior to June 1st and is scheduled to provide EFI with their final invoicing numbers on all upstream programs later next month. Blackhawk will forward all mail-in rebate forms they receive to EFI's Westborough, MA processing center. Cadmus will also provide vendor Lockheed Martin with updated mail-in rebate forms that feature EFI's mailing address.

The PAs worked with outreach vendor Lockheed Martin and lighting partners to adjust incentive levels, end some lesser performing promotions, reduce allocations, and evaluate where additional changes may be needed.

Finally, the Lighting Catalog was completed and mailed.

Residential Consumer Products

The PAs and their Retail Outreach vendor Lockheed Martin successfully recruited all distributors that were identified as major suppliers to Massachusetts pool dealers/installers, into the new Mass Save Upstream Pool Pump Program. Partners include Baystate Pool Supplies, Northern Supply Inc., Bel-Aqua Pool Supply, Imperial, and Accu-Care. SCP, the largest distributor of pool pumps in Massachusetts, was the first distributor to sign a Memorandum of Understanding (“MOU”). To help spread the word, SCP developed a flyer to share relevant information about the new program model with their dealers. These new partners believe the new upstream program will help increase awareness and boost sales of ENERGY STAR certified pool pumps. The PAs will begin to see these come through the program after the fulfillment contractor transition is complete in Q3.

The PAs supported the US Environmental Protection Agency’s (“EPA”) Flip Your Fridge campaign, mainly through social media. Sponsors also ran a dehumidifier sweepstakes through social media which was supported by social media and radio. There were two winners and almost 5,000 unique entries. Additionally, the PAs worked with Sears to develop dehumidifier floor stack signs to promote the PAs’ \$30 mail-in rebate offer on ENERGY STAR certified units. To support these efforts, Sears provided additional Kenmore Elite dehumidifier units to 22 Massachusetts participating locations. At the end of the month, Sears stated that dehumidifier sales for these participating stores increased by 45% when compared to the previous year.

Multiple dehumidifier community turn-in events were held across the state. Customers who brought in an old, working unit during the events received a mail-in application for a \$30 incentive. Prior to the events, flyers created by the marketing team were posted by the Lockheed Martin field staff around each respective event location and in nearby stores where approved. These events were arranged with each town’s Department of Public Works to coincide with their household recycling days.

PAs, along with marketing vendor Cadmus, held a 10-day room air cleaner promotion via social media. The PAs worked with an air cleaner manufacturer who also provided an additional discount for Mass Save customers. Customers received an instant discount via the Facebook promotion. The promotion resulted in 876 units sold. The response to the promotion on social media was very positive. Mass Save promoted tweets received over 20 retweets and promoted Facebook posts had more than 80 shares. A number of fans also tagged their friends in comments to call out the promotion to them.

Retailers received new point-of-purchase and program materials, including refrigerator-freezer rebate forms, 2015 appliance posters, and ENERGY STAR appliance clings for clothes dryers and freezers.

Six Advanced Power Strip (“APS”) MOUs including NCPs with TechniArt, MegaLight, TrickleStar, and the Energy Saving Fundraiser Programs were created or extended for the PAs

in 2015. In May, TrickleStar's Home Depot markdowns in Massachusetts began, offering customers a seven outlet Tier 1 APS for \$8.88. APS displays in stores were featured in aisles or on wing stacks, complete with co-branded PA signage.

The 2015 appliance and consumer electronics surveys commenced. ENERGY STAR dryers and Most Efficient dishwashers were added as new collection fields.

The PAs are working with marketing vendor Cadmus and Aubuchon Hardware on a fall end cap promotion which will include educational in store videos. Aubuchon will be emailing their customers.

Gas Residential Heating and Water Heating

The Program Administrators have continued to improve the updated www.GasNetworks.com website. Both the Contractor Training and Event Calendar sections continue to expand as the number of highlighted contractor training opportunities grows. The Home Thermostat Rebate portion of the site now includes a focus area banner promoting the responsible recycling of mercury thermostats. The redesigned site features an enhanced look and feel, mobile device responsiveness, and deeper site analytics.

The March issue of the GasNetworks® Newsletter was pushed into early Q2 so that Early Heating Replacement measure details could be promoted to the over 3,100 subscribers. In upcoming newsletter editions, the PAs plan to highlight the proper installation of Outdoor Reset Controls on condensing boiler installs. The article will also highlight available contractor trainings, which include a session at this fall's GasNetworks Conference.

Throughout the second quarter of 2015, GasNetworks Field Services vendors continued their outreach efforts. In 2015, over 850 supply house visits have been made in Massachusetts, Rhode Island, and New Hampshire to promote the program rebates, distribute rebate applications, and attend contractor counter days.

At the close of the second quarter, the reported savings for gas Residential Heating and Water Heating vary by PA, but most PAs are on target, with an expectation of meeting and/or possibly exceeding annual savings goals.

Electric Residential Cooling and Heating

The budgets and savings for electric Residential Heating and Cooling vary by PA, but generally they are on target for the second quarter of 2015, with an expectation of meeting and/or possibly exceeding goals.

The first joint Gas and Electric Heating and Cooling Working Group meeting occurred on June 19, with gas issues addressed in the morning, electric issues in the afternoon, and a joint session in between.

On April 3rd, the PAs issued an RFP for a common rebate processing vendor for Gas and

electric Heating and Cooling, as well as HES. The PAs are reviewing responses and the award is expected to be made later in the summer.

In the second quarter of 2015, COOL SMART conducted 19 full-day QIV trainings, reaching 176 field technicians from 121 contractors. Eleven contractors are participating in a field test of a new QIV measure for ductless mini-splits over the summer. Through Q2 the contractors have completed a quarter of the target number of field tests. Initial results have been promising, and the measure will be reviewed in the fall for possible expansion to the full QIV contractor base in 2016.

The early air conditioning replacement measure continues through the end of October, in alignment with the HES early furnace and early boiler replacement measures.

LOW-INCOME SECTOR

Low-Income Whole House

The PAs have also translated the standard, statewide client education materials to other common languages as requested by the CAP agencies. The translated materials include the following languages: Spanish, Portuguese, Chinese, Haitian Creole, Cape Verdean Creole, Russian, and Vietnamese.

The PAs continue to participate in the Low-Income Best Practices Working Group to coordinate statewide on all aspects of the Low-Income Retrofit programs and review any new measures for possible inclusion within the program.

Low-Income Single Family

The budgets and savings for Low-Income Single Family core initiative vary by PA, but generally they are on target for the second quarter of 2015, with an expectation of meeting and/or possibly exceeding goals.

The PAs held their bi-annual review with EFI, the vendor selected for the High Efficiency Lighting RFP for direct install Residential and Low-Income programs. As a result, several new LED products were added to the bulb offering in addition to a price reduction on eight of the top ten selling LED products. The PAs continue to monitor the lighting market and are working on transitioning primarily to LEDs within all bulb categories as pricing continues to decline.

Low-Income Multi-Family Retrofit

Most PAs are on or ahead of target for budget and savings goals for Low-Income Multi-Family as demand and awareness of the program is strong.

The WEGOWise Multi-Family Benchmarking tool continues to help identify the least-efficient buildings among all those eligible for funding and to aid in prioritizing energy efficiency

projects to make the most of the budgets.

As a result of the bi-annual review with EFI, a couple of new LED products were added to the bulb offering in addition to a price reduction on eight of the top ten selling LED products. Although the primary offering is LED technology, the PAs continue to monitor the lighting market and will continue to incorporate additional products into the offering as they become available.

Low-Income New Construction

At the end of the second quarter of 2015, low-income new construction had 127 Low-Rise electric unit completions year-to-date. The PAs continues to perform targeted recruitment to the low-income market across the state, which began in 2014. The PAs continue to work with HERS Raters to solidify the low-income project forecast for the rest of 2015 in order to maintain a strong pipeline in the low-income new construction market.

COMMERCIAL AND INDUSTRIAL SECTOR

In Q2, the Program Administrators continued to work diligently toward achieving the 2015 savings goals, as well as the cumulative 2013-2015 Three-Year Plan goals, while actively exploring opportunities to expand offerings, enhance strategies and to encourage participation throughout the year.

Highlights

The PAs focused a lot of effort during the second quarter on developing the draft 2016-2018 Three-Year Plan, which was submitted on April 30th to the EEAC. In addition to developing program designs and their specific savings and budget plans and projects, the PAs also were very actively engaged with the Department of Energy Resources (“DOER”) in developing and hosting planning workshops intended to gather input from members of the Council for consideration in the draft plan.

Subcommittee Activities

The various C&I Subcommittees discussed a number of issues and areas for possible improvement during Q2. Details for each Subcommittee are as follows:

Natural Gas

The Natural Gas Subcommittee finished an RFP process for Upstream gas water heaters, selecting Energy Solutions to be the third party program manager overseeing data collection and day-to-day operations, promotion, and reporting. Energy Solutions and the PA team are on track for an August 1st launch.

Electric Non-Lighting

The non-lighting committee has been digging deeply into the challenges associated with 2015 IECC code. Indications from the Massachusetts DOER suggest this code could be in effect by January 2017, giving PAs very little time to prepare for changes. This code creates different levels of efficiency for lighting and HVAC systems. At this point it appears that picking one efficiency level for lighting, lighting controls or HVAC equipment efficiency is not possible without leaving savings on the table in some projects or over-claiming savings in others. The PAs plan to explore various paths to identify a resolution. Ultimately, PAs will work with the EMC to determine the best and most appropriate path forward.

Lighting

The lighting subcommittee continues to be busy. Some results/discussions from the second quarter include the following topics and discussions:

- Two Upstream topics were reviewed and approved for implementation
 - LED Fixture Pilot for the “Bright Opportunities” program with an enhanced incentive for integrated controls
 - Re-activation of G24 lamp with a greater incentive for dimming capabilities
- A baseline study for LED products was considered but not approved. Alternative studies with other groups will be explored (Evaluation, Non-Lighting Subcommittee) and various code impacts will be examined (IECC 2015 vs. ASHRAE 90.1 2013).
- Manufacturer’s specifications for the CALC (“Commercial Advanced Lighting Controls”) regional lighting controls initiative were reviewed.
- PAs continued to meet individually with various manufacturers and distributors regarding new products and partnering opportunities.

Subcommittee members attended LightFair 2015 in New York. Industry trends appear focused on integrated controls. Current and future program expansion planning is currently addressing these technologies.

IV. Massachusetts Technology Assessment Committee

The Statewide Massachusetts Technology Assessment Committee (“MTAC”) evaluates new technologies for inclusion in the energy efficiency programs. MTAC provides a consistent statewide venue for evaluation of new energy efficiency technologies. Additional information is available at <http://www.masssave.com/en/professionals/business-opportunities/assessment-of-new-efficiency-technologies>.

MTAC reviewed five new technology/products during Q2. These technologies/products include:

- Patented Heat Exchanger technology (MSP);
- Heat Pump Dryers;

- Boiler Controls (Intellidyne);
- Heat Recovery Filters for commercial kitchens (Ecothermal Filters); and
- Power Factor Optimization (Legend Power).

The subcommittee determined that the heat exchanger technology and heat recovery filters do not need to be reviewed through MTAC and were recommended for further review through custom projects to PAs. The subcommittee did not recommend Power Factor Optimization technology as it does not meet the eligibility requirements. The subcommittee is still reviewing heat pump dryers and Boiler Controls technology and will provide an update by the September MTAC meeting.

The subcommittee also revised MTAC process and review procedures to better align with evolving technological changes and PA approaches. The updated eligibility requirements will be posted on MTAC landing page on MassSave.com by September 2015. The subcommittee also recommended that the C&IMC post the scorecards of technologies approved in 2014 on MTAC landing page on MassSave.com website.

V. Marketing, Education, Outreach Highlights

Media Overview

In the second quarter the 2015 Mass Save Awareness campaign saw additional media channels included in the media mix, along with the channels already in-market from Q1. These channels include mobile advertising (smartphones & tablets), mobile geo-fenced ads, streaming radio, commuter rail and T station advertising (Boston market), and bus side advertising.

The following is a detailed summary of the media channels in market in Q2 2015.

Radio (5 weeks, Weeks of March 30, April 27, May 4, May 18, June 15)

- Residential, Low-Income, Multicultural and Commercial & Industrial audiences; Radio spots ran in English, Spanish and Portuguese
- A mix of :30 and :60 ads run on top-rated stations in the Berkshires, Boston, Cape Cod, New Bedford-Fall River, Springfield and Worcester markets

Digital Display (April 1-June 30)

- Geo-targeted flash banners for Residential, Commercial & Industrial and Multicultural audiences

Pre-Roll Video (April 1-April 30)

- Geo-targeted :30-second video; Residential audience
- Pre-roll video is on hiatus until September 1

Native Advertising (April 1-May 31)

- Geo-targeted content ads; Residential audience
- Native advertising test is complete

Mobile Advertising (April 1-June 30)

- Geo-targeted banner ads; Residential and Commercial & Industrial audiences
- Advertising on Smartphones and Tablets
- A two-month campaign targeted Residential audiences via geo-fenced ads within ¼ mile of all Home Depot and Lowe's in the state

Streaming Radio (June 1-June 30)

- Geo-targeted :30-second audio and companion banners; Residential audience
- I Heart Radio-Boston; ads run on KISS 108 and JAMN 94.5

Facebook (April 1-June 30)

- Geo-targeted ads; Residential audience

Paid Search (April 1-June 30)

- Search ads on top two search networks, Residential and Commercial & Industrial audiences

Business, Landlord Association & Chamber of Commerce Publications (April 1-June 30)

- Ads ran in 18 business magazines, landlord association newsletters and chamber of commerce newsletters
- A mix of ¼ Page 4C and ½ Page 4C ads

Out-of-Home (April 1-June 30)

- Residential, Commercial & Industrial and Low-Income target audiences
- Billboards (April 1-May 24) situated on major thoroughfares in Boston, New Bedford, Pittsfield, Springfield and Worcester
- Bus side advertising and interior cards (May 4-June 30)
- Commuter Rail and MBTA advertising (April 6-June 28)

Optimizations

PA vendor KSV worked with all vendors to meet and exceed energy vertical benchmarks for click-through-rate and video-completion-rate, as well as to deliver engaged visitors to MassSave.com. Due to success of the mobile advertising Residential and Commercial & Industrial campaigns, budget was reallocated from some streaming radio stations to extend the mobile campaign into June and July.

Facebook and Paid Search campaigns were monitored in Q2 to ensure that maximum impression volume and clicks were realized. On-site metrics, such as average page views and average session duration, were reviewed and allowed KSV to optimize ad delivery to best performing creative and keywords.

VI. Evaluation, Measurement, and Verification Highlights

During the second quarter of 2015, the evaluation team continued to work with ongoing studies in all three research areas - Residential, Commercial & Industrial, and Special and Cross Sector. To help share best practices and streamline the evaluation process, the Program Administrators and the Council's consultants continued monthly meetings of the Evaluation Management Committee and coordination with the Residential and Commercial & Industrial Management Committees.

The EMC recently completed a set of studies in advance of the 2014 Plan-Year Reports. Additionally, a new set of studies is expected to be available for the 2016-2018 planning cycle, with a completion deadline of August 1 for inclusion. Notwithstanding the deadline, given the potential effect of certain studies that are close to completion, the EMC has reviewed and provided a list of pending studies that will not be complete by August 1st, but which the EMC expects to be complete in time for use in the October 2016-2018 filing. The chart below details time and likely impact on the programs.

<u>Short Name</u>	<u>Aug 1st</u>	<u>Oct 31</u>	<u>Risk</u>	<u>Description</u>
C&I Custom Gas RR	no	yes	extreme	Single Study impacts over 25% of gas portfolio
C&I Custom Gas NTG	maybe	yes	medium	PAs have a good sense of final numbers
C&I Thermostat	no	yes	medium	Small measure, but large downward impact expected
Custom electric HVAC	no	yes	medium	HVAC realization rates will change - second highest end use in C&I
C&I New Construction NEIs	no	yes	minimal	Impact should be relatively small; Memo in early August
C&I LED Market Effects / Spillover	no	yes	minimal	Expect Draft results next week - complete in September
C&I Code Compliance study	no	yes	minimal	Expecting Draft in early August
Lighting Market Adoption Model	no	yes	major	Could impact every lighting measure in residential
Standard Residential Multifamily Impact	no	yes	major	Program Cost Effectiveness will be tested.
Cool Smart Incremental Cost	no	yes	medium	Program Cost Effectiveness will be tested.
Low Income Multifamily Impact Study	no	yes	medium	Likely to have an impact, but small relative to portfolio
DMSHP-Heating/Cooling Impact	no	yes	medium	Likely a loss of heating savings due to run time
Prescriptive Commercial Electric and Compressed Air	no	yes	medium	Could impact several key measures

LED Incremental Cost	no	yes	minimal	PAs have a good idea of the range already in plans
Upstream Lighting Net to Gross	no	yes	minimal	PAs have a good idea of the range already in plans, no large change expected
Lighting- Overall report	no	yes	none	None - Qualitative
Boiler Market Assessment Phase II	no	yes	none	Market Assessment
Lighting- Overall report	no	yes	none	None - Qualitative
HES Delivery and Heat Loan	no	yes	none	Market Assessment
Cross Fuel savings for Behavioral	no	no	none	Not going to complete
Low Income Health NEIs	no	no	none	Not going to complete
Residential Customer Profile	no	maybe	none	None - Qualitative

The following includes only studies that have reached at least the detailed scoping phase. There are other studies in the early scoping phase that are not included.

Residential Research Area

Work on the following studies continued:

Ductless Mini-Split Heat Pump Impact Evaluation. The objective of this study is to measure the energy usage of ductless mini-split heat pumps (“DMSHPs”) through the COOL SMART program. Due to delays from winter weather, this report results were delayed until late August 2015. The Final Report with both Cooling and Heating will not be complete until the first quarter of 2016.

HES Program Delivery Assessment and HEAT Loan Delivery Assessment. The objective of this study is threefold: (1) determine accurate conversion rates (installed measures: recommended measures) and other key performance metrics for HES overall, as well as for Lead Vendors (“LVs”) and Home Performance Contractors (“HPCs”) specifically; (2) explore the effectiveness of linkages between HES and other PA programs (most notably HEHE and CoolSmart) and attempt to identify opportunities for greater and deeper savings for each program, as well as the overall residential portfolio; (3) understand the extent to which the Mass Save HEAT Loan influences customer decision-making relative to the other factors that influence participation (PA incentives, tax credits, pre-program intentions, etc.), and to explore whether the availability of the HEAT Loan has an impact on contractor pricing. Draft and final results are expected in the third quarter of 2015.

Residential Customer Profile Study. The objective of this study is to compile PA customer and participation data on residential customers to provide insights into levels of participation, energy consumption, and energy savings relative to consumption. The study will inform several of the other ongoing evaluation efforts. Draft results are expected in the third quarter of 2015.

Lighting Multi-Stage Net-to-Gross. The objective of this study is to estimate net-to-gross (“NTG”) ratios for key product types for which incentives were offered in the ENERGY STAR® Lighting initiative and to assess the associated strategic implications. Scoping focused on supplier interviews, point-of-sale data analysis, and self-reported purchase analysis is nearly final. This will also include a comparison of the Massachusetts area to the New York area since New York has ended their lighting program. Draft results were provided in the first quarter of 2015, and a final report is expected in early August.

Lighting Incremental Cost. The goal of this study is to estimate the current incremental costs for LEDs when compared to halogen bulbs. The study may also be used to forecast the likely incremental costs in 2016 through 2018. The study will include A-line, medium screw-base bulbs as well as specialty models such as reflectors and candelabra bulbs. The study also seeks to obtain predictions from lighting suppliers about the market share of various bulb types in the absence of Massachusetts program incentives from 2015 through 2020. Draft were provided in the second quarter of 2015, with final results expected early in the third quarter of 2015.

Multifamily High-Rise New Construction Baseline Assessment. The objective of this study is to develop a baseline for construction building practices in four-story and higher multifamily buildings. The PAs, EEAC and evaluation contractor are participating in meetings to discuss the study’s scope and the best methodologies for moving forward. Due to a small sample of building to draw from, the project is expect to have draft results around fourth quarter of 2015.

Low-Income Multifamily Impact Assessment. The objective of this study is to provide an inventory of the methods currently used to estimate LIMF savings, explore opportunities for standardization where appropriate, assess whether all data required for evaluation are available, and develop PA-specific realization rates for appropriate measures. Draft results are expected in the third quarter of 2015.

Cool Smart Incremental Cost. The overall objective of this study will be to understand the changing value of the component incremental cost of central cooling equipment for both energy and demand savings. The study has presented draft results and a final study is expected in the third quarter of 2015.

Commercial & Industrial Research Area

Work on the following studies continued:

New Construction Data Mining – Codes & Standards Research. This study will leverage onsite data collected in support of the 2011 Code Compliance Baseline Study to learn about the baseline for potential code compliance program measures. The final report will be completed in the third quarter of 2015.

Commercial & Industrial LED Spillover Analysis. The primary objective of this study will be to develop an estimate of spillover savings generated by PA programs that promoted LED lighting in the commercial sector. A final report is expected in the third quarter of 2015.

Impact Evaluation of 2012 Custom HVAC Measures. This study will provide updated realization rates based on in-field metering of a robust sample of projects completed in 2012. Results are expected in the third quarter of 2015.

Impact Evaluation of 2012 Prescriptive Non-Lighting Measures. This study will provide updated savings estimates for a pre-selected group of non-lighting measures. The measures will be determined during the scoping process which will include an assessment of the percent of program savings achieved by each measure as well as the precision and confidence associated with the current measure savings estimates. Results are expected in the third quarter of 2015.

C&I Customer On-Site Assessments. This study is to build upon the data collected in the C&I customer telephone surveys and gather the data that will help the energy efficiency programs continue to grow and expand current offerings by providing a clearer understanding of the existing C&I building market in Massachusetts. This study is underway and the final report is expected in the fourth quarter 2015.

Impact Evaluation of 2013 Custom Gas Measures. This study will provide updated realization rates based on in-field metering of a robust sample of projects completed in 2013. Research began in the third quarter of 2014. Results are expected in the third quarter of 2015.

Impact Evaluation of 2013 Prescriptive Gas Measures. This study will provide updated savings estimates for a pre-selected group of gas measures. The measures will be determined during the scoping process which will include an assessment of the percent of program savings achieved by each measure as well as the precision and confidence associated with the current measure savings estimates. Research began in the fourth quarter of 2014. Results are expected in the third quarter of 2015.

Boiler Market Assessment Phase II. Phase I of the study focused on the boiler manufacturers in Massachusetts including the estimation of market size. Phase II of the study will focus on narrowing the market size estimates from Phase I, assessing the boiler program and market in Massachusetts relative to other states, characterizing the pace of change in the market, and reviewing proposed federal regulations. The study began in the fourth quarter of 2014. Results are expected in the fourth quarter of 2015, but will be dependent on when DOE releases their draft Notice of Proposed Rulemaking.

Impact Evaluation of 2013 Commercial and Industrial Custom. The objective of this Impact Evaluation of 2013 Electric Custom Process Installations is to provide verification or re-estimation of energy and demand savings for selected Custom Process projects through site specific inspection, monitoring and analysis. The results of this study will be used to determine the final realization rates for Custom Process energy efficiency measures installed in 2013. The study is scheduled to be complete at the end of the first quarter of 2016.

C&I Market Share and Sales Trend Study. The Project will analyze primary research data collected during the C&I Existing Buildings Customer On-Site Assessment Project to develop an estimate of total Commercial and Industrial (C&I) market purchases for high priority measures

in Massachusetts, and to determine the distribution of these purchases between base and high efficiency. Results are expected at the end of the fourth quarter 2015.

C&I 2014 Customer Profile. This is the fourth study in an annual series and will use existing program tracking and customer billing data to create a profile of C&I customers in the state based on market and participant characteristics such as size, business type, and program participation rates. Results are expected in the first quarter of 2016.

Special and Cross-Sector Research Area

The following specific high priority studies are being scoped out and will be included with a future regulatory filing:

Non-Energy Impacts – Low Income Health NEIs: The proposed research is aimed at identifying and quantifying NEIs of energy efficiency measures on the health and well-being of low-income energy efficiency program participants, estimating their costs, and projecting those costs to the year 2050. The PAs are working closely with representatives from LEAN and the Department of Energy to determine how this line of research can be customized to Massachusetts circumstances.

The following specific high priority studies are currently underway and will be included with a future regulatory filing:

Codes & Standards Coordination/Planning: The goal of this effort is to provide overall coordination with implementation to ensure that as implementation plans develop in this area, they are designed in such a way that the necessary data is being collected in order to evaluate the impact of such efforts along with appropriate attribution to the PAs. Recent research highlights in this area include an evaluation of Code Compliance Rates for Single Family Homes, and memos on code compliance trainings.

Market Effects HVAC Manufacturer Panel Coordination: The goal of this study is to (1) take manufacturer panel planning to the point that there is a clear and actionable plan for collecting information that will provide the best quality data possible while maintaining the strongest possible relationship with each participating manufacturer and their staff, and begin to recruit manufacturers; (2) get to the point that ongoing data collection and panel maintenance costs can be estimated by the parties slated to collect the data; and (3) get to the point that introductions can be made and relationship management and additional recruiting can be handed off to these parties, as appropriate.

Net-to-Gross – Top-Down NTG Methods: This is a two phased study to provide guidance to determine the role of top-down modeling of net energy impacts. Phase I will take place during the 2014 evaluation period. Phase II will follow the Phase I research. The Phase I study will review existing Top-Down modeling techniques and recommend specific methods to be used in MA, obtain the necessary data for employing one or more agreed approaches, implement multiple agreed-upon approaches in parallel to provide an initial demonstration of the contribution that Top-Down modeling may make to on-going evaluation efforts, and make

recommendations for data that should be tracked to facilitate better Top-Down modeling in the future. Current efforts now focus around completing investigations of the stability and sensitivity of the Top Down Model. Future efforts are likely to be centered on further developing the Muni model (comparing electricity consumption in PA service territories vs. consumption in municipal service territories).

Non-Energy Impacts – Quantifying C&I New Construction NEIs – Phase II: The goal of this study is to quantify participant non-energy impacts (“NEIs”) associated with commercial and industrial new construction projects. Phase I was focused on recommending if and how to proceed with an approach for estimating NEIs in C&I New Construction. Phase II of the study is focused on using an engineering based approach to quantify the NEI values.

The following specific high priority studies have recently been completed and will be included with a future regulatory filing:

Net-to-Gross – Gas C&I NTG: The study seeks to help the PAs and the EEAC update natural gas net-to-gross (“NTG”) factors in the C&I sector. The last natural gas NTG study was completed in 2012, and the last electric NTG study was just completed in 2014.

Massachusetts Cross-Cutting Behavior Program Impact and Process Evaluation: The goal of the study is to conduct an impact evaluation and follow-up process evaluation to measure the following:

Impact: (1) update of cohort-specific savings and realization rates, (2) assess appropriateness of existing experimental design, with a particular emphasis on overlapping PA programs (e.g., customers simultaneously assigned to treatment and control groups depending on PA), and (3) measure the cross-fuel savings that have not been measured to date.

Process: (1) actions customers are taking that are driving on-going savings, (2) assess the value of the reports in generating persistent savings through survey and in-depth interviews, and (3) determine whether or not customers are interested in additional program offerings or improvements based on surveys and in-depth interviews.

Comprehensive Review of Training and Education Programs: The goal of the study is to identify opportunities for increased BOC rebate conversion, as well as to better understand and quantify the BOC’s O&M and equipment savings as reported by other studies. A draft report of this evaluation has been distributed for review.

Comprehensive Review of Behavior and Education Programs: The goal of the study is to provide the MA program administrators (PAs) with an understanding of the landscape of behavior and education programs, focusing on innovative programs that result in quantifiable savings that can be claimed. A draft report of this evaluation has been distributed for review.

Efficient Neighborhoods+ Initiative–Incremental Cost Assessment: The overall goal of this research is to understand incremental costs associated with administering the Efficient Neighborhoods+ initiative.

VII. Regulatory Updates

In Q2, the PAs prepared and submitted on April 30th the first draft of the Massachusetts Joint Statewide Three-Year Electric and Gas Energy Efficiency Plan for 2016-2018 to the EEAC. This comprehensive plan included program descriptions, savings, budgets, and benefits, information regarding fulfillment of Green Communities Act requirements, cost-recovery descriptions, and related data tables, models, and other appendices, totaling over 650 pages. The PAs took into account comments made by councilors at several workshops in January and February while preparing the Plan. The PAs also submitted BCR models to the EEAC's consultants. PAs expect to prepare a revised draft in September, addressing the July EEAC Resolution and comments made by councilors at several additional workshops held following the April draft submission.

On June 5, 2015, PAs filed their 2014 Plan-Year Reports. These reports are individual, PA-specific filings that are filed with the Department of Public Utilities ("Department") for informational purposes only. PAs submitted cumulative tables with 2013 and 2014 data, explanations of significant variances, BCR screening tools, a Technical Reference Manual, evaluations studies and summaries, and performance incentive models. The PAs also prepared a rolled up version of the tables for the Council, and uploaded 2014 data to www.MassSaveData.com.

The PAs also worked on comments related to the Term Report template in Q2. Following a Department-convened Technical Session on March 16, 2015, the Department issued a hearing officer memo and a draft Term Report template on May 20, 2015. PAs filed comments on June 8, 2015, stating that they are generally supportive of the template proposed by the Department and offering limited comments. PAs filed reply comments on August 7, 2015, responding to comments and a draft template filed by DOER as their initial comments.

Several PAs submitted and received approval from the EEAC on mid-term modifications ("MTMs") during Q2. These MTMs included "Category 1" (EEAC-only) and "Category 2" (DPU approval required) requests. PAs seeking "Category 2" MTMs subsequently filed with the Department following EEAC approval.

The Department held a meeting on June 23rd to discuss EERF dockets from 2010-2012, upcoming LDAF filings and other EES issues. The main topics included 2010-2012 EERFs, August LDAF filings, possible annual reconciliations going forward, EES' to be filed with the 2016-2018 plan, and MTMs.

VIII. Special Focus Topic: Codes & Standards

The Massachusetts Code Compliance Support Initiative (“CCSI”) delivered nine classroom trainings in the second quarter of 2015, with a total of 277 attendees. Five residential trainings and four commercial trainings were held, resulting in 116 residential attendees and 161 commercial attendees. Multiple trainings were hosted for code official organizations including one in West Springfield at the monthly meeting for the Building Officials of Western Massachusetts (“BOWM”) and another at the American Society of Heating, Refrigerating, and Air Conditioning Engineers (“ASHRAE”). Monthly residential webinars started in April and PAs held three webinars during the second quarter with a total of 109 attendees.

ATTACHMENT A
QUANTITATIVE REPORT

Q2 2015 Statewide Electric Budgets (January 1, 2015 through June 30, 2015)

Row Labels	Total Sum of Program Planning and Administration	Total Sum of Marketing and Advertising	Total Sum of Participant Incentive	Total Sum of Sales, Technical Assistance & Training	Total Sum of Evaluation and Market Research	Total Sum of Total Spend
Electric						
Planned	\$ 27,780,278	\$ 18,557,885	\$ 383,012,186	\$ 73,209,504	\$ 16,534,595	\$ 519,094,446
Residential	\$ 6,301,336	\$ 11,447,839	\$ 116,763,207	\$ 31,186,517	\$ 5,624,093	\$ 171,322,993
Residential Whole House	\$ 3,307,784	\$ 3,927,211	\$ 78,540,347	\$ 22,423,031	\$ 3,989,600	\$ 112,187,974
Residential Products	\$ 1,527,788	\$ 4,581,194	\$ 29,214,213	\$ 6,265,354	\$ 1,489,760	\$ 43,078,307
Residential Hard-to-Measure	\$ 1,465,764	\$ 2,939,434	\$ 9,008,647	\$ 2,498,132	\$ 144,733	\$ 16,056,712
Low-Income	\$ 3,238,860	\$ 1,088,461	\$ 40,927,999	\$ 9,648,454	\$ 2,009,355	\$ 56,913,126
Low-Income Whole House	\$ 1,825,406	\$ 823,949	\$ 40,927,999	\$ 9,633,604	\$ 1,970,023	\$ 55,180,979
Low-Income Hard-to-Measure	\$ 1,413,455	\$ 264,511	\$ -	\$ 14,850	\$ 39,332	\$ 1,732,147
Commercial & Industrial	\$ 18,240,081	\$ 6,021,585	\$ 225,320,980	\$ 32,374,533	\$ 8,901,147	\$ 290,858,327
C&I New Construction	\$ 3,635,741	\$ 1,374,106	\$ 39,048,392	\$ 8,235,128	\$ 2,019,505	\$ 54,312,870
C&I Retrofit	\$ 11,827,253	\$ 3,503,379	\$ 186,272,588	\$ 24,139,405	\$ 6,669,641	\$ 232,412,267
C&I Hard-to-Measure	\$ 2,777,087	\$ 1,144,100	\$ -	\$ -	\$ 212,002	\$ 4,133,189
Q2	\$ 14,176,795	\$ 7,538,302	\$ 166,034,816	\$ 37,413,817	\$ 6,335,331	\$ 231,499,060
Residential	\$ 3,940,981	\$ 5,571,759	\$ 86,567,778	\$ 16,573,019	\$ 2,701,152	\$ 115,354,689
Residential Whole House	\$ 1,858,820	\$ 1,261,963	\$ 50,608,668	\$ 11,873,228	\$ 1,346,082	\$ 66,948,761
Residential Products	\$ 761,497	\$ 2,436,273	\$ 30,238,074	\$ 2,398,255	\$ 1,263,093	\$ 37,097,193
Residential Hard-to-Measure	\$ 1,320,664	\$ 1,873,523	\$ 5,721,036	\$ 2,301,536	\$ 91,977	\$ 11,308,735
Low-Income	\$ 1,222,875	\$ 371,581	\$ 23,834,350	\$ 4,348,407	\$ 427,272	\$ 30,204,485
Low-Income Whole House	\$ 938,918	\$ 227,928	\$ 23,834,350	\$ 4,348,407	\$ 424,000	\$ 29,773,603
Low-Income Hard-to-Measure	\$ 283,957	\$ 143,653	\$ -	\$ -	\$ 3,272	\$ 430,882
Commercial & Industrial	\$ 9,012,939	\$ 1,594,962	\$ 55,632,688	\$ 16,492,390	\$ 3,206,907	\$ 85,939,886
C&I New Construction	\$ 1,383,958	\$ 126,443	\$ 9,886,109	\$ 8,845,390	\$ 849,534	\$ 21,091,434
C&I Retrofit	\$ 4,725,100	\$ 639,515	\$ 45,746,579	\$ 7,592,383	\$ 2,299,886	\$ 61,003,463
C&I Hard-to-Measure	\$ 2,903,881	\$ 829,003	\$ -	\$ 54,618	\$ 57,488	\$ 3,844,990

YTD as Percentage to Planned	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Spend
Electric	51%	41%	43%	51%	38%	45%
Residential	63%	49%	74%	53%	48%	67%
1. Residential Whole House	56%	32%	64%	53%	34%	60%
2. Residential Products	50%	53%	104%	38%	85%	86%
3. Residential Hard-to-Measure	90%	64%	64%	92%	64%	70%
Low-Income	38%	34%	58%	45%	21%	53%
4. Low-Income Whole House	51%	28%	58%	45%	22%	54%
5. Low-Income Hard-to-Measure	20%	54%	0%	0%	8%	25%
Commercial & Industrial	49%	26%	25%	51%	36%	30%
6. C&I New Construction	38%	9%	25%	107%	42%	39%
7. C&I Retrofit	40%	18%	25%	31%	34%	26%
8. C&I Hard-to-Measure	105%	72%	0%	0%	27%	93%

Q2 2015 Statewide Electric Savings (January 1, 2015 through June 30, 2015)

	Total Sum of Participants	Total Sum of Capacity (kW)	Total Sum of Energy (annual MWh)	Total Sum of Energy (Lifetime MWh)
Electric				
Planned	2,350,052	179,574	1,274,647	13,863,793
Residential	2,306,349	47,314	380,446	1,985,571
Residential Whole House	942,277	25,839	209,363	690,144
Residential New Construction	5,119	746	4,517	47,003
Residential Multi-Family Retrofit	26,646	1,013	16,746	183,102
Residential Home Energy Services	52,800	3,444	31,701	303,640
Residential Behavior/Feedback	857,712	20,636	156,399	156,399
Residential Products	1,364,072	21,475	171,083	1,295,428
Residential Cooling & Heating Equipment	12,778	3,340	5,897	78,471
Residential Lighting	1,251,552	15,826	148,216	1,084,983
Residential Consumer Products	99,742	2,309	16,970	131,973
Low-Income	27,106	3,245	26,795	254,311
Low-Income Whole House	27,106	3,245	26,795	254,311
Low-Income New Construction	1,571	108	1,000	10,135
Low-Income Single Family Retrofit	10,646	1,649	11,485	111,720
Low-Income Multi-Family Retrofit	14,889	1,488	14,310	132,456
Commercial & Industrial	16,597	129,015	867,406	11,623,911
C&I New Construction	3,423	30,005	174,844	2,502,291
C&I New Construction	3,423	30,005	174,844	2,502,291
C&I Retrofit	13,174	99,010	692,562	9,121,620
C&I Retrofit	4,166	71,596	549,843	7,493,130
C&I Direct Install	9,008	27,414	142,720	1,628,490
Q2	3,530,064	69,662	495,691	5,277,204
Residential	3,506,103	39,735	293,326	2,873,120
Residential Whole House	968,286	16,357	115,478	886,705
Residential New Construction	1,678	1,849	4,412	69,588
Residential Multi-Family Retrofit	12,886	703	14,533	170,847
Residential Home Energy Services	21,725	7,681	55,822	605,559
Residential Behavior/Feedback	931,997	6,124	40,711	40,711
Residential Products	2,537,817	23,378	177,848	1,986,415
Residential Cooling & Heating Equipment	7,592	779	7,465	107,175
Residential Lighting	2,482,064	21,387	163,363	1,824,878
Residential Consumer Products	48,161	1,213	7,021	54,361
Low-Income	19,460	2,586	20,416	228,524
Low-Income Whole House	19,460	2,586	20,416	228,524
Low-Income New Construction	161	59	206	2,965
Low-Income Single Family Retrofit	6,035	1,609	8,339	87,974
Low-Income Multi-Family Retrofit	13,264	919	11,871	137,584
Commercial & Industrial	4,501	27,340	181,948	2,175,560
C&I New Construction	1,208	11,607	70,595	811,391
C&I New Construction	1,208	11,607	70,595	811,391
C&I Retrofit	3,293	15,734	111,353	1,364,169
C&I Retrofit	770	7,155	63,579	807,957
C&I Direct Install	2,523	8,579	47,774	556,212

YTD as Percentage to Planned	Participants	Capacity (kW)	Energy (annual MWh)	Energy (Lifetime MWh)
Electric	150%	39%	39%	38%
Residential	152%	84%	77%	145%
Residential Whole House	103%	63%	55%	128%
Residential New Construction	33%	248%	98%	148%
Residential Multi-Family Retrofit	48%	69%	87%	93%
Residential Home Energy Services	41%	223%	176%	199%
Residential Behavior/Feedback	109%	30%	26%	26%
Residential Products	186%	109%	104%	153%
Residential Cooling & Heating Equipment	59%	23%	127%	137%
Residential Lighting	198%	135%	110%	168%
Residential Consumer Products	48%	53%	41%	41%
Low-Income	72%	80%	76%	90%
Low-Income Whole House	72%	80%	76%	90%
Low-Income New Construction	10%	55%	21%	29%
Low-Income Single Family Retrofit	57%	98%	73%	79%
Low-Income Multi-Family Retrofit	89%	62%	83%	104%
Commercial & Industrial	27%	21%	21%	19%
C&I New Construction	35%	39%	40%	32%
C&I New Construction	35%	39%	40%	32%
C&I Retrofit	25%	16%	16%	15%
C&I Retrofit	18%	10%	12%	11%
C&I Direct Install	28%	31%	33%	34%

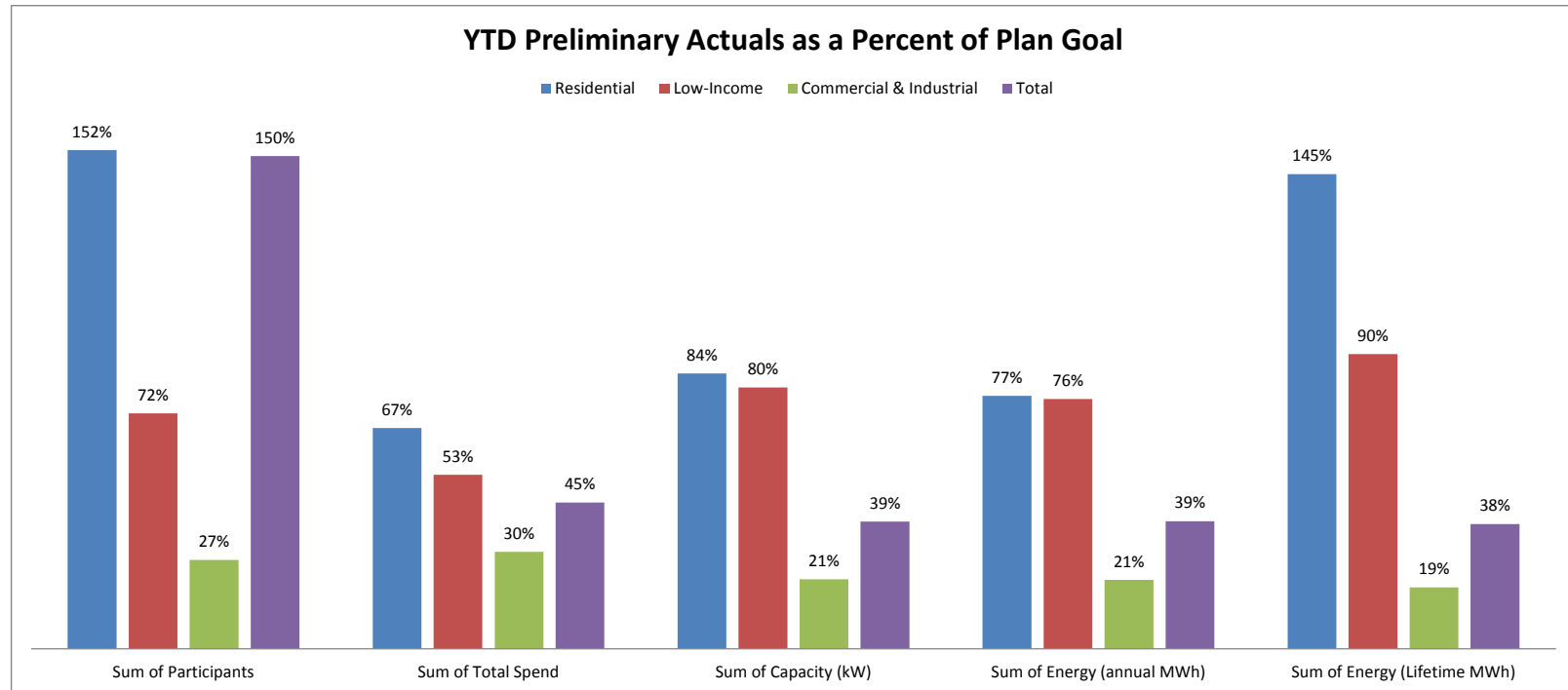
Q2 2015 Statewide Electric Benefits (January 1, 2015 through June 30, 2015)

Row Labels	Total Sum of Total Electric Benefits	Total Sum of Total Other Resource Benefits	Total Sum of Total Gas Benefits	Total Sum of Total Non Resource Benefits	Total Sum of Total Benefits
Electric					
Planned	1,852,427,496	247,389,543	(156,461,209)	433,784,975	2,377,140,806
Residential	252,879,137	223,347,192	4,377,153	229,278,504	709,881,986
Residential Whole House	85,198,850	223,353,425	4,817,427	217,605,398	530,975,100
Residential New Construction	7,609,271	3,721,264	1,031,697	10,023,136	22,385,369
Residential Multi-Family Retrofit	20,164,162	1,654,216	19,023	32,647,353	54,484,754
Residential Home Energy Services	42,364,016	217,977,945	3,766,706	174,934,909	439,043,576
Residential Behavior/Feedback	15,061,401	-	-	-	15,061,401
Residential Products	167,680,287	(6,233)	(440,274)	11,673,106	178,906,886
Residential Cooling & Heating Equipment	17,367,582	(6,233)	(440,274)	1,697,384	18,618,460
Residential Lighting	133,225,369	-	-	9,975,722	143,201,091
Residential Consumer Products	17,087,336	-	-	-	17,087,336
Low-Income	33,338,125	43,065,773	997,186	40,956,251	118,357,335
Low-Income Whole House	33,338,125	43,065,773	997,186	40,956,251	118,357,335
Low-Income New Construction	1,317,560	463,179	981,927	7,647,646	10,410,312
Low-Income Single Family Retrofit	15,896,307	41,624,041	15,259	14,742,863	72,278,470
Low-Income Multi-Family Retrofit	16,124,257	978,554	-	18,565,742	35,668,553
Commercial & Industrial	1,566,210,235	(19,023,423)	(161,835,547)	163,550,221	1,548,901,485
C&I New Construction	350,870,597	(5,682,242)	(2,880,903)	460,238	342,767,691
C&I New Construction	350,870,597	(5,682,242)	(2,880,903)	460,238	342,767,691
C&I Retrofit	1,215,339,638	(13,341,181)	(158,954,644)	163,089,982	1,206,133,794
C&I Retrofit	972,861,664	(15,388,346)	(144,128,993)	131,060,828	944,405,153
C&I Direct Install	242,477,974	2,047,165	(14,825,652)	32,029,154	261,728,641
Q2	719,075,314	135,122,590	(19,423,559)	180,645,411	1,015,419,355
Residential	390,453,283	121,108,630	4,184,207	113,617,779	629,363,899
Residential Whole House	122,238,565	115,931,843	4,437,465	102,550,266	345,158,139
Residential New Construction	17,222,051	8,930,069	67,566	2,536,334	28,756,020
Residential Multi-Family Retrofit	18,368,102	262,045	22,897	7,791,672	26,444,715
Residential Home Energy Services	82,409,445	106,739,730	4,347,002	92,222,261	285,718,437
Residential Behavior/Feedback	4,238,967	-	-	-	4,238,967
Residential Products	268,214,718	5,176,786	(253,258)	11,067,513	284,205,758
Residential Cooling & Heating Equipment	13,081,117	0	(434,622)	458,904	13,105,398
Residential Lighting	247,388,496	-	-	10,608,610	257,997,105
Residential Consumer Products	7,745,105	5,176,786	181,363	-	13,103,254
Low-Income	29,634,880	15,876,825	173,909	14,161,594	59,846,807
Low-Income Whole House	29,634,880	15,876,825	173,909	14,161,594	59,846,807
Low-Income New Construction	592,732	23,579	172,577	229,904	1,018,792
Low-Income Single Family Retrofit	13,112,147	15,774,242	1,332	7,801,292	36,688,612
Low-Income Multi-Family Retrofit	15,930,001	79,004	-	6,130,398	22,139,403
Commercial & Industrial	298,987,151	(1,862,864)	(23,781,675)	52,866,038	326,208,652
C&I New Construction	115,131,625	(1,999,032)	(8,291,224)	13,408,690	118,250,060
C&I New Construction	115,131,625	(1,999,032)	(8,291,224)	13,408,690	118,250,060
C&I Retrofit	183,855,526	136,167	(15,490,451)	39,457,348	207,958,592
C&I Retrofit	102,864,640	(95,364)	(6,466,556)	23,144,930	119,447,650
C&I Direct Install	80,990,886	231,532	(9,023,895)	16,312,418	88,510,942

YTD as Percentage to Planned					
	Electric Benefits	Other Resource Benefits	Gas Benefits	Non Resource Benefits	Sum of Total Benefits
Electric	39%	55%	12%	42%	43%
Residential	154%	54%	96%	50%	89%
Residential Whole House	143%	52%	92%	47%	65%
Residential New Construction	226%	240%	7%	25%	128%
Residential Multi-Family Retrofit	91%	16%	120%	24%	49%
Residential Home Energy Services	195%	49%	115%	53%	65%
Residential Behavior/Feedback	28%	0%	0%	0%	28%
Residential Products	160%	-83054%	58%	95%	159%
Residential Cooling & Heating Equipment	75%	0%	99%	27%	70%
Residential Lighting	186%	0%	0%	106%	180%
Residential Consumer Products	45%	0%	0%	0%	77%
Low-Income	89%	37%	17%	35%	51%
Low-Income Whole House	89%	37%	17%	35%	51%
Low-Income New Construction	45%	5%	18%	3%	10%
Low-Income Single Family Retrofit	82%	38%	9%	53%	51%
Low-Income Multi-Family Retrofit	99%	8%	0%	33%	62%
Commercial & Industrial	19%	10%	15%	32%	21%
C&I New Construction	33%	35%	288%	2913%	34%
C&I New Construction	33%	35%	288%	2913%	34%
C&I Retrofit	15%	-1%	10%	24%	17%
C&I Retrofit	11%	1%	4%	18%	13%
C&I Direct Install	33%	11%	61%	51%	34%

Q2 2015 Statewide Electric Summary (January 1, 2015 through June 30, 2015)

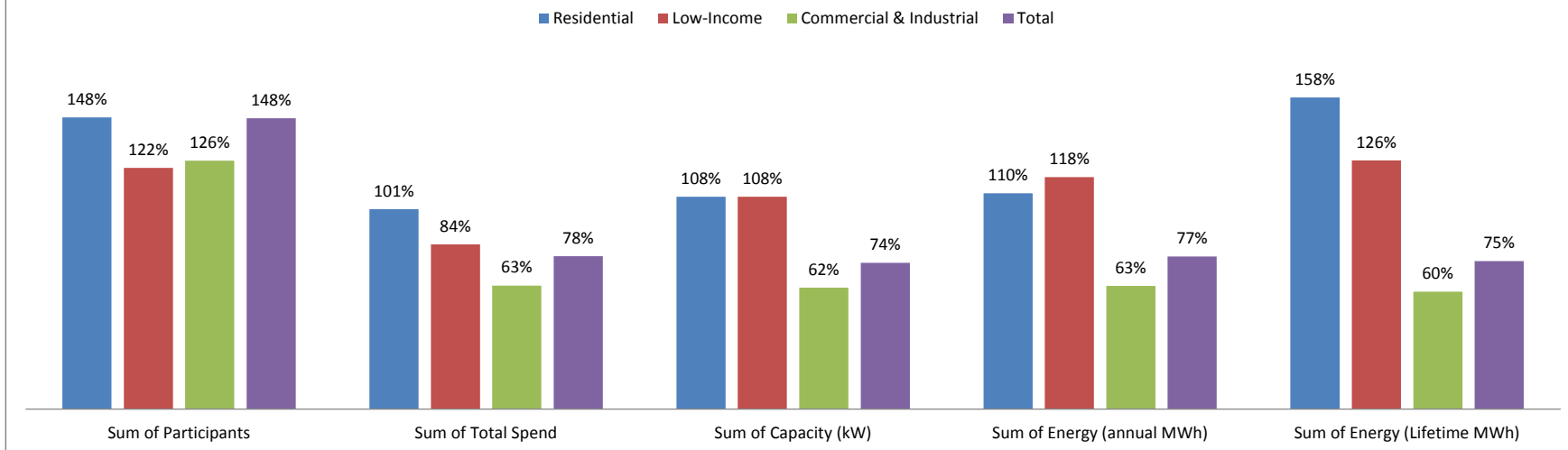
Values					
Row Labels	Sum of Participants	Sum of Total Spend	Sum of Capacity (kW)	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)
Electric					
Planned	2,350,052	519,094,446	179,574	1,274,647	13,863,793
Residential	2,306,349	171,322,993	47,314	380,446	1,985,571
Low-Income	27,106	56,913,126	3,245	26,795	254,311
Commercial & Industrial	16,597	290,858,327	129,015	867,406	11,623,911
Q2	3,530,080	231,499,060	69,662	495,691	5,277,204
Residential	3,506,119	115,354,689	39,735	293,326	2,873,120
Low-Income	19,460	30,204,485	2,586	20,416	228,524
Commercial & Industrial	4,501	85,939,886	27,340	181,948	2,175,560
YTD as % of Planned	150%	45%	39%	39%	38%
Residential	152%	67%	84%	77%	145%
Low-Income	72%	53%	80%	76%	90%
Commercial & Industrial	27%	30%	21%	21%	19%



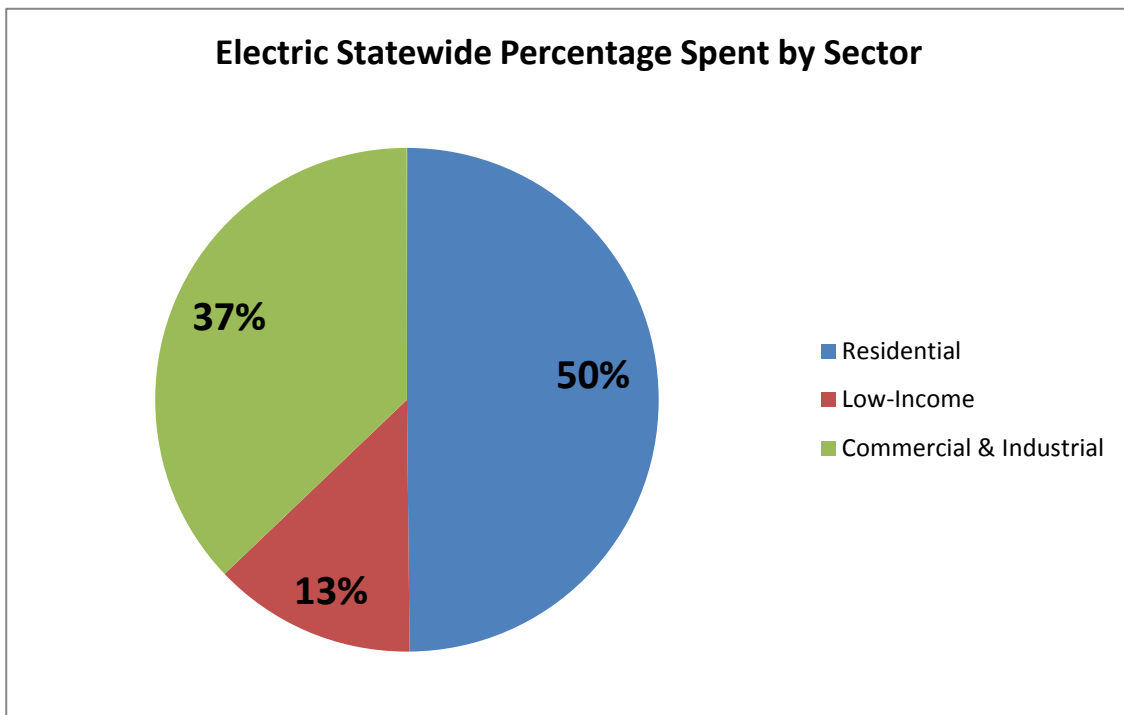
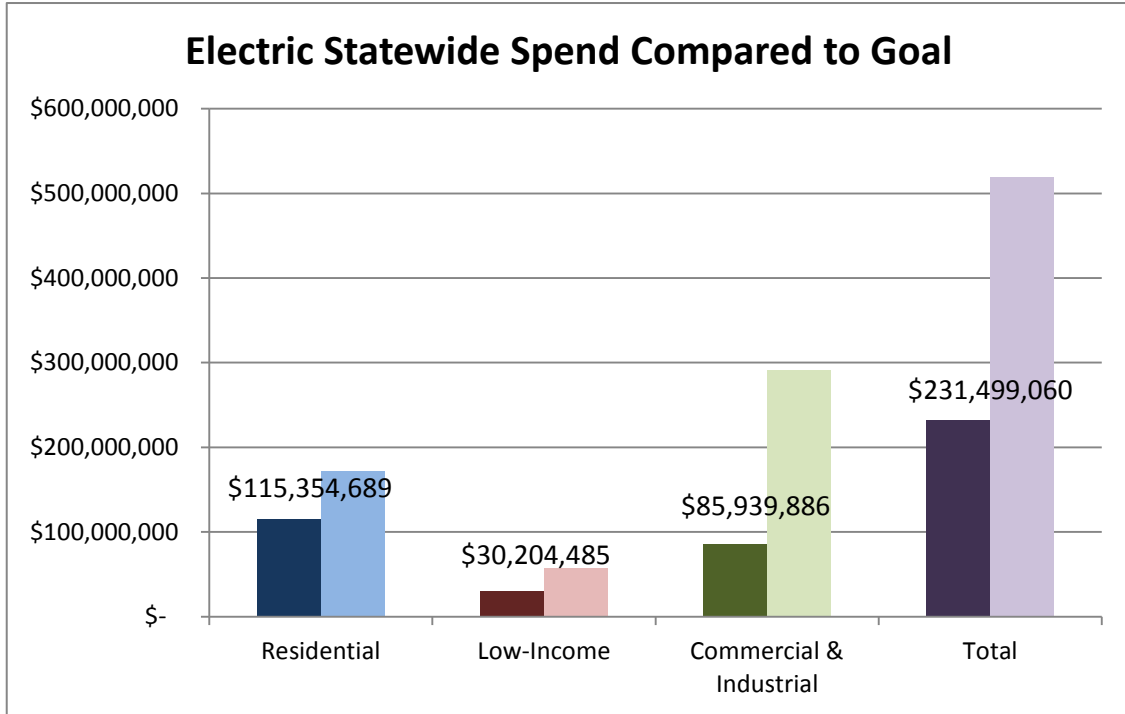
Cumulative Statewide Electric Summary (January 1, 2013 through June 30, 2015)

Values					
Row Labels	Sum of Participants	Sum of Total Spend	Sum of Capacity (kW)	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)
Electric					
Planned	6,858,617	1,496,975,555	530,621	3,706,432	40,279,049
Residential	6,726,690	487,957,883	135,871	1,074,808	5,830,295
Low-Income	82,473	165,973,663	9,823	83,391	779,384
Commercial & Industrial	49,454	843,044,009	384,927	2,548,232	33,669,371
Q2	10,122,774	1,162,357,738	394,212	2,870,614	30,292,475
Residential	9,959,404	495,214,163	146,411	1,177,735	9,220,451
Low-Income	100,995	138,896,766	10,596	98,177	983,921
Commercial & Industrial	62,375	528,246,809	237,204	1,594,702	20,088,104
YTD as % of Planned	148%	78%	74%	77%	75%
Residential	148%	101%	108%	110%	158%
Low-Income	122%	84%	108%	118%	126%
Commercial & Industrial	126%	63%	62%	63%	60%

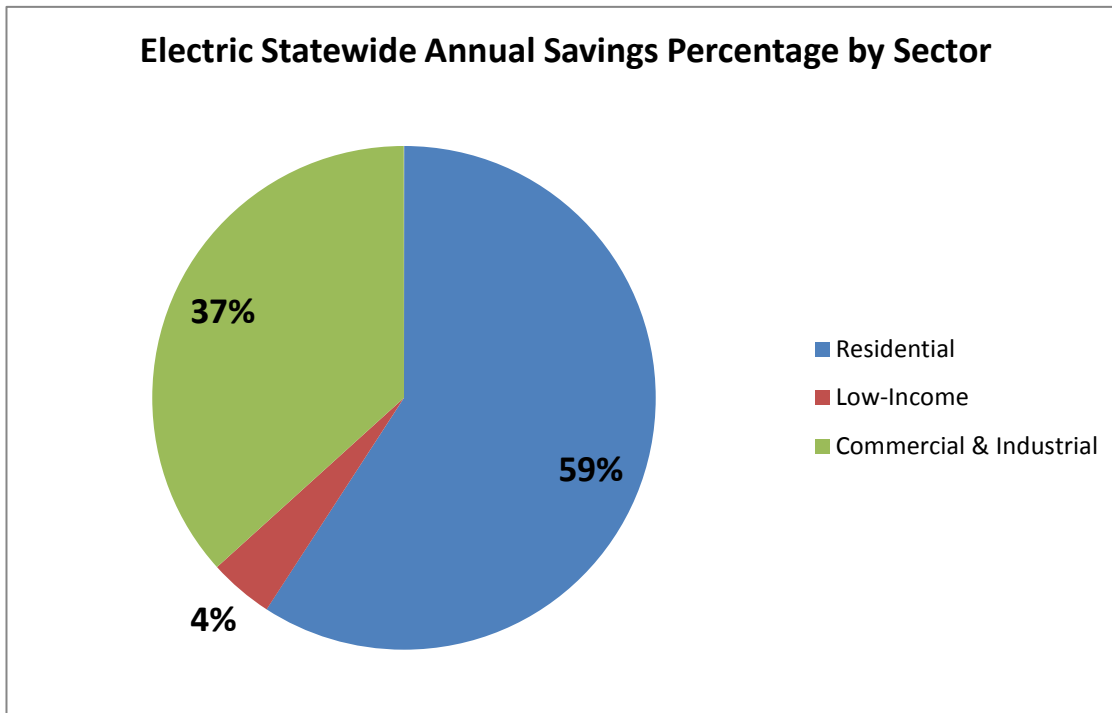
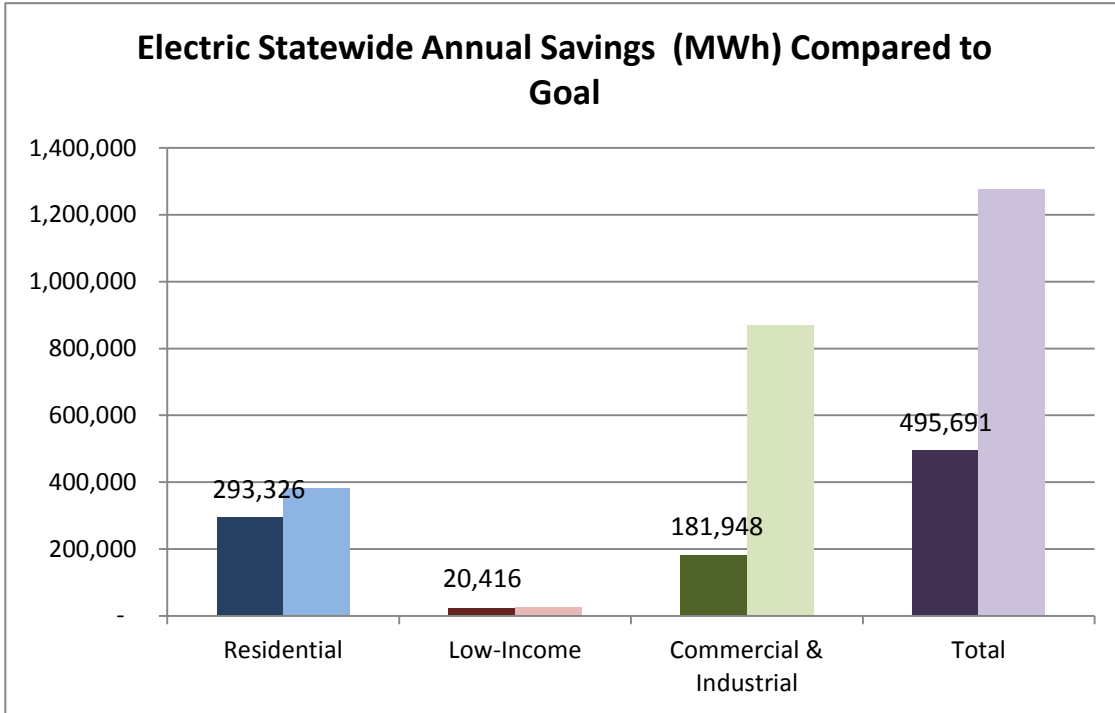
Cumulative Statewide Achievements as Percent of 2013-2015 Planned Goal (27/36 Months)



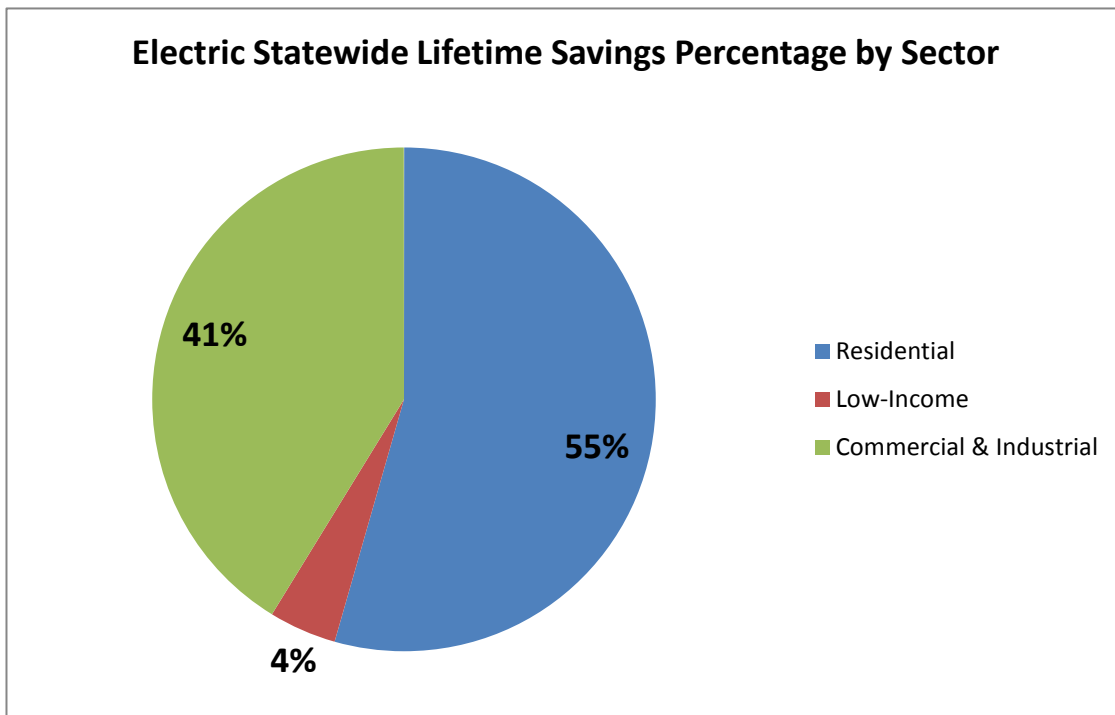
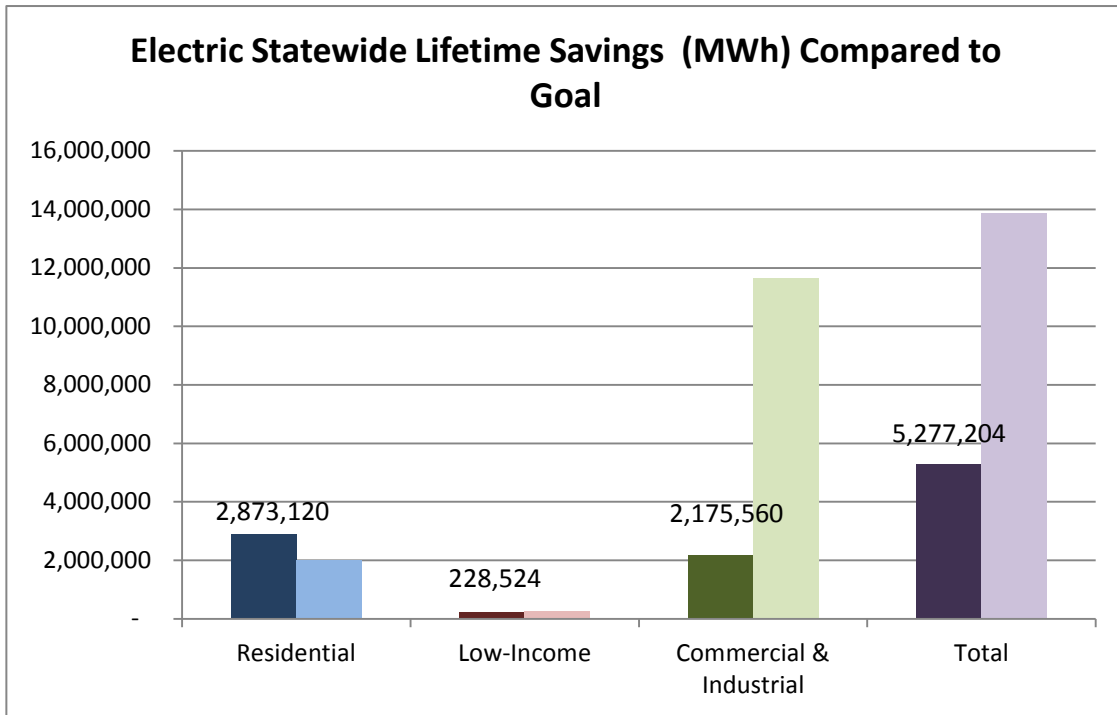
ELECTRIC STATEWIDE BUDGETS, Q2 2015



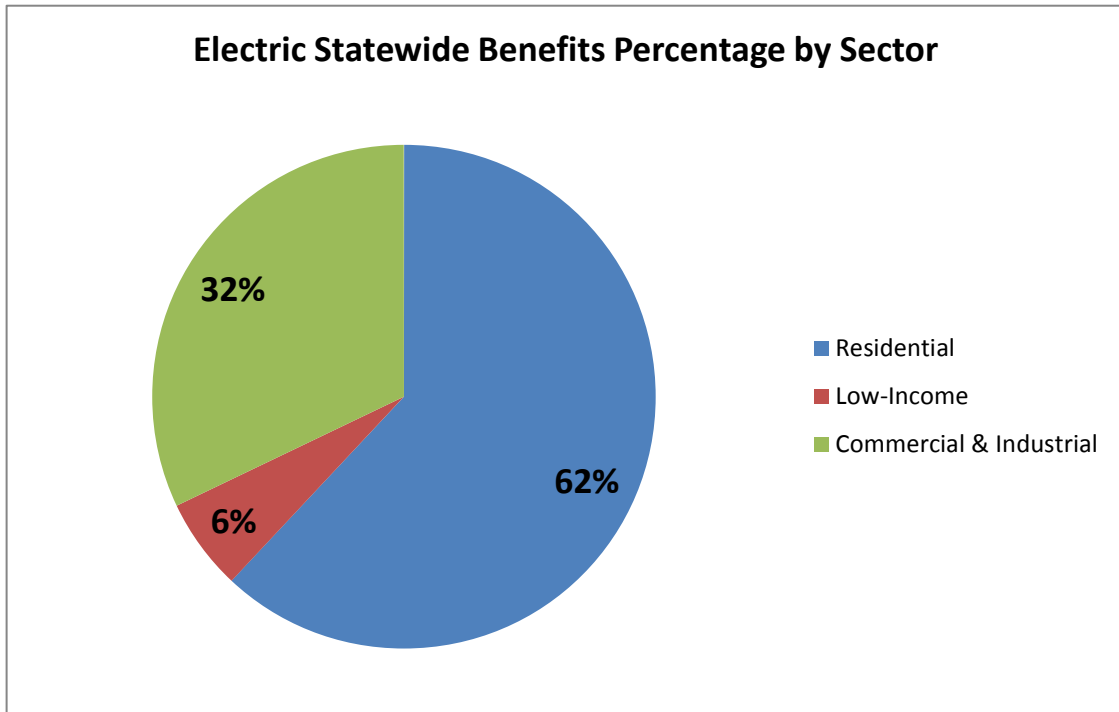
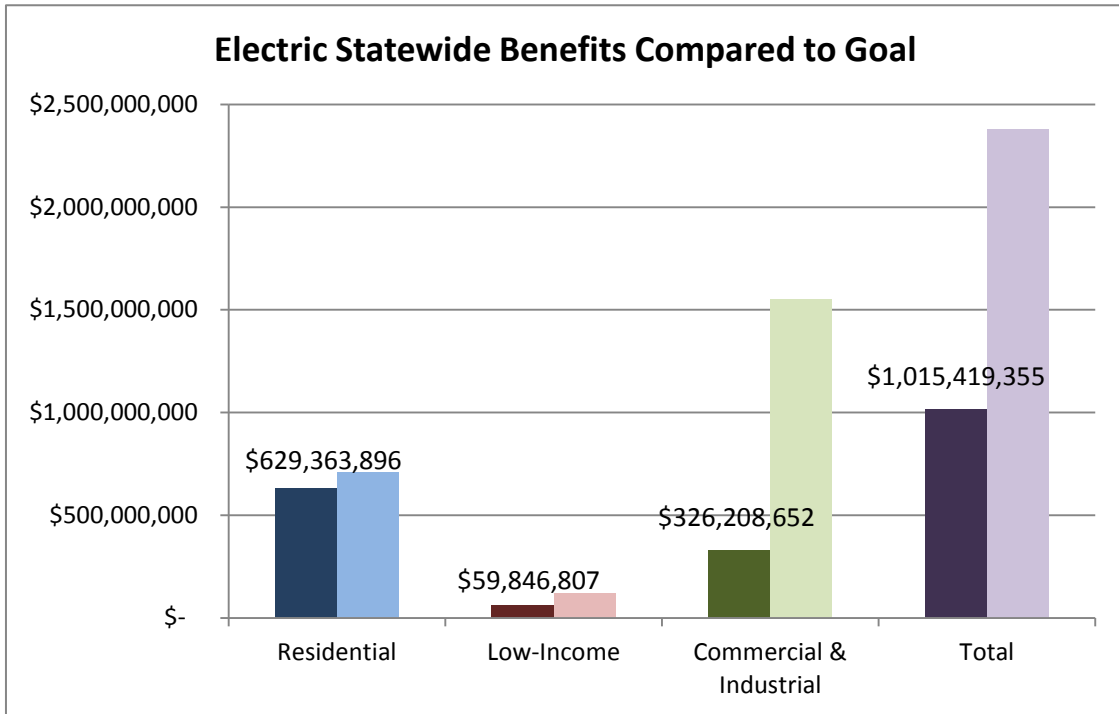
ANNUAL ELECTRIC STATEWIDE SAVINGS, Q2 2015



LIFETIME ELECTRIC STATEWIDE SAVINGS, Q2 2015



ELECTRIC STATEWIDE BENEFITS, Q2 2015



Q2 2015 Statewide Gas Budgets (January 1, 2015 through June 30, 2015)

Row Labels	Total Sum of Program Planning and Administration	Total Sum of Marketing and Advertising	Total Sum of Participant Incentive	Total Sum of Sales, Technical Assistance & Training	Total Sum of Evaluation and Market Research	Total Sum of Total Spend
Gas						
Planned	\$ 9,305,105	\$ 9,597,556	\$ 125,519,945	\$ 28,260,545	\$ 7,471,000	\$ 180,154,151
Residential	\$ 4,434,388	\$ 4,966,226	\$ 60,372,476	\$ 15,324,174	\$ 3,674,412	\$ 88,771,676
Residential Whole House	\$ 2,496,871	\$ 1,775,568	\$ 39,658,983	\$ 12,913,226	\$ 2,453,835	\$ 59,298,483
Residential Products	\$ 1,064,668	\$ 2,269,323	\$ 19,554,963	\$ 2,081,045	\$ 1,100,485	\$ 26,070,484
Residential Hard-to-Measure	\$ 872,850	\$ 921,335	\$ 1,158,530	\$ 329,903	\$ 120,092	\$ 3,402,710
Low-Income	\$ 2,313,491	\$ 2,100,426	\$ 25,375,586	\$ 6,499,530	\$ 1,554,952	\$ 37,843,985
Low-Income Whole House	\$ 1,474,949	\$ 1,924,470	\$ 25,375,586	\$ 6,499,530	\$ 1,519,671	\$ 36,794,205
Low-Income Hard-to-Measure	\$ 838,542	\$ 175,956	\$ -	\$ -	\$ 35,281	\$ 1,049,779
Commercial & Industrial	\$ 2,557,226	\$ 2,530,904	\$ 39,771,883	\$ 6,436,841	\$ 2,241,636	\$ 53,538,490
C&I New Construction	\$ 826,503	\$ 945,881	\$ 15,537,829	\$ 1,893,684	\$ 820,793	\$ 20,024,689
C&I Retrofit	\$ 1,337,630	\$ 1,082,593	\$ 24,234,054	\$ 4,499,194	\$ 1,361,662	\$ 32,515,133
C&I Hard-to-Measure	\$ 393,093	\$ 502,431	\$ -	\$ 43,963	\$ 59,181	\$ 998,668
Q2	\$ 4,717,602	\$ 3,517,155	\$ 52,228,525	\$ 13,756,821	\$ 2,056,124	\$ 76,276,228
Residential	\$ 2,162,422	\$ 1,766,748	\$ 33,710,687	\$ 8,870,526	\$ 685,653	\$ 47,196,037
Residential Whole House	\$ 1,069,639	\$ 451,361	\$ 21,698,254	\$ 8,136,770	\$ 483,291	\$ 31,839,314
Residential Products	\$ 434,762	\$ 811,808	\$ 11,582,481	\$ 634,745	\$ 167,555	\$ 13,631,351
Residential Hard-to-Measure	\$ 658,021	\$ 503,578	\$ 429,953	\$ 99,012	\$ 34,807	\$ 1,725,372
Low-Income	\$ 930,583	\$ 229,218	\$ 12,487,600	\$ 2,709,237	\$ 199,850	\$ 16,556,488
Low-Income Whole House	\$ 648,806	\$ 91,181	\$ 12,487,600	\$ 2,709,237	\$ 196,711	\$ 16,133,534
Low-Income Hard-to-Measure	\$ 281,778	\$ 138,037	\$ -	\$ -	\$ 3,139	\$ 422,953
Commercial & Industrial	\$ 1,624,596	\$ 1,521,189	\$ 6,030,238	\$ 2,177,058	\$ 1,170,622	\$ 12,523,703
C&I New Construction	\$ 370,785	\$ 541,007	\$ 3,149,177	\$ 915,359	\$ 385,976	\$ 5,362,303
C&I Retrofit	\$ 678,867	\$ 558,541	\$ 2,881,061	\$ 1,269,070	\$ 779,603	\$ 6,167,142
C&I Hard-to-Measure	\$ 574,945	\$ 421,641	\$ -	\$ (7,371)	\$ 5,043	\$ 994,258

YTD AS PERCENTAGE OF Planned	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Spend
Gas	51%	37%	42%	49%	28%	42%
Residential	49%	36%	56%	58%	19%	53%
1. Residential Whole House	43%	25%	55%	63%	20%	54%
2. Residential Products	41%	36%	59%	31%	15%	52%
3. Residential Hard-to-Measure	75%	55%	37%	30%	29%	51%
Low-Income	40%	11%	49%	42%	13%	44%
4. Low-Income Whole House	44%	5%	49%	42%	13%	44%
5. Low-Income Hard-to-Measure	34%	78%	0%	0%	9%	40%
Commercial & Industrial	64%	60%	15%	34%	52%	23%
6. C&I New Construction	45%	57%	20%	48%	47%	27%
7. C&I Retrofit	51%	52%	12%	28%	57%	19%
8. C&I Hard-to-Measure	146%	84%	0%	-17%	9%	100%

Q2 2015 Statewide Gas Savings (January 1, 2015 through June 30, 2015)

	Total Sum of Participants	Total Sum of Annual Therms	Total Sum of Lifetime Therms
Gas			
Planned	572,756	24,951,085	320,982,418
Residential	560,562	11,605,485	115,703,916
Residential Whole House	531,812	9,649,097	79,083,614
Residential New Construction	1,794	326,191	7,654,901
Residential Multi-Family Retrofit	9,045	572,517	9,906,372
Residential Home Energy Services	35,290	2,901,292	55,673,244
Residential Behavior/Feedback	485,683	5,849,097	5,849,097
Residential Products	28,749	1,956,387	36,620,302
Residential Heating & Water Heating	28,749	1,956,387	36,620,302
Low-Income	7,009	1,486,113	29,327,841
Low-Income Whole House	7,009	1,486,113	29,327,841
Low-Income Single Family Retrofit	2,521	839,279	17,108,297
Low-Income Multi-Family Retrofit	4,488	646,834	12,219,544
Commercial & Industrial	5,185	11,859,487	175,950,661
C&I New Construction	1,790	3,970,000	79,559,845
C&I New Construction	1,790	3,970,000	79,559,845
C&I Retrofit	3,395	7,889,487	96,390,816
C&I Retrofit	2,217	7,553,114	93,156,710
C&I Direct Install	1,178	336,373	3,234,106
Q2	536,353	11,912,270	136,705,987
Residential	529,193	8,590,686	82,789,962
Residential Whole House	512,103	7,128,682	57,045,343
Residential New Construction	1,047	716,725	16,036,371
Residential Multi-Family Retrofit	4,572	217,033	3,825,993
Residential Home Energy Services	17,346	1,675,787	32,663,842
Residential Behavior/Feedback	489,138	4,519,137	4,519,137
Residential Products	17,090	1,462,004	25,744,620
Residential Heating & Water Heating	17,090	1,462,004	25,744,620
Low-Income	4,309	1,038,630	19,914,986
Low-Income Whole House	4,309	1,038,630	19,914,986
Low-Income Single Family Retrofit	1,201	285,992	5,665,800
Low-Income Multi-Family Retrofit	3,108	752,638	14,249,186
Commercial & Industrial	2,851	2,282,955	34,001,039
C&I New Construction	490	952,541	19,159,128
C&I New Construction	490	952,541	19,159,128
C&I Retrofit	2,361	1,330,413	14,841,911
C&I Retrofit	1,934	1,222,942	13,705,011
C&I Direct Install	427	107,471	1,136,900

YTD AS PERCENTAGE OF Planned	Participants	Annual Therms	Lifetime Therms
Gas	94%	48%	43%
Residential	94%	74%	72%
Residential Whole House	96%	74%	72%
Residential New Construction	58%	220%	209%
Residential Multi-Family Retrofit	51%	38%	39%
Residential Home Energy Services	49%	58%	59%
Residential Behavior/Feedback	101%	77%	77%
Residential Products	59%	75%	70%
Residential Heating & Water Heating	59%	75%	70%
Low-Income	61%	70%	68%
Low-Income Whole House	61%	70%	68%
Low-Income Single Family Retrofit	48%	34%	33%
Low-Income Multi-Family Retrofit	69%	116%	117%
Commercial & Industrial	55%	19%	19%
C&I New Construction	27%	24%	24%
C&I New Construction	27%	24%	24%
C&I Retrofit	70%	17%	15%
C&I Retrofit	87%	16%	15%
C&I Direct Install	36%	32%	35%

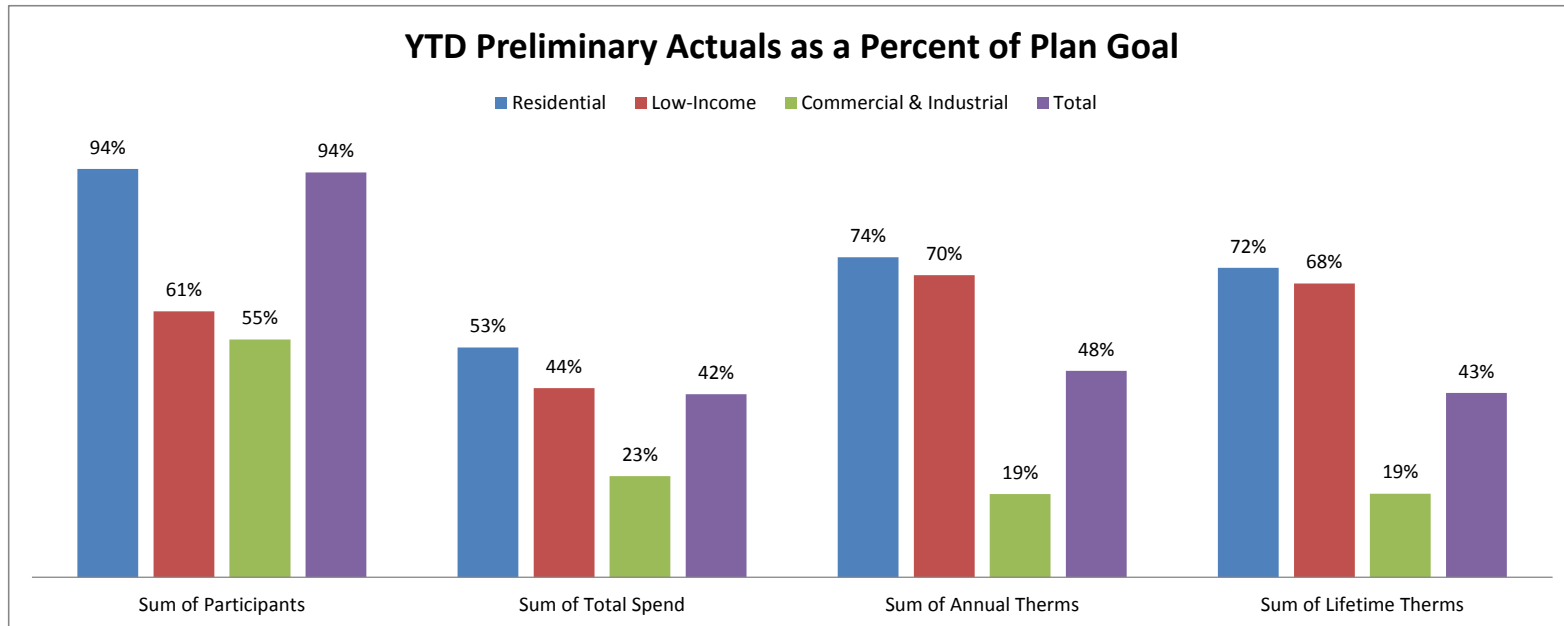
Q2 2015 Statewide Gas Benefits (January 1, 2015 through June 30, 2015)

	Total Sum of Total Gas Benefits	Total Sum of Total Electric Benefits	Total Sum of Total Other Resource Benefits	Total Sum of Total Non Resource Benefits	Total Sum of Total Benefits
Gas					
Planned	\$ 457,194,518	\$ 29,533,638	\$ 13,786,699	\$ 187,660,393	\$ 691,103,330
Residential	\$ 162,139,798	\$ 24,440,658	\$ 4,998,263	\$ 117,013,190	\$ 311,519,991
Residential Whole House	\$ 114,072,523	\$ 22,914,767	\$ 4,998,263	\$ 64,246,250	\$ 208,970,305
Residential New Construction	\$ 12,900,964	\$ 2,109,437	\$ 113,651	\$ 12,512,629	\$ 27,914,474
Residential Multi-Family Retrofit	\$ 15,030,564	\$ 293	\$ 2,667,886	\$ 12,732,981	\$ 30,431,724
Residential Home Energy Services	\$ 78,068,041	\$ 20,805,036	\$ 2,216,726	\$ 39,000,641	\$ 142,551,153
Residential Behavior/Feedback	\$ 8,072,954	\$ -	\$ -	\$ -	\$ 8,072,954
Residential Products	\$ 48,067,274	\$ 1,525,892	\$ -	\$ 52,766,940	\$ 102,549,686
Residential Heating & Water Heating	\$ 48,067,274	\$ 1,525,892	\$ -	\$ 52,766,940	\$ 102,549,686
Low-Income	\$ 40,879,893	\$ 4,953,179	\$ 532,276	\$ 36,851,380	\$ 83,216,727
Low-Income Whole House	\$ 40,879,893	\$ 4,953,179	\$ 532,276	\$ 36,851,380	\$ 83,216,727
Low-Income Single Family Retrofit	\$ 21,790,817	\$ 4,952,307	\$ 790	\$ 16,455,521	\$ 43,199,435
Low-Income Multi-Family Retrofit	\$ 19,089,076	\$ 872	\$ 531,485	\$ 20,395,859	\$ 40,017,292
Commercial & Industrial	\$ 254,174,827	\$ 139,801	\$ 8,256,161	\$ 33,795,824	\$ 296,366,612
C&I New Construction	\$ 120,652,575	\$ 137,186	\$ 642,244	\$ -	\$ 121,432,005
C&I New Construction	\$ 120,652,575	\$ 137,186	\$ 642,244	\$ -	\$ 121,432,005
C&I Retrofit	\$ 133,522,252	\$ 2,615	\$ 7,613,917	\$ 33,795,824	\$ 174,934,608
C&I Retrofit	\$ 128,195,302	\$ 2,615	\$ 4,425,226	\$ 30,981,820	\$ 163,604,963
C&I Direct Install	\$ 5,326,950	\$ -	\$ 3,188,691	\$ 2,814,004	\$ 11,329,645
Q2	\$ 143,265,836	\$ 15,864,081	\$ 6,582,546	\$ 47,242,029	\$ 212,954,509
Residential	\$ 88,404,811	\$ 14,119,444	\$ 2,411,680	\$ 29,854,012	\$ 134,789,947
Residential Whole House	\$ 60,830,739	\$ 12,038,452	\$ 2,411,680	\$ 22,392,578	\$ 97,673,449
Residential New Construction	\$ 16,641,004	\$ 1,540,289	\$ 0	\$ 4,649,821	\$ 22,831,114
Residential Multi-Family Retrofit	\$ 4,031,286	\$ 1,011,562	\$ 514,448	\$ 3,221,408	\$ 8,778,703
Residential Home Energy Services	\$ 34,592,028	\$ 9,486,601	\$ 1,897,232	\$ 14,521,349	\$ 60,497,211
Residential Behavior/Feedback	\$ 5,566,421	\$ -	\$ -	\$ -	\$ 5,566,421
Residential Products	\$ 27,574,072	\$ 2,080,992	\$ (0)	\$ 7,461,434	\$ 37,116,498
Residential Heating & Water Heating	\$ 27,574,072	\$ 2,080,992	\$ (0)	\$ 7,461,434	\$ 37,116,498
Low-Income	\$ 20,817,863	\$ 1,539,499	\$ 359,976	\$ 12,580,588	\$ 35,297,942
Low-Income Whole House	\$ 20,817,863	\$ 1,539,499	\$ 359,976	\$ 12,580,588	\$ 35,297,942
Low-Income Single Family Retrofit	\$ 6,015,176	\$ 1,539,498	\$ 0	\$ 4,352,550	\$ 11,907,241
Low-Income Multi-Family Retrofit	\$ 14,802,687	\$ 0	\$ 359,976	\$ 8,228,038	\$ 23,390,701
Commercial & Industrial	\$ 34,043,162	\$ 205,138	\$ 3,810,890	\$ 4,807,430	\$ 42,866,619
C&I New Construction	\$ 18,782,740	\$ 7,760	\$ 467,582	\$ 190,942	\$ 19,449,023
C&I New Construction	\$ 18,782,740	\$ 7,760	\$ 467,582	\$ 190,942	\$ 19,449,023
C&I Retrofit	\$ 15,260,422	\$ 197,378	\$ 3,343,308	\$ 4,616,487	\$ 23,417,596
C&I Retrofit	\$ 14,159,459	\$ 197,378	\$ 2,279,817	\$ 4,288,536	\$ 20,925,190
C&I Direct Install	\$ 1,100,963	\$ -	\$ 1,063,491	\$ 327,952	\$ 2,492,406

YTD AS PERCENTAGE OF Planned	Total Sum of Total Gas Benefits	Total Sum of Total Electric Benefits	Total Sum of Total Other Resource Benefits	Total Sum of Total Non Resource Benefits	Total Sum of Total Benefits
Gas	31%	54%	48%	25%	31%
Residential	55%	58%	48%	26%	43%
Residential Whole House	53%	53%	48%	35%	47%
Residential New Construction	129%	73%	0%	37%	82%
Residential Multi-Family Retrofit	27%	345243%	19%	25%	29%
Residential Home Energy Services	44%	46%	86%	37%	42%
Residential Behavior/Feedback	69%	0%	0%	0%	69%
Residential Products	57%	136%	0%	14%	36%
Residential Heating & Water Heating	57%	136%	0%	14%	36%
Low-Income	51%	31%	68%	34%	42%
Low-Income Whole House	51%	31%	68%	34%	42%
Low-Income Single Family Retrofit	28%	31%	0%	26%	28%
Low-Income Multi-Family Retrofit	78%	0%	68%	40%	58%
Commercial & Industrial	13%	147%	46%	14%	14%
C&I New Construction	16%	6%	73%	0%	16%
C&I New Construction	16%	6%	73%	0%	16%
C&I Retrofit	11%	7548%	44%	14%	13%
C&I Retrofit	11%	7548%	52%	14%	13%
C&I Direct Install	21%	0%	33%	12%	22%

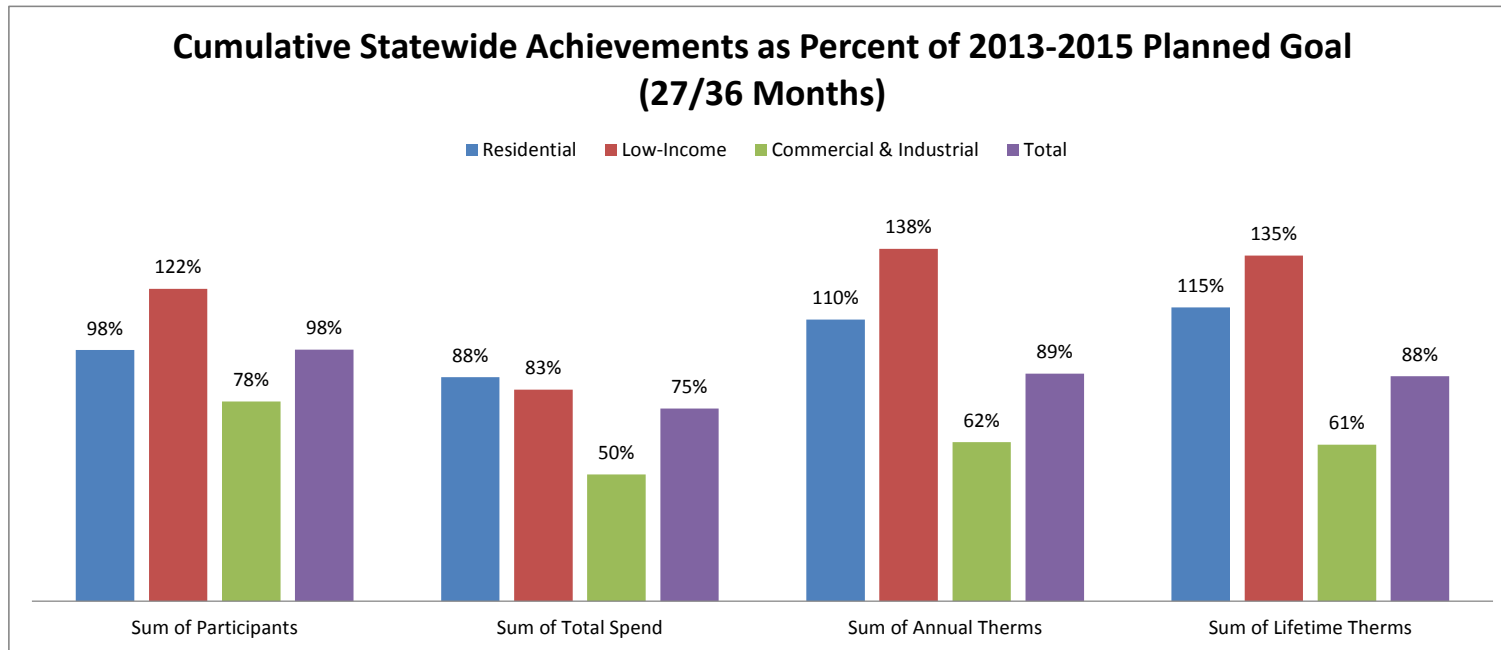
Q2 2015 Statewide Gas Summary (January 1, 2015 through June 30, 2015)

Row Labels	Values			
	Sum of Participants	Sum of Total Spend	Sum of Annual Therms	Sum of Lifetime Therms
Gas				
Planned	572,756	\$ 180,154,151	24,951,085	320,982,418
Residential	560,562	\$ 88,771,676	11,605,485	115,703,916
Low-Income	7,009	\$ 37,843,985	1,486,113	29,327,841
Commercial & Industrial	5,185	\$ 53,538,490	11,859,487	175,950,661
Q2	536,353	76,276,228	11,912,270	136,705,987
Residential	529,193	47,196,037	8,590,686	82,789,962
Low-Income	4,309	16,556,488	1,038,630	19,914,986
Commercial & Industrial	2,851	12,523,703	2,282,955	34,001,039
YTD as % of Planned	94%	42%	48%	43%
Residential	94%	53%	74%	72%
Low-Income	61%	44%	70%	68%
Commercial & Industrial	55%	23%	19%	19%



Cumulative Statewide Gas Summary (January 1, 2013 through June 30, 2015)

Row Labels	Values			
	Sum of Participants	Sum of Total Spend	Sum of Annual Therms	Sum of Lifetime Therms
Gas				
Planned	1,682,828	523,270,039	72,016,442	937,202,886
Residential	1,647,281	260,460,226	33,504,078	351,323,511
Low-Income	20,494	108,181,298	4,322,928	85,197,521
Commercial & Industrial	15,053	154,628,515	34,189,435	500,681,854
Q2	1,653,799	393,978,082	64,083,008	824,612,496
Residential	1,617,009	227,955,658	36,896,551	403,300,751
Low-Income	25,035	89,437,949	5,955,624	115,138,522
Commercial & Industrial	11,755	76,584,475	21,230,833	306,173,223
YTD as % of Planned	98%	75%	89%	88%
Residential	98%	88%	110%	115%
Low-Income	122%	83%	138%	135%
Commercial & Industrial	78%	50%	62%	61%

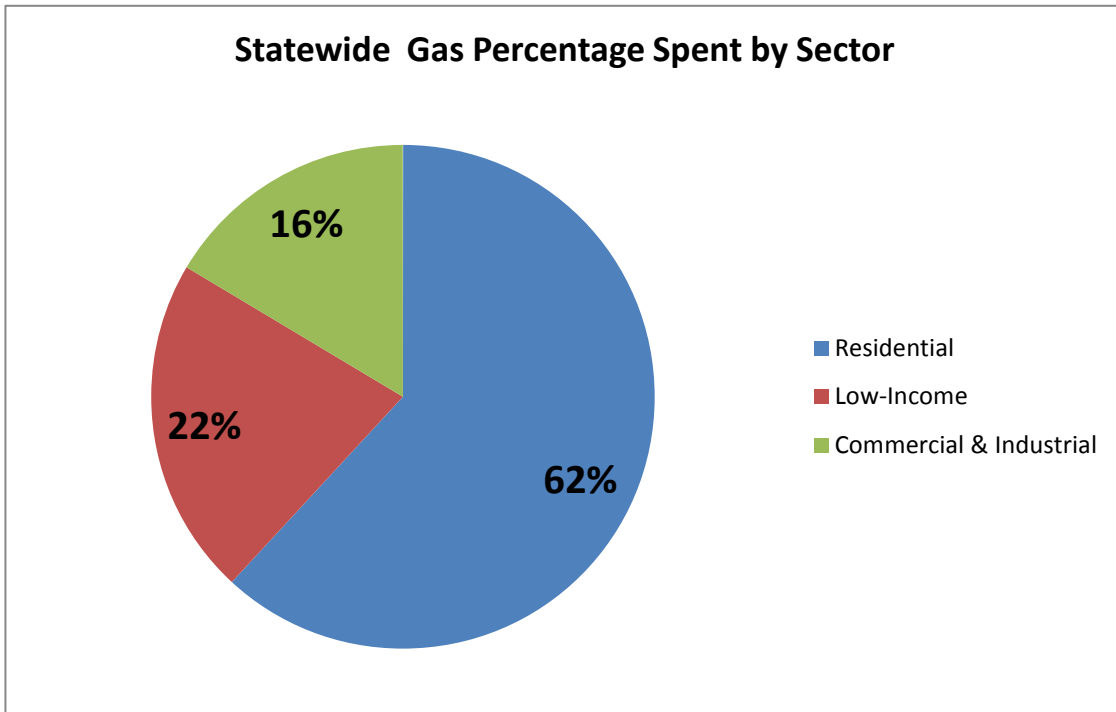
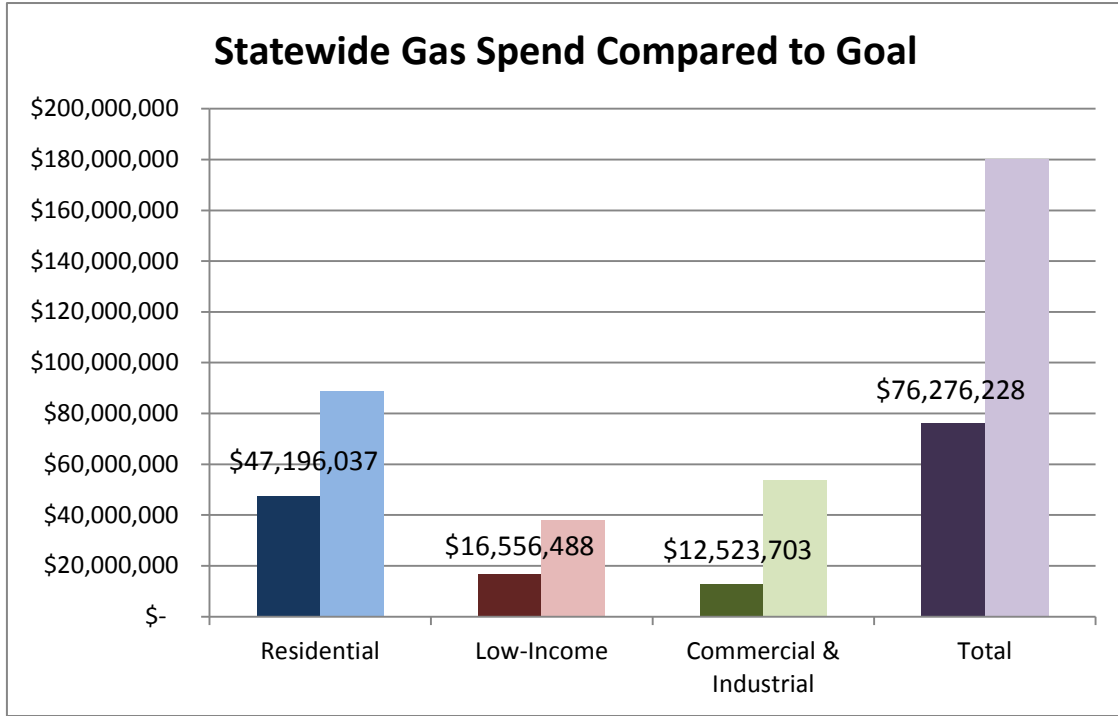


Q2 2015 Statewide Gas Summary by PA (January 1, 2015 through June 30, 2015)

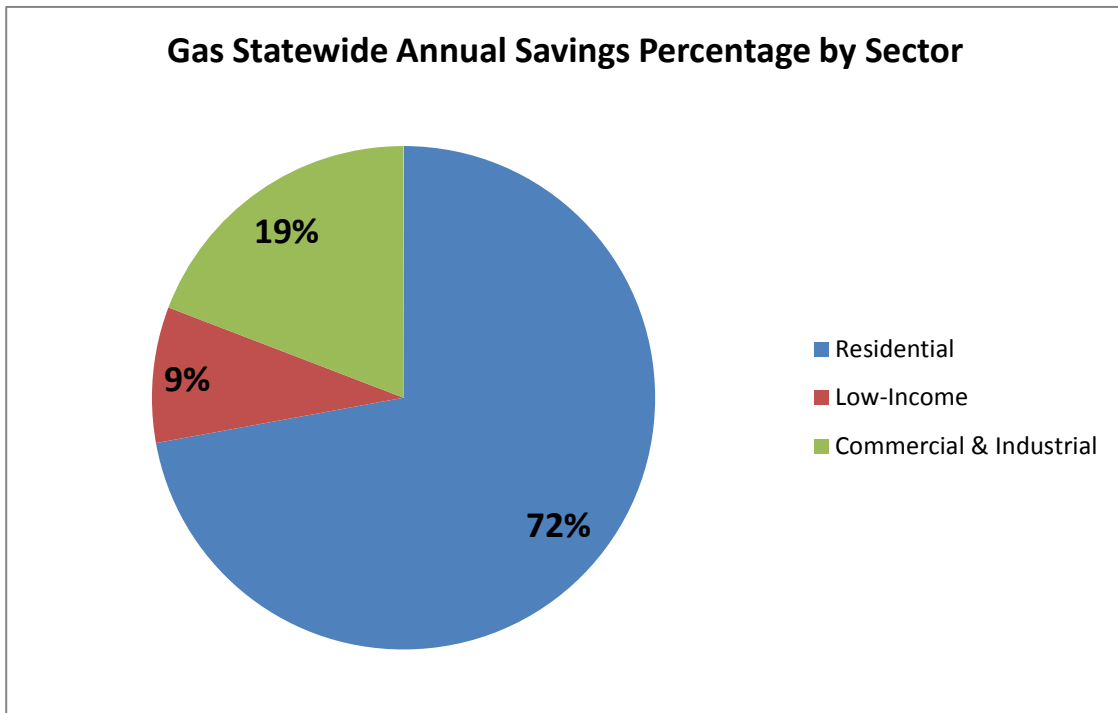
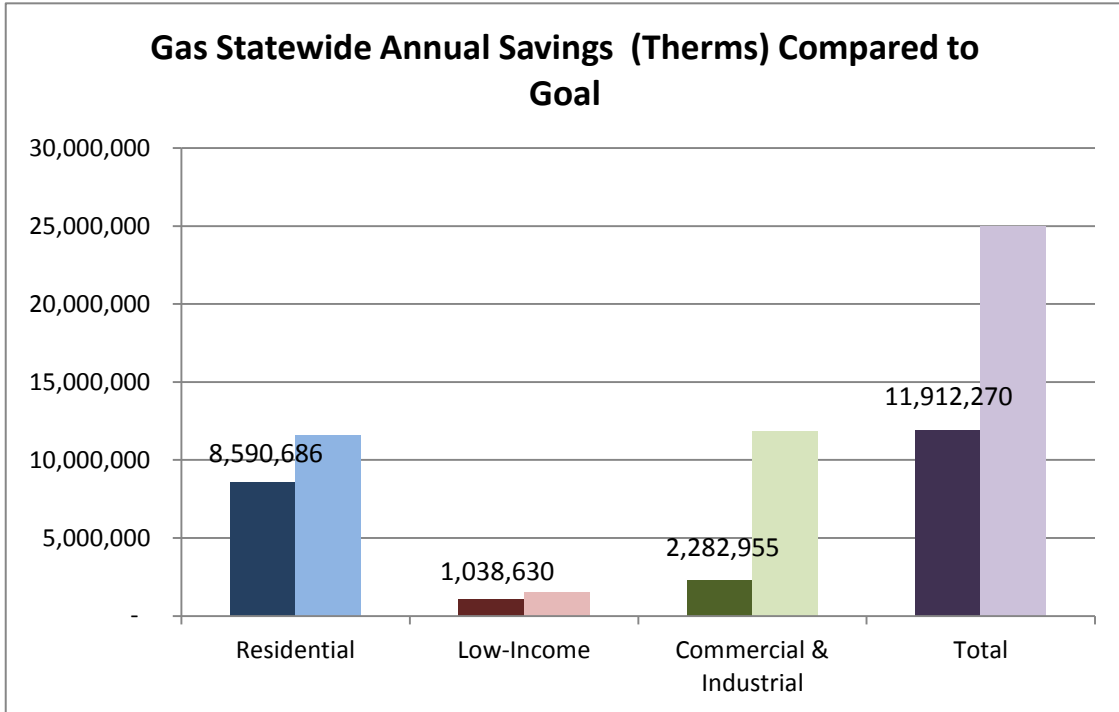
Sum of Lifetime Therms	Column Labels						
Row Labels	National Grid	BERKSHIRE	UNITIL	CMA	Eversource (NU)	Liberty	Grand Total
Gas							
Planned	158,137,489	9,909,921	4,326,693	62,342,400	80,843,710	5,422,204	320,982,418
Residential	58,890,983	2,700,501	835,817	28,174,972	22,921,822	2,179,821	115,703,916
Residential Whole House	41,418,726	1,509,448	627,031	17,663,822	16,795,091	1,069,496	79,083,614
Residential New Construction	3,648,233	132,100	110,481	1,007,087	2,618,003	138,998	7,654,901
Residential Multi-Family Retrofit	5,032,160	43,358	320,928	1,874,265	2,558,670	76,991	9,906,372
Residential Home Energy Services	28,292,305	1,286,390	195,622	14,318,247	10,818,173	762,507	55,673,244
Residential Behavior/Feedback	4,446,028	47,600	-	464,224	800,245	91,000	5,849,097
Residential Products	17,472,257	1,191,053	208,786	10,511,149	6,126,732	1,110,325	36,620,302
Residential Heating & Water Heating	17,472,257	1,191,053	208,786	10,511,149	6,126,732	1,110,325	36,620,302
Residential Hard-to-Measure							
Low-Income	14,667,763	1,106,297	457,034	6,461,743	5,870,275	764,729	29,327,841
Low-Income Whole House	14,667,763	1,106,297	457,034	6,461,743	5,870,275	764,729	29,327,841
Low-Income Single Family Retrofit	10,515,180	541,760	231,974	3,064,758	2,223,275	531,350	17,108,297
Low-Income Multi-Family Retrofit	4,152,583	564,537	225,060	3,396,985	3,647,000	233,379	12,219,544
Low-Income Hard-to-Measure							
Commercial & Industrial	84,578,743	6,103,123	3,033,842	27,705,685	52,051,613	2,477,654	175,950,661
C&I New Construction	37,181,132	1,723,840	911,004	12,314,098	26,879,536	550,235	79,559,845
C&I New Construction	37,181,132	1,723,840	911,004	12,314,098	26,879,536	550,235	79,559,845
C&I Retrofit	47,397,611	4,379,283	2,122,838	15,391,588	25,172,077	1,927,419	96,390,816
C&I Retrofit	46,287,339	4,297,334	1,892,769	15,004,113	23,799,382	1,875,773	93,156,710
C&I Direct Install	1,110,271	81,950	230,069	387,475	1,372,695	51,646	3,234,106
C&I Hard-to-Measure							
Q2	74,330,742	3,395,152	1,796,591	24,943,566	30,261,714	1,978,222	136,705,987
Residential	44,671,611	1,827,045	398,076	17,059,043	17,384,240	1,449,946	82,789,962
Residential Whole House	29,221,635	1,069,023	237,758	12,595,018	12,973,337	948,571	57,045,343
Residential New Construction	11,518,035	114,815	185,077	1,886,507	2,243,902	88,035	16,036,371
Residential Multi-Family Retrofit	979,422	72,125	-	1,044,868	1,659,554	70,025	3,825,993
Residential Home Energy Services	13,284,613	815,136	52,680	9,663,644	8,057,256	790,512	32,663,842
Residential Behavior/Feedback	3,439,565	66,947	-	-	1,012,625	-	4,519,137
Residential Products	15,449,976	758,021	160,319	4,464,025	4,410,903	501,375	25,744,620
Residential Heating & Water Heating	15,449,976	758,021	160,319	4,464,025	4,410,903	501,375	25,744,620
Residential Hard-to-Measure							
Low-Income	12,700,875	555,974	52,957	3,159,984	3,160,541	284,655	19,914,986
Low-Income Whole House	12,700,875	555,974	52,957	3,159,984	3,160,541	284,655	19,914,986
Low-Income Single Family Retrofit	2,856,100	201,079	52,957	1,160,946	1,110,063	284,655	5,665,800
Low-Income Multi-Family Retrofit	9,844,775	354,895	-	1,999,038	2,050,478	-	14,249,186
Low-Income Hard-to-Measure							
Commercial & Industrial	16,958,256	1,012,133	1,345,558	4,724,539	9,716,932	243,620	34,001,039
C&I New Construction	11,939,026	840,918	443,828	2,397,013	3,428,711	109,632	19,159,128
C&I New Construction	11,939,026	840,918	443,828	2,397,013	3,428,711	109,632	19,159,128
C&I Retrofit	5,019,230	171,216	901,729	2,327,526	6,288,222	133,989	14,841,911
C&I Retrofit	4,620,096	96,437	868,583	2,258,077	5,733,200	128,618	13,705,011
C&I Direct Install	399,134	74,778	33,146	69,449	555,022	5,371	1,136,900
C&I Hard-to-Measure							

Year	Column Labels						
YTD as Percentage to Planned	National Grid	BERKSHIRE	UNITIL	CMA	Eversource (NU)	Liberty	Grand Total
Gas	47%	34%	42%	40%	37%	36%	43%
Residential	76%	68%	48%	61%	76%	67%	72%
1. Residential Whole House	71%	71%	38%	71%	77%	89%	72%
1a. Residential New Construction	316%	87%	168%	187%	86%	63%	209%
1b. Residential Multi-Family Retrofit	19%	166%	0%	56%	65%	91%	39%
1c. Residential Home Energy Services	47%	63%	27%	67%	74%	104%	59%
1d. Residential Behavior/Feedback	77%	141%	0%	0%	127%	0%	77%
2. Residential Products	88%	64%	77%	42%	72%	45%	70%
2a. Residential Heating & Water Heating	88%	64%	77%	42%	72%	45%	70%
3. Residential Hard-to-Measure	0%	0%	0%	0%	0%	0%	0%
Low Income	87%	50%	12%	49%	54%	37%	68%
4. Low-Income Whole House	87%	50%	12%	49%	54%	37%	68%
4a. Low-Income Single Family Retrofit	27%	37%	0%	38%	50%	54%	33%
4b. Low-Income Multi-Family Retrofit	237%	63%	0%	59%	56%	0%	117%
5. Low Income Hard-to-Measure	0%	0%	0%	0%	0%	0%	0%
Commercial & Industrial	20%	17%	44%	17%	19%	10%	19%
6. C&I New Construction	32%	49%	49%	19%	13%	20%	24%
6a. C&I New Construction	32%	49%	49%	19%	13%	20%	24%
7. C&I Retrofit	11%	4%	42%	15%	25%	7%	15%
7a. C&I Retrofit	10%	2%	46%	15%	24%	7%	15%
7b. C&I Direct Install	36%	91%	14%	18%	40%	10%	35%
8. C&I Hard to Measure	0%	0%	0%	0%	0%	0%	0%

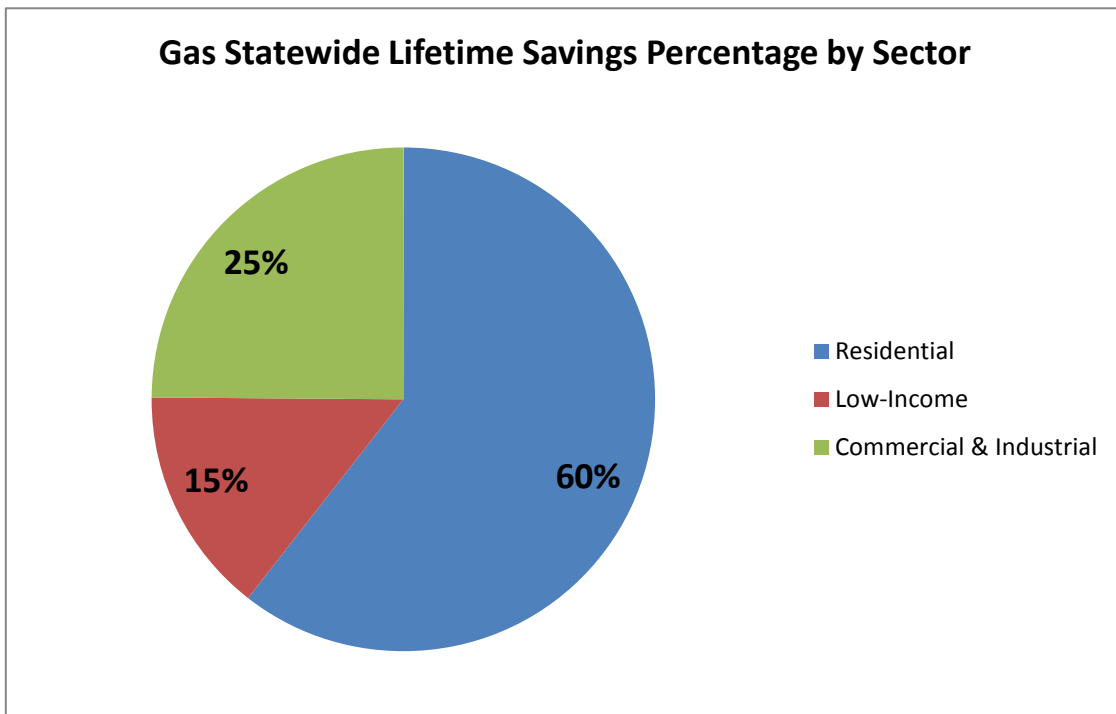
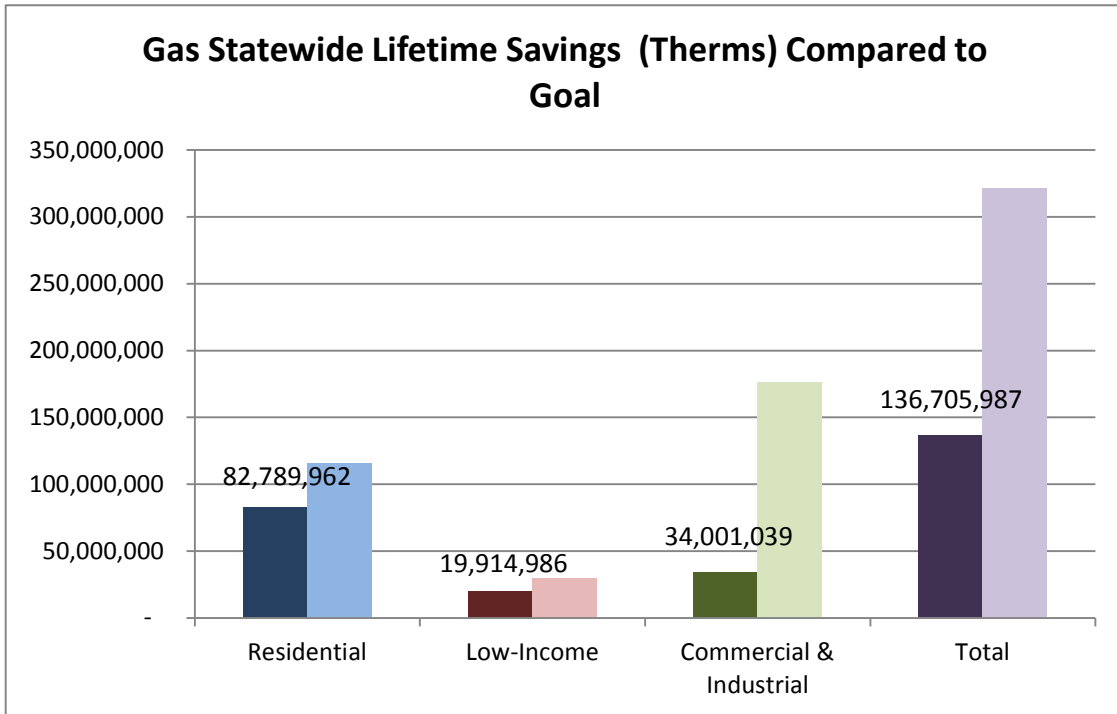
GAS STATEWIDE BUDGETS, Q2 2015



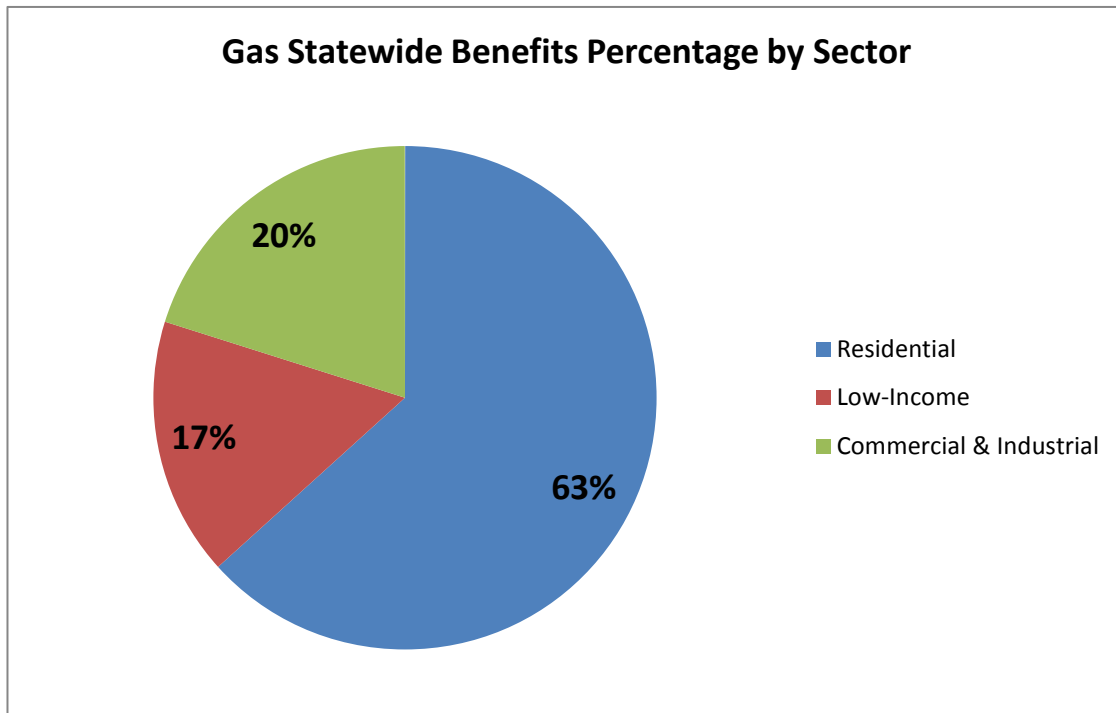
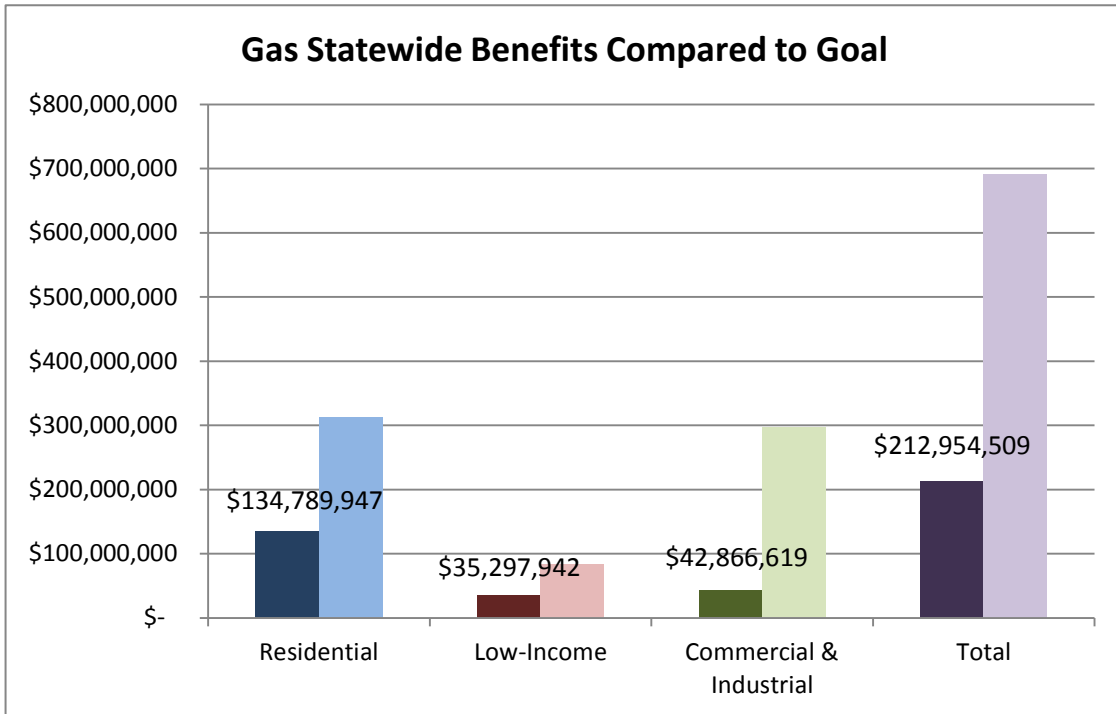
ANNUAL GAS STATEWIDE SAVINGS, Q2 2015



LIFETIME GAS STATEWIDE SAVINGS, Q2 2015

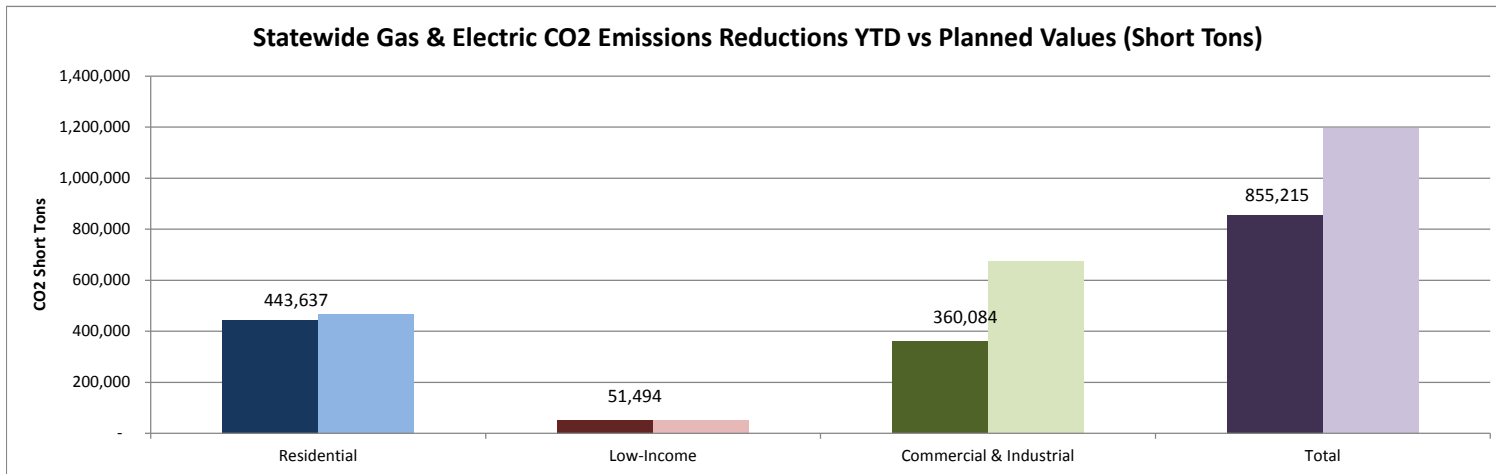


GAS STATEWIDE BENEFITS, Q2 2015



Cumulative Statewide Gas & Elec CO2 Emissions Reductions Summary (January 1, 2013 through June 30, 2015)

Row Labels	Sum of Energy (annual MWh)	Sum of Annual Therms	Sum of Annual Oil (MMBTU)	Sum of NOX	Sum of SO2	Sum of CO2
Planned	2,477,252	28,110,890	723,655	481	426	1,195,097
Residential	716,226	22,264,575	701,676	139	123	467,967
Low-Income	56,930	2,993,914	152,709	11	10	52,180
Commercial & Industrial	1,704,096	2,852,401	(130,729)	331	293	674,949
Q2	1,570,843	31,214,200	695,211	305	270	855,215
Residential	672,237	22,233,937	616,330	130	116	443,637
Low-Income	54,459	3,342,097	130,985	11	9	51,494
Commercial & Industrial	844,147	5,638,166	(52,104)	164	145	360,084



Please note that the PAs are working with DEP to try to determine the best method for properly and precisely capturing the full impact of energy efficiency measures on GHG emissions. As part of this process, the PAs have included this table on Emissions Reductions, based on continuing discussions with the DEP, and using new factors proposed by DEP, which are based on annual gas, oil, and electric savings. The PAs look forward to discussing these proposed factors with DEP and are committed to ensuring that the full impact of energy efficiency measures on GHG emissions are captured.