



Fourth Quarter 2014 Performance

Presentation to the EEAC by the PAs

February 25, 2015





Fourth Quarter Statewide Overview

Lifetime Savings

- Electric PAs achieved 101% of lifetime savings goal
- Gas PAs achieved 122% of lifetime savings goal

Benefits

- Electric PAs achieved 110% of total planned benefits
- Gas PAs achieved 121% of total planned benefits

2 Year Performance

- Electric PAs achieved 95% of lifetime savings goal
- Gas PAs achieved 112% of lifetime savings goal

Residential

- Residential and low-income have performed well. Each sector achieved well over 100% of 2013 & 2014 lifetime savings goals for both gas & electric.

C&I

- Improved C&I strategies resulted in higher total lifetime savings than 2013 as well as higher percent achievement of goal for both lifetime savings and benefits.

Individual PA Highlights

 nationalgrid

Electric portfolio at 96% of lifetime savings and over 100% of benefits. Gas portfolio at 130% of lifetime savings & benefits!
Strong residential & low-income performance
Electric C&I sector achieved 11% more lifetime MWh in 2014 than in 2013

 berkshire gas
A UIL HOLDINGS COMPANY

Portfolio over 135% of lifetime savings
Portfolio over 150% of total benefits
Over 100% in Residential and C&I Sectors
Strong C&I performance

 EVERSOURCE ENERGY

Electric portfolio at 103% of lifetime savings
Gas portfolio at 112% of lifetime savings
Eversource achieved 114% of benefits
Residential exceeded goal and there was also balanced achievement across sectors

 Unitil

Electric and gas portfolio are above 100% and 135%, respectively, of the cumulative two year goal
Residential very strong at 187% of electric and 145% of gas cumulative two year goal
Low-income also very strong at 111% of electric and 160% of gas cumulative two year goal
C&I sector currently at 93% for electric and 130% of gas cumulative two year goal



Portfolio at 134% of lifetime savings
Achieved over 100% in all three sectors
Achieved 118% of planned benefits

 Liberty Utilities

Gas portfolio is at 75% of annual savings goal.
Strong low income annual and lifetime therm savings of 108% and 95% respectively.
Good progress with C&I at 67% annual and 96% lifetime savings to goal

 Columbia Gas of Massachusetts
A NiSource Company

Portfolio at 110% of lifetime savings
Achieved over 100% in all three sectors
Achieved over 100% of planned benefits



2014 Comparison to 2012 and 2013 Q4 YTD

Electric

	2012		2013		2014	
Spending	\$380,895,111	76%	\$427,104,780	89%	\$503,753,897	102%
Annual MWh	999,679	91%	1,068,971	89%	1,305,952	106%
Lifetime MWh	10,708,393	89%	11,673,063	89%	13,342,208	101%
Benefits	\$1,960,529,730	86%	\$2,233,627,018	96%	\$2,542,679,620	110%

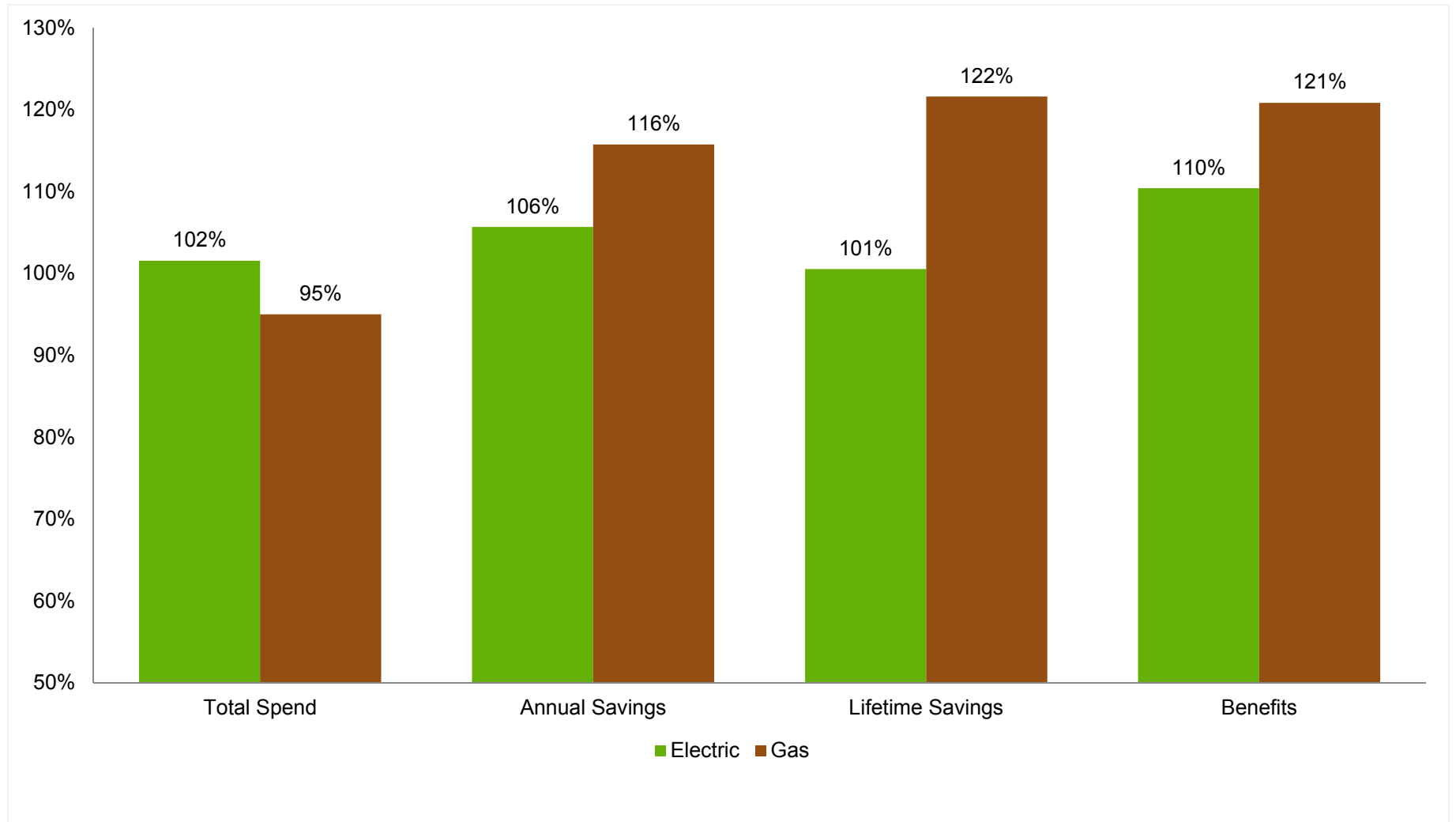
Gas

	2012		2013		2014	
Spending	\$134,736,698	102%	\$151,805,353	90%	\$165,896,501	95%
Annual therms	23,274,288	99%	23,924,073	106%	28,246,665	116%
Lifetime therms	322,065,089	97%	307,636,322	101%	380,270,187	122%
Benefits	\$407,247,416	113%	\$438,438,829	100%	\$598,849,129	121%

Note: percentages from year to year reflect increasing overall goals; thus, as shown above, equal or lower percentages do not necessary translate to equivalent or lower savings

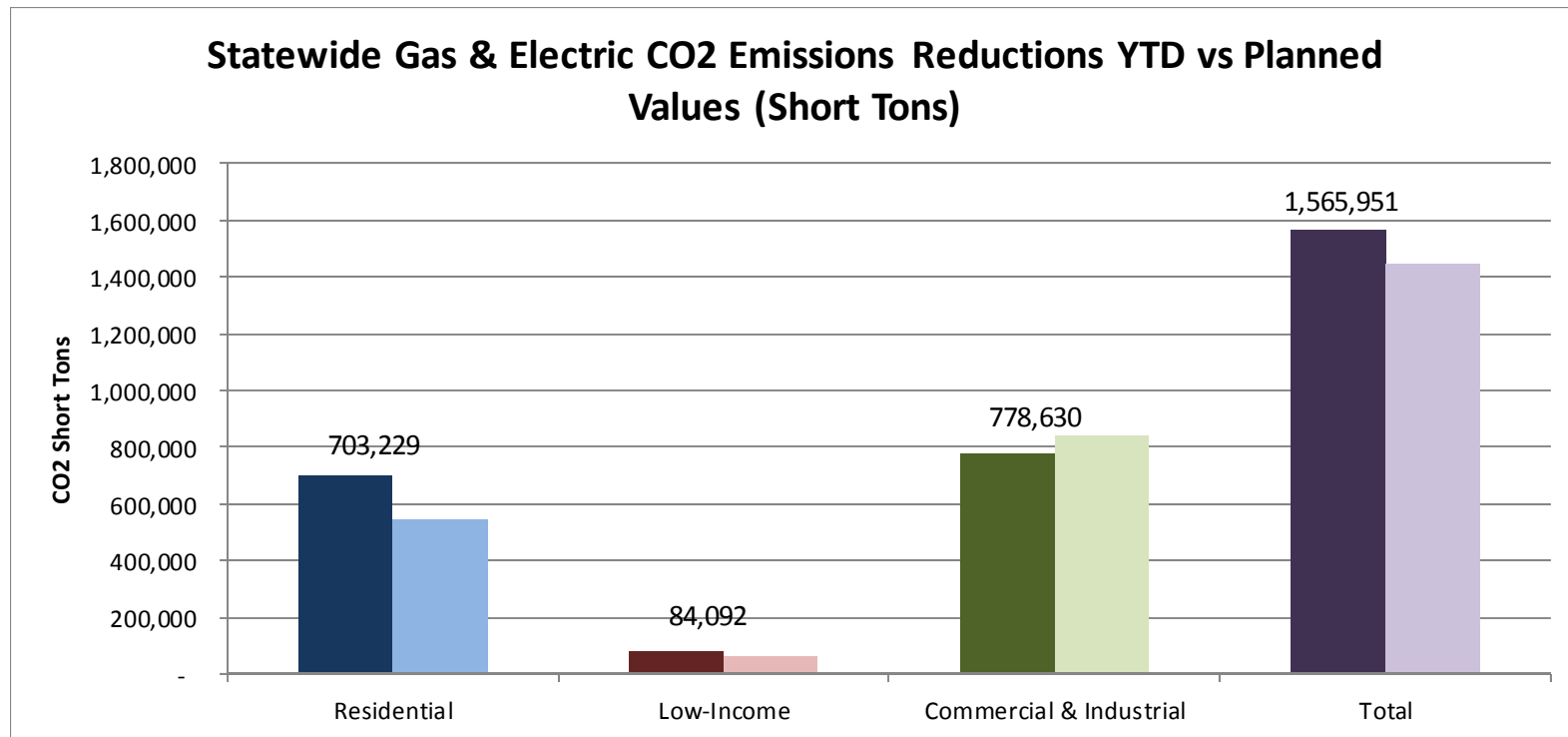


Overall Performance



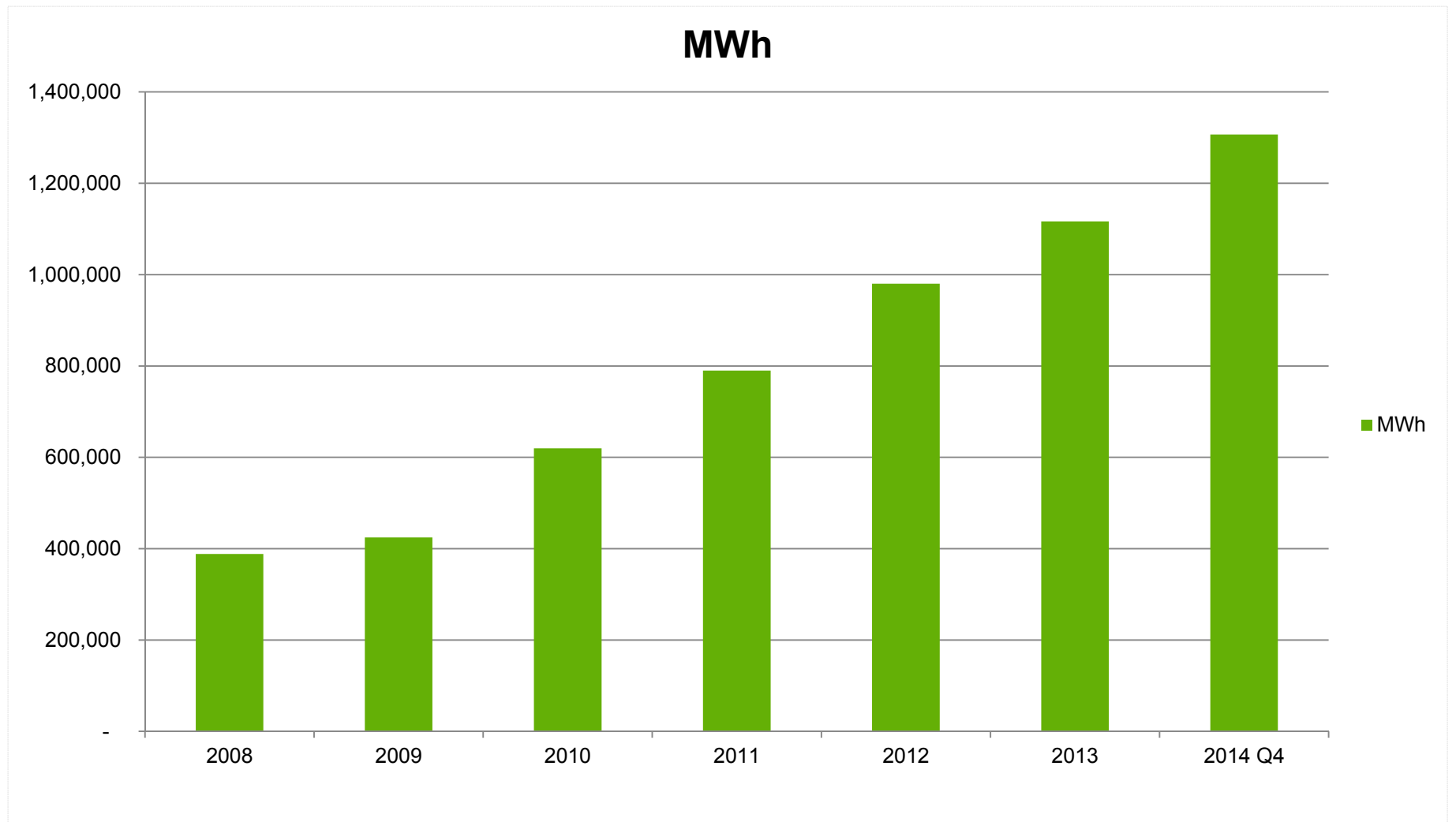


Greenhouse Gas Emissions Reductions in 2014



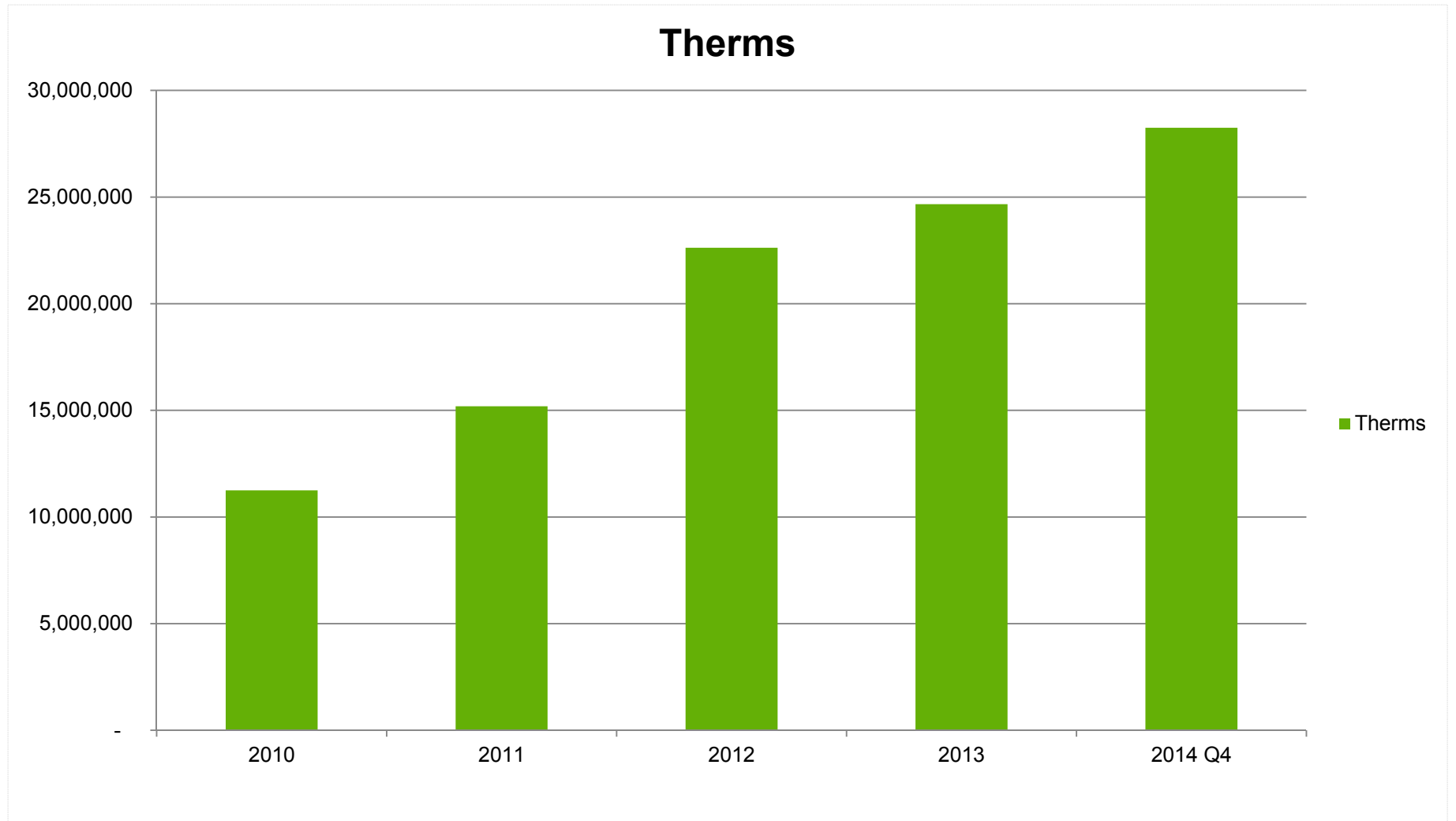


Electric Annual Savings



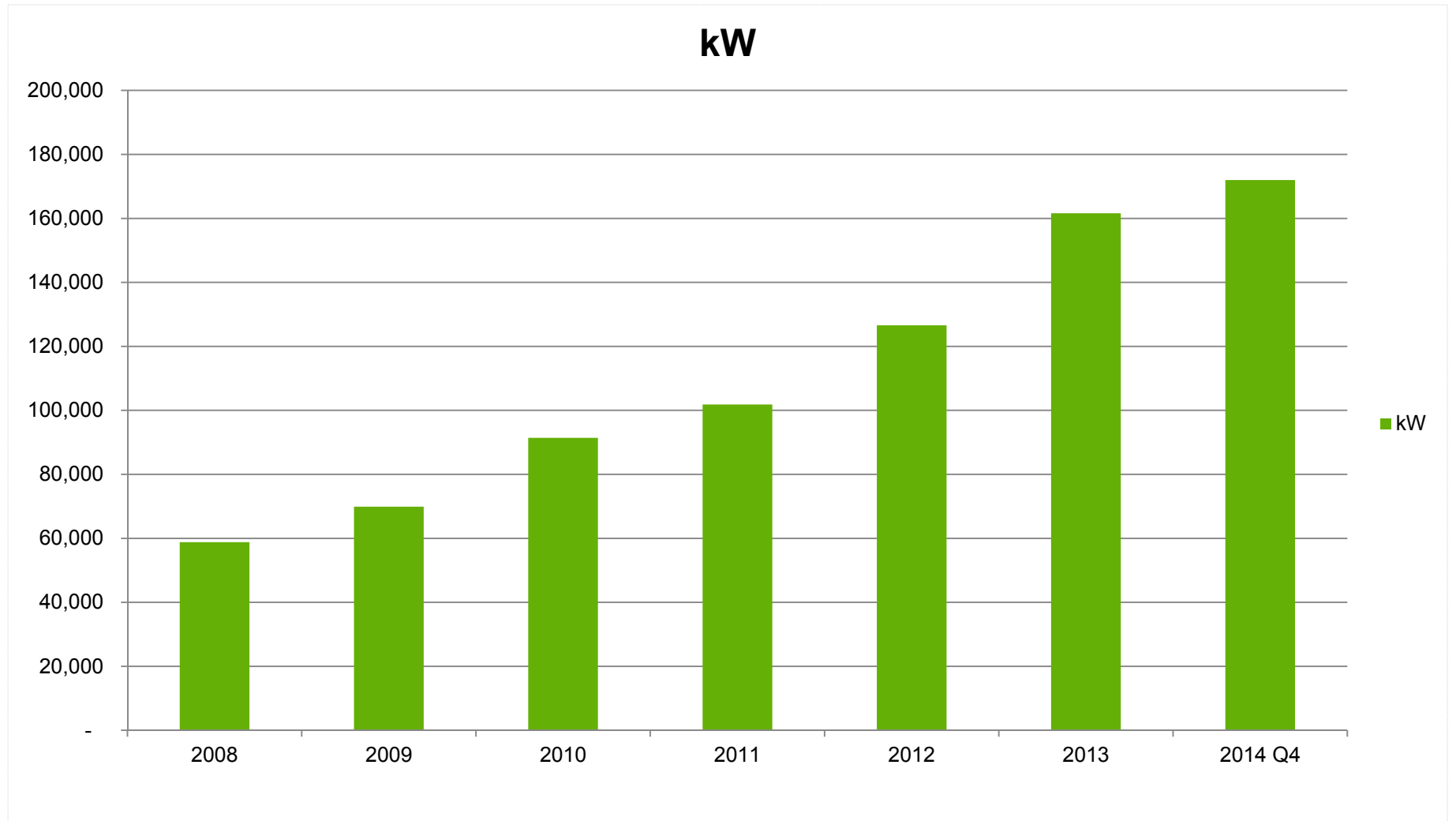


Gas Annual Savings





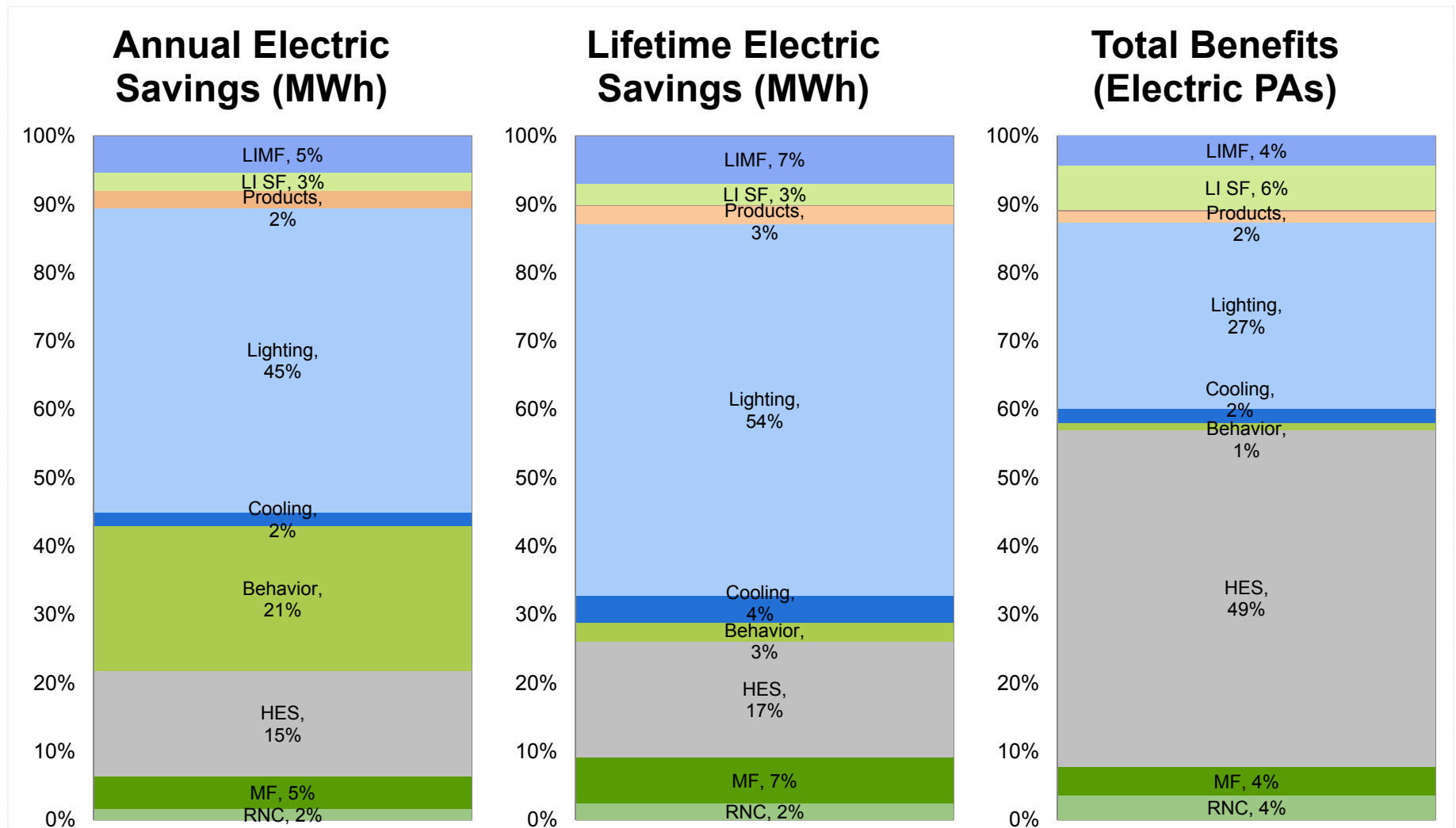
Electric Demand Savings





Where did the savings come from?

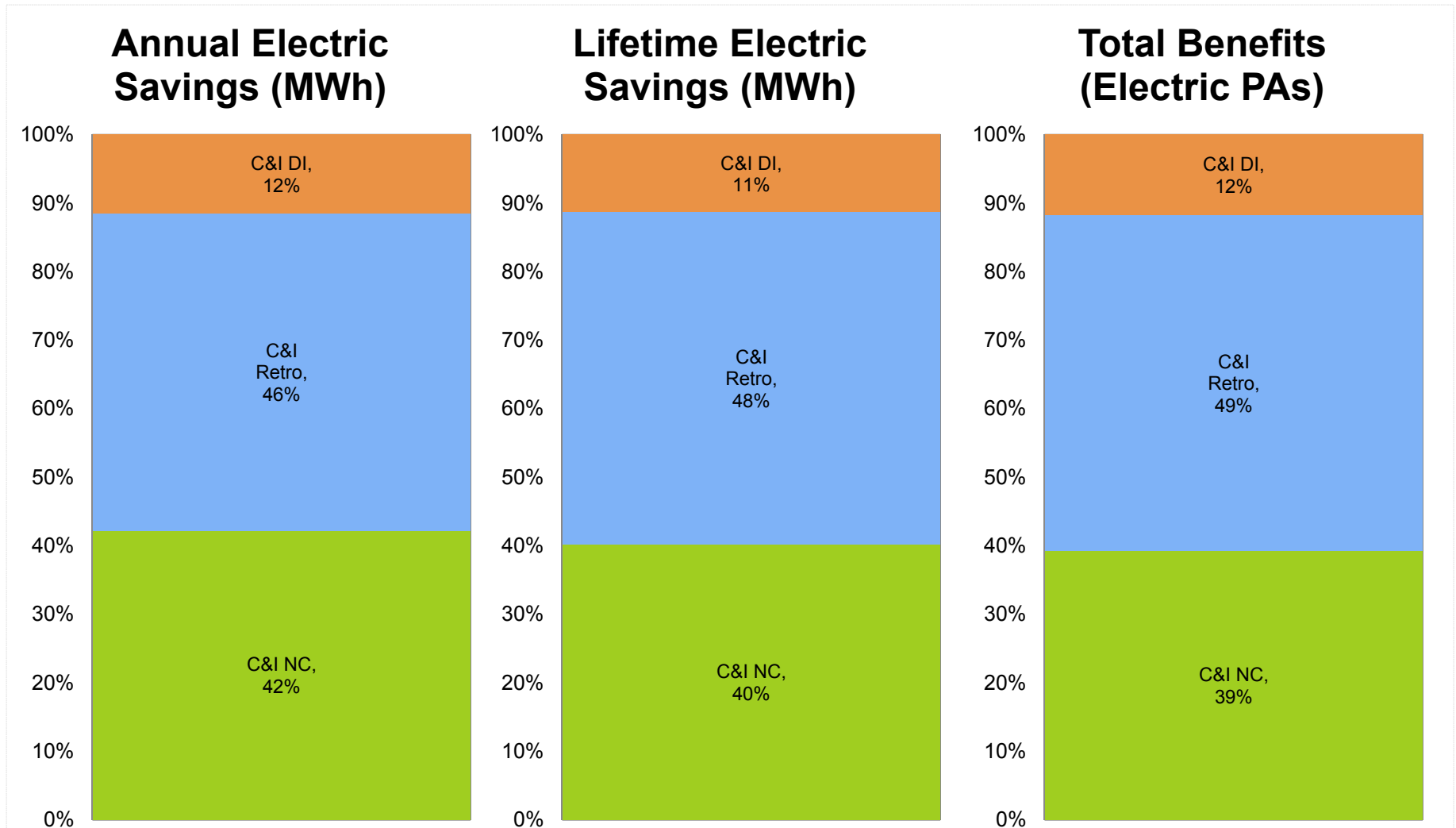
Electric Residential & Low-Income by Initiative





Where did the savings come from?

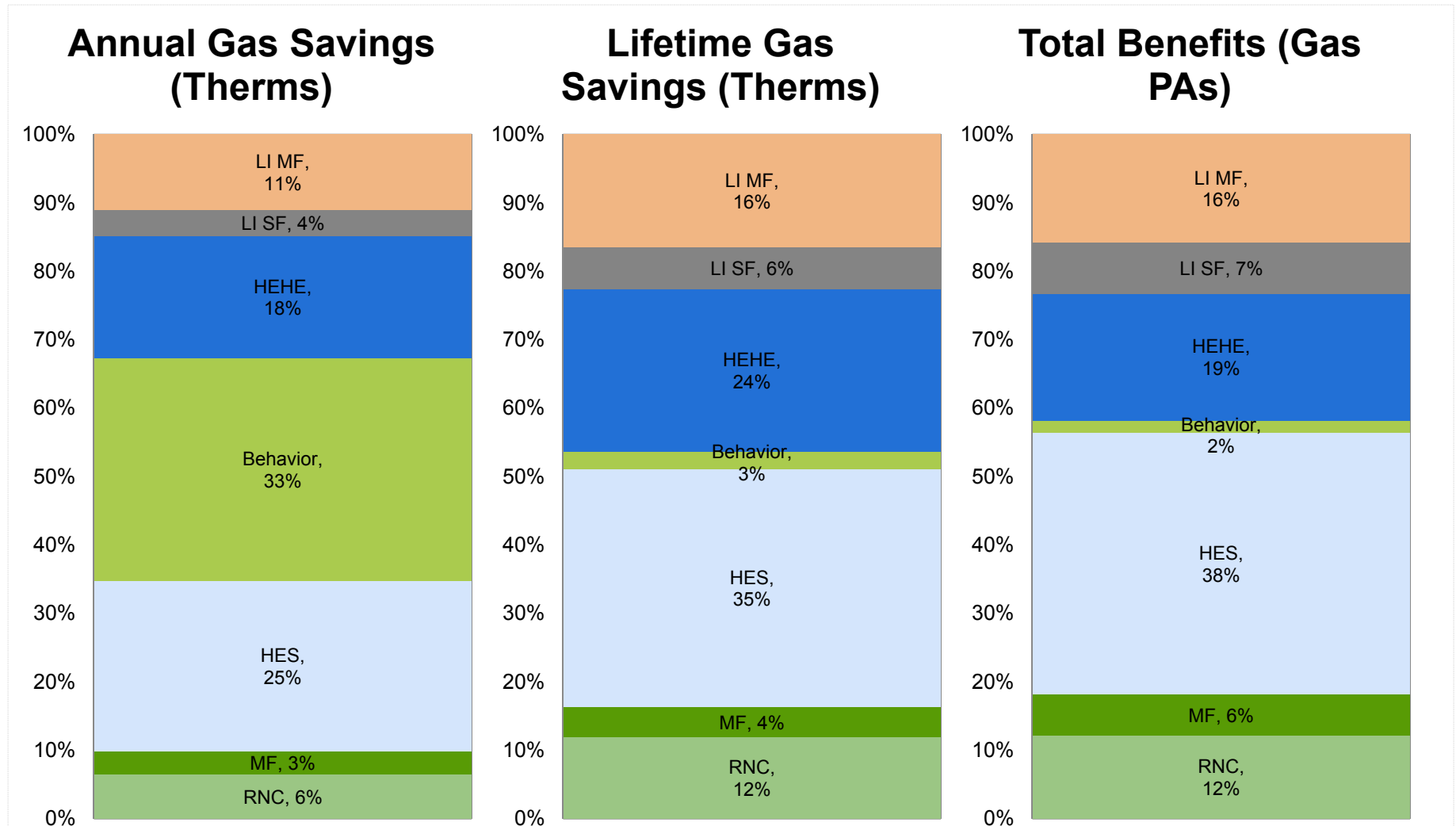
Electric C&I by Initiative





Where did the savings come from?

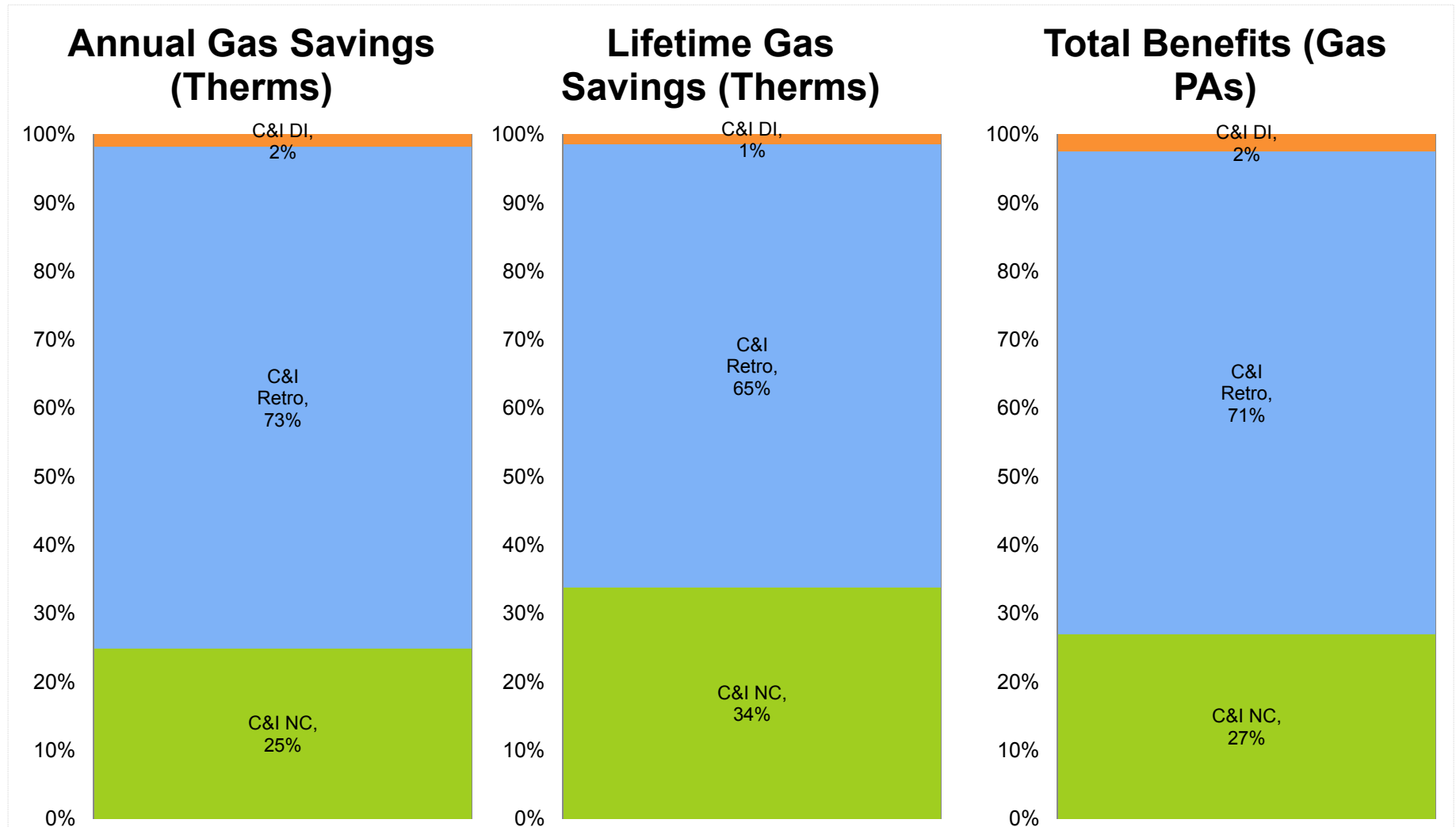
Gas Residential & Low-Income by Initiative





Where did the savings come from?

Gas C&I by Initiative

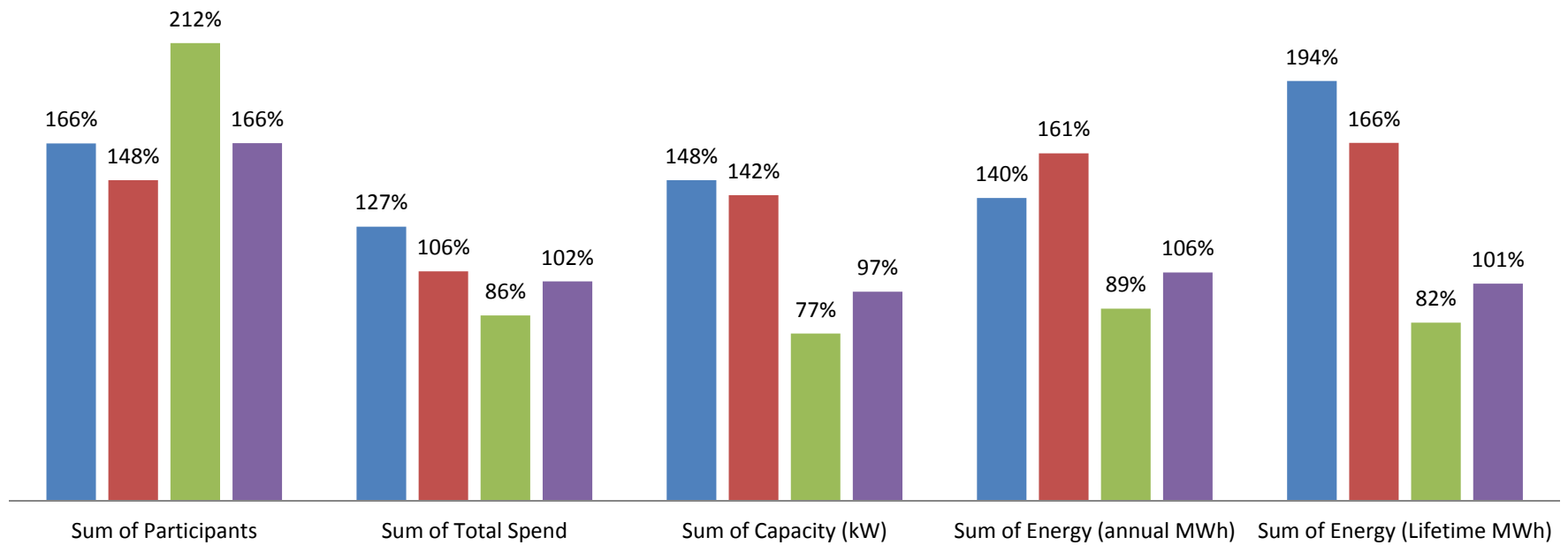




Electric Summary % of Goal by Sector

YTD Preliminary Actuals as a Percent of Plan Goal

■ Residential ■ Low-Income ■ Commercial & Industrial ■ Total

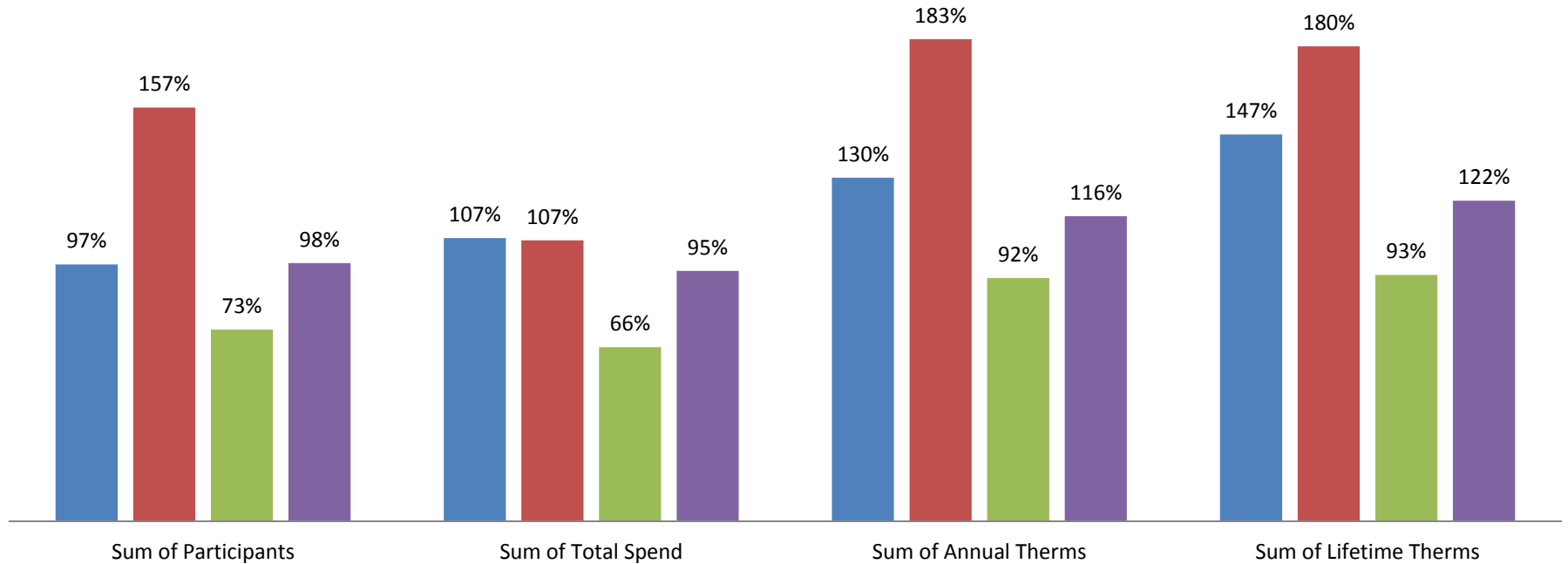




Gas Summary % of Goal by Sector

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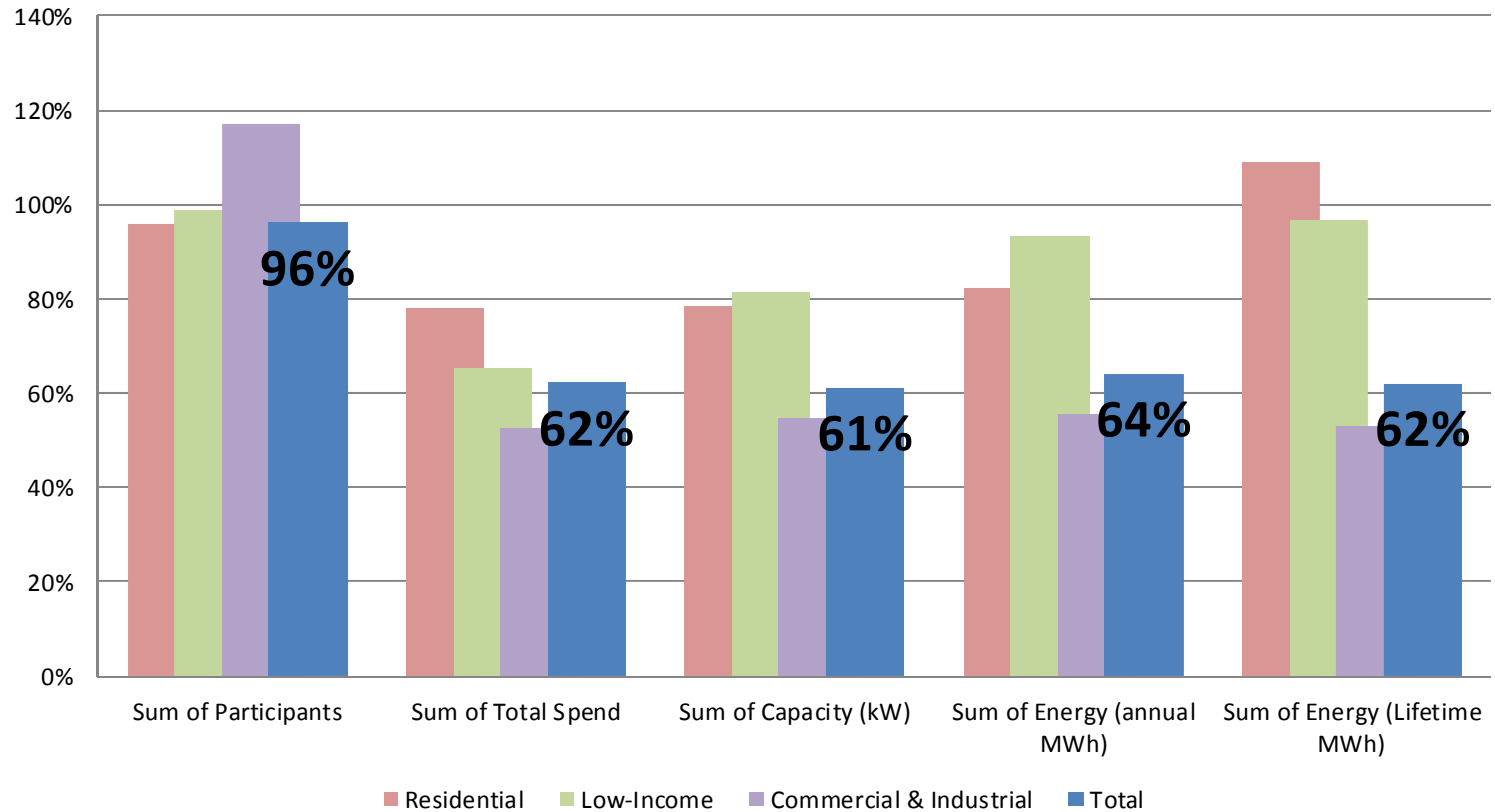
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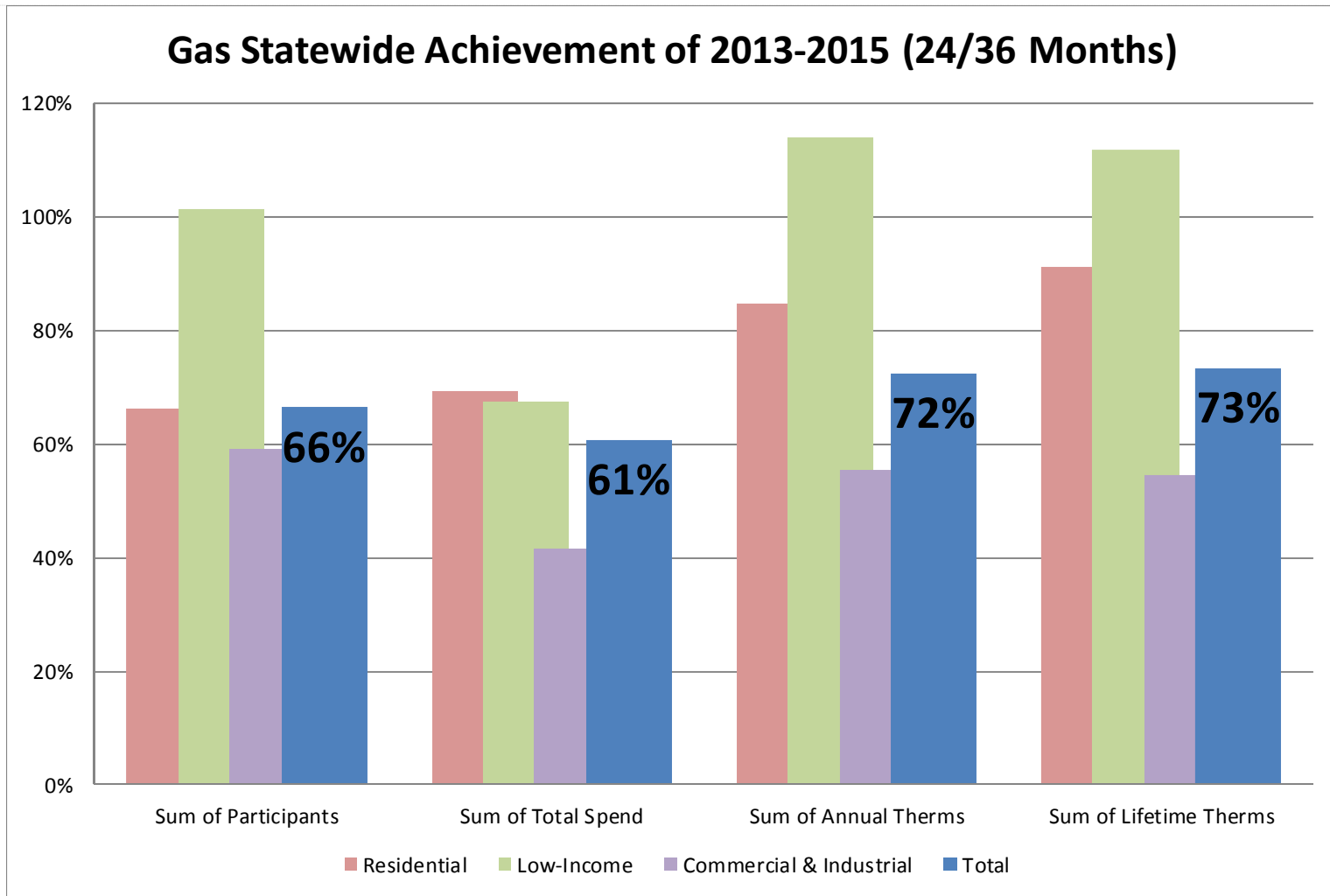
Electric Summary % of Goal 2013-2015

Electric Statewide Achievement of 2013-2015 (24/36 Months)





Gas Summary % of Goal 2013-2015



Questions?

Detailed data available at MassSaveData.com

