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

**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

**Portfolio over 135% of lifetime savings**

**Portfolio over 150% of total benefits**

**Over 100% in Residential and C&I Sectors**

**Strong C&I performance**

**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

**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**

**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**

**Portfolio at 110% of lifetime savings**

**Achieved over 100% in all three sectors**

**Achieved 100% of planned benefits**
## 2014 Comparison to 2012 and 2013 Q4 YTD

### Electric

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<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
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<tbody>
<tr>
<td>Spending</td>
<td>$380,895,111</td>
<td>$427,104,780</td>
<td>$503,753,897</td>
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<tr>
<td>Annual MWh</td>
<td>999,679</td>
<td>1,068,971</td>
<td>1,305,952</td>
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<tr>
<td>Lifetime MWh</td>
<td>10,708,393</td>
<td>11,673,063</td>
<td>13,342,208</td>
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<tr>
<td>Benefits</td>
<td>$1,960,529,730</td>
<td>$2,233,627,018</td>
<td>$2,542,679,620</td>
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### Gas

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<tr>
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<th>2012</th>
<th>2013</th>
<th>2014</th>
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<tbody>
<tr>
<td>Spending</td>
<td>$134,736,698</td>
<td>$151,805,353</td>
<td>$165,896,501</td>
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<tr>
<td>Annual therms</td>
<td>23,274,288</td>
<td>23,924,073</td>
<td>28,246,665</td>
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<tr>
<td>Lifetime therms</td>
<td>322,065,089</td>
<td>307,636,322</td>
<td>380,270,187</td>
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<tr>
<td>Benefits</td>
<td>$407,247,416</td>
<td>$438,438,829</td>
<td>$598,849,129</td>
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**Note:** Percentages from year to year reflect increasing overall goals; thus, as shown above, equal or lower percentages do not necessarily translate to equivalent or lower savings.
Overall Performance

- Total Spend: 102%
- Annual Savings: 106%
- Lifetime Savings: 122%
- Benefits: 121%

Electric: 95%, 101%, 101%
Gas: 102%, 106%, 122%
Greenhouse Gas Emissions Reductions in 2014

Statewide Gas & Electric CO2 Emissions Reductions YTD vs Planned Values (Short Tons)

- Residential: 703,229
- Low-Income: 84,092
- Commercial & Industrial: 778,630
- Total: 1,565,951
Electric Annual Savings

- 2008: 400,000 MWh
- 2009: 600,000 MWh
- 2010: 800,000 MWh
- 2011: 1,000,000 MWh
- 2012: 1,200,000 MWh
- 2013: 1,400,000 MWh
- 2014 Q4: 1,600,000 MWh
Gas Annual Savings

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<th>Therms</th>
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<td>2010</td>
<td>10,000,000</td>
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<tr>
<td>2011</td>
<td>15,000,000</td>
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<td>2012</td>
<td>20,000,000</td>
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<td>2013</td>
<td>25,000,000</td>
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<tr>
<td>2014 Q4</td>
<td>30,000,000</td>
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Therms
Electric Demand Savings
Where did the savings come from?

Electric Residential & Low-Income by Initiative

**Annual Electric Savings (MWh)**
- Lighting, 45%
- Cooling, 2%
- Behavior, 21%
- HES, 15%
- MF, 5%
- RNC, 2%

**Lifetime Electric Savings (MWh)**
- Lighting, 54%
- Cooling, 4%
- Behavior, 3%
- HES, 17%
- MF, 7%
- RNC, 2%

**Total Benefits (Electric PAs)**
- Lighting, 27%
- Cooling, 2%
- Behavior, 1%
- HES, 49%
- MF, 4%
- RNC, 4%
Where did the savings come from?
Electric C&I by Initiative

**Annual Electric Savings (MWh)**
- C&I DI, 12%
- C&I Retro, 46%
- C&I NC, 42%

**Lifetime Electric Savings (MWh)**
- C&I DI, 11%
- C&I Retro, 48%
- C&I NC, 40%

**Total Benefits (Electric PAs)**
- C&I DI, 12%
- C&I Retro, 49%
- C&I NC, 39%
Where did the savings come from?
Gas Residential & Low-Income by Initiative

**Annual Gas Savings (Therms)**
- LI MF, 11%
- LI SF, 4%
- HEHE, 18%
- Behavior, 33%
- HES, 25%
- MF, 3%
- RNC, 6%

**Lifetime Gas Savings (Therms)**
- LI MF, 16%
- LI SF, 6%
- HEHE, 24%
- Behavior, 3%
- HES, 35%
- MF, 4%
- RNC, 12%

**Total Benefits (Gas PAs)**
- LI MF, 16%
- LI SF, 7%
- HEHE, 19%
- Behavior, 2%
- HES, 38%
- MF, 6%
- RNC, 12%
Where did the savings come from?
Gas C&I by Initiative

**Annual Gas Savings (Therms)**
- C&I DI, 2%
- C&I Retro, 73%
- C&I NC, 25%

**Lifetime Gas Savings (Therms)**
- C&I DI, 1%
- C&I Retro, 65%
- C&I NC, 34%

**Total Benefits (Gas PAs)**
- C&I DI, 2%
- C&I Retro, 71%
- C&I NC, 27%
Electric Summary % of Goal by Sector

YTD Preliminary Actuals as a Percent of Plan Goal

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

Sum of Participants: 166%, 148%, 166%
Sum of Total Spend: 127%, 106%, 86%, 102%
Sum of Capacity (kW): 148%, 142%, 77%, 97%
Sum of Energy (annual MWh): 140%, 161%, 89%, 106%
Sum of Energy (Lifetime MWh): 194%, 166%, 82%, 101%
Gas Summary % of Goal by Sector

YTD Preliminary Actuals as a Percent of Plan Goal

- Sum of Participants:
  - Residential: 97%
  - Low-Income: 73%
  - Commercial & Industrial: 98%
  - Total: 157%

- Sum of Total Spend:
  - Residential: 107%
  - Low-Income: 107%
  - Commercial & Industrial: 66%
  - Total: 130%

- Sum of Annual Therms:
  - Residential: 183%
  - Low-Income: 92%
  - Commercial & Industrial: 116%
  - Total: 130%

- Sum of Lifetime Therms:
  - Residential: 147%
  - Low-Income: 93%
  - Commercial & Industrial: 122%
  - Total: 180%
Electric Summary % of Goal 2013-2015

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

- **Sum of Participants**: 96%
- **Sum of Total Spend**: 62%
- **Sum of Capacity (kW)**: 61%
- **Sum of Energy (annual MWh)**: 64%
- **Sum of Energy (Lifetime MWh)**: 62%

Legend:
- Residential
- Low-Income
- Commercial & Industrial
- Total
Gas Summary % of Goal 2013-2015

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

- Sum of Participants: 66%
- Sum of Total Spend: 61%
- Sum of Annual Therms: 72%
- Sum of Lifetime Therms: 73%

Legend:
- Residential
- Low-Income
- Commercial & Industrial
- Total
Questions?

Detailed data available at MassSaveData.com