Review of 2011 Performance

Presentation to the EEAC by the PAs

February 14, 2012
YTD 2011 Statewide Overview

- Numbers are preliminary and savings are subject to after-the-fact adjustments based on EM&V results
- 2011 results very close to December projections
- Overall electric savings and benefits very close to challenging Year 2 goals, lifetime savings slightly over 100%
- Overall gas savings and benefits landing around 80% of goal, as anticipated
- Residential electric programs strongest performance
- Gas had more consistent performance across sectors
- Electric savings were achieved at a lower cost than projected
Portfolio Summary - 2011

- **ELECTRIC**
  - Lifetime savings – 101%
  - Annual Savings – 91%
  - Benefits – 90%
  - Spending – 67%

- **GAS**
  - Lifetime savings – 81%
  - Annual Savings – 84%
  - Benefits – 77%
  - Spending – 92%
Statewide Electric Programs - YTD 2011
Costs as compared to Plan Budget

NOTES: Costs are those booked for PPA, Marketing, Customer Incentive, STAT, and Evaluation. This data is preliminary and subject to revision and check.
<table>
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<tr>
<th>Category</th>
<th>Total PA Expenditures</th>
<th>Therms (annual)</th>
<th>Therms (lifetime)</th>
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<td>Participants</td>
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Statewide Gas Programs - YTD 2011

Sector Contributions to YTD Costs and Savings

Participants: 342,378
Total PA Expenditures: $97.8M
Therms (annual): 15,435,470 therms
Therms (lifetime): 222,945,726 therms

Residential
Low Income
Commercial & Industrial
Statewide Gas Programs - YTD 2011
Costs as compared to Plan Budget

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Program Highlights

- **New Construction**
  - Exceeded 2011 SW unit and savings goals; Western MA Storm Recovery – 53 projects total, 4 completions in Q4

- **Rebate Programs**
  - Strong year-end results; Attributable in part to SW marketing initiatives

- **Home Energy Services**
  - Contractor Best Practices Working Group established; Many program enhancements & efficiencies resulting from the group

- **Lighting & Appliances**
  - Both strong performers in 2011; New LED products being offered as well as refrigerators and freezers

- **Low-Income Retrofit**
  - Most PAs close to goal; ARRA funding continued to have significant impact on PAs’ ability to meet production and spending goals

- **Commercial & Industrial**
  - Strong year end effects; detailed C&I presentation contemplated for future EEAC meetings; Upstream Lighting Initiative
Upstream Lighting Initiative launched September, 2011
  • Reduced wattage T8 fluorescent lamps
  • High Output T5’s
Expanded in November to include LED (PAR/MR) lamps
To date over 6 lighting manufacturers and 35 distributors participating statewide
$5 million of incentives supporting over 340,000 lamps through December, 2011
Miscellaneous Fourth Quarter Updates

- **Marketing**
  - Continued momentum with multi-faceted online approach; paid search, retargeting and LinkedIn polling and banner ads
  - Hosted 2011 MassSavers Business Award event; recognized 15 Massachusetts businesses for excellence in EE practices

- **EM&V**
  - Continued work in all six research areas; 2012 EM&V plan incorporated in PAs 2012 MTM filings

- **Training**
  - Informational Webinars outlining MassSave® Bright Opportunities Upstream Lighting Initiative held in October