

Greater Lawrence Update

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Columbia Gas[®]
of Massachusetts
A NiSource Company



Completed Installations

	January		Post-Incident Total			Participants, CY 2017
	Participants	Incentives	Participants	Incentives	Therm Savings	
Residential	414	\$1,415,303	2,933	\$ 9,745,261	589,796	757
Low Income	14	\$ 101,513	243	\$ 1,630,178	74,792	214
C&I (Small Business)	0	\$ -	134	\$ 652,685	61,380	0
C&I (Custom)	2	\$ 105,880	45	\$ 1,011,787	283,650	16
Total Custom	430	\$1,622,697	3,355	\$ 13,039,911	1,009,619	987
Rebates	35	\$ 54,654	1,189	\$ 1,259,658	142,132	547
Total	465	\$1,677,351	4,544	\$ 14,299,568	1,151,750	1,534

Assessments & Site Visits

	January	Post-Incident Total
Residential	448	4380
Low Income	23	198
C&I (Small Business)	4	462
C&I (Custom)	0	97
Total Assessments	475	5137

Residential, Post-Incident through December 31, 2019 (Preliminary)

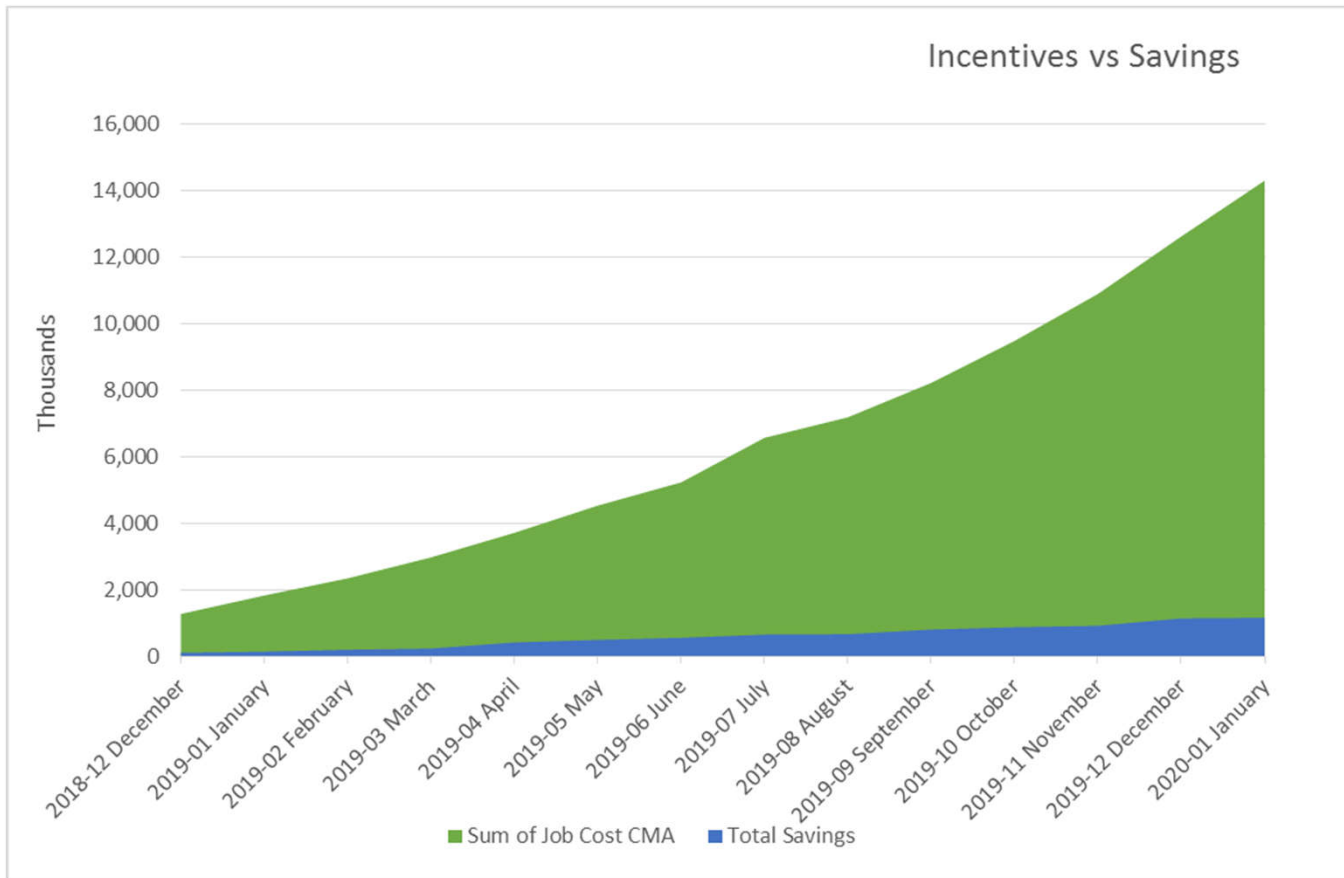
Residential (Non-Low Income and Low Income, SF + MF)					Therms	Cost	# of	% with			
	HEA*	Jobs Completed**	Therm Savings	Incentives	/Job	/Job	Accounts	Audits	% with Jobs		
Andover	Non Low-income	1,408	1,560	249,652	\$3,804,040	160	\$2,438	\$15.24	7,629	18%	20%
	Low Income	21	8	1,891	\$54,784	236	\$6,848	\$28.97	198	11%	4%
	Total Residential	1,429	1,568	251,543	\$3,858,823	160	\$2,461	\$15.34	7,827	18%	20%
Lawrence	Non Low-income	1,139	903	112,021	\$1,585,924	124	\$1,756	\$14.16	12,271	9%	7%
	Low Income	194	209	55,028	\$1,131,371	263	\$5,413	\$20.56	6,451	3%	3%
	Total Residential	1,333	1,112	167,049	\$2,717,295	150	\$2,444	\$16.27	18,722	7%	6%
North Andover	Non Low-income	1,148	1,029	163,083	\$2,648,556	158	\$2,574	\$16.24	5,269	22%	20%
	Low Income	12	12	3,250	\$59,671	271	\$4,973	\$18.36	283	4%	4%
	Total Residential	1,160	1,041	166,333	\$2,708,227	160	\$2,602	\$16.28	5,552	21%	19%
Overall Residential Total	3,922	3,721	584,925	\$9,284,345	157	\$2,495	\$15.87	32,101	12%	12%	

HEA = Home Energy Assessment, SF only

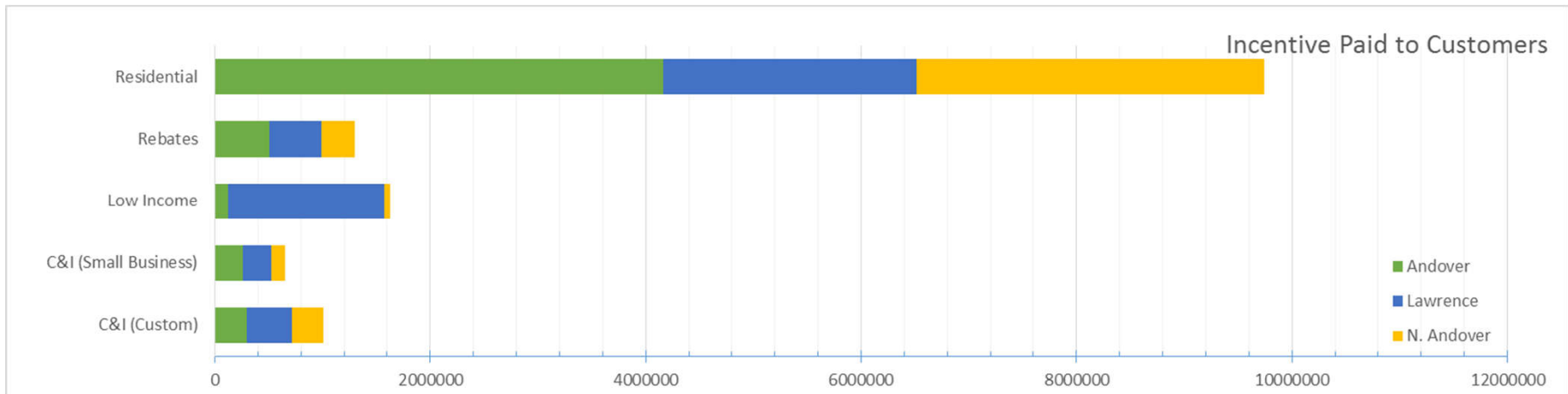
Jobs Completed = Residential customer with any measure installed

- Excludes commercially metered multifamily properties, both market rate and low income.
- HEAs are not tracked separately for multifamily properties, used # of jobs as a proxy.

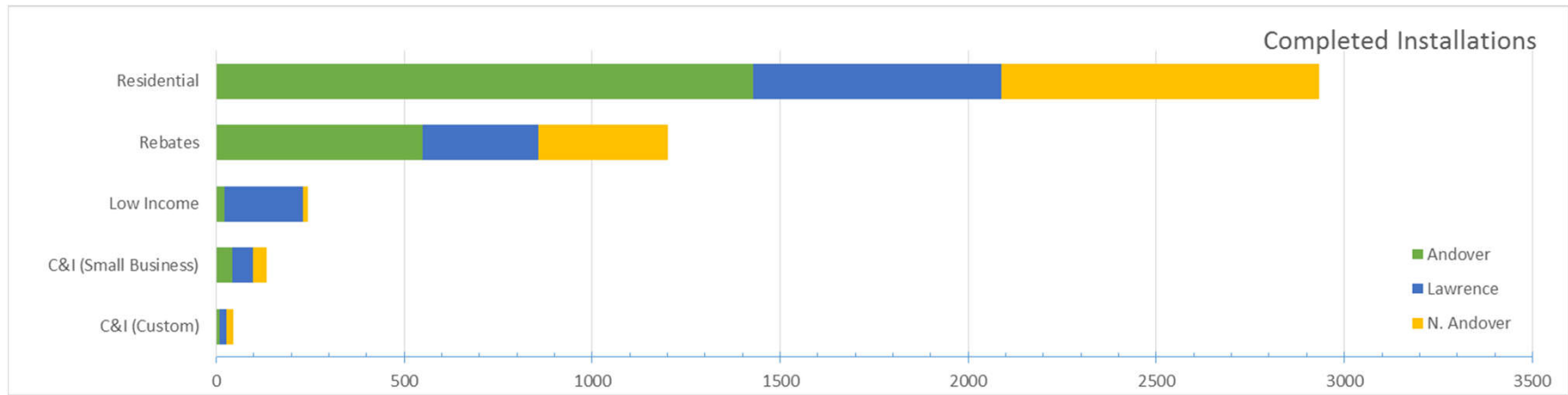
Total Incentives vs. Total Savings



Incentives Paid to Customers



Completed Jobs



Savings

