

# Greater Lawrence Update

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Columbia Gas<sup>®</sup>  
of Massachusetts

*A NiSource Company*



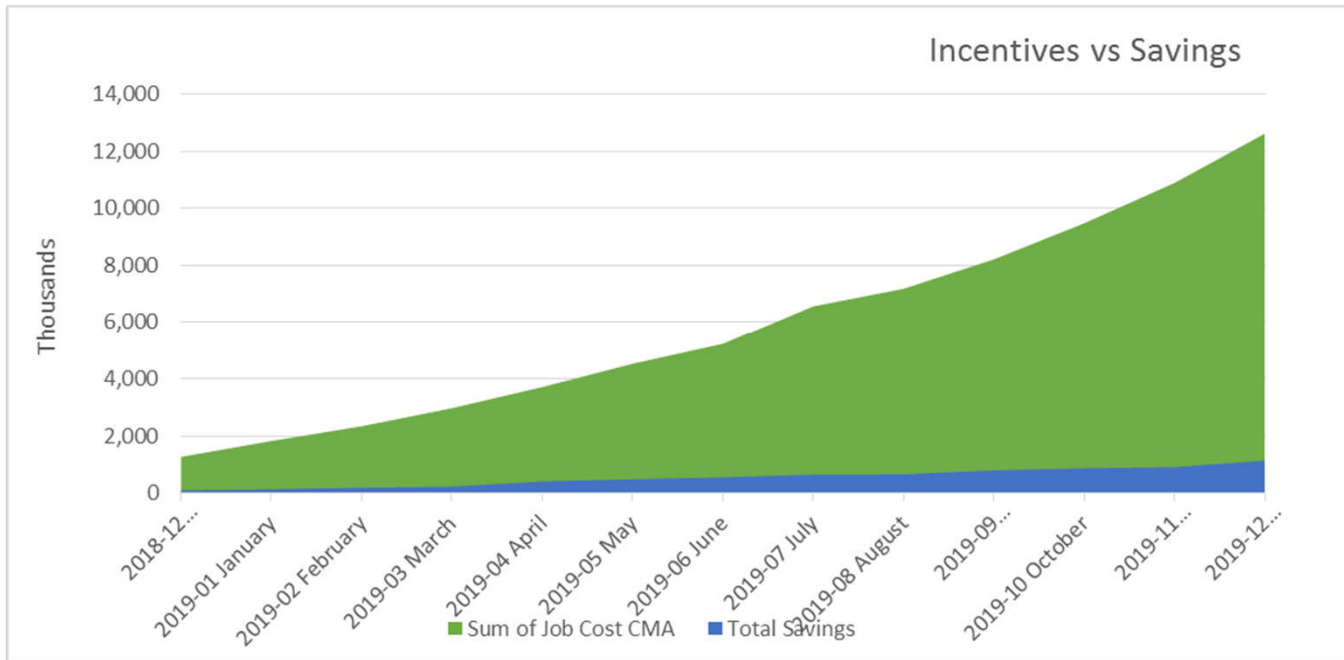
# Completed Installations

	December		Post-Incident Total			Participants, CY 2017
	Participants	Incentives	Participants	Incentives	Therm Savings	
Residential	229	\$ 886,031	2,519	\$ 8,329,958	586,775	757
Low Income	1	\$ 15,762	229	\$ 1,528,664	72,513	214
C&I (Small Business)	29	\$ 269,944	134	\$ 652,685	61,380	0
C&I (Custom)	19	\$ 476,615	43	\$ 905,907	276,804	16
<b>Total Custom</b>	<b>278</b>	<b>\$1,648,351</b>	<b>2,925</b>	<b>\$ 11,417,214</b>	<b>997,472</b>	<b>987</b>
Rebates	98	\$ 80,504	1,154	\$ 1,205,004	138,729	547
<b>Total</b>	<b>376</b>	<b>\$1,728,855</b>	<b>4,079</b>	<b>\$ 12,622,218</b>	<b>1,136,201</b>	<b>1,534</b>

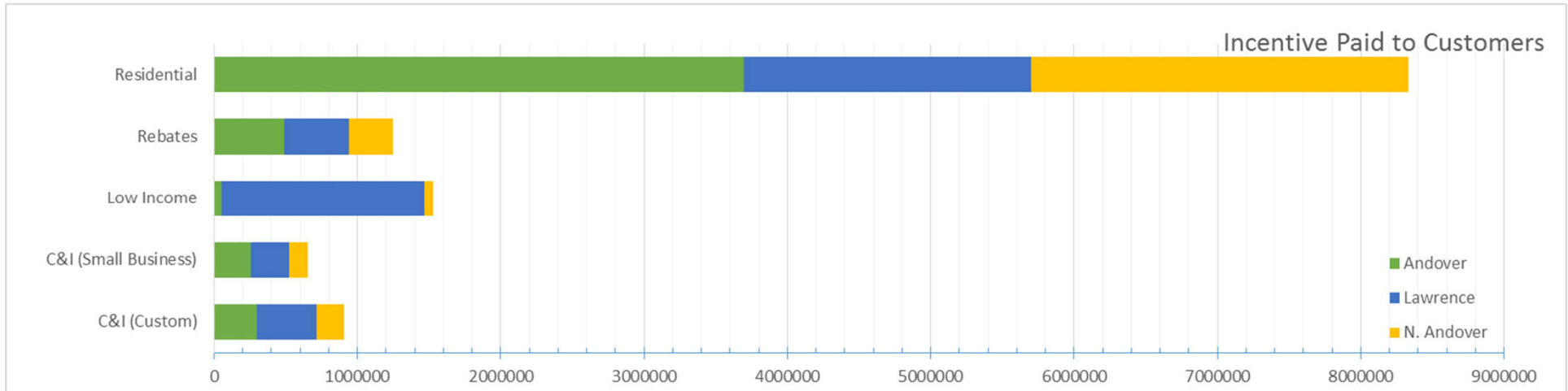
# Assessments & Site Visits

	December	Post-Incident Total
Residential	336	3,932
Low Income	5	175
C&I (Small Business)	12	458
C&I (Custom)	0	97
<b>Total Assessments</b>	<b>353</b>	<b>4,662</b>

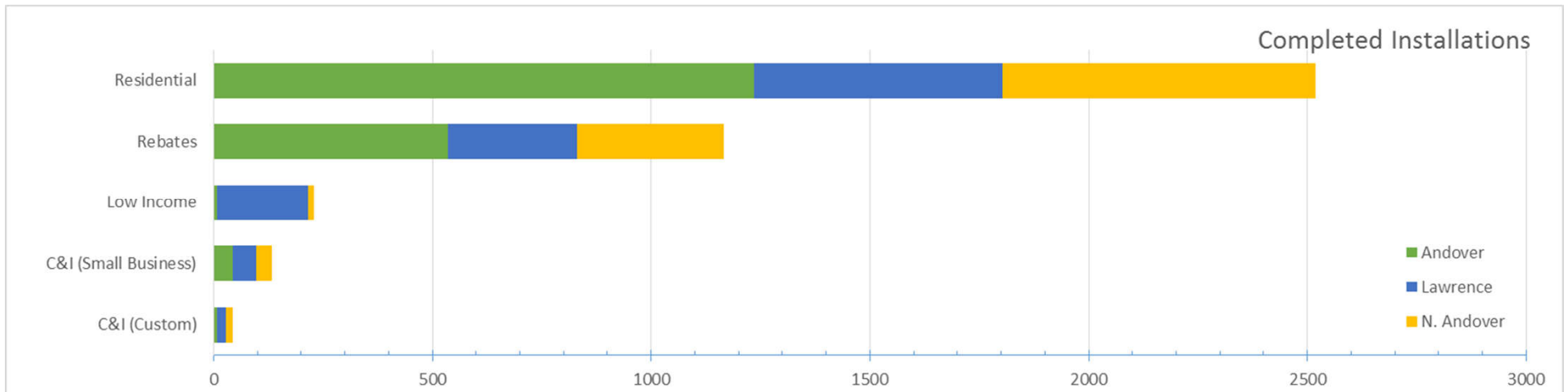
# Total Incentives vs. Total Savings



# Incentives Paid to Customers



# Completed Jobs



# Savings

