

# Greater Lawrence Update

Elizabeth Cellucci  
Director, Energy Efficiency  
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# Completed Installations

	May		2020 Year to Date Total		
	Participants	Incentives	Participants	Incentives	Therm Savings
Residential	34	\$ 78,143	986	\$ 3,868,046	311,925
Low Income	1	\$ 10,982	72	\$ 388,729	114,432
C&I (Small Business)	0	\$ -	29	\$ 102,091	14,578
C&I (Custom)	0	\$ -	7	\$ 280,743	19,984
<b>Total Custom</b>	<b>35</b>	<b>\$ 89,126</b>	<b>1,094</b>	<b>\$ 4,639,609</b>	<b>460,918</b>
Rebates	35	\$ 50,775	356	\$ 515,053	34,425
<b>Total</b>	<b>70</b>	<b>\$ 139,901</b>	<b>1,450</b>	<b>\$ 5,154,662</b>	<b>495,343</b>

# Assessments & Site Visits

	May	2020 YTD
Residential	20	961
Low Income	0	41
C&I (Small Business)	0	9
C&I (Custom)	0	0
<b>Total Assessments</b>	<b>20</b>	<b>1011</b>

## Completed Installations, Comparing 2019 and 2020

	Jan-May 2019	Jan-May 2020
Residential	525	986
Residential Low Income	97	72
C&I Small	33	29
C&I Custom	10	7
Rebates	748	356

# Residential Summary by Town

## Greater Lawrence Summary Year to Date through May 2020

	Residential (Non-Low Income and Low Income, SF + MF)	HEA*	Jobs Completed **	Therm Savings	Incentives	Therms /Job	Cost /Job	Cost /Therm	# of Accounts	% with Audits	% with Jobs
Andover	Non Low-income	673	648	140,893	\$1,487,413	217	\$2,295	\$10.56	7,629	9%	8%
	Low Income	3	3	797	\$17,621	266	\$5,874	\$22.11	198	2%	2%
	<b>Total Residential</b>	<b>676</b>	<b>651</b>	<b>141,690</b>	<b>\$1,505,034</b>	<b>218</b>	<b>\$2,312</b>	<b>\$10.62</b>	<b>7,827</b>	<b>9%</b>	<b>8%</b>
Lawrence	Non Low-income	464	441	97,640	\$1,008,702	221	\$2,287	\$10.33	12,271	4%	4%
	Low Income	56	56	15,664	\$295,956	280	\$5,285	\$18.89	6,451	1%	1%
	<b>Total Residential</b>	<b>520</b>	<b>497</b>	<b>113,304</b>	<b>\$1,304,657</b>	<b>228</b>	<b>\$2,625</b>	<b>\$11.51</b>	<b>18,722</b>	<b>3%</b>	<b>3%</b>
North Andover	Non Low-income	481	461	125,676	\$1,353,901	273	\$2,937	\$10.77	5,269	9%	9%
	Low Income	3	3	991	\$19,886	330	\$6,629	\$20.07	283	1%	1%
	<b>Total Residential</b>	<b>484</b>	<b>464</b>	<b>126,667</b>	<b>\$1,373,787</b>	<b>273</b>	<b>\$2,961</b>	<b>\$10.85</b>	<b>5,552</b>	<b>9%</b>	<b>8%</b>
<b>Overall Residential Total</b>		<b>1,680</b>	<b>1,612</b>	<b>381,660</b>	<b>\$4,183,478</b>	<b>237</b>	<b>\$2,595</b>	<b>\$10.96</b>	<b>32,101</b>	<b>5%</b>	<b>5%</b>

HEA = Home Energy Assessment, SF only

Jobs Completed = Residential customer with any measure installed

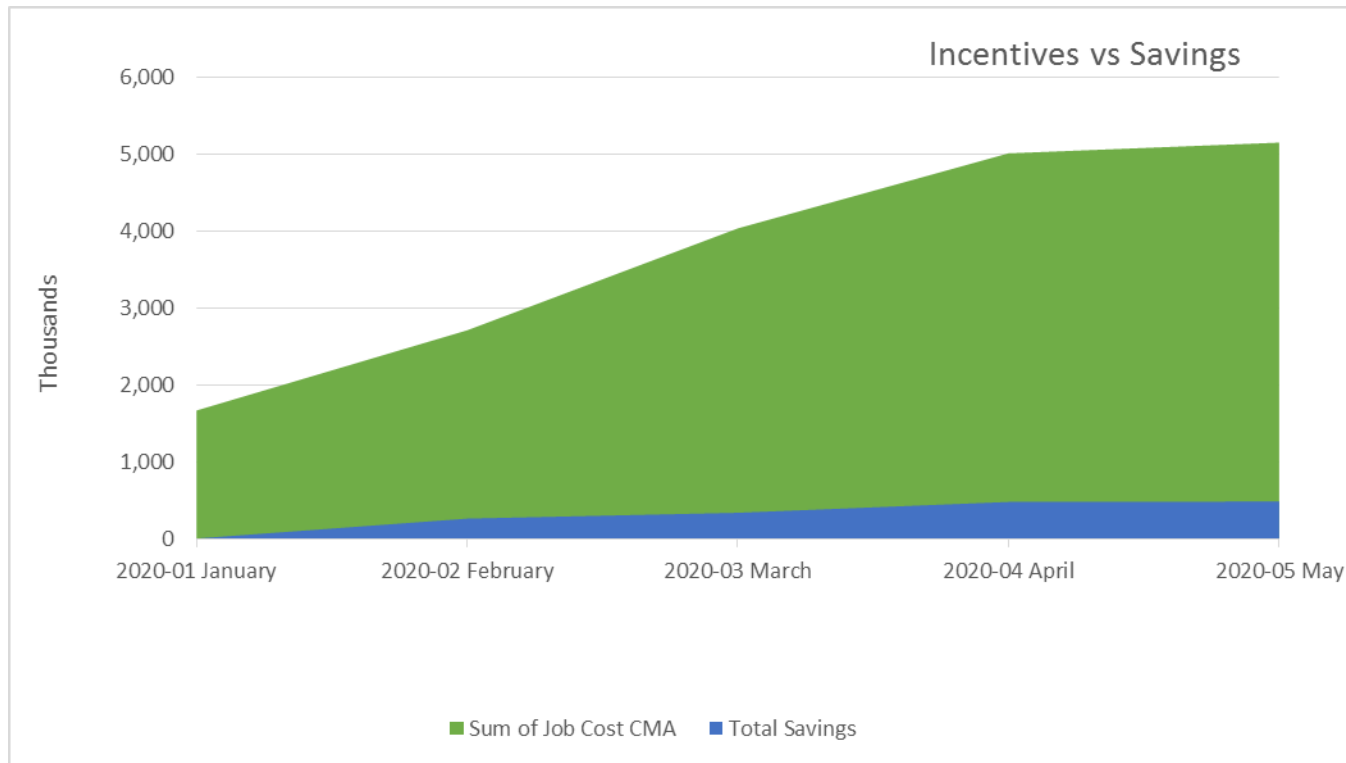
- Excludes commercially metered multifamily properties, both market rate and low income.
- HEAs are not tracked separately for multifamily properties, used # of jobs as a proxy.

# Lawrence Municipal Partnerships

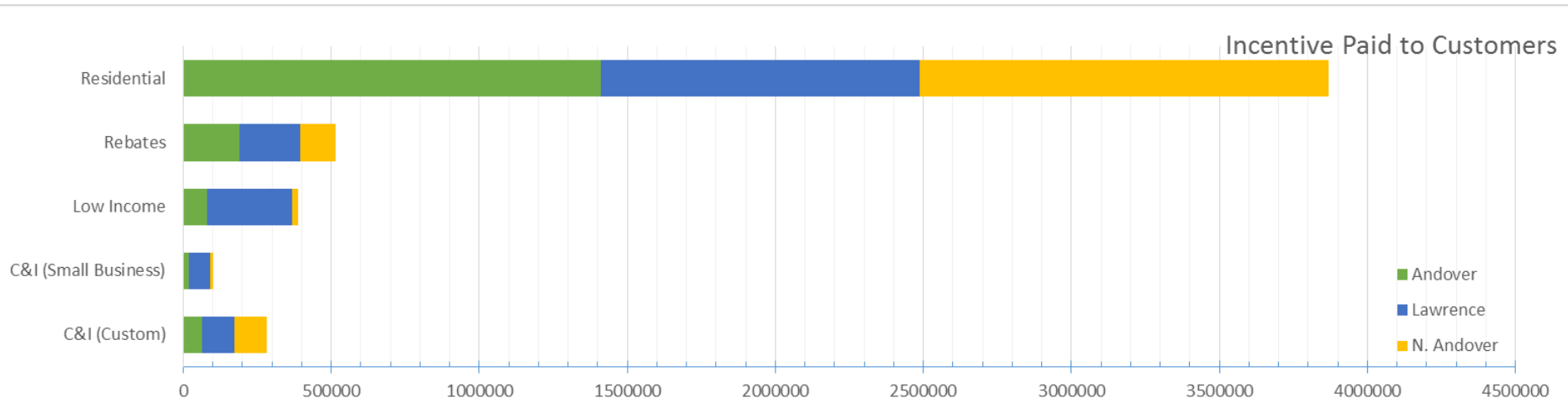
## **The Partnership's March to May report of activities included:**

- Developed marketing materials
  - Planning a letter to property owners in tax/water bills
  - Planning use of city communications channels
  - Starting some outreach on virtual HEAs
  - Met with Lead Vendor and a community group
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- **Note that Methuen is also a Municipal Partner**

# Total Incentives vs. Total Savings

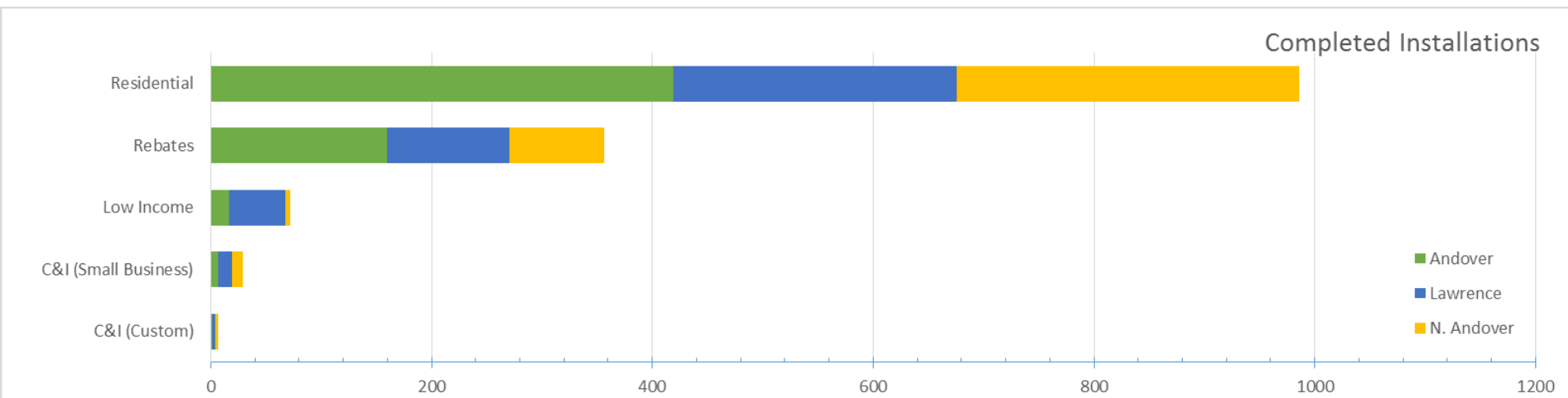


# Incentives Paid to Customers





# Completed Jobs



# Savings

