

# Greater Lawrence Update

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

*A NiSource Company*



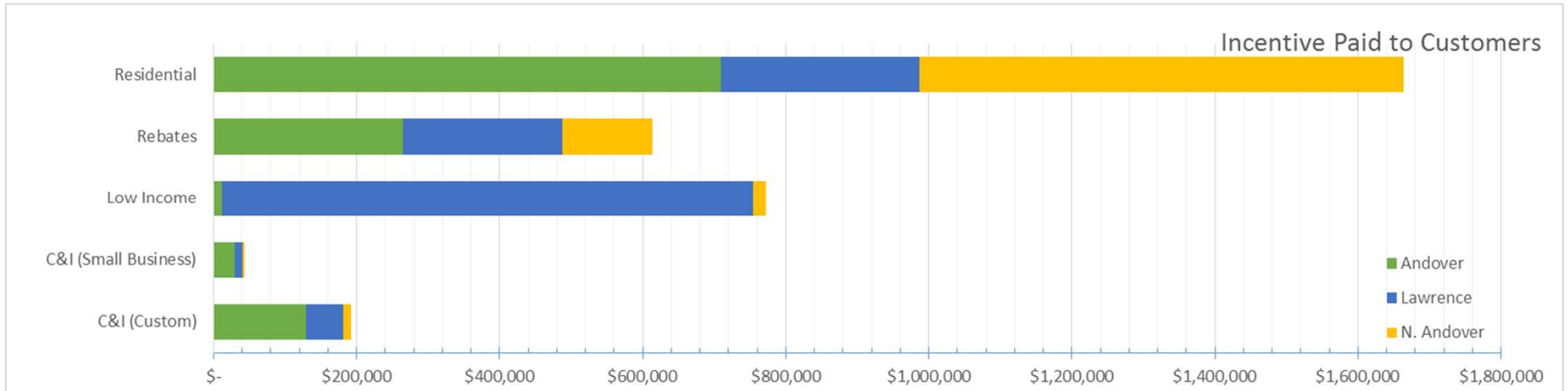
# Completed Installations

| Completed Installations   |              |                   |                     |                     |                |              |
|---------------------------|--------------|-------------------|---------------------|---------------------|----------------|--------------|
|                           | March        |                   | Post-Incident Total |                     |                |              |
|                           | Participants | Incentives        | Participants        | Incentives          | Therm Savings  | CY 2017      |
| Residential               | 107          | \$ 400,409        | 730                 | \$ 1,663,886        | 70,104         | 757          |
| Low Income                | 16           | \$ 79,877         | 86                  | \$ 771,854          | 21,365         | 214          |
| C&I (Small Business)      | 7            | \$ 27,409         | 35                  | \$ 43,138           | 6,834          | 0            |
| C&I (Custom)              | 0            |                   | 12                  | \$ 191,960          | 47,349         | 16           |
| <b>Total Custom</b>       | <b>130</b>   | <b>\$ 507,695</b> | <b>863</b>          | <b>\$ 2,670,837</b> | <b>145,652</b> | <b>987</b>   |
| Rebates                   | 44           | \$ 39,833         | 638                 | \$ 614,038          | 81,469         | 547          |
| <b>Total Participants</b> | <b>174</b>   | <b>\$ 547,528</b> | <b>1501</b>         | <b>\$ 3,284,875</b> | <b>227,120</b> | <b>1,534</b> |

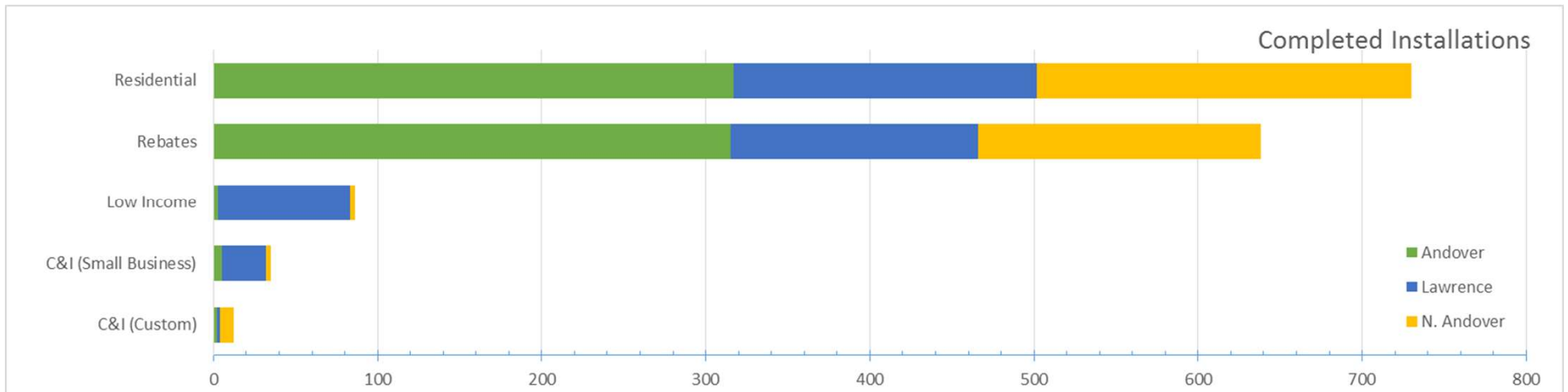
# Assessments & Site Visits

| Energy Assessments & Site Visits |            |                     |
|----------------------------------|------------|---------------------|
|                                  | March      | Post-Incident Total |
| Residential                      | 139        | 565                 |
| Low Income                       | 15         | 92                  |
| C&I (Small Business)             | 72         | 203                 |
| C&I (Custom)                     | 3          | 17                  |
| <b>Total Assessments</b>         | <b>229</b> | <b>877</b>          |

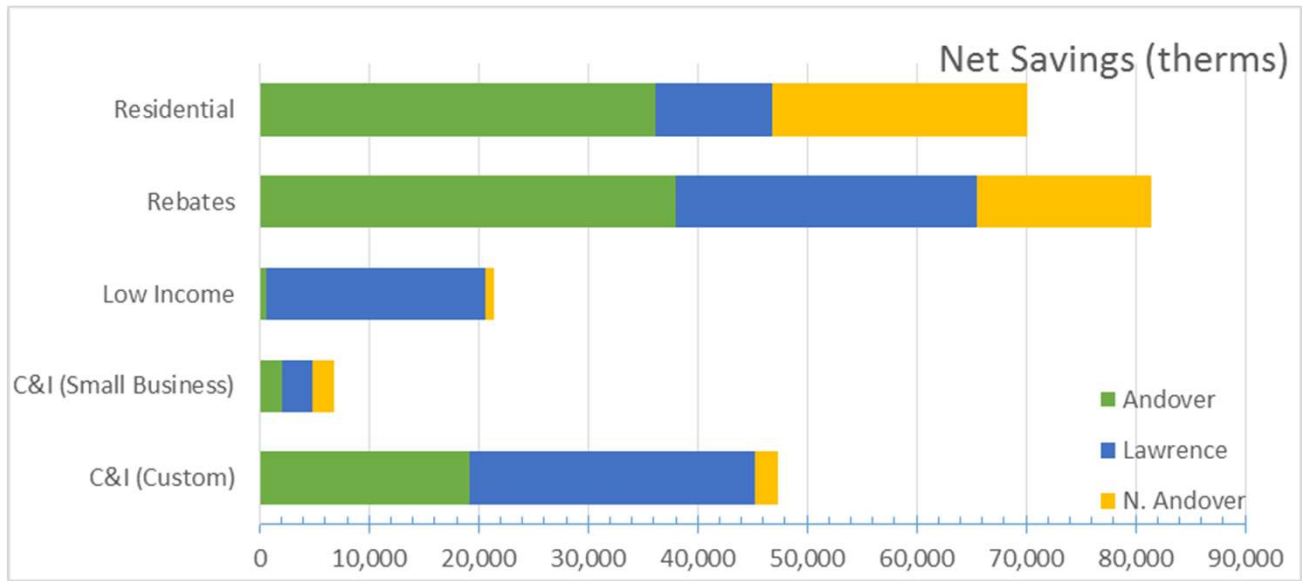
# Incentives Paid to Customers



# Completed Jobs



# Savings



# Workforce Training Development

**CMA and Green Jobs Academy have a tentative plan for a special training effort in Lawrence**

- **CMA will provide scholarships and work subsidy for ~ 24 Greater Lawrence residents to become residential weatherization installers.**
- **Green Jobs Academy will hold two training sessions for residents in Greater Lawrence.**
  - Classroom training held in Lawrence. On-hands training at Worcester facility.
- **Date-TBA**
- **Total cost ~ \$100,000**
  - Includes full scholarship, work subsidy for participants once employed, job placement support visits