Statewide Electric Results through November 2017

2017 Summary
(January 1, 2017 through November 30, 2017)

11/12 months; 92% of year complete

**Data Dashboard**

<table>
<thead>
<tr>
<th>Sector</th>
<th>Participants</th>
<th>Total Program Costs</th>
<th>Summer Capacity (kW)</th>
<th>Annual Energy (MWh)</th>
<th>Lifetime Energy (MWh)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017 Goal</td>
<td>3,650,544</td>
<td>621,237,929</td>
<td>192,937</td>
<td>1,374,065</td>
<td>13,421,472</td>
</tr>
<tr>
<td>A - Residential</td>
<td>3,593,671</td>
<td>270,393,188</td>
<td>79,313</td>
<td>584,087</td>
<td>4,475,067</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>31,989</td>
<td>68,098,932</td>
<td>4,658</td>
<td>39,211</td>
<td>340,877</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>24,884</td>
<td>282,745,809</td>
<td>108,966</td>
<td>750,767</td>
<td>8,605,528</td>
</tr>
<tr>
<td>2017 Nov YTD</td>
<td>5,200,062</td>
<td>433,439,879</td>
<td>187,100</td>
<td>1,255,881</td>
<td>10,243,189</td>
</tr>
<tr>
<td>A - Residential</td>
<td>5,143,268</td>
<td>200,297,869</td>
<td>107,956</td>
<td>740,907</td>
<td>3,876,641</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>31,542</td>
<td>50,409,910</td>
<td>4,859</td>
<td>36,407</td>
<td>324,810</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>25,252</td>
<td>182,732,099</td>
<td>74,284</td>
<td>478,567</td>
<td>6,041,739</td>
</tr>
</tbody>
</table>

YTD as % of Goal

<table>
<thead>
<tr>
<th>Sector</th>
<th>Participants</th>
<th>Total Program Costs</th>
<th>Summer Capacity (kW)</th>
<th>Annual Energy (MWh)</th>
<th>Lifetime Energy (MWh)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017 Goal</td>
<td>143%</td>
<td>70%</td>
<td>97%</td>
<td>91%</td>
<td>76%</td>
</tr>
<tr>
<td>A - Residential</td>
<td>143%</td>
<td>74%</td>
<td>136%</td>
<td>127%</td>
<td>87%</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>99%</td>
<td>74%</td>
<td>104%</td>
<td>93%</td>
<td>95%</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>101%</td>
<td>65%</td>
<td>68%</td>
<td>64%</td>
<td>70%</td>
</tr>
</tbody>
</table>

**Year-to-Date Actuals as a Percent of Plan Goals**

**2017 vs 2016 Lifetime Savings Achieved by Month**

December forecast based on statewide forecast submitted by PAs to Council in December 2017 (Q3); intermediate months apply rate of achievement from 2016 preliminary data.
Statewide Electric Results through November 2017

Three-Year Cumulative Summary
(January 1, 2016 through November 30, 2017)

23/36 months; 64% of term complete

<table>
<thead>
<tr>
<th>Data Dashboard</th>
<th>Sector</th>
<th>Participants</th>
<th>Total Program Costs</th>
<th>Summer Capacity (kW)</th>
<th>Annual Energy (MWh)</th>
<th>Lifetime Energy (MWh)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2016-2018 Planned</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A - Residential</td>
<td>10,905,877</td>
<td>1,858,216,888</td>
<td>577,296</td>
<td>4,122,145</td>
<td>40,483,538</td>
<td></td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>10,737,170</td>
<td>807,804,353</td>
<td>236,134</td>
<td>1,740,656</td>
<td>13,323,450</td>
<td></td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>95,967</td>
<td>203,573,751</td>
<td>14,079</td>
<td>117,973</td>
<td>1,039,872</td>
<td></td>
</tr>
<tr>
<td>Cumulative Plan-Term to Date (2017 Nov YTD)</td>
<td>9,650,708</td>
<td>968,084,730</td>
<td>327,083</td>
<td>2,263,516</td>
<td>26,120,216</td>
<td></td>
</tr>
<tr>
<td>A - Residential</td>
<td>9,518,617</td>
<td>413,881,138</td>
<td>207,490</td>
<td>1,403,377</td>
<td>7,737,992</td>
<td></td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>65,055</td>
<td>108,882,221</td>
<td>10,522</td>
<td>82,617</td>
<td>721,043</td>
<td></td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>67,036</td>
<td>445,321,370</td>
<td>206,228</td>
<td>1,325,908</td>
<td>15,840,564</td>
<td></td>
</tr>
<tr>
<td>Cumulative Plan-Term to Date % of Planned</td>
<td>88%</td>
<td>52%</td>
<td>73%</td>
<td>68%</td>
<td>60%</td>
<td></td>
</tr>
<tr>
<td>A - Residential</td>
<td>89%</td>
<td>51%</td>
<td>88%</td>
<td>81%</td>
<td>58%</td>
<td></td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>68%</td>
<td>53%</td>
<td>75%</td>
<td>70%</td>
<td>69%</td>
<td></td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>92%</td>
<td>53%</td>
<td>63%</td>
<td>59%</td>
<td>61%</td>
<td></td>
</tr>
</tbody>
</table>

Cumulative Actuals as a Percent of Plan Goals

Participants Total Program Costs Summer Capacity (kW) Annual Energy (MWh) Lifetime Energy (MWh)

Residential Low-Income Commercial & Industrial Total

89% 68% 51% 53% 52%
88% 75% 63% 73% 59%
88% 70% 59% 68% 58%
89% 69% 61% 60%

89% 92% 68% 61% 60%
Statewide Gas Results through November 2017

2017 Summary
(January 1, 2017 through November 30, 2017)

11/12 months; 92% of year complete

<table>
<thead>
<tr>
<th>Sector</th>
<th>Participants</th>
<th>Total Program Costs</th>
<th>Annual Natural Gas (Therms)</th>
<th>Lifetime Natural Gas (Therms)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017 Goal</td>
<td>586,896</td>
<td>221,747,647</td>
<td>28,504,378</td>
<td>380,806,813</td>
</tr>
<tr>
<td>A - Residential</td>
<td>569,649</td>
<td>131,598,896</td>
<td>15,185,401</td>
<td>181,611,424</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>10,725</td>
<td>45,050,282</td>
<td>2,061,663</td>
<td>40,903,623</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>8,522</td>
<td>45,098,469</td>
<td>11,257,314</td>
<td>158,291,766</td>
</tr>
<tr>
<td>2017 Nov YTD</td>
<td>601,914</td>
<td>168,521,102</td>
<td>20,623,763</td>
<td>277,319,994</td>
</tr>
<tr>
<td>A - Residential</td>
<td>589,350</td>
<td>97,586,627</td>
<td>12,089,590</td>
<td>146,471,774</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>9,082</td>
<td>37,859,799</td>
<td>1,784,249</td>
<td>36,305,595</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>3,482</td>
<td>33,074,676</td>
<td>6,749,924</td>
<td>94,542,625</td>
</tr>
</tbody>
</table>

YTD as % of Goal

<table>
<thead>
<tr>
<th></th>
<th>103%</th>
<th>76%</th>
<th>72%</th>
<th>73%</th>
</tr>
</thead>
<tbody>
<tr>
<td>A - Residential</td>
<td>103%</td>
<td>74%</td>
<td>80%</td>
<td>81%</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>85%</td>
<td>84%</td>
<td>87%</td>
<td>89%</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>53%</td>
<td>73%</td>
<td>60%</td>
<td>60%</td>
</tr>
</tbody>
</table>

December forecast based on statewide forecast submitted by PAs to Council in December 2017 (Q3); intermediate months apply rate of achievement from 2016 preliminary data.
## Statewide Gas Results through November 2017

### Three-Year Cumulative Summary
(January 1, 2016 through November 30, 2017)

23/36 months; 64% of term complete

<table>
<thead>
<tr>
<th>Data Dashboard</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sector</strong></td>
<td><strong>Participants</strong></td>
</tr>
<tr>
<td>2016-2018 Planned</td>
<td>1,761,720</td>
</tr>
<tr>
<td>A - Residential</td>
<td>1,709,969</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>32,276</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>19,475</td>
</tr>
<tr>
<td><strong>Cumulative Plan-Term to Date (2017 Nov YTD)</strong></td>
<td>1,160,264</td>
</tr>
<tr>
<td>A - Residential</td>
<td>1,126,941</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>21,169</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>12,154</td>
</tr>
<tr>
<td><strong>Cumulative Plan-Term to Date % of Planned</strong></td>
<td>66%</td>
</tr>
<tr>
<td>A - Residential</td>
<td>66%</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>66%</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>62%</td>
</tr>
</tbody>
</table>

### Cumulative Actuals as a Percent of Plan Goals

[Bar chart showing the comparison between cumulative actuals and plan goals for different sectors and categories.]