### 2017 Comparison to 2015 and 2016
#### Q2 YTD

**Electric**

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lifetime MWh</td>
<td>5,277,204</td>
<td>4,913,673</td>
<td>5,199,270</td>
</tr>
<tr>
<td>Annual MWh</td>
<td>495,690</td>
<td>527,840</td>
<td>636,838</td>
</tr>
<tr>
<td>Spending</td>
<td>$231,499,062</td>
<td>$220,469,332</td>
<td>$222,576,490</td>
</tr>
<tr>
<td>Benefits</td>
<td>$1,015,419,355</td>
<td>866,535,870</td>
<td>$816,924,116</td>
</tr>
</tbody>
</table>

**Gas**

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lifetime therms</td>
<td>136,705,987</td>
<td>165,867,993</td>
<td>132,348,909</td>
</tr>
<tr>
<td>Annual therms</td>
<td>11,912,270</td>
<td>12,872,155</td>
<td>11,085,975</td>
</tr>
<tr>
<td>Spending</td>
<td>$76,276,228</td>
<td>$85,933,037</td>
<td>$80,780,604</td>
</tr>
<tr>
<td>Benefits</td>
<td>212,954,509</td>
<td>$269,913,766</td>
<td>$214,281,930</td>
</tr>
</tbody>
</table>
Q2 Electric Performance
Electric Lifetime Savings

Statewide Achievements as Percent of 2017 Planned Goal
(6/12 Months) 50% of term

Results by Sector:
- C&I: 59%
- LI: 3%
- Res: 39%

Lifetime Savings:
- Residential: 45%
- Low-Income: 39%
- C&I: 35%
- Total: 39%
Electric Annual Savings

Statewide Achievements as Percent of 2017 Planned Goal
(6/12 Months) 50% of term

Annual Savings

Results by Sector

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>38%</td>
</tr>
<tr>
<td>Low-Income</td>
<td>35%</td>
</tr>
<tr>
<td>C&amp;I</td>
<td>34%</td>
</tr>
<tr>
<td>Total</td>
<td>36%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>C&amp;I</td>
<td>43%</td>
</tr>
<tr>
<td>LI</td>
<td>11%</td>
</tr>
<tr>
<td>Res</td>
<td>46%</td>
</tr>
</tbody>
</table>
Electric Total Benefits

Statewide Achievements as Percent of 2017 Planned Goal
(6/12 Months) 50% of term

Total Benefits

<table>
<thead>
<tr>
<th>$</th>
<th>Residential</th>
<th>Low-Income</th>
<th>C&amp;I</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2,500</td>
<td>43%</td>
<td>53%</td>
<td>36%</td>
<td>40%</td>
</tr>
<tr>
<td>$2,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$1,500</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$1,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$500</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>$</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Results by Sector

- C&I: 50%
- LI: 7%
- Res: 42%
Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal
(18/36 Months) 50% of term

Electric Total Spend

Total Spend

Results by Sector

- Residential: 38%
- Low-Income: 35%
- C&I: 34%
- Total: 36%

- C&I: 43%
- LI: 11%
- Res: 46%
Electric Cumulative Lifetime Savings

Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal
(18/36 Months) 50% of term

Lifetime Savings

- Residential: 44%
- Low-Income: 51%
- C&I: 49%
- Total: 48%

Results by Sector

- Electric Cumulative Lifetime Savings:
  - C&I: 67%
  - LI: 3%
  - Res: 31%
Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal
(18/36 Months) 50% of term

Electric Cumulative Total Benefits

Total Benefits

- Residential: 43%
- Low-Income: 53%
- C&I: 36%
- Total: 40%

Results by Sector

- C&I: 50%
- LI: 7%
- Res: 42%
# C&I Savings Deeper Dive

<table>
<thead>
<tr>
<th>Initiative</th>
<th>Annual Savings (MWh)</th>
<th>Achievement to 2017 Goal</th>
<th>Lifetime Savings (MWh)</th>
<th>Achievement to 2017 Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>C&amp;I New Buildings &amp; Major Renovations</td>
<td>15,159</td>
<td>23%</td>
<td>232,027</td>
<td>22%</td>
</tr>
<tr>
<td>C&amp;I Initial Purchase &amp; End of Useful Life</td>
<td>11,753</td>
<td>25%</td>
<td>191,023</td>
<td>25%</td>
</tr>
<tr>
<td>C&amp;I Existing Building Retrofit</td>
<td>113,667</td>
<td>36%</td>
<td>1,580,216</td>
<td>36%</td>
</tr>
<tr>
<td>C&amp;I Small Business</td>
<td>34,065</td>
<td>33%</td>
<td>674,363</td>
<td>62%</td>
</tr>
<tr>
<td>C&amp;I MF Retrofit</td>
<td>2,571</td>
<td>28%</td>
<td>21,309</td>
<td>25%</td>
</tr>
<tr>
<td>C&amp;I Upstream Lighting</td>
<td>53,744</td>
<td>26%</td>
<td>353,994</td>
<td>29%</td>
</tr>
</tbody>
</table>
Q2 Gas Performance
Statewide Achievements as Percent of 2017 Planned Goal
(6/12 Months) 50% of term

Lifetime Savings

Results by Sector

Gas Lifetime Savings
Gas Annual Savings

Statewide Achievements as Percent of 2017 Planned Goal
(6/12 Months) 50% of term

Annual Savings

Results by Sector

- C&I
- LI
- Res

Gas Annual Savings
Gas Total Benefits

Statewide Achievements as Percent of 2017 Planned Goal
(6/12 Months) 50% of term

Total Benefits

Results by Sector

- Residential: 46%
- Low-Income: 37%
- C&I: 29%
- Total: 39%

- C&I: 22%
- LI: 13%
- Res: 65%
Statewide Achievements as Percent of 2017 Planned Goal
(6/12 Months) 50% of term

Gas Total Spend

Total Spend

Results by Sector

<table>
<thead>
<tr>
<th>Sector</th>
<th>Total Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>38%</td>
</tr>
<tr>
<td>Low-Income</td>
<td>32%</td>
</tr>
<tr>
<td>C&amp;I</td>
<td>36%</td>
</tr>
<tr>
<td>Total</td>
<td>36%</td>
</tr>
</tbody>
</table>

Results by Sector

- C&I: 20%
- LI: 18%
- Res: 62%
Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal
(18/36 Months) 50% of term

Results by Sector
- C&I: 37%
- LI: 10%
- Res: 54%
Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal
(18/36 Months) 50% of term

Total Benefits

Results by Sector

- Residential
- Low-Income
- C&I
- Total

Gas Cumulative Total Benefits
## C&I Savings Deeper Dive

<table>
<thead>
<tr>
<th>Initiative</th>
<th>Annual Savings (therms)</th>
<th>Achievement to 2017 Goal</th>
<th>Lifetime Savings (therms)</th>
<th>Achievement to 2017 Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>C&amp;I New Buildings &amp; Major Renovations</td>
<td>483,746</td>
<td>18%</td>
<td>9,543,933</td>
<td>19%</td>
</tr>
<tr>
<td>C&amp;I Initial Purchase &amp; End of Useful Life</td>
<td>561,640</td>
<td>49%</td>
<td>9,403,598</td>
<td>42%</td>
</tr>
<tr>
<td>C&amp;I Existing Building Retrofit</td>
<td>1,709,786</td>
<td>26%</td>
<td>20,807,339</td>
<td>28%</td>
</tr>
<tr>
<td>C&amp;I Small Business</td>
<td>96,391</td>
<td>23%</td>
<td>1,072,082</td>
<td>22%</td>
</tr>
<tr>
<td>C&amp;I MF Retrofit</td>
<td>62,087</td>
<td>17%</td>
<td>1,035,798</td>
<td>18%</td>
</tr>
</tbody>
</table>
### Three-Year Cumulative Greenhouse Gas Emissions Reductions
(January 1, 2016 through June 30, 2017)
18/36 months; 50% of term complete

<table>
<thead>
<tr>
<th>Sector</th>
<th>Net Annual Energy (MWh)</th>
<th>Net Annual Natural Gas (Therms)</th>
<th>Net Annual Oil (MMBTU)</th>
<th>NOX</th>
<th>SO2</th>
<th>CO2</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016-2018 Planned</td>
<td>4,151,386</td>
<td>58,446,676</td>
<td>567,471</td>
<td>838</td>
<td>407</td>
<td>2,165,214</td>
</tr>
<tr>
<td>A - Residential</td>
<td>1,767,618</td>
<td>34,900,670</td>
<td>826,732</td>
<td>401</td>
<td>195</td>
<td>1,076,556</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>120,239</td>
<td>6,193,762</td>
<td>284,777</td>
<td>22</td>
<td>11</td>
<td>106,837</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>2,263,529</td>
<td>17,352,244</td>
<td>(544,038)</td>
<td>415</td>
<td>202</td>
<td>981,821</td>
</tr>
<tr>
<td>Cumulative Plan-Term to Date</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Q2 2017)</td>
<td>2,207,297</td>
<td>25,007,723</td>
<td>(175,006)</td>
<td>420</td>
<td>204</td>
<td>1,023,048</td>
</tr>
<tr>
<td>A - Residential</td>
<td>1,064,465</td>
<td>15,742,048</td>
<td>61,303</td>
<td>221</td>
<td>107</td>
<td>546,824</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>64,531</td>
<td>2,563,963</td>
<td>104,742</td>
<td>12</td>
<td>6</td>
<td>48,950</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>1,078,301</td>
<td>6,701,712</td>
<td>(341,052)</td>
<td>187</td>
<td>91</td>
<td>427,274</td>
</tr>
<tr>
<td>Cumulative Plan-Term to Date % of Planned</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>53%</td>
<td>43%</td>
<td>-31%</td>
<td>50%</td>
<td>50%</td>
<td>47%</td>
</tr>
<tr>
<td>A - Residential</td>
<td>60%</td>
<td>45%</td>
<td>7%</td>
<td>55%</td>
<td>55%</td>
<td>51%</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>54%</td>
<td>41%</td>
<td>37%</td>
<td>54%</td>
<td>54%</td>
<td>46%</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>48%</td>
<td>39%</td>
<td>63%</td>
<td>45%</td>
<td>45%</td>
<td>44%</td>
</tr>
</tbody>
</table>
Q2 Forecasts
Electric 2017 Year End Forecasts

![Lifetime Savings Chart](chart.png)

- **Residential**: 45%
- **Low-Income**: 39%
- **C&I**: 35%
- **Total**: 39%

- **Goal**: Lifetime Savings
- **Projection Range**: YTD
Electric 2017 Year End Forecasts

Spending ($M)

- **Residential**: 38%
- **Low-Income**: 35%
- **C&I**: 34%
- **Total**: 36%

Goal: 101%
Projection: 99%
Projection: 103%
Projection: 102%

YTD
Gas 2017 Year End Forecasts

Lifetime Savings

- Residential: 35%
- Low-Income: 31%
- C&I: 26%
- Total: 31%

Goal
Projection Range
YTD
Gas 2017 Year End Forecasts

Spending ($M)

Goal

Projection

YTD

Residential: 38%
Low-Income: 32%
C&I: 36%
Total: 36%

120%
102%
100%
99%
99%
99%
99%
101%
100%
80%
60%
40%
20%
0%
## Completed Projects and 2017 Pipeline

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
<th>MW</th>
<th>MWh (annual)</th>
<th>MWh (lifetime)</th>
<th>Incentives</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under Construction for 2017 completion</td>
<td>20</td>
<td>12.68</td>
<td>78,443</td>
<td>1,524,276</td>
<td>$13,918,741</td>
</tr>
<tr>
<td>Completed/Paid thru Q2 2017</td>
<td>20</td>
<td>12.35</td>
<td>82,406</td>
<td>1,663,992</td>
<td>$9,536,315</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>40</strong></td>
<td><strong>25.03</strong></td>
<td><strong>160,849</strong></td>
<td><strong>3,188,268</strong></td>
<td><strong>$23,455,056</strong></td>
</tr>
<tr>
<td>Under Construction for 2017 completion (% change from Jan 2017)</td>
<td>0.0%</td>
<td>14.1%</td>
<td>7.7%</td>
<td>1.7%</td>
<td>9.0%</td>
</tr>
<tr>
<td>Completed/Paid thru Q2 2017 (% change from Jan 2017)</td>
<td>53.8%</td>
<td>42.1%</td>
<td>29.3%</td>
<td>31.4%</td>
<td>22.4%</td>
</tr>
<tr>
<td><strong>TOTAL (% change from Jan 2017)</strong></td>
<td>21.2%</td>
<td>26.4%</td>
<td>17.8%</td>
<td>15.3%</td>
<td>14.1%</td>
</tr>
</tbody>
</table>

### Program Plan

| 3 Yr Plan Commitment - Statewide            | -     | 21.43 | 185,282      | 3,593,803      | $26,003,544  |

### % of Statewide 3yr Plan

| Completed/Paid 2017 + Under Construction    | n/a   | 117%  | 87%          | 89%            | 90%          |

**Category Definitions**

Under Construction: Customer has started work on the project (e.g., equipment has been ordered, contracts with engineers have been executed, etc.) – values weighted by probability of completion

Completed/Paid: The project has been installed and at least some incentives have been paid in 2017
Key EEAC Priority Updates

- PAs updated at an EEAC meeting through the HES presentation, including performance updates, lessons learned, and evaluation plans.
- PAs provided information during the May 17th meeting on low income NEIs.
- PAs updated the Council on activities related to affordable housing groups, including the Affordable Housing Energy Efficiency Working Group and the Low Income Multi-Family Advisory Committee.
- MTAC approved Fire Smoke Dampers for Elevator Shaft Vents technology.
- PAs completed analysis of small business turnkey delivery program models.
- PAs established a consistent statewide approach to small and mid-size new construction projects.
Priority 2: 2019-2021 Planning: Identify key factors affecting the programs’ ability to maintain high goals and cost-efficient program delivery and explore possible impacts on the 2019-2021 Three Year Plan.

- During the June 21st EEAC Meeting, PAs covered various evaluation considerations and lessons learned during the Strategic Evaluation Plan update.

- PAs shared a slide deck on encouraging the transformation of the residential new construction market including implication of the User Defined Reference Home (UDRH) baseline (actual EEAC presentation delayed until July).

- PAs and other stakeholders continued to be engaged in ongoing discussions about changes that will affect the 2019-2021 Plan.
Priority 3: Equitable customer participation: Ensure equal access to energy efficiency programs through enhanced delivery models.

- PAs continued to offer and study the targeted efforts for renters and moderate income customers and presented an update to the Council in April.
- PAs organized a joint meeting of Contractor Best Practices Working Group and representatives from LEAN in an effort to increase cross promotion and education of both low-income and HES offers, and to educate HES program contractors about the income-eligible programs.
- PAs added a clothes washer offering for low-income customers following feedback.
Priority 4: Data transparency: Advance transparency, availability and effectiveness of data and information to assess and improve energy efficiency programs.

- PAs continued to improve the information available on Mass Save Data in Q2.
  - During Q2, the PAs updated Mass Save Data with all performance data (including measure level data) filed in each PA’s 2016 Plan-Year Report.
  - New HEAT Loan and Time Series tabs now available.

- The PAs shared monthly data dashboards and presentations.

- PAs launched the Technical Reference Library (“TRL”), a brand new electronic version of the Technical Reference Manual - the TRL is an electronic database that documents how the PAs consistently, reliably, and transparently calculate savings resulting from the installation of prescriptive energy efficiency measures.

- PAs continued work on Evaluation, Measurement and Verification (“EM&V”) and an entire EEAC meeting was dedicated to the subject in June.
Priority 5: Identify opportunities for advancing an integrated approach to demand side management for the 2019-2021 Plan, including peak load reduction, integration of distributed resources and planning in a manner that decreases costs, increases resilience and reliability, supports innovation, and improves both the environment and the economy.

- The Demand Reduction Subcommittee met on May 25th. National Grid presented and update on Residential and C&I active Demand Response Demonstration Projects.

- The PAs continue to implement their Demand Response Demonstration Projects, and have been working with various demand response consultants, equipment vendors, installers, and other vendors.

- Eversource and Unitil completed briefing in their demand dockets pending at the Department of Public Utilities.
Thank you