Second Quarter 2018 YTD Performance
Presentation by the PAs to the EEAC
August 29, 2018
## 2018 Comparison to 2016 and 2017

### Q2 YTD

### Electric

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lifetime MWh</td>
<td>4,913,673</td>
<td>5,199,270</td>
<td>4,722,616</td>
</tr>
<tr>
<td></td>
<td>38%</td>
<td>39%</td>
<td>33%</td>
</tr>
<tr>
<td>Annual MWh</td>
<td>527,840</td>
<td>655,581</td>
<td>576,848</td>
</tr>
<tr>
<td></td>
<td>38%</td>
<td>48%</td>
<td>42%</td>
</tr>
<tr>
<td>Spending</td>
<td>$220,469,332</td>
<td>$222,576,490</td>
<td>$212,763,984</td>
</tr>
<tr>
<td></td>
<td>37%</td>
<td>36%</td>
<td>33%</td>
</tr>
<tr>
<td>Benefits</td>
<td>866,535,870</td>
<td>$816,924,116</td>
<td>$759,635,868</td>
</tr>
<tr>
<td></td>
<td>42%</td>
<td>40%</td>
<td>36%</td>
</tr>
</tbody>
</table>

### Gas

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lifetime therms</td>
<td>165,867,993</td>
<td>132,348,909</td>
<td>141,016,216</td>
</tr>
<tr>
<td></td>
<td>44%</td>
<td>35%</td>
<td>36%</td>
</tr>
<tr>
<td>Annual therms</td>
<td>12,872,155</td>
<td>11,085,975</td>
<td>12,255,260</td>
</tr>
<tr>
<td></td>
<td>46%</td>
<td>39%</td>
<td>42%</td>
</tr>
<tr>
<td>Spending</td>
<td>$85,933,037</td>
<td>$80,780,604</td>
<td>$98,581,007</td>
</tr>
<tr>
<td></td>
<td>40%</td>
<td>36%</td>
<td>43%</td>
</tr>
<tr>
<td>Benefits</td>
<td>$269,913,766</td>
<td>$214,281,930</td>
<td>$221,281,374</td>
</tr>
<tr>
<td></td>
<td>49%</td>
<td>39%</td>
<td>40%</td>
</tr>
</tbody>
</table>
Electric Lifetime Savings

Statewide Achievements as Percent of 2018 Planned Goal
(6/12 Months) 50% of plan year

Lifetime MWh

- Residential: 44%
- Low-Income: 45%
- C&I: 28%
- Total: 33%

GWh

- C&I, 58%
- LI, 3%
- Res, 39%
Electric Annual Savings

Statewide Achievements as Percent of 2018 Planned Goal
(6/12 Months) 50% of plan year

Annual MWh

- Residential: 65%
- Low-Income: 51%
- C&I: 27%
- Total: 42%

GWh

- C&I, 37%
- LI, 3%
- Res, 59%
Electric Total Benefits

Statewide Achievements as Percent of 2018 Planned Goal
(6/12 Months) 50% of plan year
Electric Total Spend

Statewide Achievements as Percent of 2018 Planned Goal
(6/12 Months) 50% of plan year

Total Spend

<table>
<thead>
<tr>
<th>Spend (millions)</th>
<th>Residential</th>
<th>Low-Income</th>
<th>C&amp;I</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>$-</td>
<td>$100</td>
<td>$30</td>
<td>$20</td>
<td>$150</td>
</tr>
<tr>
<td>$100</td>
<td></td>
<td>$30</td>
<td>$20</td>
<td>$180</td>
</tr>
<tr>
<td>$200</td>
<td>$40</td>
<td></td>
<td>$20</td>
<td>$260</td>
</tr>
<tr>
<td>$300</td>
<td>$50</td>
<td>$30</td>
<td>$20</td>
<td>$330</td>
</tr>
<tr>
<td>$400</td>
<td>$60</td>
<td>$30</td>
<td>$20</td>
<td>$420</td>
</tr>
<tr>
<td>$500</td>
<td>$70</td>
<td>$30</td>
<td>$20</td>
<td>$530</td>
</tr>
<tr>
<td>$600</td>
<td>$80</td>
<td>$30</td>
<td>$20</td>
<td>$650</td>
</tr>
<tr>
<td>$700</td>
<td>$90</td>
<td>$30</td>
<td>$20</td>
<td>$770</td>
</tr>
</tbody>
</table>

- Residential 40%
- Low-Income 39%
- C&I 26%
- Total 33%

- C&I, 36%
- LI, 12%
- Res, 51%
Electric Cumulative Lifetime Savings

Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal (30/36 Months) 83% of Term

Lifetime MWh

- Residential: 76%
- Low-Income: 93%
- C&I: 84%
- Total: 81%

Residential, 31%
Low-Income, 3%
C&I, 66%
Total, 83%
Electric Cumulative Total Benefits

Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal (30/36 Months) 83% of Term

Total Benefits

Benefits ($million) 0 1,000 2,000 3,000 4,000 5,000 6,000 7,000 80% 70% 60% 50% 40% 30% 20% 10% 0%

Residential 77%
Low-Income 93%
C&I 85%
Total 83%

C&I, 58%
LI, 6%
Res, 36%
Q2 Gas Performance
Statewide Achievements as Percent of 2018 Planned Goal
(6/12 Months) 50% of plan year

Lifetime Therms

- Residential: 44%
- Low-Income: 36%
- C&I: 26%
- Total: 36%

Residential Low-Income C&I Total

Therms

- 50,000
- 100,000
- 150,000
- 200,000
- 250,000
- 300,000
- 350,000
- 400,000
- 450,000

- 0%
- 10%
- 20%
- 30%
- 40%
- 50%
- 60%
- 70%
- 80%
- 90%
- 100%
Statewide Achievements as Percent of 2018 Planned Goal
(6/12 Months) 50% of plan year

Annual Therms

- Residential: 52%
- Low-Income: 36%
- C&I: 29%
- Total: 42%

- Res, 66%
- LI, 6%
- C&I, 28%
Statewide Achievements as Percent of 2018 Planned Goal
(6/12 Months) 50% of plan year

Total Benefits

Benefits ($1000)

- 0%
- 10%
- 20%
- 30%
- 40%
- 50%
- 60%
- 70%
- 80%
- 90%
- 100%

Residential
Low-Income
C&I
Total

45%
39%
31%
40%

Res, 63%
LI, 14%
C&I, 23%

Gas Total Benefits
Statewide Achievements as Percent of 2018 Planned Goal (6/12 Months) 50% of plan year

**Total Spend**

- **Residential:** $150 million (45%)
- **Low-Income:** $60 million (41%)
- **C&I:** $60 million (41%)
- **Total:** $270 million (43%)

**Categories:**
- **Res, 62%**
- **LI, 19%**
- **C&I, 19%**
Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal
(30/36 Months) 83% of Term

Lifetime Therms

<table>
<thead>
<tr>
<th>Therms</th>
<th>Residential</th>
<th>Low-Income</th>
<th>C&amp;I</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>84%</td>
<td>80%</td>
<td>72%</td>
<td>79%</td>
</tr>
</tbody>
</table>

- C&I, 38%
- LI, 11%
- Res, 51%
Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal (30/36 Months) 83% of Term

<table>
<thead>
<tr>
<th>Residential</th>
<th>Low-Income</th>
<th>C&amp;I</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>87%</td>
<td>85%</td>
<td>76%</td>
<td>84%</td>
</tr>
</tbody>
</table>

Benefits ($million)

Residential, 58%
Low-Income, 14%
C&I, 27%
Electric 2018 Year End Forecasts

Lifetime Savings

Goal
Projection Range

YTD

Residential 44%
Low-Income 45%
C&I 28%
Total 33%

YTD

0% 20% 40% 60% 80% 100% 120%

Residential Low-Income C&I Total
Gas 2018 Year End Forecasts

Lifetime Therms

- Residential: 44%
- Low-Income: 35%
- C&I: 25%
- Total: 35%
Gas 2018 Year End Forecasts

Total Spend

Residential: 44%
Low-Income: 40%
C&I: 40%
Total: 42%

YTD: 93%, 99%, 104%, 96%
Term Forecasts
2016-2018 Electric Lifetime Forecast

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

Projection Range
Goal
YTD
## Completed Projects and 2018 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 2018 completion</td>
<td>18</td>
<td>11.28</td>
<td>68,312</td>
<td>1,409,575</td>
<td>$11,517,427</td>
</tr>
<tr>
<td>Completed/Paid thru July 2018</td>
<td>31</td>
<td>21.13</td>
<td>148,006</td>
<td>3,164,766</td>
<td>$19,194,582</td>
</tr>
<tr>
<td>TOTAL</td>
<td>49</td>
<td>32.41</td>
<td>216,318</td>
<td>4,574,341</td>
<td>$30,712,009</td>
</tr>
<tr>
<td>Under Construction for 2018 completion (% change from January 2018)</td>
<td>-14.5%</td>
<td>-30.5%</td>
<td>-43.8%</td>
<td>-22.7%</td>
<td>-23.3%</td>
</tr>
<tr>
<td>Completed/Paid thru July 2018 (% change from January 2018)</td>
<td>10.7%</td>
<td>7.3%</td>
<td>7.0%</td>
<td>31.5%</td>
<td>6.4%</td>
</tr>
<tr>
<td>TOTAL (% change from January 2018)</td>
<td>0.0%</td>
<td>-9.8%</td>
<td>-16.7%</td>
<td>8.2%</td>
<td>-7.1%</td>
</tr>
<tr>
<td>3 Yr Plan Commitment - Statewide</td>
<td>-</td>
<td>21.43</td>
<td>185,282</td>
<td>3,593,803</td>
<td>$26,003,544</td>
</tr>
<tr>
<td>Completed/Paid July 2018 + Under Construction</td>
<td>n/a</td>
<td>151%</td>
<td>117%</td>
<td>127%</td>
<td>118%</td>
</tr>
</tbody>
</table>

### 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 2018