2013 Year-End Projections

Presentation to the EEAC

December 10, 2013
Statewide Lifetime Electric Savings

Electric Statewide Lifetime Projections for Year-End 2013

- Total: High Projection 87%, Low Projection 78%
- Commercial & Industrial: High Projection 80%, Low Projection 71%
- Low-Income: High Projection 115%, Low Projection 109%
- Residential: High Projection 115%, Low Projection 115%

High Projection | Low Projection
Statewide Annual Electric Savings

Electric Statewide Annual Projections for Year-End 2013

- **Total**: High Projection 89%, Low Projection 80%
- **Commercial & Industrial**: High Projection 80%, Low Projection 70%
- **Low-Income**: High Projection 105%, Low Projection 101%
- **Residential**: High Projection 111%, Low Projection 104%
Statewide Gas Lifetime Savings

Gas Statewide Lifetime Projections for Year-End 2013

- Total: High Projection 94%, Low Projection 86%
- Commercial & Industrial: High Projection 67%, Low Projection 60%
- Low-Income: High Projection 154%, Low Projection 149%
- Residential: High Projection 115%, Low Projection 108%
Statewide Gas Annual Savings

Gas Statewide Annual Projections for Year-End 2013

- **Total**
  - High Projection: 93%
  - Low Projection: 86%

- **Commercial & Industrial**
  - High Projection: 71%
  - Low Projection: 63%

- **Low-Income**
  - High Projection: 157%
  - Low Projection: 151%

- **Residential**
  - High Projection: 108%
  - Low Projection: 103%
Statewide Overview - Electric

Statewide Elec Spend & High Savings Projections, 2013

Statewide Elec Spend & Low Savings Projections, 2013
C&I Breakdown – Annual & Lifetime

C&I Breakdown of 2013 Preliminary Year-End Savings (Lifetime)

- C&I Gas (% of lifetime goal): 34%
- C&I Electric (% of Lifetime Goal): 21%
- C&I Gas (% of Lifetime Goal): 26%
- C&I Electric (% of Lifetime Goal): 37%
- C&I Gas (% of lifetime goal): 40%
- C&I Electric (% of Lifetime Goal): 41%

C&I Breakdown of 2013 Preliminary Year-End Savings (Annual)

- C&I Gas (% of annual Goal): 29%
- C&I Electric (% of Annual Goal): 21%
- C&I Gas (% of Annual Goal): 30%
- C&I Electric (% of Annual Goal): 37%
- C&I Gas (% of annual Goal): 41%
- C&I Electric (% of Annual Goal): 42%
Expectations by PA

- **National Grid Electric and Gas**
  - Electric savings below target, based primarily on C&I (Resi exceeded targets)
  - Gas savings close to 100%
  - Expects to be able to make up savings in 2014/2015

- **Northeast Utilities**
  - Expects to meet portfolio goals
  - Budget likely under planned

- **Cape Light Compact**
  - C&I not going to meet goal or budget based on slow start of street lighting project; expect to meet three-year goal once this project is fully ramped up

- **Columbia Gas**
  - Portfolio somewhat under goal, based primarily on residential
  - Low-income to exceed goal
Expectations by PA

• **Unitil**
  • Electric and Gas C&I expect to hit target if all in-process projects close before year-end
  • 2013 savings can be made up in 2014 if current projects close in 2014

• **Berkshire Gas**
  • Expects to meet or exceed goal
  • Budget in line with results

• **New England Gas**
  • Expects to be under goal in residential and C&I and to meet goal in low-income