



# 2016 Q4 Results

Presentation by the PAs to the EEAC

March 15, 2017



BLACKSTONE  
GAS COMPANY



Columbia Gas  
of Massachusetts  
A NiSource Company

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HERE WITH YOU. HERE FOR YOU.

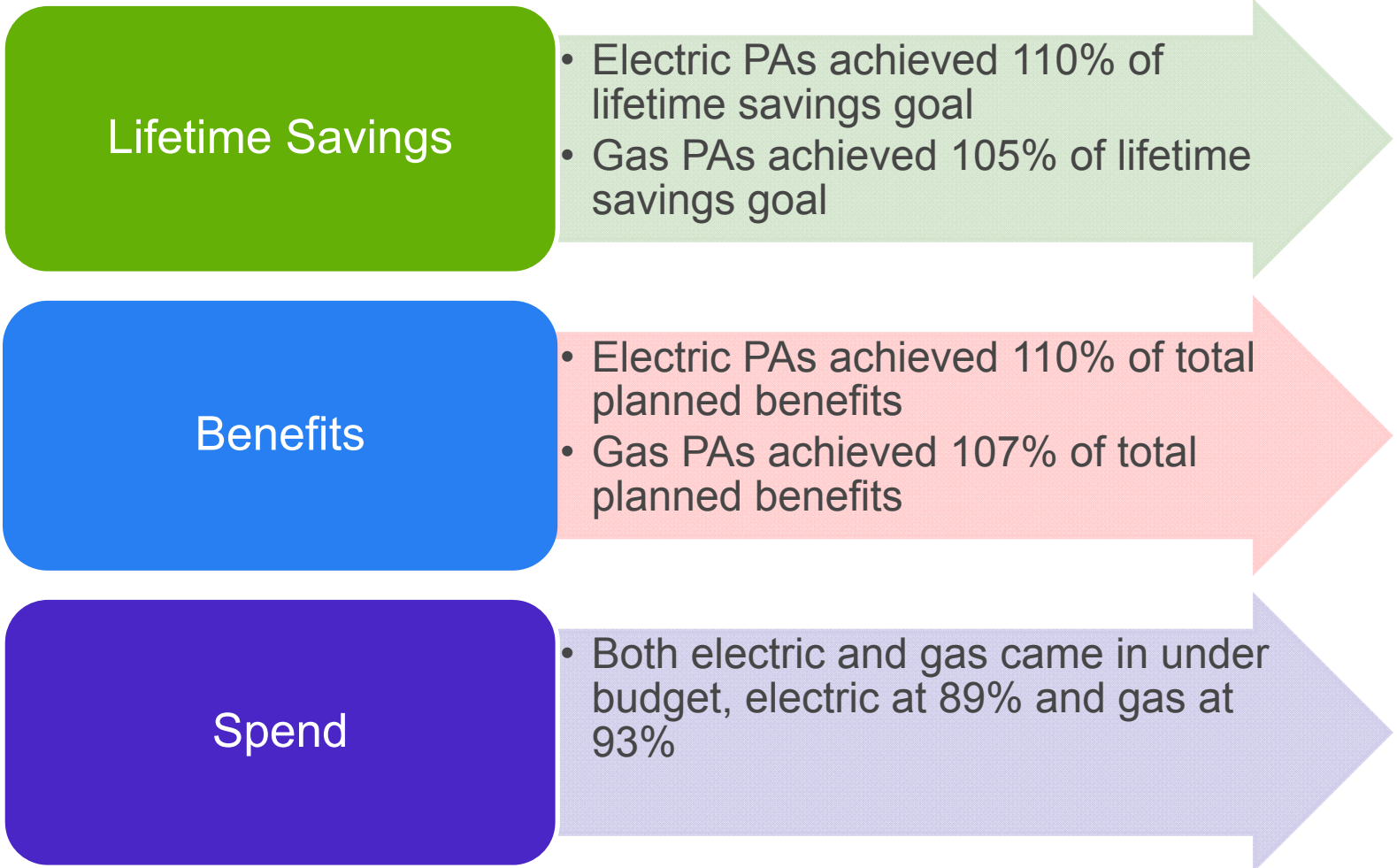
Unitil  
energy for life

# Introduction



- Q4 results are preliminary and subject to change due to:
  - Quality control/clean-up
  - Actual evaluation results
    - PAs used placeholder values to approximate evaluation changes, but there may be some material updates (e.g., New Construction evaluation will likely lead to significant decrease in claimable savings)
- Final 2016 results will be filed with the D.P.U. on May 1, 2017 in each PA's 2016 Plan-Year Report

# 2016 Year-End/Fourth Quarter Statewide Overview

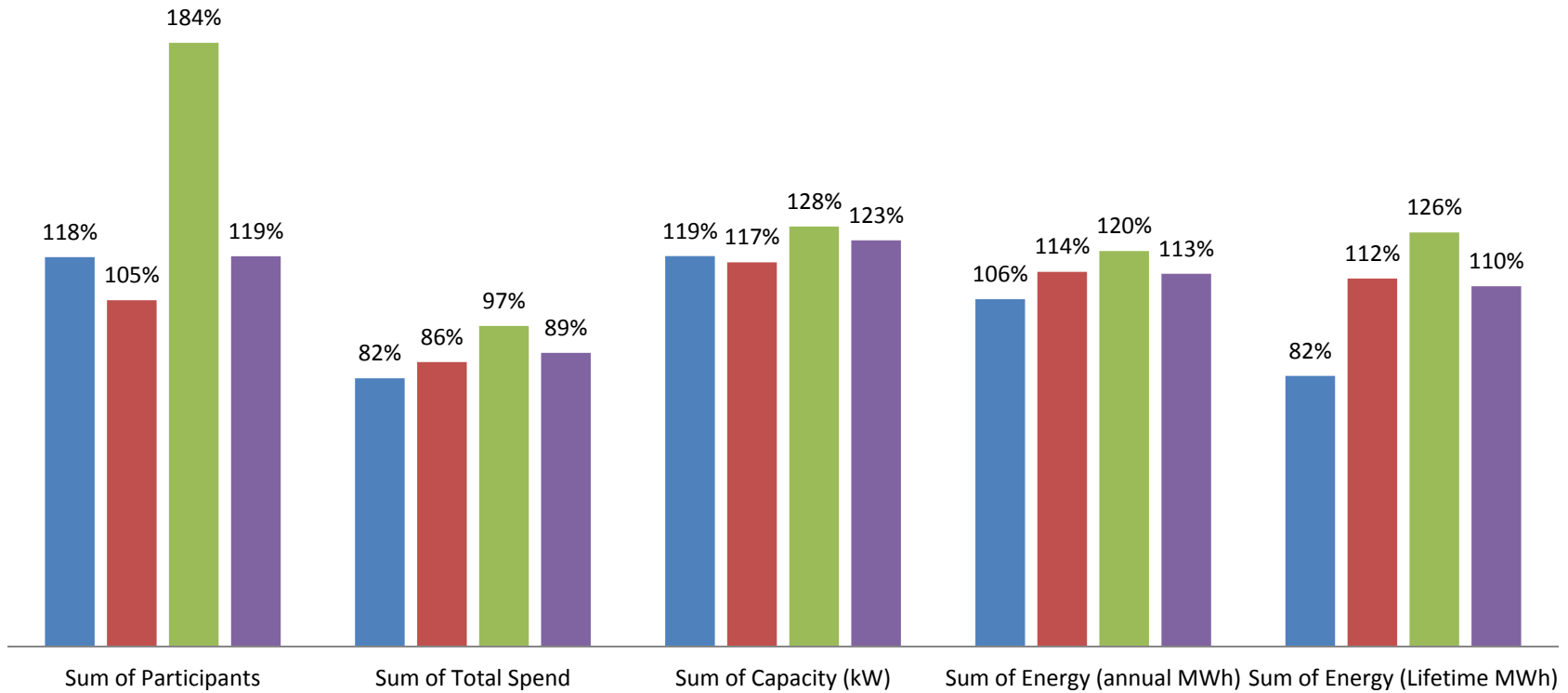


# Electric 2016 Summary



## Preliminary Actuals as a Percent of Plan Targets

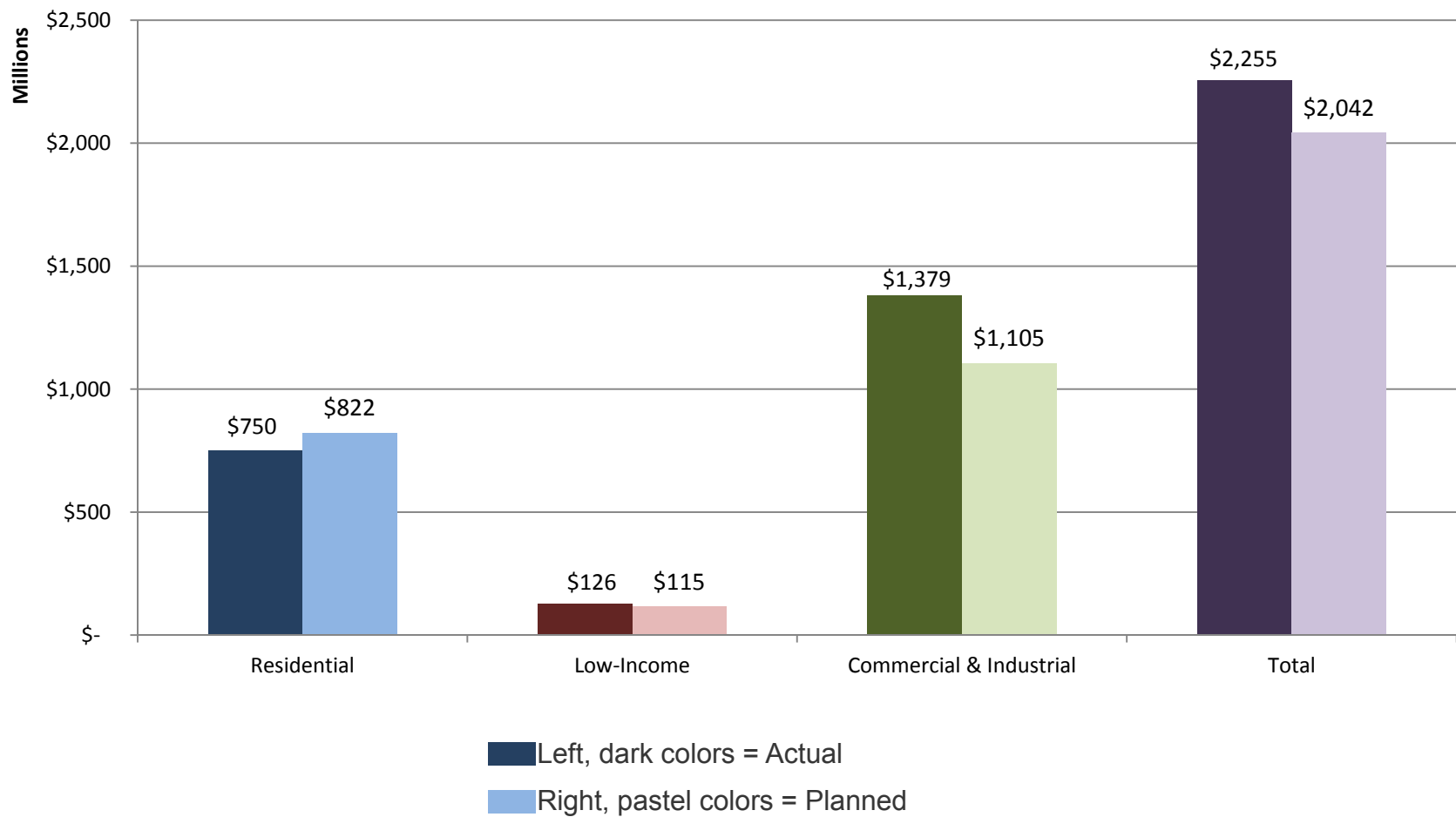
■ Residential ■ Low-Income ■ Commercial & Industrial ■ Total



# Total Benefits (Electric Programs)



### Electric Statewide Benefits Compared to Goal



# Residential Performance, Electric



- PAs aggressively pursued cost-effective opportunities and exceeded Annual Savings goal (106%)
- Claimable Lifetime Savings (82%) not as robust as annual, but this is not an indication of an under performance
  - Plan-to-actual discrepancy is not due to decreased production; rather, it is caused by lower than planned residential lighting measure lives, which is due to changes in forecasted market adoption

# Spending



- PAs actively pursued opportunities in all sectors
- PAs seek to achieve savings and deliver benefits – spending should lead to savings and benefits, is not an independent goal
- Additional spending does not always correlate to additional cost-effective savings
- Only 73% and 85% PP&A expended in electric and gas, respectively, showing that PAs are seeking to minimize administrative costs per GCA
  - PAs can move money from PP&A if appropriate, but do not know the full picture until the end of the year; during year, need to make sure there are sufficient planning funds

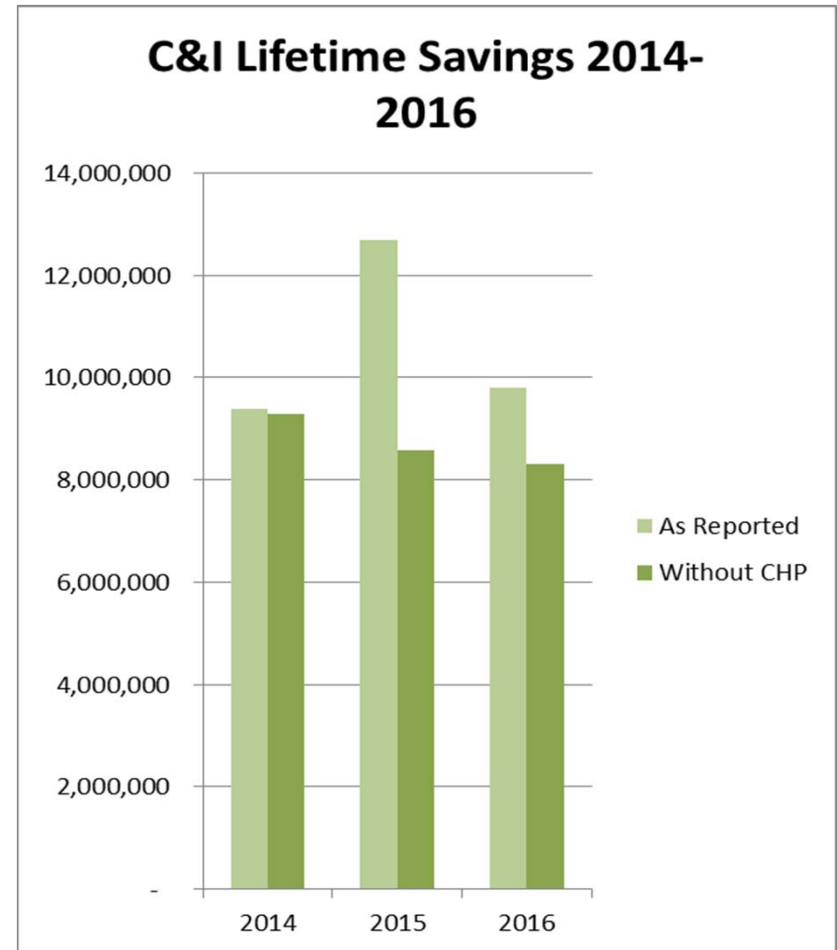
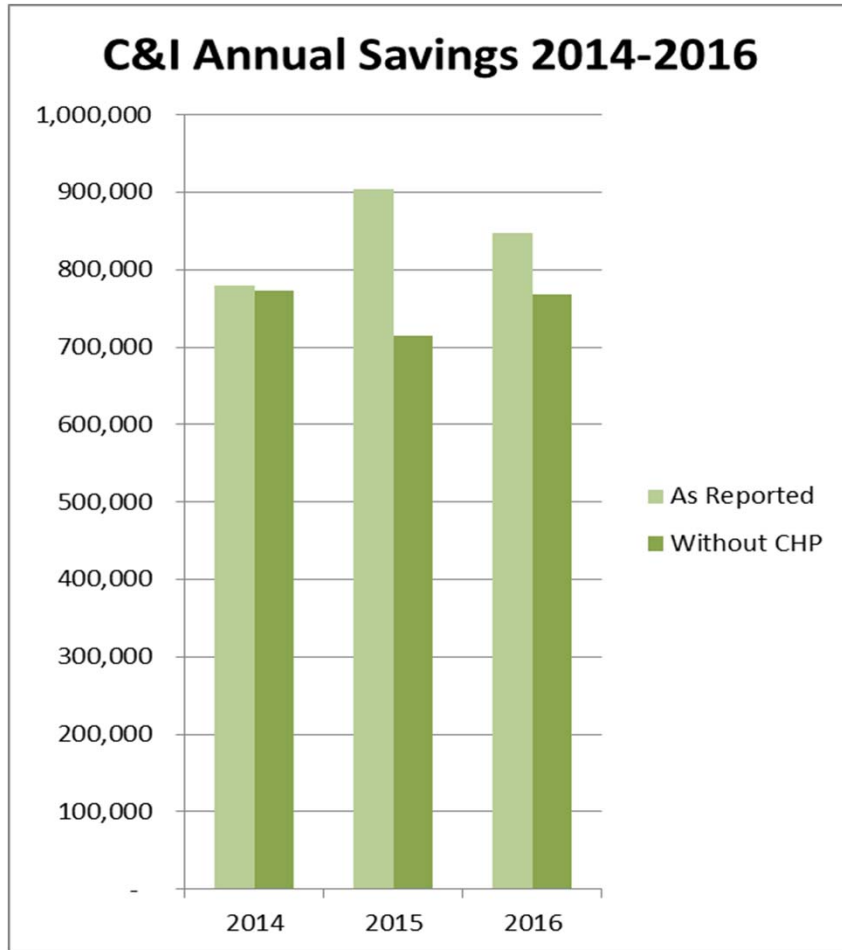
# Low Income Performance, Electric



- Exceeded savings, participation, and benefits goals while coming in under budget
- Low-income participation was an area of special interest and focus
- PAs and LEAN continue to seek opportunities to serve income-eligible customers and consistently review best practices



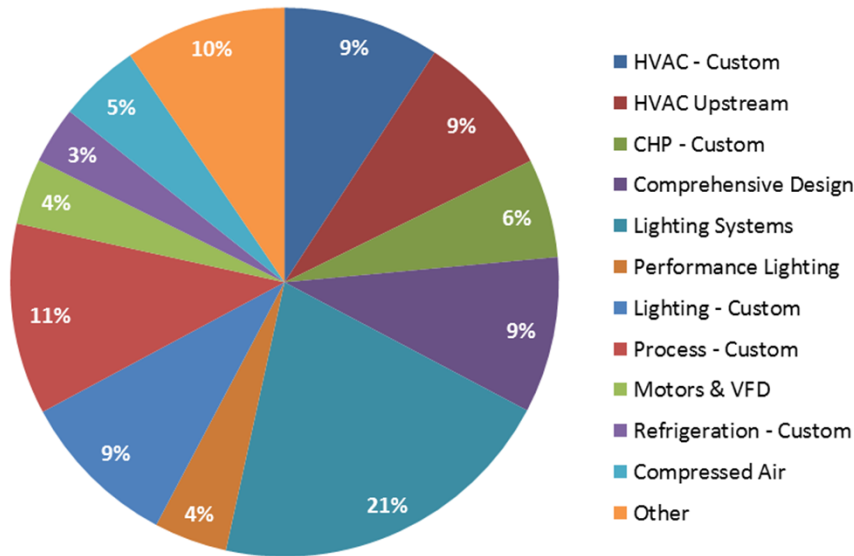
# Effect of CHP on C&I Electric Savings Over Three Years



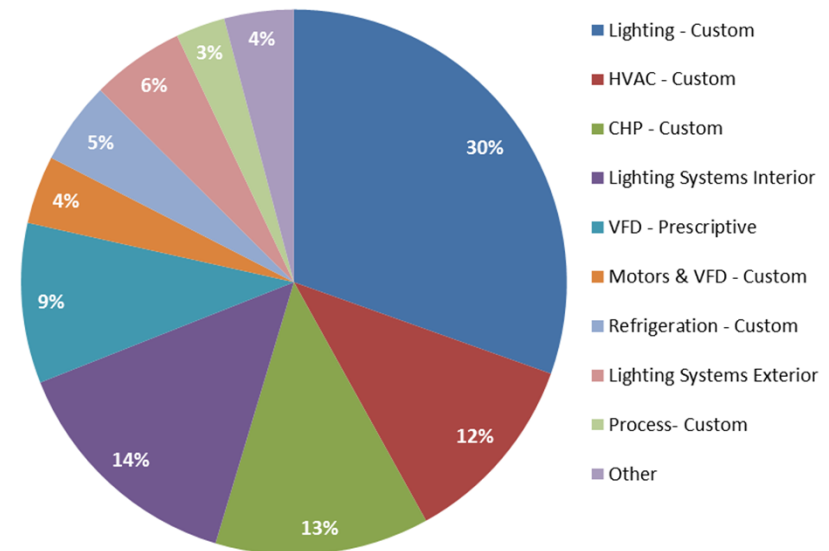
# Balanced Portfolio of Electric Savings (C&I)



### C&I New Construction



### C&I Existing Building Retrofit Savings by End Use



# C&I Upstream Lighting



## Lifetime Savings, MWh

PA	2014	2015	2016
CLC	121,744	82,426	75,996
Eversource	863,827	1,201,973	1,021,137
National Grid	896,100	691,685	676,257
Unitil	15,278	21,674	8,253

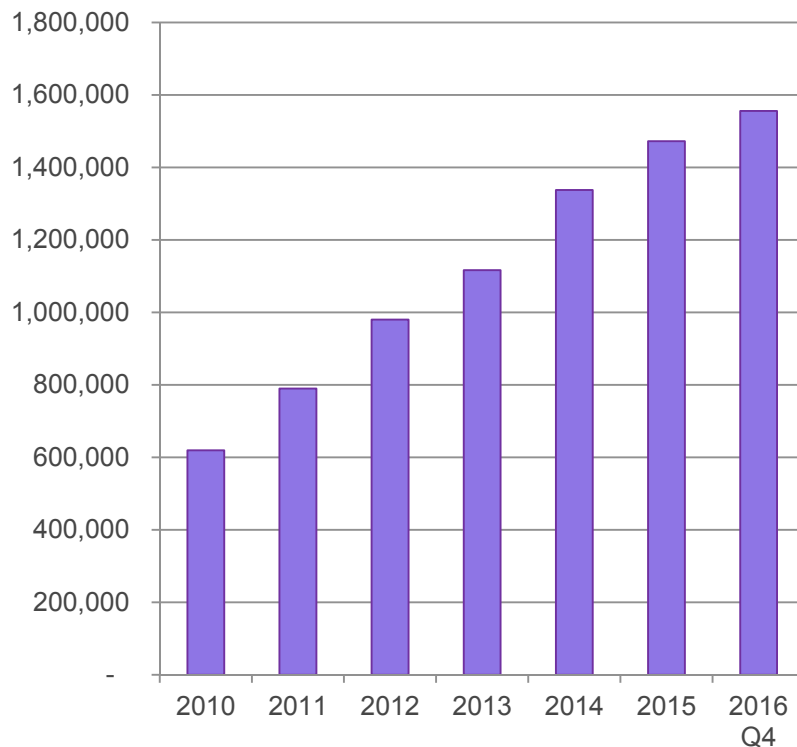
## Savings as a Percent of Total Lifetime C&I Savings

PA	2014	2015	2016
CLC	38%	27%	37%
Eversource	16%	17%	19%
National Grid	25%	14%	17%
Unitil	21%	33%	20%

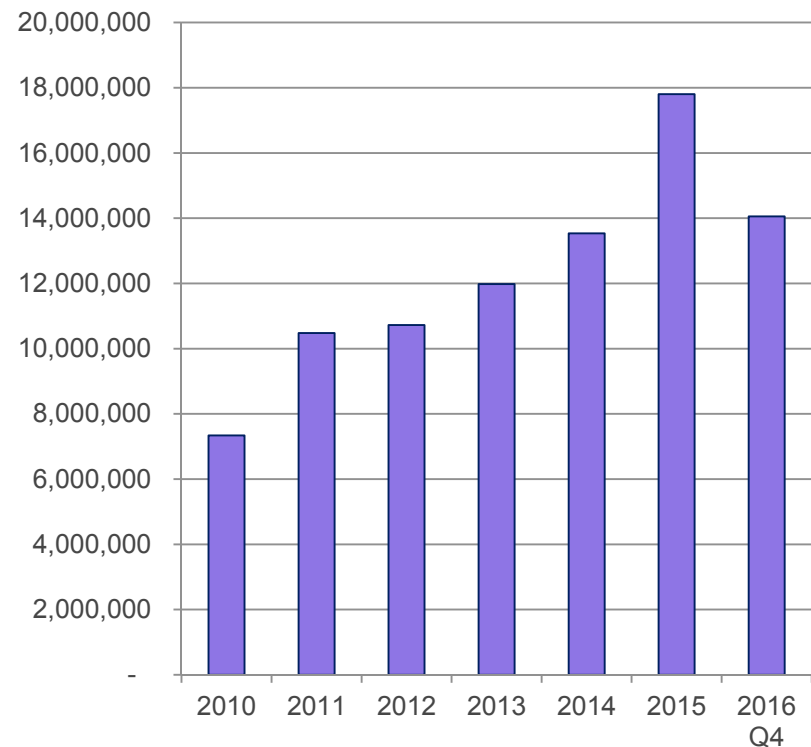
# Impact of Lighting Changes to Portfolio Savings Trends



## Annual MWh Savings Trend



## Lifetime MWh Savings Trend



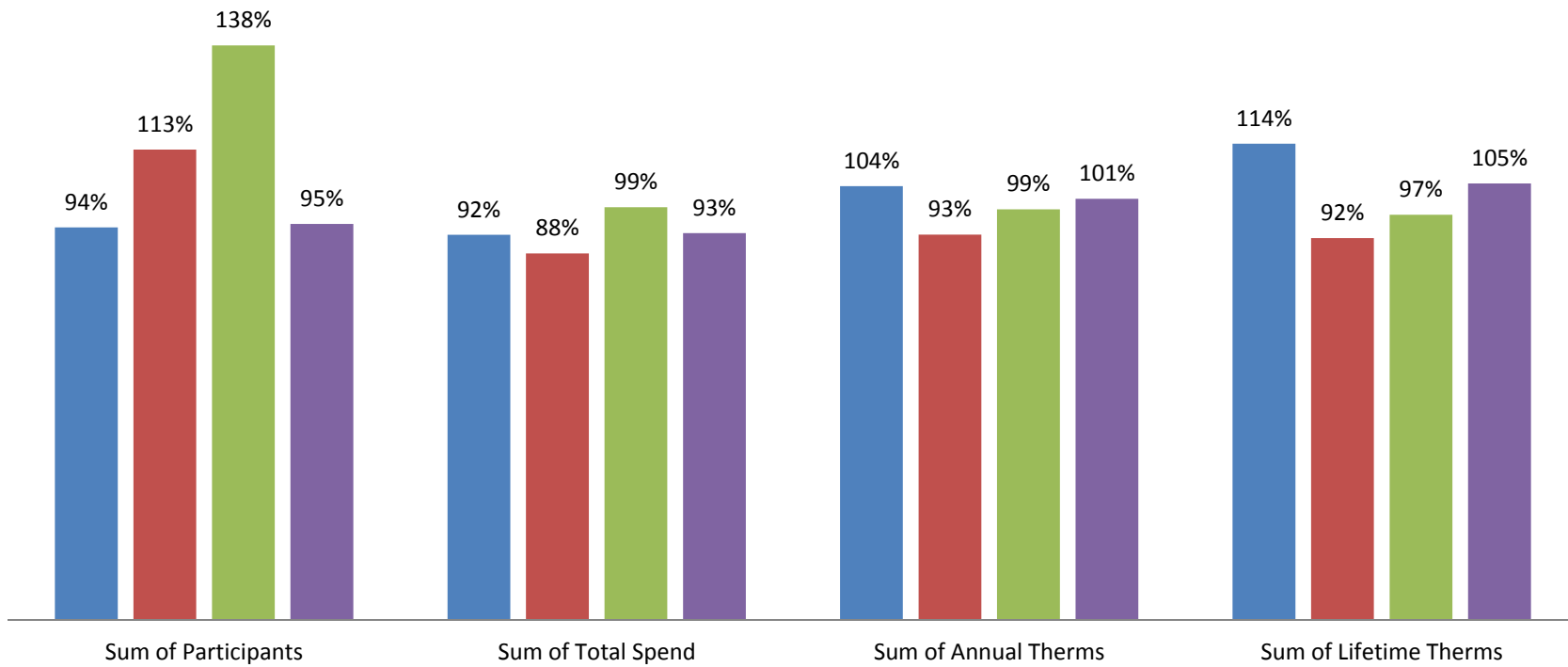
Despite highest-ever Annual savings, Lifetime savings are only slightly above 2014; this will be 'new normal' as lighting measure lives continue to decrease.

# Gas 2016 Summary



## YTD Preliminary Actuals as a Percent of Plan Goal

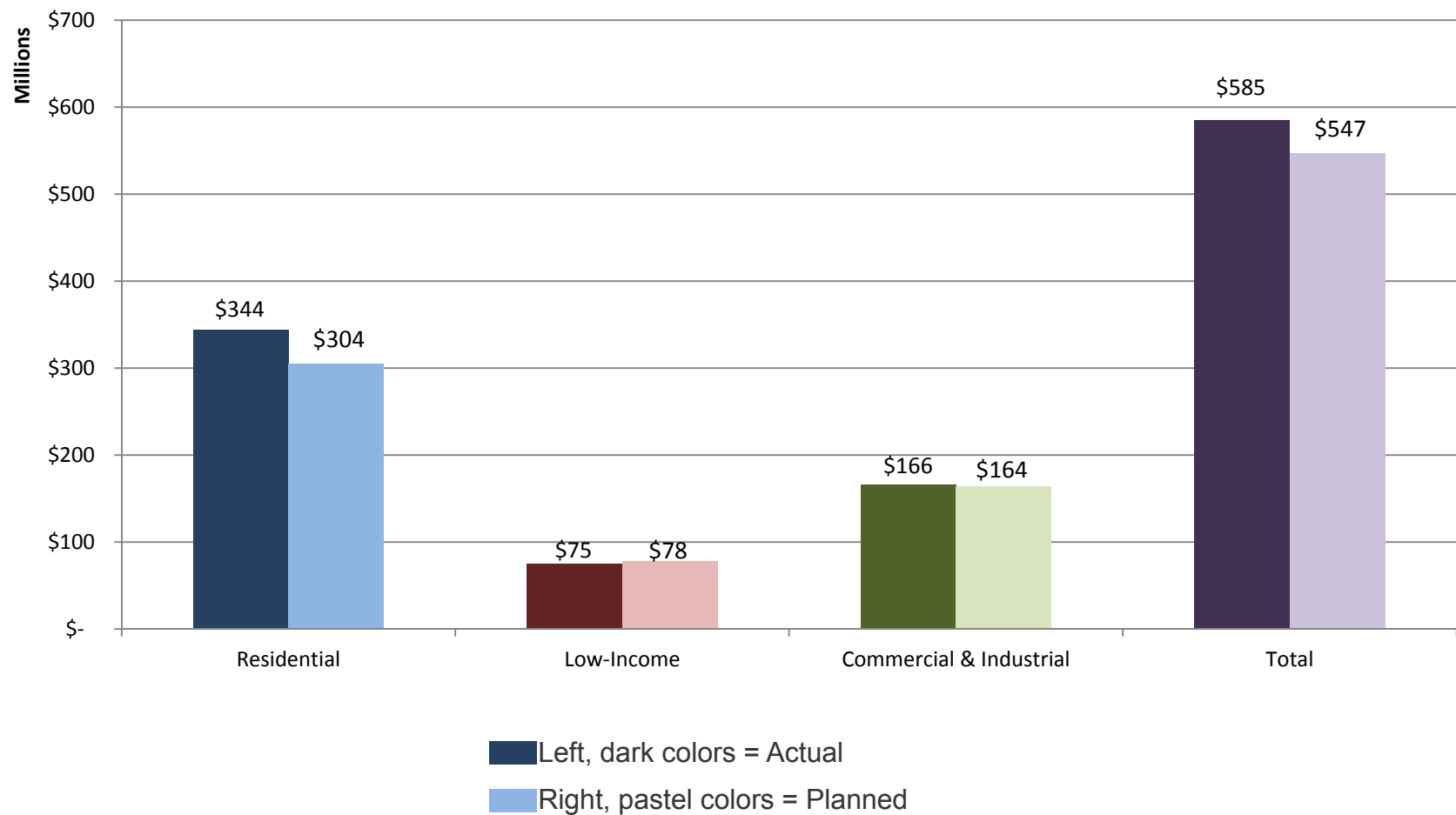
■ Residential ■ Low-Income ■ Commercial & Industrial ■ Total



# Total Benefits (Gas Programs)



### Gas Statewide Benefits Compared to Goal



# Low Income Performance, Gas



- Strong performance, but overall slightly lower than 2015
  - Cost-effectiveness challenges reduce the number of measures that can be offered
  - Overall opportunity declining – sales to low-income sector customers lower for many PAs in 2016
- Savings slightly under goal, but still strong in light of aggressive goals
- PAs continue to work with LEAN to seek cost-effective opportunities to serve customers

# Thank you

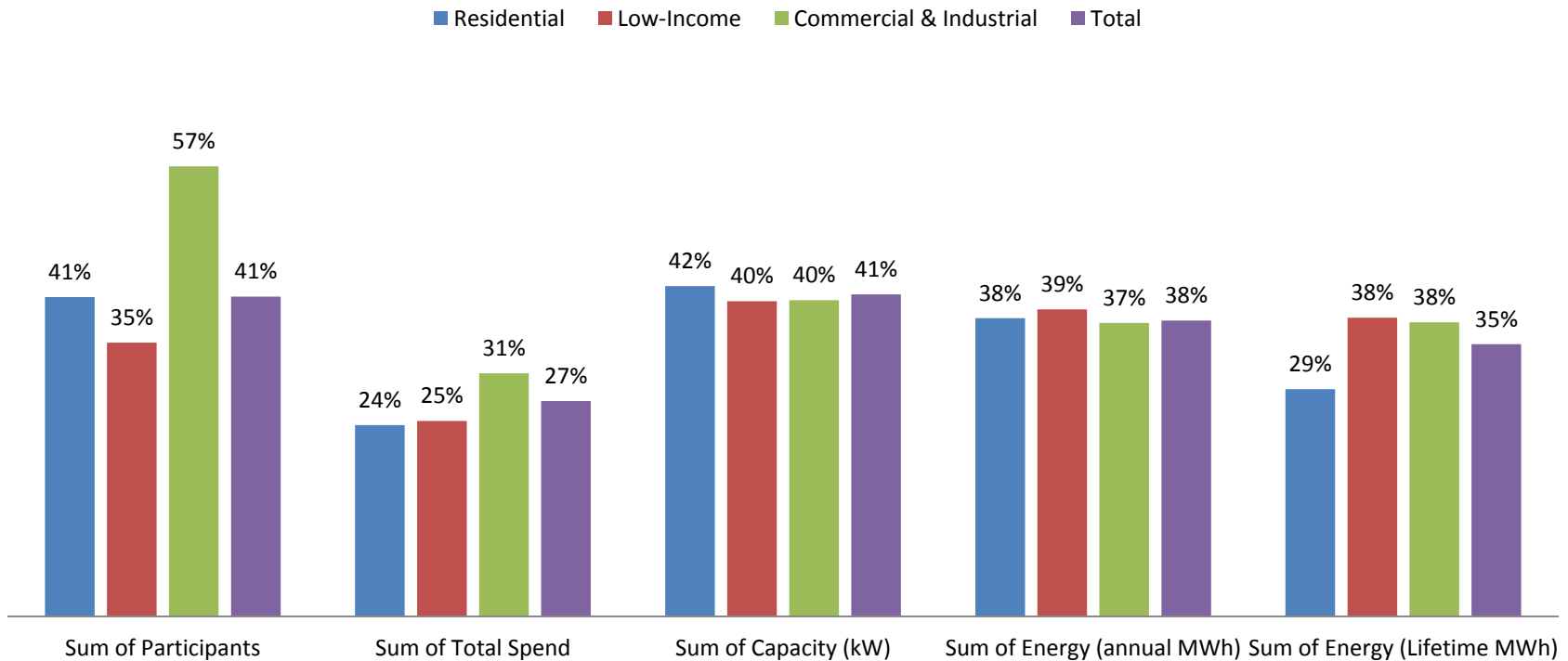




# Electric Cumulative Statewide % of 2016-2018 Planned Goal



## Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal (12/36 Months)



# Gas Cumulative Statewide % of 2016-2018 Planned Goal



## Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal (12/36 Months)

