First Quarter 2012 Performance

Presentation to the EEAC by the PAs

May 8, 2012
First Quarter Statewide Overview

- Electric and gas savings are each at 11% of goal.
- Overall program performance is consistent across fuels and across sectors.
- Electric cost to achieve tracks very close to projections.
- Gas cost to achieve is slightly higher than projected, but savings per participant is also higher than projections.
- Numbers are preliminary and savings are subject to after-the-fact adjustments based on EM&V results.
Portfolio Summary – 1st Qtr 2012

- **ELECTRIC**
  - Annual Savings – 11%
  - Lifetime Savings – 11%
  - Spending – 11%

- **GAS**
  - Annual Savings – 11%
  - Lifetime Savings – 12%
  - Spending – 14%
Statewide Electric Programs - Q1, 2012
YTD Preliminary Actuals as a Percent of Plan Goal

NOTES: This data is preliminary and subject to revision and check. Costs and savings will not align until year end and it is important to understand that savings and costs do not accrue linearly throughout the program year.
Statewide Electric Programs - Q1 2012
Sector Contributions to YTD Costs and Savings

Participants: 116,103
Total PA Expenditures: $56.2 M
Capacity (summer kW): 22,105 kW
Energy (annual MWh): 119,993 MWh
Energy (lifetime MWh): 1,323,423 MWh

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Statewide Electric Programs - Q1, 2012
YTD Preliminary Costs as compared to Plan Budget

NOTES: Costs are those booked for PPA, Marketing, Customer Incentive, STAT, and Evaluation. This data is preliminary and subject to revision and check.

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Statewide Gas Programs - Q1, 2012
YTD Preliminary Actuals as a Percent of Plan Goal

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Statewide Gas Programs - Q1, 2012
Sector Contributions to YTD Costs and Savings

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Comparison to 2010 and 2011 Q1

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<tr>
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<th>2010</th>
<th>2011</th>
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<tbody>
<tr>
<td><strong>Budget</strong></td>
<td>13%</td>
<td>9%</td>
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<tr>
<td><strong>Annual MWh</strong></td>
<td>11%</td>
<td>14%</td>
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<tr>
<td><strong>Lifetime MWh</strong></td>
<td>11%</td>
<td>8%</td>
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<tr>
<td><strong>Budget</strong></td>
<td>19%</td>
<td>16%</td>
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<td><strong>Annual therms</strong></td>
<td>28%</td>
<td>28%</td>
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<tr>
<td><strong>Lifetime therms</strong></td>
<td>30%</td>
<td>18%</td>
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Note: 2012 percentages reflect higher overall goals; thus, lower percentages do not necessarily translate to lower savings.
Program Highlights

**New Construction**
- Exceeded 2012 statewide unit and savings goals for the first quarter; Western MA Storm Recovery – 87 projects total, 8 completions in Q1
- PAs Joint Management Committee wins a 5th EPA ENERGY STAR® Partner of the Year Award for Sustained Excellence in Program Mgt and 2nd Leadership in Housing Award

**Rebate Programs**
- Continued steady demand for rebates; Training and participation at trade shows continues

**Home Energy Services**
- Customer Participation and budgets are on target; as of March, 107 unique HES contractors.

**Lighting & Appliances**
- Strong results- LED fixtures and bulbs continue to trend up; refrigerator recycling very successful.

**Low-Income Retrofit**
- On target or slightly below- PAs submit a research plan for potential items for the program

**Commercial & Industrial**
- Expansion of Upstream Lighting initiative, researching Early Equipment Retirement
Miscellaneous First Quarter Updates

• Marketing
  • Development and implementation of the 2012 Marketing Plan
  • Campaign message “Ways to Save” used across residential and business platforms

• EM&V
  • Continued work in all six research areas
  • Established the EM&V Management Committee

• Training
  • MAEEP Compressed Air Training: 20 C&I customers
  • 2012 Trade Ally Open House: 5 events across the state during Feb. and March
  • MAEEP VFD Training: 49 C&I customers