First Quarter 2020 YTD Performance

5/20/2020
## 2020 Comparison to 2018 and 2019 Q1 YTD

### Electric

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lifetime MWh</td>
<td>2,090,469</td>
<td>1,219,313</td>
<td>1,182,998</td>
</tr>
<tr>
<td>Annual MWh</td>
<td>259,496</td>
<td>149,929</td>
<td>181,154</td>
</tr>
<tr>
<td>Spending</td>
<td>$94,266,072</td>
<td>$92,154,627</td>
<td>$126,392,207</td>
</tr>
<tr>
<td>Benefits</td>
<td>$348,843,326</td>
<td>$286,166,944</td>
<td>$306,866,768</td>
</tr>
</tbody>
</table>

### Gas

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lifetime therms</td>
<td>65,789,233</td>
<td>60,528,488</td>
<td>70,061,255</td>
</tr>
<tr>
<td>Annual therms</td>
<td>5,439,512</td>
<td>5,171,988</td>
<td>5,144,662</td>
</tr>
<tr>
<td>Spending</td>
<td>$44,916,718</td>
<td>$45,948,200</td>
<td>$56,080,467</td>
</tr>
<tr>
<td>Benefits</td>
<td>$107,713,805</td>
<td>$113,644,942</td>
<td>$135,236,400</td>
</tr>
</tbody>
</table>
## CO₂ Q1 Emissions Reductions – Plan to Date

<table>
<thead>
<tr>
<th>Sector</th>
<th>CO₂ (electric)</th>
<th>CO₂ (gas &amp; delivered fuels)</th>
<th>CO₂ (total)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cumulative Plan-Term to Date (Q1 2020)</td>
<td>980,343</td>
<td>118,775</td>
<td>1,099,118</td>
</tr>
<tr>
<td>A - Residential</td>
<td>582,713</td>
<td>70,584</td>
<td>653,298</td>
</tr>
<tr>
<td>B - Low-Income</td>
<td>19,631</td>
<td>23,846</td>
<td>43,476</td>
</tr>
<tr>
<td>C - Commercial &amp; Industrial</td>
<td>377,999</td>
<td>24,345</td>
<td>402,344</td>
</tr>
</tbody>
</table>

- 272,596 homes powered for a year through electric savings
- 24,396 homes heated for a year through gas savings
- 211,776 car emissions for year through electric and gas savings
- 16,487,310 tree seedlings grown for 10 years
Q1 Electric Performance
Electric Lifetime Savings

Statewide Achievements as Percent of 2020 Planned Goal
(3/12 Months) 25% of plan year

![Lifetime MWh Diagram]

- Residential: 28%
- Low-Income: 11%
- C&I: 6%
- Total: 8%

![Results by Sector]

- C&I: 64%
- LI: 3%
- Res: 32%
Statewide Achievements as Percent of 2020 Planned Goal
(3/12 Months) 25% of plan year

Total Benefits

- Residential: 25%
- Low-Income: 15%
- C&I: 7%
- Total: 12%

Results by Sector
- C&I, 41%
- LI, 9%
- Res, 50%
Electric Total Spend

Statewide Spend as Percent of 2020 Planned Goal
(3/12 Months) 25% of plan year

Total Spend

Results by Sector

- C&I, 34%
- LI, 10%
- Res, 56%
Gas Lifetime Savings

Statewide Achievements as Percent of 2020 Planned Goal
(3/12 Months) 25% of plan year

Lifetime Therms

Results by Sector

- Res, 76%
- LI, 8%
- C&I, 17%
Gas Total Benefits

Statewide Achievements as Percent of 2020 Planned Goal
(3/12 Months) 25% of plan year

Total Benefits

Results by Sector

- Residential: 28%
- Low-Income: 14%
- C&I: 6%
- Total: 17%

- Res, 73%
- C&I, 13%
- LI, 13%
Gas Total Spend

Statewide Spend as Percent of 2020 Planned Goal
(3/12 Months) 25% of plan year

Total Spend

Residential: 26%
Low-Income: 15%
C&I: 14%
Total: 21%

Results by Sector

- C&I: 14%
- LI: 15%
- Res: 70%
Quarterly Report
Highlights
COVID-19 Mitigation Efforts
- In March the PAs temporarily suspended most program activity due to the COVID-19 pandemic and immediately began developing responses in order to inform customers and business partners and to enable the continuation of program activity that could safely continue.

Qualified Products List Update
- The PAs created their own heat pump qualified product list ("QPL") in order to simplify participants’ experience. The PAs now have one comprehensive eligible product list that includes the different types of eligible equipment, using one central database (AHRI) as the foundation.

2020 Business Partner Event
- During Q1, the PAs held their annual Business Partner Event which had been redesigned to provide a broad range of content during one statewide event. This event provided a platform for the PAs to communicate energy efficiency goals to business partners.
Demand Reduction

- The PAs began active recruitment of customers for the upcoming summer season. While retention of previous program participants has been high, the PAs have been working with the curtailment service providers and internal PA account staff worked to recruit new customers.

Passive House

- PAs held five Passive House trainings for design professionals in first quarter and provided eight subsidies to professionals receiving certification from either PHI or PHIUS.

Municipal Partnership

- PAs held one-on-one in person meetings with the staff and volunteer teams for each of the seven municipalities selected; PAs also worked with the municipalities to finalize agreements, goals, marketing materials, and marketing plans, and released a press release in multiple languages.

Evaluation

- In Q1, six new evaluation studies were initiated, 20 studies were underway, and 31 evaluation studies were completed.
Thank you