

November 13, 2015

BY E-MAIL

Ms. Judith Judson, Commissioner
Department of Energy Resources
100 Cambridge St., Suite 1020
Boston, MA 02114

Mr. Mark D. Marini, Secretary
Commonwealth of Massachusetts
Department of Public Utilities
One South Station
Boston, MA 02110

Re: 2013-2015 Three-Year Energy Efficiency Plans, D.P.U. 12-100 - D.P.U. 12-111
Quarterly Report – Third Quarter, 2015

Dear Commissioner Judson and Secretary Marini:

On behalf of Bay State Gas Company, d/b/a Columbia Gas of Massachusetts; The Berkshire Gas Company; Blackstone Gas Company; Boston Gas Company, Colonial Gas Company, Massachusetts Electric Company and Nantucket Electric Company each d/b/a National Grid; Cape Light Compact; Fitchburg Gas and Electric Light Company d/b/a Unitil; NSTAR Electric Company, NSTAR Gas Company and Western Massachusetts Electric Company, each d/b/a Eversource Energy; and Liberty Utilities (New England Natural Gas Company) Corp. d/b/a Liberty Utilities (the “Program Administrators”), please find the Program Administrators’ Quarterly Report for the Third Quarter of 2015. This quarterly report is being submitted in accordance with An Act Relative to Green Communities (“Green Communities Act”), codified as G.L. c. 25, § 22(d), and with the Program Administrators’ 2013-2015 Three-Year Energy Efficiency Plans (the “Plans”), each approved by the Department of Public Utilities (the “Department”) by its Order, dated January 31, 2013, in dockets D.P.U. 12-100 through 12-111 (the “Order”).

This report contains a narrative summary of activities undertaken by the Program Administrators in the third quarter of 2015, along with quantitative quarterly report information included in the report at Attachment A.

Judith Judson, DOER
Mark D. Marini, DPU
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Should you have any questions with respect to the Quarterly Report, please do not hesitate to contact any of the undersigned.

Very truly yours,

/s/ Andrea G. Keffe

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Company

Enclosure

cc: Energy Efficiency Advisory Council (via website posting)

Quarterly Report of the Program Administrators

Third Quarter, 2015

November 13, 2015

nationalgrid

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of Massachusetts**

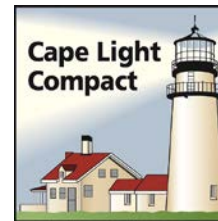
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GAS COMPANY**

**QUARTERLY REPORT TO THE EEAC
2015 THIRD QUARTER**

November 13, 2015

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I. Introduction

Pursuant to the requirements of the Green Communities Act (“GCA”), codified at G.L. c. 25, § 22(d), “The electric and natural gas distribution companies and municipal aggregators shall provide quarterly reports to the council on the implementation of their respective plans. The reports shall include a description of the program administrator’s progress in implementing the plan, a summary of the savings secured to date and such other information as the council shall determine.”

Building upon this legislative mandate, as well as the Order of the Department of Public Utilities (“Department”) in 2013-2015 Energy Efficiency Plans, D.P.U. 12-100 to D.P.U. 12-111 dated January 31, 2013, approving Three-Year Energy Efficiency Plans (the “Plans”) for each Program Administrator (“PA”), this document serves to report on PA activities throughout the Commonwealth during the third quarter of 2015.¹ This document presents narrative status updates regarding program implementation and specific areas of interest as requested by the Energy Efficiency Advisory Council (“EEAC” or “Council”), followed by quantitative data set forth at Attachment A. This data will also be available on <http://www.masssavedata.com>.

The attached data tables show that the PAs are on track to meet 2015 goals and the three-year goals of the 2013-2015 Plan. For 2015, at the end of the third quarter, electric PAs are at 57% of lifetime savings, 60% of annual savings, and 66% of spending. On a three-year basis, electric PAs are at 83% of lifetime savings, 87% of annual savings, and 85% of spending. For 2015, gas PAs are at 68% of lifetime savings, 68% of annual savings, and 66% of spending. On a three-year basis, gas PAs are at 99% of lifetime savings, 97% of annual savings, and 84% of spending.

¹ The PAs are required to file these Quarterly Reports with the Department of Public Utilities for informational purposes. 2010-2012 Energy Efficiency Plans, D.P.U. 09-116 – D.P.U. 09-120 and D.P.U. 09-121 – D.P.U. 09-128 (January 28, 2010).

II. 2015 Council Priorities Update

1. *Design and Develop a Statewide Database.* The Council maintains that designing and developing a comprehensive, accessible, secure statewide database is a top priority. The DPU released Order 14-141 calling for an operational database in 2015.

ACTION: The PAs remain committed to a comprehensive, accessible and secure statewide database. In the third quarter of 2015, the PAs continued work on updating and improving Mass Save Data (www.masssavedata.com) (“MSD”), the PAs’ online statewide energy efficiency database, which improves public and stakeholder access to the extensive data reported by the PAs. MSD provides quantitative data similar to that in the PAs’ public reports, including information related to participants, expenditures, annual and lifetime savings, electric capacity, and benefits. MSD provides data on both a PA-specific and statewide basis and allows the public to download data to Excel or PDF formats. The website is now populated with 2010-2012 data (plan and evaluated), 2013-2014 data (plan, preliminary and evaluated), 2015 plan, quarterly and monthly data, and 2016-2018 proposed plan data. In Q3, the PAs worked on the “look and feel” of the site, with a goal of making the site more user-friendly and similar looking to MassSave.com. Other improvements in Q3 included a greenhouse gas emissions reductions page, the ability to review multiple years of data at one time, and system updates to allow for upload of 2016-2018 data when filed. The Program Administrators are also working on adding additional information, including geographic reporting, regulatory reporting, and measure level data. The PAs plan to continue to identify other needed improvements as they work with the data in MSD.

2. *Achieve Savings and Benefits Goals during final year of the 2013-2015 Three-Year Plan, particularly in the C&I sector.* C&I savings goals were not met in 2011, 2012, and 2013, and the Council understands that the Program Administrators may fall short in 2014. The C&I electric shortfall must be accounted for in 2015 if the PAs are to meet their 2013- 2015 three-year plan goals. In addition, the Council seeks to investigate opportunities to smooth out the rate at which savings are finalized throughout the year (i.e., mitigating the “hockey stick” effect).

ACTION: In Q3, the Program Administrators continued to work diligently toward achieving the 2015 savings and benefits goals, particularly in C&I. As of Q3 2015, electric PAs have achieved 66% of their C&I three-year lifetime savings goals, and gas PAs have achieved 69% of their C&I three-year lifetime savings goals. PAs are continuously exploring opportunities to expand offerings, enhance strategies and encourage participation throughout the year. On August 1, 2015, the PAs commenced the Upstream Water Heater Initiative, which is replacing a previous downstream rebate that was provided to customers in the past. The upstream approach – instantly recording end-user information and applying incentives at the point of sale – will allow the PAs to capture more of the available savings of this equipment type at a higher velocity and lower cost than the downstream rebate

approach was providing. Additionally, the lighting subcommittee continued to be very busy in Q3. The subcommittee worked on program and application form changes, reviewed and addressed new technologies and incentives, reviewed specifications for the Networked Lighting Controls Initiative, and worked with the Design Lights Consortium. The PAs have discussed C&I programming and the “hockey stick” with councilors at workshops, and have explained that the “hockey stick” is a reliably predictable phenomenon that the PAs factor into their forecasting efforts. The PAs have noted that this pattern is related to the financial and operating constraints that influence customer decision-making.

- 3. *Improve Customer Access to and Use of Energy Efficiency Programs.*** *Clearly define, standardize, measure, and benchmark participation, identify any missed opportunities, develop and implement strategies for improving customer access to existing energy efficiency programs while encouraging deeper savings with participants.*

ACTION: The PAs have continued to improve customer access to and use of the energy efficiency programs through program design, implementation strategies, and marketing efforts in Q3. In order to understand customers and participation, the PAs analyzed data available in Residential and C&I Customer Profile Studies. PAs have also sought to reach customers through their awareness marketing campaign. The PAs extended the Mobile Advertising campaign into July and August for both the Residential and C&I target audience segments. In Q3, the PAs marketed the programs through diverse communication channels, including mobile advertising (smartphones and tablets), radio, digital display, streaming radio, out-of-home billboards, bus sides and print. The PAs’ lead marketing contractor worked with all vendors in Q3 to meet and exceed energy vertical benchmarks for click-through-rate and video-completion-rate as well as to deliver engaged visitors to MassSave.com. Facebook and Paid Search campaigns were monitored in Q3 to ensure that maximum impression volume and clicks were realized. On-site metrics such as average page views and average session duration were reviewed and allowed the contractor to optimize ad delivery to best performing creative and keywords. The PAs are also seeking to identify ways to encourage deeper savings through programming and evaluation research. The PAs completed the early replacement offers to customers for boilers and furnaces in the third quarter, and HEAT Loan interest and amount financed continued to trend higher than year-to-date 2014. PAs planned for and hosted the 15th Annual GasNetworks Fall Training Conference on September 24th, which hosted over four hundred attendees consisting of heating and plumbing contractors, HVAC contractors, industry partners, and energy efficiency professionals. In the HES Program Delivery Assessment and HEAT Loan Delivery Assessment, the PAs are seeking to identify opportunities for greater and deeper savings for the Home Energy Services and Heating and Water Heating initiatives, as well as for the overall residential portfolio. Additionally in Q3, PAs continued regular meetings of the management committees and other committees, such as the Multi-Family Working Group and the Contractor Best Practices Working Group, which continue to discuss and share opportunities, strategies, and identify ways to

encourage deeper savings through the programs.

- 4. Analyze and determine council recommendation on a fully integrated and distinct Multi-family effort, and explore establishment of a new Multi-family initiative.*** Utilize consultant support to analyze the results of creating a fully integrated and distinct Multi-family effort, possibly including a new initiative in the 2016-2018 Three-Year Plans. Evaluate and determine Council position.

ACTION: The PAs explored recommendations related to multi-family initiatives in 2016-2018 in Q3. The Multi-Family Working Group (including residential and C&I program management staff and vendors) continued to meet in the third quarter. As the PAs look forward toward the next three-year energy efficiency plan, feedback and collaboration with stakeholders including LEAN, Councilors, and DOER will continue to ensure that a mix of regional best practices and cutting-edge strategies are used to address the needs of the Massachusetts multi-family retrofit market.

- 5. Inform, review, and finalize the 2016-2018 Three-Year Plans.*** Relay clear Council priorities and recommendations to the Program Administrators for inclusion in the 2016-2018 Three-Year Plans. Review and finalize the 2016- 2018 Three-Year Plans.

ACTION: The PAs attended and participated in Council meetings in Q3, including regular monthly meetings, executive committee meetings, and extraordinary meetings in order to learn the Council's priorities and provide information related to those priorities in the 2016-2018 Three-Year Plan. The PAs closely reviewed discussions around and recommendations from the Council's July 21, 2015 Resolution and provided a formal response matrix on September 23, 2015. The Program Administrators incorporated many of the Council's recommendations in their draft Plan submitted to the Council on September 30, 2015, the final Term Sheet, and the final October Plan. The PAs will continue to work closely with the Council, its consultants, DOER, the Attorney General, LEAN, and many other stakeholders in the coming months and years on the 2016-2018 Plan.

III. Gas and Electric Program Highlights

Since the Department of Public Utilities (“Department”) approved the Gas and Electric Three-Year Energy Efficiency Plans on January 31, 2013, the Program Administrators have been proceeding with the implementation of their EEAC-endorsed 2013-2015 Plans.

In Attachment A, the PAs present quantitative cost and savings data, along with other data. The PAs will keep the EEAC apprised of significant cost and savings variances from Plan goals that become apparent as the PAs continue to implement programs over the three years of the Plan.

RESIDENTIAL SECTOR

Residential New Construction (“RNC”)

The Program Administrators continued to focus on outreach and recruitment throughout the third quarter of 2015 in order to build a strong pipeline for 2016 and beyond. The RNC program representatives were present at 16 events and attended/sponsored an additional four events throughout the quarter. Currently the PAs are working on developing and/or sponsoring additional training events throughout the remainder of 2015.

The statewide vendor continues to work closely with the PAs to forecast unit completions for the 2015 program year by working with builders and HERS Raters to maintain an accurate pipeline. Based on the current forecasts and third quarter completions, the PAs are on target to reach their 2015 goals.

During the third quarter, the PAs, their statewide vendor, and the HERS Rater Panel met for a quarterly meeting.

Residential Electric New Construction

At the end of the third quarter of 2015, the electric PAs completed 2,626 units statewide. The PAs have a strong pipeline going forward to the end of the year, as well as into the 2016 program year.

Residential Gas New Construction

During the third quarter of 2015, the gas PAs continued the high participation rate trend seen throughout the first half of the year. At the end of September, the gas PAs had 1,904 unit completions.

Residential High-Rise New Construction

At the end of the third quarter of 2015, 24 projects in the High-Rise program path with 2,324 residential units, including 264 low-income units, were completed. Recruitment efforts among the most active multi-family developers continued throughout the quarter.

C&I Coordination

Quarterly meetings were held with C&I and Residential program managers of Eversource and National Grid to review and qualify projects for participation in the High-Rise program path. The meetings are focused on identifying all cost-effective energy saving opportunities and preventing double counting of savings for projects that have submitted custom measures.

Multi-Family Retrofit

Through the conclusion of the third quarter, most PAs are expecting to meet or exceed their respective goals.

The Multi-Family Market Integrator (“MMI”) received over 7,500 incoming calls in through the third quarter, a 28% increase in call volume over the same period in 2014.

The PAs also piggybacked on National Grid’s sponsorship of the Community Associations Institute – New England Chapter (“CAI-NE”) as a follow-up to a recommendation of the most recent evaluation. This opportunity provides more marketing exposure to the multi-family target market. The event was held in October 2015 in Burlington.

The Multi-Family Working Group continued to meet regularly throughout the third quarter. As the PAs prepare for the 2016-2018 term, feedback and collaboration with stakeholders, including LEAN, EEAC Councilors, and DOER, will continue to ensure that a mix of regional best practices and cutting-edge strategies are used to address the needs of the Massachusetts multi-family retrofit market.

Home Energy Services and HEAT Loan

At the close of the third quarter 2015 most Program Administrators are on trend to exceed savings goals.

Home Energy Services (“HES”) Core Initiative

Program Administrators continue to meet biannually with the competitively-procured high efficiency lighting distributor to investigate additional opportunities for cost savings. The PAs were able to adjust the LED bulb maximums per home and anticipate some additional price reductions to be implemented in the fourth quarter. These changes have resulted in much higher electric savings than anticipated.

Additionally, the Wireless Enabled Thermostat Installation Incentive offered by some PAs continues to gain more traction as marketing efforts continue. Those PAs offering this incentive continue to look for opportunities to streamline this offering to customers through the Home Energy Assessment.

The early replacement offers for boilers and furnaces to customers ended in the third quarter; however, eligible customers can continue to complete installs and submit documentation for most PAs through October. PAs are seeing a strong customer interest as in previous years.

Marketing

Most PAs have reduced marketing efforts, since the PAs are on track to achieve their goals. The working group has done significant work during the third quarter on reviewing the Home Energy Assessment materials in order to streamline the information that is provided to customers. The PAs anticipate release of the new materials in mid-2016.

Contractor Best Practices Working Group (“BPWG”)

The PAs and contractors have created a new working group, the BPWG, to update the materials and installation standards. This will be a collaborative effort to ensure that the installations reflect current conditions and materials.

HEAT Loan

Through the third quarter, HEAT Loan interest and amount financed continues to trend higher than during the same period in 2014. Central air conditioning, heating equipment, and windows continue to be the primary measures financed.

Residential Lighting

During the third quarter, the PAs focused on building upon and expanding their past marketing campaigns. A blog was launched on the Mass Save website and five program blogs are live. In addition, the first set of videos that focus on APS and Appliances were produced. Production of the next series, “man/woman on the street” will begin in Q4.

For the second year in a row, the PAs worked with Fox 25 news on their Mission Renovation campaign. Interviews and ads were taped and ran in Q3 and will continue into Q4. The winning family will receive an efficient lighting package, provided by the PAs.

A ten day bathroom kit promotion was held in July which included six ENERGY STAR[®] certified Maxlite globe LEDs plus an Evolve showerhead for \$15. This effort was supported by email, Facebook, and Twitter; 1,994 kits were sold.

Residential Consumer Products

The PAs met with Home Depot corporate and regional representatives to discuss the sponsors’ three-year planning efforts and ways to work more effectively with Home Depot to achieve program goals.

The PAs continued their marketing efforts in Q3. During the month of August, online banner ads were in place which, by design, overlapped with tax free weekend. The banner ads directed the audience to MassSave.com, where they could find rebates and retailers. The August online banner ads focused on clothes dryers and the most efficient refrigerators.

The PAs extended their contract with their refrigerator/freezer recycling vendor, Jaco, for calendar year 2016.

The 2015 appliance and consumer electronics survey effort continued into July, with the in-store effort completed mid-month. The data collected will go through a quality assurance review and be analyzed to identify trends and significant market changes. The PAs will draft a report of the findings.

A sweepstakes was also held in August. The PAs partnered with Sears to offer a gift card sweepstakes. Customers were able to enter for a chance to win one of five Sears gift cards up to \$500. The sweepstakes was leveraged as an educational opportunity about energy saving appliances and was supported by Facebook and Twitter. There were 6,676 entries, 1,429 new email opt-ins, and five winners.



A promotion was held beginning September 25 promoting the Embertec tier 2 advanced power strip. Participants were able to purchase the product at a discounted price of \$20 for an Emberstrip AV+ and were automatically entered for chance to win two tickets to a New England Patriots home game.

Sponsors and their vendors worked with Sears on bulk stack displays for dehumidifiers and air purifiers effective September 1 through the end of 2015. To support the Sponsors' mail-in rebate offers on these two measures, Sears plans to stock additional Kenmore dehumidifiers and Honeywell and Kenmore room air cleaners at the retailer's participating Massachusetts locations. Sears also worked with the PAs to develop signage to accompany the displays.



Gas Residential Heating and Water Heating

Much of third quarter activity was dedicated to promoting the 15th Annual GasNetworks Fall Training Conference. On September 24th, the fall training conference hosted over four hundred attendees consisting of heating and plumbing contractors, HVAC contractors, industry partners, and energy efficiency professionals.

The annual training conference featured the final New England appearance of Dan Holohan, author of fourteen industry celebrated books on the subject of hydronic and steam heating in the Northeast and the author/operator of HeatingHelp.com. The gas Program Administrators also offered multiple sessions covering the topic of Outdoor Reset Controls used with condensing natural gas heating systems.

Other sessions included ECM Circulator Pump Selection & Application, Changes to the Mass Fuel Gas Code, and Greening Steam. The gas PAs integrated with HES and other electric programs, promoting training sessions on the topic of Accurate Blower Door Tests, Preventing Back Drafting, and Exploring Ductless Mini Split Heat Pumps.

Throughout the third quarter of 2015, GasNetworks Field Services vendors continued their outreach efforts. Outreach to Plumbing and Heating Supply Houses and industry partners focused on the highlighting Early Heating and Cooling Replacement incentives and offer deadlines.

The GasNetworks email distribution list continues to grow, with over 3,326 contacts electing to receive related program updates and industry news. The Q3 issues, delivered to the distribution list, highlighted EBR/EFR/EarlyAC offers and deadlines, in addition to a memo from PAs to the contractor community promoting the proper installation and setting of outdoor reset controls.

As of September 30, 2015, statewide totals for domestic hot water heating processed incentives exceed 4,600 and high efficiency heating equipment incentives exceed 10,000. Additionally, over 9,000 thermostat incentives have been processed. At the close of the third quarter, most PAs are on target to meet and/or possibly exceed annual and three-year savings goals.

Electric Residential Cooling and Heating

The budgets and savings for Electric Residential Heating and Cooling vary by PA, but generally they are on target for the third quarter of 2015 with an expectation of meeting and/or possibly exceeding annual and three-year goals.

The PAs have chosen a common rebate processing vendor for COOL SMART, GasNetworks, and HES. The transition to Energy Federation, Inc. will be made for the beginning of 2016.

For the 15th annual GasNetworks conference on September 24, 2015, COOL SMART collaborated with GasNetworks to include workshops focusing on ECM pumps presented by Fluid Industrial Associates, ductless mini-splits presented by Emerson Swan, and load

calculation and duct testing presented by CLEAResult.

The Air Conditioning Contractors of America golf tournament was held on September 11th. COOL SMART representatives attended to conduct outreach to the contractor community and award prizes to participating contractors.

Demand for QIV training was low during the third quarter, as HVAC contractors are busy serving customers throughout the cooling season. COOL SMART conducted four full-day QIV trainings in response to contractor demand, reaching 33 field technicians from 27 contractors.

LOW-INCOME SECTOR

Low-Income Sector

The Low-Income Assistance Brochure and the Lighting and Energy Saving Tips Brochure provided to customers have been translated into multiple languages and have been provided to the CAP agencies. In addition, the Portuguese and Spanish versions have been added to the MassSave.com site.

Low-Income Single Family

Through the end of the third quarter of 2015, the Low-Income Single Family budgets and savings vary by PA but are generally on or ahead of target with an expectation of meeting and/or possibly exceeding annual and three-year goals.

Additionally, the PAs continue to participate in the Best Practices Working Group to coordinate statewide on all aspects of the Low-Income Retrofit programs in coordination with the WAP and HEARTWAP programs and review any new measures for possible inclusion within the program.

Low-Income Multi-Family Retrofit

The Low-Income Multi-Family budgets and savings vary by PA; however, most PAs are on or ahead of target for budget and savings goals. There are several projects currently in the pipeline across the Commonwealth, so the PAs anticipate a very productive fourth quarter in 2015 and expect to meet and/or possibly exceed annual and three-year goals.

The Low-Income Multi-Family Initiative Impact Evaluation study was finalized and results will be utilized for the upcoming 2016-2018 Plan. The main objectives of the study were to develop a set of statewide savings estimates for non-custom measures, verify the impacts of the natural gas initiative including weatherization, heating, and water heating measures, as well as verify the impacts of common area lighting measures. While specific results of the study differ by PA, overall the program has achieved high realization rates and has been accurately estimating annual energy savings.

The WEGOWise Multi-Family Benchmarking tool continues to help to identify the least-efficient buildings among all those eligible for funding and to aid in prioritizing energy efficiency projects.

The PAs continue to coordinate statewide on all aspects of the Low-Income Retrofit program through participation in the Low-Income Advisory Committee and Best Practices Working Group.

Low-Income New Construction

At the end of the third quarter of 2015, the Low-Income New Construction program had 304 Low-Rise electric unit completions year-to-date. The program continues to perform targeted recruitment to the low-income market across the state which began in 2014. The PAs continue to work with HERS Raters to solidify the low-income project forecast for the rest of 2015, in order to maintain a strong pipeline in the low-income new construction market.

COMMERCIAL AND INDUSTRIAL SECTOR

In the third quarter of 2015, the Program Administrators continued to work diligently toward achieving their 2015 savings goals, as well as the cumulative 2013-2015 Three-Year Plan goals, while actively exploring opportunities to expand offerings, enhance strategies, and to encourage participation.

Highlights

Much work during Q3 focused on developing the draft 2016-2018 Three-Year Plan, the first draft of which was submitted on April 30, which was subsequently updated and submitted to the Council in September, and the Department in October.

Subcommittee Activities

The various C&I Subcommittees discussed a number of issues and areas for possible improvement during Q3. Details for each Subcommittee are as follows:

Natural Gas

The Upstream Water Heater Initiative began on August 1, 2015. This “upstream” incentive delivery is replacing the GasNetworks downstream rebate that was provided to customers in the past. The upstream approach – instantly recording end-user information and applying incentives at the point of sale – will allow the PAs to capture more of the available savings of this equipment type at a higher rate and lower cost than the downstream rebate approach was providing.

As part of the launch, Energy Solutions, the third-party vendor supporting the program, worked with all of the PAs to align all of the required front-end and back-end items to support the launch- including an online upload portal, manufacturer and distributor outreach, creating

training materials for the channel partners, etc.

Energy Solutions has signed on as the statewide program implementer and has already provided training at 17 major distributors, including the top nine in Massachusetts, representing about 100 branches statewide.

During the first month of the initiative, the PAs have processed a good volume of incentives, accounting for \$73,000 in rebates and 21,000 therms captured.

Electric Non-Lighting

Work is underway examining the impact of upcoming code changes on upstream HVAC, expected to take effect for 2017. As a result of the code changes, there is more than a 50% reduction in energy savings from roughly half of the 30 individual equipment types currently supported. That said, approximately 75% of projects involve less than five of the 30. As such, the PAs are analyzing the weighted impact from the mix they support in more detail to determine how this will impact overall cost-effectiveness and the potential need to adjust incentives.

The subcommittee also began an examination of VFD incentives for possible reduction in 2017.

A recommendation has been made to the C&I Management Committee to use ASHRAE 90.1 2013 as base case code for all prescriptive incentives in 2017.

The subcommittee has made formal recommendations to the management committee regarding prescriptive compressed air incentives. For 2016, the PAs plan to discontinue prescriptive incentives for both load/no load and variable displacement machines entirely. This leaves only Variable Speed machines in the initiative and the incentives will be reduced on the larger machines within this remaining set of eligible equipment.

Finally, the PAs began work on exploring changes to the prescriptive chiller incentives. ASHRAE 90.1 2013 is poised to reduce savings on some of these offerings. There is also a possibility of allowing upstream chiller incentives – consideration of this approach will continue in the coming months.

Lighting

The Lighting subcommittee continued to be very busy. A summary of the topics and discussions from the third quarter are outlined below:

- The Lighting subcommittee began planning for program and application form changes for 2016. Adjustments that were reviewed include:
 - Impact of new state building code
 - Category additions and deletions
 - Incentive adjustments (eliminating and/or reducing Fluorescent \$)

- Integration of new DLC structure version 3.0 (standard & premium)
- Upstream lighting topics reviewed and addressed in Q3 included:
 - LED Fixture Initiative with an enhanced incentive for integrated controls:
 - Reviewed initial participation data and program costs
 - Monitored both initial and revised incentive levels in comparison to estimated savings figures - \$/kWh
 - New fixtures and controls will be selectively added where appropriate.
 - Fixture cost data reviewed in order to gauge cost trends and incentive levels
 - Plan to extend through year end and implement revisions on January 1st (incentive reductions, language clarifications, etc.)
 - GX24 base lamp (CFL Replacement):
 - Received feedback from manufacturers and distributors – “getting traction”
 - Some vendors sold through their initial stock
 - Extension of incentive level through year end
 - 2016 incentive levels will offer a higher incentive for products with dimming capabilities
 - GX23 base lamp (CFL Replacement):
 - Reviewed data on new two-pin base socket LED
 - Market potential expected to be greater than GX24
 - Currently no Energy Star or DLC categories
 - LM79 and LM80 testing data requested
 - Planning for Upstream incentive by year end
 - Mogul base lamp (HID Replacement):
 - Reviewed data on new LED product to address HID market
 - Similar to TLEDs - "plug & play" version replacement LED lamps with the option to use the existing HID ballasts
 - Currently no Energy Star or DLC categories
 - LM79 and LM80 testing data requested
 - Accepting applications under Custom applications until DLC specification is finalized
 - Possible candidate for Upstream
 - Correct incentive level will drive market to full kit or full fixture replacement (greater customer benefits - longer life, controls savings potential, etc.)
 - Planning for 2016:
 - Reduction in fluorescent lamp incentive (similar to prescriptive)
 - Elimination of fluorescent by 2017 consistent with new Code and Evaluation data.
 - Reduction in TLED incentive to drive market to new fixtures and/or fixture kits with control capabilities
 - Selective new lamp and fixture offerings in 2016
- Networked Lighting Controls Initiative:

- Manufacturer’s specifications were reviewed and approved by the Lighting Subcommittee
- Presentation planned for October 27th in Connecticut.
- NEEP’s Commercial Advanced Lighting Control (“CALC”) – savings calculation tools is ready for testing
- Working on demonstration projects within Massachusetts PAs service territories
- Full deployment in 2016 and increase participation expected
- Design Lights Consortium (“DLC”)
 - Lighting Subcommittee members on the DLC Technical Committee continue to meet and review specifications for new LED categories

The Lighting subcommittee members continued to meet individually with various manufacturers and distributors regarding new products, partnering opportunities, market direction, and product cost trends. Some of the manufacturer, distributor and representative meetings during Q3 included Lunera, General Electric, CREE, Osram-Sylvania, Green Creative, and Eaton/Cooper.

IV. Massachusetts Technology Assessment Committee

The Statewide Massachusetts Technology Assessment Committee (“MTAC”) evaluates new technologies for inclusion in the energy efficiency programs. MTAC provides a consistent statewide venue for evaluation of new energy efficiency technologies. MTAC approved two new technologies/products during Q3.

- Hand Wrappers: Product wrappers that operate using occupancy sensor based technology and provide electric power for wrapping as needed (on-demand) instead of being continuously ON during commercial grocery store hours. The technology is applicable for small and large grocery stores.
- Dynamic Glass Technology: Intelligent control of window tint has the potential to increase whole building energy performance while controlling solar glare in buildings. The technology has the potential for improved daylight harvesting, passive solar heating in winter and decreased solar heating during summer months. The technology, though applicable to all commercial buildings, is currently recommended to be implemented during new construction/major renovation process due its complexity and cost.

MTAC also reviewed two other technologies: SmartCool (compressor duty cycling) and Dyson Hand Dryers (on-demand hand-drying technology). MTAC determined these technologies not to be eligible for recommendation through Mass Save programs.

MTAC members also actively contributed towards drafting of the MTAC and new technology sections of the 2016-2018 Three-Year Plan.

V. Marketing, Education, Outreach Highlights

Media Overview

In the third quarter, a budget reallocation allowed the extension of the Mobile Advertising campaign into July and August for both the Residential and C&I target audience segments. Previously, these months were scheduled as hiatus. Paid Search budgets were also increased for both targets. All media channels were live in Q3. These channels include mobile advertising (smartphones and tablets), radio, digital display, streaming radio, out-of-home billboards, bus sides and print.

The following is a detailed summary of the media channels in market in Q3 2015.

Radio (4 weeks, Weeks of 8/24, 8/31, 9/14, 9/21)

- Residential, Low Income, Multicultural and Commercial & Industrial audiences; Radio spots ran in English, Spanish and Portuguese
- A mix of :30 and :60 ads run on top-rated stations in the Berkshires, Boston, Cape Cod, New Bedford-Fall River, Springfield and Worcester markets

Digital Display (July 1-September 30)

- Geo-targeted flash banners for Residential, Commercial & Industrial and Multicultural audiences

Pre-Roll Video (September 1-September 30)

- Geo-targeted :30-second video; Residential audience

Mobile Advertising (July 1-September 30)

- Geo-targeted banner ads; Residential and Commercial & Industrial audiences
- Advertising on Smartphones and Tablets

Streaming Radio (July 1-August 31)

- Geo-targeted :30-second audio and companion banners; Residential audience
- I Heart Radio-Boston; ads run on KISS 108 and JAMN 94.5

Facebook (July 1-September 30)

- Geo-targeted ads; Residential audience

Paid Search (July 1-September 30)

- Search ads on top two search networks, Residential and Commercial & Industrial audiences
- Paid search campaign for the Residential audience was revised to include ad groups and keywords to promote posts from the *Mass Saver* blog

Business, Landlord Association & Chamber of Commerce Publications (July 1-September 30)

- Ads ran in 15 business magazines, landlord association newsletters and chamber of commerce newsletters

- A mix of ¼ Page 4C and ½ Page 4C ads

Out-of-Home (July 1-September 30)

- Residential, Commercial & Industrial and Low Income target audiences
- Billboards (September 1-September 30) situated on major thoroughfares in Boston, New Bedford, Pittsfield, Springfield and Worcester
- Bus side advertising and interior cards (July 1-August 23)

Optimizations

The PAs' lead marketing contractor worked with all vendors to meet and exceed energy vertical benchmarks for click-through-rate and video-completion-rate, as well as to deliver engaged visitors to MassSave.com.

Facebook and Paid Search campaigns were monitored in Q3 to ensure that maximum impression volume and clicks were realized. On-site metrics, such as average page views and average session duration, were reviewed, and allowed the contractor to optimize ad delivery to best performing creative and keywords.

VI. Evaluation, Measurement, and Verification Highlights

During the third quarter of 2015, the evaluation team completed many of its ongoing studies in all three research areas - Residential, Commercial & Industrial, and Special and Cross Sector. These studies were completed in preparation for and support of the 2016-2018 Three-Year Plan filed with the Department in October 2015. The evaluation team also anticipates beginning new work in Q4 2015 and Q1 2016 in accordance with the Strategic Evaluation Plan filed with the 2016-2018 Plan.

To help share best practices and streamline the evaluation process, the Program Administrators and the Council's consultants continued monthly meetings of the Evaluation Management Committee and coordination with the Residential and Commercial & Industrial Management Committees.

The following summary includes only studies that have reached at least the detailed scoping phase. There are other studies in the early scoping phase that are not included.

Residential Research Area

Lighting Market Assessment. The objective of this effort is to provide ongoing monitoring of the evolving Massachusetts lighting market. This study will use a multi-task approach that includes consumer surveys, on-site saturation visits in Massachusetts, on-site saturation visits in two comparison areas, shelf-stocking surveys, supplier interviews and a Market adoption model update. Final results were completed for the Three-Year Plan filing.

Consumer Survey and On-site Saturation Multiyear Panel Study. The objective of this study is to explore reasons for the change in consumer purchasing habits and salutation levels for

efficiency lighting. The study will also look at the changes over time in lighting behavior and saturation through revisiting existing sites in a panel visit over multiple years. Research is expected to begin in quarter four of 2015.

Ductless Mini-Split Heat Pump Impact Evaluation. The objective of this study is to measure the energy usage of ductless mini-split heat pumps (“DMSHPs”) through the COOL SMART initiative. Due to delays from winter weather, this report results were delayed until late August 2015. The Final Report with both Cooling and Heating will not be complete until the first quarter of 2016.

HES Program Delivery Assessment and HEAT Loan Delivery Assessment. The objective of this study is threefold: (1) determine accurate conversion rates (installed measures: recommended measures) and other key performance metrics for HES overall, as well as for Lead Vendors (“LVs”) and Home Performance Contractors (“HPCs”) specifically; (2) explore the effectiveness of linkages between HES and other PA initiatives (most notably HEHE and CoolSmart) and attempt to identify opportunities for greater and deeper savings for each initiative, as well as the overall residential portfolio; (3) understand the extent to which the Mass Save HEAT Loan influences customer decision-making relative to the other factors that influence participation (PA incentives, tax credits, pre-program intentions, etc.), and to explore whether the availability of the HEAT Loan has an impact on contractor pricing.

Residential Customer Profile Study. The objective of this study is to compile PA customer and participation data on residential customers to provide insights into levels of participation, energy consumption, and energy savings relative to consumption. The study will inform several of the other ongoing evaluation efforts. Final results were delivered in the third quarter of 2015.

Lighting Incremental Cost. The goal of this study is to estimate the current incremental costs for LEDs when compared to halogen bulbs. The study may also be used to forecast the likely incremental costs in 2016 through 2018. The study will include A-line, medium screw-base bulbs as well as specialty models such as reflectors and candelabra bulbs. The study also seeks to obtain predictions from lighting suppliers about the market share of various bulb types in the absence of Massachusetts program incentives from 2015 through 2020. Draft results were provided in the third quarter of 2015; PAs anticipate that final results will be available in the first quarter of 2016.

Multifamily High-Rise New Construction Baseline Assessment. The objective of this study is to develop a baseline for construction building practices in four-story and higher multi-family buildings. The PAs, EEAC and evaluation contractor are participating in meetings to discuss the study’s scope and the best methodologies for moving forward. Due to a small sample of building to draw from, the project is expected to have draft results around fourth quarter of 2015.

Low-Income Multifamily Impact Assessment. The objective of this study is to provide an inventory of the methods currently used to estimate LIMF savings, explore opportunities for standardization where appropriate, assess whether all data required for evaluation are available, and develop PA-specific realization rates for appropriate measures. Final results were delivered in the third quarter of 2015.

Multifamily Impact Evaluation The goal of this study is to provide electric and gas program level realization rates that could be applied to gross savings estimates. A billing analysis was attempted but the initial results were not useable. Work is continuing and PAs expect to have results during the first quarter of 2016.

Commercial & Industrial Research Area

New Construction Data Mining – Codes & Standards Research. This study leverages onsite data collected in support of the 2011 Code Compliance Baseline Study to learn about the baseline for potential code compliance program measures. The final report was completed in the third quarter of 2015.

Commercial & Industrial LED Spillover Analysis. The primary objective of this study is to develop an estimate of spillover savings generated by PA programs that promoted LED lighting in the commercial sector. A final report was completed in the third quarter of 2015.

Impact Evaluation of 2012 Custom HVAC Measures. This study provides updated realization rates based on in-field metering of a robust sample of projects completed in 2012. A final report was completed in the third quarter of 2015.

Impact Evaluation of 2012 Prescriptive Non-Lighting Measures. This study provides updated savings estimates for a pre-selected group of non-lighting measures. The measures were determined during the scoping process, which includes an assessment of the percent of program savings achieved by each measure as well as the precision and confidence associated with the current measure savings estimates. A final report was completed in the third quarter of 2015.

C&I Customer On-Site Assessments. This study is to build upon the data collected in the C&I customer telephone surveys and gather the data that will help the energy efficiency programs continue to grow and expand current offerings by providing a clearer understanding of the existing C&I building market in Massachusetts. This study is underway and is expected to complete at the end of the first quarter of 2016.

Impact Evaluation of 2013 Custom Gas Measures. This study provides updated realization rates based on in-field metering of a robust sample of projects completed in 2013. Research began in the third quarter of 2014. A final report was completed in the third quarter of 2015.

Impact Evaluation of 2013 Prescriptive Gas Measures. This study provides updated savings estimates for a pre-selected group of gas measures. The measures were determined during the scoping process which includes an assessment of the percent of program savings achieved by each measure as well as the precision and confidence associated with the current measure savings estimates. Research began in the fourth quarter of 2014 and results were expected in the third quarter of 2015.

Boiler Market Assessment Phase II. Phase I of the study focused on the boiler manufacturers in Massachusetts including the estimation of market size. Phase II of the study will focus on

narrowing the market size estimates from Phase I, assessing the boiler program and market in Massachusetts relative to other states, characterizing the pace of change in the market, and reviewing proposed federal regulations. The study began in the fourth quarter of 2014. Results were expected in the fourth quarter of 2015 but the schedule has been extended by three months due to DOE delaying the release of their draft Notice of Proposed Rulemaking.

Impact Evaluation of 2013 Commercial and Industrial Custom. The objective of this Impact Evaluation of 2013 Electric Custom Process Installations is to provide verification or re-estimation of energy and demand savings for selected Custom Process projects through site specific inspection, monitoring and analysis. The results of this study will be used to determine the final realization rates for Custom Process energy efficiency measures installed in 2013. The study is scheduled to be complete at the end of the first quarter of 2016.

C&I Market Share and Sales Trend Study. The project will analyze primary research data collected during the C&I Existing Buildings Customer On-Site Assessment Project to develop an estimate of total C&I market purchases for high priority measures in Massachusetts, and to determine the distribution of these purchases between base and high efficiency. Results are expected at the end of the first quarter of 2016.

C&I 2014 Customer Profile. This is the fourth study in an annual series and will use existing program tracking and customer billing data to create a profile of C&I customers in the state based on market and participant characteristics such as size, business type, and program participation rates. Results are expected in the first quarter of 2016.

Special and Cross-Sector Research Area

The following specific high priority studies are being scoped out and will be included with a future regulatory filing:

The Program Administrators and Council's consultants are in the process of vetting a series of Stage 3 work plans with the intention of beginning several new studies in early 2016. It is anticipated that these studies will cover a variety of special and cross-cutting topics such as:

- Appropriate size of treatment and control groups in behavioral programs
- The interaction of Wi-Fi thermostats and behavioral programs
- Best practices from community outreach programs
- Refinement of Top Down modeling techniques
- Stretch Code
- Market rate rental property Non-Energy Impacts ("NEIs")
- Net-to-Gross Methodology

The following specific high priority studies are currently underway and will be included with a future regulatory filing:

Non-Energy Impacts – Low Income Health NEIs: The proposed research is aimed at identifying and quantifying NEIs of energy efficiency measures on the health and well-being of low-income energy efficiency program participants, estimating their costs, and projecting those costs to the year 2050. The PAs are working closely with representatives from LEAN and the Department of Energy to determine how this line of research can be customized to Massachusetts circumstances.

Codes & Standards Coordination/Planning: The goal of this effort is to provide overall coordination with implementation to ensure that as implementation plans develop in this area, they are designed in such a way that the necessary data is being collected in order to evaluate the impact of such efforts along with appropriate attribution to the PAs. Recent research highlights in this area include an evaluation of Code Compliance Rates for Single Family Homes, and memos on code compliance trainings.

Market Effects HVAC Manufacturer Panel Coordination: The goal of this study is to (1) take manufacturer panel planning to the point that there is a clear and actionable plan for collecting information that will provide the best quality data possible while maintaining the strongest possible relationship with each participating manufacturer and their staff, and begin to recruit manufacturers; (2) get to the point that ongoing data collection and panel maintenance costs can be estimated by the parties slated to collect the data; and (3) get to the point that introductions can be made and relationship management and additional recruiting can be handed off to these parties, as appropriate.

Behavioral Program Impact and Process Evaluation: This evaluation has multiple phases, with the current research focusing on three distinct areas. The first research project includes a process and impact evaluation of Cape Light Compact's Behavioral Feedback Initiative. Evaluation activities consist of interviews with the program implementer, conducting in-depth interviews with partial and full participants, and conducting an impact evaluation using monthly billing data. The second research project includes a process and impact evaluation of The Berkshire Gas Company's Home Energy Report Program. Evaluation activities consist of a participant and non-participant survey and conducting an impact evaluation, including validation of randomization and estimate of savings. The third research project includes an impact evaluation to determine whether there is a difference in savings associated with receiving a single dual fuel report or two reports for each fuel.

Non-Energy Impacts – Quantifying C&I New Construction NEIs – Phase II: The goal of this study is to quantify participant non-energy impacts associated with C&I new construction projects. Phase I was focused on recommending if and how to proceed with an approach for estimating NEIs in C&I New Construction. Phase II of the study is focused on using an engineering based approach to quantify the NEI values.

VII. Regulatory Updates

In Q3, the PAs collaborated with the Executive Office of Energy and Environmental Affairs, DOER, the Office of the Attorney General, and Council's consultants, to further discuss goals, budgets, and key priorities. As a result of these discussions, the PAs, DOER, and the Attorney

General were able to agree upon a Term Sheet. The Term Sheet set forth fundamental core goals for 2016-2018 that served as a guide for the PAs in developing the 2016-2018 Plan. The PAs also prepared and submitted to the Council an updated proposed draft of the Massachusetts Joint Statewide Three-Year Electric and Gas Energy Efficiency Plan for 2016-2018 in September 2015. This comprehensive plan included program descriptions, savings, budgets, and benefits, information regarding fulfillment of Green Communities Act requirements, cost-recovery descriptions, and related data tables, models, and other appendices. The PAs sought to address the recommendations of the Council in the Plan, incorporate the terms of the Term Sheet, and finalize savings, budgets and benefits in anticipation of filing the final Plan with the Department on October 30, 2015.

Additionally in Q3, the PAs participated in a Departmental technical session on the Forward Capacity Market (“FCM”) on July 13, 2015. The PAs responded to questions on their FCM bidding strategies as contemplated in the Department’s Order approving the 2013-2015 Plan. The PAs continue to be very engaged in the process with ISO-NE.

Finally, several PAs submitted and received approval from the EEAC on mid-term modifications (“MTMs”) during Q3. These MTMs included “Category 1” (EEAC-only) and “Category 2” (Department approval required) requests. PAs seeking “Category 2” MTMs subsequently filed with the Department following EEAC approval. Additionally, in Q3 of 2015, the Department issued several Orders approving MTMs and revised EESs filed in 2015.

VIII. Special Focus Topic: Codes & Standards

The Massachusetts Code Compliance Support Initiative (“CCSI”) delivered three classroom trainings in the third quarter of 2015, with a total of 44 attendees. Three residential trainings were held, resulting in 44 residential attendees. Trainings during the third quarter were held in Boston and Waltham. CCSI conducted one 90-minute residential webinar during the third quarter with a total of 15 attendees. There were six residential and two commercial Circuit Rider phone calls that were received and responded to during the third quarter.

ATTACHMENT A
QUANTITATIVE REPORT

Q3 2015 Statewide Electric Budgets (January 1, 2015 through September 30, 2015)

Row Labels	Total Sum of Program Planning and Administration	Total Sum of Marketing and Advertising	Total Sum of Participant Incentive	Total Sum of Sales, Technical Assistance & Training	Total Sum of Evaluation and Market Research	Total Sum of Total Spend
Electric						
Planned	\$ 27,780,278	\$ 18,557,885	\$ 383,012,186	\$ 73,209,504	\$ 16,534,595	\$ 519,094,446
Residential	\$ 6,301,336	\$ 11,447,839	\$ 116,763,207	\$ 31,186,517	\$ 5,624,093	\$ 171,322,993
Residential Whole House	\$ 3,307,784	\$ 3,927,211	\$ 78,540,347	\$ 22,423,031	\$ 3,989,600	\$ 112,187,974
Residential Products	\$ 1,527,788	\$ 4,581,194	\$ 29,214,213	\$ 6,265,354	\$ 1,489,760	\$ 43,078,307
Residential Hard-to-Measure	\$ 1,465,764	\$ 2,939,434	\$ 9,008,647	\$ 2,498,132	\$ 144,733	\$ 16,056,712
Low-Income	\$ 3,238,860	\$ 1,088,461	\$ 40,927,999	\$ 9,648,454	\$ 2,009,355	\$ 56,913,126
Low-Income Whole House	\$ 1,825,406	\$ 823,949	\$ 40,927,999	\$ 9,633,604	\$ 1,970,023	\$ 55,180,979
Low-Income Hard-to-Measure	\$ 1,413,455	\$ 264,511	\$ -	\$ 14,850	\$ 39,332	\$ 1,732,147
Commercial & Industrial	\$ 18,240,081	\$ 6,021,585	\$ 225,320,980	\$ 32,374,533	\$ 8,901,147	\$ 290,858,327
C&I New Construction	\$ 3,635,741	\$ 1,374,106	\$ 39,048,392	\$ 8,235,128	\$ 2,019,505	\$ 54,312,870
C&I Retrofit	\$ 11,827,253	\$ 3,503,379	\$ 186,272,588	\$ 24,139,405	\$ 6,669,641	\$ 232,412,267
C&I Hard-to-Measure	\$ 2,777,087	\$ 1,144,100	\$ -	\$ -	\$ 212,002	\$ 4,133,189
Q3	\$ 19,088,743	\$ 10,506,068	\$ 249,304,085	\$ 53,660,040	\$ 9,632,535	\$ 342,191,470
Residential	\$ 5,095,109	\$ 7,825,152	\$ 117,985,917	\$ 22,692,196	\$ 3,574,618	\$ 157,172,991
Residential Whole House	\$ 2,638,680	\$ 2,319,526	\$ 74,179,471	\$ 16,829,228	\$ 1,844,201	\$ 97,811,106
Residential Products	\$ 1,108,321	\$ 3,130,364	\$ 33,847,098	\$ 3,568,966	\$ 1,569,098	\$ 43,223,847
Residential Hard-to-Measure	\$ 1,348,109	\$ 2,375,262	\$ 9,959,347	\$ 2,294,002	\$ 161,318	\$ 16,138,038
Low-Income	\$ 1,736,236	\$ 460,093	\$ 37,209,862	\$ 6,750,333	\$ 660,868	\$ 46,817,391
Low-Income Whole House	\$ 1,368,207	\$ 294,422	\$ 37,209,862	\$ 6,750,333	\$ 655,642	\$ 46,278,466
Low-Income Hard-to-Measure	\$ 368,029	\$ 165,670	\$ -	\$ -	\$ 5,225	\$ 538,924
Commercial & Industrial	\$ 12,257,398	\$ 2,220,823	\$ 94,108,307	\$ 24,217,510	\$ 5,397,050	\$ 138,201,088
C&I New Construction	\$ 2,120,398	\$ 182,691	\$ 19,418,575	\$ 12,477,101	\$ 1,544,045	\$ 35,742,809
C&I Retrofit	\$ 7,182,805	\$ 1,022,165	\$ 74,689,732	\$ 11,685,791	\$ 3,830,330	\$ 98,410,823
C&I Hard-to-Measure	\$ 2,954,195	\$ 1,015,968	\$ -	\$ 54,618	\$ 22,674	\$ 4,047,455

YTD as Percentage to Planned	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Spend
Electric	69%	57%	65%	73%	58%	66%
Residential	81%	68%	101%	73%	64%	92%
1. Residential Whole House	80%	59%	94%	75%	46%	87%
2. Residential Products	73%	68%	116%	57%	105%	100%
3. Residential Hard-to-Measure	92%	81%	111%	92%	111%	101%
Low-Income	54%	42%	91%	70%	33%	82%
4. Low-Income Whole House	75%	36%	91%	70%	33%	84%
5. Low-Income Hard-to-Measure	26%	63%	0%	0%	13%	31%
Commercial & Industrial	67%	37%	42%	75%	61%	48%
6. C&I New Construction	58%	13%	50%	152%	76%	66%
7. C&I Retrofit	61%	29%	40%	48%	57%	42%
8. C&I Hard-to-Measure	106%	89%	0%	0%	11%	98%

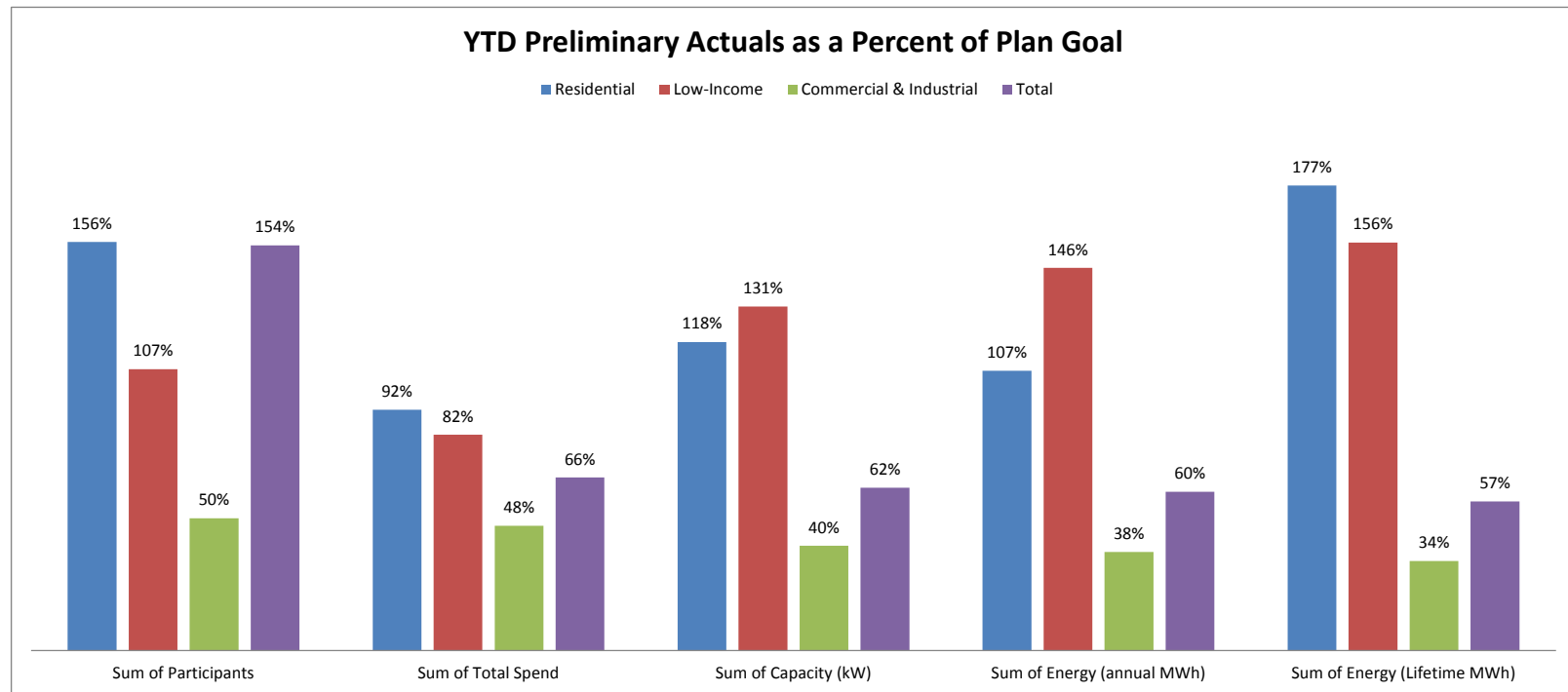
Q3 2015 Statewide Electric Savings (January 1, 2015 through September 30, 2015)

Row Labels	Total Sum of Participants	Total Sum of Capacity (kW)	Total Sum of Energy (annual MWh)	Total Sum of Energy (Lifetime MWh)
Electric				
Planned	2,350,052	179,574	1,274,647	13,863,793
Residential	2,306,349	47,314	380,446	1,985,571
Residential Whole House	942,277	25,839	209,363	690,144
Residential New Construction	5,119	746	4,517	47,003
Residential Multi-Family Retrofit	26,646	1,013	16,746	183,102
Residential Home Energy Services	52,800	3,444	31,701	303,640
Residential Behavior/Feedback	857,712	20,636	156,399	156,399
Residential Products	1,364,072	21,475	171,083	1,295,428
Residential Cooling & Heating Equipment	12,778	3,340	5,897	78,471
Residential Lighting	1,251,552	15,826	148,216	1,084,983
Residential Consumer Products	99,742	2,309	16,970	131,973
Low-Income	27,106	3,245	26,795	254,311
Low-Income Whole House	27,106	3,245	26,795	254,311
Low-Income New Construction	1,571	108	1,000	10,135
Low-Income Single Family Retrofit	10,646	1,649	11,485	111,720
Low-Income Multi-Family Retrofit	14,889	1,488	14,310	132,456
Commercial & Industrial	16,597	129,015	867,406	11,623,911
C&I New Construction	3,423	30,005	174,844	2,502,291
C&I New Construction	3,423	30,005	174,844	2,502,291
C&I Retrofit	13,174	99,010	692,562	9,121,620
C&I Retrofit	4,166	71,596	549,843	7,493,130
C&I Direct Install	9,008	27,414	142,720	1,628,490
Q3	3,629,138	111,408	770,564	7,875,560
Residential	3,591,718	55,642	405,589	3,518,751
Residential Whole House	1,064,274	30,613	216,257	1,384,574
Residential New Construction	3,228	2,897	6,957	110,139
Residential Multi-Family Retrofit	21,652	1,007	20,738	231,193
Residential Home Energy Services	34,581	12,443	89,646	944,327
Residential Behavior/Feedback	1,004,813	14,266	98,916	98,916
Residential Products	2,527,444	25,029	189,332	2,134,176
Residential Cooling & Heating Equipment	12,398	1,212	9,442	137,267
Residential Lighting	2,463,803	21,963	170,232	1,918,858
Residential Consumer Products	51,243	1,853	9,658	78,051
Low-Income	29,061	4,256	39,068	395,553
Low-Income Whole House	29,061	4,256	39,068	395,553
Low-Income New Construction	308	100	323	4,825
Low-Income Single Family Retrofit	10,437	2,452	13,278	138,912
Low-Income Multi-Family Retrofit	18,316	1,704	25,467	251,817
Commercial & Industrial	8,359	51,510	325,907	3,961,257
C&I New Construction	3,021	26,121	140,704	1,621,240
C&I New Construction	3,021	26,121	140,704	1,621,240
C&I Retrofit	5,338	25,389	185,202	2,340,016
C&I Retrofit	1,386	12,857	110,557	1,414,706
C&I Direct Install	3,952	12,532	74,645	925,310

YTD as Percentage to Planned	Participants	Capacity (kW)	Energy (annual MWh)	Energy (Lifetime MWh)
Electric	154%	62%	60%	57%
Residential	156%	118%	107%	177%
Residential Whole House	113%	118%	103%	201%
Residential New Construction	63%	388%	154%	234%
Residential Multi-Family Retrofit	81%	99%	124%	126%
Residential Home Energy Services	65%	361%	283%	311%
Residential Behavior/Feedback	117%	69%	63%	63%
Residential Products	185%	117%	111%	165%
Residential Cooling & Heating Equipment	97%	36%	160%	175%
Residential Lighting	197%	139%	115%	177%
Residential Consumer Products	51%	80%	57%	59%
Low-Income	107%	131%	146%	156%
Low-Income Whole House	107%	131%	146%	156%
Low-Income New Construction	20%	93%	32%	48%
Low-Income Single Family Retrofit	98%	149%	116%	124%
Low-Income Multi-Family Retrofit	123%	115%	178%	190%
Commercial & Industrial	50%	40%	38%	34%
C&I New Construction	88%	87%	80%	65%
C&I New Construction	88%	87%	80%	65%
C&I Retrofit	41%	26%	27%	26%
C&I Retrofit	33%	18%	20%	19%
C&I Direct Install	44%	46%	52%	57%

Q3 2015 Statewide Electric Summary (January 1, 2015 through September 30, 2015)

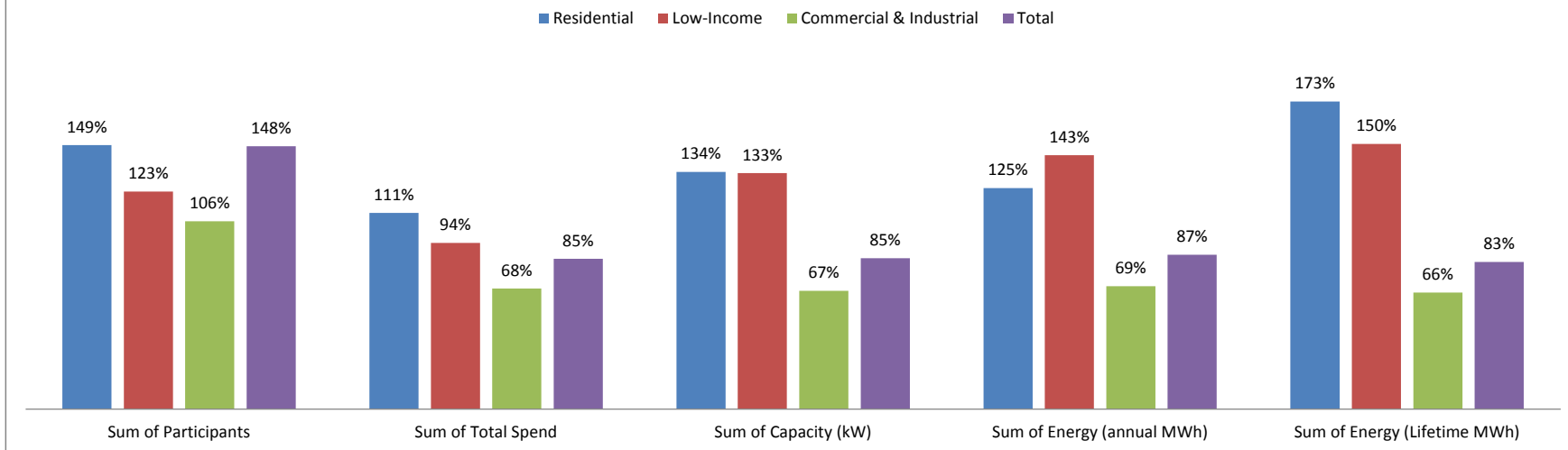
Values					
Row Labels	Sum of Participants	Sum of Total Spend	Sum of Capacity (kW)	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)
Electric					
Planned	2,350,052	519,094,446	179,574	1,274,647	13,863,793
Residential	2,306,349	171,322,993	47,314	380,446	1,985,571
Low-Income	27,106	56,913,126	3,245	26,795	254,311
Commercial & Industrial	16,597	290,858,327	129,015	867,406	11,623,911
Q3	3,629,214	342,191,470	111,408	770,564	7,875,560
Residential	3,591,794	157,172,991	55,642	405,589	3,518,751
Low-Income	29,061	46,817,391	4,256	39,068	395,553
Commercial & Industrial	8,359	138,201,088	51,510	325,907	3,961,257
YTD as % of Planned	154%	66%	62%	60%	57%
Residential	156%	92%	118%	107%	177%
Low-Income	107%	82%	131%	146%	156%
Commercial & Industrial	50%	48%	40%	38%	34%



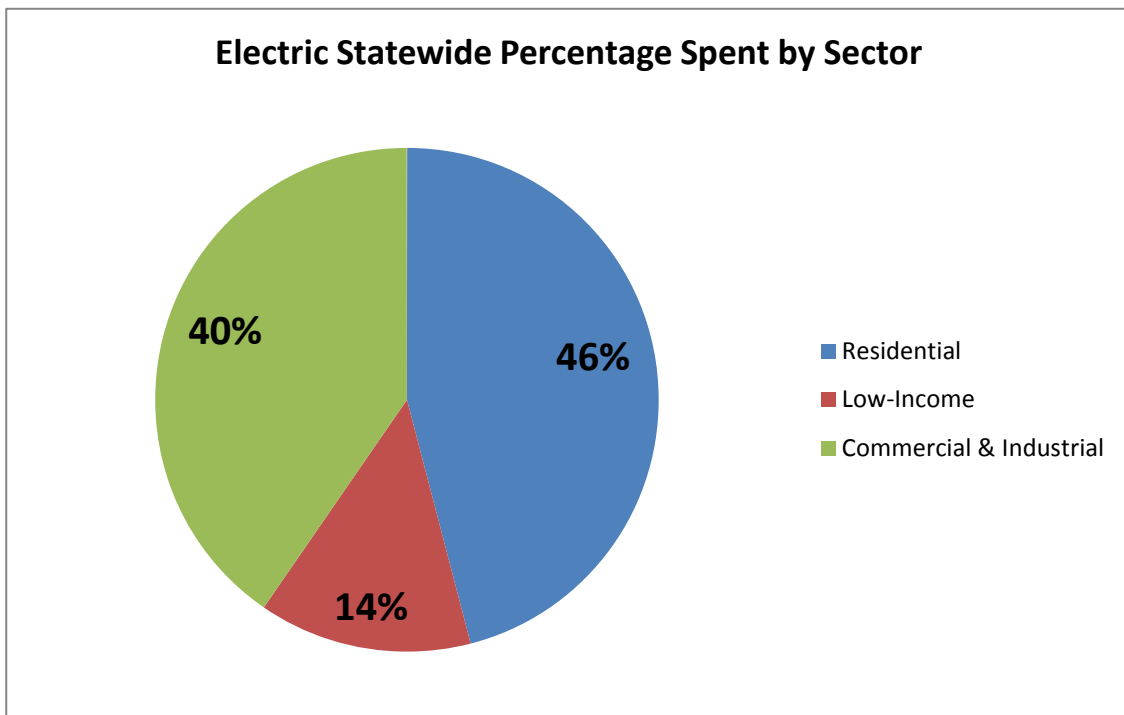
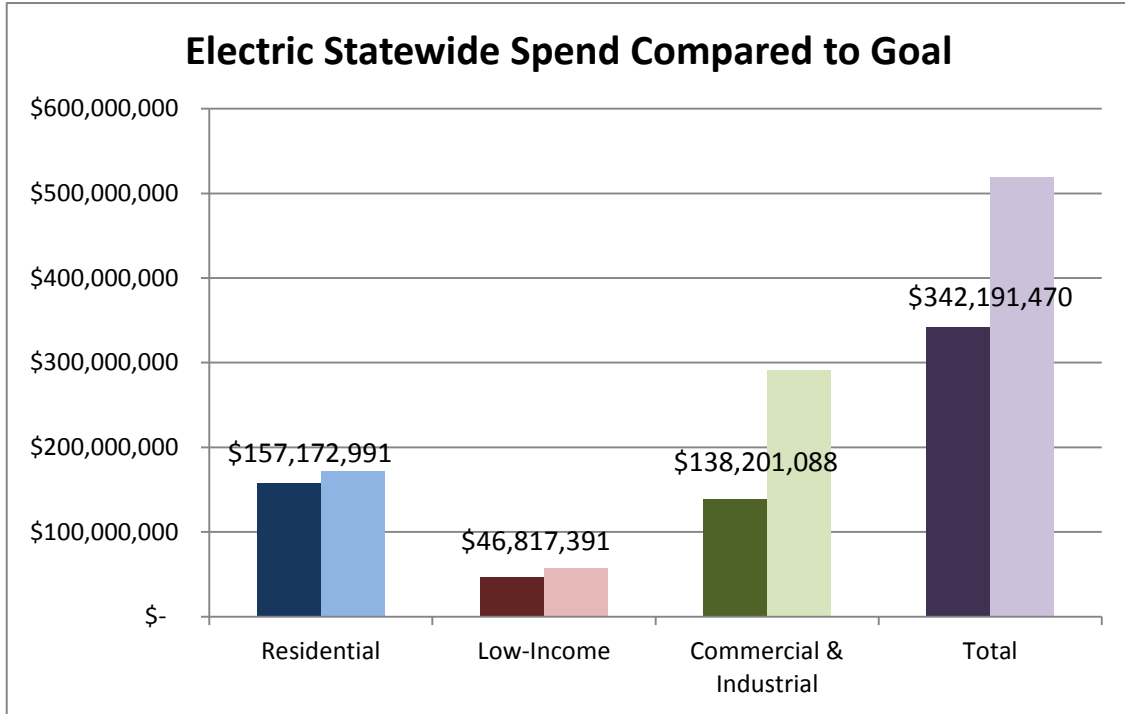
Cumulative Statewide Electric Summary (January 1, 2013 through September 30, 2015)

Values					
Row Labels	Sum of Participants	Sum of Total Spend	Sum of Capacity (kW)	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)
Electric					
Planned	6,858,617	1,496,975,555	530,621	3,706,432	40,279,049
Residential	6,726,690	487,957,883	135,871	1,074,808	5,830,295
Low-Income	82,473	165,973,663	9,823	83,391	779,384
Commercial & Industrial	49,454	843,044,009	384,927	2,548,232	33,669,371
Q3	10,171,447	1,268,786,273	452,005	3,225,714	33,428,298
Residential	10,017,793	539,970,315	181,740	1,339,956	10,113,370
Low-Income	101,273	155,590,302	13,080	119,462	1,165,700
Commercial & Industrial	52,381	573,225,657	257,185	1,766,295	22,149,228
YTD as % of Planned	148%	85%	85%	87%	83%
Residential	149%	111%	134%	125%	173%
Low-Income	123%	94%	133%	143%	150%
Commercial & Industrial	106%	68%	67%	69%	66%

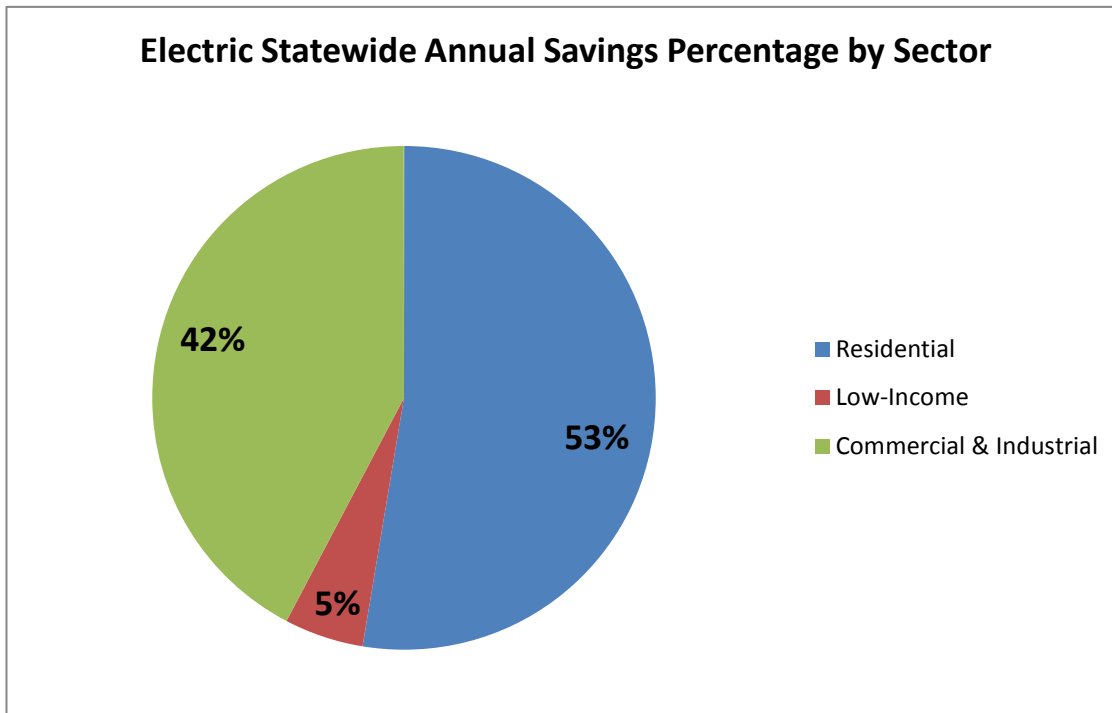
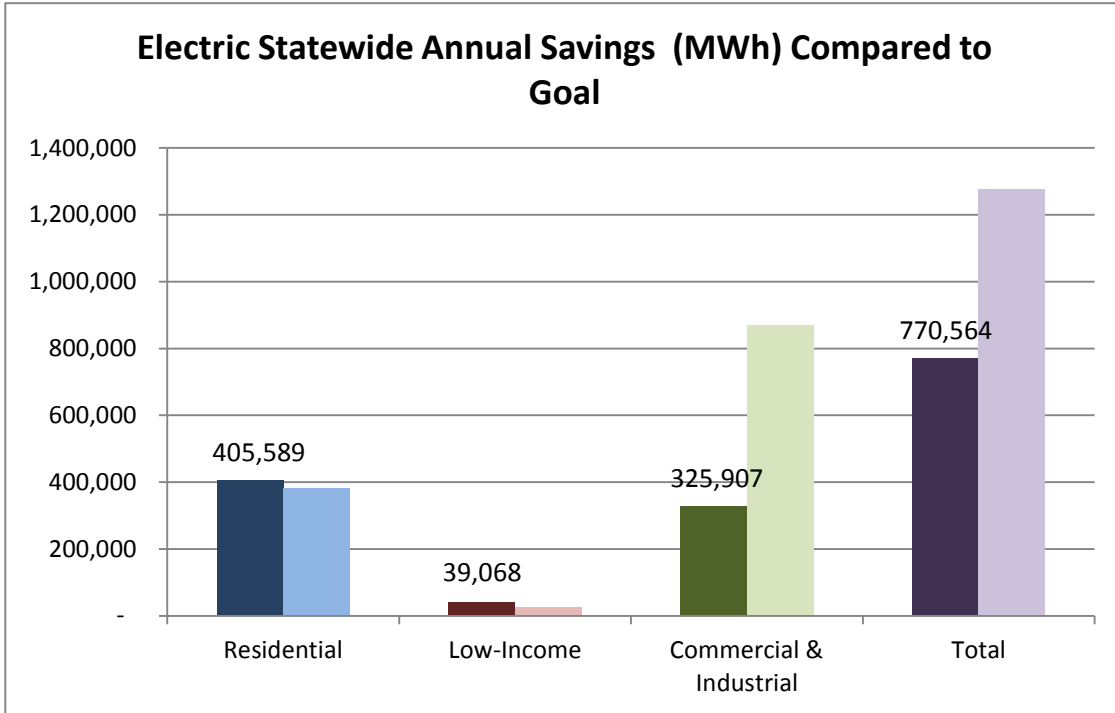
Cumulative Statewide Achievements as Percent of 2013-2015 Planned Goal (33/36 Months)



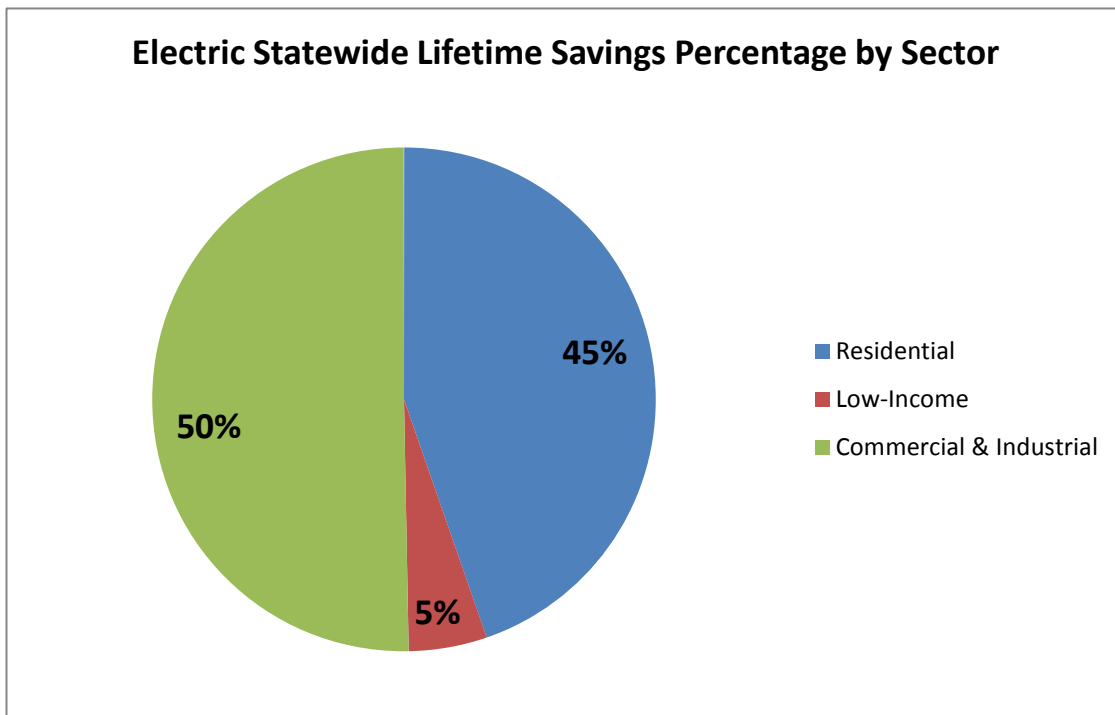
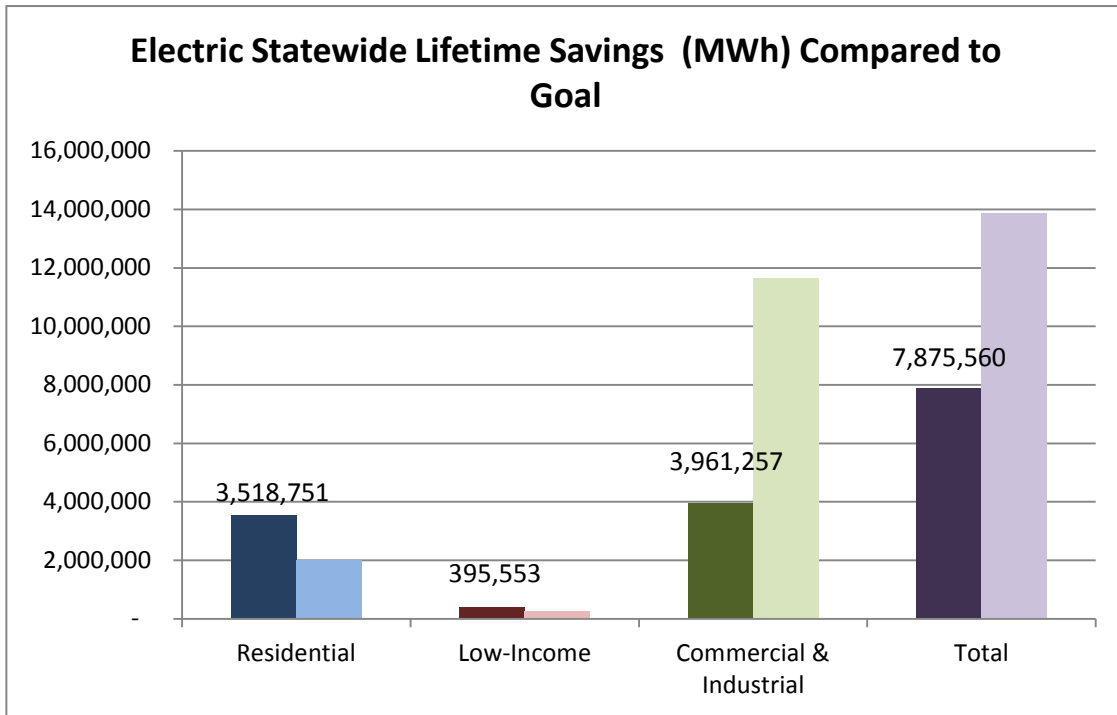
ELECTRIC STATEWIDE BUDGETS, Q3 2015



ANNUAL ELECTRIC STATEWIDE SAVINGS, Q3 2015



LIFETIME ELECTRIC STATEWIDE SAVINGS, Q3 2015



Q3 2015 Statewide Gas Budgets (January 1, 2015 through September 30, 2015)

Row Labels	Total Sum of Program Planning and Administration	Total Sum of Marketing and Advertising	Total Sum of Participant Incentive	Total Sum of Sales, Technical Assistance & Training	Total Sum of Evaluation and Market Research	Total Sum of Total Spend
Gas						
Planned	\$ 9,305,105	\$ 9,597,556	\$ 125,519,945	\$ 28,260,545	\$ 7,471,000	\$ 180,154,151
Residential	\$ 4,434,388	\$ 4,966,226	\$ 60,372,476	\$ 15,324,174	\$ 3,674,412	\$ 88,771,676
Residential Whole House	\$ 2,496,871	\$ 1,775,568	\$ 39,658,983	\$ 12,913,226	\$ 2,453,835	\$ 59,298,483
Residential Products	\$ 1,064,668	\$ 2,269,323	\$ 19,554,963	\$ 2,081,045	\$ 1,100,485	\$ 26,070,484
Residential Hard-to-Measure	\$ 872,850	\$ 921,335	\$ 1,158,530	\$ 329,903	\$ 120,092	\$ 3,402,710
Low-Income	\$ 2,313,491	\$ 2,100,426	\$ 25,375,586	\$ 6,499,530	\$ 1,554,952	\$ 37,843,985
Low-Income Whole House	\$ 1,474,949	\$ 1,924,470	\$ 25,375,586	\$ 6,499,530	\$ 1,519,671	\$ 36,794,205
Low-Income Hard-to-Measure	\$ 838,542	\$ 175,956	\$ -	\$ -	\$ 35,281	\$ 1,049,779
Commercial & Industrial	\$ 2,557,226	\$ 2,530,904	\$ 39,771,883	\$ 6,436,841	\$ 2,241,636	\$ 53,538,490
C&I New Construction	\$ 826,503	\$ 945,881	\$ 15,537,829	\$ 1,893,684	\$ 820,793	\$ 20,024,689
C&I Retrofit	\$ 1,337,630	\$ 1,082,593	\$ 24,234,054	\$ 4,499,194	\$ 1,361,662	\$ 32,515,133
C&I Hard-to-Measure	\$ 393,093	\$ 502,431	\$ -	\$ 43,963	\$ 59,181	\$ 998,668
Q3	\$ 6,435,030	\$ 5,767,581	\$ 80,995,690	\$ 21,856,161	\$ 3,557,646	\$ 118,612,108
Residential	\$ 2,979,062	\$ 3,114,559	\$ 49,411,589	\$ 13,497,098	\$ 1,009,498	\$ 70,011,806
Residential Whole House	\$ 1,599,684	\$ 1,451,524	\$ 34,372,710	\$ 12,452,205	\$ 666,726	\$ 50,542,850
Residential Products	\$ 651,358	\$ 1,047,227	\$ 14,381,313	\$ 875,013	\$ 249,514	\$ 17,204,425
Residential Hard-to-Measure	\$ 728,020	\$ 615,807	\$ 657,566	\$ 169,880	\$ 93,259	\$ 2,264,531
Low-Income	\$ 1,306,949	\$ 405,742	\$ 20,424,820	\$ 4,280,672	\$ 325,618	\$ 26,743,801
Low-Income Whole House	\$ 986,630	\$ 237,026	\$ 20,424,820	\$ 4,280,603	\$ 319,993	\$ 26,249,071
Low-Income Hard-to-Measure	\$ 320,319	\$ 168,717	\$ -	\$ 70	\$ 5,626	\$ 494,731
Commercial & Industrial	\$ 2,149,019	\$ 2,247,280	\$ 11,159,281	\$ 4,078,391	\$ 2,222,529	\$ 21,856,501
C&I New Construction	\$ 563,030	\$ 774,150	\$ 4,794,384	\$ 1,764,831	\$ 821,576	\$ 8,717,972
C&I Retrofit	\$ 947,621	\$ 968,191	\$ 6,364,897	\$ 2,320,514	\$ 1,390,031	\$ 11,991,255
C&I Hard-to-Measure	\$ 638,368	\$ 504,939	\$ -	\$ (6,955)	\$ 10,922	\$ 1,147,274

YTD AS PERCENTAGE OF	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Spend
Gas	69%	60%	65%	77%	48%	66%
Residential	67%	63%	82%	88%	27%	79%
1. Residential Whole House	64%	82%	87%	96%	27%	85%
2. Residential Products	61%	46%	74%	42%	23%	66%
3. Residential Hard-to-Measure	83%	67%	57%	51%	78%	67%
Low-Income	56%	19%	80%	66%	21%	71%
4. Low-Income Whole House	67%	12%	80%	66%	21%	71%
5. Low-Income Hard-to-Measure	38%	96%	0%	0%	16%	47%
Commercial & Industrial	84%	89%	28%	63%	99%	41%
6. C&I New Construction	68%	82%	31%	93%	100%	44%
7. C&I Retrofit	71%	89%	26%	52%	102%	37%
8. C&I Hard-to-Measure	162%	100%	0%	-16%	18%	115%

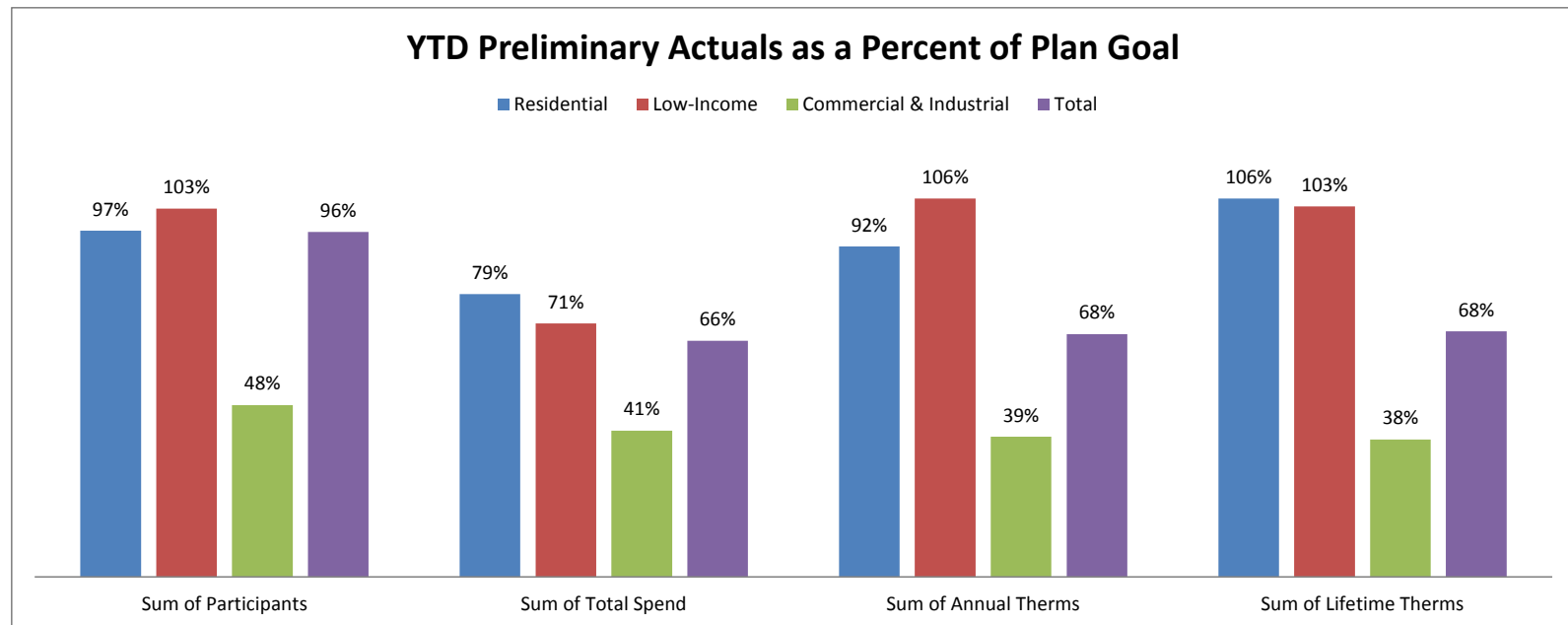
Q3 2015 Statewide Gas Savings (January 1, 2015 through September 30, 2015)

Row Labels	Total Sum of Participants	Total Sum of Annual Therms	Total Sum of Lifetime Therms
Gas			
Planned	572,756	24,951,085	320,982,418
Residential	560,562	11,605,485	115,703,916
Residential Whole House	531,812	9,649,097	79,083,614
Residential New Construction	1,794	326,191	7,654,901
Residential Multi-Family Retrofit	9,045	572,517	9,906,372
Residential Home Energy Services	35,290	2,901,292	55,673,244
Residential Behavior/Feedback	485,683	5,849,097	5,849,097
Residential Products	28,749	1,956,387	36,620,302
Residential Heating & Water Heating	28,749	1,956,387	36,620,302
Low-Income	7,009	1,486,113	29,327,841
Low-Income Whole House	7,009	1,486,113	29,327,841
Low-Income Single Family Retrofit	2,521	839,279	17,108,297
Low-Income Multi-Family Retrofit	4,488	646,834	12,219,544
Commercial & Industrial	5,185	11,859,487	175,950,661
C&I New Construction	1,790	3,970,000	79,559,845
C&I New Construction	1,790	3,970,000	79,559,845
C&I Retrofit	3,395	7,889,487	96,390,816
C&I Retrofit	2,217	7,553,114	93,156,710
C&I Direct Install	1,178	336,373	3,234,106
Q3	550,916	16,900,348	219,814,324
Residential	541,232	10,694,758	122,092,957
Residential Whole House	520,166	8,926,104	91,090,550
Residential New Construction	1,754	1,034,366	24,244,462
Residential Multi-Family Retrofit	6,970	339,838	5,841,560
Residential Home Energy Services	27,174	2,875,122	56,327,749
Residential Behavior/Feedback	484,268	4,676,779	4,676,779
Residential Products	21,066	1,768,654	31,002,407
Residential Heating & Water Heating	21,066	1,768,654	31,002,407
Low-Income	7,200	1,568,953	30,300,833
Low-Income Whole House	7,200	1,568,953	30,300,833
Low-Income Single Family Retrofit	1,853	456,930	9,109,175
Low-Income Multi-Family Retrofit	5,347	1,112,023	21,191,658
Commercial & Industrial	2,484	4,636,637	67,420,534
C&I New Construction	663	1,607,377	33,150,293
C&I New Construction	663	1,607,377	33,150,293
C&I Retrofit	1,821	3,029,260	34,270,241
C&I Retrofit	1,288	2,879,022	32,679,627
C&I Direct Install	533	150,238	1,590,614

YTD AS PERCENTAGE OF Planned	Participants	Annual Therms	Lifetime Therms
Gas	96%	68%	68%
Residential	97%	92%	106%
Residential Whole House	98%	93%	115%
Residential New Construction	98%	317%	317%
Residential Multi-Family Retrofit	77%	59%	59%
Residential Home Energy Services	77%	99%	101%
Residential Behavior/Feedback	100%	80%	80%
Residential Products	73%	90%	85%
Residential Heating & Water Heating	73%	90%	85%
Low-Income	103%	106%	103%
Low-Income Whole House	103%	106%	103%
Low-Income Single Family Retrofit	73%	54%	53%
Low-Income Multi-Family Retrofit	119%	172%	173%
Commercial & Industrial	48%	39%	38%
C&I New Construction	37%	40%	42%
C&I New Construction	37%	40%	42%
C&I Retrofit	54%	38%	36%
C&I Retrofit	58%	38%	35%
C&I Direct Install	45%	45%	49%

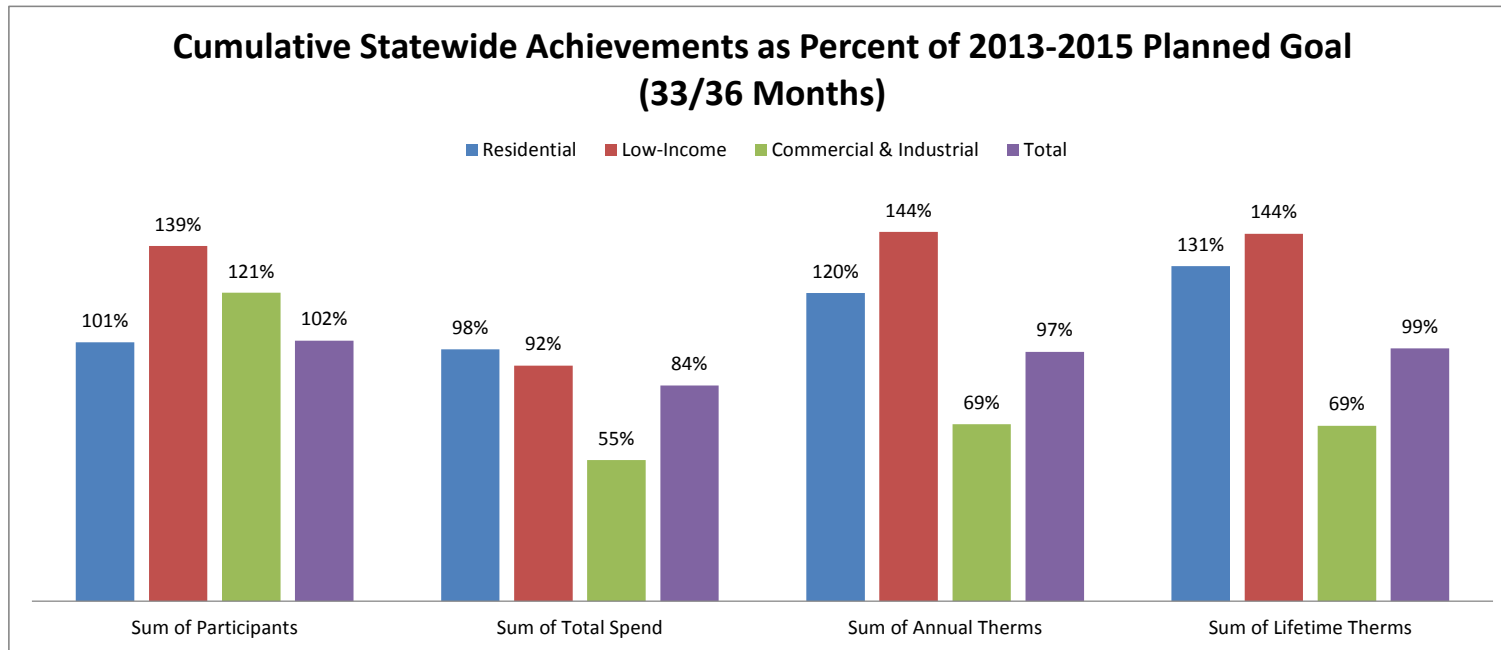
Q3 2015 Statewide Gas Summary (January 1, 2015 through September 30, 2015)

Row Labels	Values			
	Sum of Participants	Sum of Total Spend	Sum of Annual Therms	Sum of Lifetime Therms
Gas				
Planned	572,756	\$ 180,154,151	24,951,085	320,982,418
Residential	560,562	\$ 88,771,676	11,605,485	115,703,916
Low-Income	7,009	\$ 37,843,985	1,486,113	29,327,841
Commercial & Industrial	5,185	\$ 53,538,490	11,859,487	175,950,661
Q3	550,916	118,612,108	16,900,348	219,814,324
Residential	541,232	70,011,806	10,694,758	122,092,957
Low-Income	7,200	26,743,801	1,568,953	30,300,833
Commercial & Industrial	2,484	21,856,501	4,636,637	67,420,534
YTD as % of Planned	96%	66%	68%	68%
Residential	97%	79%	92%	106%
Low-Income	103%	71%	106%	103%
Commercial & Industrial	48%	41%	39%	38%



Cumulative Statewide Gas Summary (January 1, 2013 through September 30, 2015)

Row Labels	Values			
	Sum of Participants	Sum of Total Spend	Sum of Annual Therms	Sum of Lifetime Therms
Gas				
Planned	1,682,828	523,270,039	72,016,442	937,202,886
Residential	1,647,281	260,460,226	33,504,078	351,323,511
Low-Income	20,494	108,181,298	4,322,928	85,197,521
Commercial & Industrial	15,053	154,628,515	34,189,435	500,681,854
Q3	1,713,757	441,370,513	70,211,522	925,946,575
Residential	1,667,148	256,466,939	40,342,855	460,216,611
Low-Income	28,464	99,565,967	6,239,636	122,366,167
Commercial & Industrial	18,145	85,337,608	23,629,030	343,363,797
YTD as % of Planned	102%	84%	97%	99%
Residential	101%	98%	120%	131%
Low-Income	139%	92%	144%	144%
Commercial & Industrial	121%	55%	69%	69%

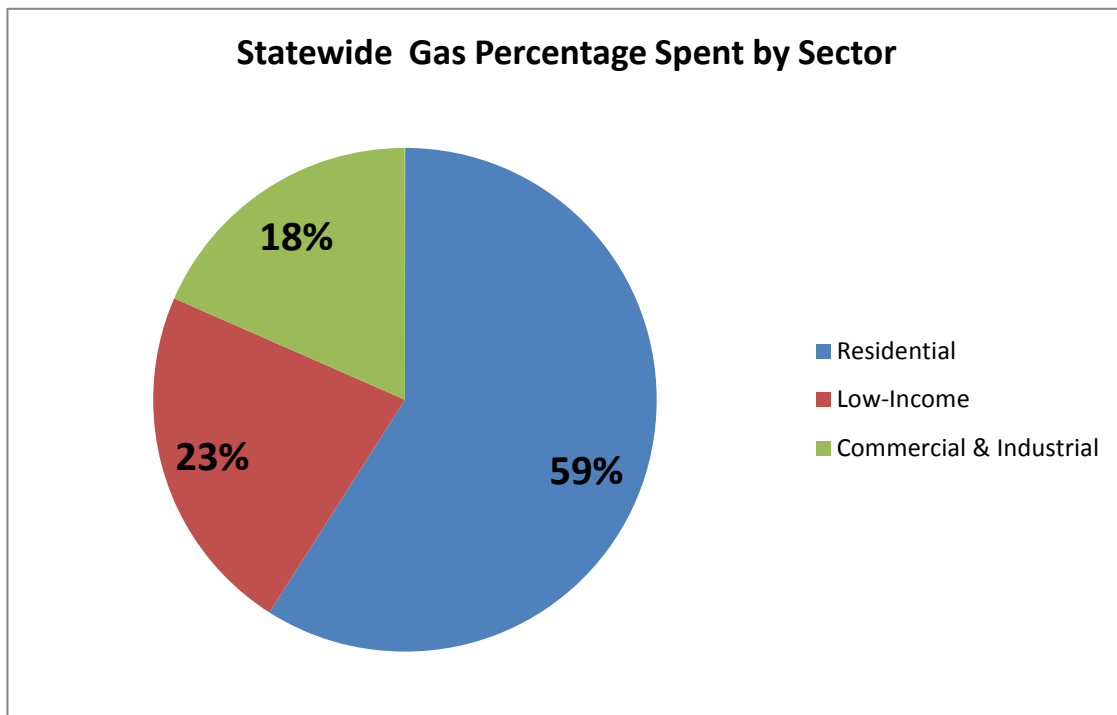
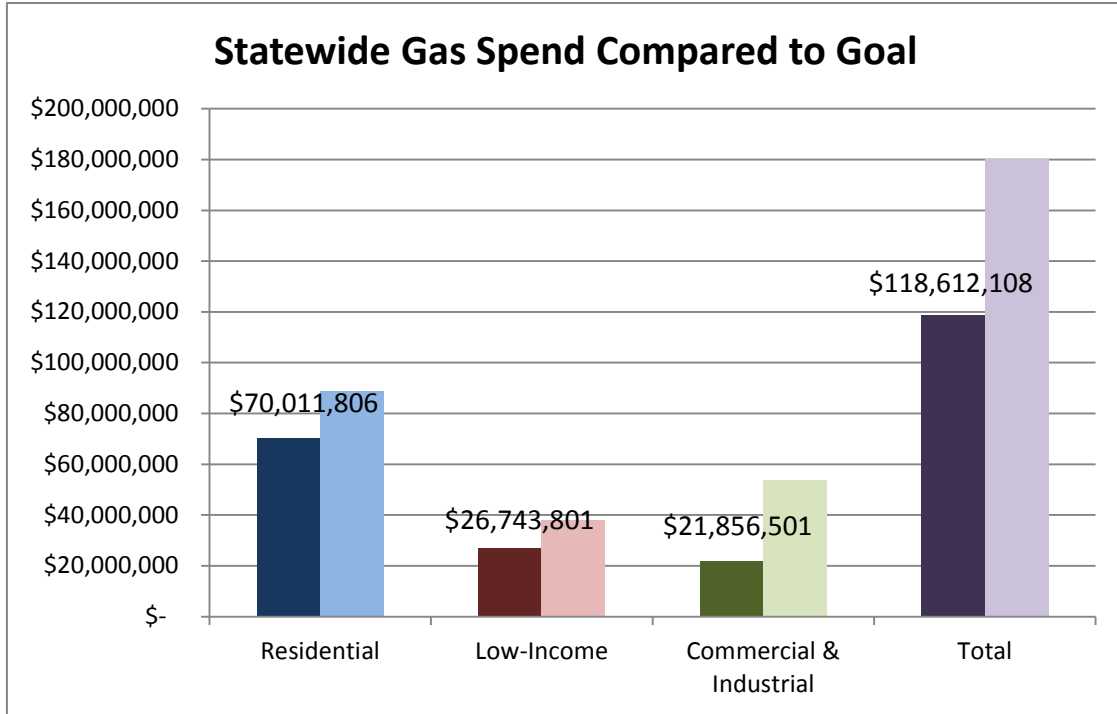


Q3 2015 Statewide Gas Summary by PA (January 1, 2015 through September 30, 2015)

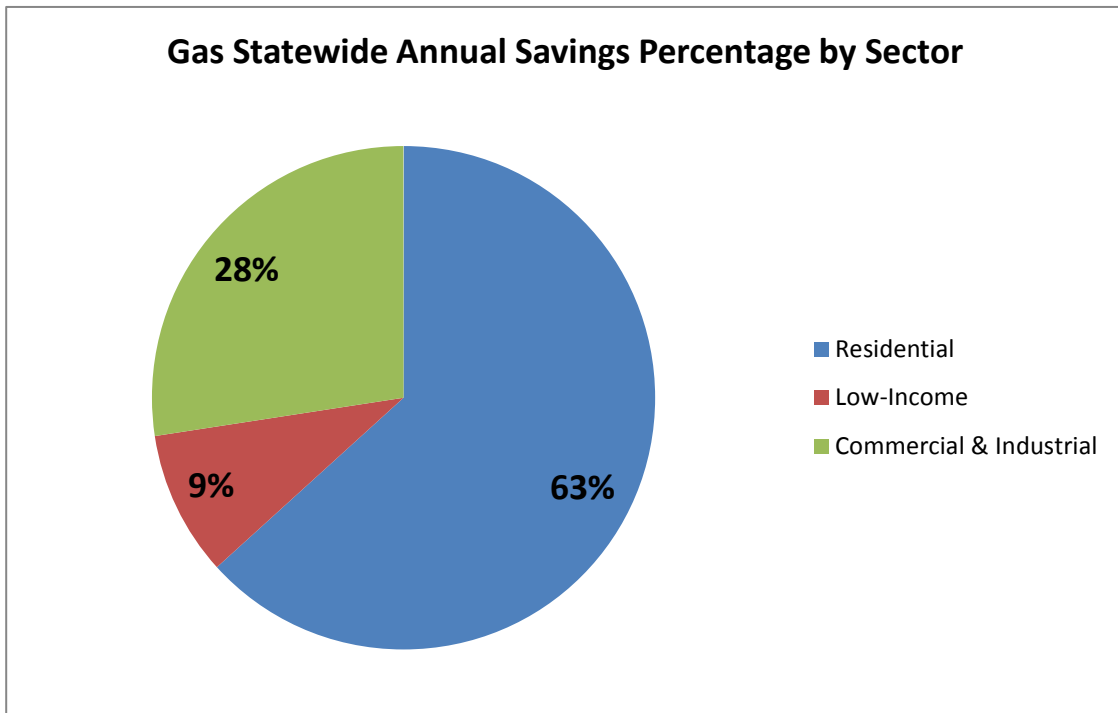
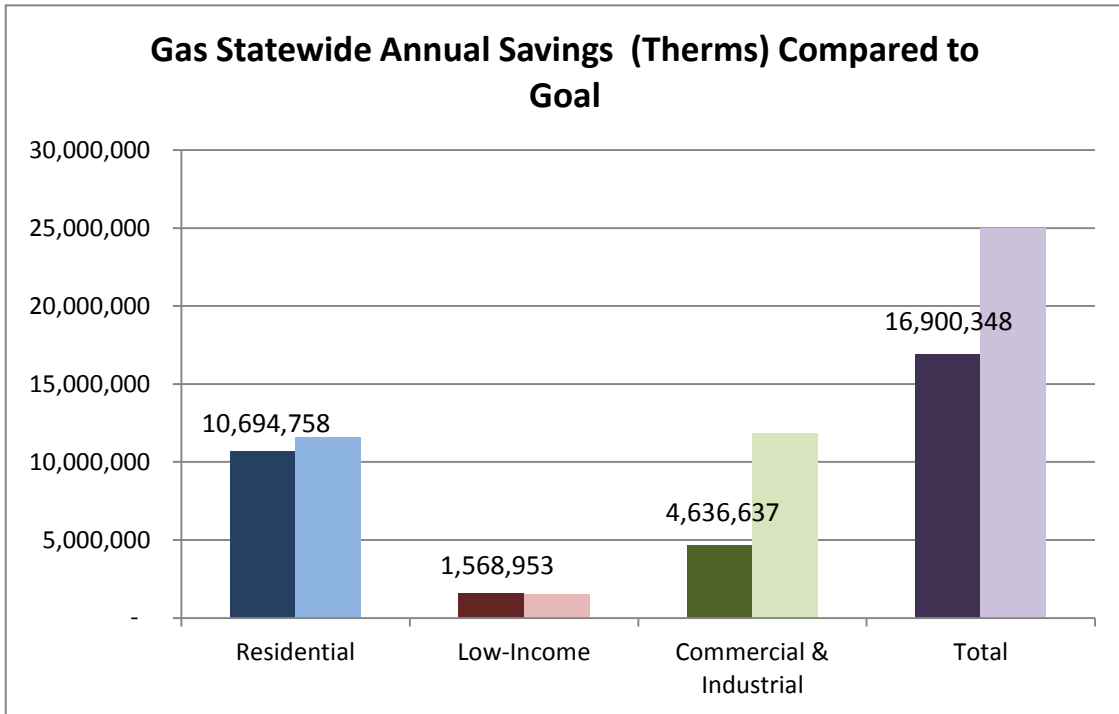
Sum of Lifetime Therms	Column Labels						
Row Labels	National Grid	BERKSHIRE	UNITIL	CMA	Eversource (NU)	Liberty	Grand Total
Gas							
Planned	158,137,489	9,909,921	4,326,693	62,342,400	80,843,710	5,422,204	320,982,418
Residential	58,890,983	2,700,501	835,817	28,174,972	22,921,822	2,179,821	115,703,916
Residential Whole House	41,418,726	1,509,448	627,031	17,663,822	16,795,091	1,069,496	79,083,614
Residential New Construction	3,648,233	132,100	110,481	1,007,087	2,618,003	138,998	7,654,901
Residential Multi-Family Retrofit	5,032,160	43,358	320,928	1,874,265	2,558,670	76,991	9,906,372
Residential Home Energy Services	28,292,305	1,286,390	195,622	14,318,247	10,818,173	762,507	55,673,244
Residential Behavior/Feedback	4,446,028	47,600	-	464,224	800,245	91,000	5,849,097
Residential Products	17,472,257	1,191,053	208,786	10,511,149	6,126,732	1,110,325	36,620,302
Residential Heating & Water Heating	17,472,257	1,191,053	208,786	10,511,149	6,126,732	1,110,325	36,620,302
Residential Hard-to-Measure	-	-	-	-	-	-	-
Low-Income	14,667,763	1,106,297	457,034	6,461,743	5,870,275	764,729	29,327,841
Low-Income Whole House	14,667,763	1,106,297	457,034	6,461,743	5,870,275	764,729	29,327,841
Low-Income Single Family Retrofit	10,515,180	541,760	231,974	3,064,758	2,223,275	531,350	17,108,297
Low-Income Multi-Family Retrofit	4,152,583	564,537	225,060	3,396,985	3,647,000	233,379	12,219,544
Low-Income Hard-to-Measure	-	-	-	-	-	-	-
Commercial & Industrial	84,578,743	6,103,123	3,033,842	27,705,685	52,051,613	2,477,654	175,950,661
C&I New Construction	37,181,132	1,723,840	911,004	12,314,098	26,879,536	550,235	79,559,845
C&I New Construction	37,181,132	1,723,840	911,004	12,314,098	26,879,536	550,235	79,559,845
C&I Retrofit	47,397,611	4,379,283	2,122,838	15,391,588	25,172,077	1,927,419	96,390,816
C&I Retrofit	46,287,339	4,297,334	1,892,769	15,004,113	23,799,382	1,875,773	93,156,710
C&I Direct Install	1,110,271	81,950	230,069	387,475	1,372,695	51,646	3,234,106
C&I Hard-to-Measure	-	-	-	-	-	-	-
Q3	111,964,949	5,176,382	971,766	39,837,504	58,807,263	3,056,461	219,814,324
Residential	63,726,039	2,473,686	514,692	27,499,608	25,745,869	2,133,064	122,092,957
Residential Whole House	45,526,502	1,606,366	368,815	21,719,655	20,354,625	1,514,586	91,090,550
Residential New Construction	16,476,582	296,810	191,482	3,165,930	3,996,934	116,725	24,244,462
Residential Multi-Family Retrofit	1,740,926	72,125	177,333	1,751,423	2,165,925	111,162	5,841,560
Residential Home Energy Services	23,753,849	1,170,484	177,333	16,802,303	13,137,081	1,286,700	56,327,749
Residential Behavior/Feedback	3,555,146	66,947	-	6,947	1,054,686	-	4,676,779
Residential Products	18,199,537	867,320	145,877	5,779,953	5,391,244	618,477	31,002,407
Residential Heating & Water Heating	18,199,537	867,320	145,877	5,779,953	5,391,244	618,477	31,002,407
Residential Hard-to-Measure	-	-	-	-	-	-	-
Low-Income	19,044,268	894,254	320,308	4,744,594	4,830,102	467,307	30,300,833
Low-Income Whole House	19,044,268	894,254	320,308	4,744,594	4,830,102	467,307	30,300,833
Low-Income Single Family Retrofit	4,640,740	267,454	272,497	1,770,857	1,690,321	467,307	9,109,175
Low-Income Multi-Family Retrofit	14,403,528	626,800	47,811	2,973,737	3,139,781	-	21,191,658
Low-Income Hard-to-Measure	-	-	-	-	-	-	-
Commercial & Industrial	29,194,642	1,808,442	136,766	7,593,302	28,231,292	456,091	67,420,534
C&I New Construction	18,304,185	1,322,852	46,593	3,410,115	9,907,885	158,663	33,150,293
C&I New Construction	18,304,185	1,322,852	46,593	3,410,115	9,907,885	158,663	33,150,293
C&I Retrofit	10,890,456	485,590	90,173	4,183,187	18,323,407	297,428	34,270,241
C&I Retrofit	10,195,257	410,811	86,858	4,105,395	17,589,247	292,057	32,679,627
C&I Direct Install	695,199	74,778	3,315	77,792	734,159	5,371	1,590,614
C&I Hard-to-Measure	-	-	-	-	-	-	-

Year	Column Labels						
YTD as Percentage to Planned	National Grid	BERKSHIRE	UNITIL	CMA	Eversource (NU)	Liberty	Grand Total
Gas	71%	52%	22%	64%	73%	56%	68%
Residential	108%	92%	62%	98%	112%	98%	106%
1. Residential Whole House	110%	106%	59%	123%	121%	142%	115%
1a. Residential New Construction	452%	225%	173%	314%	153%	84%	317%
1b. Residential Multi-Family Retrofit	35%	166%	0%	93%	85%	144%	59%
1c. Residential Home Energy Services	84%	91%	91%	117%	121%	169%	101%
1d. Residential Behavior/Feedback	80%	141%	0%	0%	132%	0%	80%
2. Residential Products	104%	73%	70%	55%	88%	56%	85%
2a. Residential Heating & Water Heating	104%	73%	70%	55%	88%	56%	85%
3. Residential Hard-to-Measure	0%	0%	0%	0%	0%	0%	0%
Low Income	130%	81%	70%	73%	82%	61%	103%
4. Low-Income Whole House	130%	81%	70%	73%	82%	61%	103%
4a. Low-Income Single Family Retrofit	44%	49%	117%	58%	76%	88%	53%
4b. Low-Income Multi-Family Retrofit	347%	111%	21%	88%	86%	0%	173%
5. Low Income Hard-to-Measure	0%	0%	0%	0%	0%	0%	0%
Commercial & Industrial	35%	30%	5%	27%	54%	18%	38%
6. C&I New Construction	49%	77%	5%	28%	37%	29%	42%
6a. C&I New Construction	49%	77%	5%	28%	37%	29%	42%
7. C&I Retrofit	23%	11%	4%	27%	73%	15%	36%
7a. C&I Retrofit	22%	10%	5%	27%	74%	16%	35%
7b. C&I Direct Install	63%	91%	1%	20%	53%	10%	49%
8. C&I Hard to Measure	0%	0%	0%	0%	0%	0%	0%

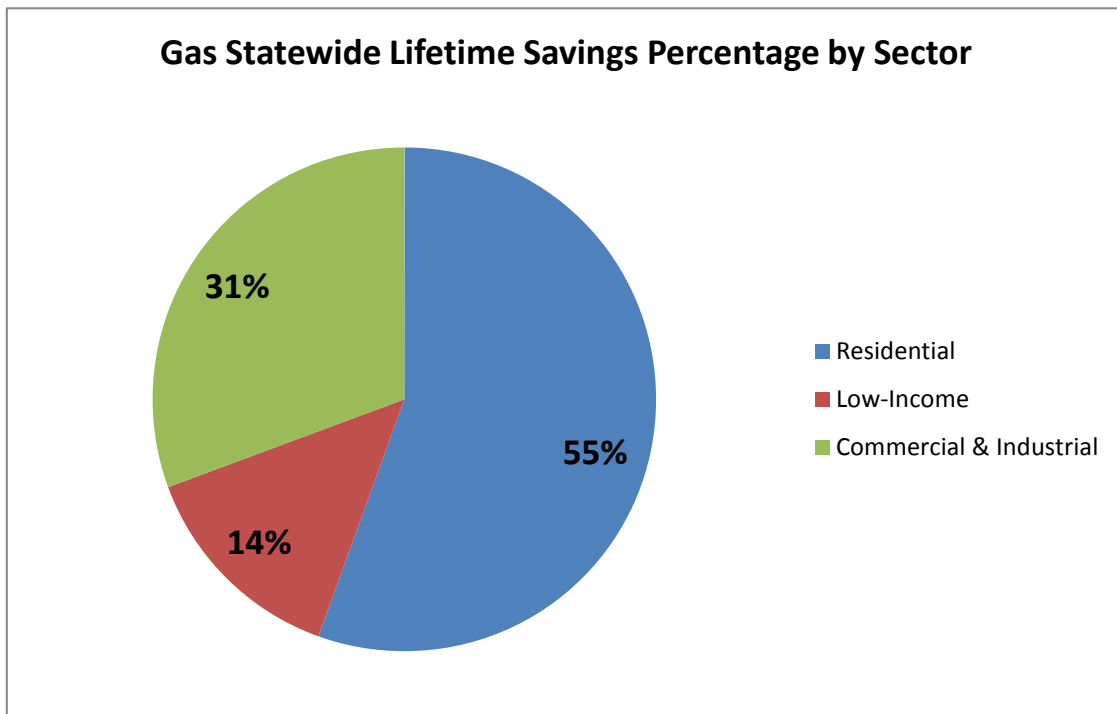
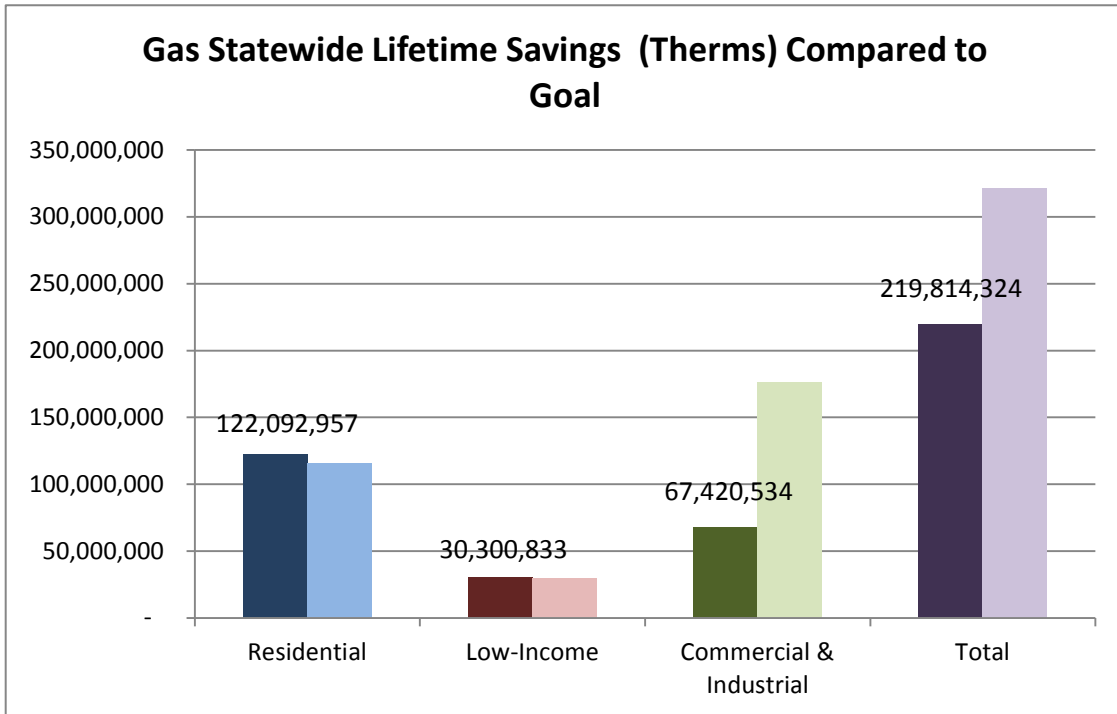
GAS STATEWIDE BUDGETS, Q3 2015



ANNUAL GAS STATEWIDE SAVINGS, Q3 2015

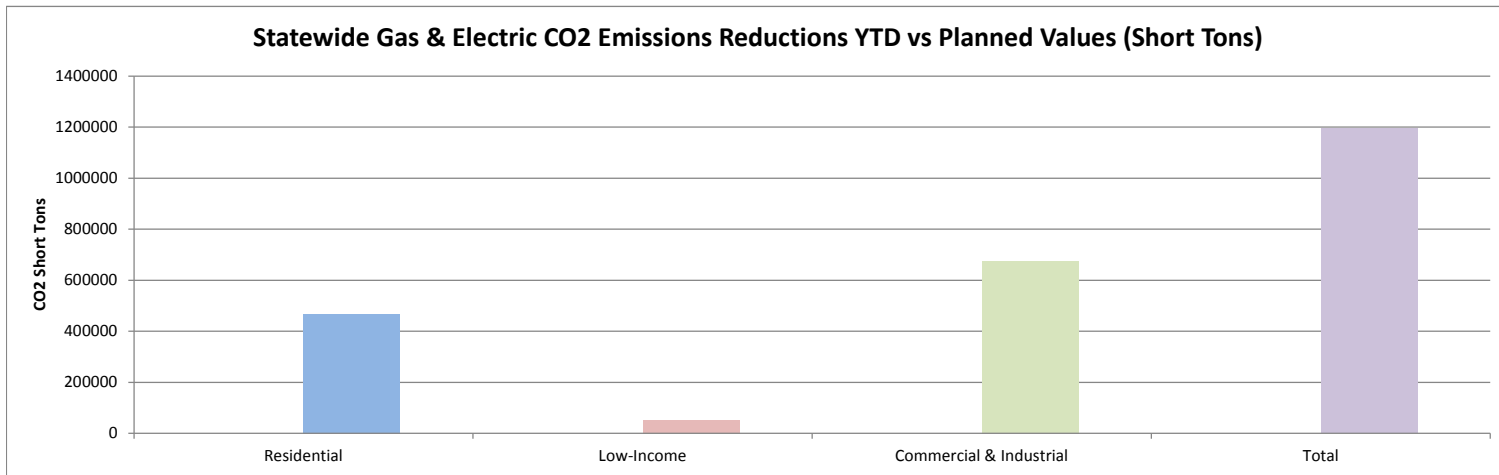


LIFETIME GAS STATEWIDE SAVINGS, Q3 2015



Cumulative Statewide Gas & Elec CO2 Emissions Reductions Summary (January 1, 2013 through September 30, 2015)

Row Labels	Sum of Energy (annual MWh)	Sum of Annual Therms	Sum of Annual Oil (MMBTU)	Sum of NOX	Sum of SO2	Sum of CO2
Planned	2,477,252	28,110,890	723,655	481	426	1,195,097
Residential	716,226	22,264,575	701,676	139	123	467,967
Low-Income	56,930	2,993,914	152,709	11	10	52,180
Commercial & Industrial	1,704,096	2,852,401	(130,729)	331	293	674,949



Please note that the PAs are working with DEP to try to determine the best method for properly and precisely capturing the full impact of energy efficiency measures on GHG emissions. As part of this process, the PAs have included this table on Emissions Reductions, based on continuing discussions with the DEP, and using new factors proposed by DEP, which are based on annual gas, oil, and electric savings. The PAs look forward to discussing these proposed factors with DEP and are committed to ensuring that the full impact of energy efficiency measures on GHG emissions are captured.