<table>
<thead>
<tr>
<th>Sector</th>
<th>Topics</th>
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</table>
| C&I    | Healthcare Best Practices  
|        | Components of Segmentation Strategy  
|        | Small Business Best Practices  
|        | Hospitality Best Practices  
|        | Commercial Real Estate  
|        | Process for evaluating the implementation of new ideas  
|        | Upstream lighting  
|        | Streetlights  
|        | Hockey Stick  
|        | Building Controls  
|        | Combined heat and power  
|        | Demand Response (electric)  
|        | ZNEBs, new construction  
|        | Building energy rating disclosure  
|        | Key Performance Indicators (multiple measures)  
|        | Retrocommissioning  
|        | Submetering, data analytics  
|        | Building Operator Training  
|        | Behavioral programs  
|        | Concierge and Owner's Project Manager Services  
|        | Other upstream programs (Gas, HVAC)  
|        | Behavioral programs  
|        | Codes and standards - New Construction? |
| Residential | Residential Products  
|            | Efficient Neighborhoods +  
|            | Transition to LEDs  
|            | HES  
|            | Oil to gas conversions  
|            | Behavioral programs  
|            | New construction (bldg codes)  
|            | Gas DR  
|            | RCS Regs  
|            | Scorecards  
|            | Wifi and learning thermostats  
|            | Cold climate ASHPs  
|            | ZNEBs |
| Low Income | Weatherization  
|            | Oil to gas conversions  
|            | Wegowise (benchmarking)  
|            | RSC Fuel option for oil multifamily  
|            | Multi family opportunities  
|            | Cold climate ASHPs |
| Multi Family | Strategic plan to evaluate creating a new sector for multi family  
|              | Behavioral programs  
|              | Oil to gas conversions  
|              | New construction (bldg codes)  
|              | RSC Fuel option for oil multifamily  
|              | Building energy rating disclosure |
| EM&V | Strategic EM&V Plan  
|      | Scaling up of Efficient Neighborhoods +  
|      | Historical/cumulative savings |
| Cross Cutting | Program Penetration  
|               | Participation counts  
|               | Savings and cost profile by initiative  
|               | Lost Opportunities: EM&V findings  
|               | Technical feasibility/Economic feasibility  
|               | Annual vs. Lifetime savings  
|               | Demand savings  
|               | Meeting structure  
|               | Performance Incentives  
|               | Defining Goals and Setting Budgets |