

Quarterly Report Electric PA Update

1st Quarter 2010 – Overview (Part 2)

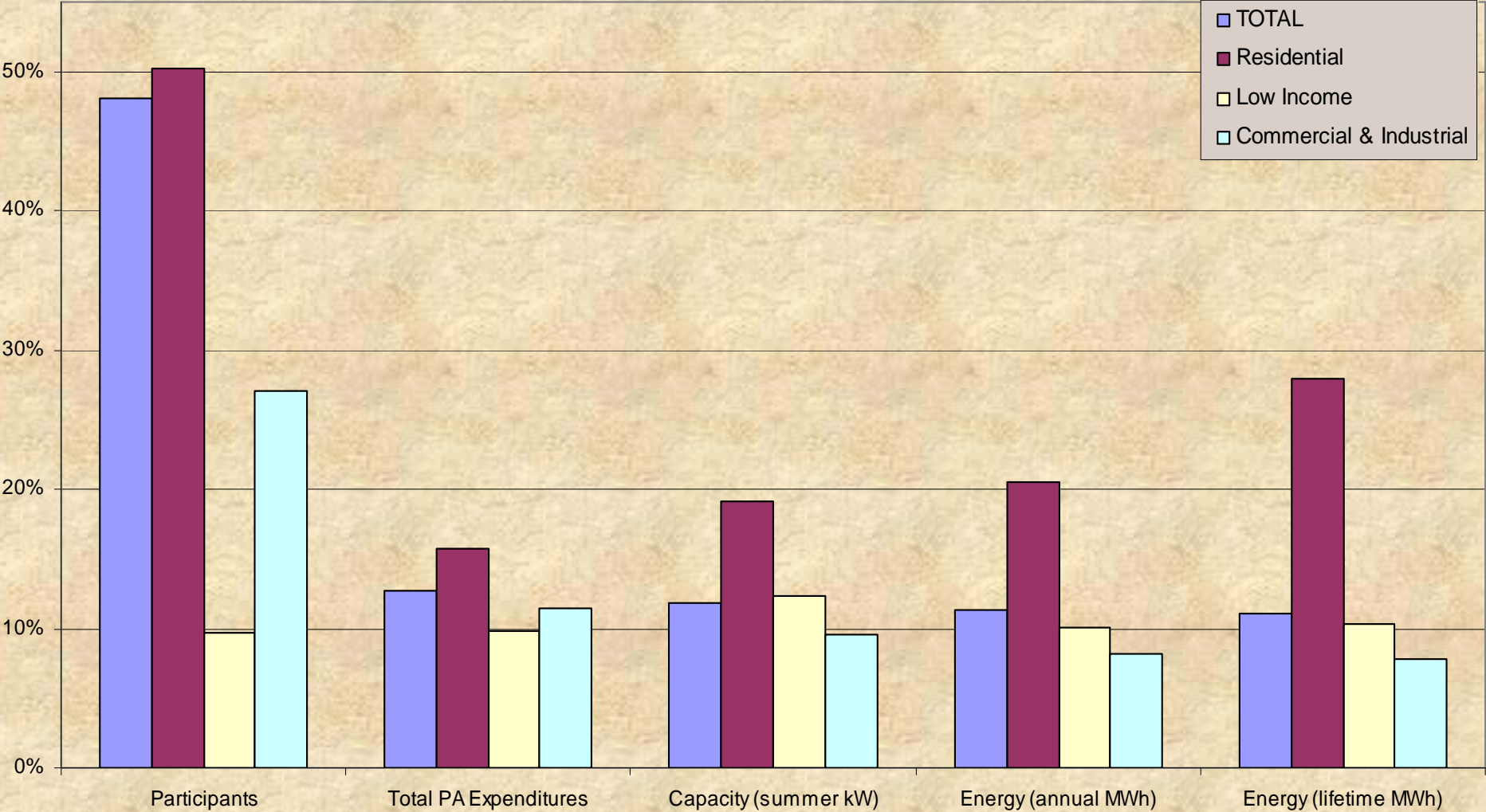
May 11, 2010

Portfolio Summary - Statewide

- Overall - Electric
 - Participation - 48%
 - Spending - 13%
 - Summer kW - 12%
 - Annual mWh - 11%
 - Lifetime mWh – 11%
- Participation strong due to OPOWER
- Spending and savings – roughly in line

Statewide Electric Programs - Q1, 2010

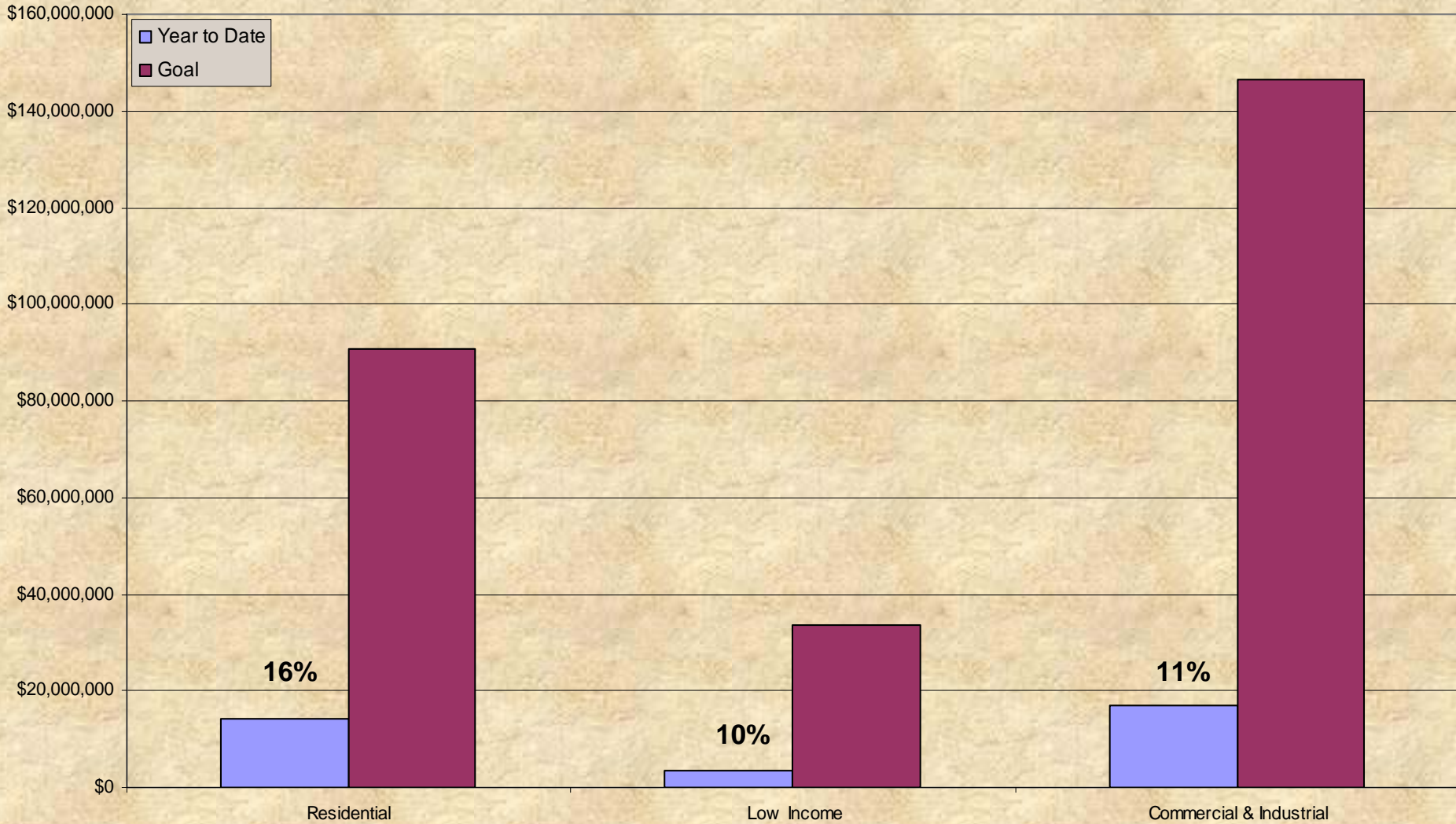
YTD Preliminary Actuals as compared to Plan Goal



NOTES: Not all PAs were able to include savings data through March 31, 2010. 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, 2010

YTD Preliminary Costs as compared to Plan Budget



NOTES: Costs are those booked for PPA, Marketing, Customer Incentive, STAT, and Evaluation. General Administration costs (DOER assessment, EEAC consultant fees, LEAN costs) have been removed from this table as the EEAC and DPU will be receiving separate updates on the status of those costs. Not all PAs were able to include cost data through March 31, 2010. This data is preliminary and subject to revision and check.

Residential Program Summary

% of Goal

- Participation - 50%
- Spending - 16%
 - Variance between Participation and Spending primarily driven by OPOWER @ 100% participation (skewing ratio)
- Summer kW – 19%
 - Good 1st Quarter Result- On Target
- Annual mWh – 21%
 - Good 1st Quarter Result- On Target
- Lifetime mWh – 28%
 - Strong 1st Quarter Result – On Target
 - Key Driver is New Construction Program @ 187%

Program Specific Overview

- New Construction
 - Very Strong Participation
 - 60% of Participation Goal but Only 28% Spent
 - Variance due to large number of multi-family units completed
- Cooling & Heating (CoolSMART)
 - On Target: 24% Participation – 19% Spent
 - Participation Mainly From Heating - Moving Into Central A/C Season

Program Specific Overview

- Multi-Family
 - Behind 1st Quarter Targets
 - 4% Participation – 7% Spent
 - Lag Not Unusual Because of Long Project Lead Times
 - Expected Ramp-Up
 - New Multi-family Market Integrator RFP Just Awarded
 - Rise Engineering
- MassSAVE (Home Assessments)
 - Good 1st Quarter
 - 20% Participation – 15% Spent

Program Specific Overview

- Lighting

- Very Strong 1st Quarter

- 46% Participation – 15% Spent – 35% savings

- Variance primarily due to less expensive bulbs (Spirals) reaching targeted goals sooner than Specialty and Hard to Reach Targets

- Appliances

- Slightly Behind Targets

- 14% Participation – 14% Spent

- Predict much Stronger 2nd Quarter due to Ramp-Up of Refrigerator Recycling Initiative and Recent ARRA Rebates

Residential Low-Income Summary

% of Goal

- Participation - 10%
- Spending - 10%
- Summer kW – 12%
- Annual MWh – 10%
- Lifetime MWh – 10%

- Overall - Behind in 1st Quarter Targets - Though Not Unusual As Historical Trends Demonstrate Strong Ramp-Ups

L/I Program Specific Overview

- New Construction
 - On Target
 - 24% Participation – 15% Spent
- 1-4 Family
 - Little Behind 1st Quarter Targets
 - 13% Participation – 12% Spent
 - Expected Ramp-Up
- Multi-Family
 - Behind 1st Quarter Targets
 - 7% Participation – 6% Spent
 - Once Again, Expected Ramp-Up

Other Residential Points of Interest

- Heat Loan Participation Strong - 37% Spent
- New MassSAVE Website Creating Interest in Deep Energy Retrofits
 - A lot of “sticker shock” but nevertheless leads being generated
- Metrics – Still Pending Approval by DPU
 - PA’s testified (April 27th)
- New Rebate Campaign Being Developed
 - Follow-up to very successful ARRA Rebate Initiative
- MassSAVE
 - RFQ’s for New Auditors in Process
 - Active Discussions Regarding Program/Contractor Delivery Options and Re-Design
 - Red Sox/MassSAVE Marketing Campaign in Full Swing

C&I

Program Specific Overview

- Direct Install
 - On solid track to meet goal
 - 18% Spent
 - 23% of goal
 - Points to note:
 - Typical sales cycle of 3-6 months
 - Strong results for first quarter
 - Program continues to be a model for this customer segment
 - Gas integration on track
 - Main Streets pilots had success, will fine tune through Boston grant

Program Specific Overview

- New Construction
 - 11% spent
 - 6% of goal
 - Points to note:
 - 6-18 month sales cycle
 - Large HVAC is typically done in fall
 - New construction is still heavily affected by recession
 - Institutional customers very receptive to sustainability message

Program Specific Overview

- Retrofit
 - 9% spent
 - 5% of goal
 - Points to note:
 - 6-9 month sales cycle
 - Hockey stick is typical in this program
 - Promotion of MassSave Stimulus starting to have results
 - Ramp-up is working with many large customers adding to backlog

C/I Program Summary

% of Goal

- Participation - 27%
- Spending - 11%
- Summer kW – 10%
- Annual MWh – 8%
- Lifetime MWh – 8%
 - We are not where we would like to be however...
 - On par with 2009 ytd
 - Ramp up is moving forward with increasing backlog
 - PA's have multiple, significant large scale projects in sales cycle

Other C&I Points of Interest

- First joint Vendor Open Houses delivered across Commonwealth
- CHP seminar yesterday
- Stimulus promotion rolled out in march
- Metrics – Still Pending Approval by DPU
 - PA's testified (April 27th)
- C/I Committee working with consultants to continue integration efforts and program design/delivery enhancements
- Efforts with statewide marketing should help with 3rd-4th quarter results