

**Quarterly Reports (Q1 2010)  
on the Three-Year Plans,  
Review by  
the EEAC Consultants**

EEAC Consultants

May 11, 2010

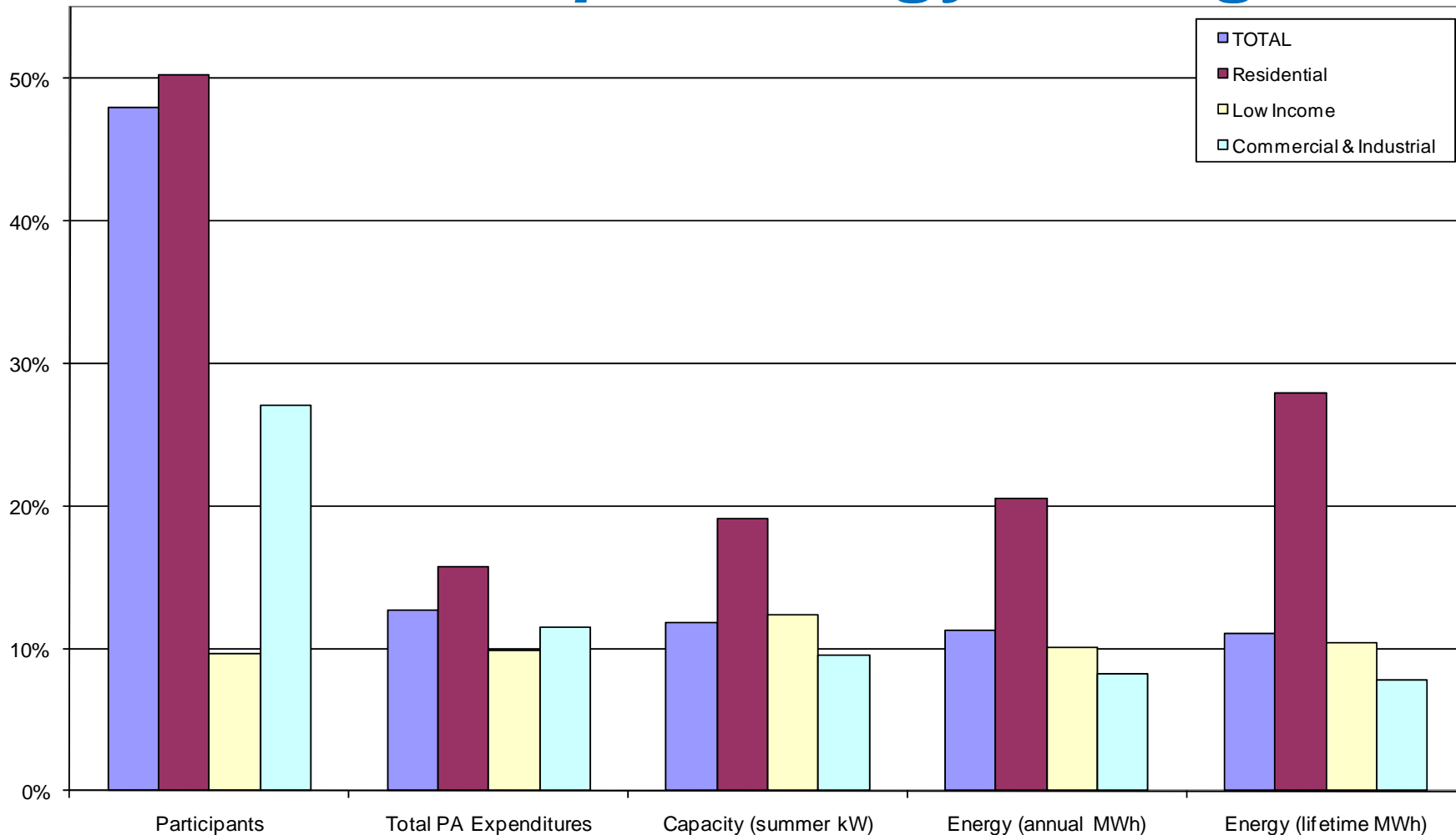
# Introduction

- Review focused on part 2 (data)
- First time through for quarterly reports
- Good first effort
- Not all PAs were able to provide savings data (therefore use caution in reaching conclusions, particularly statewide gas)
- Projects in progress/commitments not reported (important for some programs), therefore an incomplete picture
- Use caution in interpreting Q1 reports

# Key Comments/Observations

- Progress varies, across programs and PAs
- Savings lagging spending generally, but difficult to draw conclusions because of year-end “hockey stick” and no data on projects in the queue/commitments
- Very strong participation in some programs
- Some disconnects between savings & costs
- Somewhat incomplete picture (gas data)
- Additional data needed for future reports

# Initially, electric looked like *broader* but not *deeper* energy savings...



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.

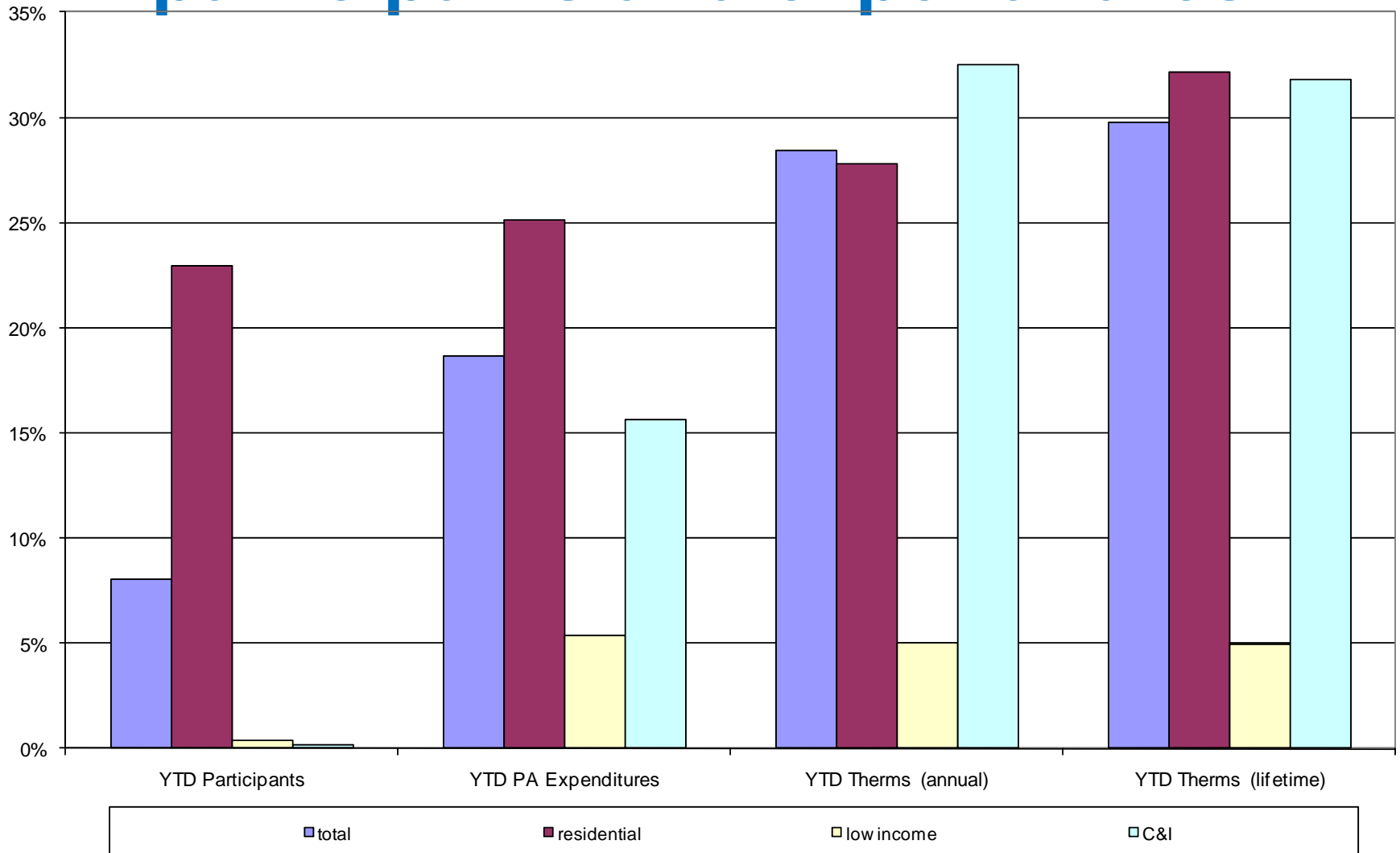
# Closer look shows a mix (Res)

- Spending generally lower than savings
- Res New Construction: savings at 187% of goal yet spending at only 28% of plan
- MassSave: participants at 20%, spending at 15%, and savings at 18%
- Res lighting: savings at 35% of goal and participants at 46% yet spending at 15%
- 100,000 participants (40% of all participants) in OPower and no reported savings yet
- Low income generally fairly even (10-12%)

# Mix in electric C&I as well

- For C&I, participants at 27%, spending at 11%, and savings at 8% of goal
- Small Business: participants at 35%, spending at 18%, and savings at 23%
- C&I New Construction (6% of savings) and Large Retrofit (5% of savings) lagging
- Could be a mix of projects in the queue (not reported) and year end “hockey stick”
- Also smaller projects on average
- Note: variations across the PAs

# For gas, Q1 savings are higher than participants and expenditures



NOTE: 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.

# Gas: mix across programs and PAs as well

- Gas weatherization statewide: savings at 34% of goal and spending at 42% of plan
- Res NC: savings at 37%, spending at 9%
- Low income: savings and spending lagging
- C&I gas: significant savings (32% of goal) from very few participants (less than 1%)
- Small Business lagging (1% of savings)
- But also some data are missing for gas
- Note: variations across the PAs



# Additions for Future Reports

- Report benefits, not just electric kWh and kW, and gas therms
  - Multi-fuel and multi-resource benefits, including oil and water, etc (MassSAVE)
  - Benefits expressed in \$ is common unit
  - PAs agree to report benefits for next report
- Projects in progress/commitments
  - Important to track and report on commitments and major projects in the queue (look forward) in addition to completions , for some programs