MA EEAC Consultant Team

Consultant Review Comments on 2011 Q3 Quantitative Quarterly Reports and Year-End Forecast

EEAC Consultants

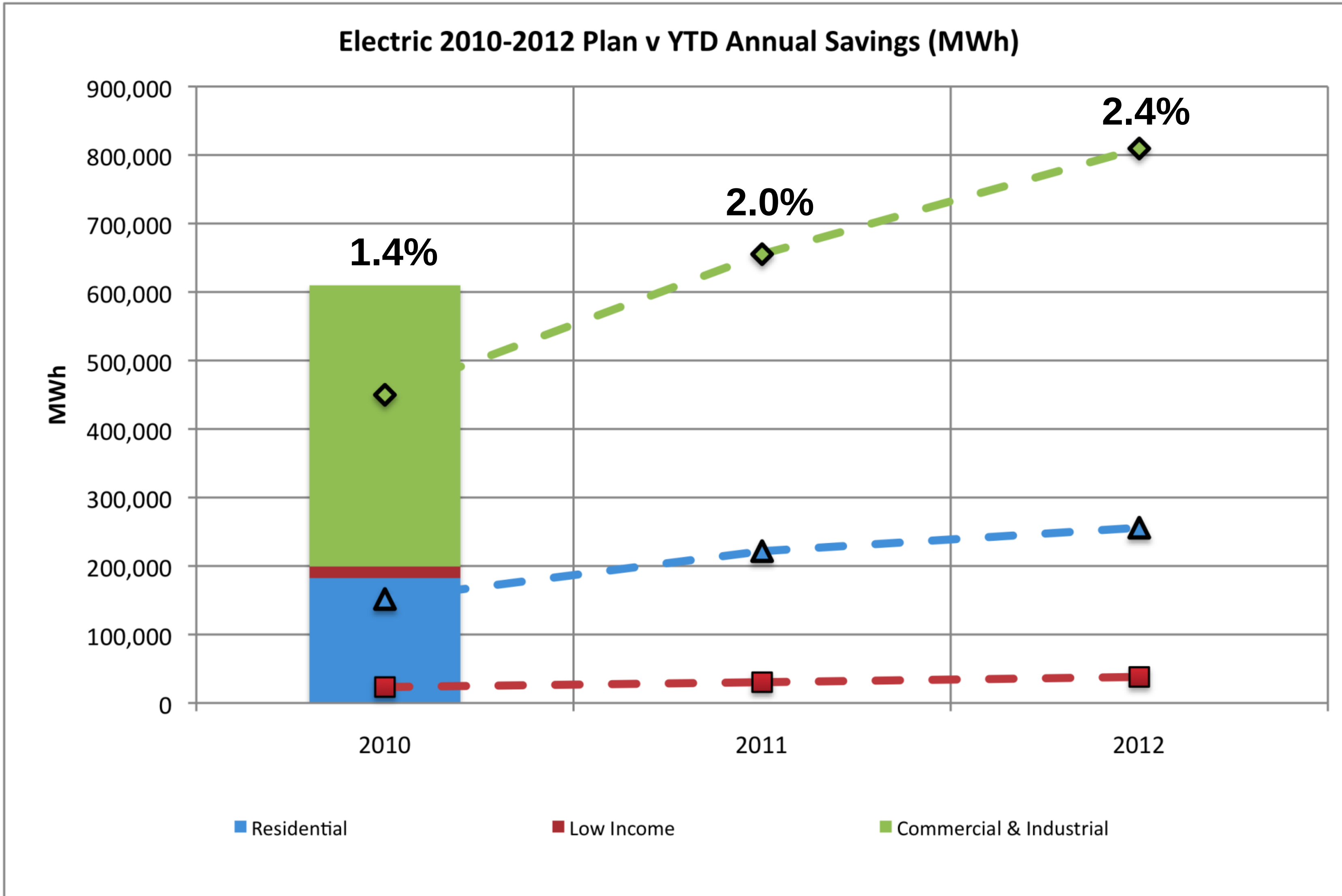
December 13, 2011

Note: See the EEAC Consultant November 8th presentation for additional review comments on the Q3 quarterly reports

Focus on Key Priorities

1. Achieve the EEAC/DPU three-year energy savings and benefits goals.
2. Ensure excellent customer experiences that encourage and support customer action, including integrated delivery of electric and gas program offerings.
3. Achieve deeper savings from participating customers and reach a broader range of customers (deeper first and then broader).
4. Deliver services cost-efficiently.
5. Develop and successfully implement financing (to reach more customers and achieve deeper savings) and additional, non-ratepayer sources of program funding to reduce cost pressure on ratepayers .
6. To ensure reliable data, implement the EM&V (“Evaluation, Measurement, and Verification”) work plan for 2011 set forth in the MTM filings and continue updating the Technical Reference Manual ("TRM").
7. Develop effective reporting and tracking mechanisms to ensure information availability and responsive, timely feedback .
8. Focus on innovation, supported by a 'do and learn' approach, to accomplish these priorities.

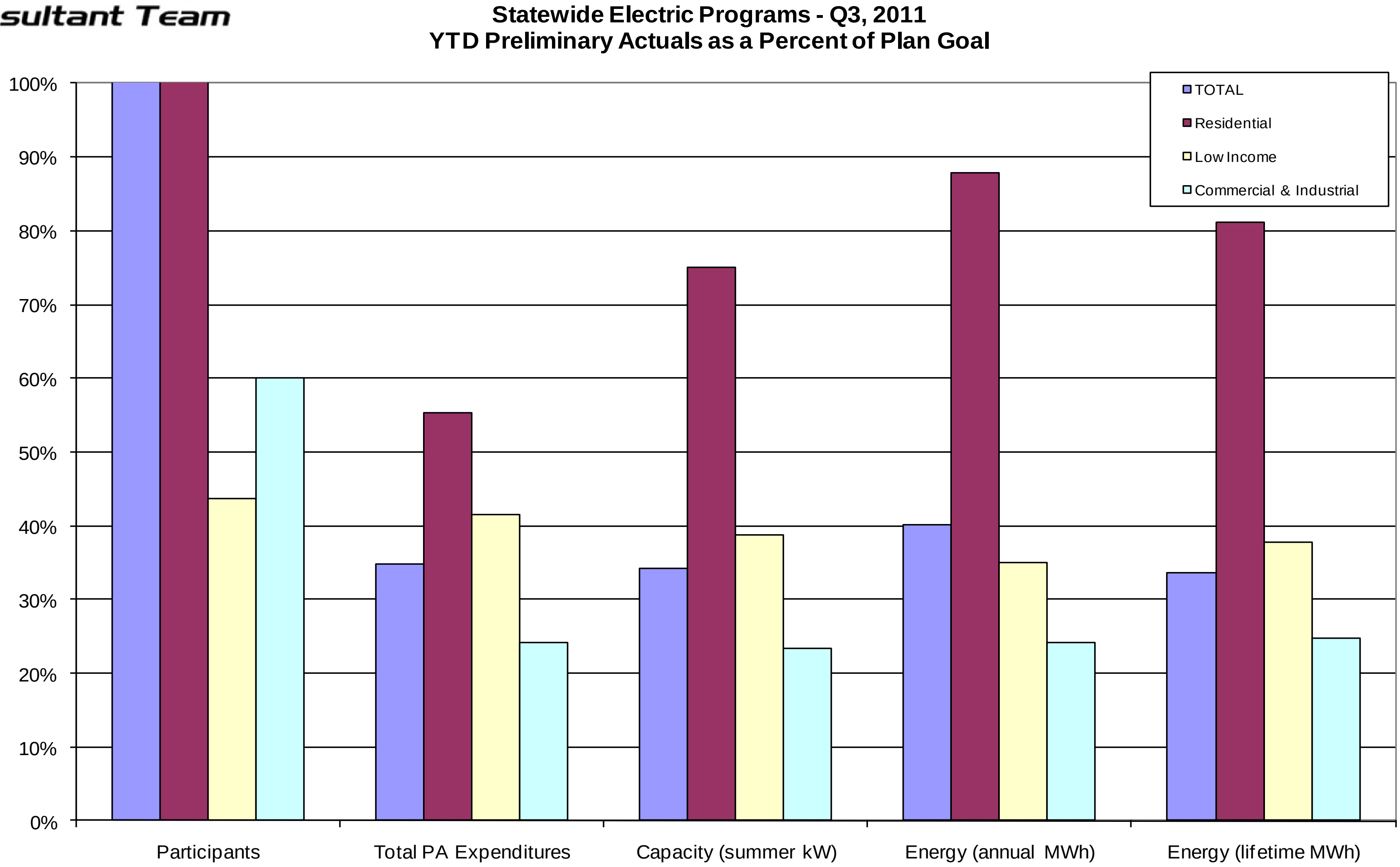
Significant Increase in Goals in 2011, and Further Increase in 2012



Summary – Key Electric Findings

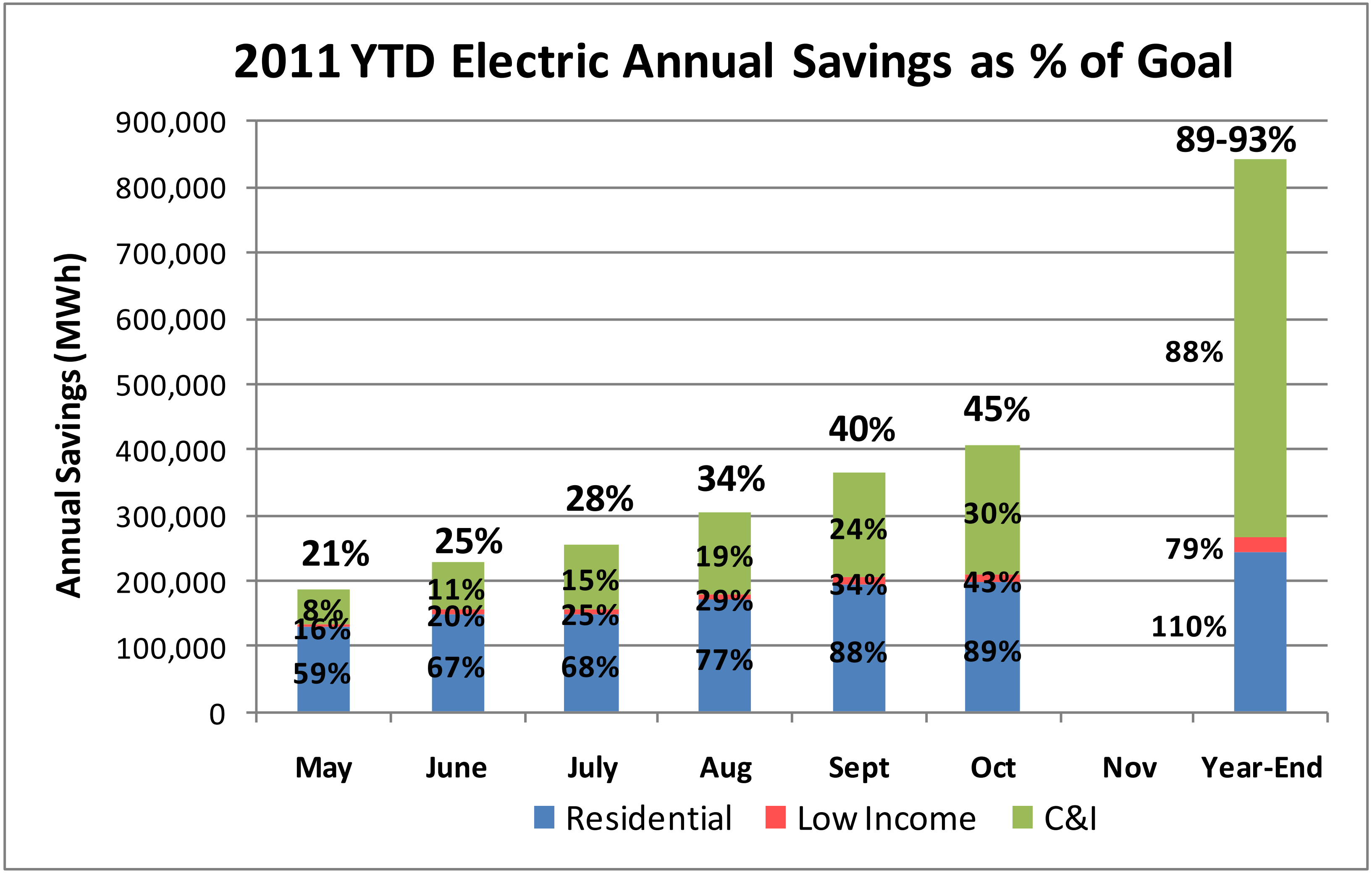
MA EEAC Consultant Team

Electric 2011 Q3 Results



NOTES: 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 fo not accrue linearly throughout the program year.

Electric 2011 Trend Analysis – Year-End Forecast

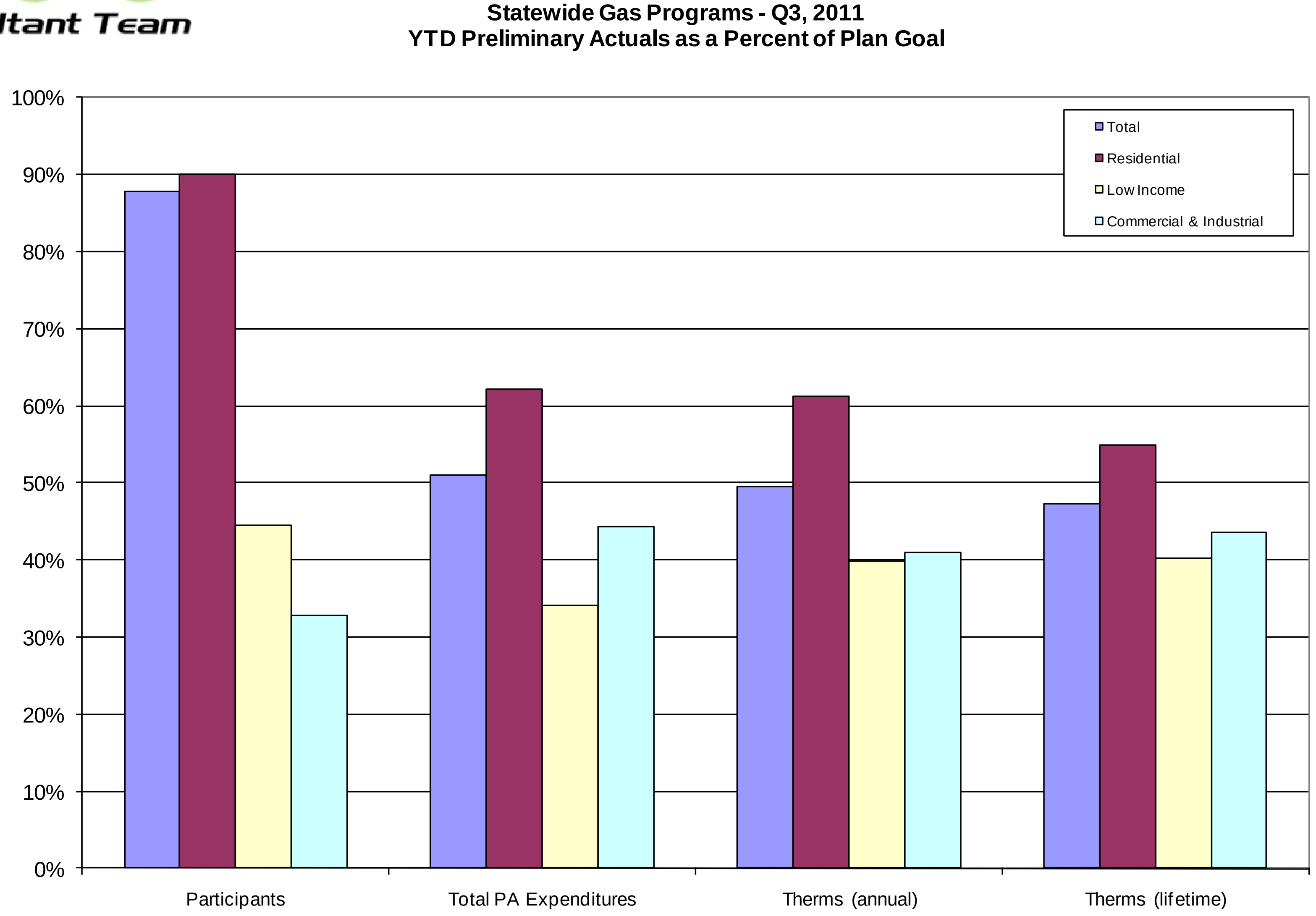


Electric 2011 Trend Analysis – Year-End Forecast: Individual PA Forecasts (preliminary, subject to change)

Sector	Electric PA	% of Annual Goal	% of Budget
All Sectors	National Grid	90%	71%
	NSTAR	88%-96%	70%- 80%
	WMECO	86%	90%
	Unitil	290%	82%
	CLC	68%	64%
	Total	***89% - 93%***	

Summary – Key Gas Findings

Gas 2011 Q3 Results



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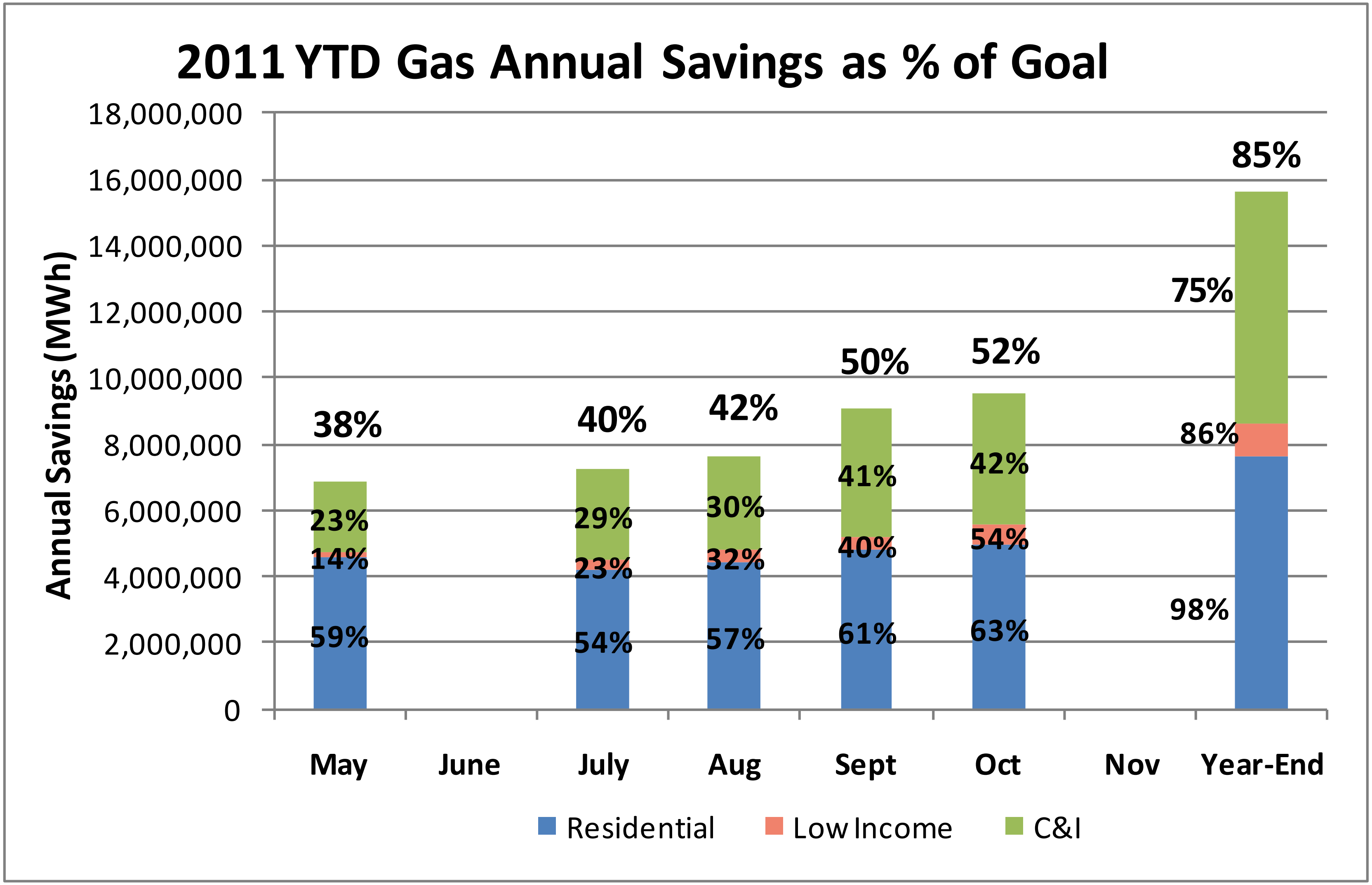
Gas 2011 Trend Analysis – Year-End Forecast



Gas 2011 Trend Analysis – Year-End Forecast: Individual PA Forecasts (preliminary, subject to change)

Sector	Gas PA	% of Annual Goal	% of Budget
All Sectors	National Grid	76%	92%
	NSTAR	105% - 115%	90%- 100%
	Columbia	94%	81%
	NE Gas	66%	69%
	Berkshire	79%	69%
	Unitil	75%	99%
	Total	***85%***	