



PA Update on 2013-2015 Three-Year Term

February 17, 2016



Statewide PA Achievements & Highlights

Overall

- Achieved over 100 percent of benefits of highest goals set in the country while spending less than planned at the statewide portfolio level
- Able to identify and implement multi-year strategy to achieve three year goals
- Programs recognized nationally - #1 in ACEEE, Mass Save awarded AESP Outstanding Achievement in Social Media

Residential & low Income

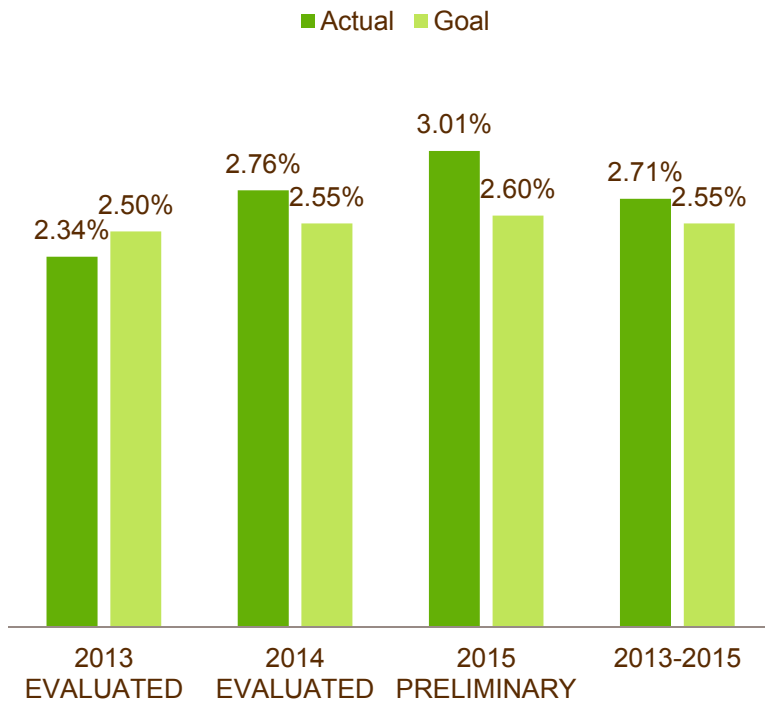
- Residential and Low-Income sectors exceeded 100% of planned benefits
- PAs completed over 240,000 Home Energy Assessments in 2013-2015
- Transition to providing LEDs for majority of whole house lighting installations
- Completed & evaluated two rounds of Efficient Neighborhoods+ that informed the design of new, statewide moderate income and renter offers

C&I

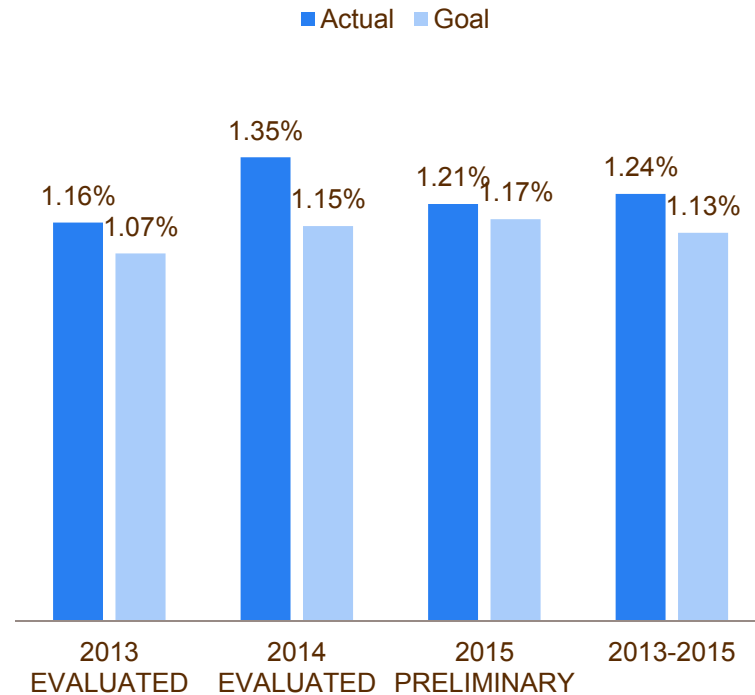
- C&I sector accounted for 71% of total electric lifetime savings and 38% of gas lifetime savings
- Explosive growth of LED market with 63% of commercial customers having installed at least one type of LED
- Over 9.2 million therms saved per year – equivalent to the usage of roughly 10,000 residential homes
- Over 780 thousand MWh saved per year – equivalent to the usage of over 105,000 residential homes

PA's Exceeded % of Sales Goal Over 2013-2015 Term

Statewide Elec % Of Sales Achieved



Statewide Gas % Of Sales Achieved



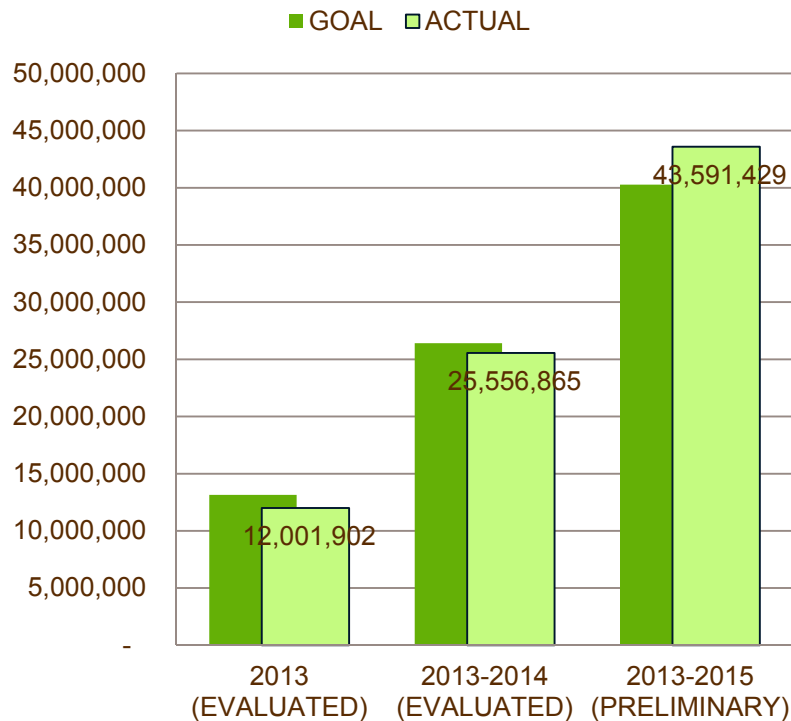
Summary of 2013-2015 Electric & Gas Achievements Statewide

	Amount	Percent to Goal
Annual Savings (MWh)	3,706,432	106%
Lifetime Savings (MWh)	43,591,429	108%
Summer (kW)	562,991	106%
Benefits (\$)	\$7,785,937,899	111%
Expenditures (\$)	\$1,473,924,173	98%

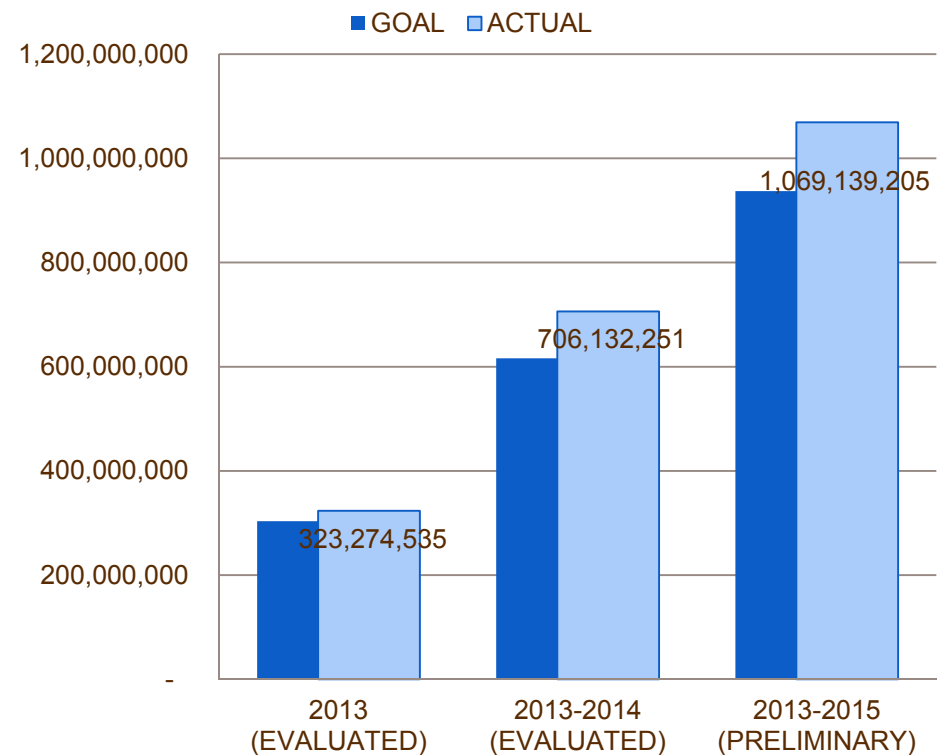
	Amount	Percent to Goal
Annual Savings (Therms)	79,202,227	110%
Lifetime Savings (Therms)	1,069,139,205	114%
Benefits (\$)	\$1,645,777	116%
Expenditures (\$)	\$508,290,358	97%

Overview of Electric & Gas Statewide Achievement

Statewide Electric Lifetime MWh Achieved

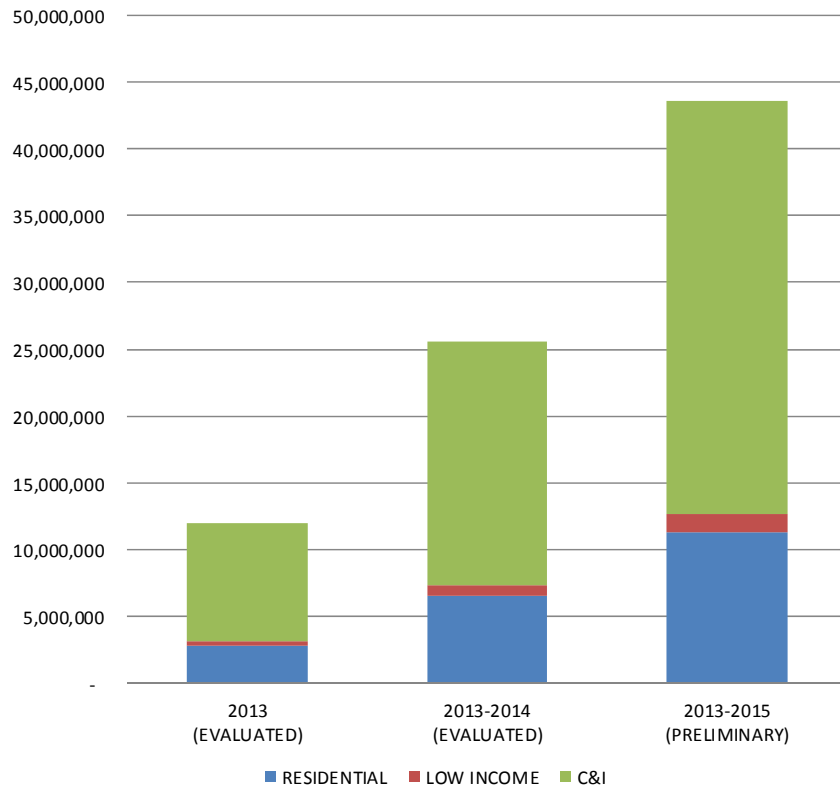


Statewide Gas Lifetime Therms Achieved

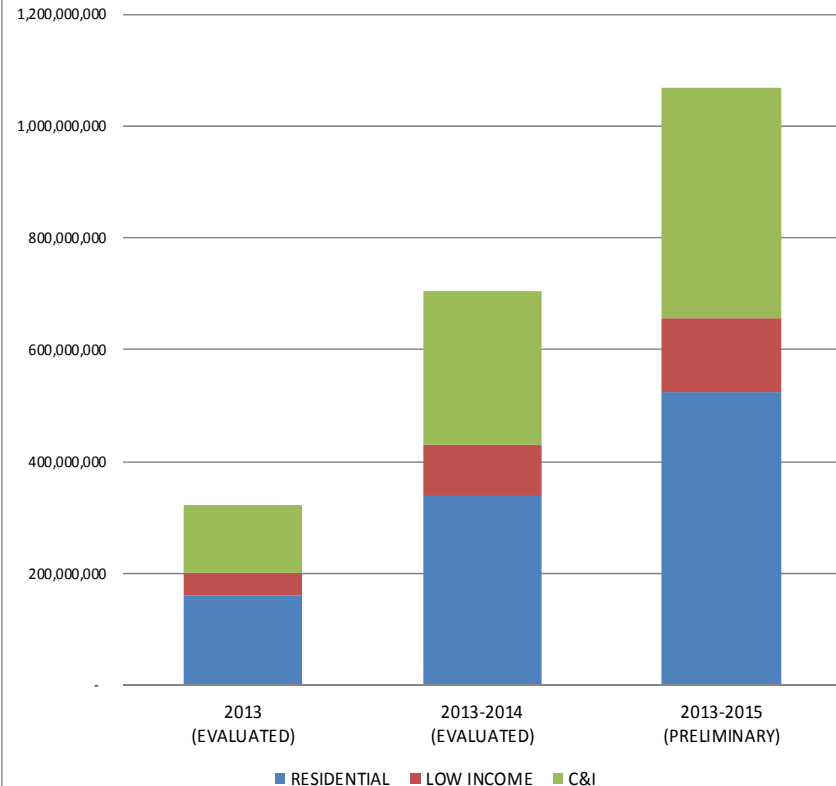


Overview of Electric & Gas Statewide Achievement by Sector

Statewide Electric Lifetime MWh Achieved by Sector

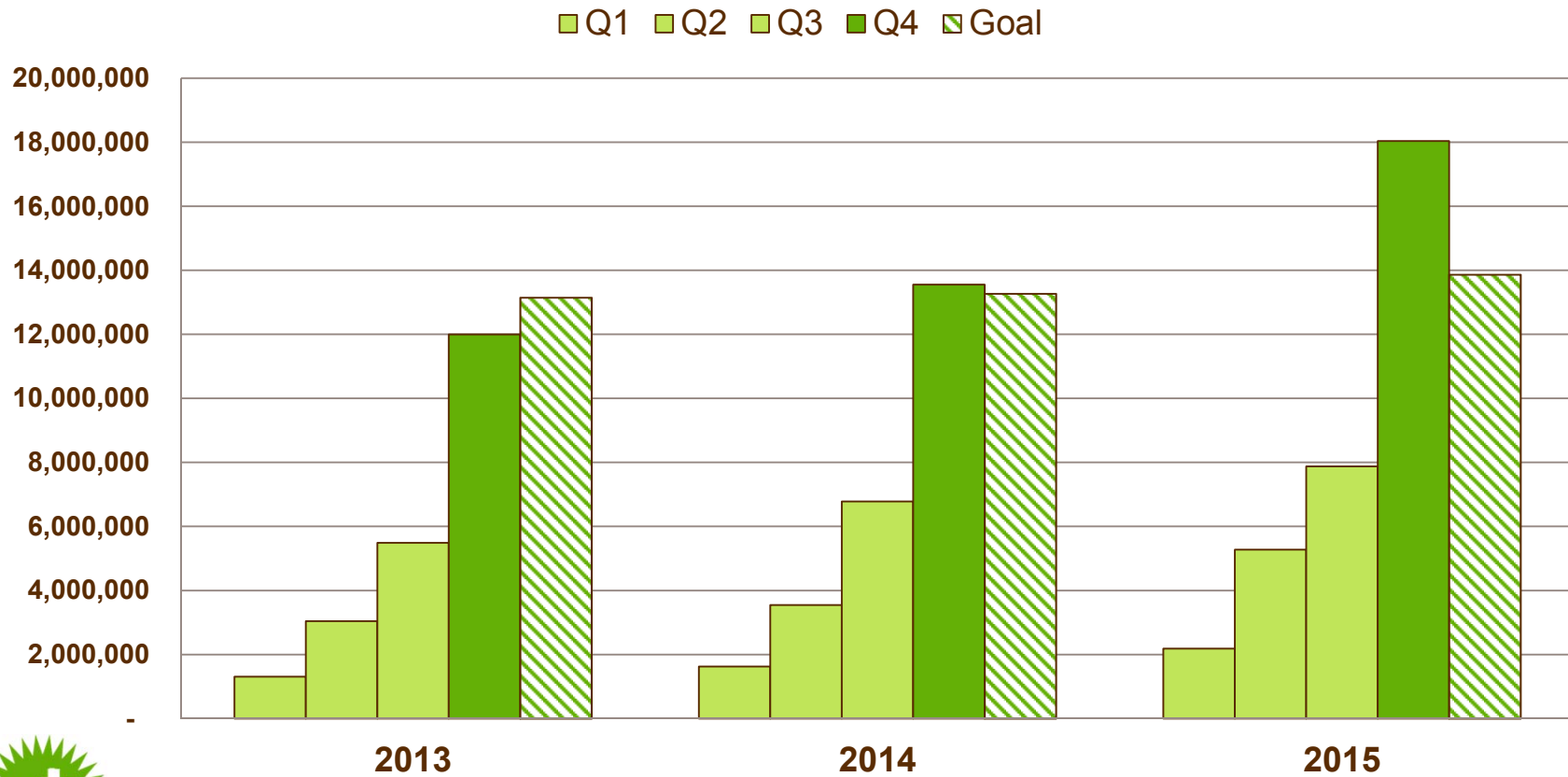


Statewide Gas Lifetime Therm Achieved by Sector



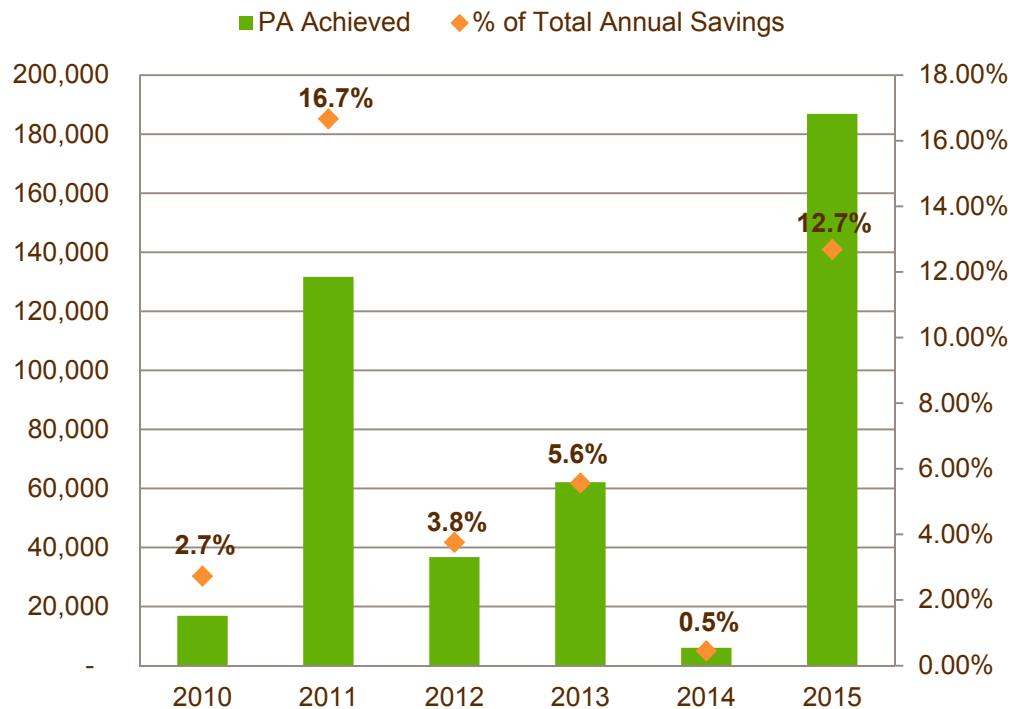
Electric Lifetime MWh Savings by Quarter 2013-2015

Lifetime Electric Savings by Quarter



STATEWIDE CHP ACHIEVEMENT

Statewide CHP Annual MWh Savings



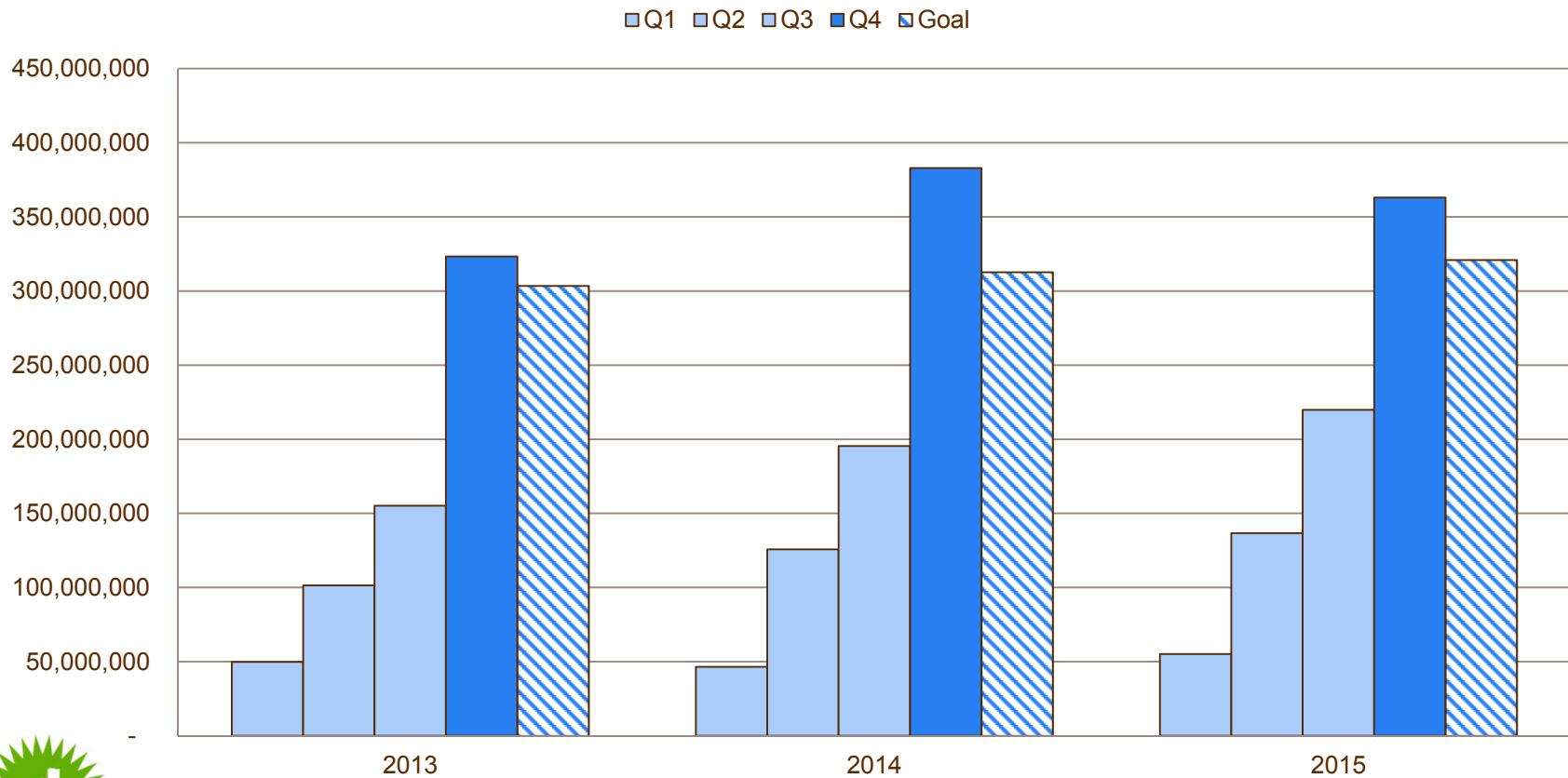
CHP big contributor to achieving statewide goals in 2013-2015

Remains “lumpy”; doesn’t follow trend

Long lead time benefits from multi-year strategy

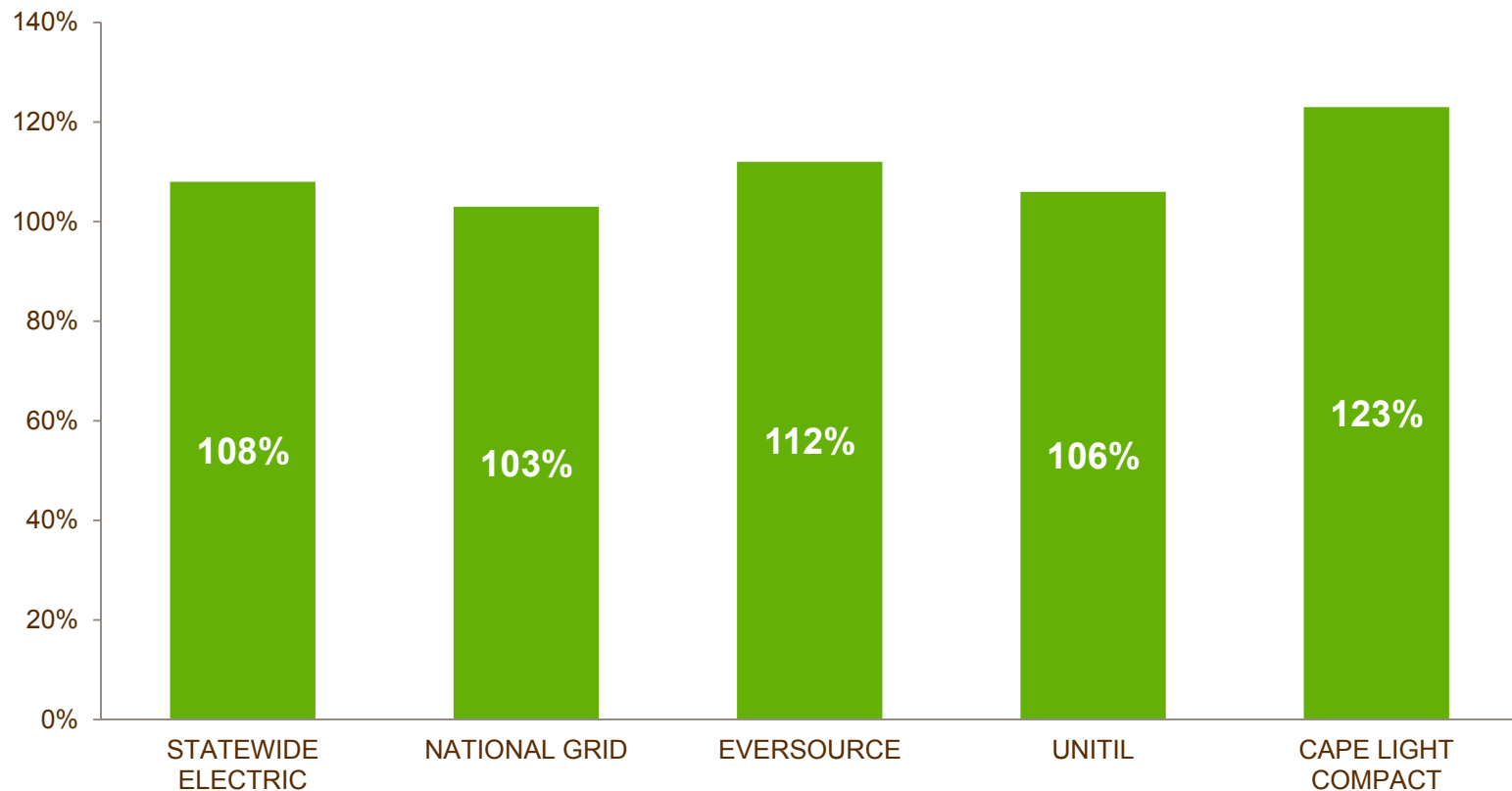
Gas Lifetime Therm Savings by Quarter 2013-2015

Lifetime Gas Savings by Quarter



Achievements by PA

Percent of 2013-15 Electric Lifetime Savings Goal Achieved by PA



Electric PA Highlights

National Grid



- Completed 10 CHP projects in December that accounted for 14% of the 2015 portfolio savings
- In 2013 – 2015, achieved 103% of lifetime savings goal at the portfolio level, 207% for Residential, 185% for Low-Income, and 81% for C&I
- Met or exceeded our savings goals in all sectors in CY '15

Eversource



- Achieved lifetime goals in all sectors
- Engagement in multiple levels of levels of customer organizations and supply chains on C&I
- MOU delivered 25% of savings
- Improved customer experience and customer engagement

Unitil



Unitil had success with multi-measure projects in this Plan, including one large project that saved 687,285 annual kWh. Unitil worked with this municipal customer to install new LED streetlights owned by the municipality.

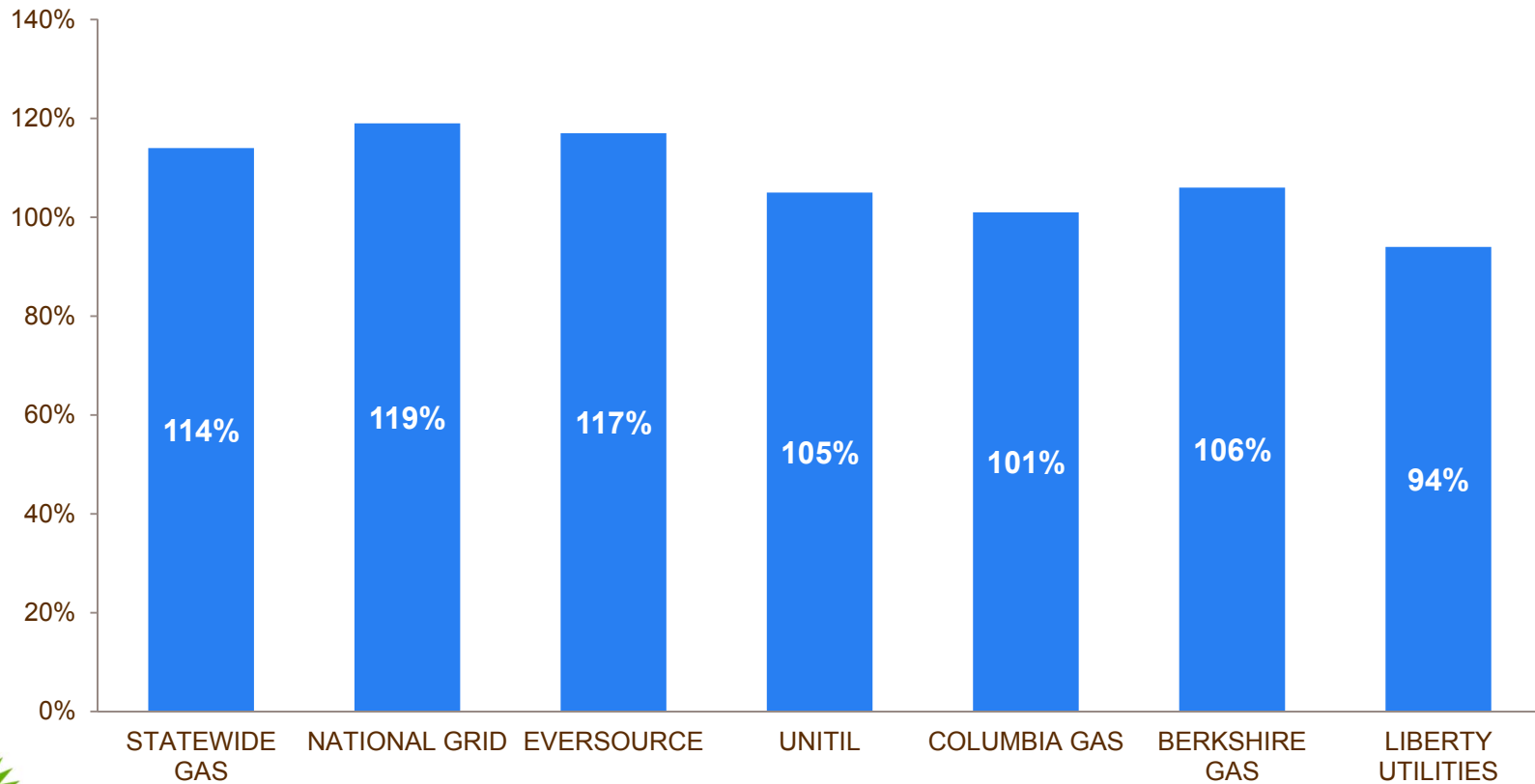
CLC



- Region-wide LED Streetlight Project
- Community Engagement all sectors: over 100 public presentations/events
- C&I Participation – from Business Leaders to micro businesses
- MF Growth after marketing effort

Achievements by PA

Percent of 2013-15 Gas Lifetime Savings Goal Achieved by PA



Gas PA Highlights



National Grid

- In 2013 – 2015, achieved 119% of our lifetime therm savings goal, 171% for Residential, 171% for low-income, and 71% for C&I.
- Met or exceeded our savings goals in all sectors in CY '15



Berkshire Gas

- Over 50% of annual & lifetime savings from C&I custom projects achieved in Berkshire's Eastern Division (currently under a moratorium)
- One large project completed in 2014 contributed nearly 30% of the savings
- Overall customer satisfaction reported was 97% according to residential QA/QC vendor



Eversource

- Achieved lifetime goals for all sectors
- Therm goals were our toughest C&I challenge
- Improved customer experience and customer engagement



Unitil

- Success with multi-measure projects in this Plan, including one large project that saved 248,000 annual therms, amounting to 25% of annual usage; Unitil worked with this customer to install new condensing boilers, controls and economizer on central steam plant boiler, attic insulation, new windows, low-flow showerheads, and steam trap repair and replacement.



Liberty Utilities

- Within 6% of 3 Year lifetime therm goal
- Overachievement in Residential Home Energy Services and Residential New Construction
- C&I sector continues to be biggest challenge.



CMA

- Closed triple the number of C&I projects in 2015 as completed in 2013.
- Established a hospitality industry outreach program and track with a dedicated vendor
- Upgraded to a new work process management system providing internal reporting in nearly real time

