2017 Plan Year Results

Presentation by the PAs to the EEAC

July 31, 2017

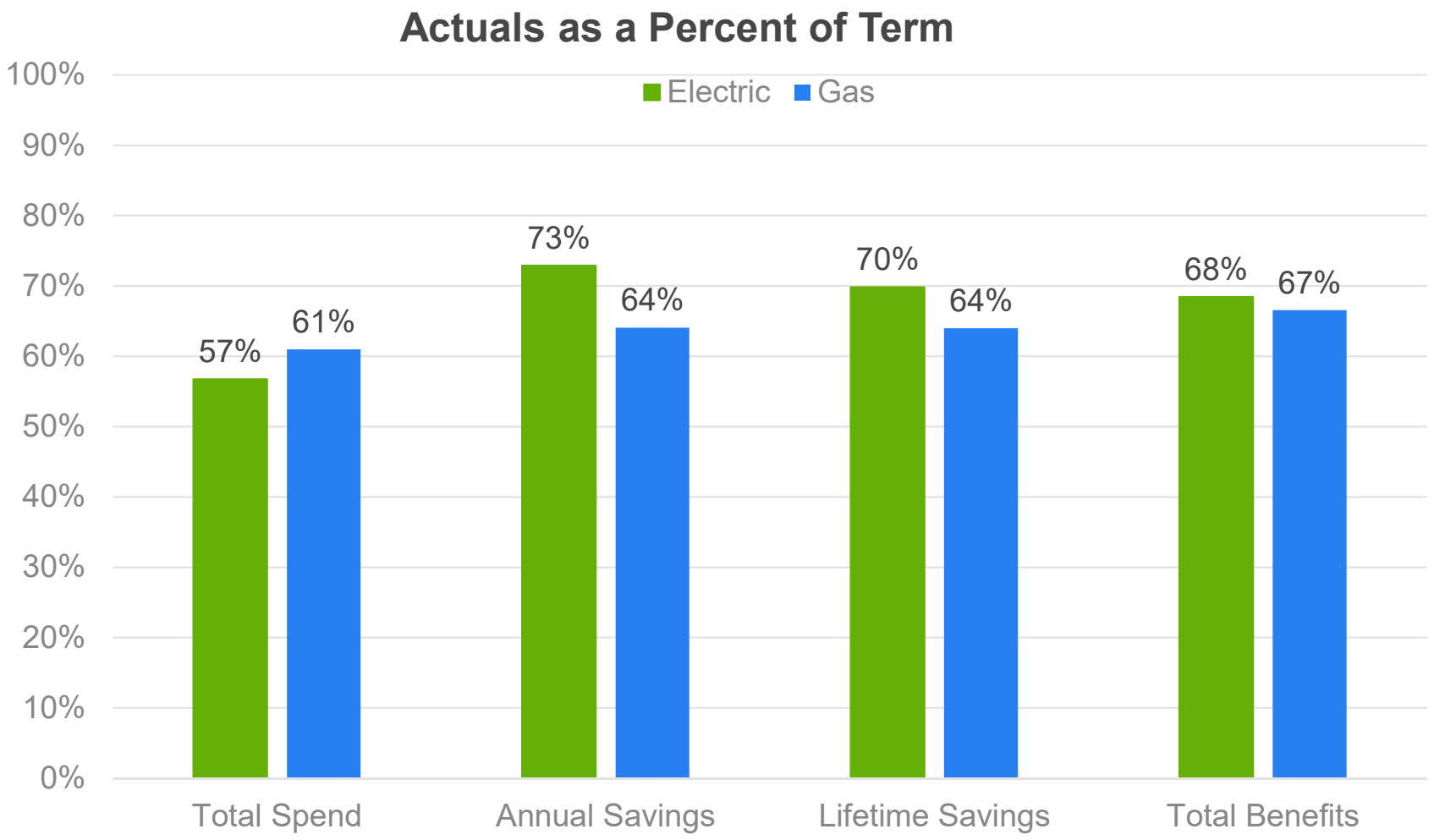
2017 Plan Year
Statewide Overview

Annual Savings kWh/Therms	• Electric PAs achieved 108% of annual savings goal • Gas PAs achieved 97% of annual savings goal
Benefits $	• Electric PAs achieved 100% of total planned benefits • Gas PAs achieved 99% of total planned benefits

Spend $	• Both electric and gas came in under budget,
	  • electric at 86%
	  • gas at 92%

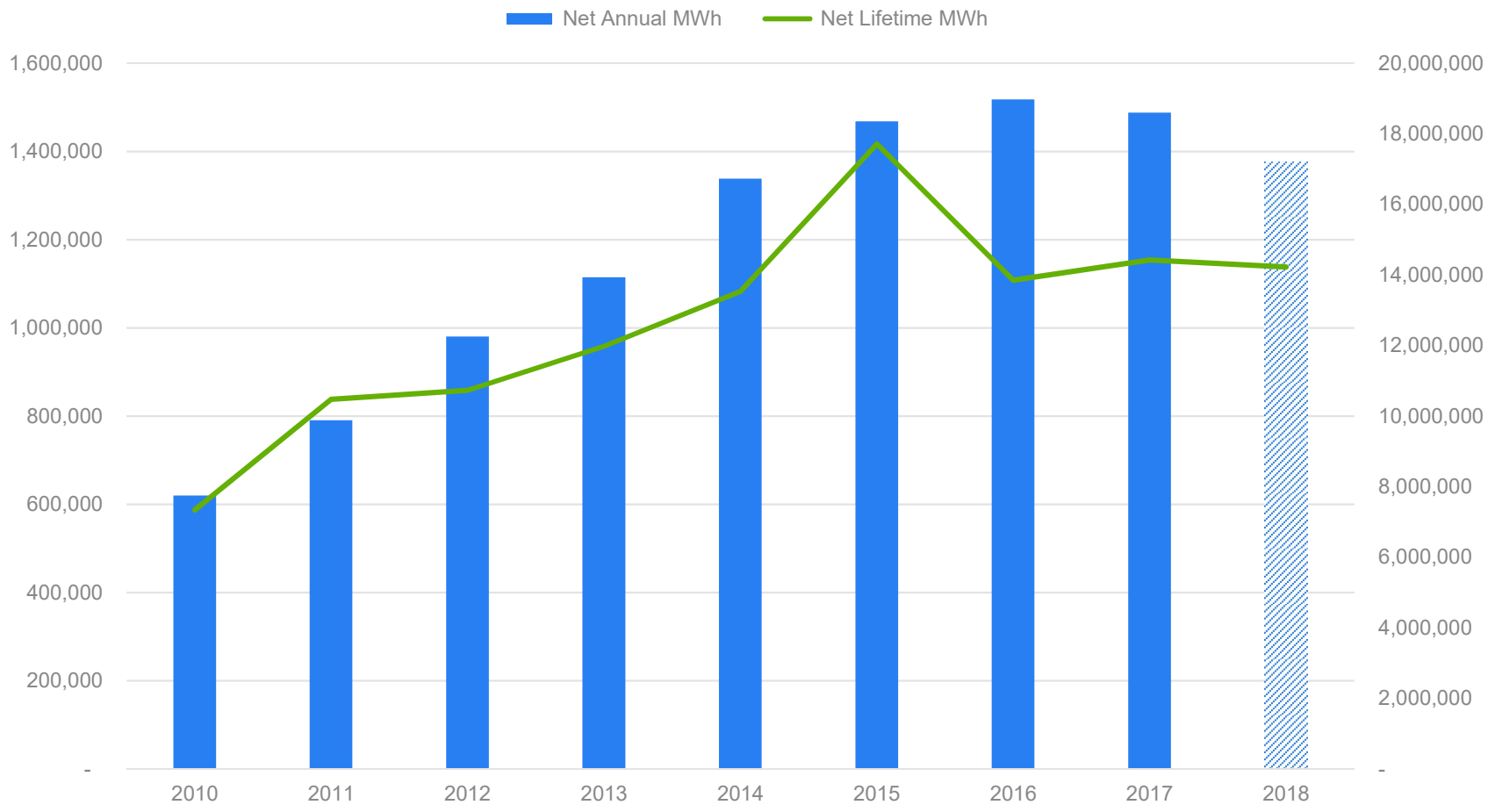
Progress to Term Goals

Year 2 of 3

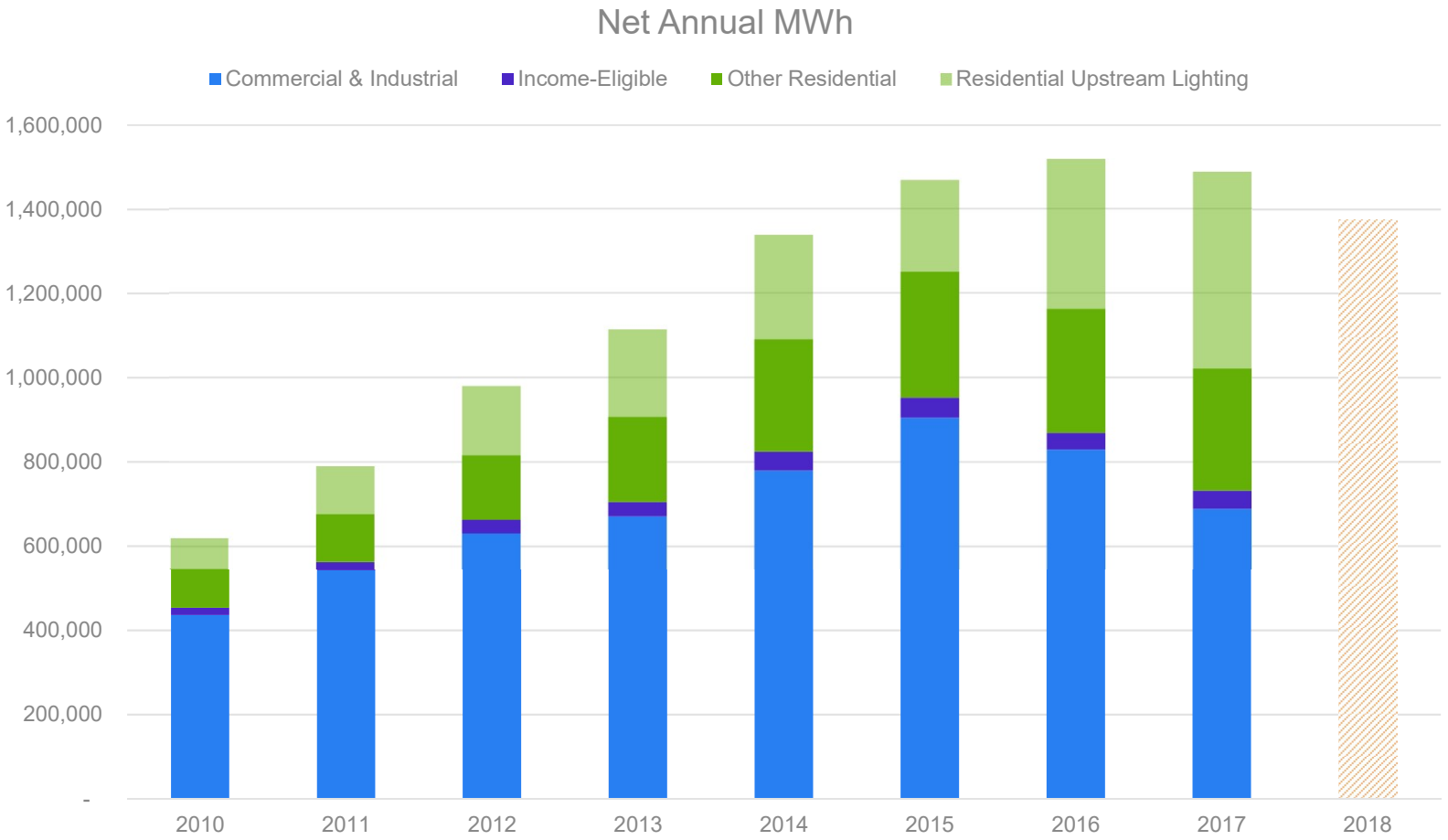


Electric Savings Forward Look

Electric Savings Trends



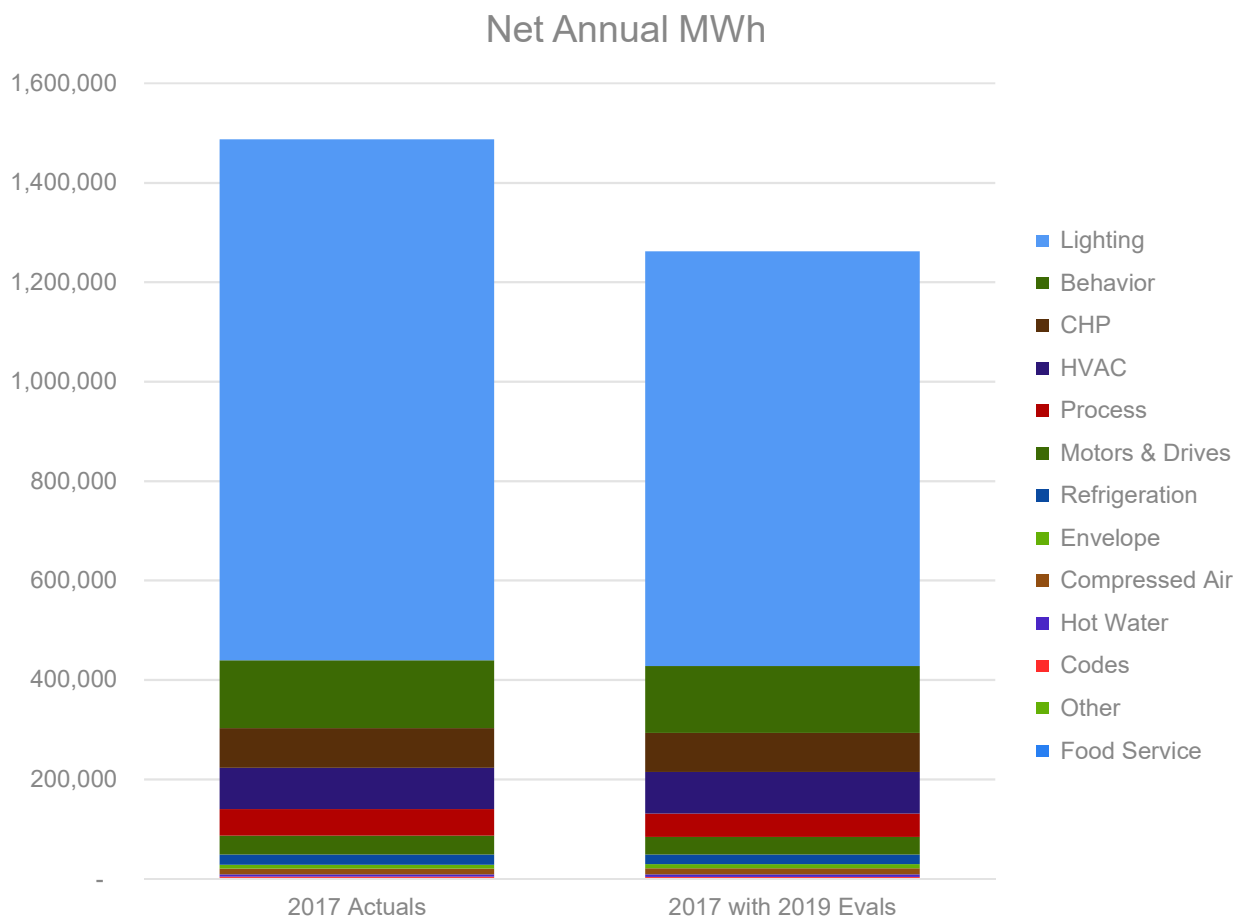
Impact of Residential Lighting on Portfolio



Dual Challenges Moving Forward

- Production Declines as Sockets Saturate
  - Residential lighting production was at highest levels ever in 2016 and 2017; production drops already seen in first half of 2018, expected to continue
  - C&I screw-in potential expected to drop to near-zero next term
- Evaluation Impacts Reducing Claimable Savings
  - Residential Upstream NTG values for 2019-2021 are ~half the values for 2016-2018
  - C&I NTG values are also dropping

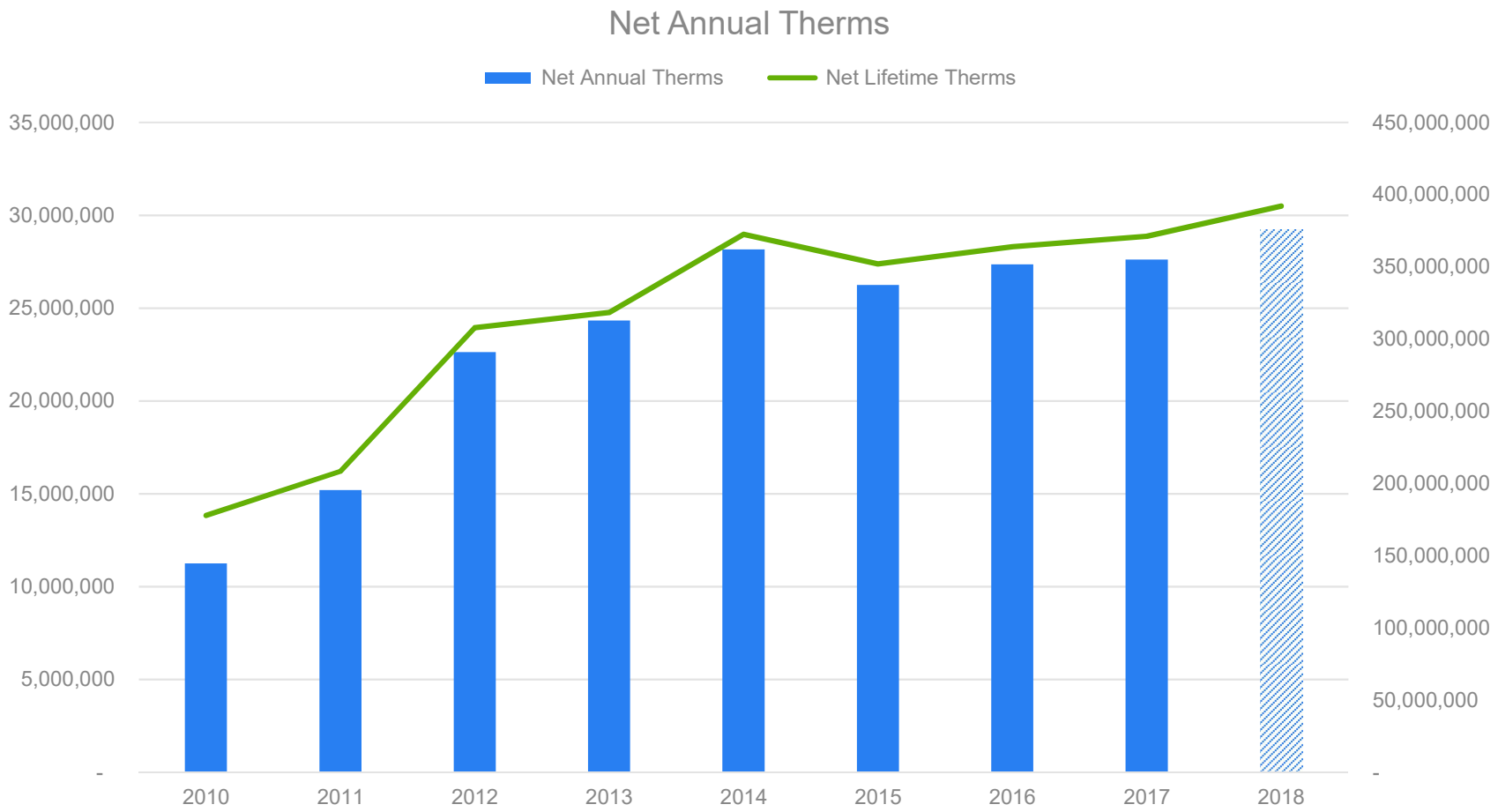
What would 2017 Production look like in 2019?



- Application of 2019 NTG values substantially reduces the savings that the PAs can claim, even though underlying amount of gross production is the same.
- Drops % of sales by half a percent.

Gas Savings Forward Look

Gas Savings Trends



Gas Challenges Moving Forward

- Evaluation results creating significant declines in claimable savings for major measures
  - C&I upstream water heaters NTG reduced from 85% to 31-60%
- More limited pool of savings for gas; fewer types of equipment available to be upgraded means fewer chances to engage with customers
- Continued low gas prices depress customer demand for programs

Thank you

mass save

BERKSHIRE
GAS

BLACKSTONE
GAS COMPANY

Cape Light
Compact

Columbia Gas

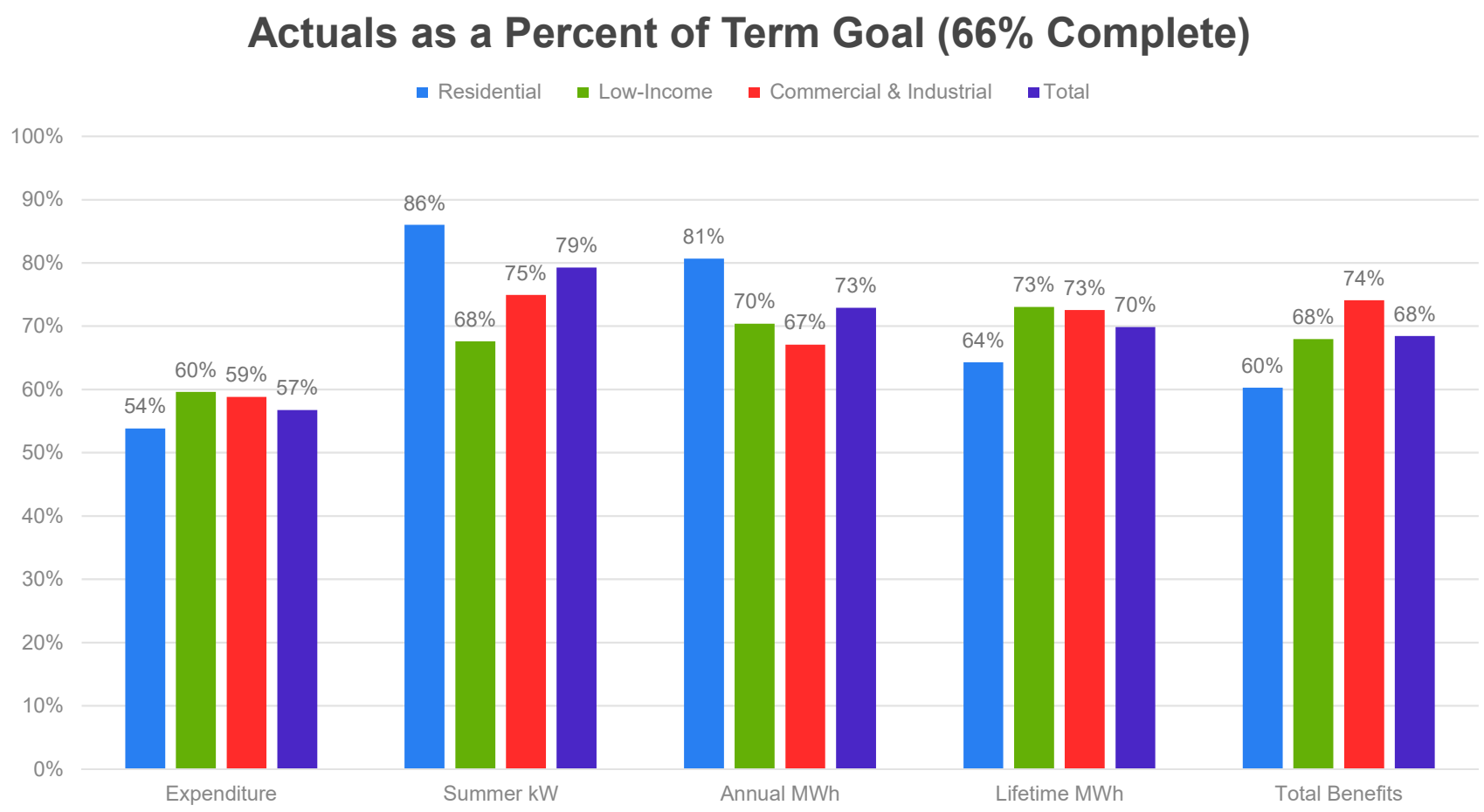
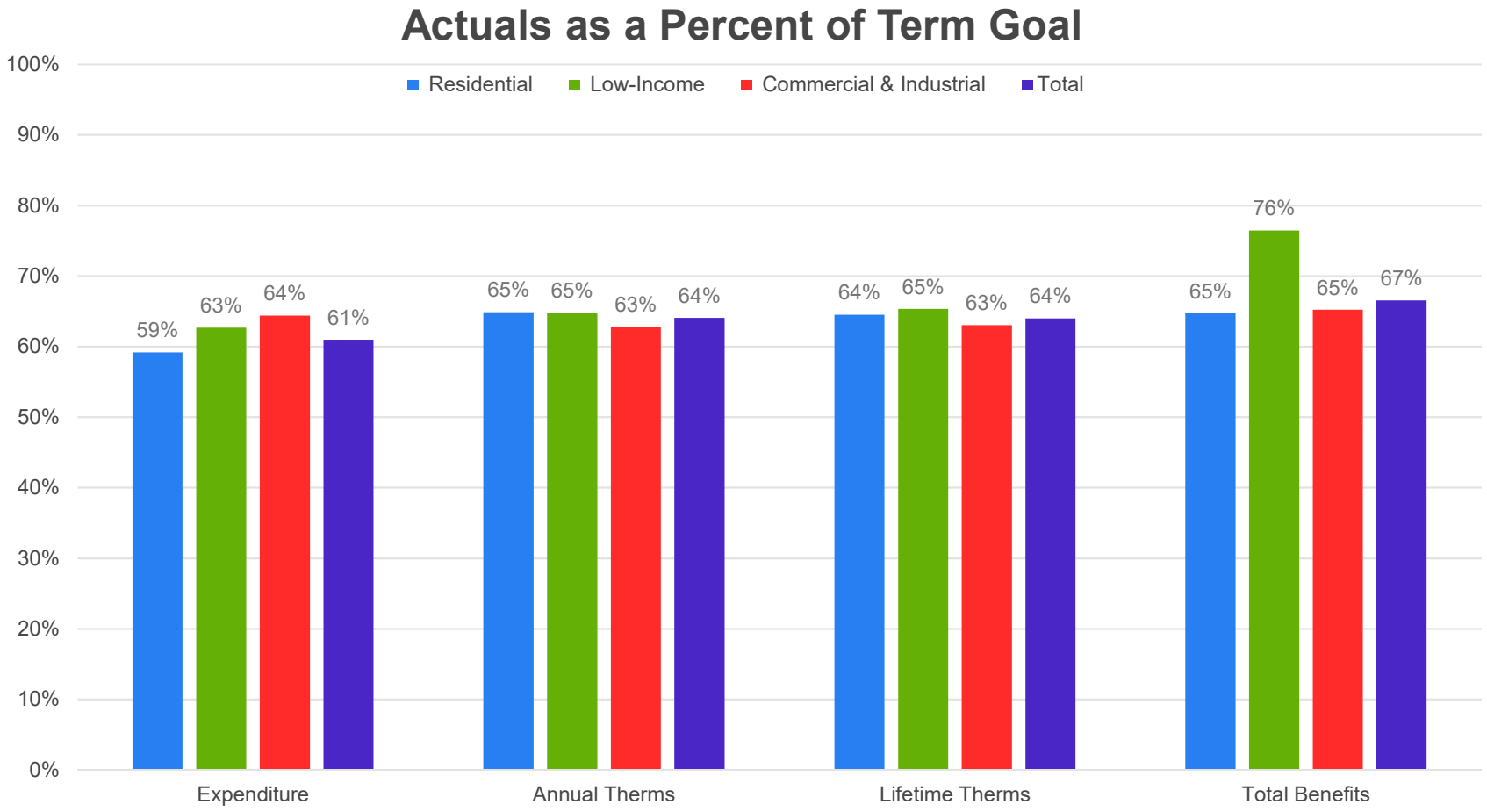
EVERSOURCE

Liberty Utilities

nationalgrid

Unitil
energy for life

Electric
Sector Progress to Term Goals



Gas
Sector Progress to Term Goals