



Fourth Quarter 2020 YTD Performance

03/24/2021

WE ARE MASS SAVE®:



Presentation Structure



- Overview of PAs' Q4 Numbers
- Electric 2020 Q4/3YP Performance
- Gas 2020 Q4/3YP Performance
- Update on Workforce Development and Municipal Partnerships

Summary



- PA performance strong given the ongoing pandemic
- Electric performance in line with plan due to strong residential performance and expected large projects completing
- Gas performance driven by high residential performance, C&I and Income Eligible have performance to make up in 2021

2020 Comparison to 2018 and 2019 Q4 YTD



Electric

	2018		2019		2020	
Lifetime MWh	14,360,646	101%	10,435,175	97%	14,063,709	95%
Annual MWh	1,500,823	109%	1,141,180	101%	1,152,735	89%
Spending	\$559.1M	88%	\$622M	98%	\$581.5M	87%
Benefits	\$2.29B	108%	\$2.14B	97%	\$2.27B	89%

Gas

	2018		2019		2020	
Lifetime therms	421,603,174	108%	398,901,679	97%	330,191,054	79%
Annual therms	30,816,120	105%	27,719,806	88%	22,268,599	69%
Spending	\$249.5M	100%	\$280.9M	108%	\$252.0M	94%
Benefits	\$630.4M	113%	\$757.5M	100%	\$612.8M	79%

CO₂ Q4 Emissions Reductions – Plan to Date



Sector	CO ₂ (electric)	CO ₂ (gas & delivered fuels)	CO ₂ (total)
Cumulative Plan-Term to Date (Q4 2020)	1,662,587	178,531	1,841,118
A - Residential	870,862	218,236	1,089,098
B - Low-Income	25,902	32,930	58,832
C - Commercial & Industrial	765,824	(72,635)	693,189



461,293 homes powered for a year through electric savings



11,329 homes heated for a year through gas savings



332,001 car emissions for year through electric and gas savings



30,443,276 tree seedlings grown for 10 years



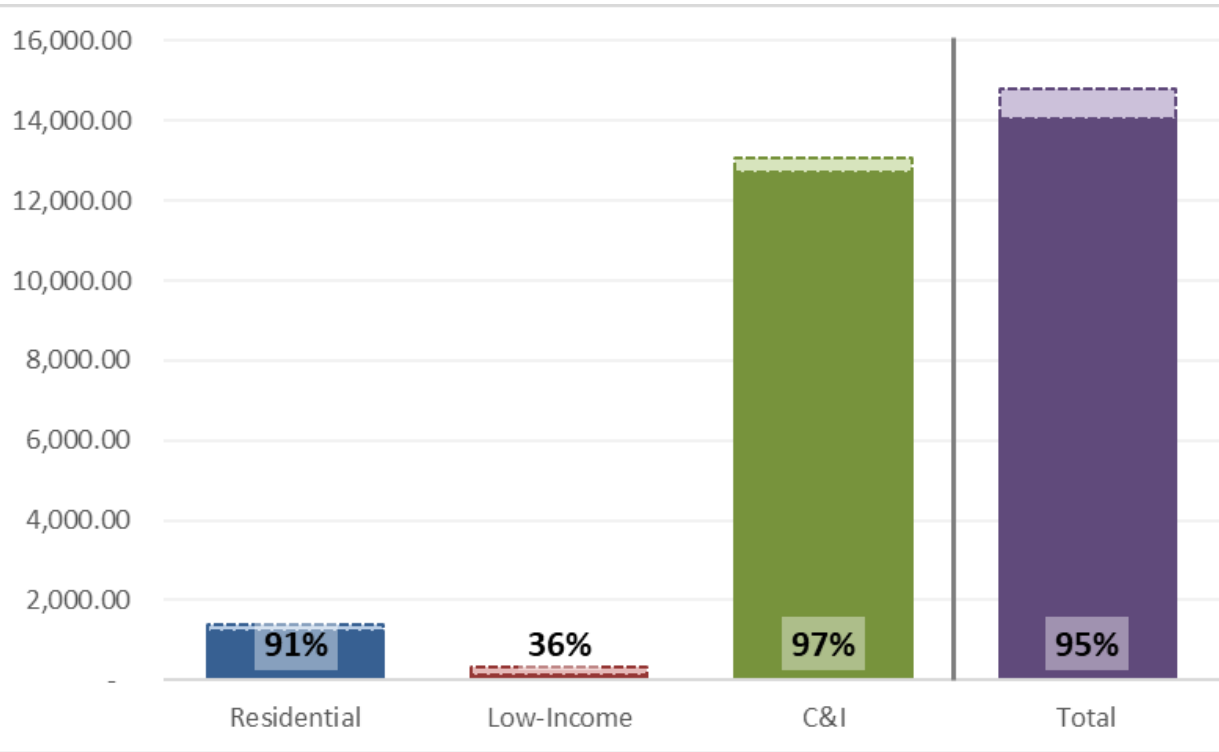
Q4 Electric Performance

Electric Lifetime Savings

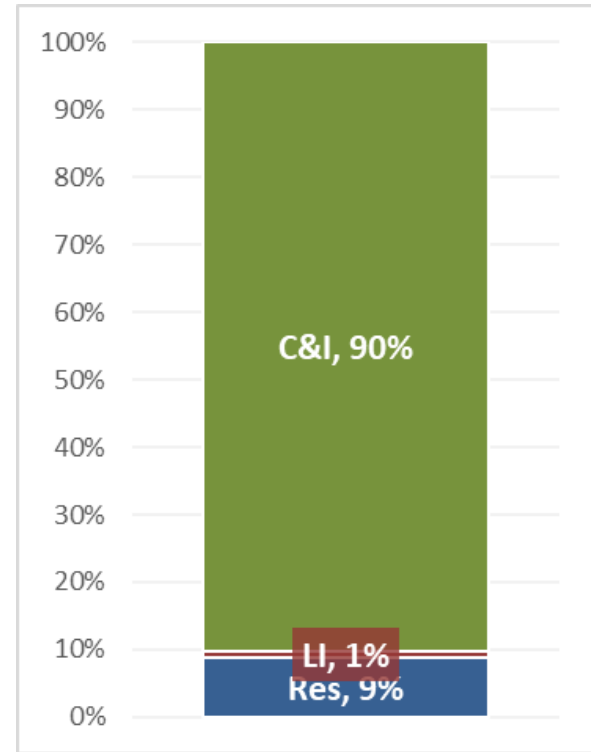


Statewide Achievements as Percent of 2020 Planned Goal (12/12 Months) 100% of plan year

Lifetime MWh to Goal



Results by Sector

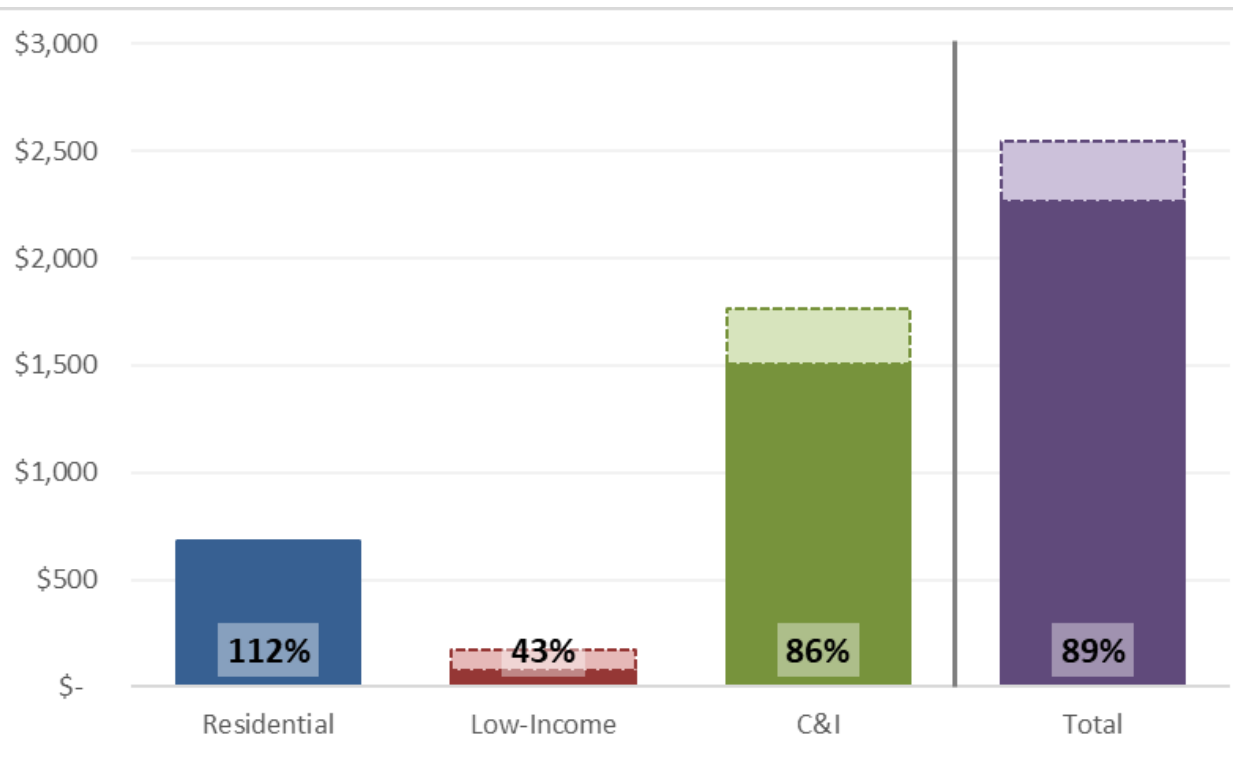


Electric Total Benefits

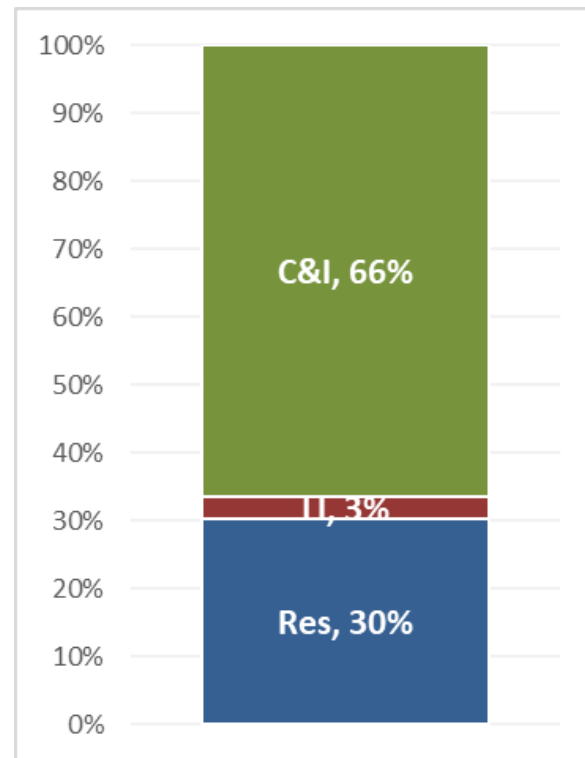


Statewide Achievements as Percent of 2020 Planned Goal (12/12 Months) 100% of plan year

Total Benefits to Goal



Results by Sector

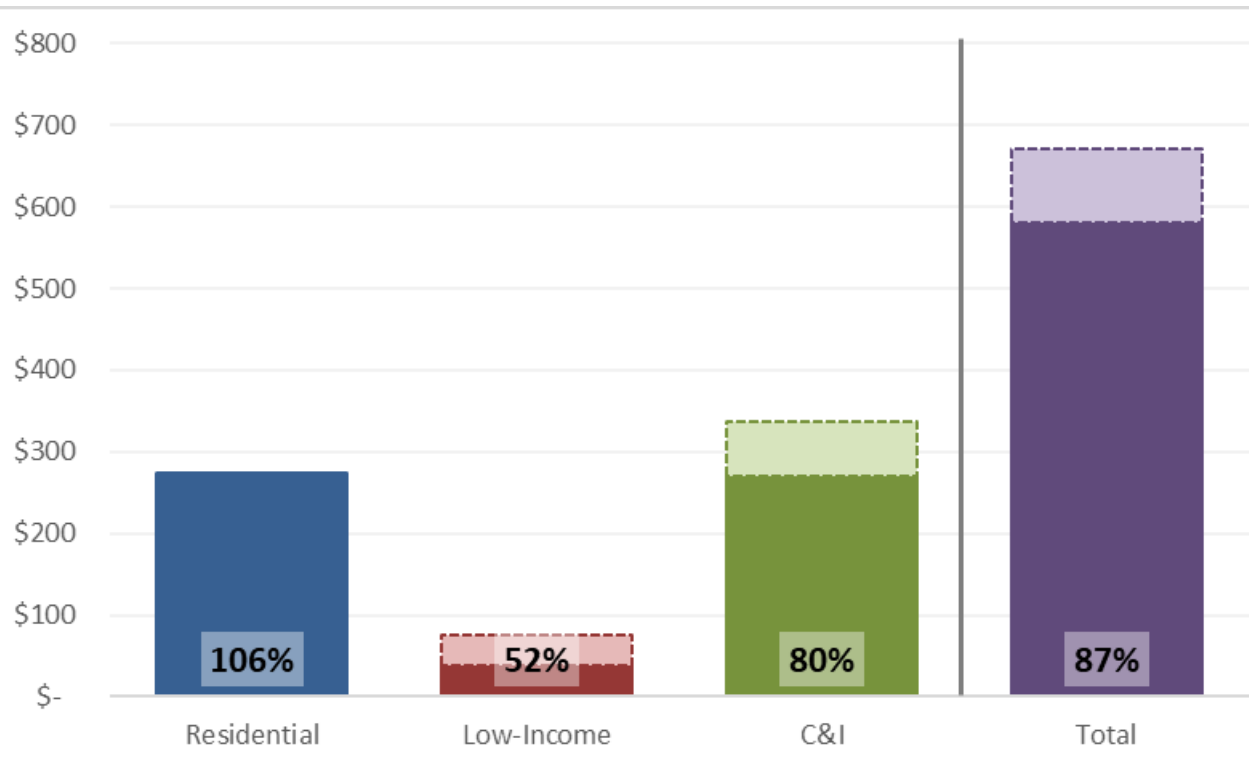


Electric Total Spend

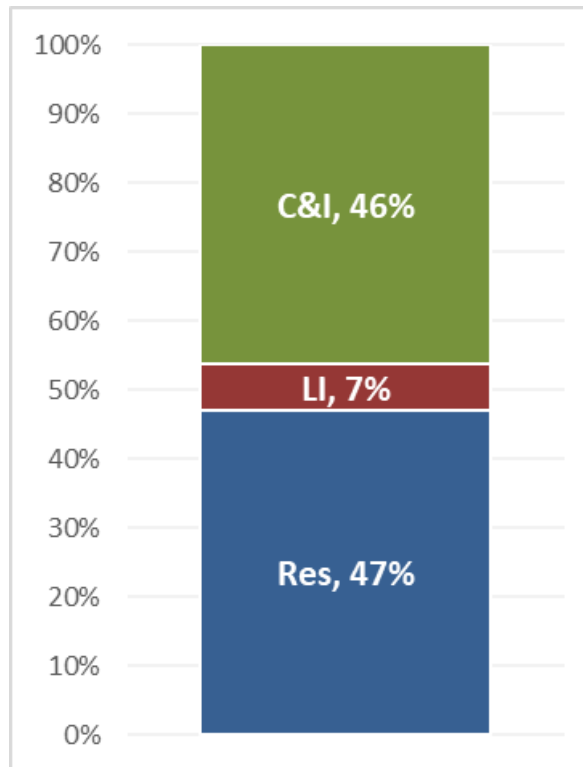


Statewide Achievements as Percent of 2020 Planned Goal
(12/12 Months) 100% of plan year

Total Spend to Planned



Results by Sector

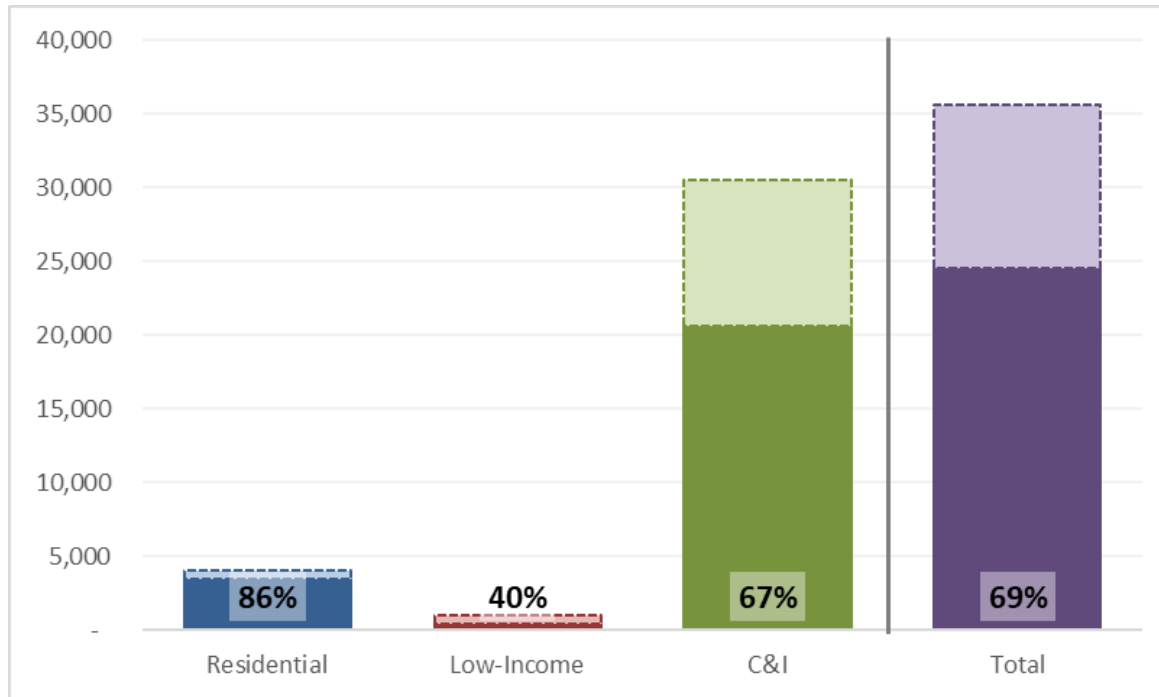


Electric Three-Year Lifetime MWh Performance

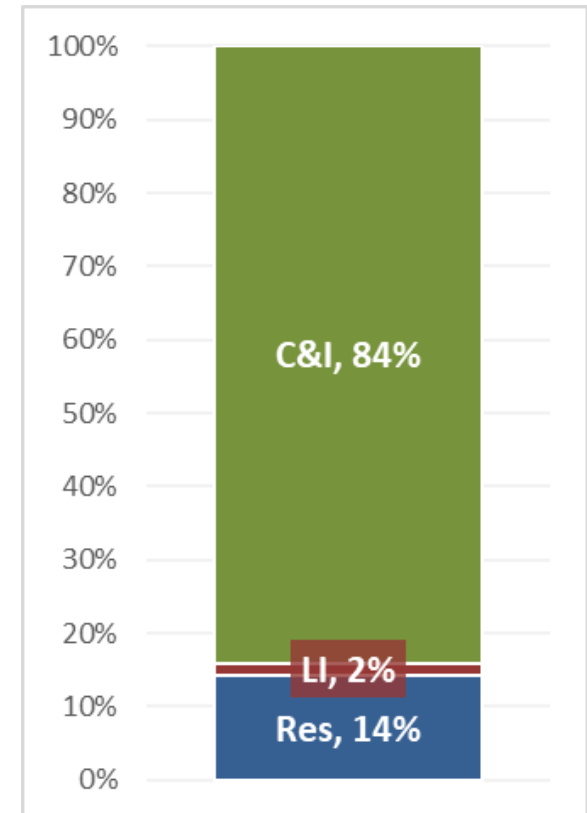


Statewide Achievements as Percent of 2019-2021 Planned Goal
(24/36 Months) 66% of plan year

Lifetime MWh to Goal



Results by Sector

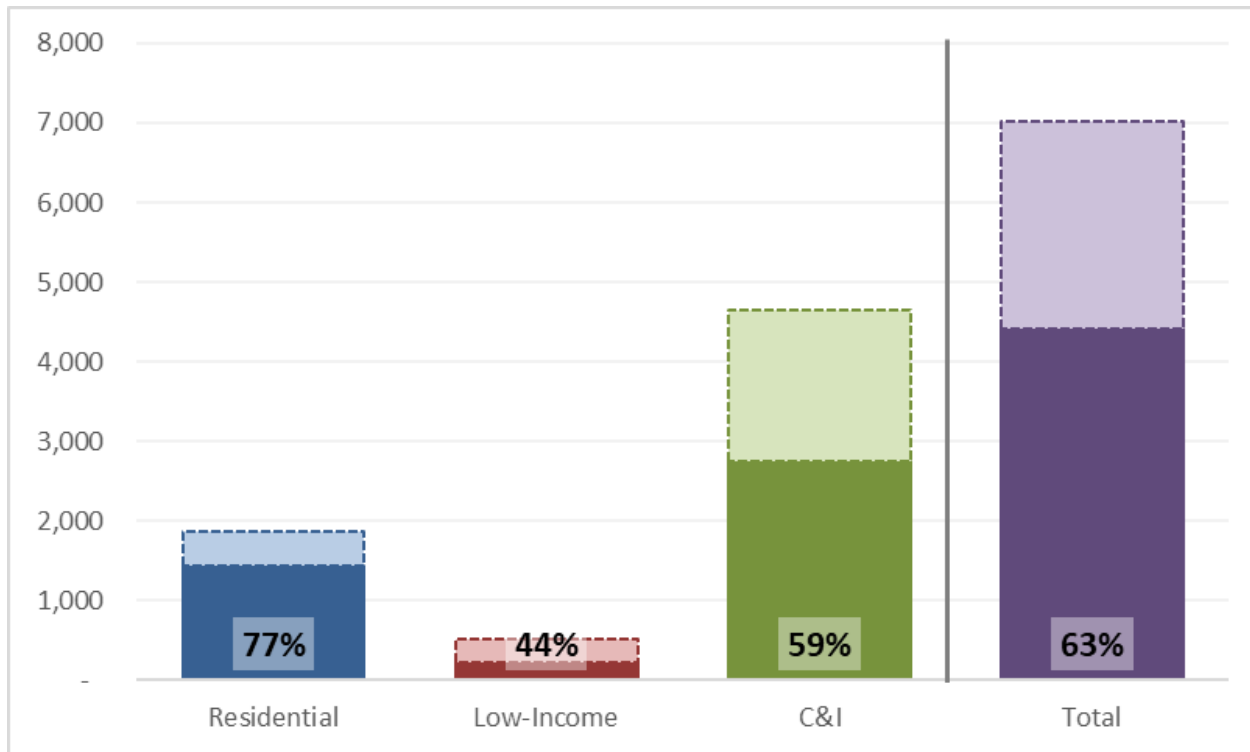


Electric Three-Year Total Benefits Performance

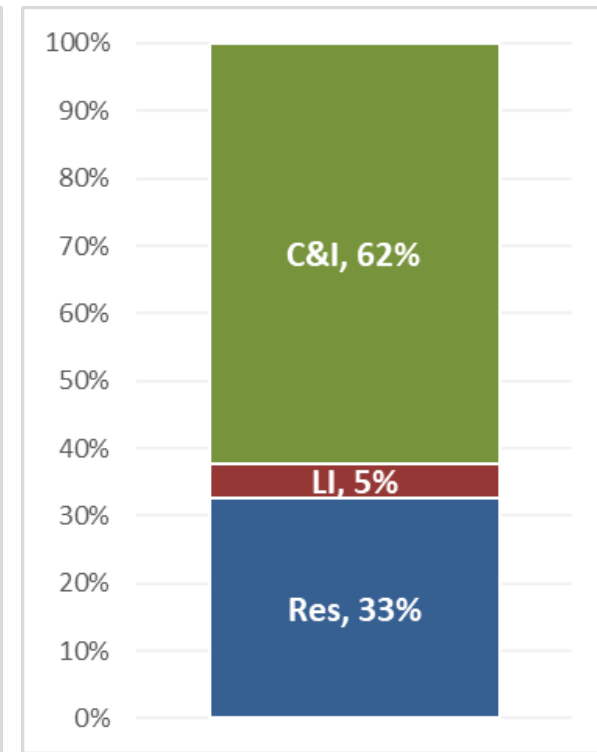


Statewide Achievements as Percent of 2019-2021 Planned Goal
(24/36 Months) 66% of plan year

Total Benefits to Goal



Results by Sector



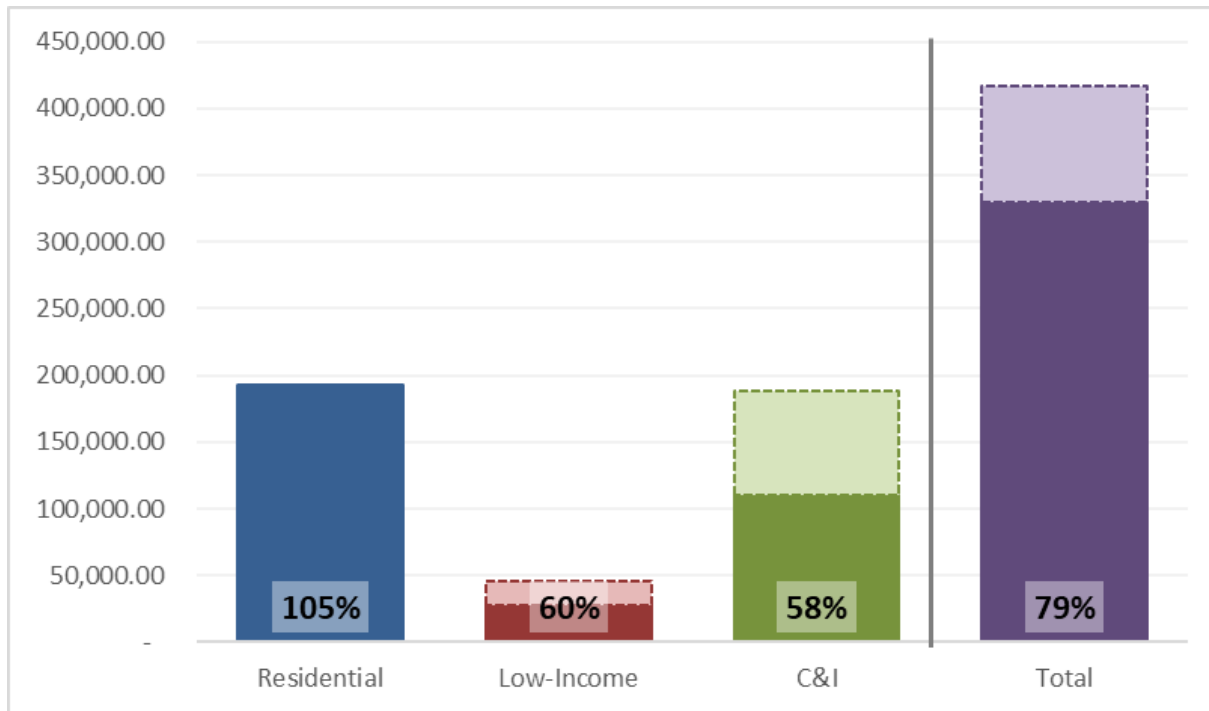
Q4 Gas Performance

Gas Lifetime Savings

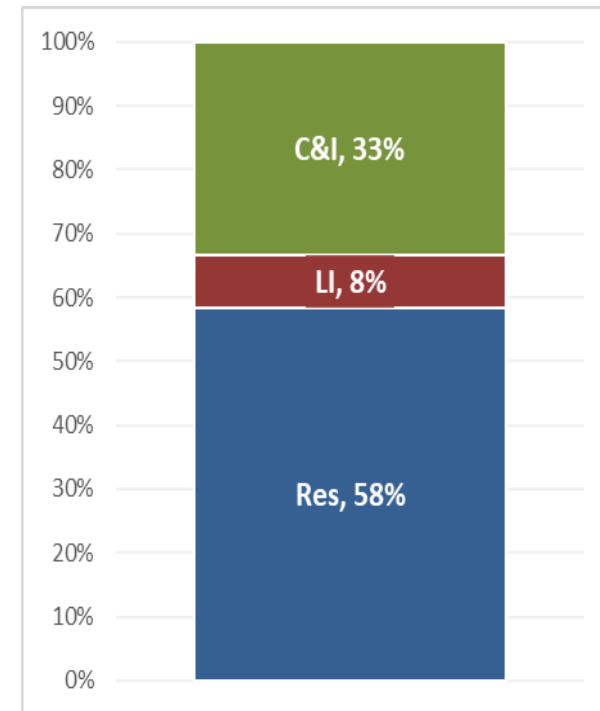


Statewide Achievements as Percent of 2020 Planned Goal (12/12 Months) 100s% of plan year

Lifetime Therms to Goal



Results by Sector

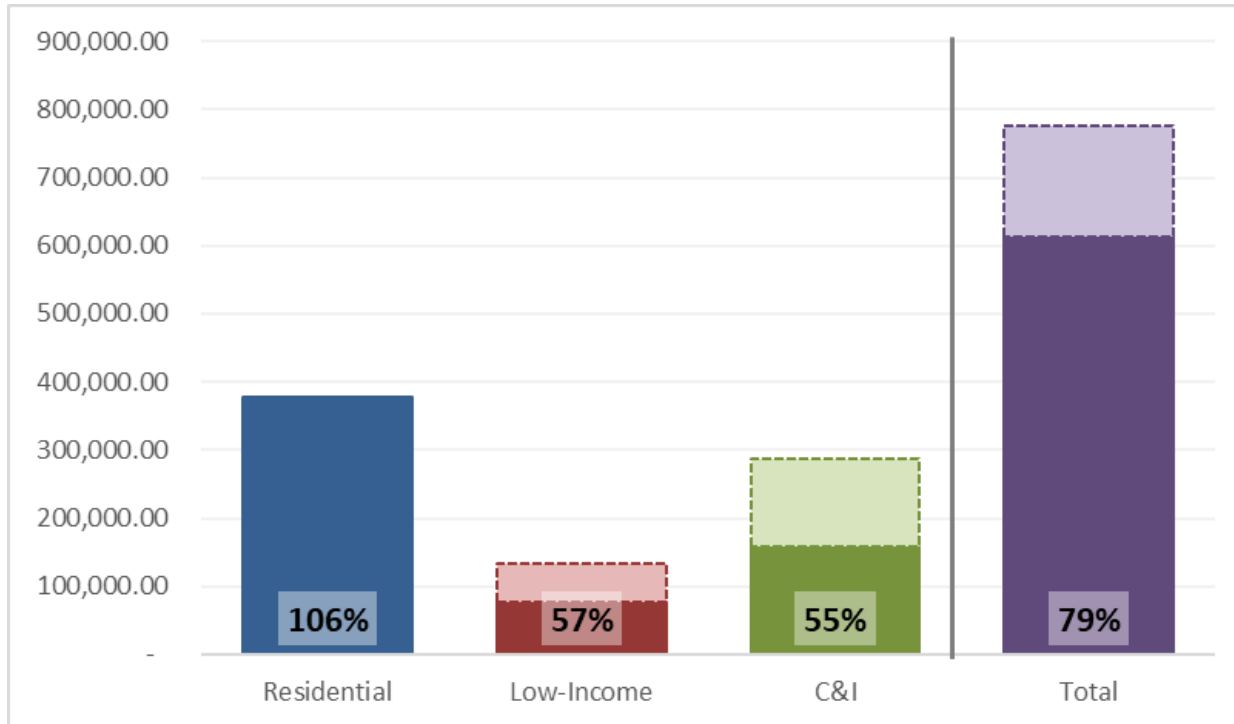


Gas Total Benefits

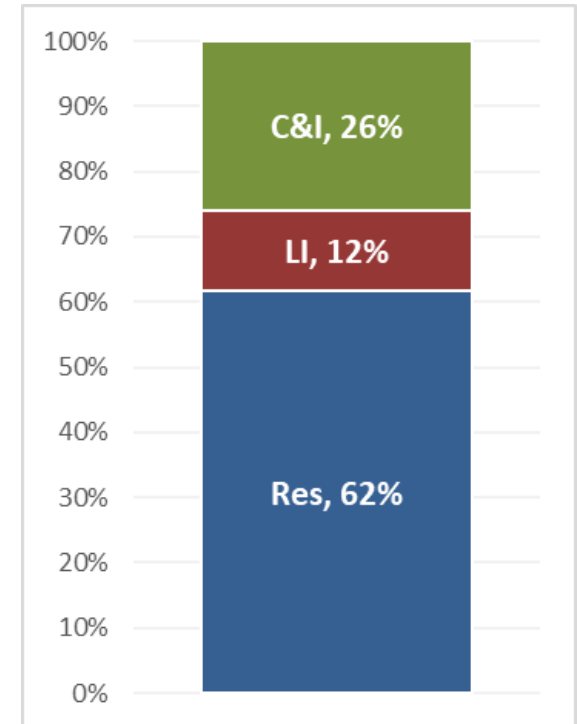


Statewide Achievements as Percent of 2020 Planned Goal (12/12 Months) 100% of plan year

Total Benefits to Goal



Results by Sector

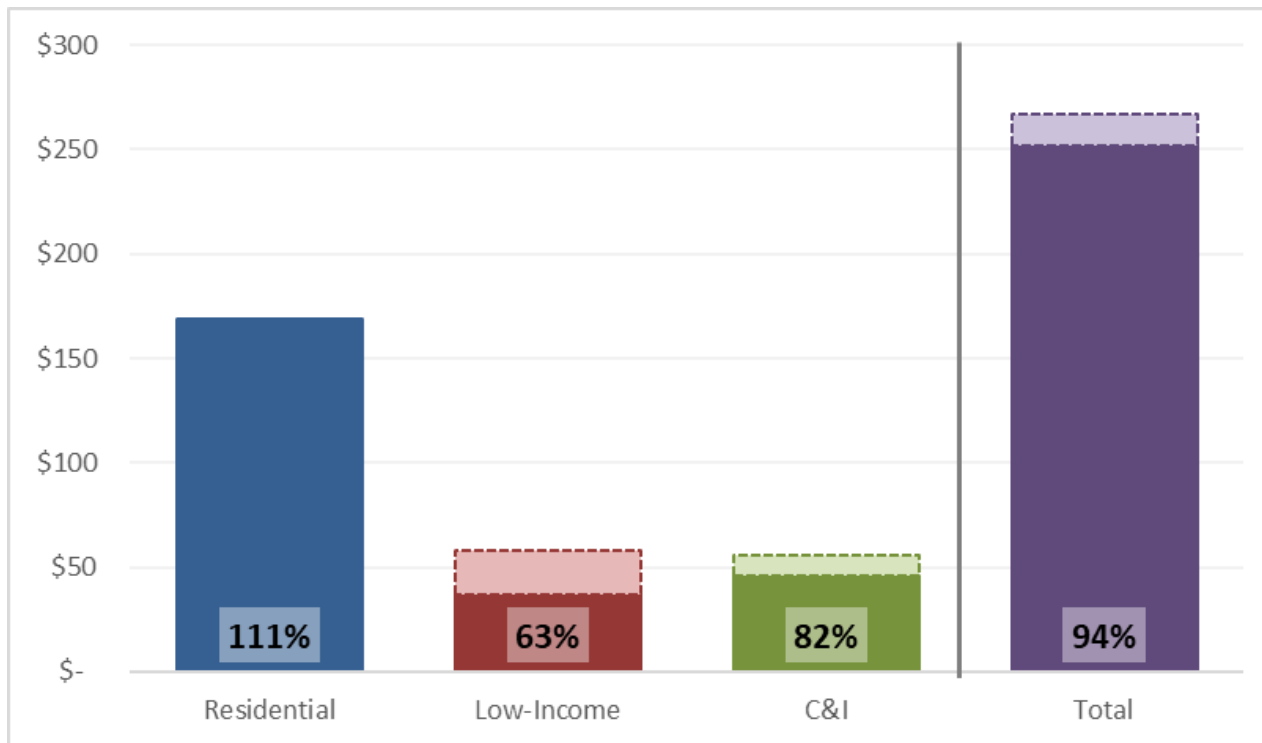


Gas Total Spend

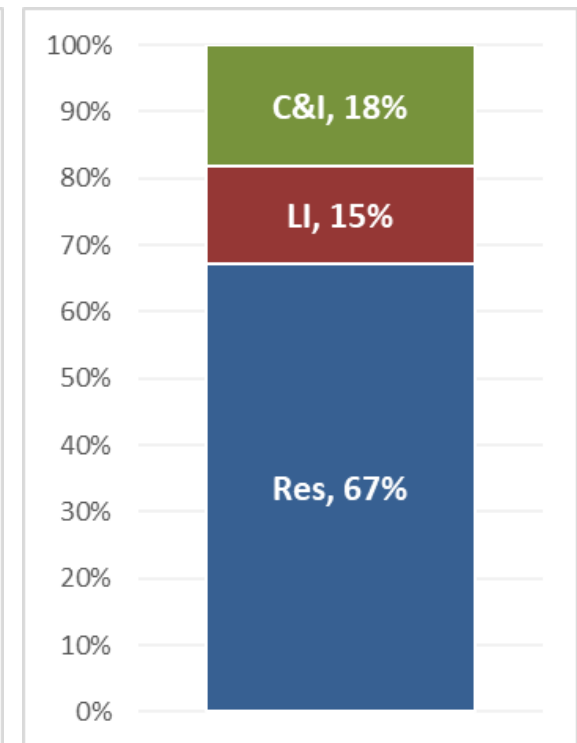


Statewide Achievements as Percent of 2020 Planned Goal (12/12 Months) 100% of plan year

Total Spend to Planned



Results by Sector



Gas Three-Year Lifetime Therm Performance

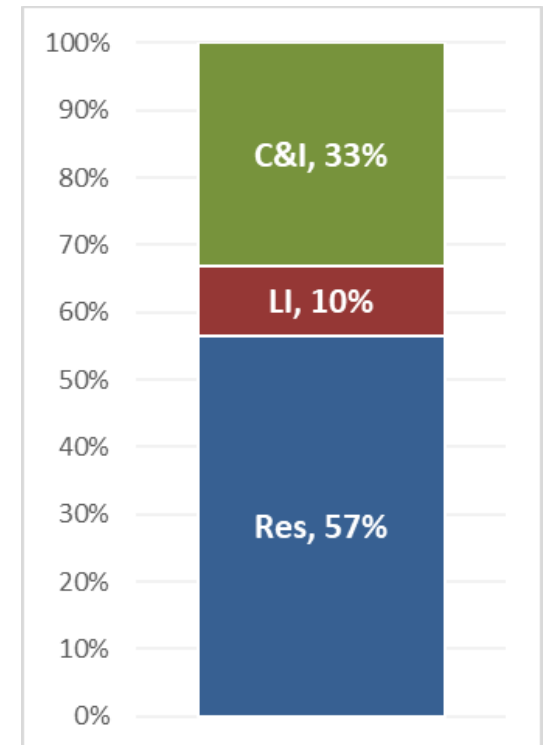


Statewide Achievements as Percent of 2019-2021 Planned Goal
(24/36 Months) 66% of plan year

Lifetime Therms to Goal



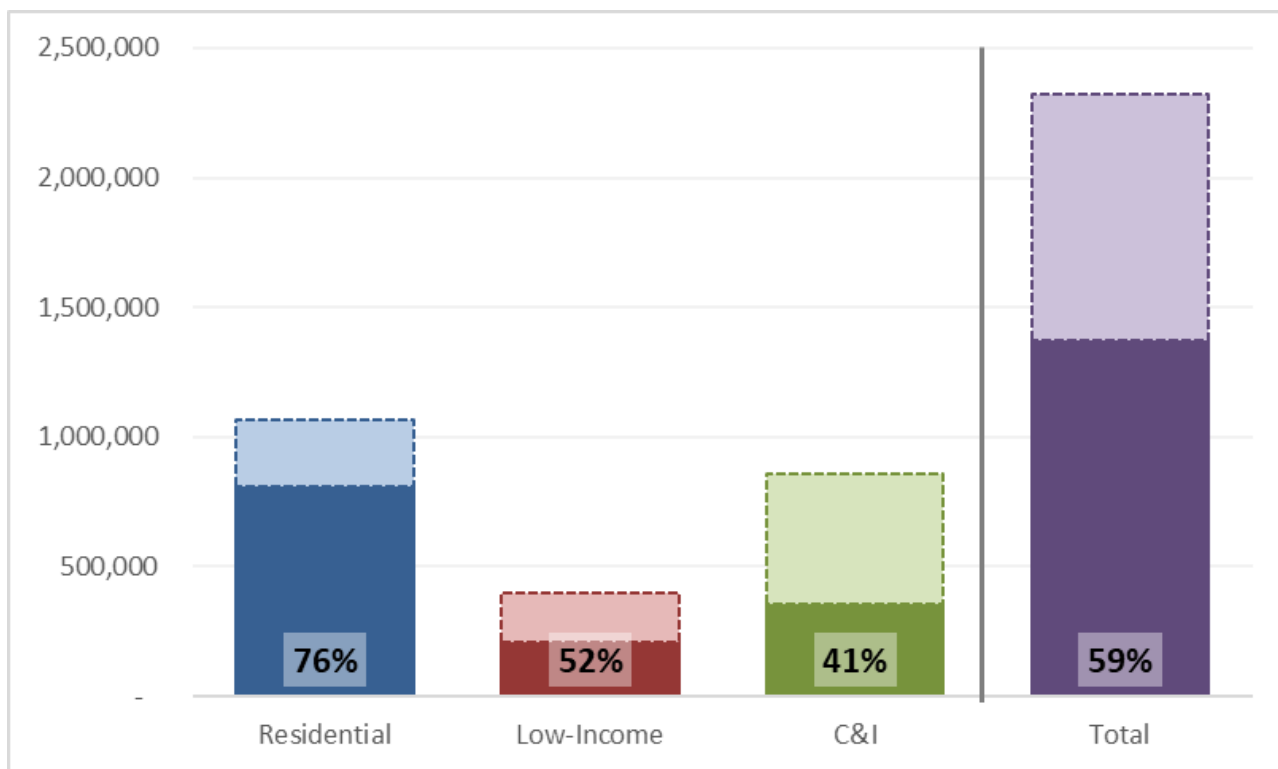
Results by Sector



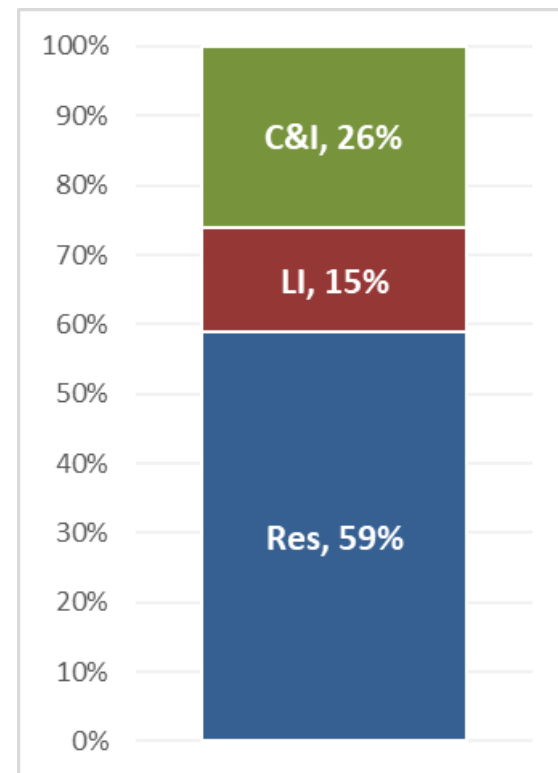
Gas Three-Year Total Benefits Performance



Total Benefits to Goal



Results by Sector

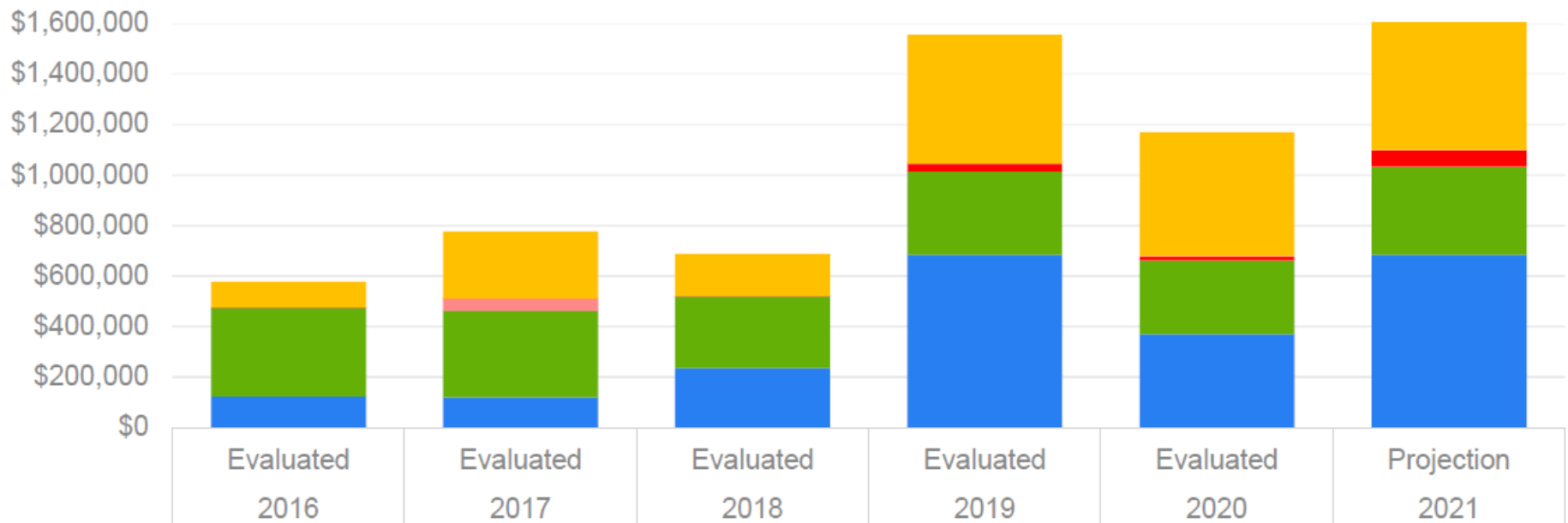


Updates on Activities: Workforce Development and Municipal Partnerships

WFD: History of Expenditures



STATEWIDE EXPENDITURE FOR WORKFORCE EFFORTS, 2016-2021



■ Residential Workforce Development - Sum of STAT

■ Other - Building Operator Certification - Sum of Incentive

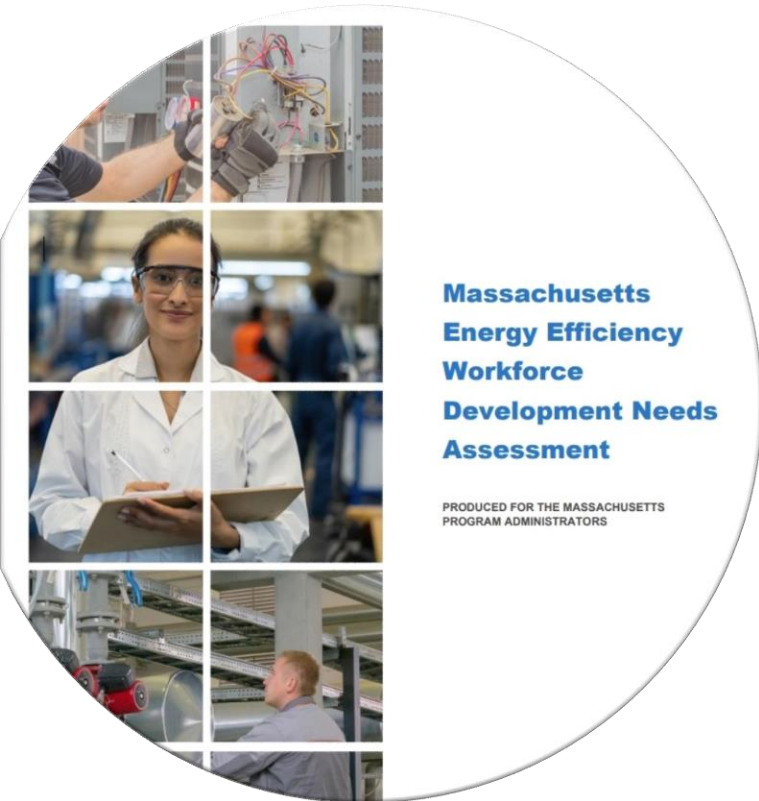
■ Income Eligible Workforce Development - Sum of STAT

■ Codes and Standards - Sum of STAT

■ C&I Workforce Development - Sum of STAT

Codes and standards training efforts and Building Operator Certification have associated savings, so they are accounted for separately from the "hard-to-measure" Workforce Development line item, where we do not claim savings; all are WFD and are included here.

WFD: Current Work



Access Needs

Entry-level pathways

Job matching

Continued education

Measurement

Clean Energy Pathways



Focus on equity

Focus on young adults in key energy efficiency fields

Targeted review of barriers to entry

Cohort-model to maximize success

Internship and post-internship payment + training through community-based organizations

Identify opportunities to expand High School career exploration programs into CEP

CEP Estimated Budget for 2021: \$946,064

WFD Recent Progress: December to-date



- Meeting with vocational technical schools and workforce CBOs in Fall River, Lawrence, Springfield, Boston to support participant selection and retention
- Selecting contractors to serve as internship placements
- Coordinating with MassCEC on programmatic alignment
- Working on baseline of Certified Diverse Enterprises in PA programs; National Grid and Eversource coordinating with internal Supplier Diversity teams
- Working with our K-12 education vendor NEED to develop career exploration days for students to be tested later in 2021
- Finalizing contract execution with new vendor

Municipal Partnerships – 2020 Results



% changes listed here compare 2019 and 2020 but do not account for the fact that **PAs adjusted goals with communities to 75% of the original goals set due to COVID**. Cells highlighted in green are ones where the community accomplished their adjusted 2020 goal.

Municipality	Amount of award achieved	% change online HEAs	% change res insulation jobs	% change res HVAC upgrades	% change Small Bus. Turnkey
Chelsea	97%	+155%	+33%	+152%	-46%
Framingham	100%	+2%	+21%	+2%	+198%
Lancaster	100%	+83%	-10%	+89%	+100%
Lawrence	94%	-2%	-8%	-30%	-44%
Methuen	89%	+43	-36%	+42	-74%
New Bedford	100%	-19%	+77%	+79%	+13%
Pittsfield	91%	-1%	-47%	+283%	+50%
Statewide	95.86%	+37%	+4%	+88%	+56%

Municipal Partnerships 2021



Andover

Cambridge

Chelsea

Framingham

Haverhill

Lawrence

Marshfield

Methuen

Westborough

Communities highlighted in green are second year participants.

Municipal Partnerships



Jan

- One on ones with each municipality, CAP(s) and PA teams
- MOUs signed by municipal administrators

Feb

- First monthly cohort call
- Data training on residential dashboard, other data tools, and participation mapping tool PAs and DNV-GL are developing for Municipal Partners
- Communities begin outreach to local groups
- Marketing materials finalized

Mar

- Press release sent out in Spanish, Portuguese, English- 7+ media hits
- Monthly cohort call with small business outreach training
- Final mapping tools sent to each community to aid in outreach
- One on one meetings continue

Thank you

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