



2021 Q3 Presentation of the Program Administrators

November 17, 2021

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2021 Comparison to 2019 and 2010 Q3 YTD



Electric

	2019		2020		2021	
Lifetime MWh	5,017,983	47%	4,057,199	27%	3,529,643	35%
Annual MWh	625,812	55%	535,648	42%	458,250	46%
Spending	\$360.4M	57%	\$312.5M	47%	\$409.2M	63%
Benefits	\$1.1B	50%	\$985.1M	39%	\$980.3M	44%

Gas

	2019		2020		2021	
Lifetime therms	232,232,643	53%	158,238,945	38%	246,319,403	58%
Annual therms	16,773,243	56%	11,747,183	36%	10,804,459	51%
Spending	\$170.4M	66%	\$135.9M	51%	199.8M	73%
Benefits	\$404.8M	53%	\$313.4M	40%	\$484.6M	61%



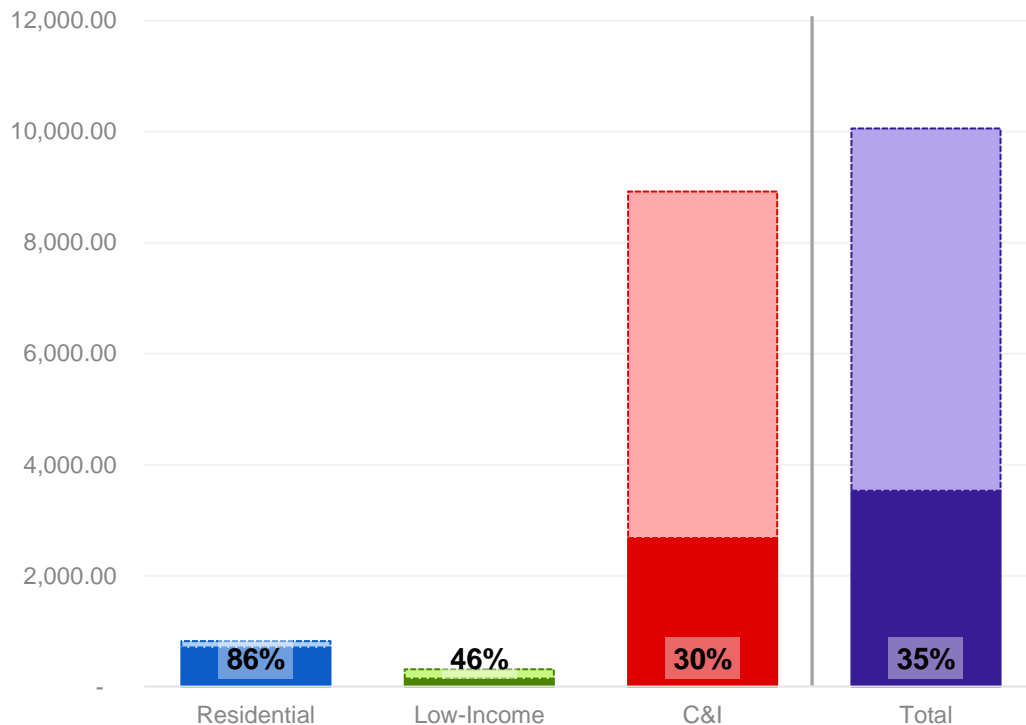
Q3 Electric Performance

Q3 2021 Electric Lifetime Savings

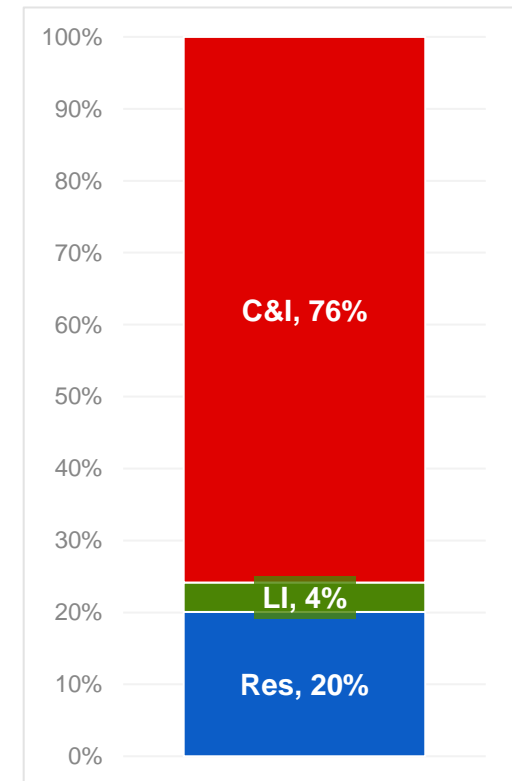


Statewide Achievements as Percent of 2021 Planned Goal (9/12 Months) 75% of plan year

Lifetime MWh to Goal



Results by Sector

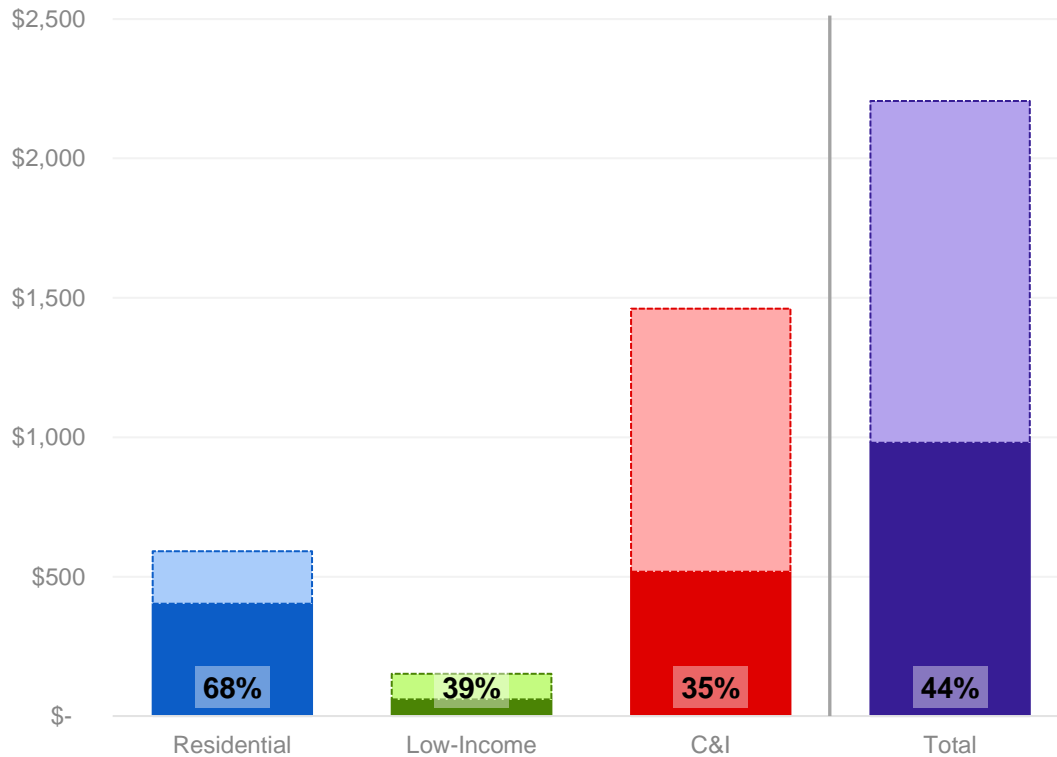


Q3 2021 Electric Total Benefits

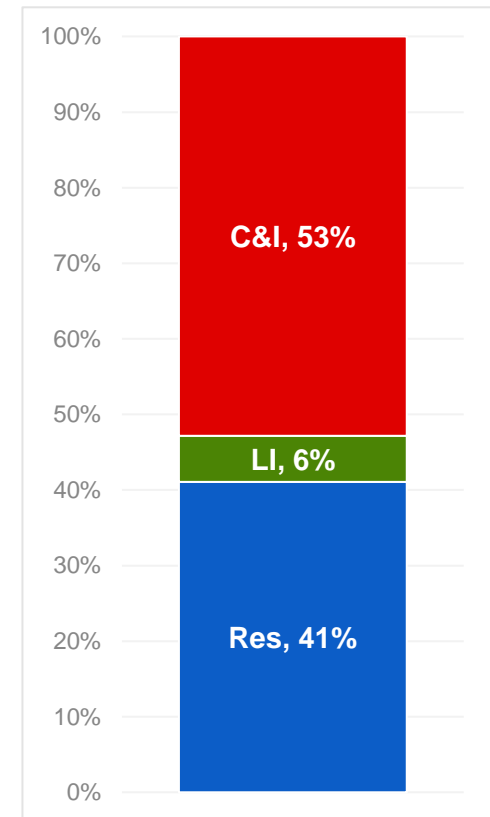


Statewide Achievements as Percent of 2021 Planned Goal (9/12 Months) 75% of plan year

Total Benefits to Goal



Results by Sector

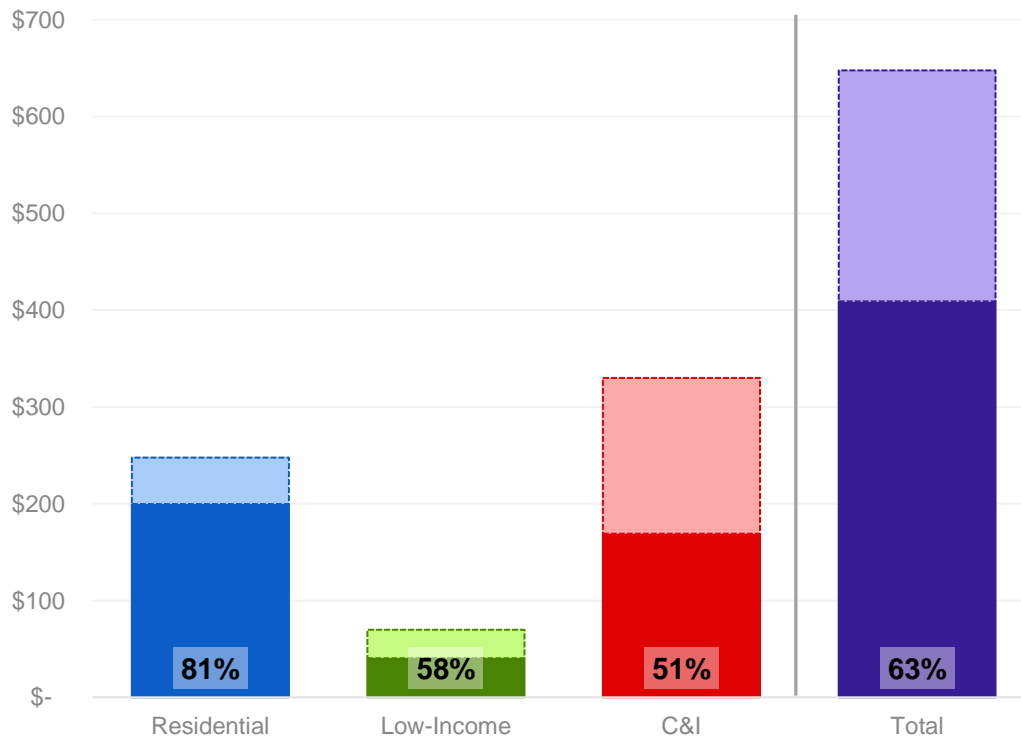


Q3 2021 Total Electric Spend

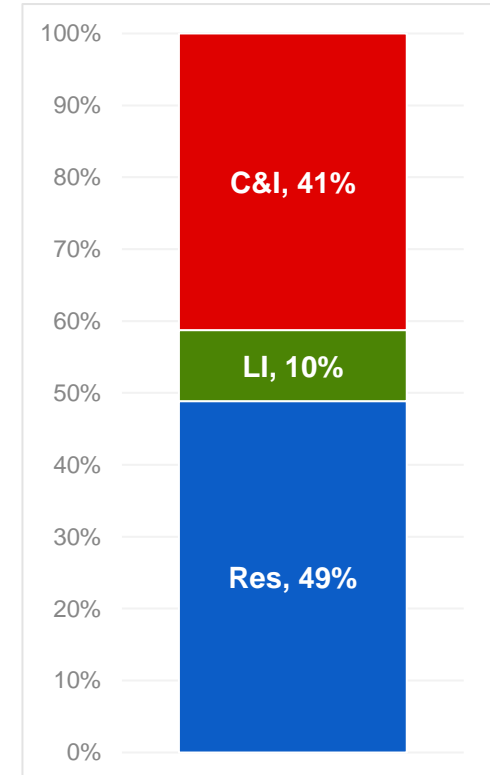


Statewide Achievements as Percent of 2021 Planned Goal (9/12 Months) 75% of plan year

Total Spend to Planned



Results by Sector

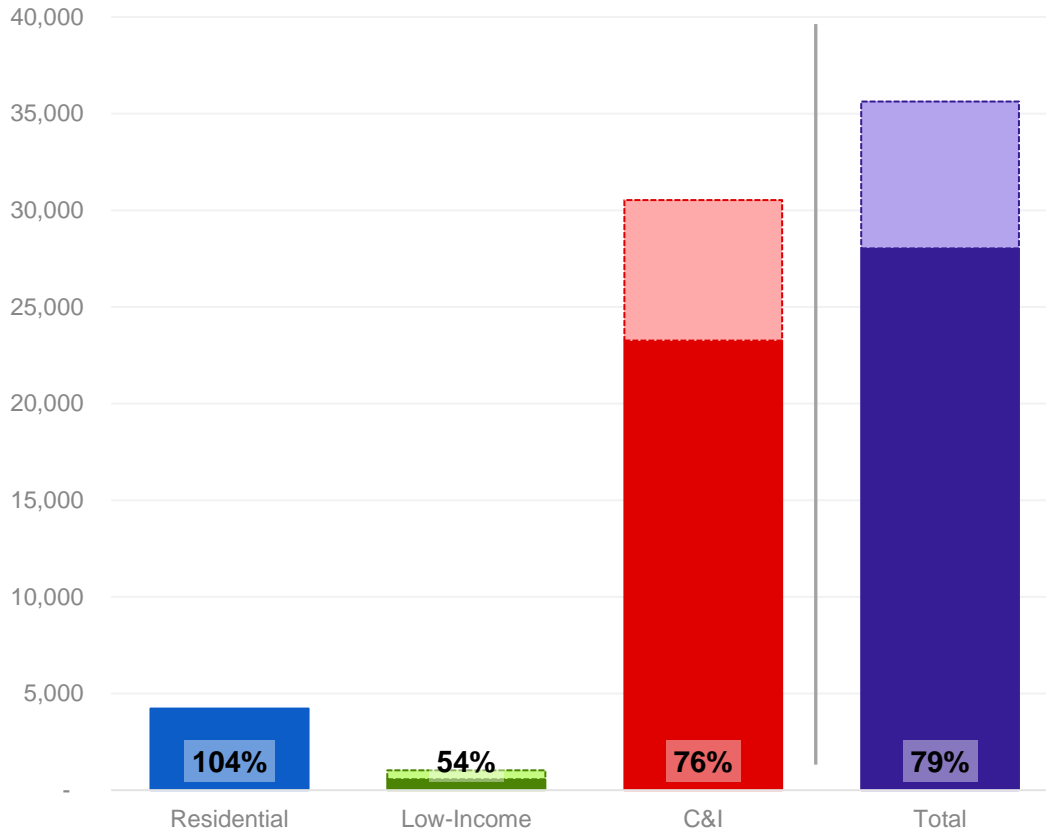


Electric Cumulative Lifetime Savings

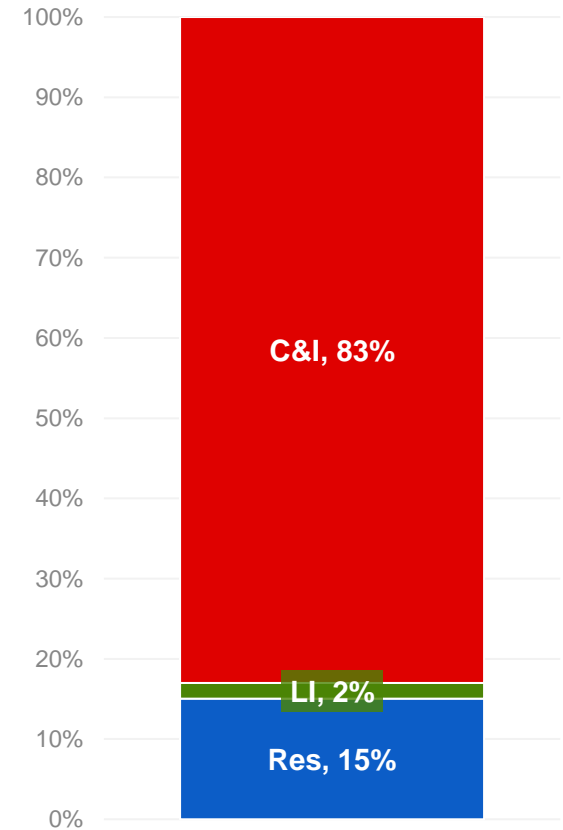


Statewide Achievements as Percent of 2019-2021 Planned Goal
(33/36 Months) 92% of plan year

Lifetime MWh to Goal



Results by Sector

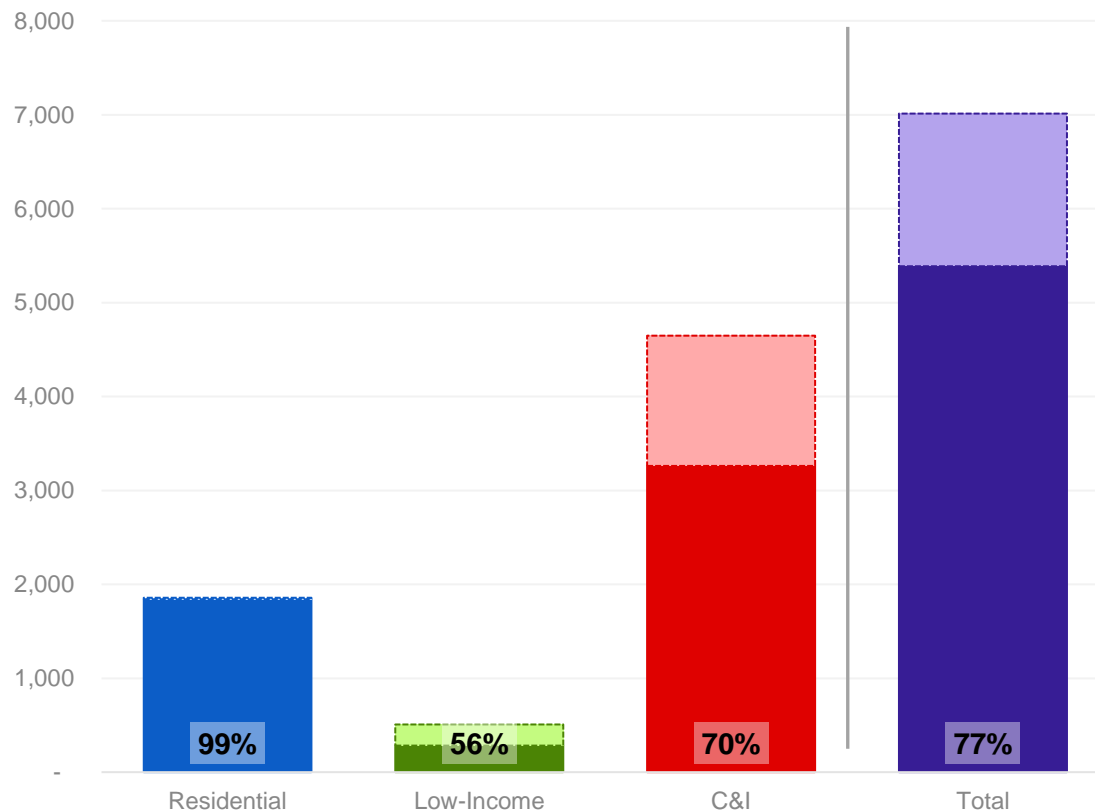


Electric Cumulative Total Benefits

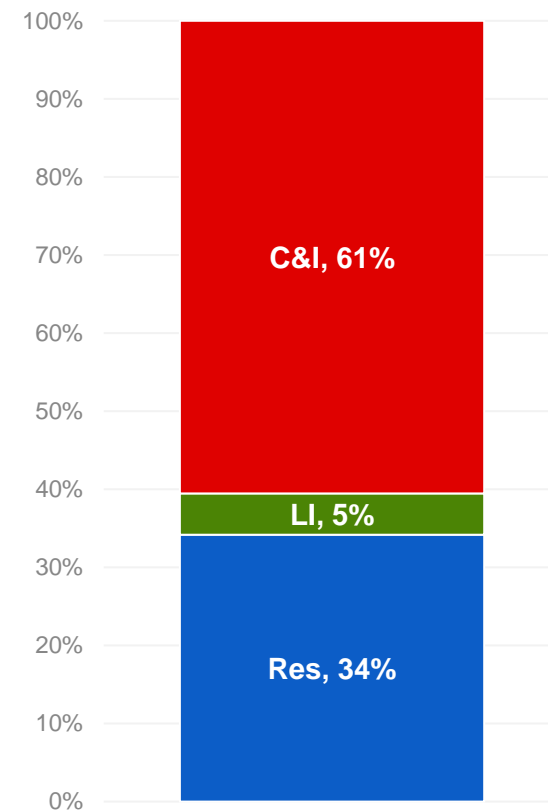


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Total Benefits to Goal



Results by Sector



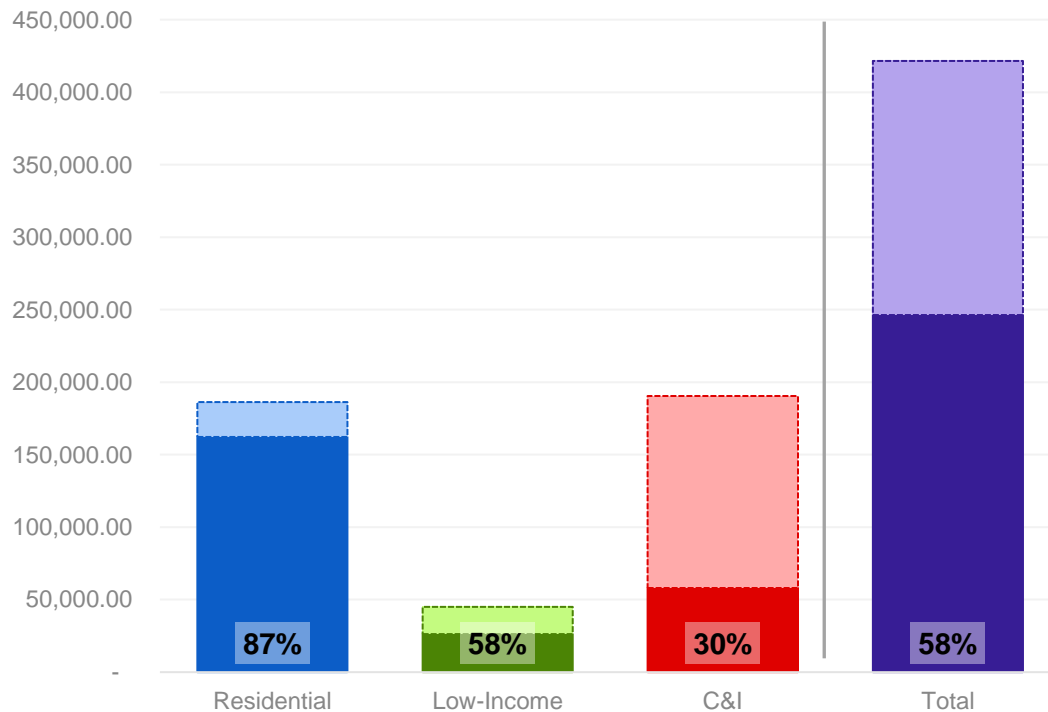
Q3 Gas Performance

Q3 2021 Gas Lifetime Savings

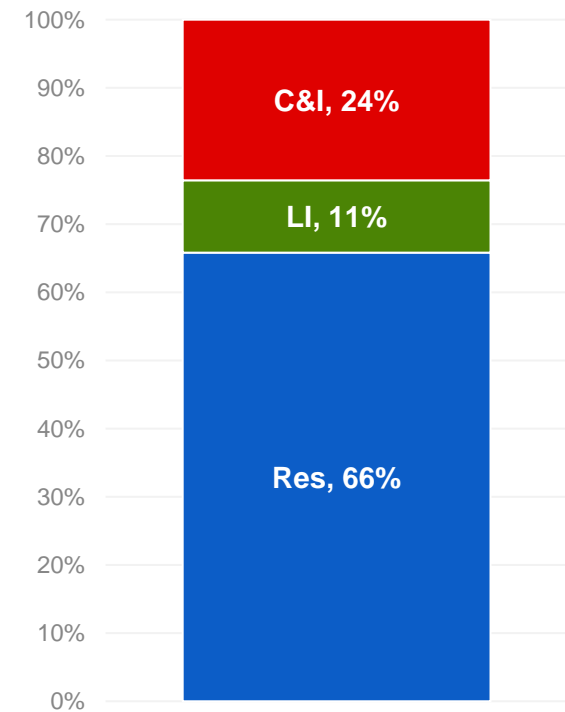


Statewide Achievements as Percent of 2021 Planned Goal (9/12 Months) 75% of plan year

Lifetime Therms to Goal



Results by Sector

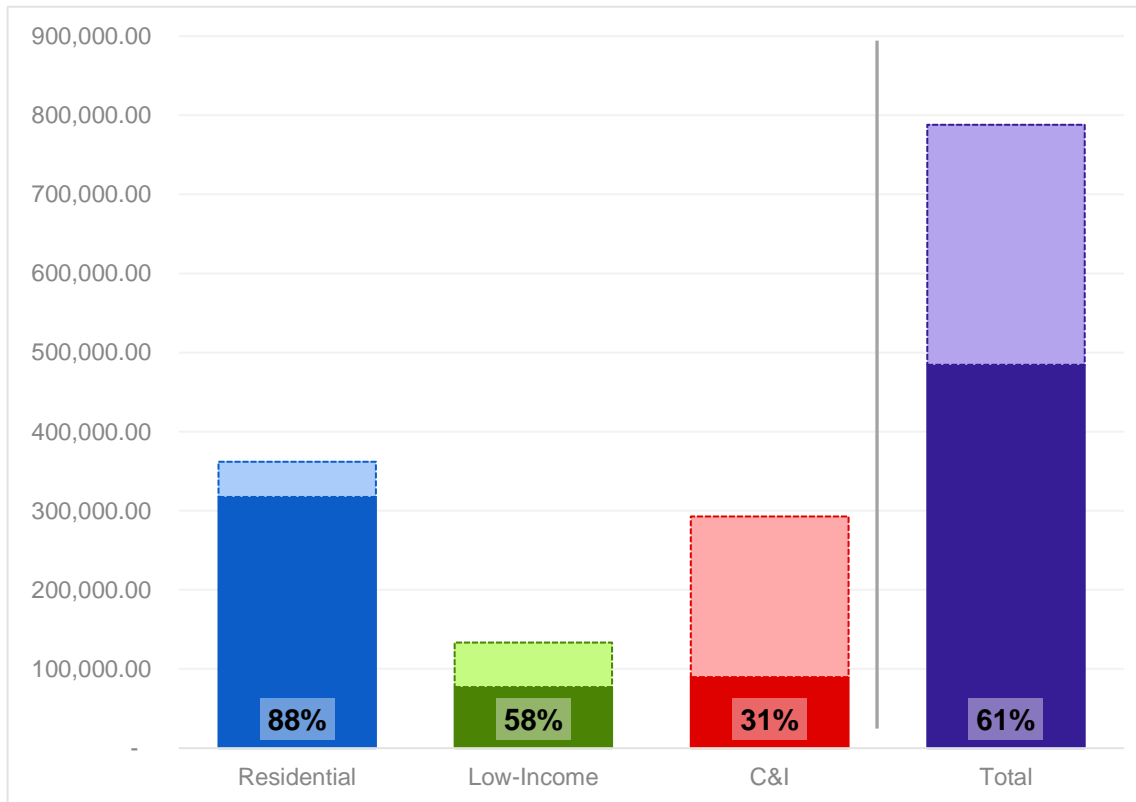


Q3 2021 Gas Total Benefits

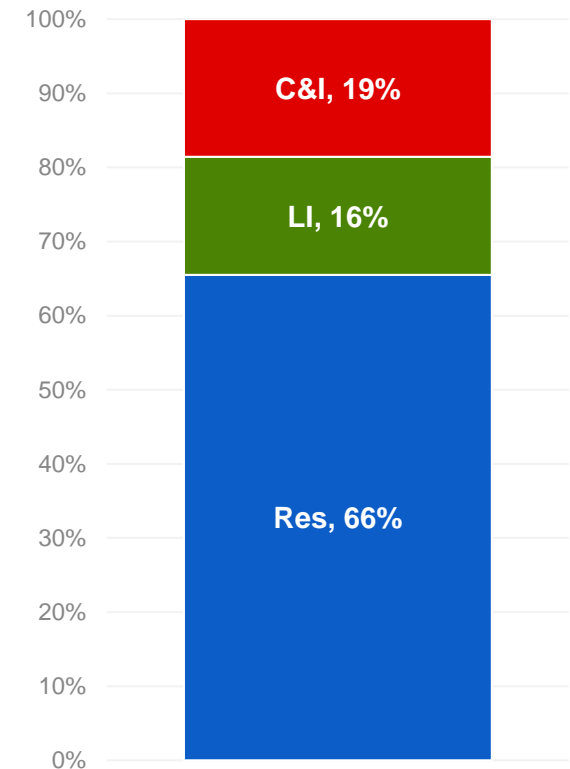


Statewide Achievements as Percent of 2021 Planned Goal (9/12 Months) 75% of plan year

Total Benefits to Goal



Results by Sector

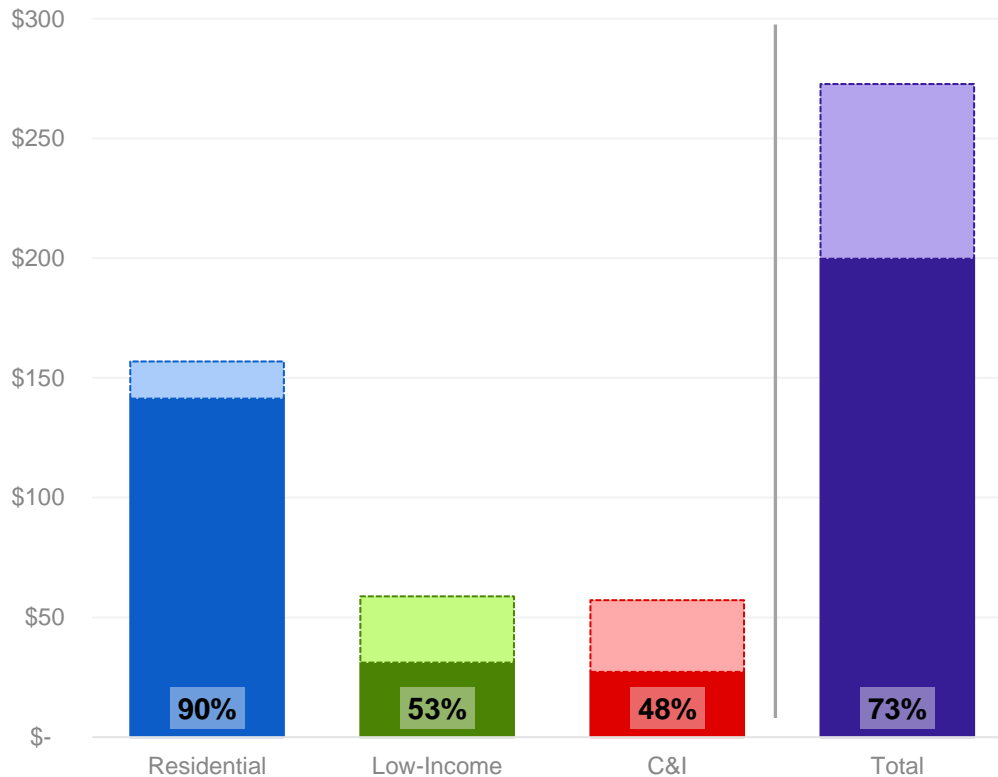


Q3 2021 Total Gas Spend

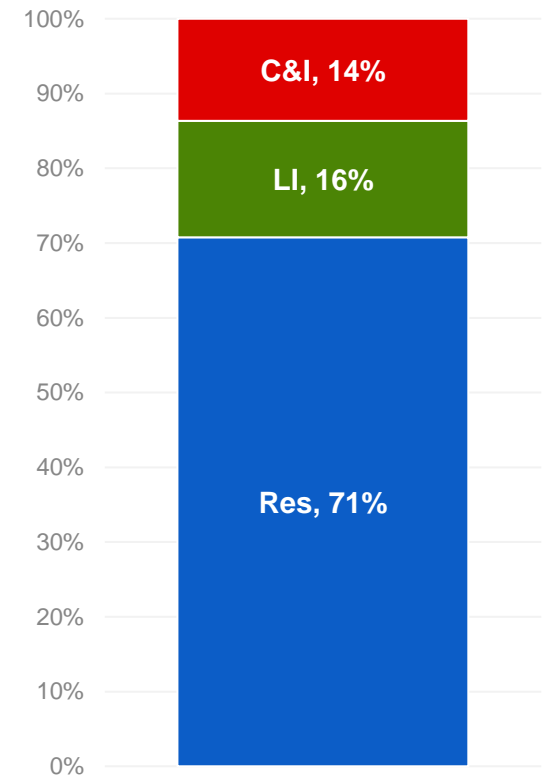


Statewide Achievements as Percent of 2021 Planned Goal (9/12 Months) 75% of plan year

Total Spend to Planned



Results by Sector

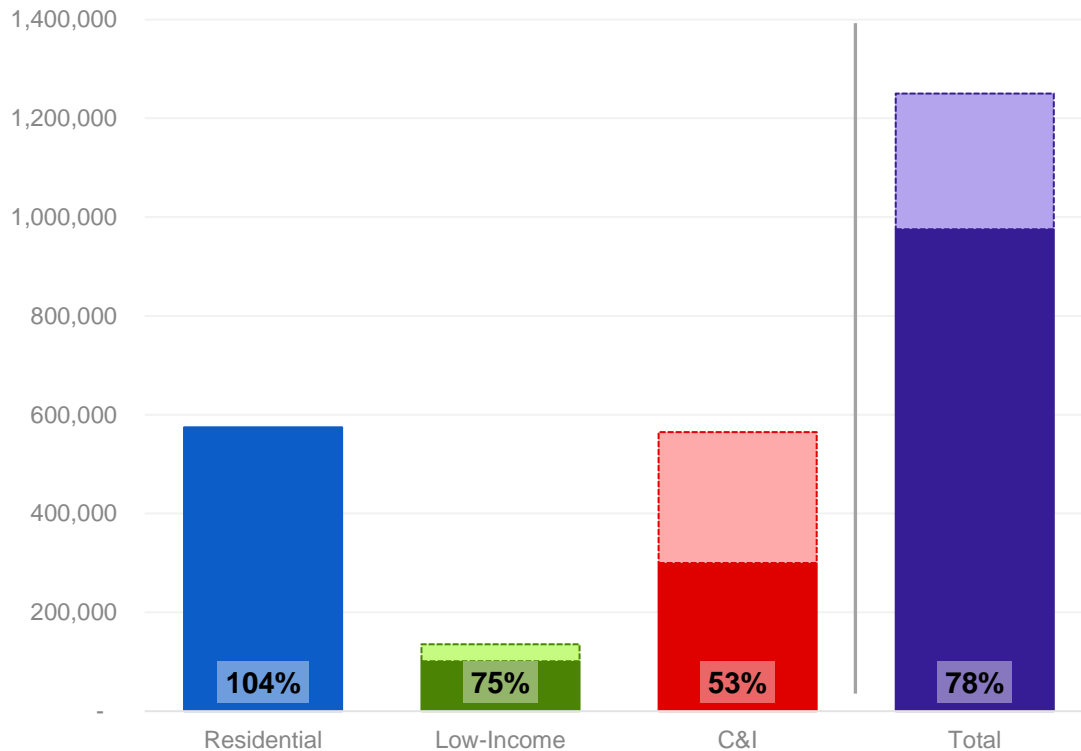


Gas Cumulative Lifetime Savings

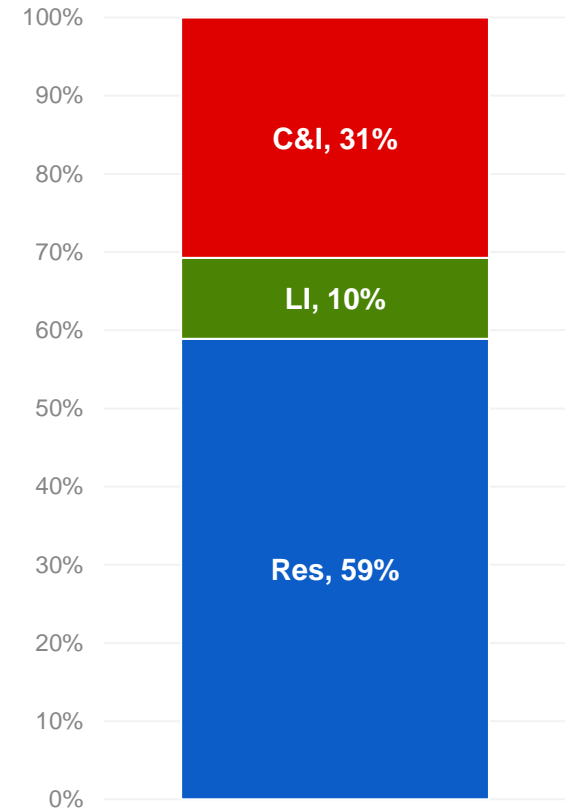


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Lifetime Therms to Goal



Results by Sector

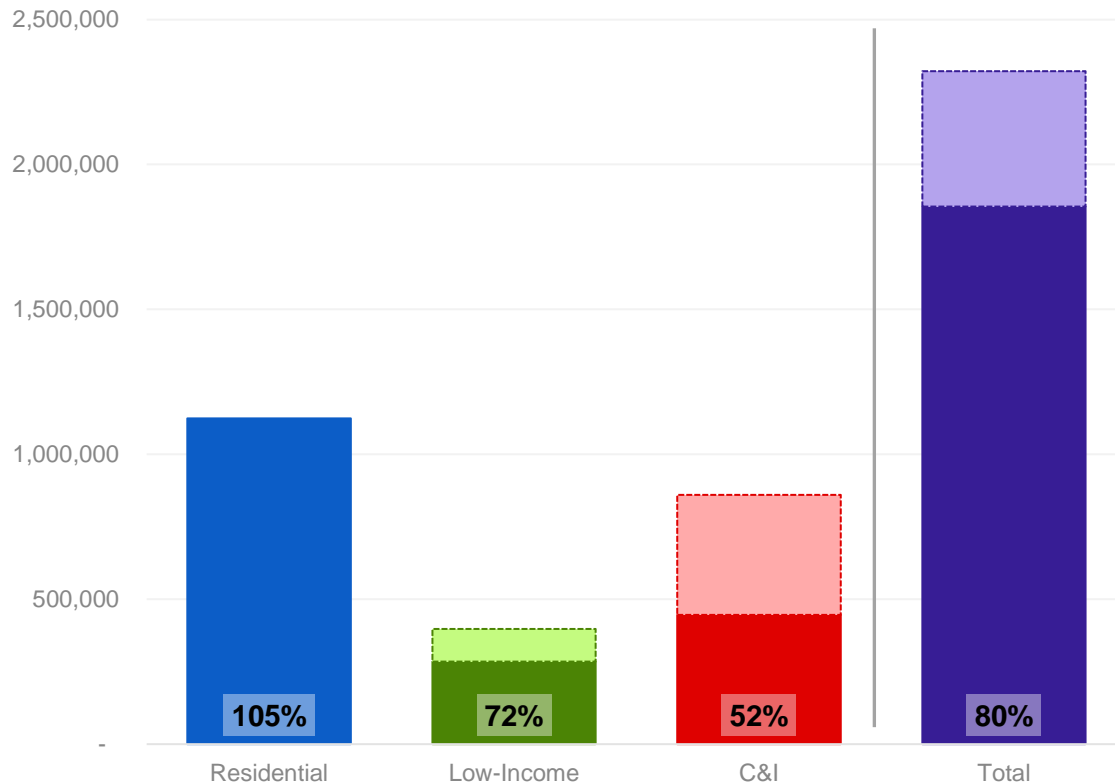


Gas Cumulative Total Benefits

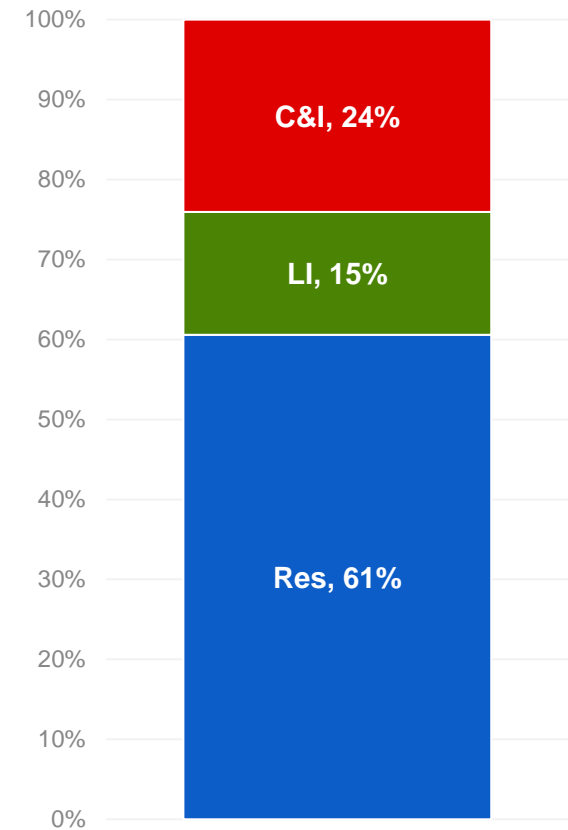


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Total Benefits to Goal



Results by Sector



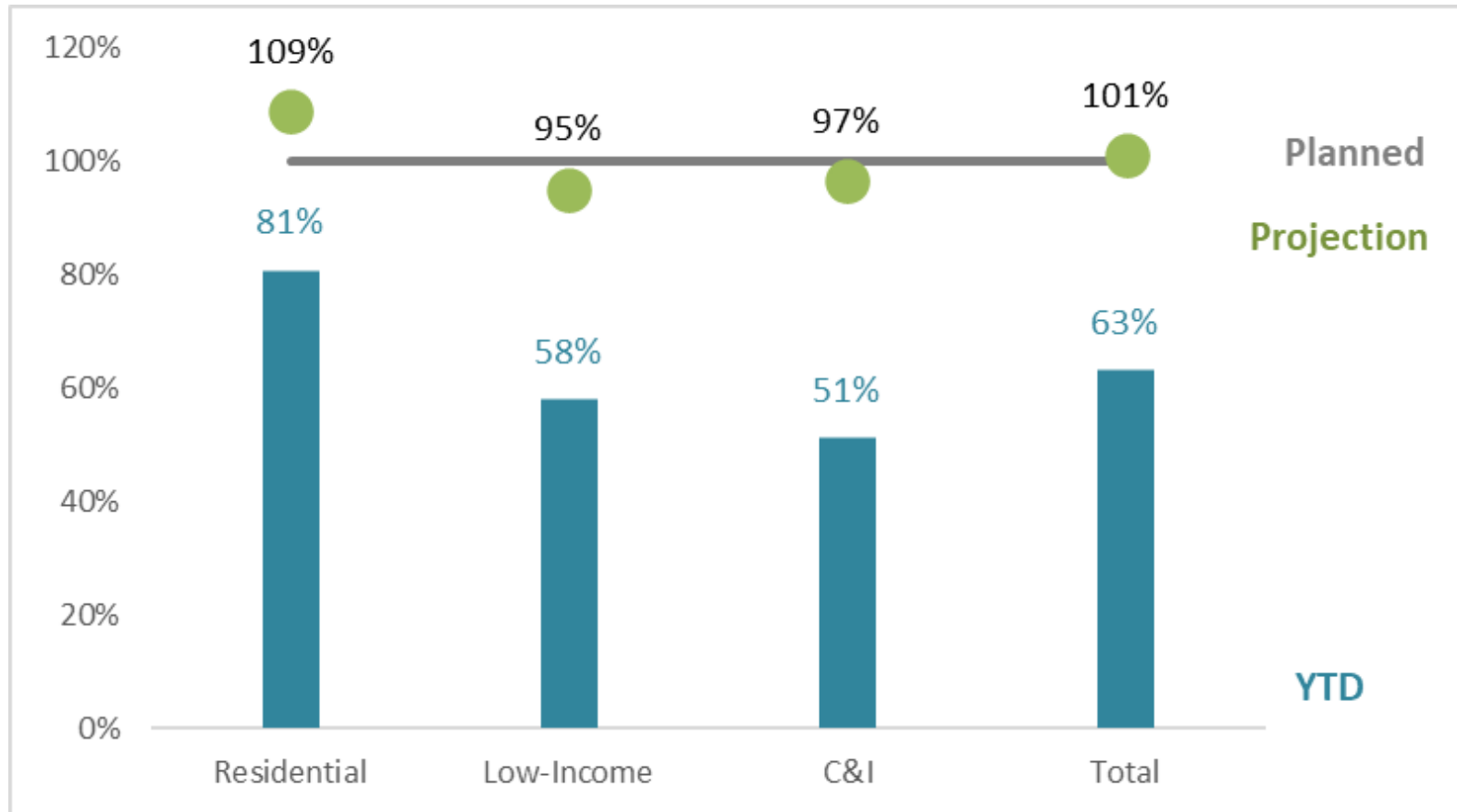


Q3 Forecasts

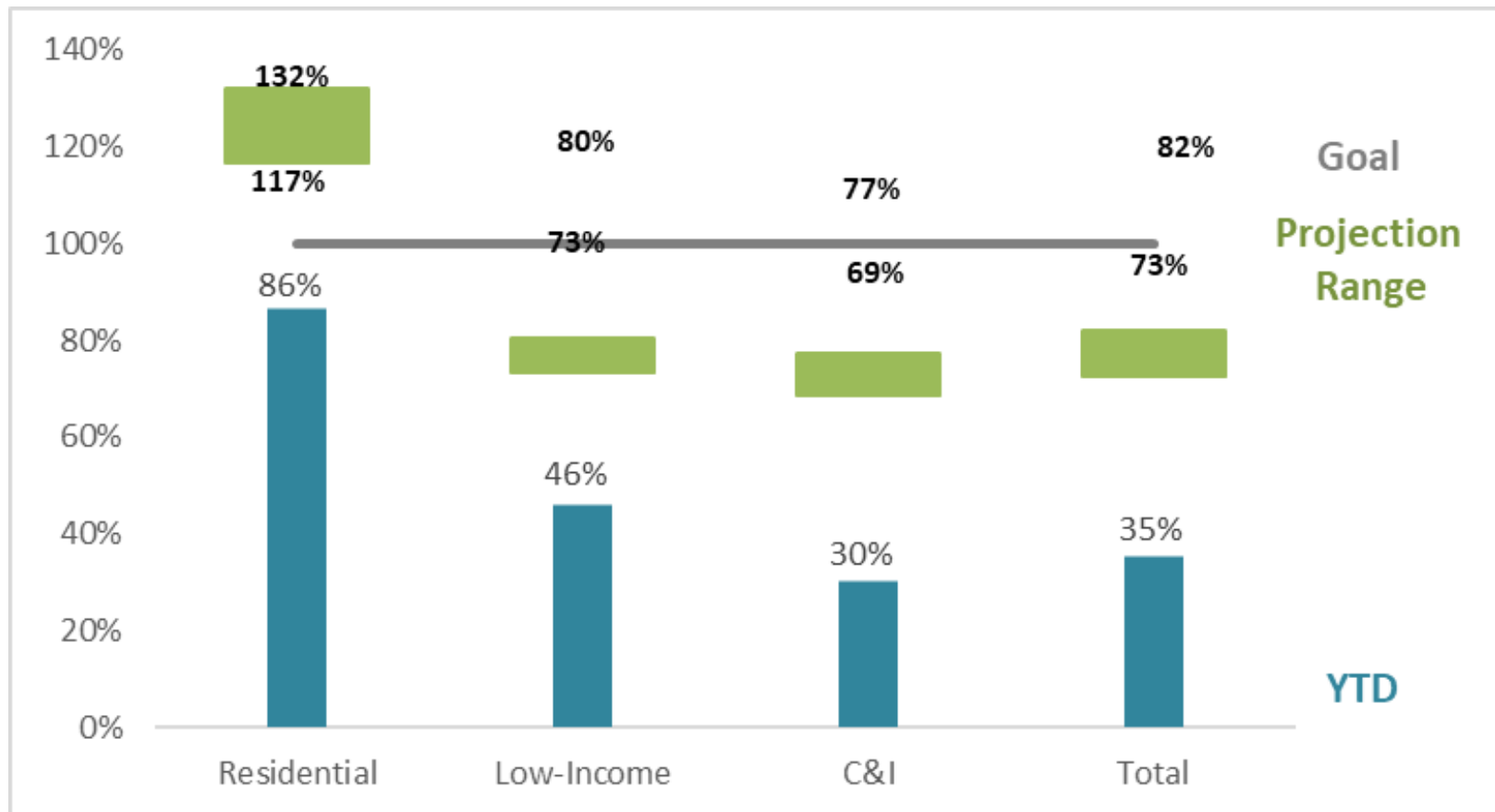
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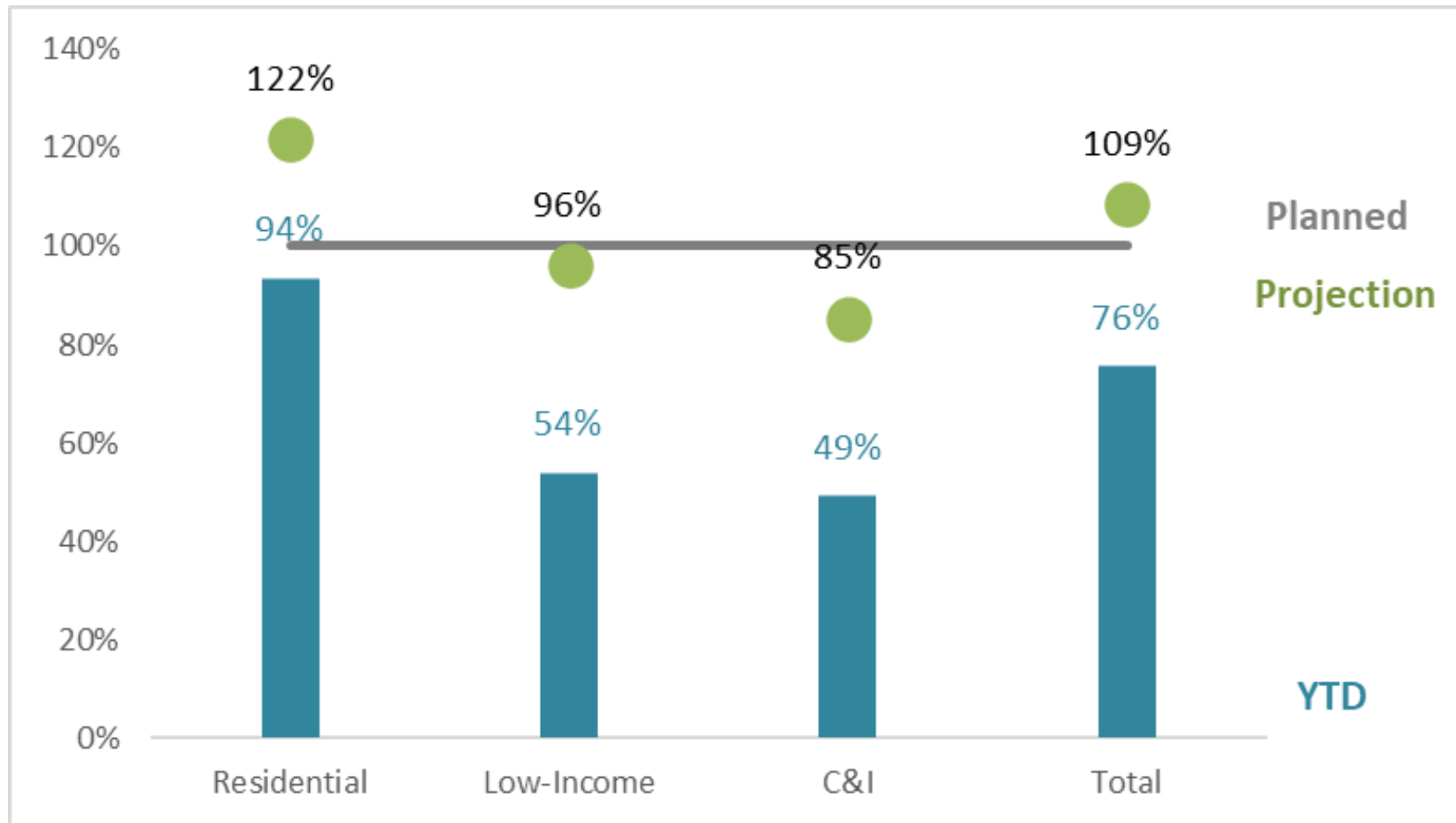
2021 Electric Spending Forecast



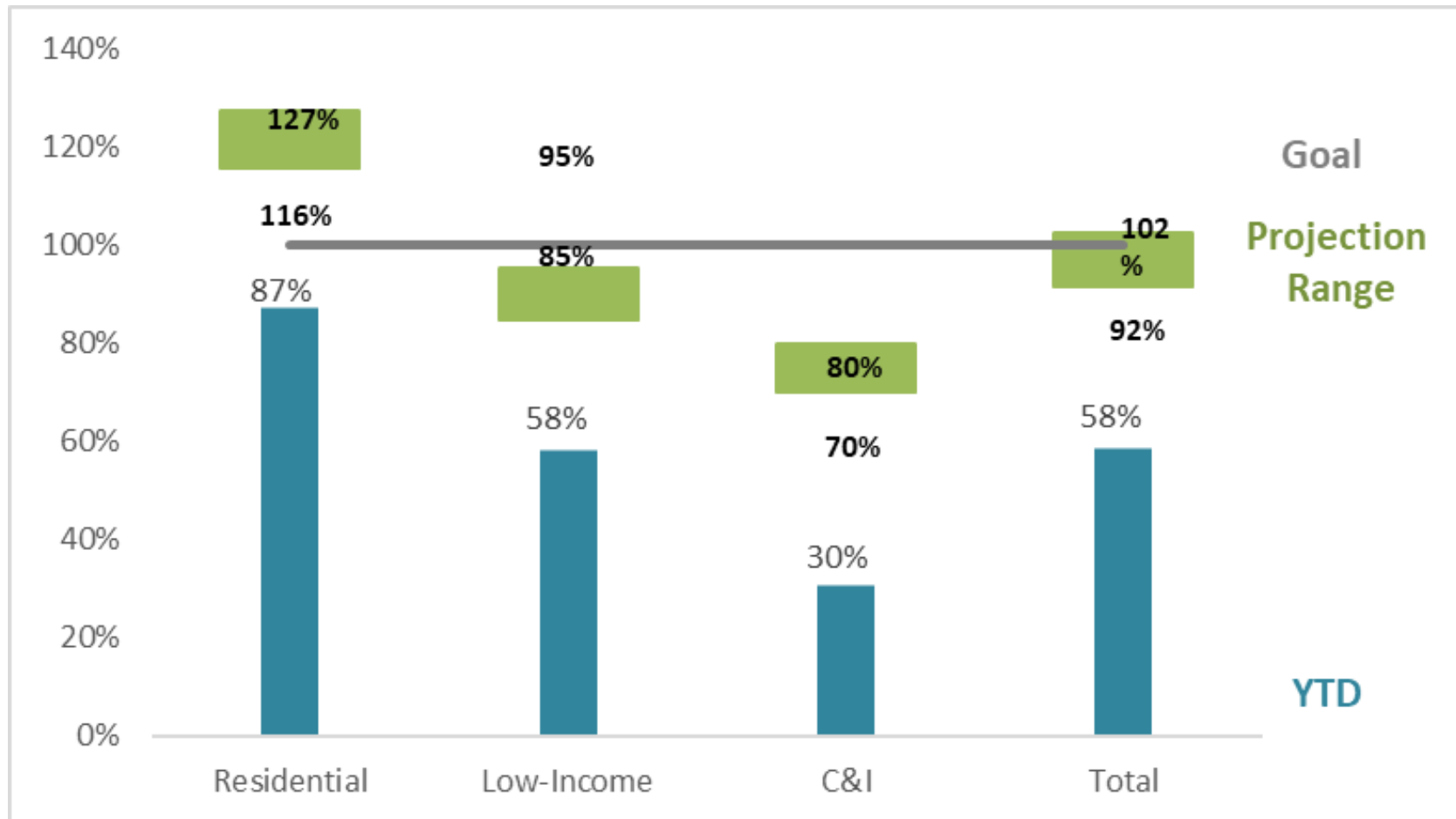
2021 Electric Lifetime Savings Forecast



2021 Gas Spending Forecast



2021 Gas Lifetime Savings Forecast





Program Updates

- Mass Save Community First Program Applications Released - PAs prioritized outreach to communities to increase awareness by:
 - Hosting two community feedback webinars to socialize program enhancements, and two informal webinars to support the application release and provide nonprofit and town officials the opportunity to ask questions related to the program goals and application process
 - Direct outreach to the 38 priority EJC towns/cities selected for the 2022-2024 Plan
 - Working to finalize the lead vendor selection to support program participants in reaching program goals
- Clean Energy Pathways Launch
 - The PAs have successfully placed 12 interns in the first Clean Energy Pathways cohort, with 100% of interns coming from Environmental Justice communities and representing diverse backgrounds
 - PAs successfully partnered with Asian American Civic Association, Greater Lawrence Technical High School, MassHire Bristol, and MassHire Springfield in Boston, Lawrence, Fall River, and Springfield respectively to solicit applications for the inaugural Clean Energy Pathways internship program cohort

- Small Business – PAs held twenty-seven Main Streets events in the third quarter, aimed at meeting small business owners and offering on-the-spot no-cost energy assessments
- Midstream Pathway – PAs continued to make improvements to the midstream pathway, including launching promotions and adding new measures
 - Promotions on condensing storage and volume gas water heaters, a wide variety of lighting products (such as LED troffers with controls and high/low bay fixtures with controls)
 - New measures include: Commercial Gas Pool Heaters, Commercial High-Speed Clothes Washers, Commercial PEI-Rated Efficient Water Pumps

Thank you

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