2021 Q3 Presentation of the Program Administrators

November 17, 2021
# 2021 Comparison to 2019 and 2010 Q3 YTD

## Electric

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lifetime MWh</td>
<td>5,017,983</td>
<td>4,057,199</td>
<td>3,529,643</td>
</tr>
<tr>
<td>Annual MWh</td>
<td>625,812</td>
<td>535,648</td>
<td>458,250</td>
</tr>
<tr>
<td>Spending</td>
<td>$360.4M</td>
<td>$312.5M</td>
<td>$409.2M</td>
</tr>
<tr>
<td>Benefits</td>
<td>$1.1B</td>
<td>$985.1M</td>
<td>$980.3M</td>
</tr>
</tbody>
</table>

## Gas

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lifetime therms</td>
<td>232,232,643</td>
<td>158,238,945</td>
<td>246,319,403</td>
</tr>
<tr>
<td>Annual therms</td>
<td>16,773,243</td>
<td>11,747,183</td>
<td>10,804,459</td>
</tr>
<tr>
<td>Spending</td>
<td>$170.4M</td>
<td>$135.9M</td>
<td>$199.8M</td>
</tr>
<tr>
<td>Benefits</td>
<td>$404.8M</td>
<td>$313.4M</td>
<td>$484.6M</td>
</tr>
</tbody>
</table>
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

- Residential: 86%
- Low-Income: 46%
- C&I: 30%
- Total: 35%

- C&I, 76%
- LI, 4%
- Res, 20%
Statewide Achievements as Percent of 2021 Planned Goal
(9/12 Months) 75% of plan year

Total Benefits to Goal

Results by Sector

C&I, 53%
LI, 6%
Res, 41%
Q3 2021 Total Electric Spend

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

Total Spend to Planned

<table>
<thead>
<tr>
<th>Sector</th>
<th>Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>81%</td>
</tr>
<tr>
<td>Low-Income</td>
<td>58%</td>
</tr>
<tr>
<td>C&amp;I</td>
<td>51%</td>
</tr>
<tr>
<td>Total</td>
<td>63%</td>
</tr>
</tbody>
</table>

Results by Sector

- C&I, 41%
- LI, 10%
- Res, 49%
Statewide Achievements as Percent of 2019-2021 Planned Goal (33/36 Months) 92% of plan year

**Lifetime MWh to Goal**

- Residential: 104%
- Low-Income: 54%
- C&I: 76%
- Total: 79%

**Results by Sector**

- C&I: 83%
- Res: 15%
- LI: 2%
Electric Cumulative Total Benefits

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

Total Benefits to Goal

Results by Sector

- **Residential**: 99%
- **Low-Income**: 56%
- **C&I**: 70%
- **Total**: 77%

- **C&I, 61%**
- **LI, 5%**
- **Res, 34%**
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

- Residential: 87%
- Low-Income: 58%
- C&I: 30%
- Total: 58%

- C&I, 24%
- LI, 11%
- Res, 66%
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

<table>
<thead>
<tr>
<th>Sector</th>
<th>88%</th>
<th>58%</th>
<th>31%</th>
<th>61%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Low-Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>C&amp;I</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Q3 2021 Total Gas Spend

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

Total Spend to Planned

<table>
<thead>
<tr>
<th>Sector</th>
<th>Results</th>
<th>Planned</th>
<th>Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>90%</td>
<td>$100</td>
<td>$150</td>
</tr>
<tr>
<td>Low-Income</td>
<td>53%</td>
<td>$50</td>
<td>$75</td>
</tr>
<tr>
<td>C&amp;I</td>
<td>48%</td>
<td>$30</td>
<td>$40</td>
</tr>
<tr>
<td>Total</td>
<td>73%</td>
<td>$260</td>
<td>$360</td>
</tr>
</tbody>
</table>

Results by Sector

- Res, 71%
- LI, 16%
- C&I, 14%
Gas Cumulative Lifetime Savings

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

Lifetime Therms to Goal

Results by Sector

- Residential: 104%
- Low-Income: 75%
- C&I: 53%
- Total: 78%

- C&I: 31%
- LI: 10%
- Res: 59%
Gas Cumulative Total Benefits

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

Total Benefits to Goal

Results by Sector

- Residential: 105%
- Low-Income: 72%
- C&I: 52%
- Total: 80%

- C&I, 24%
- LI, 15%
- Res, 61%
Q3 Forecasts
2021 Electric Spending Forecast

- Residential: 109%
- Low-Income: 95%
- C&I: 97%
- Total: 101%

Planned Projection

YTD

- Residential: 81%
- Low-Income: 58%
- C&I: 51%
- Total: 63%
2021 Electric Lifetime Savings Forecast

Goal
Projection Range

132%  80%  77%  82%
117%  73%  69%  73%

86%  46%  30%  35%

Residential  Low-Income  C&I  Total

YTD
2021 Gas Spending Forecast

- Residential: 122%
- Low-Income: 94%
- C&I: 96%
- Total: 85%

Planned Projection

YTD

Residential
Low-Income
C&I
Total
2021 Gas Lifetime Savings Forecast

Goal

Projection Range

YTD
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