



# Quarterly Report Fourth Quarter – 2010 in Review

*Presentation to the EEAC*

*February 8, 2010*



- The PAs delivered on their goals in 2010
- Overall electric and gas savings and benefits were very close to challenging Year 1 goals, in many cases exceeding goals
- Overall electric and gas spending was under budgeted amounts, while strong savings levels were achieved
- Residential and C&I had strong performance, low-income had more challenges (but some important “ramp-up” successes)
- Note that numbers are preliminary and subject to quality control and revision (certain numbers contained herein may be slightly different than the original quarterly report submission due to QC that has already taken place)

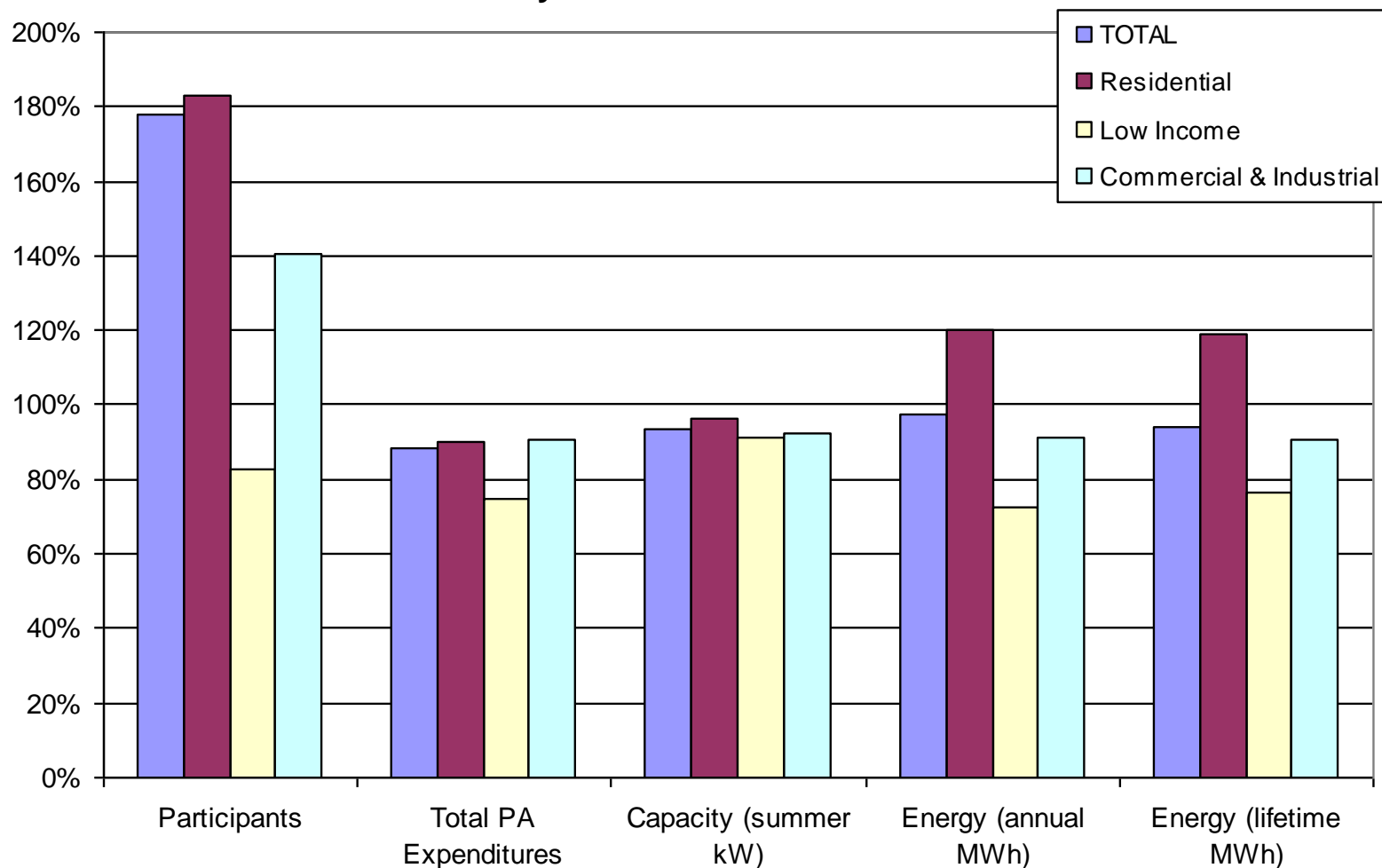


# Portfolio Summary – Electric Statewide

- YTD to goal – Strong PA Performance
  - Participation - 178%
  - Spending - 88%
  - Savings:
    - Summer kW demand - 93%
    - Annual mWh savings - 98%
    - Lifetime mWh savings – 97%
  - Benefits:
    - Total benefits – 96%
    - Electric benefits – 98%
    - Non-electric benefits – 89%

## Statewide Electric Programs - Q4, 2010

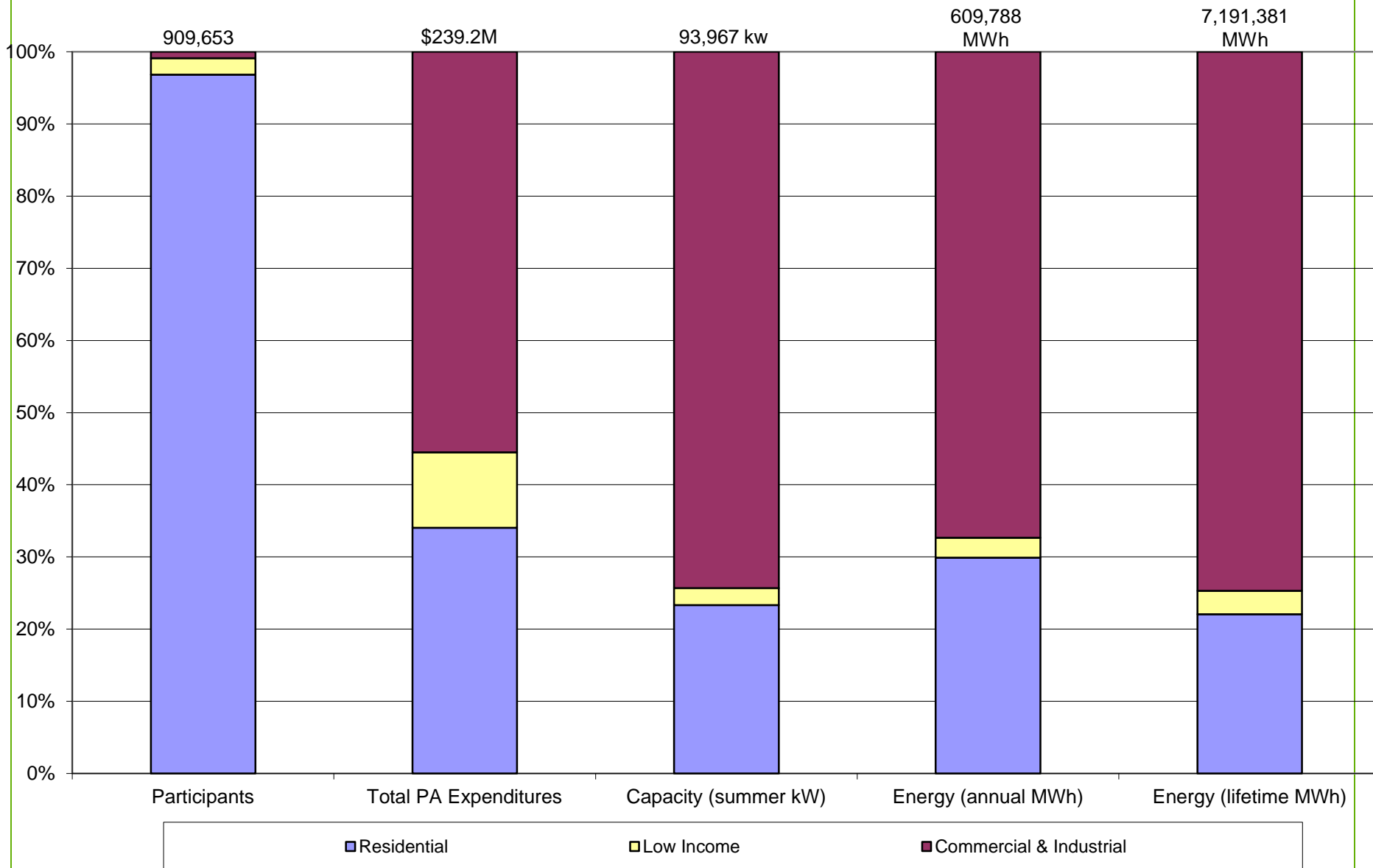
### YTD Preliminary Actuals as a Percent of Plan Goal



NOTES: Some Quarter 1, 2 and 3 data has been updated. This data is preliminary and subject to revision and check. Costs and savings will not align until year end and it is important to understand that savings and costs do not accrue linearly throughout the program year.

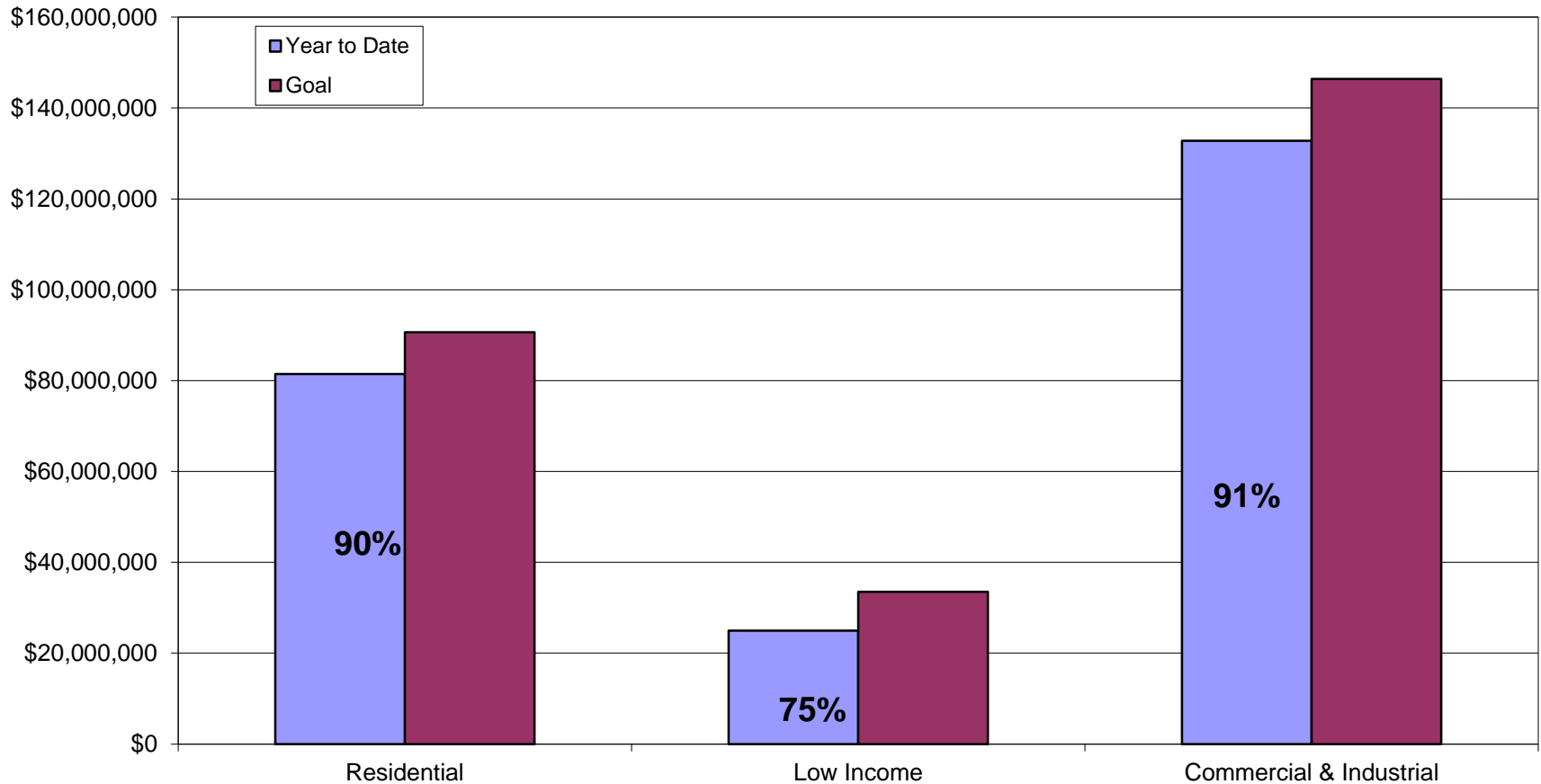
## Statewide Electric Programs - Q4, 2010

### Sector Contributions to YTD Costs and Savings



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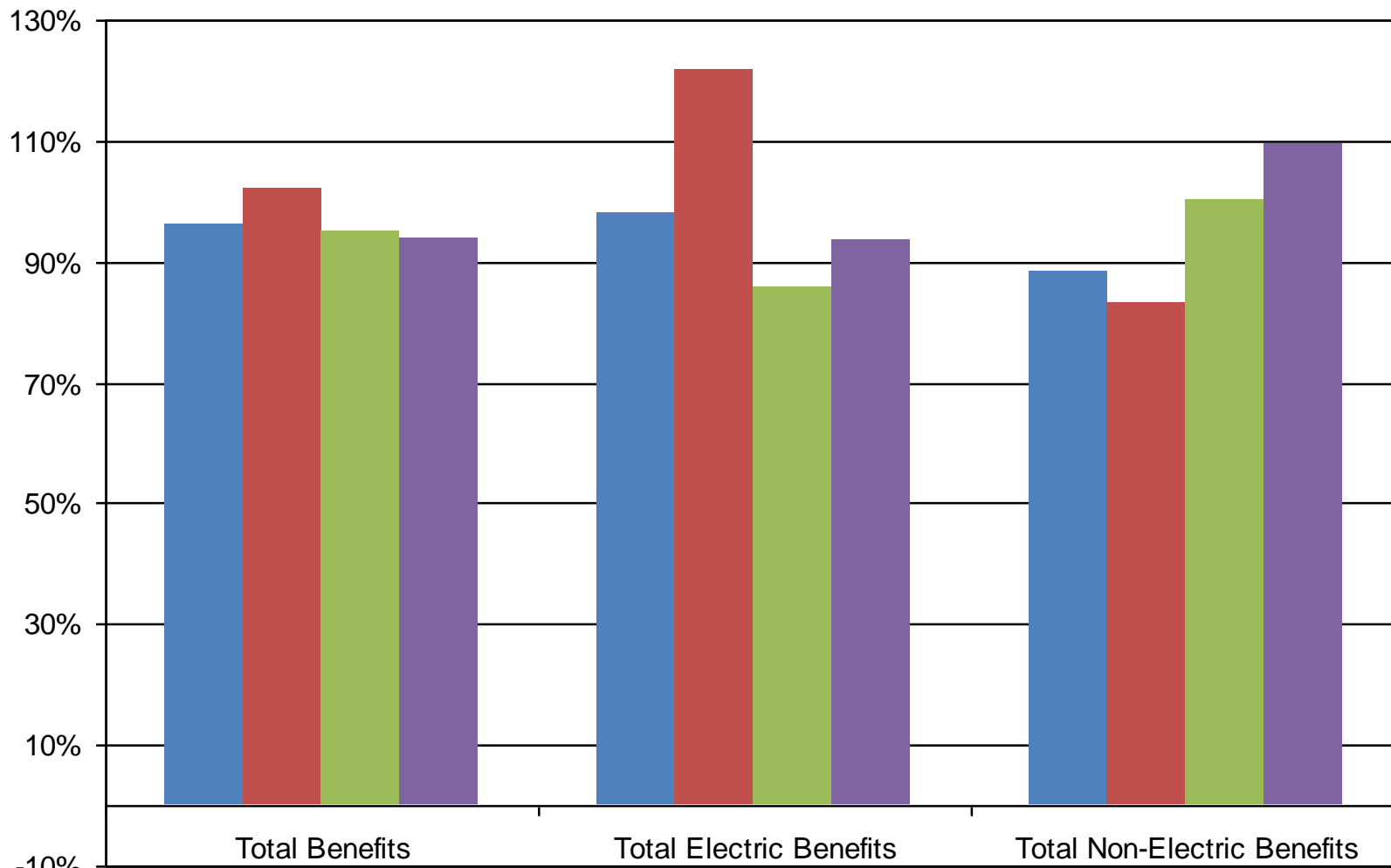
## Statewide Electric Programs - Q4, 2010 YTD Preliminary Costs as compared to Plan Budget



NOTES: Costs are those booked for PPA, Marketing, Customer Incentive, STAT, and Evaluation. General Administration costs (DOER assessment, EEAC consultant fees, LEAN costs) have been removed from this table as the EEAC and DPU will be receiving separate updates on the status of those costs. Not all PAs were able to break out specific third quarter expenses vs. YTD. This data is preliminary and subject to revision and check.

## Statewide Electric Programs - Q4, 2010

### YTD Preliminary Actual Benefits as a Percent of Plan Goal



NOTES: This data is preliminary and subject to revision and check.

■ TOTAL  
■ Residential  
■ Low-Income  
■ C&I

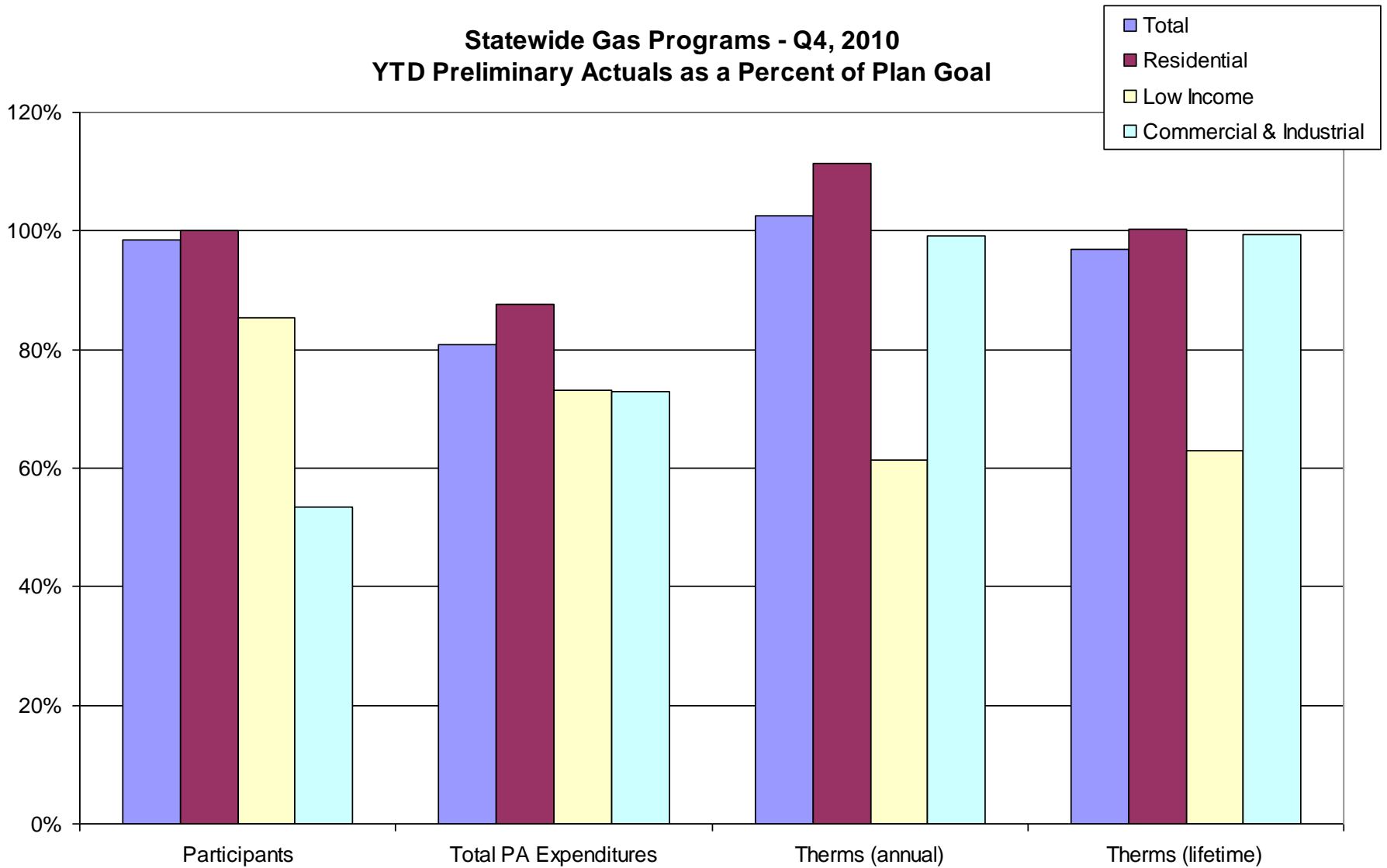


# Portfolio Summary – Gas Statewide

- YTD to goal – Very strong performance
  - Participation - 99%
  - Spending - 81%
  - Savings:
    - Annual therms - 103%
    - Lifetime therms - 97%
  - Benefits:
    - Total benefits – 106%
    - Gas benefits – 108%
    - Electric benefits – 96%

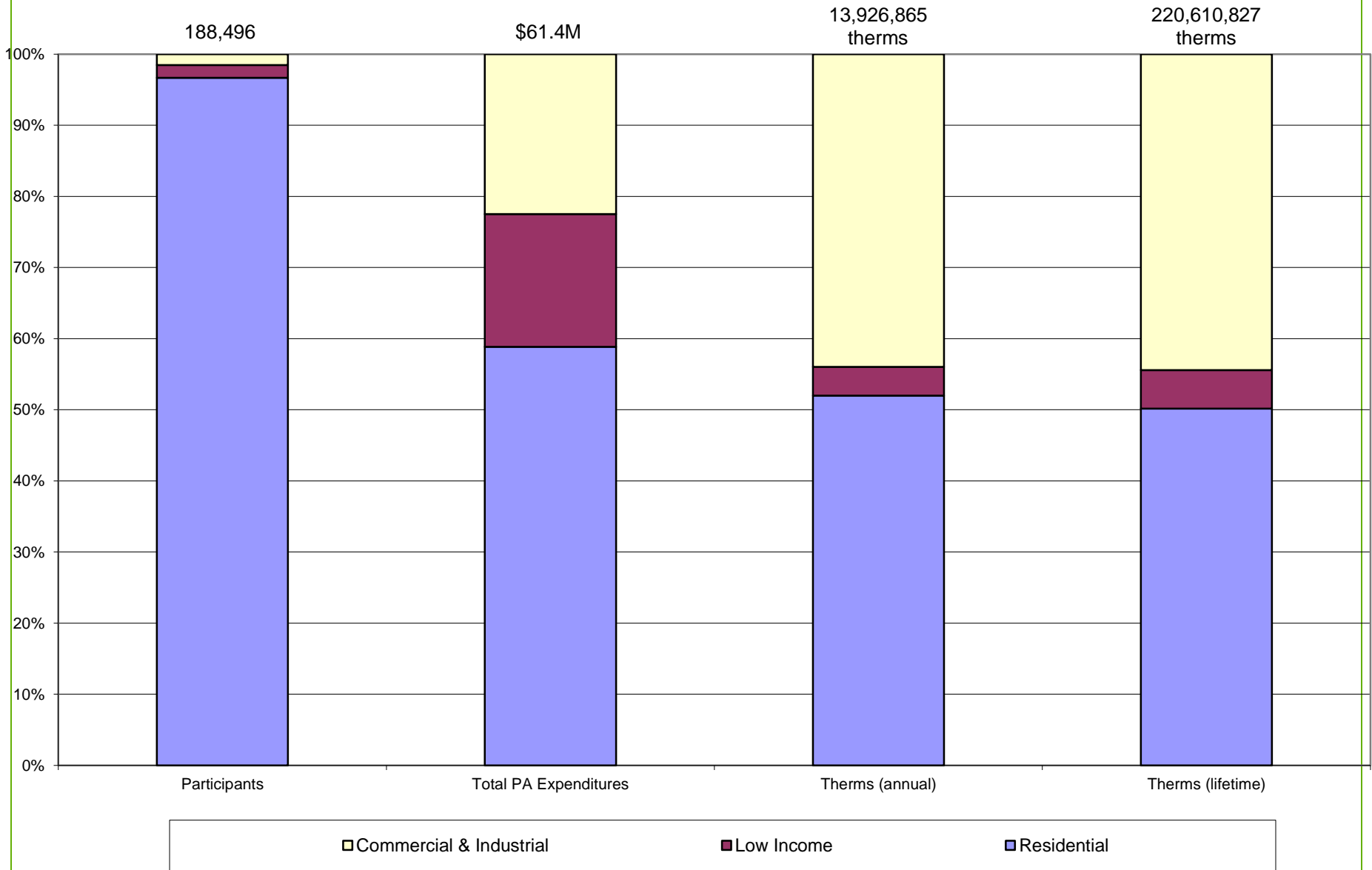


### Statewide Gas Programs - Q4, 2010 YTD Preliminary Actuals as a Percent of Plan Goal



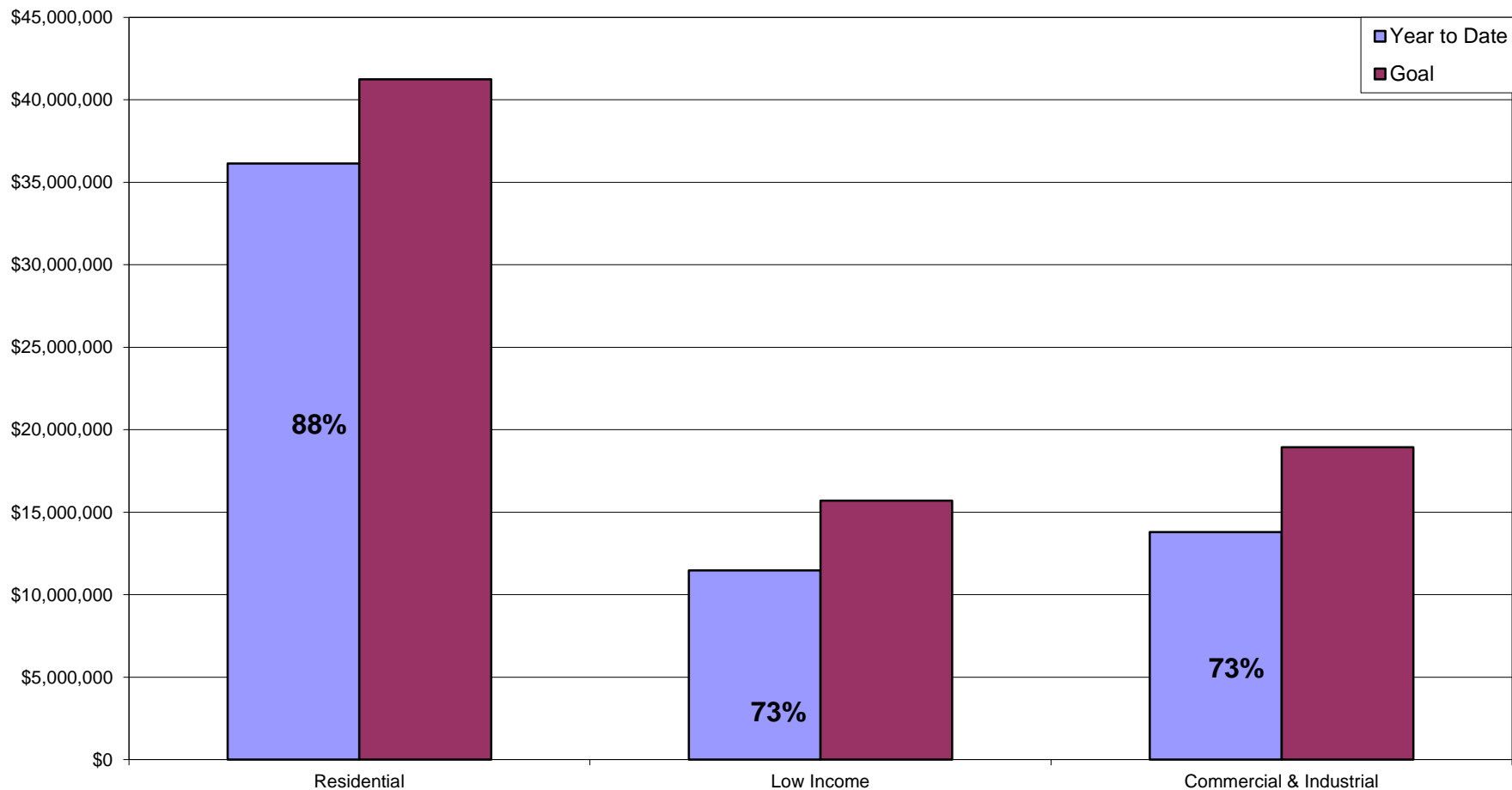
NOTES: This data is preliminary and subject to revision and check. Costs and savings will not align until year end and it is important to understand that savings and costs do not accrue linearly throughout the program year.

## Statewide Gas Programs - Q4, 2010 Sector Contributions to YTD Costs and Savings



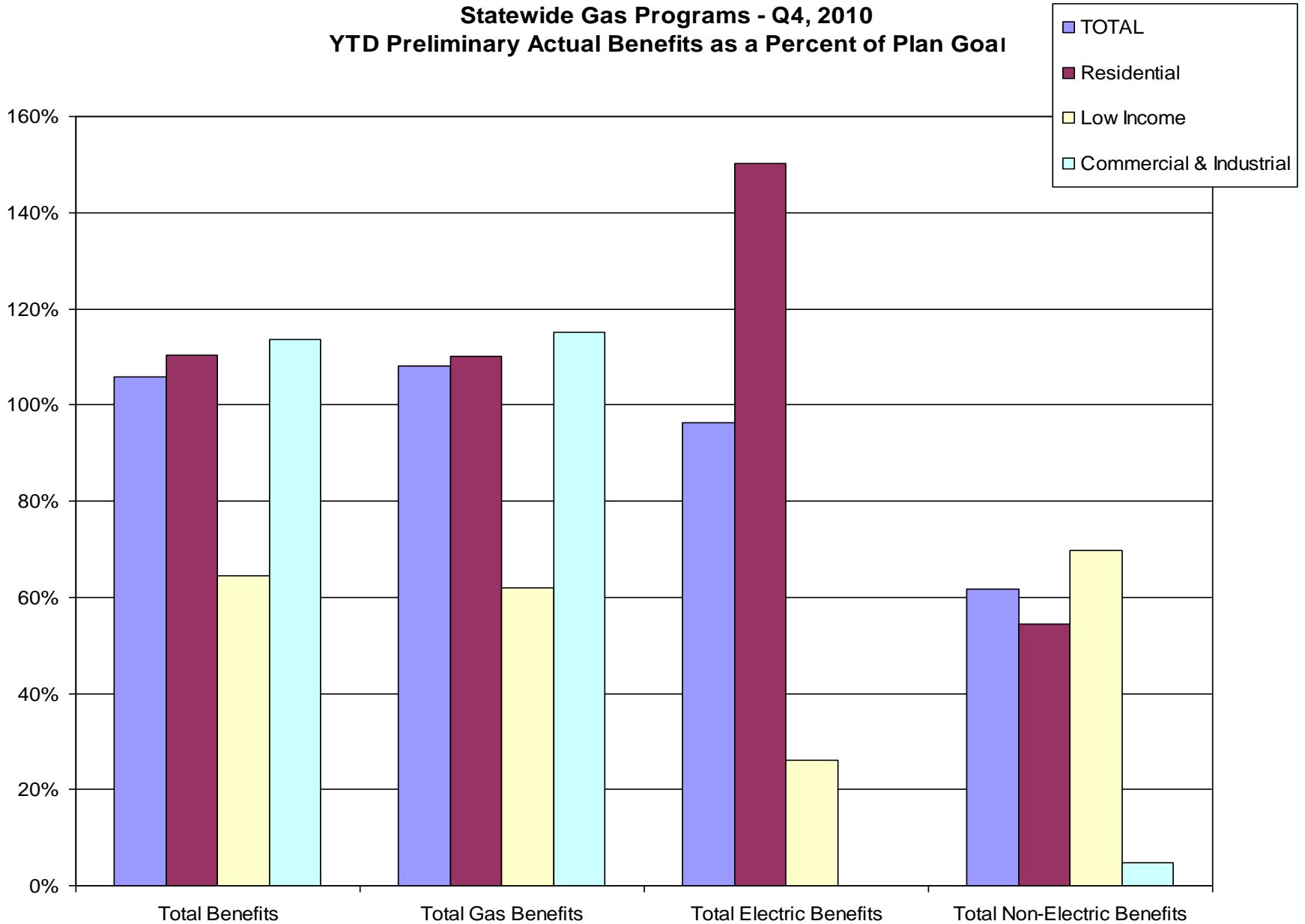
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## Statewide Gas Programs - Q4, 2010 YTD Preliminary Costs as compared to Plan Budget



NOTES: Costs are those booked for PPA, Marketing, Customer Incentive, STAT, and Evaluation. General Administration costs (DOER assessment, EEAC consultant fees, LEAN costs) have been removed from this table as the EEAC and DPU will be receiving separate updates on the status of those costs. Not all PAs were able to break out specific third quarter expenses vs. YTD. This data is preliminary and subject to revision and check.

### Statewide Gas Programs - Q4, 2010 YTD Preliminary Actual Benefits as a Percent of Plan Goal



NOTES: This data is preliminary and subject to revision and check.

## Overall:

- Participation - 183%
- Spending - 90%
- Savings:
  - Summer kW demand - 96%
  - Annual mWh savings - 120%
  - Lifetime mWh savings – 119%
- Benefits:
  - Total benefits – 102%
  - Electric benefits – 122%
  - Non-electric benefits – 83%

# Residential Programs -- Gas

- Overall:
  - Participation - 100%
  - Spending - 88%
  - Savings:
    - Annual Therms - 111%
    - Lifetime Therms - 100%
  - Benefits:
    - Total benefits – 110%
    - Gas benefits – 110%
    - Electric benefits – 150%

# Residential – Program Highlights

## Electric

- All residential programs (but Multifamily) above savings goals
- Cooling & Heating (CoolSMART)
  - One of better performing programs
  - Participation strong from ductless heat pumps

## Gas

- Energy Star Homes - New Construction production extremely strong – (Notable achievement given the overall weakness in new construction market)
- Residential Heating & Water Heating production also strong

# Low Income Programs -- Electric

- Overall:
  - Participation - 83%
  - Spending - 75%
  - Savings:
    - Summer kW demand - 91%
    - Annual mWh savings - 73%
    - Lifetime mWh savings – 76%
  - Benefits:
    - Total benefits – 95%
    - Electric benefits – 86%
    - Non-electric benefits – 100%



# Low Income Programs -- Gas

- Overall:
  - Participation - 85%
  - Spending - 73%
  - Savings:
    - Annual Therms - 61%
    - Lifetime Therms - 63%
  - Benefits:
    - Total benefits – 64%
    - Gas benefits – 62%
    - Non-energy benefits – 70%

# Low Income Program Highlights

- Overall
  - Electric – New construction strong
  - Electric & Gas Single Family – although did not meet expected goals – strong showing given the influx and impact of ARRA funds
  - Electric & Gas Multi-Family – although did not meet expected goals – results were respectable given it was the 1<sup>st</sup> year of the program redesign
    - Lesson learned – large segment of multi-family housing has natural gas heat versus oil or electric thus,
    - Stronger gas potential in urban areas

# C&I Programs – Electric

- Overall:
  - Participation - 140%
  - Spending - 91%
  - Savings:
    - Summer kW demand - 93%
    - Annual mWh savings - 91%
    - Lifetime mWh savings – 90%
  - Benefits:
    - Total benefits – 94%
    - Electric benefits – 94%
    - Non-electric benefits – 110%

# C&I Programs – Gas

- Overall:
  - Participation - 53%
  - Spending - 73%
  - Savings:
    - Annual Therms - 99%
    - Lifetime Therms - 99%
  - Benefits:
    - Total benefits – 113%
    - Gas benefits – 115%

# C&I Program Highlights

## Electric

- Very robust 4<sup>th</sup> Quarter performance
- Mixed results across PAs
  - Some exceeded in New Construction, Large Retrofit sluggish
  - Others more traction with Large Retrofit
- Small business above goal

## Gas

- New Construction again exceeded goals
  - Driven largely by National Grid