



Fourth Quarter 2012 Performance & Statewide Year End Discussion

Presentation to the EEAC by the PAs

February 12, 2013





Fourth Quarter Statewide Overview

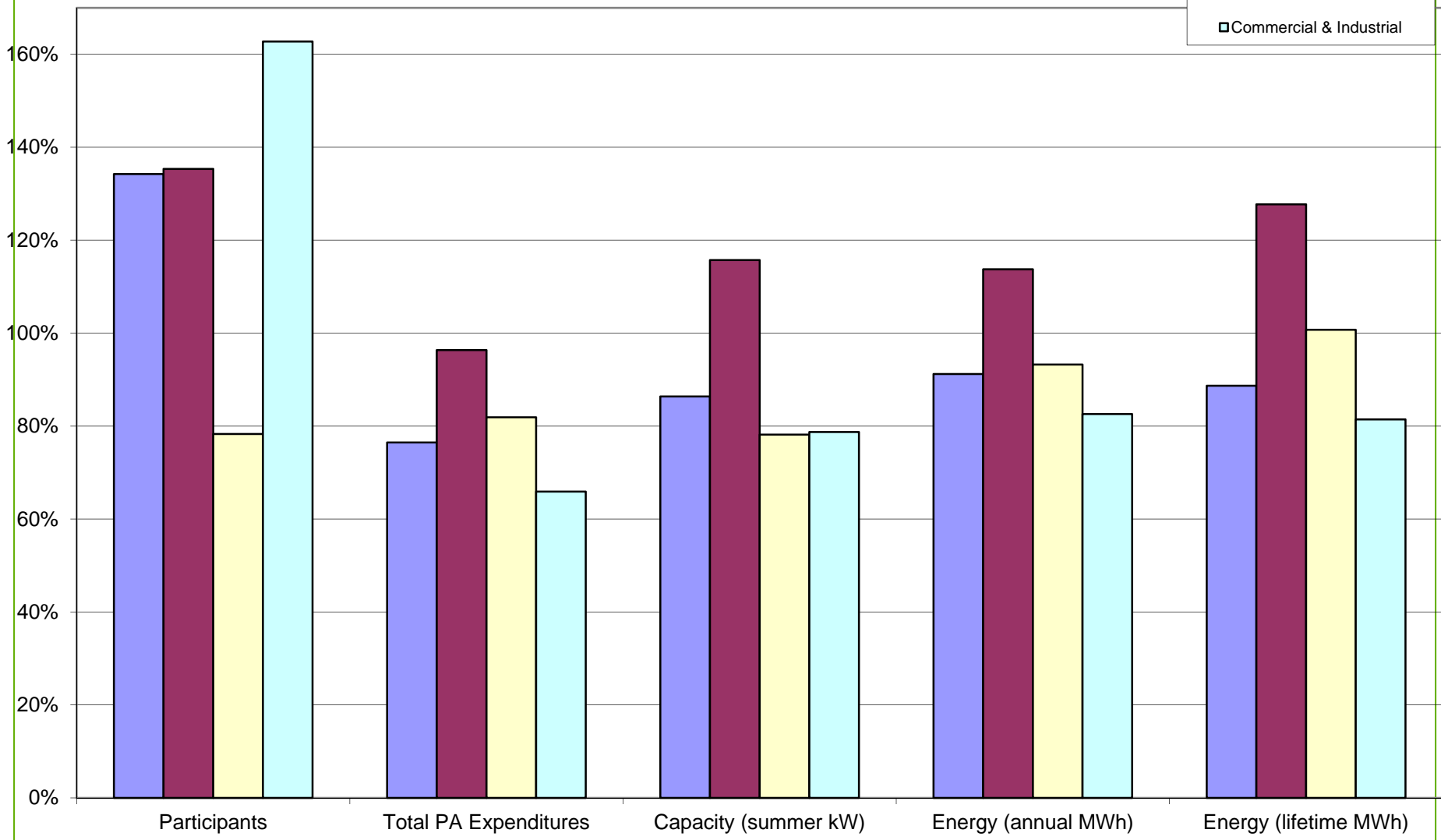
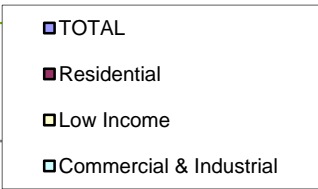
- Very strong participation, with electric participants at 134% of goal and gas participants at 101% of goal
- Year-end electric annual kWh savings at 91% of goal; gas annual therm savings are at 99% of goal
- Strong residential savings in 2012 (114% electric; 108% gas)
- Savings reflect updated EM&V results from 2011 AR
- Year-end numbers are preliminary and savings are subject to after-the-fact adjustments



Portfolio Summary - Fourth Quarter 2012

	ELECTRIC	GAS
Annual Savings	91%	99%
Lifetime Savings	89%	97%
Spending	76%	102%

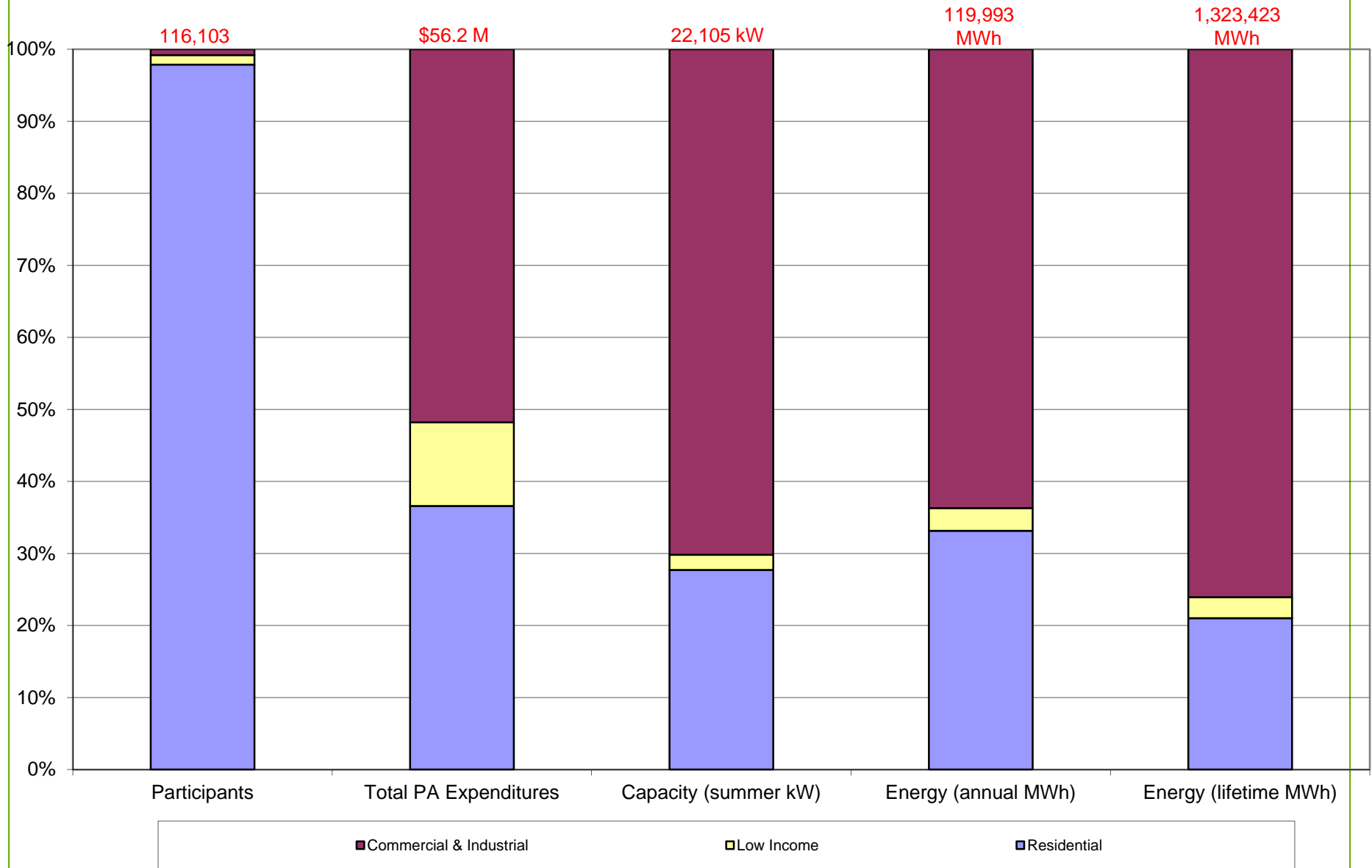
Statewide Electric Programs - Q4, 2012 YTD Preliminary Actuals as a Percent of Plan Goal



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

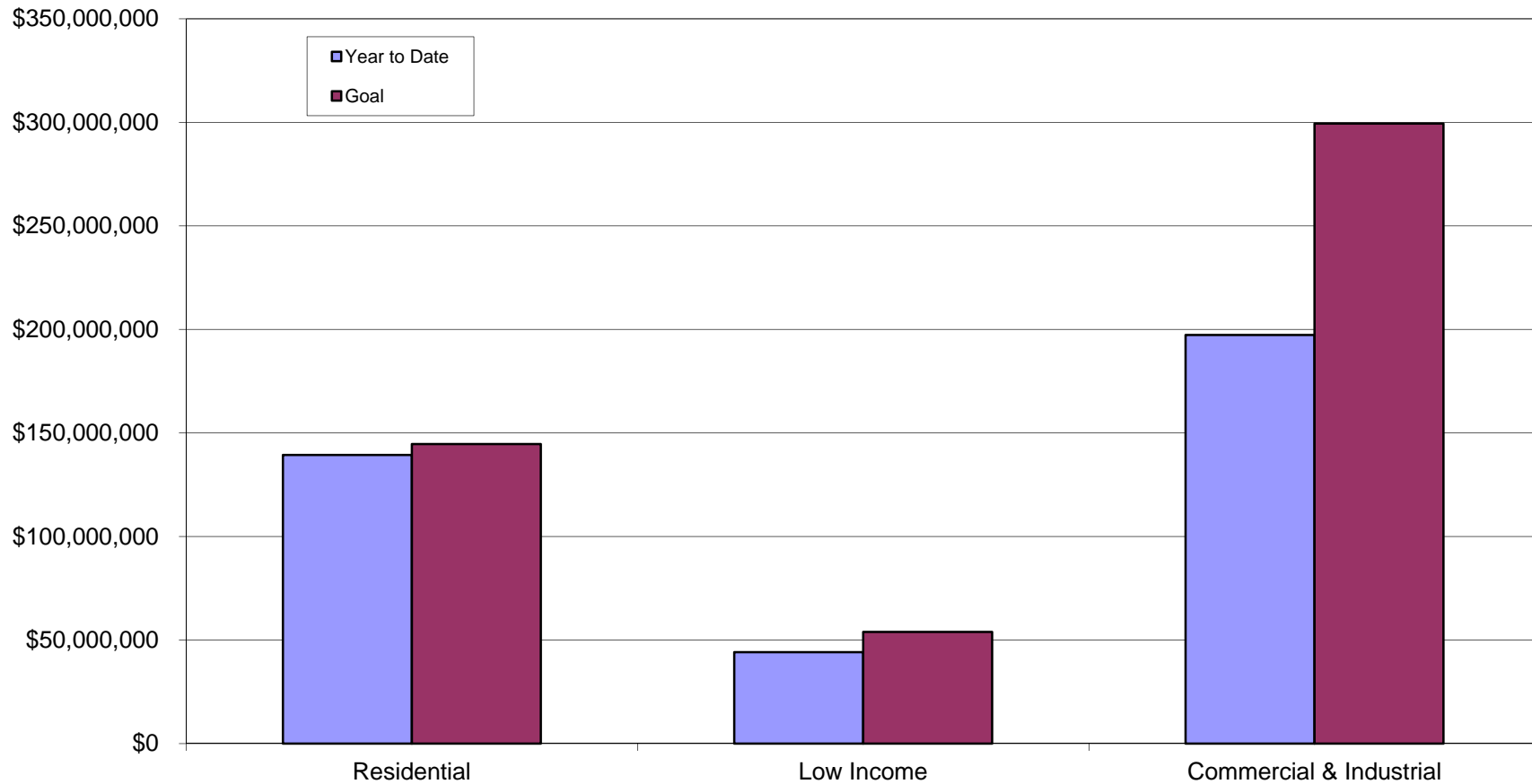


Statewide Electric Programs - Q4 2012 Sector Contributions to YTD Costs and Savings



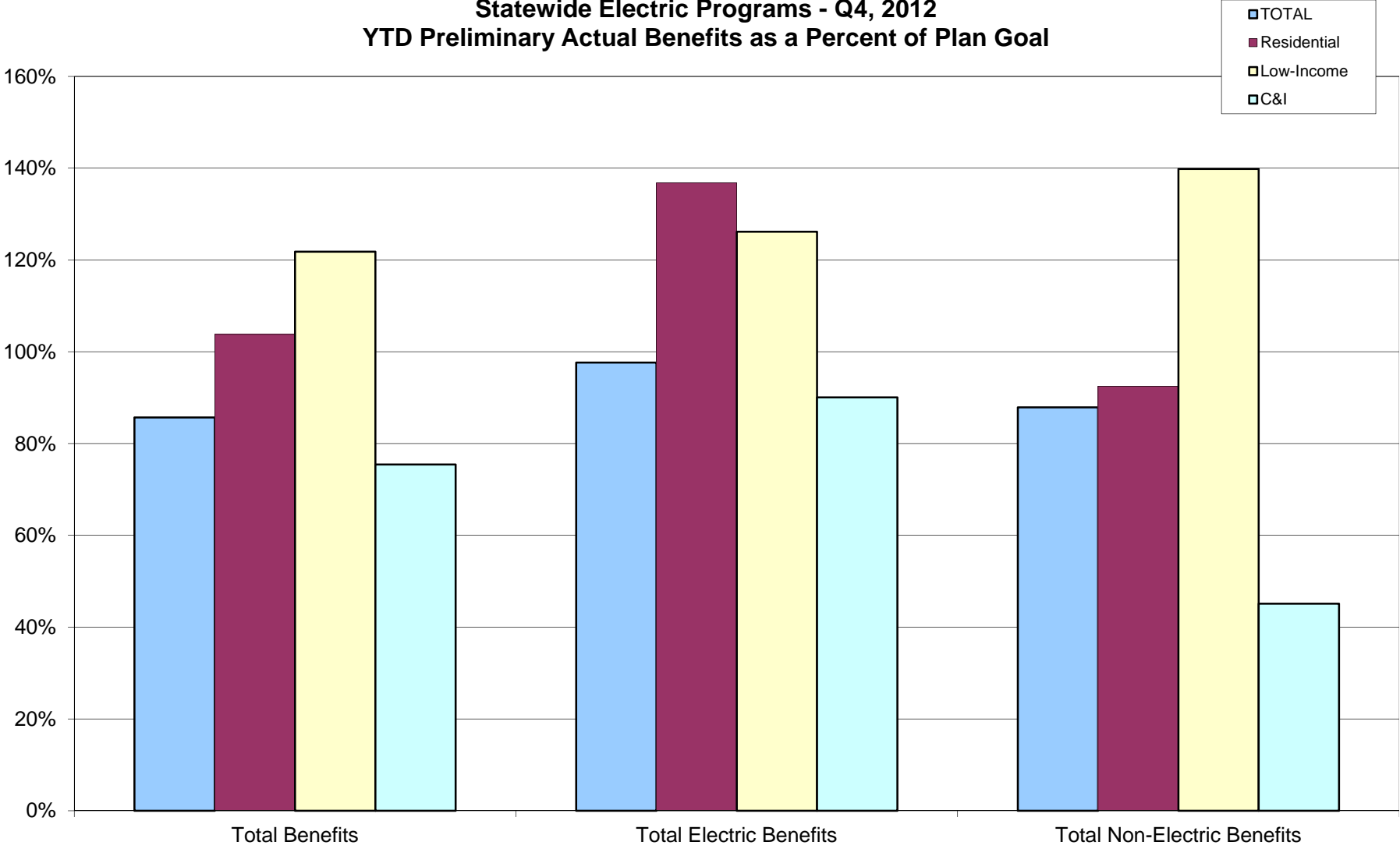
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Statewide Electric Programs - Q4, 2012 YTD Preliminary Costs as compared to Plan Budget



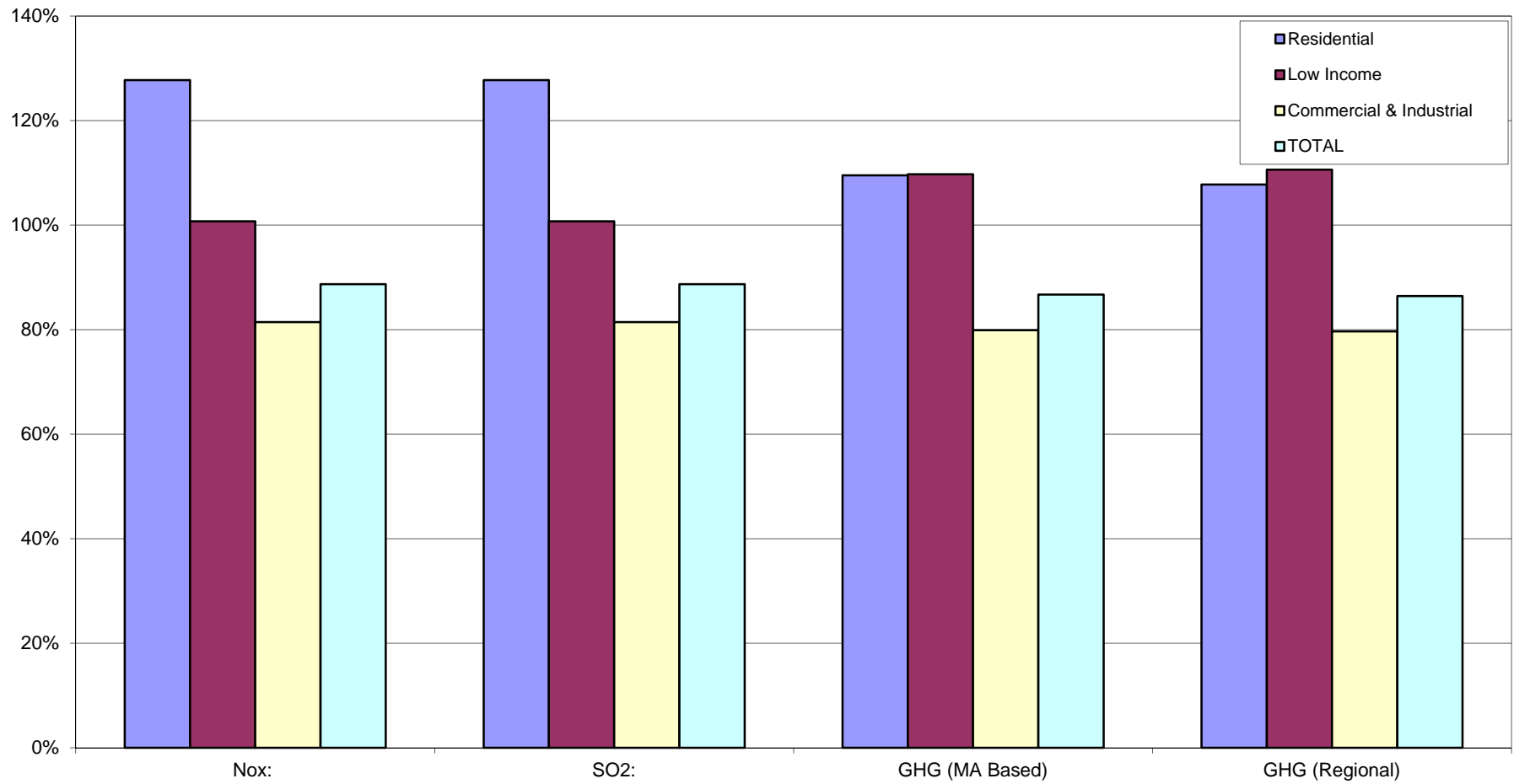
NOTES: Costs are those booked for PPA, Marketing, Customer Incentive, STAT, and Evaluation. This data is preliminary and subject to revision and check.

Statewide Electric Programs - Q4, 2012
YTD Preliminary Actual Benefits as a Percent of Plan Goal



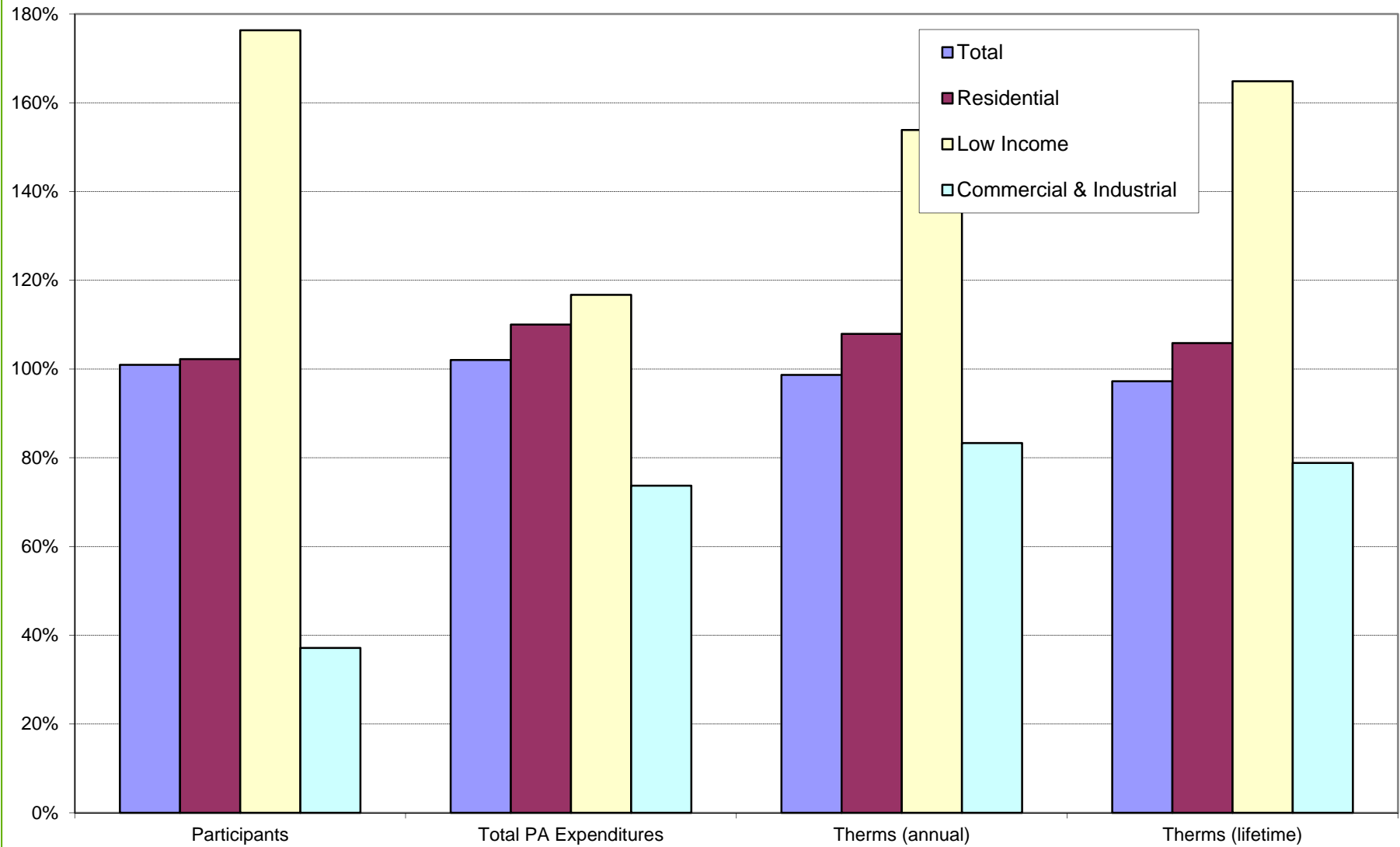
NOTES: This data is preliminary and subject to revision and check.

Statewide Electric Programs - Q4, 2012 YTD Preliminary Actual GHG as a Percent of Plan Goal



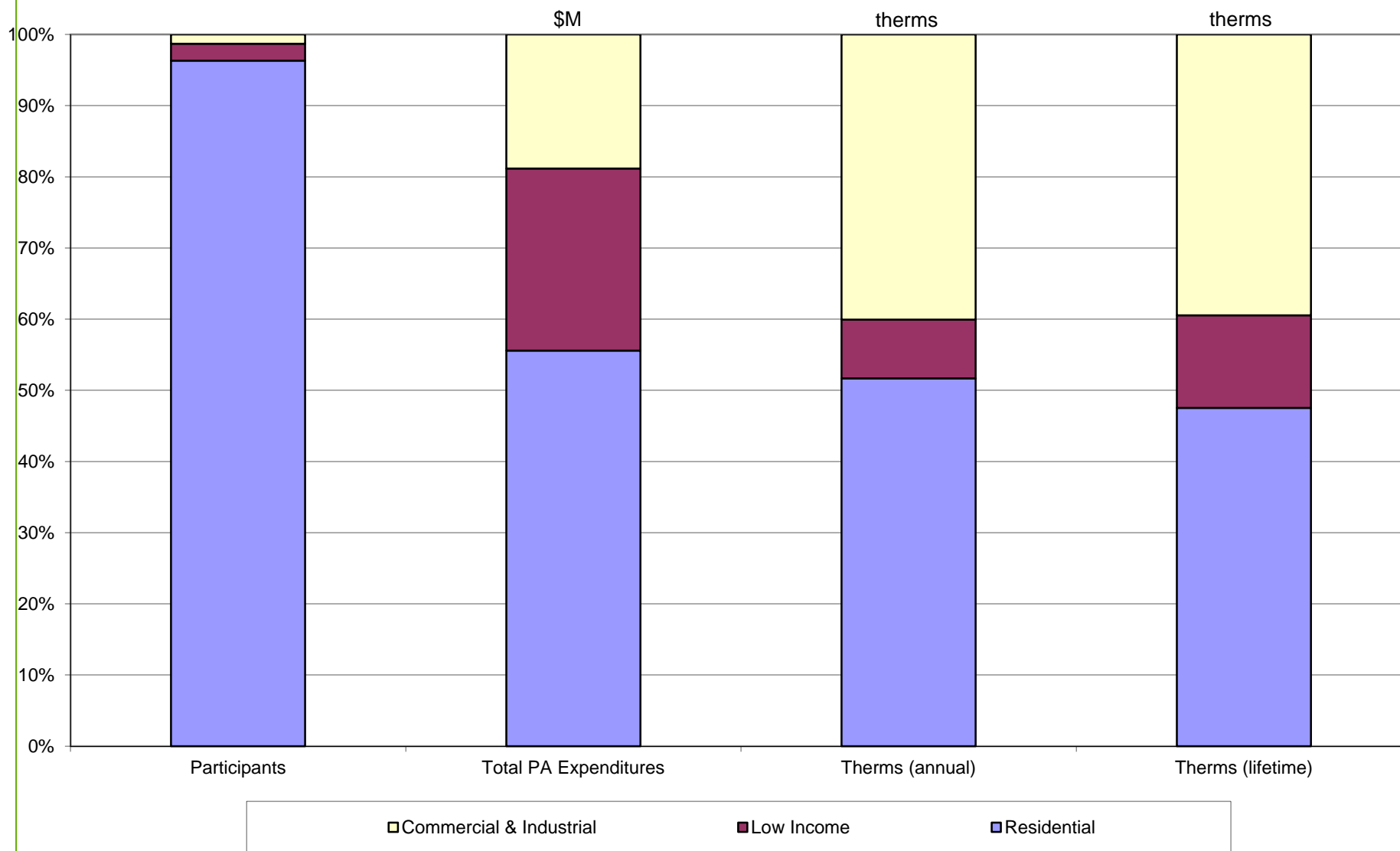
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Statewide Gas Programs - Q4, 2012 YTD Preliminary Actuals as a Percent of Plan Goal



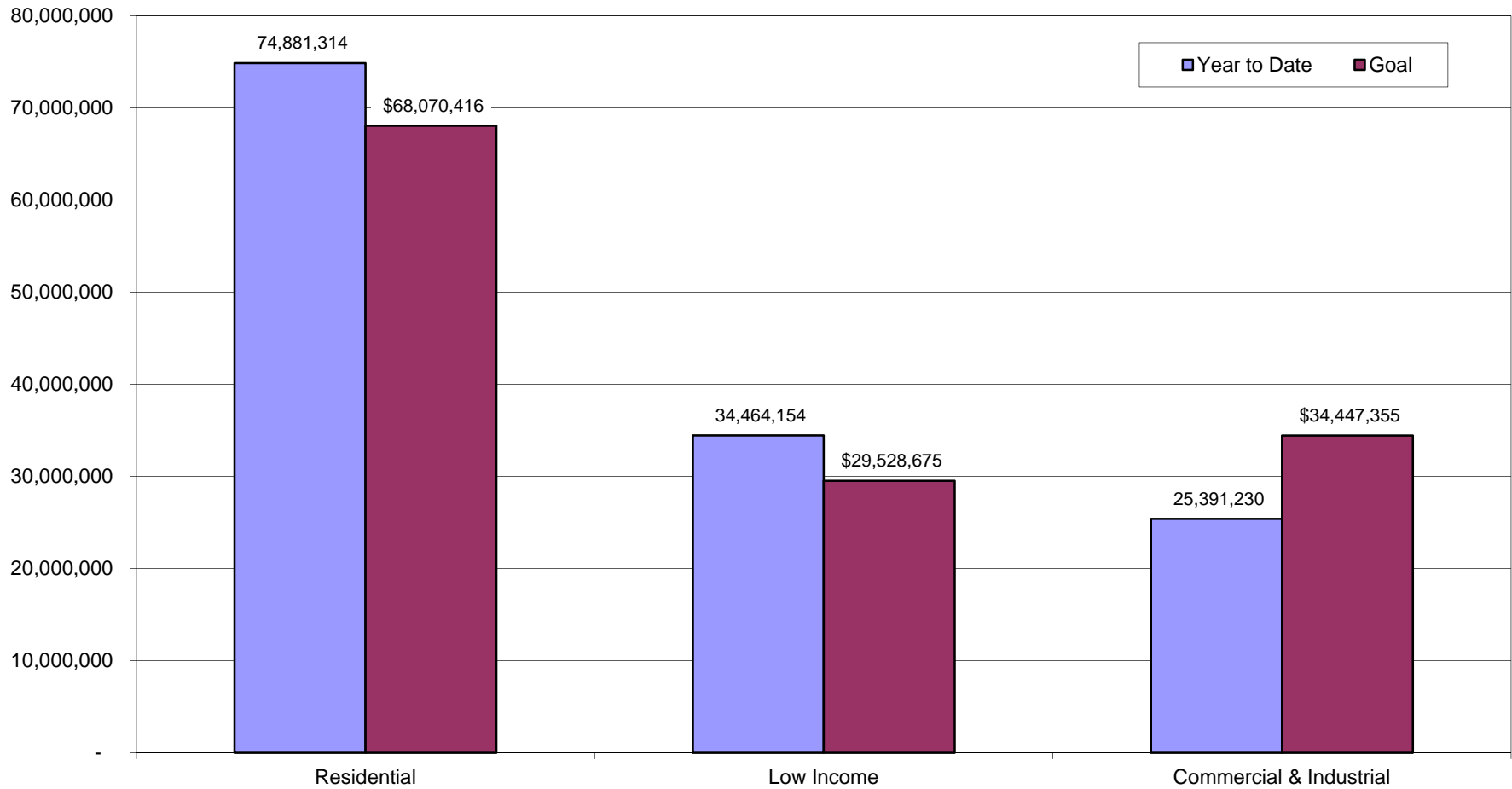
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Statewide Gas Programs - Q4, 2012 Sector Contributions to YTD Costs and Savings



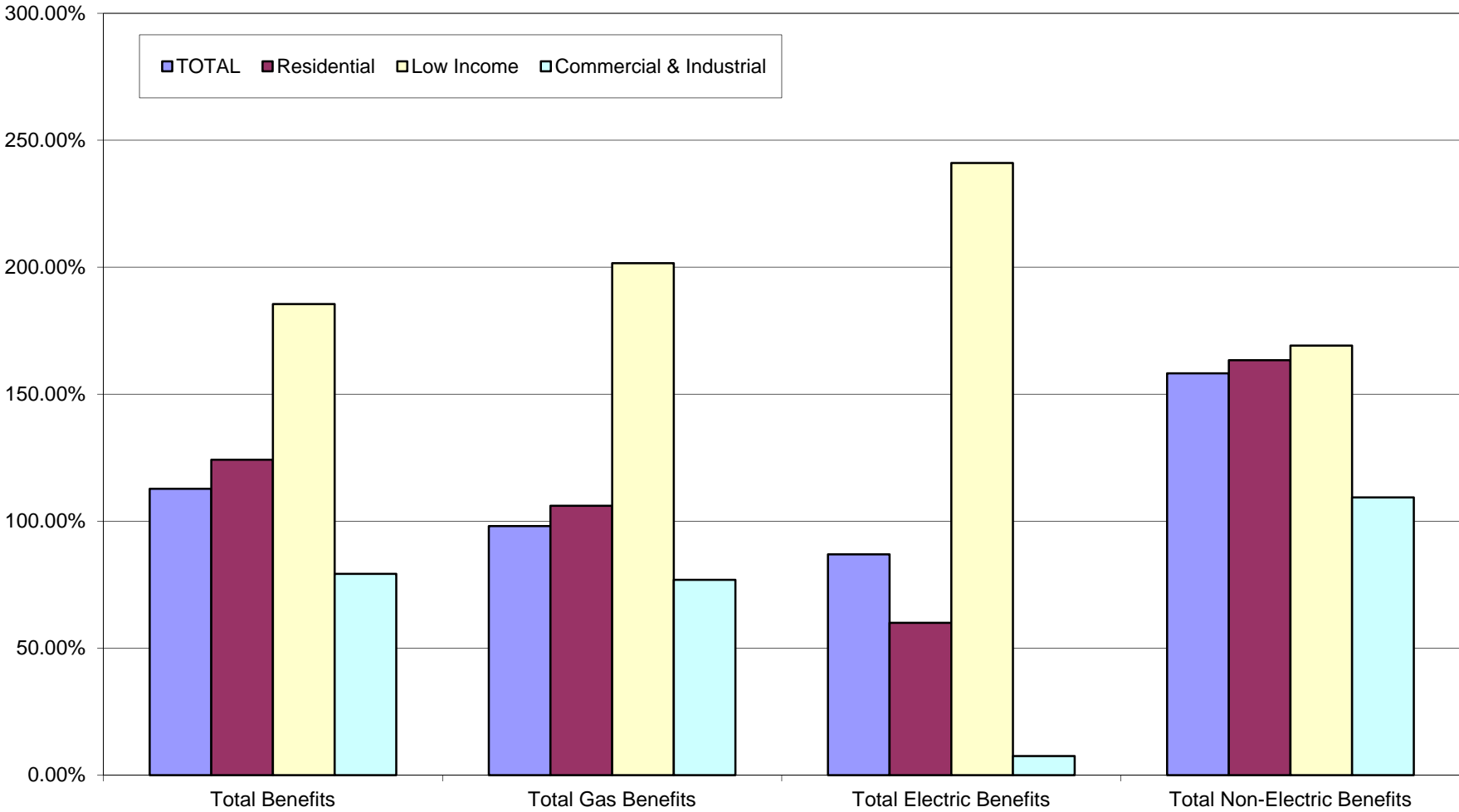
NOTES: This data is preliminary and subject to revision and check.

Statewide Gas Programs - Q4, 2012 YTD Preliminary Costs as compared to Plan Budget



NOTES: Costs are those booked for PPA, Marketing, Customer Incentive, STAT, and Evaluation. This data is preliminary and subject to revision and check.

Statewide Gas Programs - Q4, 2012
YTD Preliminary Actual Benefits as a Percent of Plan Goal



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



Comparison to 2010 and 2011 Q4

Electric

	2010	2011	2012
Budget	88%	67%	76%
Annual MWh	98%	91%	91%
Lifetime MWh	97%	101%	89%

Gas

	2010	2011	2012
Budget	81%	92%	102%
Annual therms	103%	84%	99%
Lifetime therms	97%	81%	97%

Note: 2012 percentages reflect higher overall goals; thus, equal or lower percentages do not necessary translate to equivalent or lower savings



Program Highlights- Residential New Construction and Rebate Programs

- Residential New Construction
 - Through the end of the fourth quarter, PAs completed over 3,300 electric and over 2,400 gas units statewide
 - As of year-end, there were 121 communities that have adopted the Stretch Energy Code
 - The Western MA Storm Recovery Program reports 105 unit completions with 33 completing in Q4 of 2012
- Rebate Programs
 - PAs participated in numerous trainings in conferences
 - Interest in Heat Pump Water Heaters continued to grow, with a 176% increase in rebates paid in Q4 over Q3 (1,321 total in Q4).
 - In December, the GasNetworks e-Newsletter, part of the PAs' continued direct outreach to trade allies, received an exceptional open rate at 46.6%



Program Highlights- Residential HES and Lighting & Appliances Programs

- Home Energy Services
 - Strong demand for Home Energy Assessments in Q4
 - The Contractor's Best Practices Working Group held three meetings in Q4 of 2012. The PAs are incorporating lessons learned from last year to make this group even more productive.
 - The 0% interest HEAT Loan continued to be in high demand in Q4. The number of HEAT Loans issued in 2012 increased 70% over 2011 levels, with significant increases in the amount financed per loan.
- Lighting & Appliances
 - In December, the PAs were awarded "Utility Partner of the Year" by lighting manufacturer Greenlite, as measured by dedication to energy efficiency, number of enrolled lighting partners, and cooperation with retail promotions.
 - In Q4, PAs worked with Top Ten to negotiate a sponsorship agreement that will allow sponsors to launch tiered incentives for products in 2013, using Top Ten's proprietary rating system.



Program Highlights- Multi-Family Retrofit and Low-Income

- **Multi-Family Retrofit**
 - In Q4, Residential and C&I continued to work together with a focus on refining processes to treat facilities in a more integrated manner, regardless of meter and fuel type.
 - Multi-Family inquiries to the Statewide MMI line increased 25% over 2011.
- **Low-Income Single Family**
 - In the fourth quarter, the PAs revised the existing refrigerator/freezer thresholds for the Program for the upcoming 2013 program year.
 - PAs continued collaboration within the Best Practices Working Group to determine standard client education materials to be used statewide by the various CAP agencies
- **Low-Income Multi-Family Retrofit**
 - At the end of December 2012, the PAs had successfully inventoried a total of 8,099 accounts as part of the Multi-Family Benchmarking Metric, exceeding the monthly average number of accounts by 138.
 - By utilizing this platform, the PAs have been able to identify the least-efficient buildings among all those eligible for funding and prioritize energy efficiency projects to make the most of the budgets that were available.



Program Highlights- C&I

- **Expansion of Upstream Initiatives**
 - Progress with the upstream HVAC initiative continued to move forward with issuance of the 3rd Party Program Manager RFP to nine (9) potential suppliers in early November, followed by the receipt of proposals, technical scoring, and follow-up discussions and clarifications.
- **Implementing the Voluntary Accelerated Rebate Pilot**
 - The PAs established consistent guidelines for identifying the Top 5 gas and electric C&I customers in respective territories and together developed a protocol for communicating to the eligible customers.
- **Events and Outreach**
 - The PAs were actively engaged in publicizing and promoting energy efficiency through speaking roles at and/or hosting of various events such as the Worcester Business Journal Mass Energy Summit, the Architecture Boston Exposition, and Principles & Practices for Managing Energy at Water & Wastewater Facilities.



Miscellaneous Fourth Quarter Updates

- **Community outreach**
 - The Pioneer Valley Planning Commission continued strong grassroots outreach to drive participation in the Springfield Area Home MPG Pilot, including a tour of a customer's upgraded home in Palmer covered by 2 TV stations and 2 newspapers and attended by officials as well as the lieutenant governor.
 - Nantucket Energy Office, and the CET/Western Mass. Initiative continued strong campaigns in Q4.
- **Marketing**
 - Statewide Marketing team selected new marketing vendor, Kelliher Samets Volk, through the RFP process.
 - PAs reviewing awareness of 2012 campaign
- **EM&V**
 - Studies, reporting, and review continued in all six research areas in Q4 of 2012

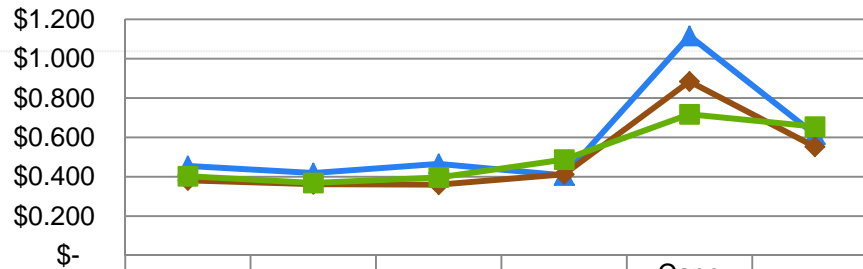
Preliminary Year-End Discussion





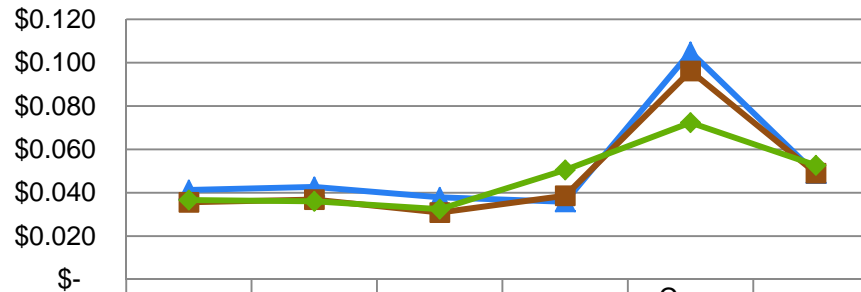
Electric Cost of Savings

\$/Annual kWh



	Statewide	NGRID Electric	NSTAR Electric	WMECo Electric	Cape Light Compact	Unitil Electric
2012 Plan	\$0.454	\$0.419	\$0.465	\$0.406	\$1.116	\$0.615
2012 Actual	\$0.381	\$0.362	\$0.360	\$0.412	\$0.884	\$0.552
2013 Plan	\$0.403	\$0.369	\$0.396	\$0.487	\$0.717	\$0.654

\$/Lifetime kWh

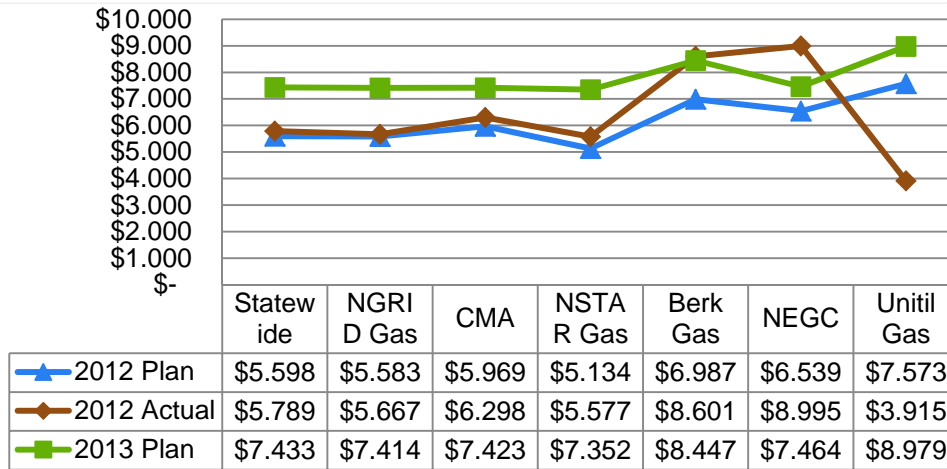


	Statewide	NGRID Electric	NSTAR Electric	WMECo Electric	Cape Light Compact	Unitil Electric
2012 Plan	\$0.041	\$0.043	\$0.038	\$0.036	\$0.105	\$0.049
2012 Actual	\$0.036	\$0.037	\$0.031	\$0.039	\$0.096	\$0.049
2013 Plan	\$0.037	\$0.036	\$0.032	\$0.051	\$0.072	\$0.053

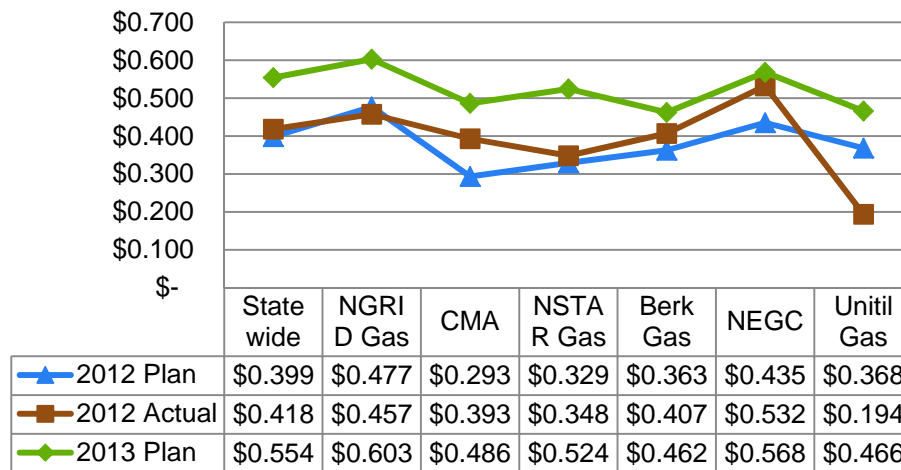


Gas Cost of Savings

\$/Annual Therm

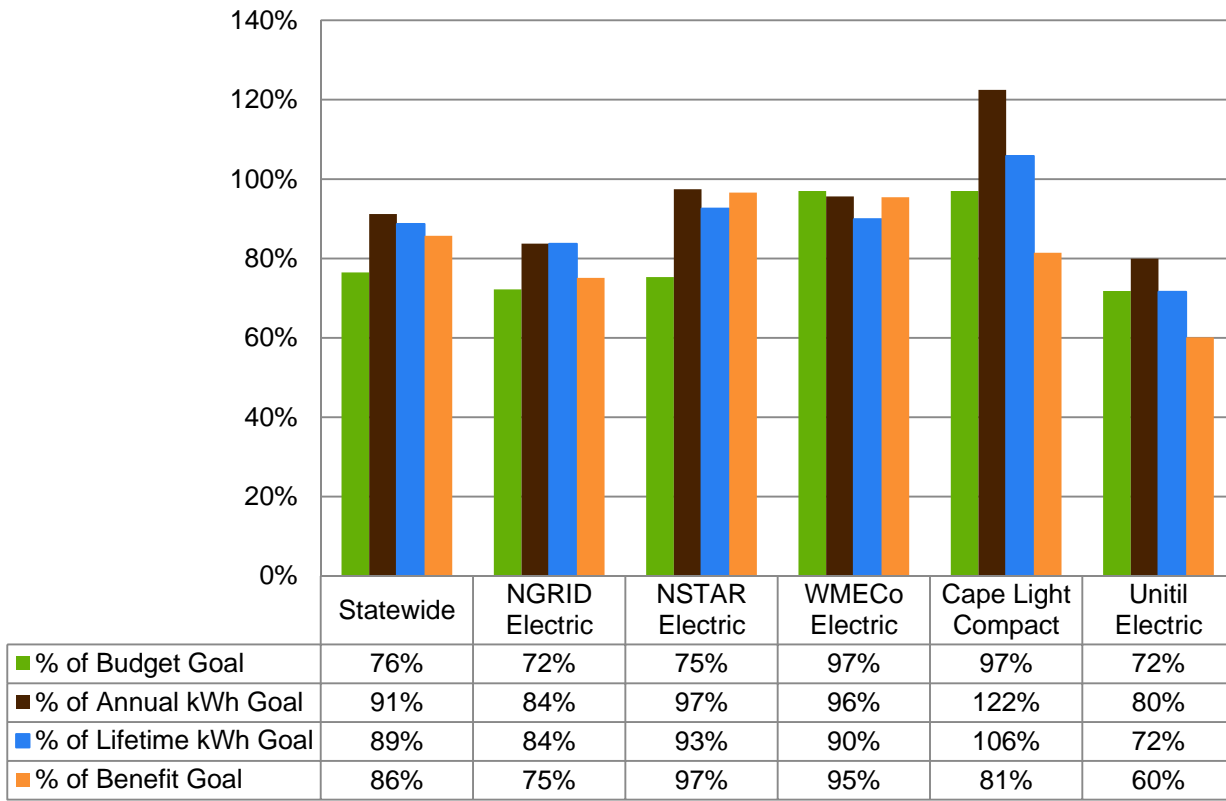


\$/Lifetime Therm





2012 Electric Achievements as % of Goals





2012 Gas Achievements as % of Goals

