



# Review of 2011 Performance

*Presentation to the EEAC by the PAs*

*February 14, 2012*





# YTD 2011 Statewide Overview

- Numbers are preliminary and savings are subject to after-the-fact adjustments based on EM&V results
- 2011 results very close to December projections
- Overall electric savings and benefits very close to challenging Year 2 goals, lifetime savings slightly over 100%
- Overall gas savings and benefits landing around 80% of goal, as anticipated
- Residential electric programs strongest performance
- Gas had more consistent performance across sectors
- Electric savings were achieved at a lower cost than projected

# Portfolio Summary - 2011

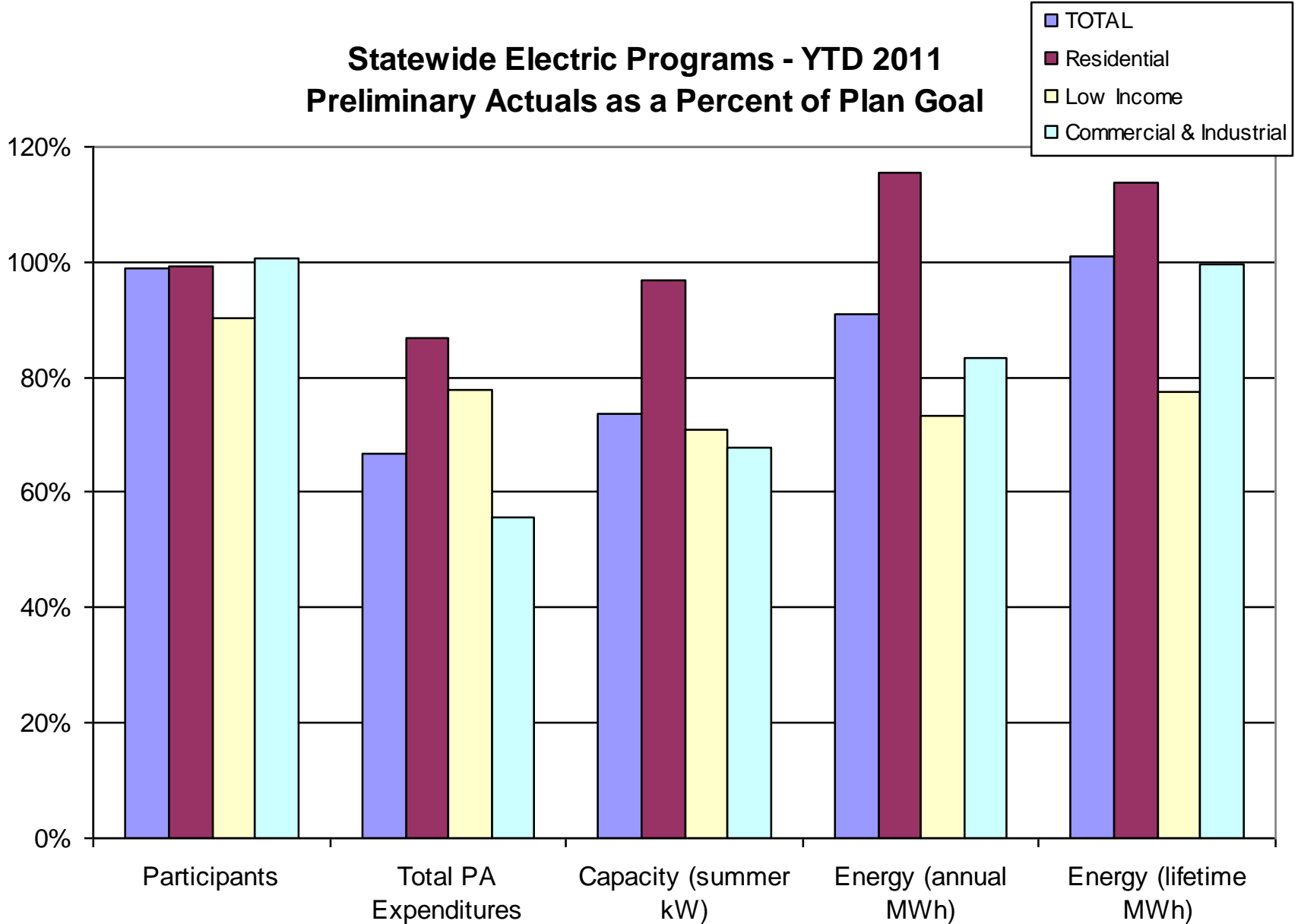
- **ELECTRIC**

- Lifetime savings – 101%
- Annual Savings – 91%
- Benefits – 90%
- Spending – 67%

- **GAS**

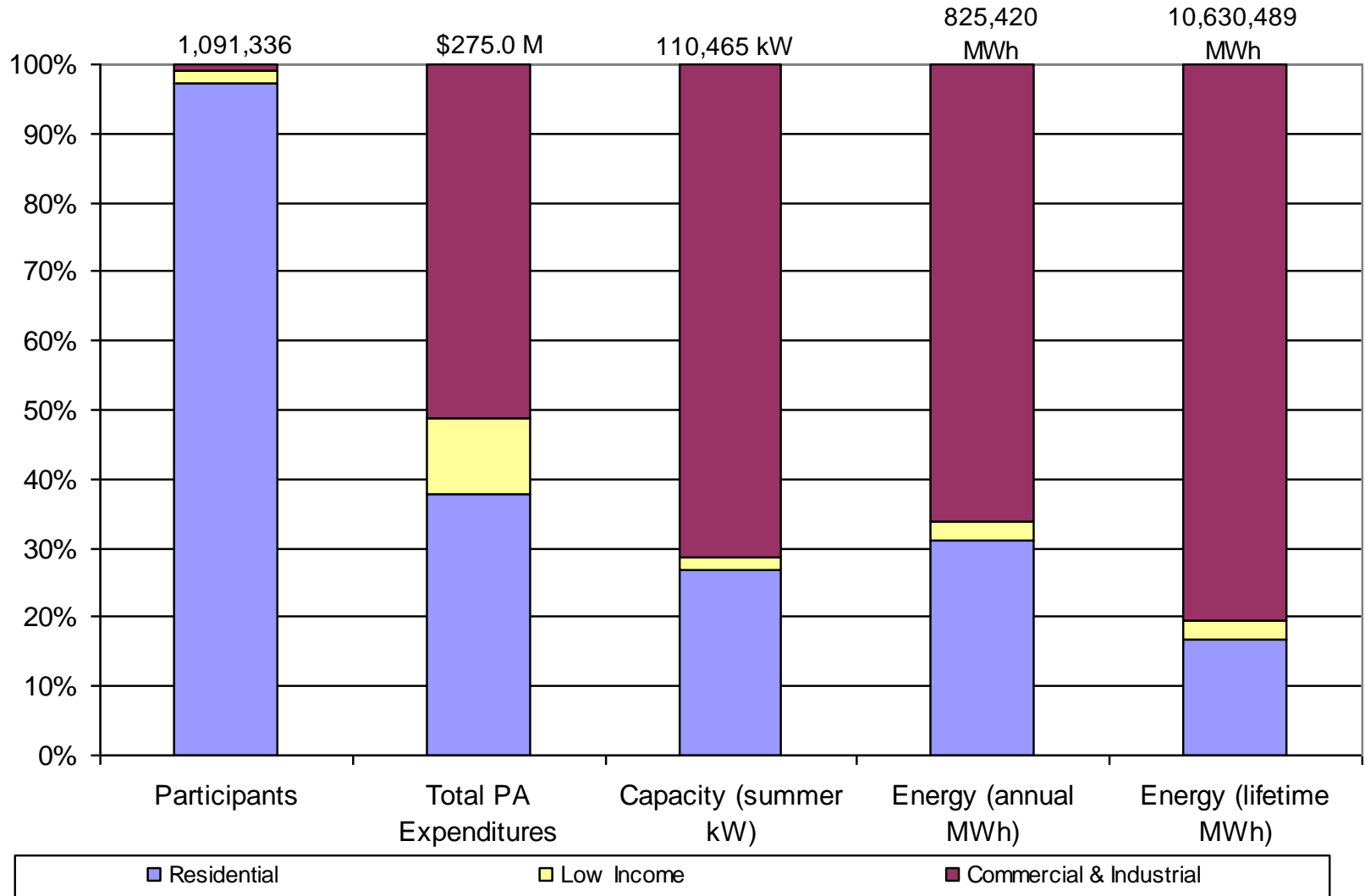
- Lifetime savings – 81%
- Annual Savings – 84%
- Benefits – 77%
- Spending – 92%

## Statewide Electric Programs - YTD 2011 Preliminary Actuals as a Percent of Plan Goal

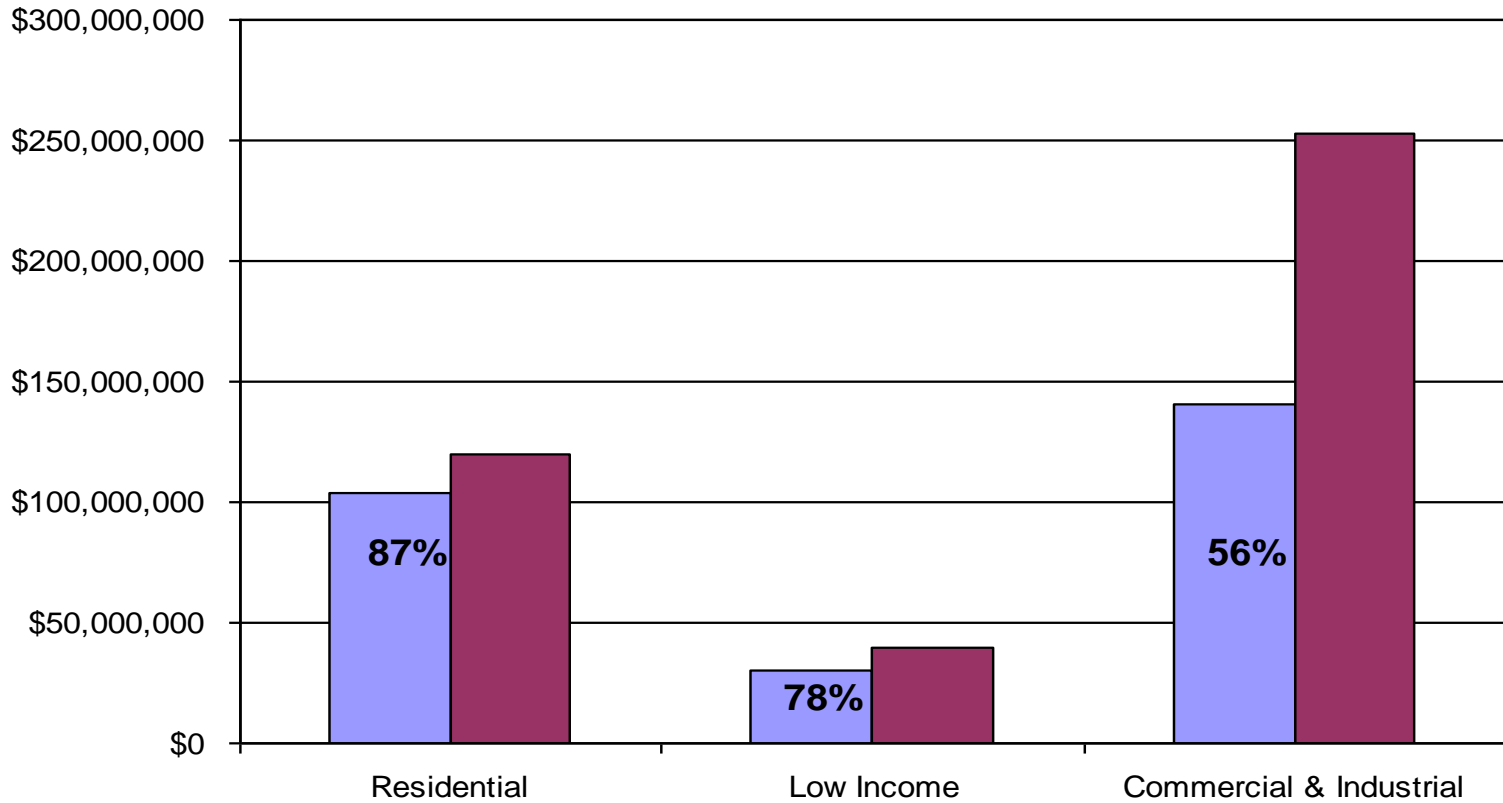
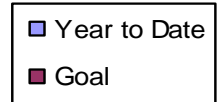


## Statewide Electric Programs - YTD 2011

### Sector Contributions to YTD Costs and Savings



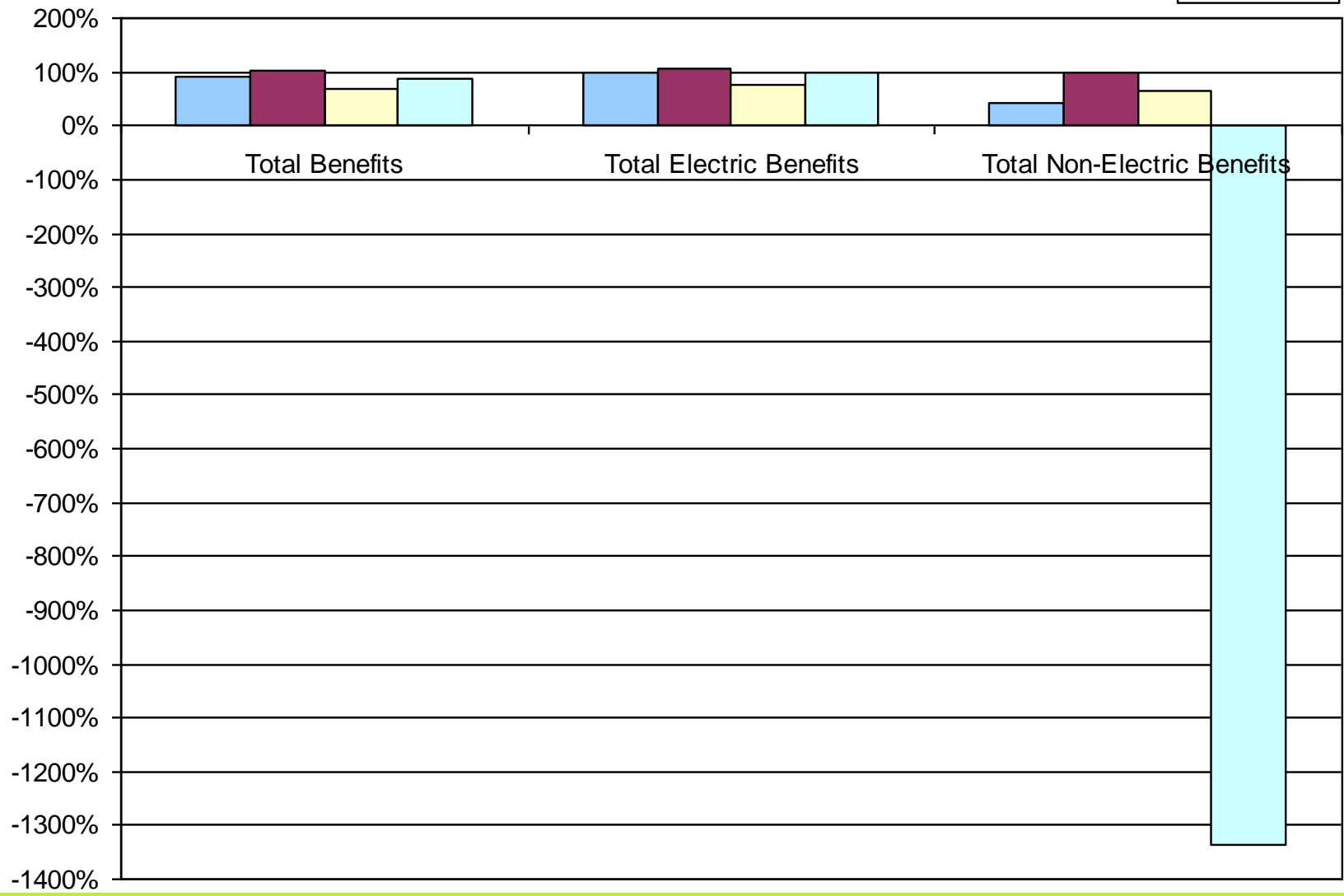
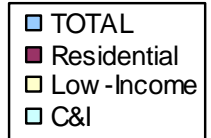
## Statewide Electric Programs - YTD 2011 Costs as compared to Plan Budget



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 - YTD 2011

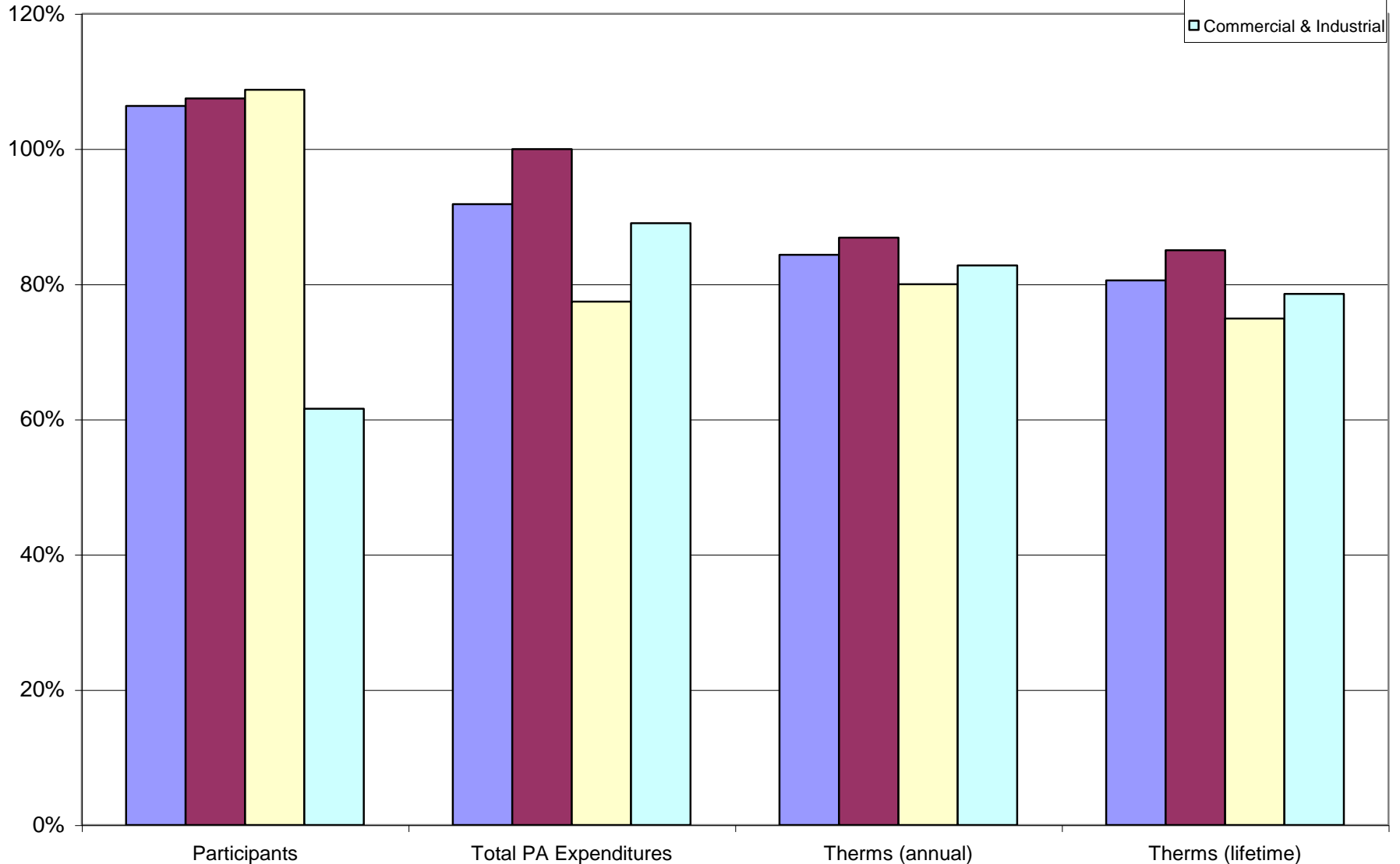
### Preliminary Actual Benefits as a Percent of Plan Goal



# Statewide Gas Programs - YTD 2011

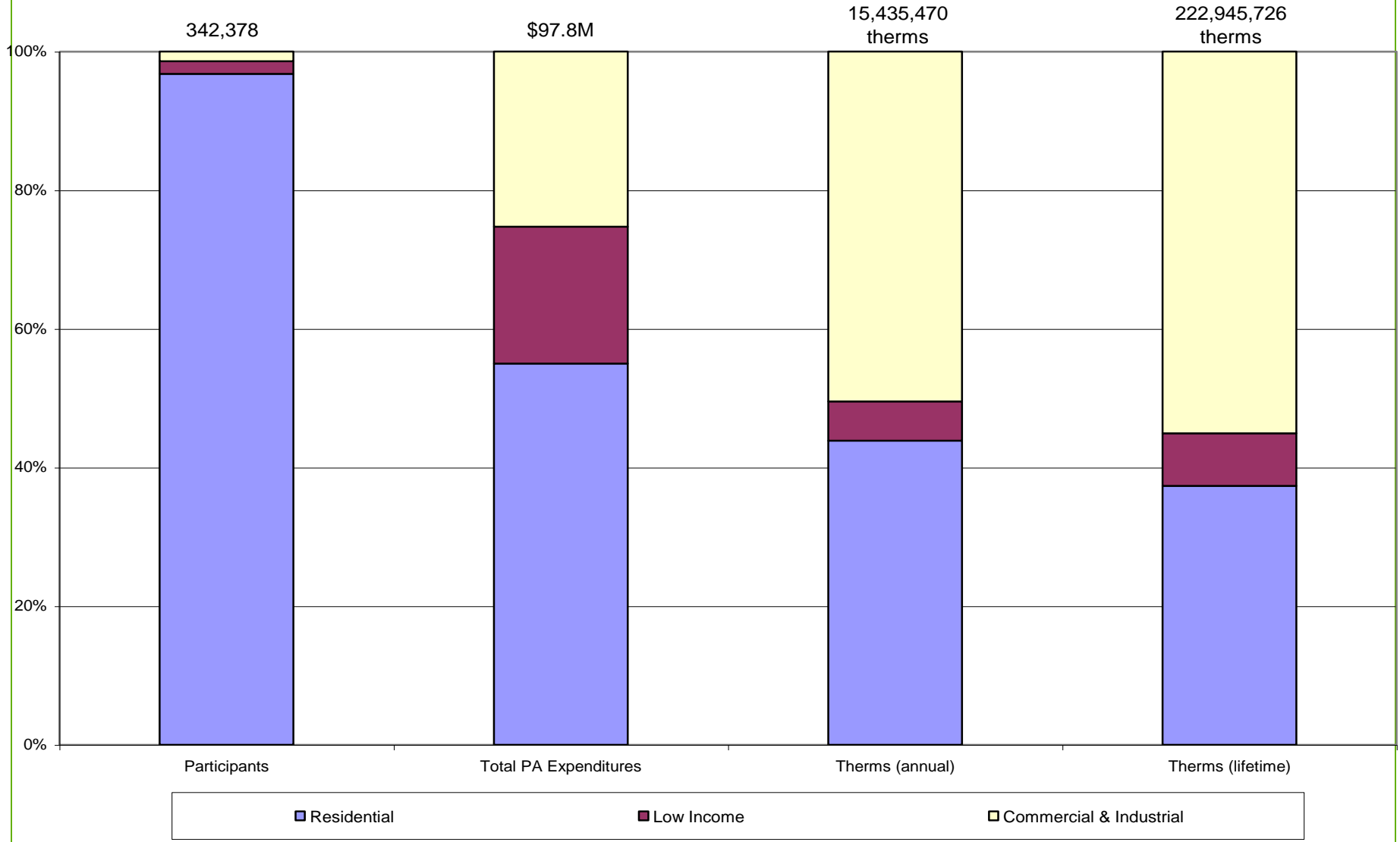
## Preliminary Actuals as a Percent of Plan Goal

- Total
- Residential
- Low Income
- Commercial & Industrial





## Statewide Gas Programs - YTD 2011 Sector Contributions to YTD Costs and Savings



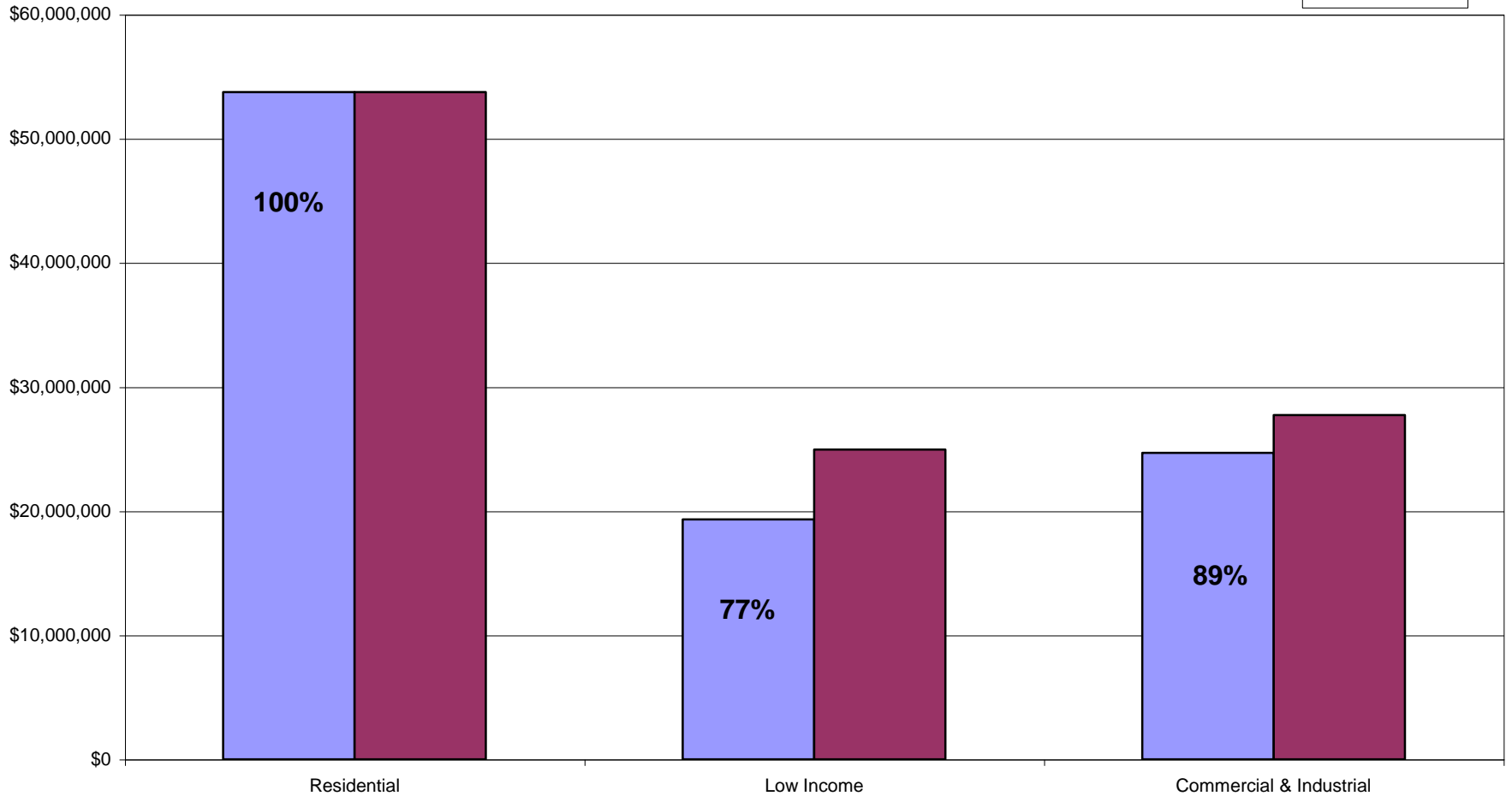
■ Residential

■ Low Income

■ Commercial & Industrial

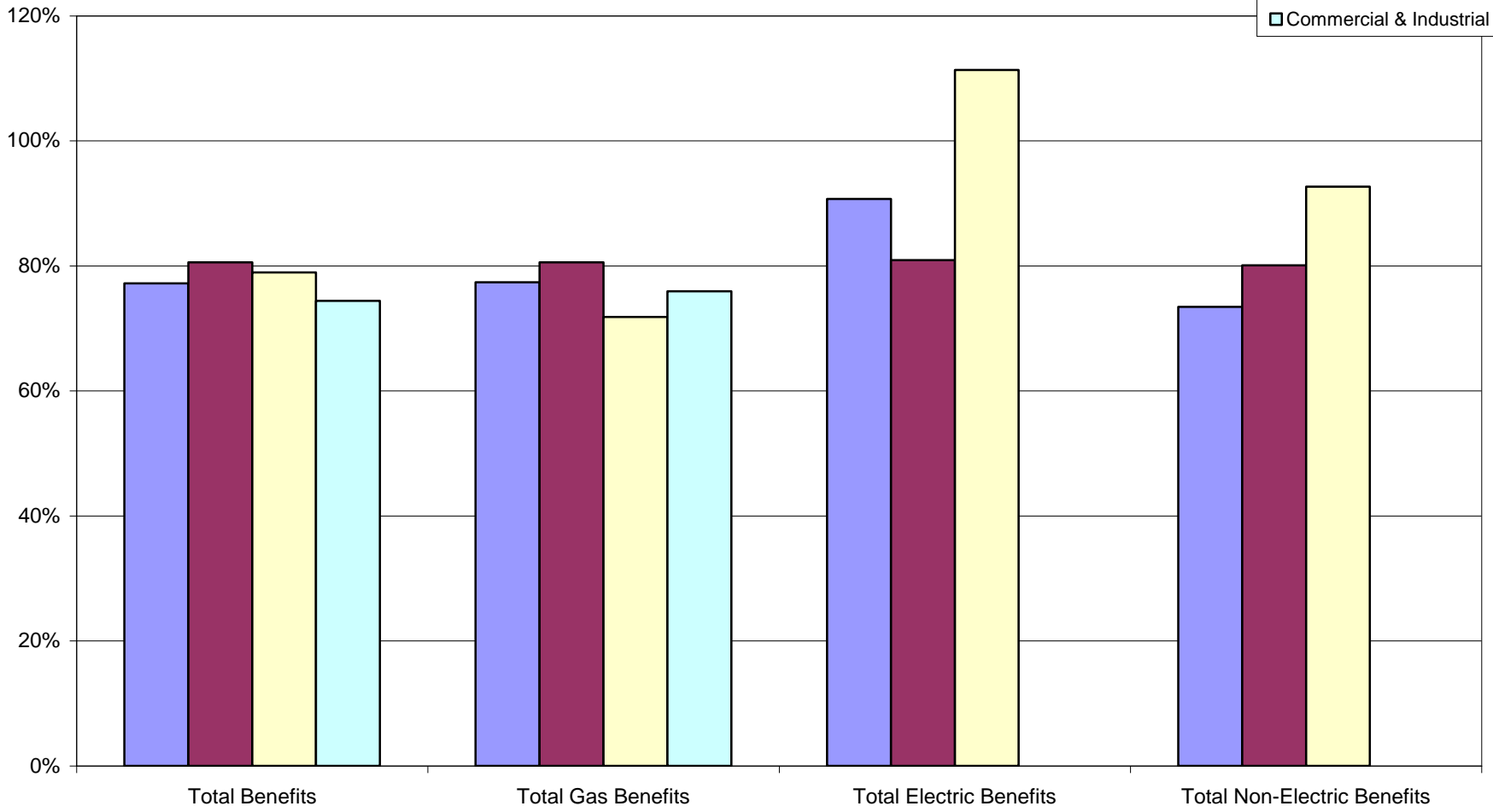
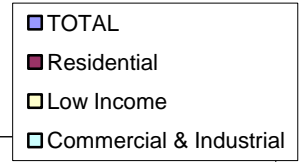
## Statewide Gas Programs - YTD 2011 Costs as compared to Plan Budget

■ Year to Date  
■ Goal



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 - YTD 2011 Preliminary Actual Benefits as a Percent of Plan Goal





# Program Highlights

- **New Construction**
  - Exceeded 2011 SW unit and savings goals; Western MA Storm Recovery – 53 projects total, 4 completions in Q4
- **Rebate Programs**
  - Strong year-end results; Attributable in part to SW marketing initiatives
- **Home Energy Services**
  - Contractor Best Practices Working Group established; Many program enhancements & efficiencies resulting from the group
- **Lighting & Appliances**
  - Both strong performers in 2011; New LED products being offered as well as refrigerators and freezers
- **Low-Income Retrofit**
  - Most PAs close to goal; ARRA funding continued to have significant impact on PAs' ability to meet production and spending goals
- **Commercial & Industrial**
  - Strong year end effects; detailed C&I presentation contemplated for future EEAC meetings; Upstream Lighting Initiative



# C&I Program Highlight – “Bright Opportunities”

- Upstream Lighting Initiative launched September, 2011
  - Reduced wattage T8 fluorescent lamps
  - High Output T5's
- Expanded in November to include LED (PAR/MR) lamps
- To date over 6 lighting manufacturers and 35 distributors participating statewide
- \$5 million of incentives supporting over 340,000 lamps through December, 2011



# Miscellaneous Fourth Quarter Updates

- **Marketing**
  - Continued momentum with multi-faceted online approach; paid search, retargeting and LinkedIn polling and banner ads
  - Hosted 2011 MassSavers Business Award event; recognized 15 Massachusetts businesses for excellence in EE practices
- **EM&V**
  - Continued work in all six research areas; 2012 EM&V plan incorporated in PAs 2012 MTM filings
- **Training**
  - Informational Webinars outlining MassSave® Bright Opportunities Upstream Lighting Initiative held in October