

C&I SAVINGS

► **October 3, 2017**

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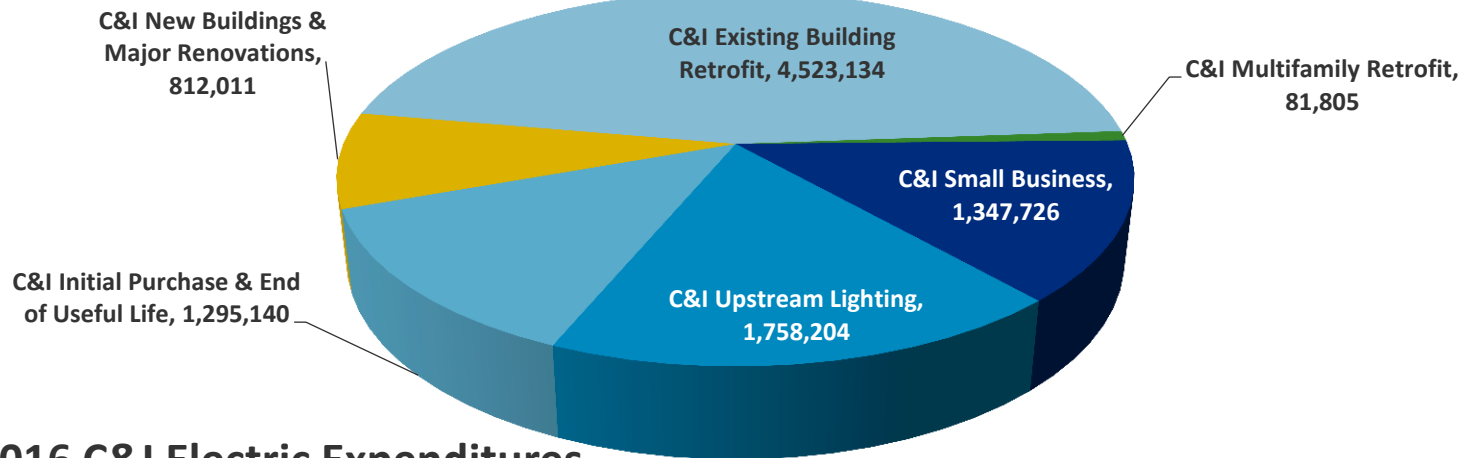
C&I 2016 COMBINED RESULTS

Initiative		Total Expenditures	Lifetime MWh Savings	Lifetime Therm Savings	Total Benefits*
C&I New Construction					
	C&I New Buildings & Major Renovations	\$ 35,821,968	812,011	47,576,064	\$ 154,411,667
	C&I Initial Purchase & End of Useful Life	\$ 33,466,241	1,295,140	34,932,571	\$ 247,191,727
C&I Retrofit					
	C&I Existing Building Retrofit	\$ 132,098,060	4,523,134	59,321,227	\$ 699,453,360
	C&I Small Business	\$ 67,323,123	1,347,726	3,531,520	\$ 219,276,410
	C&I Multifamily Retrofit	\$ 16,583,694	81,805	4,765,134	\$ 19,087,510
	C&I Upstream Lighting	\$ 18,663,125	1,758,204	-	\$ 252,959,159
C&I Hard-to-Measure					
	C&I Statewide Marketing	\$ 1,537,976	-	-	-
	C&I Statewide Database	\$ 41,127	-	-	-
	C&I DOER Assessment	\$ 1,919,867	-	-	-
	C&I EEAC Consultants	\$ 81,173	-	-	-
	C&I Sponsorships & Subscriptions	\$ 151,046	-	-	-
	C&I Workforce Development	\$ 123,129	-	-	-
	C&I R&D and Demonstration	\$ 176,472	-	-	-

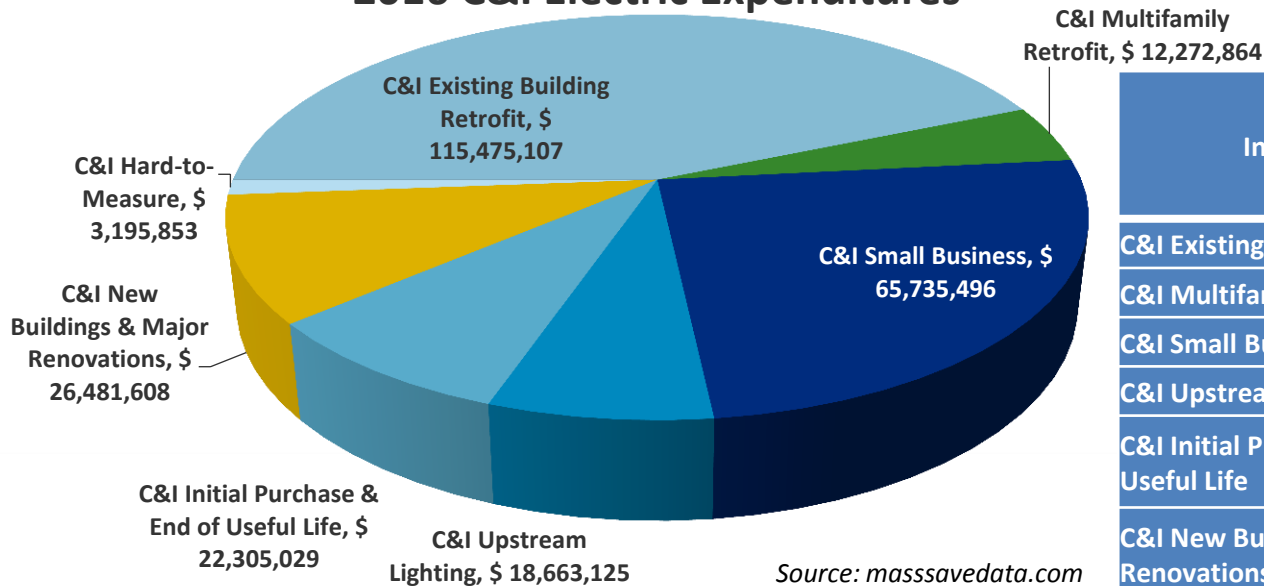
Nomenclature:	Sector > Program > Initiative
Example:	Commercial & Industrial > C&I Retrofit > C&I Small Business

2016 ELECTRIC PERFORMANCE

2016 C&I Electric Lifetime MWh Savings



2016 C&I Electric Expenditures



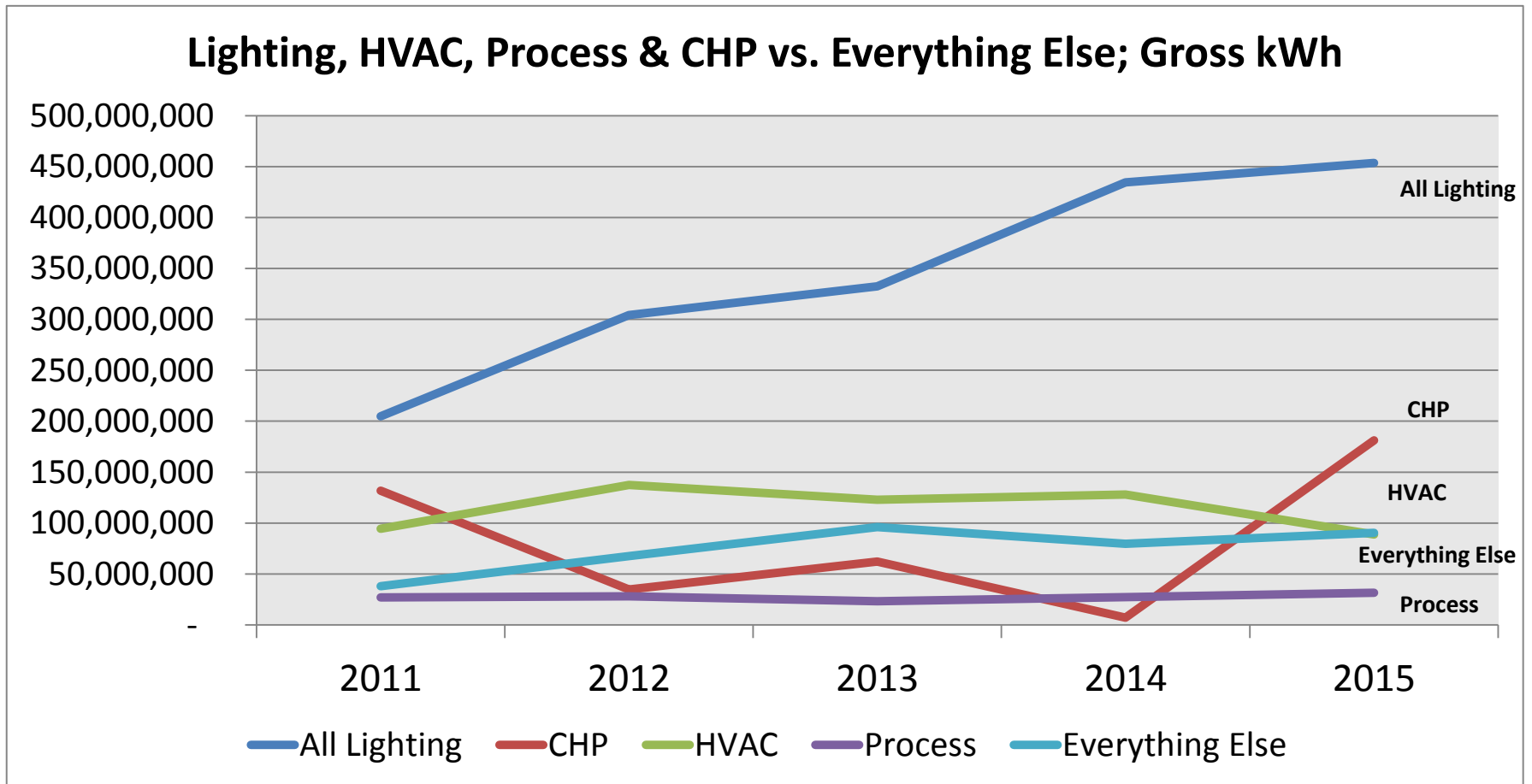
Initiative	\$/Annual kWh	\$/Lifetime kWh	Benefits / PA Costs*
C&I Existing Building Retrofit	\$ 0.341	\$ 0.026	\$ 5.40
C&I Multifamily Retrofit	\$ 1.249	\$ 0.150	\$ 0.81
C&I Small Business	\$ 0.598	\$ 0.049	\$ 3.22
C&I Upstream Lighting	\$ 0.072	\$ 0.011	\$ 13.55
C&I Initial Purchase & End of Useful Life	\$ 0.281	\$ 0.017	\$ 9.77
C&I New Buildings & Major Renovations	\$ 0.523	\$ 0.033	\$ 4.27

Source: masssavedata.com

ELECTRIC END USE – GROSS kWh

Specific End Use	2011	2012	2013	2014	2015
Lighting	204,777,829	244,350,585	226,810,143	252,125,120	263,907,465
Upstream Lighting	-	59,895,345	105,699,091	182,449,405	189,689,492
CHP	131,662,267	34,810,302	62,144,927	7,231,697	181,157,750
HVAC	94,514,022	137,519,282	122,849,389	128,133,546	88,674,130
Process	26,996,577	28,054,513	23,145,439	27,236,235	31,594,577
Comprehensive Design	19,248,747	18,964,286	33,143,077	27,691,534	31,233,345
Upstream Other	-	-	1,052,292	3,145,881	22,003,658
Compressed Air	3,688,088	16,949,587	17,900,734	19,750,855	17,118,365
Motors / Drives	9,569,706	20,886,346	38,069,737	26,322,042	11,881,697
Refrigeration	447,229	525,072	1,987,558	270,588	6,330,022
Other	1,122,890	5,231,062	486,117	900,129	1,256,619
Food Service	-	60,168	884,626	575,431	325,212
Hot Water	3,574,899	4,460,999	2,440,099	885,864	232,981
Building Shell	255,198	447,453	106,041	225,677	66,138
Total	542,809,471	611,338,966	665,557,235	751,484,880	917,127,435

ELECTRIC SAVINGS TRENDS



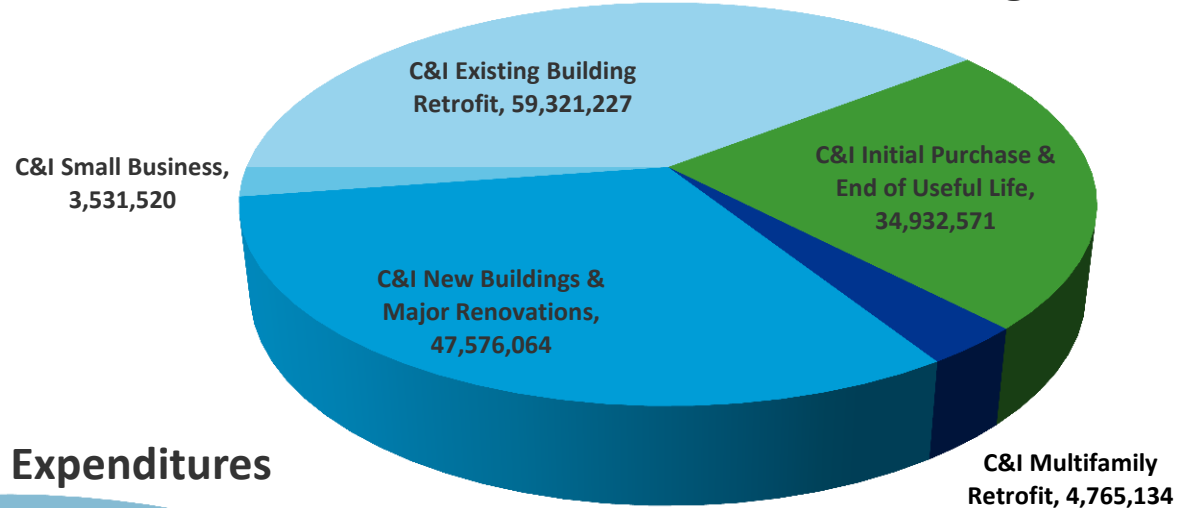
ELECTRIC CONSUMPTION & SAVINGS

Usage Size Bin	Maximum Value (kWh)	2015 Participant kWh Savings	Population kWh Usage 2014	2015 Total Incentives
Very Small	< 10,000 - 99,999	73,926,468	4,017,025,937	\$27,201,205
Small	100,000 - 999,999	125,202,494	7,161,457,840	\$43,167,567
Medium	1,000,000 - 4,999,999	140,391,894	7,634,958,193	\$33,595,803
Large	5,000,000- 49,999,999	200,620,888	7,954,792,494	\$43,814,131
Very Large	> = 50,000,000	8,161,006	886,941,873	\$1,454,133
Missing or <= 0	No Value or <= 0	368,824,685	(4,961,381)	\$75,095,462
Total		917,127,435	27,650,214,956	\$224,328,302

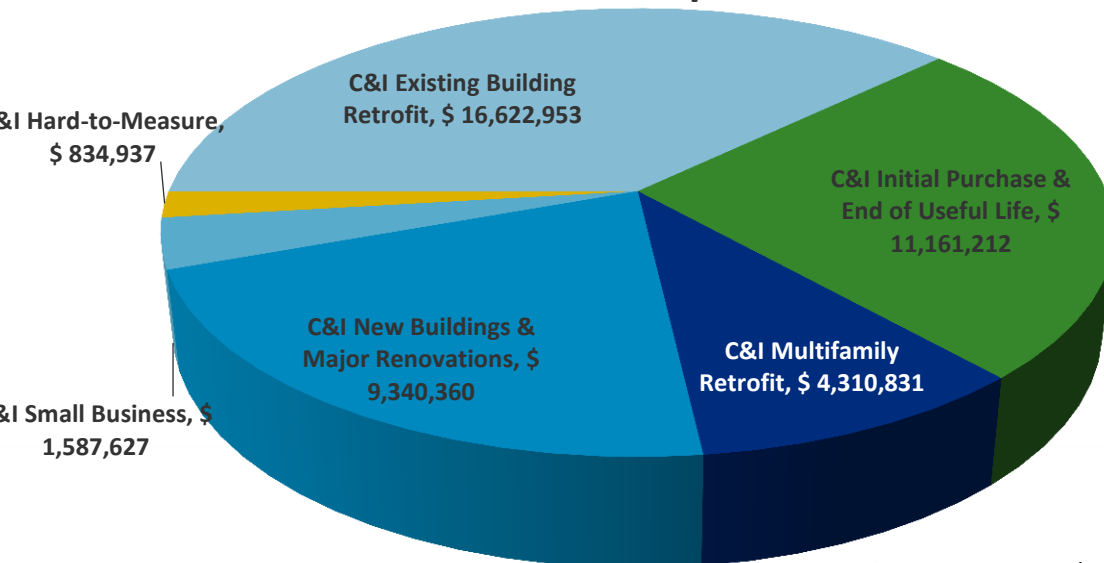
Please see Table 5-2 in the 2015 C&I Customer Profile for more data granularity

2016 GAS PERFORMANCE

2016 C&I Gas Lifetime Therms Savings



2016 C&I Gas Expenditures



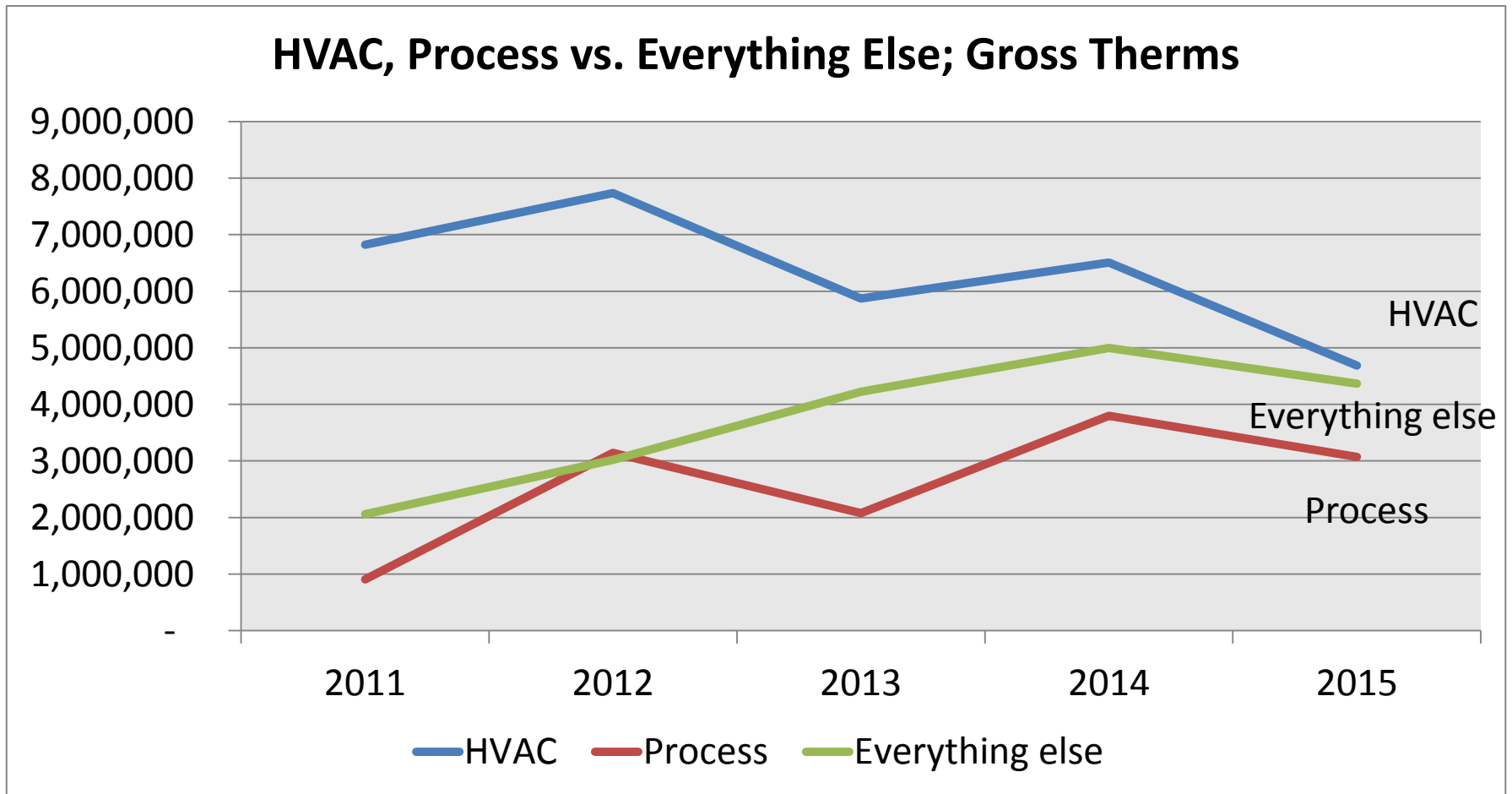
Initiative	\$/Annual Therm	\$/Lifetime Therm	Benefits / PA Costs*
C&I Existing Building Retrofit	\$ 3.136	\$ 0.280	\$ 4.57
C&I Multifamily Retrofit	\$ 5.150	\$ 0.320	\$ 2.63
C&I Small Business	\$ 13.473	\$ 0.905	\$ 2.12
C&I Initial Purchase & End of Useful Life	\$ 3.498	\$ 0.196	\$ 4.43
C&I New Buildings & Major Renovations	\$ 5.274	\$ 0.450	\$ 4.71

Source: masssavedata.com

GAS END USE – GROSS THERMS

Specific End Use	2011	2012	2013	2014	2015
HVAC	6,821,391	7,734,435	5,869,936	6,505,454	4,688,406
Process	905,378	3,142,780	2,076,699	3,799,481	3,071,278
Comprehensive Design	276,529	527,465	913,452	672,191	1,822,971
Hot Water	1,105,847	1,941,574	830,606	1,039,881	1,505,338
Building Shell	495,936	250,183	811,665	674,582	664,417
Other	120,893	158,437	1,424,231	2,380,029	220,309
Food Service	57,433	141,017	144,860	192,819	118,978
CHP	-	-	-	-	33,914
Building Systems	-	-	95,998	-	-
Compressed Air	-	-	-	12,026	-
Lighting	-	-	-	-	-
Refrigeration	-	-	-	24,262	-
Total	9,783,407	13,895,891	12,167,447	15,300,725	12,125,611

GAS SAVINGS TRENDS



GAS CONSUMPTION & SAVINGS

Usage Size Bin	Maximum Value (Therms)	2015 Participant Therm Savings	Population Therm Usage (2014)	2015 Total Incentives	2015 Account Participation
Small	< 8,000	1,354,952	216,386,117	\$2,399,415	1.4%
Small Medium	8,000-40,000	1,503,440	324,699,009	\$3,389,943	5.3%
Large Medium	40,000-80,000	853,846	155,730,879	\$1,524,173	8.1%
Large	80,000-1,000,000	4,335,108	390,550,417	\$6,277,399	14.0%
Very Large	>1,000,000	1,280,692	226,616,192	\$1,289,038	26.6%
Missing or <= 0	No Value or <= 0	2,797,574	(3,128,867)	\$4,866,329	see footnote in profile report
Total		12,125,611	1,310,853,746	\$19,746,296	2.4%

Please see Table 6-2 in the 2015 C&I Customer Profile for more data granularity