

# CONSULTANT TEAM PRESENTATION ON PA Q1 REPORT

► **May 15, 2019**

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# INTRODUCTION



- ▶ **Q1 is early to draw many meaningful conclusions based on data**
- ▶ **Purpose of this presentation is to:**
  - Identify changes to quarterly reporting format
  - Highlight and address most important Council priorities
  - Discuss first KPI results
- ▶ **Future Consultant Team presentations on quarterly reports will:**
  - Cover most important Council priorities and actions needed to achieve 2019-2021 goals
    - These priorities may differ quarter to quarter
  - Forecast on whether PAs and programs are on track or not

# UNDERSTANDING FINAL PLAN NUMBERS

- ▶ Final Compliance Filing Plan numbers slightly different than Oct. filed Plan
- ▶ Largest change is increase in benefits related to higher GWSA compliance value used

## 2019-2021 Electric Planned Outcomes

|                          | 2019-2021<br>(February 2019) | 2019-2021<br>(October 2018) | % Difference |
|--------------------------|------------------------------|-----------------------------|--------------|
| Net Annual MWh (No FS)   | 3,464,441                    | 3,466,476                   | -0.1%        |
| Net Lifetime MWh (No FS) | 36,259,718                   | 36,295,524                  | -0.1%        |
| Summer MW (w/ Active)    | 693.2                        | 694.3                       | -0.2%        |
| Benefits (\$M)           | \$7,011.8                    | \$6,530.7                   | 7.4%         |
| Budget (\$M)             | \$1,969.9                    | \$1,970.7                   | <0.0%        |

# UNDERSTANDING FINAL PLAN NUMBERS

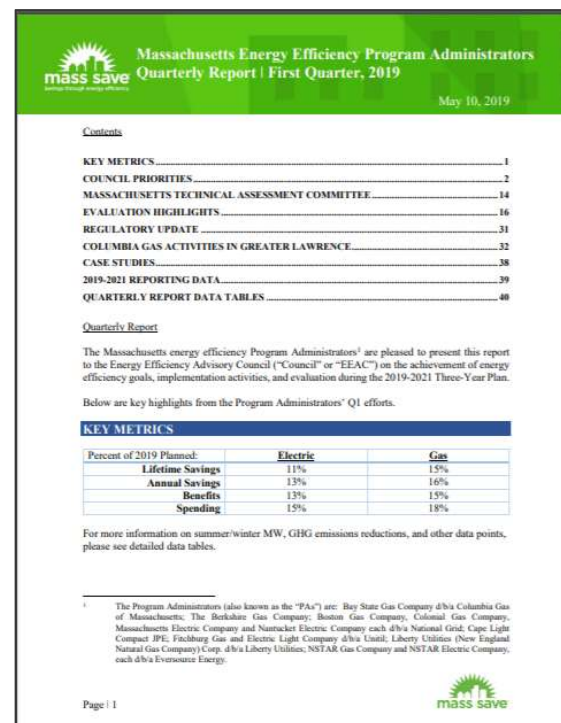
► Increase in benefits even more pronounced for gas

### 2019-2021 Gas Planned Outcomes

|                     | 2019-2021<br>(February 2019) | 2019-2021<br>(October 2018) | % Difference |
|---------------------|------------------------------|-----------------------------|--------------|
| Net Annual Therms   | 96,462,193                   | 96,460,116                  | <0.0%        |
| Net Lifetime Therms | 1,249,959,422                | 1,249,921,626               | <0.0%        |
| Benefits (\$M)      | \$2,322.2                    | \$2,003.6                   | 15.9%        |
| Budget (\$M)        | \$799.4                      | \$799.5                     | <0.0%        |

# NEW QUARTERLY REPORT FORMAT

- ▶ Updated to include activities related to 2019 Council priorities
- ▶ Summary table upfront; bar charts moved to end of report
- ▶ No longer includes “Program Highlights” section
  - Typically ~3 topics per sector providing a fair amount of detail
- ▶ Provides update on CMA Activities in Greater Lawrence
- ▶ Includes data on KPIs



# COUNCIL PRIORITIES REPORTING OBSERVATIONS

- ▶ **#1. 2019 – 2021 Plan: Monitor and ensure progress toward 2019 – 2021 Three-Year Plan goals**
  - Report contains little informative content about “Residential Program Design and new enhancements” item
    - Residential priorities in general include less detail than some of the C&I and demand focused priorities
  - Strategic Energy Management (SEM) cohort kicked off in MA, but PAs had trouble recruiting enough customers from MA
    - Result indicates PAs targeted list of customers was too limited
  - No mention of strategies for increased electric and gas savings from custom HVAC controls



# COUNCIL PRIORITIES REPORTING OBSERVATIONS

## ► #3. 2019-2021 Plan – other new offerings: New program initiatives developed and executed in timely manner

- Energy Optimization (EO) and heat pumps covered under this priority
- Unsure about current timeline for EO and whether rollout is early and timely enough
- Report indicates “extensive engagement” with heat pump installers and manufacturers, but actual activities unclear
  - How is engagement going?
  - Are contractors specifying and installing equipment appropriately?



# COUNCIL PRIORITIES REPORTING OBSERVATIONS

## ► #2. Peak Demand Reduction: Ensure new, active demand reduction programs are developed and executed effectively

- PAs target for Q1 activities was to be operationally ready to call events by the end of May 2019 for summer 2019
- Additional information needed on ADM and prep for summer
  - Where do the PAs stand now relative to Plan?
  - How are sign-ups and enrollments going for summer 2019?
  - How many MWs of demand reduction will be available for summer 2019?





# RESIDENTIAL KPI REPORTING OBSERVATIONS

► **KPI #3: # of heating system recommendations**

- Large difference between # of heat pump recommendations reported by Eversource and National Grid
- No CAC recommendations from Eversource

**Q1 2019 Electric Heating System Recommendations**

|                   | DMSHP | Central HP | Central AC |
|-------------------|-------|------------|------------|
| <b>NGrid</b>      | 1,099 | 172        | 942        |
| <b>Eversource</b> | 63    | 10         | -          |

- # of heating system recommendations in Berkshire territory seems low, especially compared to Liberty and Unitil

**Q1 2019 Gas Heating System Recommendations**

|                    | NGrid | Eversource | CLC | CMA | Berkshire | Liberty | Unitil |
|--------------------|-------|------------|-----|-----|-----------|---------|--------|
| <b>Gas Furnace</b> | 857   | 769        | 86  | 658 | 1         | 43      | 15     |
| <b>Gas Boiler</b>  | 1,512 | 355        | 114 | 922 | 5         | 131     | 41     |

# C&I KPI REPORTING OBSERVATIONS



## ► KPI #4: Ratio of projects that include lighting controls to total

- PAs indicate they've combined trainings and incentives to exponentially increase troffers with integrated controls
- In Q1, only 13% of C&I lighting projects included controls
- Consultants hope to see continued growth

|               | Total Lighting Projects | Lighting Projects w/ Controls | % of Lighting Projects w/ Controls |
|---------------|-------------------------|-------------------------------|------------------------------------|
| National Grid | 2,744                   | 403                           | 14.7%                              |
| Eversource    | 1,295                   | 122                           | 9.4%                               |
| CLC           | -                       | -                             | 0.0%                               |
| Until         | 8                       | -                             | 0.0%                               |
| Statewide     | 4,047                   | 525                           | 13.0%                              |

# THANK YOU

## Questions?

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