December 20, 2023

2023 Q3 Presentation of the Program Administrators

WE ARE MASS SAVE®:

Berkshire Gas
An Avangrid company

Cape Light Compact

EVERSOURCE

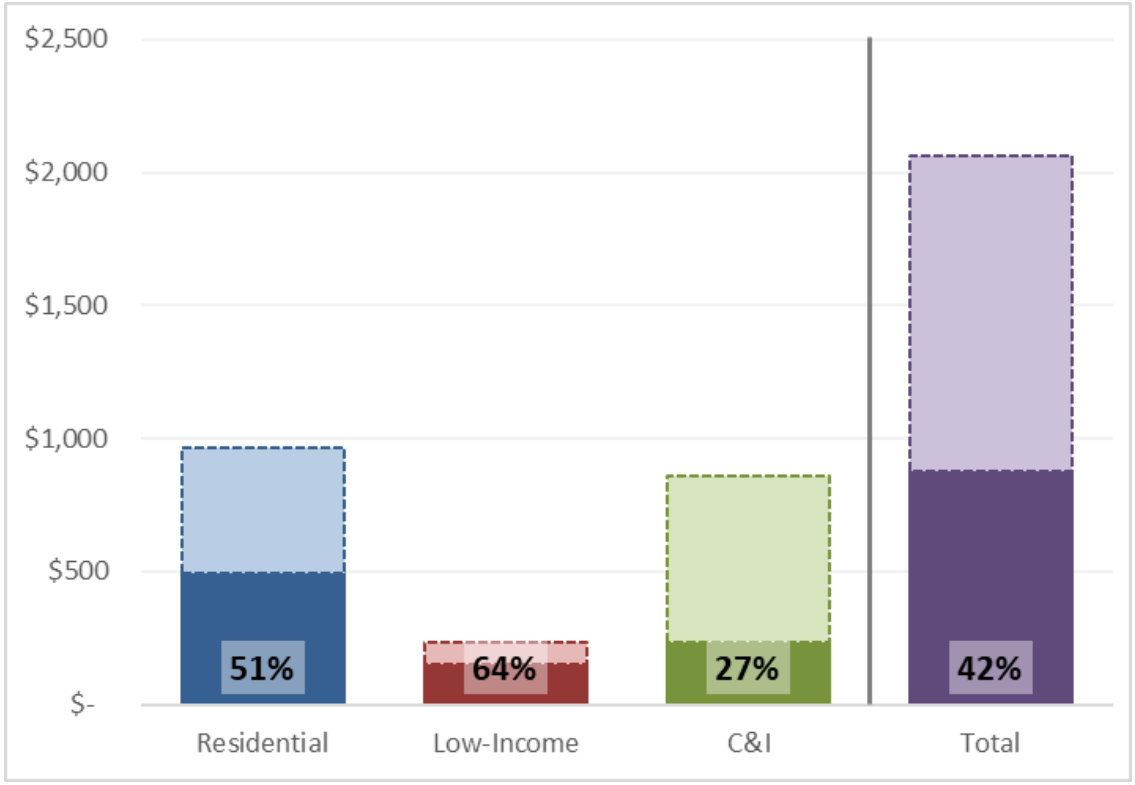
Liberty

nationalgrid

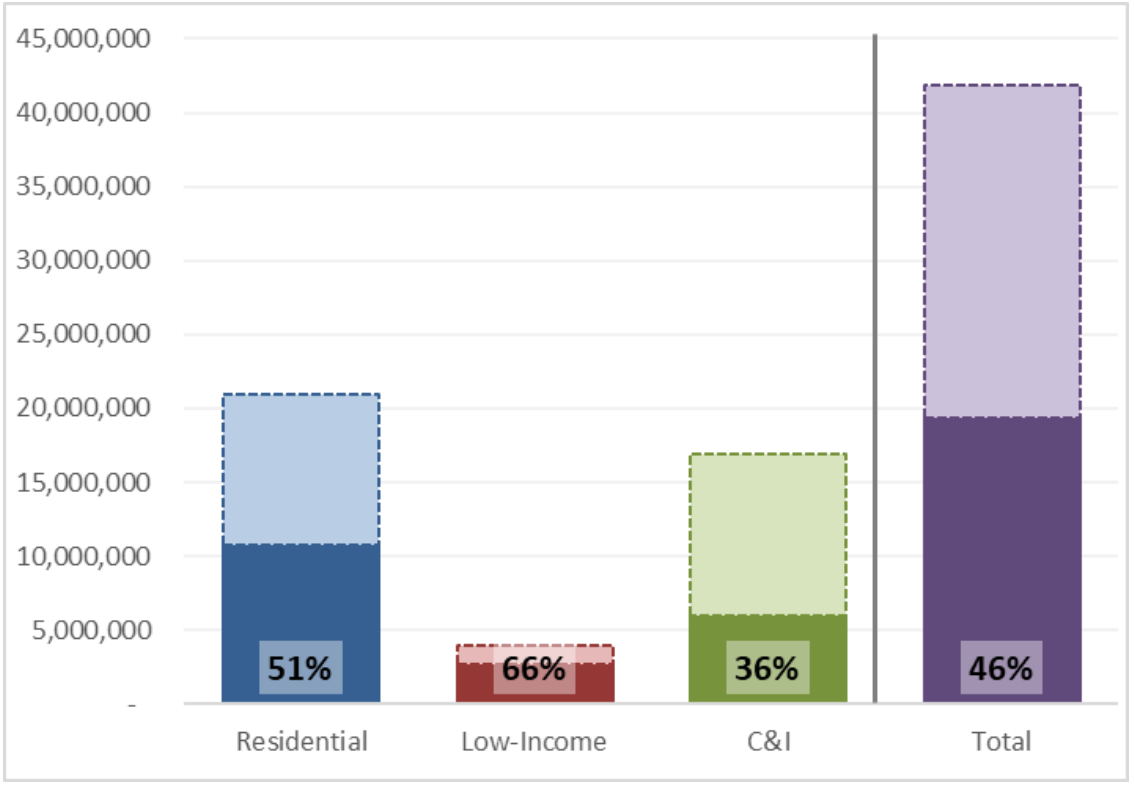
Unitil

Q3 2023 Electric Progress

2023 Benefits to Goal ($ Millions)

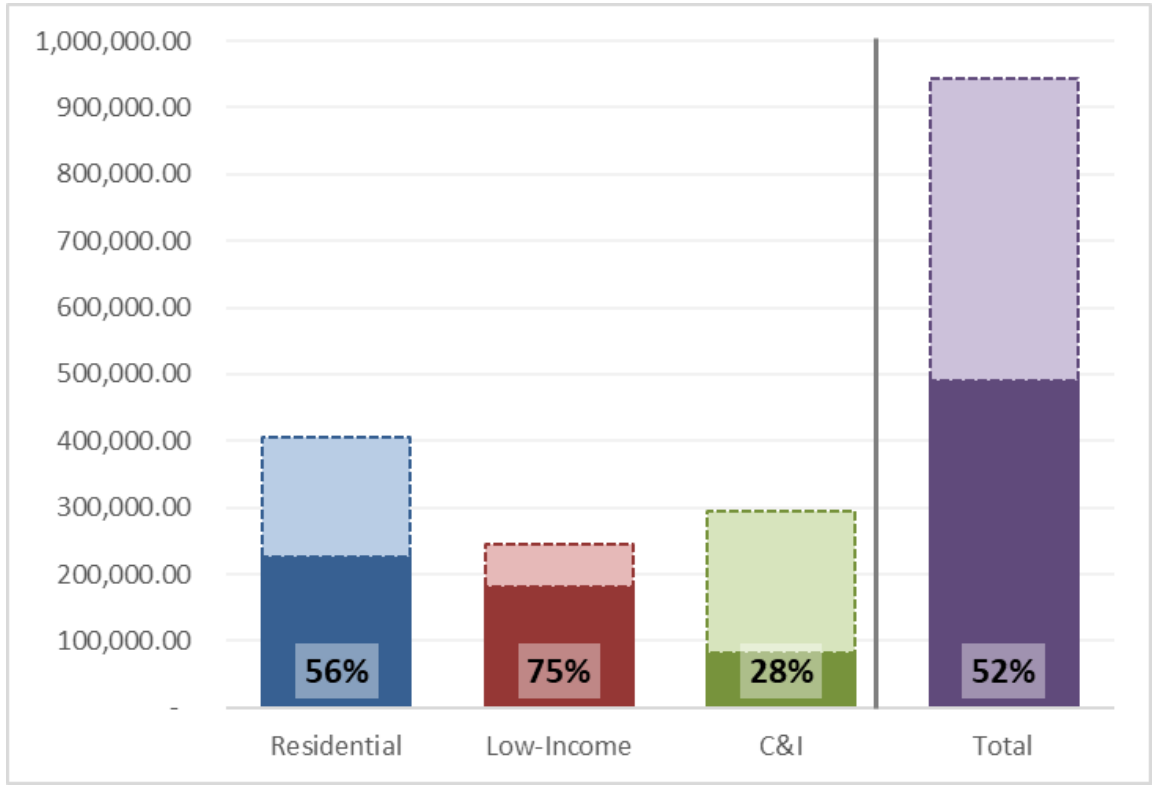


2023 Lifetime Savings to Goal (MMBTUs)

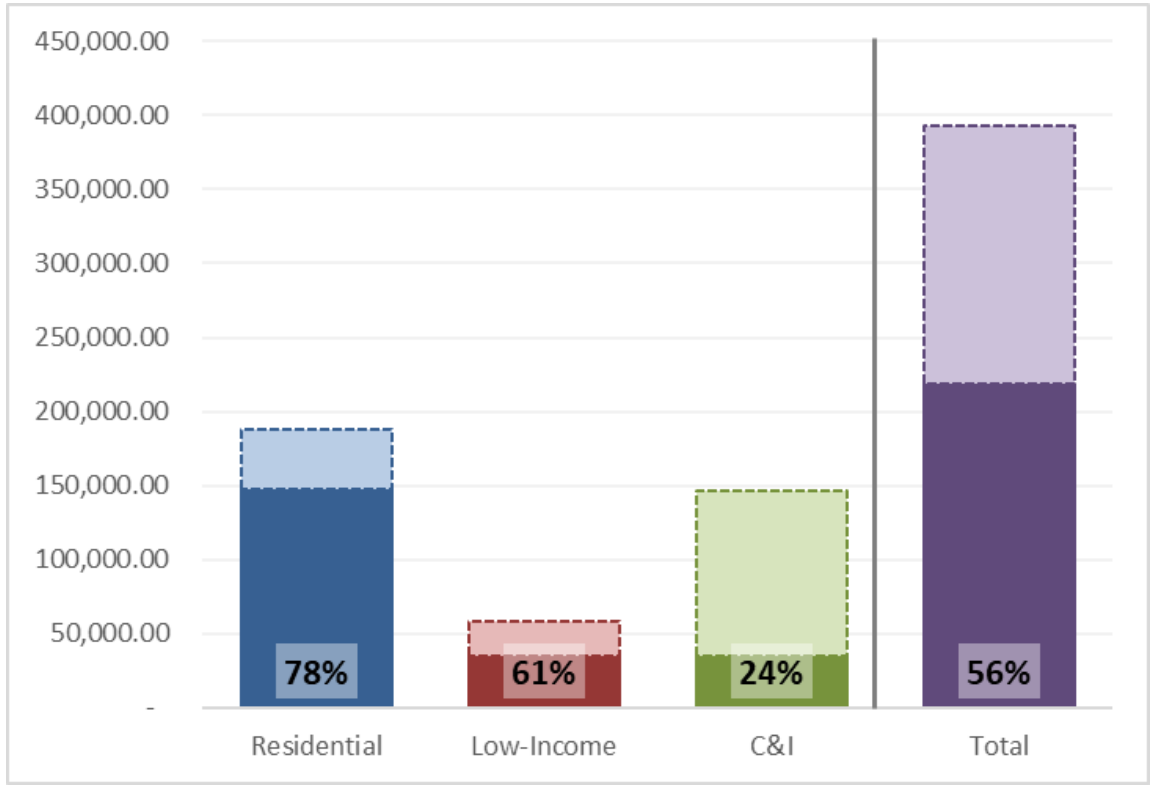


Q3 2023 Gas Progress

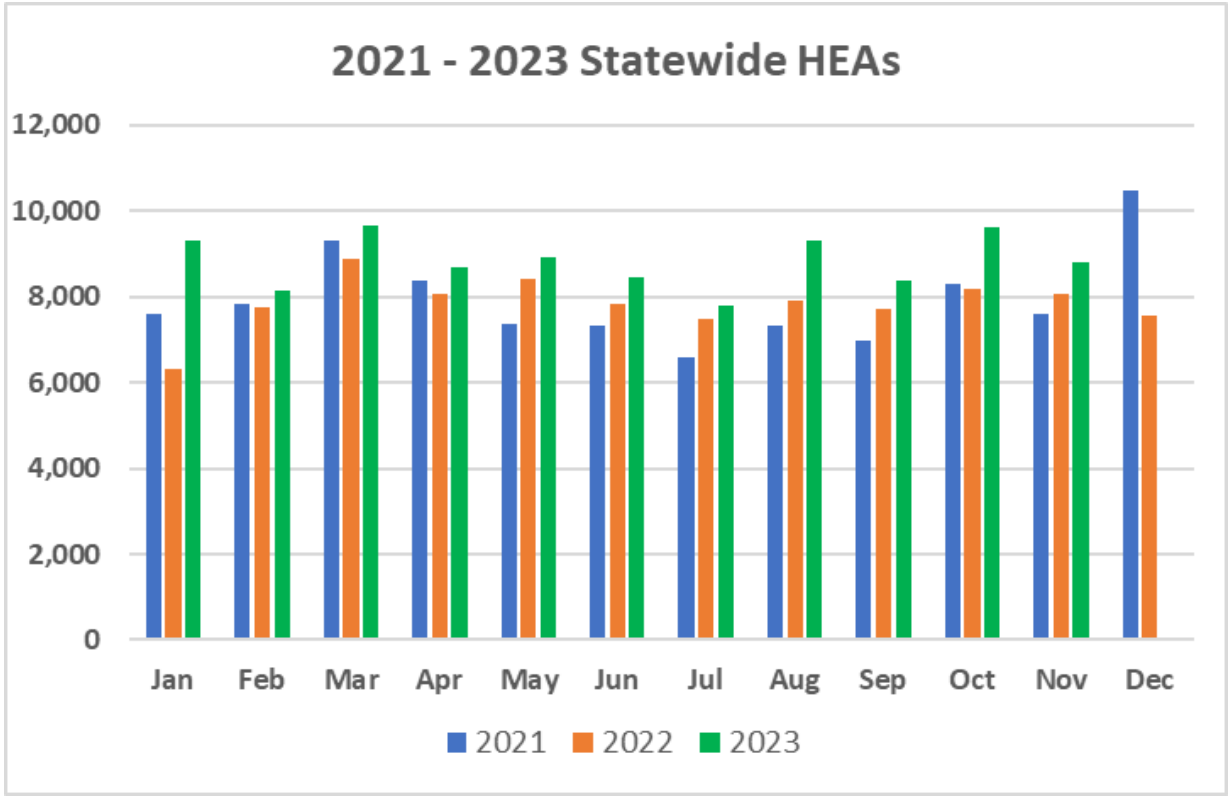
2023 Benefits to Goal ($ Millions)

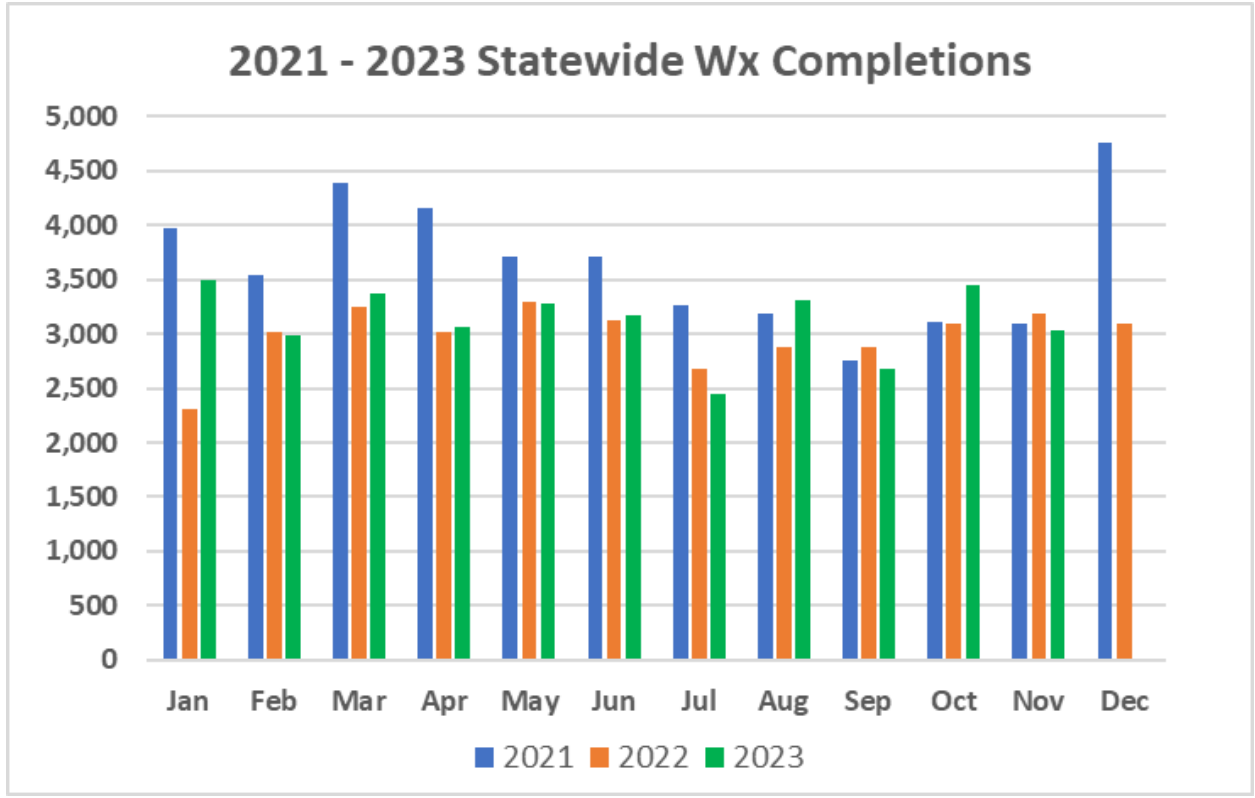


2023 Lifetime Savings to Goal (thousand Therms)



YTD HEA and Weatherization Monthly Through November

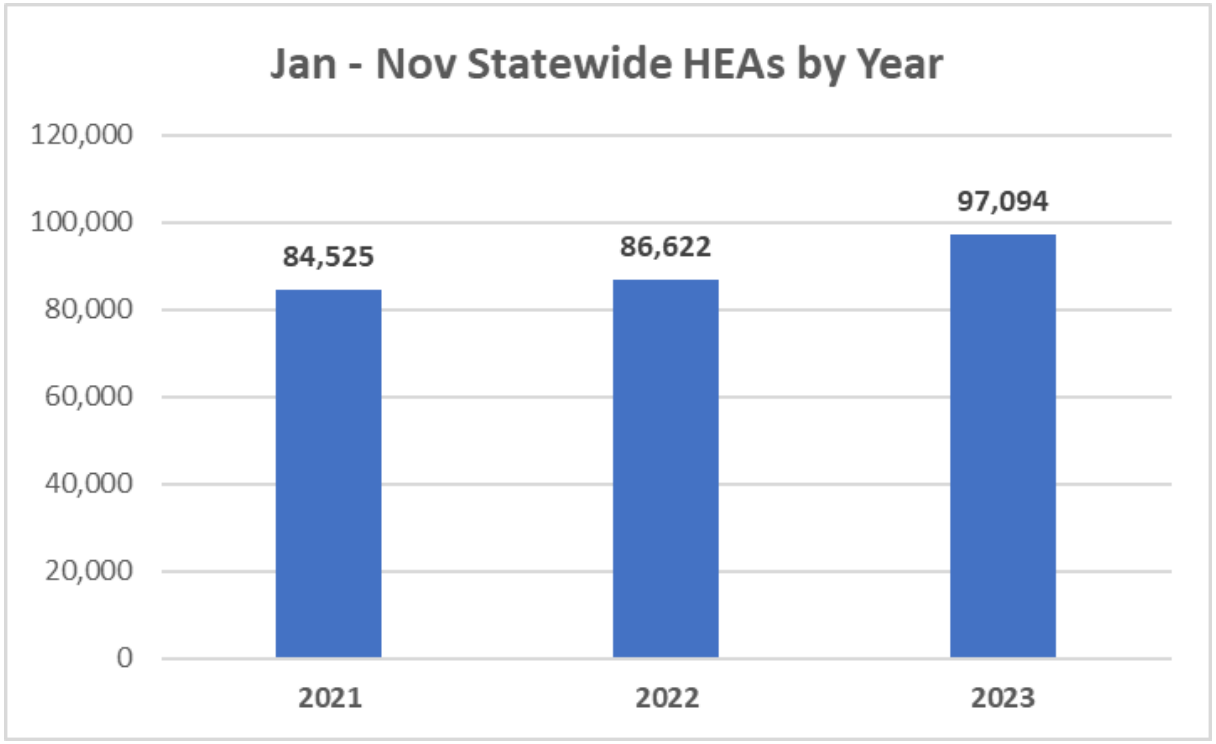




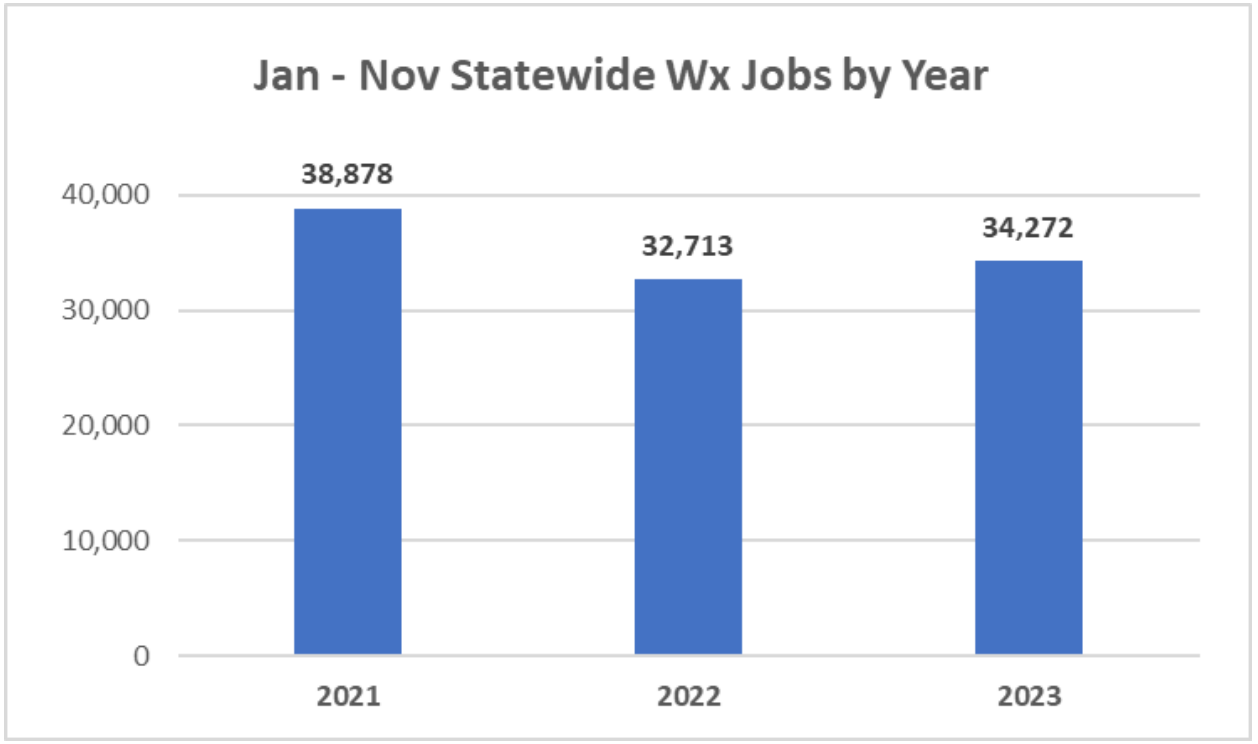
% of Jobs by Pathway, September-November

- HPC – 52.0% of HEAs, 57.6% of Wx Completions
- Lead Vendor/IIC – 48.0% of HEAs, 42.4% of Wx Completions

YTD HEA and Weatherization Through November



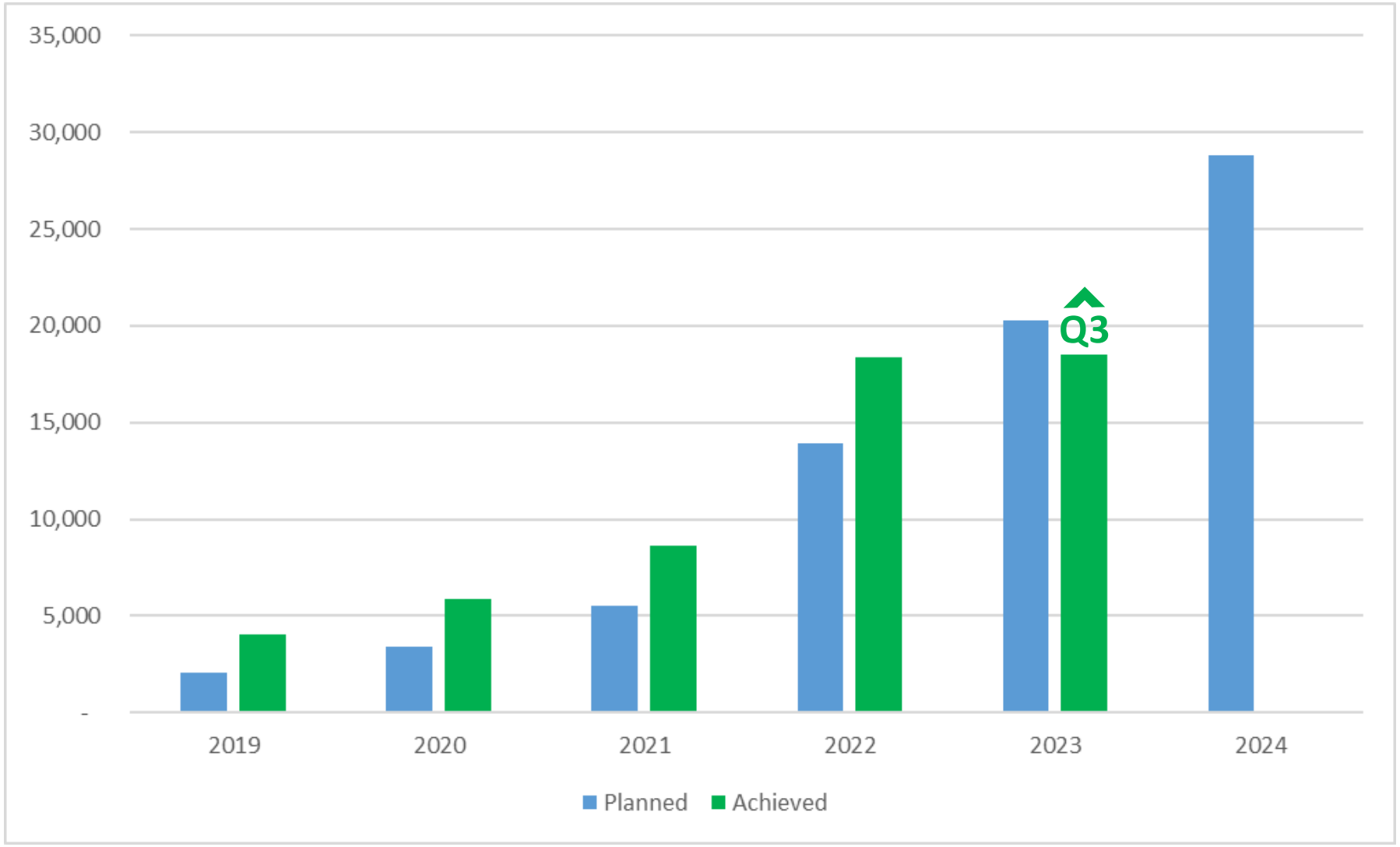
YTD HEAs are up YOY by 12%



YTD Wx Jobs are up YOY by 5%

Across all LVs & HPCs we are in the 4-6 week backlog range for HEAs. We've recently seen a slight increase in demand but we also have reduced capacity at the end of the month related to the holidays.

Residential Heat Pump Production

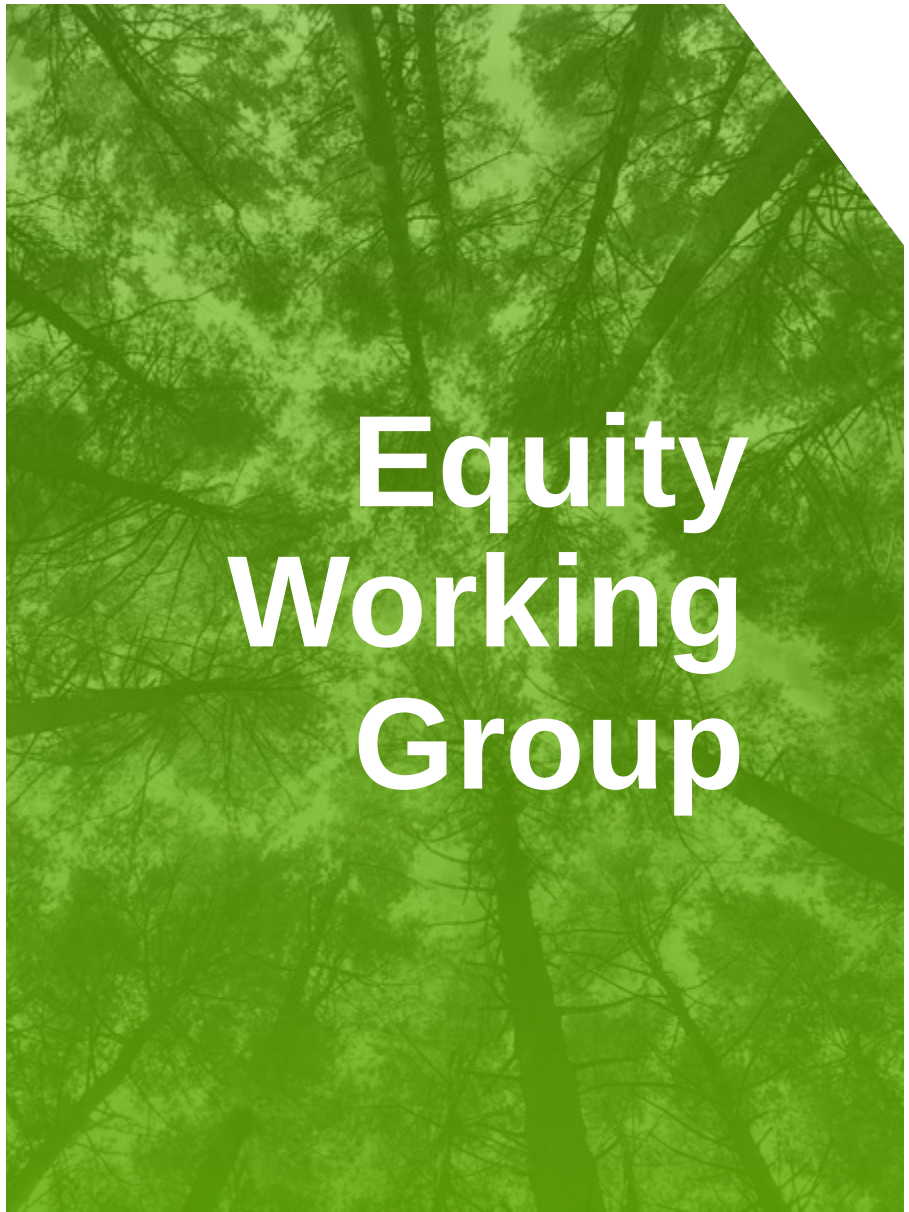


Q3 Implementation Highlights

- Community First Partnership: 451 engagements in 39 communities
- Residential leads from CFP: 5,697 in Q3 2023 (almost 27k residential leads term to date)
- 9 new CEP interns; accepting applications for next cohort
- Enhanced incentive up to 100% for small business renters
- Small Business Main Streets Initiative: 48 events in Q3
- Individuals participating in contractor-training events: 2,428

Detailed reporting on equity targets forthcoming as part of Q4 Report.

Proposed Changes to Moderate Income Offers for 2024



Equity Working Group

Acknowledgement and Thanks

- The PAs want to acknowledge and thank the Equity Working Group for the productive and collaborative planning process and the valuable recommendations put forward for the 25-27 3YP

Building off the 25-27 Equity Recommendations

- The PAs are proposing to test out several of the recommendations related to moderate income customers, with a goal of improving moderate income delivery this term and testing potential approaches for the 25-27 3YP

2024 Moderate Income Offer Changes

Statewide*

- Area Median Income as additional income qualifier
- 100% Weatherization via self-attestation
- 100% pre-weatherization barriers (income verification required), offered via turnkey delivery at no out-of-pocket cost to customers
- Moderate Income Navigator (expanded to additional PAs)

**Implementation of these changes will be subject to approval and availability of additional funds by the DPU for those PAs awaiting an Order on their MTM request(s), as well as the need to maintain sector level cost-effectiveness. To help manage these concerns, Unitil, Liberty, and Berkshire will likely pre-screen large pre-weatherization barrier projects prior to approval.*

2024 Moderate Income Offer Changes

Community Specific (4-6 communities)

CLC, Eversource, and National Grid Territories Only

- 100% barrier mitigation (includes pre-electrification), via self-attestation
- 100% heat pump incentive (income verification required), offered via turnkey delivery at no out-of-pocket cost to customers
- Leveraging our Community Partners/Community support for focused outreach and engagement

Community Selection Guiding Considerations

- Gateway City
- High concentrations of likely moderate income
- Community First Partner participant
- High populations of delivered fuels for most territories

PAs will maintain flexibility in selection to address considerations for unique services territories
Selection will be based on communities that meet many, but likely not all of these criteria

Enhanced Outreach to Affordable Housing and Group Homes

- Leveraging DNV dataset to proactively target likely moderate-income housing, *e.g.,* deed-restricted properties, on electric, oil, and propane, which have not been served previously
- PAs will work to identify group living environments that may have not fit neatly into program definitions previously
    - May include facilities on C&I meters, they will be served as Res
- Deed restricted properties could receive:
    - 100% weatherization
    - 100% pre-weatherization barrier remediation
    - 100% heat pump incentives, turnkey delivery, vendor managed pricing
    - O&M for a two-year period

Summary

New Eligibility Criteria and Pathways

Enhanced Incentive Offerings and Delivery Pathways

Community Focused Marketing and Outreach

Enhanced Property Targeting and Outreach

Explicit Marketing to 1-4 Landlords of Rental Unit Eligibility

Appendix

Statewide Moderate Income Offers (1-4 Family)*

	Current	New	Considerations
Qualification Process	SMI Only	Allow AMI or SMI, or new Categorical Eligibilities	Exploring data sharing agreements with MassHealth and ONE mortgage
Weatherization Incentives	100% cost coverage after income verification	100% cost coverage after self-attestation	
Barrier Remediation	Up to $7,000 to cover knob & tube and vermiculite after income verification Open market delivery	Remove cap on pre-weatherization barriers after income verification Turnkey delivery	Continue requiring verification, given large dollar amounts Consideration for any barriers on cost effective basis
Navigator Support	National Grid initiative	All PAs exploring. Planned expansion to Eversource	

*Implementation of these changes will be subject to approval and availability of additional funds by the DPU for those PAs awaiting an Order on their MTM request(s), as well as the need to maintain sector level cost-effectiveness. To help manage these concerns, Unitil, Liberty, and Berkshire will likely pre-screen large pre-weatherization barrier projects prior to approval.

Community-Based Initiative (1-4 Family Offer)

Eversource, National Grid, and CLC Only for 2024
Target offer in 4-6 communities

	Current	New	Considerations
Weatherization Incentives	100% cost coverage after income verification	100% cost coverage after self-attestation	
Pre-Weatherization and Electrification Barrier Remediation	Up to $7,000 to cover knob & tube, vermiculite Open-market delivery	Remove cap on pre-weatherization barriers after self-attestation Add support for panel upgrades Turnkey delivery	Consideration for any barriers on cost effective basis
Heat Pump Incentives	$16,000 Open-market delivery	100% cost coverage after income verification Turnkey delivery	For renters, delivered fuels and electric resistance only