

COMMONWEALTH OF MASSACHUSETTS
ENERGY EFFICIENCY ADVISORY COUNCIL

REQUEST FOR AUTHORIZATION OF PILOT PROGRAM EXPENDITURES

On October 27, 2009, the Energy Efficiency Advisory Council (the “Council”) adopted a Resolution approving the statewide three-year electric and natural gas energy efficiency plans of the electric and natural gas Program Administrators (each a “Statewide Plan” together, the “Statewide Plans”). Following Council review, the design, implementation, and cost recovery of the Company’s energy efficiency programs are subject to the jurisdiction of the Department of Public Utilities (“Department”) under the provisions of G.L. c. 164 and Chapter 169 of the Acts of 2008, an Act Relative to Green Communities (the “Act”). In accordance with the Council’s Resolution on October 27, 2009, the Program Administrators each filed individual three-year plans with the Department on October 30, 2009, consistent with the procedural mandates set forth in G.L. c. 25, § 21(d). The PA-specific plans incorporated and conformed to the Statewide Plans; in addition, the October 30 filings included certain unique features and program offerings, as well as setting forth each Program Administrator’s individual savings goals budgets.

Now that the Program Administrators’ final budgets and unique program offerings have been finalized and filed with the Department, and following up on the discussion of this topic at the Council meeting of October 27, 2009, the Program Administrators are seeking the Council’s express authorization of budgeted expenditures relating to pilot energy efficiency programs. More specifically, pursuant to G.L. c. 25, § 21(B)(2), each Program Administrator’s three-year Plan shall include “(C) programs for research, development and commercialization of products or processes which are more energy-efficient than those generally available; [and] (D) programs for

development of markets for such products and processes, including recommendations for new appliance and product efficiency standards... provided, however, that not more than 1 percent of the fund shall be expended for items (C) and (D) collectively, without authorization from the advisory council[.]”

As detailed in the Statewide Plans, the annual savings goals and budgets for program expansion efforts during the three-year terms of the Plans represent a significant increase as compared to historic savings goals and budget levels and are consistent with the enhanced energy efficiency goals of the Act. The Council has emphasized the importance of pilot programs, along with state-of-the-art core programs, in promoting and expanding energy efficiency in the Commonwealth. Mindful of this, the Program Administrators have endeavored to develop innovative pilot programs to complement their core programs. As the Program Administrators achieve experience with the pilot programs, they will be in a position to evaluate the programs’ effectiveness, refining and, if successful, expanding the programs in future years.

The Program Administrators are attaching as Exhibit 1 (electric pilot programs) and Exhibit 2 (gas pilot programs) the finalized budgets for their energy efficiency pilot programs, both on a statewide basis and on an individual Program Administrator basis. Each of these efforts is described in the Statewide Plans, or, if unique to a Program Administrator, in that Program Administrator’s October 30, 2009 filing at the Department (which filings have been summarized for convenience in the Program Administrator’s November 5, 2009 memorandum to the Council). Although the Program Administrators have developed their program budgets mindful of the one percent threshold contemplated by the Act, on a statewide basis, the electric Program Administrators’ pilot programs will constitute slightly more than one percent of the total program budget on a statewide basis in 2010 only. As the attached Exhibit 1 reflects, the statewide budget

for pilot programs is 1.29% of total budgets in 2010, but the percentage is less than one percent (0.89%) when calculated for the entire 2010-2012 Term. (On a Program Administrator-specific basis, it is also contemplated that this one percent threshold will be exceeded in certain instances as detailed in the exhibits). The gas Program Administrators anticipate that the statewide budgets will exceed one percent for the three years of 2010-2012, calculated at 2.3%, 2.2%, and 1.5% for the years 2010, 2011, and 2012, respectively, all as detailed in Exhibit 2.

To the extent that the pilot budgets exceed one percent (both a statewide level and on a Program Administrator-specific level in any of the three years indicated in the Exhibits), the amounts are reasonable and warranted by the benefits of program innovation and development. The pilot programs were developed by the Program Administrators with the collaboration and thoughtful input of the Council and interested parties, and these innovative programs are critical in advancing the bold goals of the Act. Although the pilot programs require some expenditures associated with ramp-up that, in some cases, cause the program budgets to reasonably exceed the one percent baseline, it is the Program Administrators' belief that the slight deviation is justified by the value of the programs.

The Program Administrators appreciate the guidance that the Council has provided in the development of the Statewide Plans, culminating in the Council's Resolution of October 27, 2009, approving the Statewide Plans. The Program Administrators hereby respectfully request that the Council authorize the proposed expenditures for pilot programs of all Program Administrators both on a statewide basis and on a Program Administrator-specific basis, all as detailed in the attached Exhibits 1 and 2.

Respectfully submitted by,

For the Electric and Gas Program
Administrators

Dated: November 9, 2009

Exhibit 1: Detail on Electric Pilot Program Budgets 2010-2012

Statewide Budget Summary Table

Program Administrator Budget, 2010 (1)										
Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)	STATEWIDE PILOTS
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs				
Residential (total)	\$7,729,751	\$8,152,470	\$54,602,052	\$17,924,906	\$3,636,072	\$92,045,252	\$3,004,730	\$5,189,658	\$100,239,640	
Residential New Construction & Major Renovation	506,558	432,534	1,681,452	720,246	205,158	3,545,948	0	204,663	3,750,611	
Residential Cooling & Heating Equipment	584,217	374,131	2,795,691	647,282	154,752	4,556,074	0	174,049	4,730,123	
Multi-Family Retrofit	708,171	326,698	7,464,798	2,169,260	403,308	11,072,236	0	1,854,280	12,926,515	
MassSAVE	2,101,896	2,001,810	22,439,773	8,331,235	1,904,020	36,778,735	0	1,570,782	38,349,517	
O Power	90,238	0	1,000,000	20,000	55,800	1,166,038	0	48,144	1,214,182	
ENERGY STAR Lighting	1,057,481	1,950,750	9,755,327	2,313,949	509,354	15,586,860	0	1,050,561	16,637,421	
ENERGY STAR Appliances	436,971	760,482	2,386,570	1,271,108	166,066	5,021,197	0	245,076	5,266,273	
Residential Education Program	194,577	538,576	0	798,001	5,000	1,536,154	0	4,615	1,540,769	
Workforce Development	10,300	0	0	282,700	0	293,000	0	1,775	294,775	
Heat Loan Program	93,221	0	5,098,000	771,000	0	5,962,221	0	26,802	5,989,023	
Deep Energy Retrofit	248,135	19,500	1,154,000	161,000	111,047	1,693,682	0	8,911	1,702,593	1,702,593
Power Monitor Pilot	0	0	75,000	0	8,333	83,333	0	0	83,333	83,333
Residential New Construction & Major Renovation - Major Renovation statewide pilot	31,500	67,301	429,035	53,925	49,905	631,666	0	0	631,666	631,666
Residential New Construction Multi Family (4-8 story) statewide pilot	34,950	136,038	215,306	126,500	26,795	539,589	0	0	539,589	539,589
Residential New Construction Lighting Design statewide pilot	3,000	0	30,000	20,000	4,522	57,522	0	0	57,522	57,522
Residential New Construction V3 Energy Star Homes statewide pilot	3,619	0	31,000	14,000	2,862	51,481	0	0	51,481	51,481
Heat Pump Water Heater Pilot	8,000	0	13,200	19,200	4,151	44,551	0	0	44,551	44,551
Residential Technical Development	0	0	20,000	0	0	20,000	0	0	20,000	
Hot Roofs	0	0	3,000	0	0	3,000	0	0	3,000	
Home Automation	0	0	9,900	900	0	10,800	0	0	10,800	10,800
Community Based Pilot	0	105,000	0	204,600	25,000	334,600	0	0	334,600	334,600
Statewide Marketing & Education	0	1,439,649	0	0	0	1,439,649	0	0	1,439,649	
EEAC Consultants	919,414	0	0	0	0	919,414	0	0	919,414	

DOER Assessment	581,339	0	0	0	0	581,339	0	0	581,339		
Sponsorships & Subscriptions	116,162	0	0	0	0	116,162	0	0	116,162		
Low Income (total)	\$3,208,004	\$692,430	\$23,758,921	\$5,641,538	\$1,061,979	\$34,362,872	\$214,297	\$1,667,795	\$36,244,964		
Low-Income Residential New Construction	164,849	8,592	756,286	83,444	52,030	1,065,202	0	60,536	1,125,738		
Low-Income 1 to 4 Family Retrofit	921,789	405,174	13,619,349	2,711,430	559,797	18,217,539	0	785,041	19,002,580		
Low-Income MultiFamily Retrofit	1,259,672	147,696	9,383,286	2,832,913	450,152	14,073,720	0	822,218	14,895,938		
Statewide Marketing & Education	0	122,718	0	0	0	122,718	0	0	122,718		
Low-Income Energy Affordability Network Funding	638,745	8,250	0	13,750	0	660,745	0	0	660,745		
DOER Assessment	222,948	0	0	0	0	222,948	0	0	222,948		
Commercial & Industrial (total)	\$16,814,003	\$2,933,264	\$103,821,491	\$20,439,386	\$6,127,997	\$150,136,141	\$5,422,620	\$10,410,234	\$165,968,995		
C&I New Construction and Major Renovation	4,083,852	791,327	23,938,928	5,199,433	1,530,106	35,543,646	0	2,550,255	38,093,901		
C&I New Construction and Major Renovation - Government	15,656	3,583	376,697	62,104	34,789	492,829	0	0	492,829		
C&I Large Retrofit	7,033,413	1,093,996	53,361,543	10,823,771	3,342,923	75,655,647	0	6,025,984	81,681,631		
Large C&I Retrofit - Government	15,235	3,486	366,555	60,432	20,378	466,085	0	0	466,085		
C&I Small Retrofit	2,089,600	500,936	24,050,019	3,739,045	1,116,332	31,495,932	0	1,831,492	33,327,424		
C&I Small Retrofit - Government	69,730	15,957	1,677,749	285,001	59,819	2,108,255	0	0	2,108,255		
Community Based Pilot	27,500	105,000	50,000	234,600	23,650	440,750	0	0	440,750	440,750	
Statewide Marketing & Education	0	418,979	0	0	0	418,979	0	0	418,979		
EEAC Consultants	1,710,300	0	0	0	0	1,710,300	0	0	1,710,300		
DOER Assessment	1,186,615	0	0	0	0	1,186,615	0	0	1,186,615		
Sponsorships & Subscriptions	582,102	0	0	35,000	0	617,102	0	2,503	619,604		
GRAND TOTAL	\$27,751,757	\$11,778,164	\$182,182,464	\$44,005,830	\$10,826,048	\$276,544,264	\$8,641,647	\$17,267,687	\$302,453,599	3,896,885	1.29%

Program Administrator Budget, 2011 (1)									
Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$8,369,759	\$8,901,594	\$71,643,969	\$21,908,114	\$5,289,755	\$116,113,190	\$4,949,539	\$6,136,664	\$127,199,394
Residential New Construction & Major Renovation	452,244	443,130	2,008,656	769,445	256,726	3,930,201	0	204,950	4,135,152
Residential Cooling & Heating Equipment	545,215	471,646	3,833,686	784,104	173,535	5,808,187	0	186,794	5,994,981
Multi-Family Retrofit	791,884	412,513	10,379,497	2,868,500	509,084	14,961,479	0	2,896,108	17,857,587

MassSAVE	2,155,501	2,206,170	29,392,852	10,610,105	3,048,205	47,412,834	0	1,607,888	49,020,722	
O Power	89,769	0	1,291,000	20,000	89,200	1,489,969	0	86,205	1,576,175	
ENERGY STAR Lighting	1,082,299	2,017,819	11,214,175	2,038,562	731,263	17,084,118	0	864,856	17,948,974	
ENERGY STAR Appliances	427,724	859,548	3,016,461	1,453,852	216,171	5,973,756	0	234,408	6,208,165	
Residential Education Program	348,300	595,495	0	1,360,631	8,581	2,313,006	0	6,077	2,319,083	
Workforce Development	13,939	0	0	342,922	0	356,861	0	2,250	359,111	
HEAT Loan Program	137,650	0	8,329,153	1,052,922	0	9,519,724	0	36,734	9,556,458	
Deep Energy Retrofit	287,044	24,625	1,361,628	181,698	140,066	1,995,062	0	10,393	2,005,455	2,005,455
Power Monitor Pilot	0	0	37,500	0	4,167	41,667	0	0	41,667	41,667
Residential New Construction & Major Renovation - Major Renovation statewide pilot	31,500	69,181	457,840	54,002	51,995	664,518	0	0	664,518	664,518
Residential New Construction Multi Family (4-8 story) statewide pilot	34,950	139,400	232,320	127,770	26,795	561,235	0	0	561,235	561,235
Residential New Construction Lighting Design statewide pilot	3,000	0	30,000	20,000	4,522	57,522	0	0	57,522	57,522
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	17,500	12,500	3,333	33,333	0	0	33,333	33,333
Heat Pump Water Heater Pilot	0	0	2,800	7,200	1,111	11,111	0	0	11,111	11,111
Residential Technical Development	0	0	20,000	0	0	20,000	0	0	20,000	
Hot Roofs	0	0	9,000	0	0	9,000	0	0	9,000	
Home Automation	0	0	9,900	9,900	0	19,800	0	0	19,800	19,800
Community Based Pilot	0	106,000	0	194,000	25,000	325,000	0	0	325,000	325,000
Statewide Marketing & Education	0	1,556,067	0	0	0	1,556,067	0	0	1,556,067	
EEAC Consultants	1,262,272	0	0	0	0	1,262,272	0	0	1,262,272	
DOER Assessment	584,847	0	0	0	0	584,847	0	0	584,847	
Sponsorships & Subscriptions	121,620	0	0	0	0	121,620	0	0	121,620	
Low Income (total)	\$3,630,375	\$972,360	\$32,359,959	\$7,192,004	\$1,555,307	\$45,710,005	\$462,547	\$1,829,860	\$48,002,412	
Low-Income Residential New Construction	124,485	12,394	963,876	96,371	65,786	1,262,911	0	60,681	1,323,592	
Low-Income 1 to 4 Family Retrofit	1,114,258	517,940	17,417,499	3,226,208	582,177	22,858,082	0	809,694	23,667,776	
Low-Income MultiFamily Retrofit	1,329,866	257,714	13,978,584	3,854,425	907,345	20,327,934	0	959,484	21,287,418	
Statewide Marketing & Education	0	175,312	0	0	0	175,312	0	0	175,312	
Low-Income Energy Affordability Network Funding	837,667	9,000	0	15,000	0	861,667	0	0	861,667	
DOER Assessment	224,098	0	0	0	0	224,098	0	0	224,098	

Residential New Construction & Major Renovation - Major Renovation statewide pilot	31,500	70,716	493,420	54,081	55,025	704,742	0	0	704,742	704,742
Residential New Construction Multi Family (4-8 story) statewide pilot	34,950	143,011	251,506	127,774	26,795	584,036	0	0	584,036	584,036
Residential New Construction Lighting Design statewide pilot	3,000	0	30,000	20,000	4,522	57,522	0	0	57,522	57,522
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	0	0	0	0	0	0	0	0
Heat Pump Water Heater Pilot	0	0	2,800	7,200	1,111	11,111	0	0	11,111	11,111
Residential Technical Development	0	0	20,000	0	0	20,000	0	0	20,000	
Hot Roofs	0	0	15,000	0	0	15,000	0	0	15,000	
Home Automation	0	0	9,900	9,900	0	19,800	0	0	19,800	19,800
Community Based Pilot	0	105,000	0	204,600	25,000	334,600	0	0	334,600	334,600
Statewide Marketing & Education	0	1,674,997	0	0	0	1,674,997	0	0	1,674,997	
EEAC Consultants	1,559,656	0	0	0	0	1,559,656	0	0	1,559,656	
DOER Assessment	589,502	0	0	0	0	589,502	0	0	589,502	
Sponsorships & Subscriptions	126,930	0	0	0	0	126,930	0	0	126,930	
Low Income (total)	\$4,069,618	\$1,107,099	\$41,734,319	\$9,188,700	\$2,001,527	\$58,101,264	\$779,202	\$2,169,458	\$61,049,924	
Low-Income Residential New Construction	124,171	15,973	1,247,006	111,581	80,912	1,579,642	0	88,967	1,668,609	
Low-Income 1 to 4 Family Retrofit	1,315,010	640,200	24,705,332	4,598,818	793,402	32,052,762	0	1,085,220	33,137,983	
Low-Income MultiFamily Retrofit	1,367,992	268,541	15,781,981	4,461,426	1,127,213	23,007,154	0	995,271	24,002,425	
Statewide Marketing & Education	0	172,260	0	0	0	172,260	0	0	172,260	
Low-Income Energy Affordability Network Funding	1,036,265	10,125	0	16,875	0	1,063,265	0	0	1,063,265	
DOER Assessment	226,180	0	0	0	0	226,180	0	0	226,180	
Commercial & Industrial (total)	\$22,060,606	\$9,173,830	\$239,974,682	\$40,519,420	\$12,594,474	\$324,323,012	\$27,959,398	\$15,842,850	\$368,125,260	
C&I New Construction and Major Renovation	5,376,380	2,323,611	48,818,129	12,087,517	3,120,131	71,725,769	0	3,326,973	75,052,742	
C&I New Construction and Major Renovation - Government	18,134	6,138	825,627	117,569	76,071	1,043,540	0	0	1,043,540	
C&I Large Retrofit	8,771,493	3,634,291	123,676,436	20,553,781	6,751,273	163,387,274	0	9,185,460	172,572,734	
Large C&I Retrofit - Government	17,646	5,973	803,398	114,404	44,568	985,989	0	0	985,989	
C&I Small Retrofit	2,290,400	938,844	62,123,877	6,787,634	2,438,687	74,579,442	0	3,325,159	77,904,601	
C&I Small Retrofit - Government	80,768	27,339	3,677,215	538,836	127,994	4,452,152	0	0	4,452,152	
Community Based Pilot	27,500	105,000	50,000	234,600	35,750	452,850	0	0	452,850	452,850
Statewide Marketing & Education	0	2,132,633	0	0	0	2,132,633	0	0	2,132,633	

EEAC Consultants	3,354,686	0	0	0	0	3,354,686	0	0	3,354,686		
DOER Assessment	1,196,521	0	0	0	0	1,196,521	0	0	1,196,521		
Sponsorships & Subscriptions	927,077	0	0	85,077	0	1,012,154	0	5,259	1,017,413		
GRAND TOTAL	\$35,150,762	\$19,877,775	\$371,258,983	\$75,179,274	\$21,275,659	\$522,742,452	\$37,591,854	\$25,275,880	\$585,610,186	3,901,282	0.67%

Program Administrator Budget, 2010-2012 (1)											
Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)		
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs					
Residential (total)	\$25,120,048	\$26,650,910	\$215,796,002	\$65,304,174	\$15,605,485	\$348,476,619	\$16,807,524	\$18,589,894	\$383,874,036		
Residential New Construction & Major Renovation	1,430,263	1,331,300	5,954,367	2,342,913	774,683	11,833,526	0	635,132	12,468,658		
Residential Cooling & Heating Equipment	1,760,248	1,452,153	11,831,100	2,520,679	550,112	18,114,292	0	606,838	18,721,130		
Multi-Family Retrofit	2,375,043	1,264,955	30,307,195	8,311,172	1,575,670	43,834,035	0	8,266,681	52,100,716		
MassSAVE	6,480,079	6,533,293	87,878,126	31,622,961	8,900,153	141,414,612	0	4,996,982	146,411,593		
O Power	279,934	0	4,544,500	60,000	280,100	5,164,534	0	273,516	5,438,051		
ENERGY STAR Lighting	3,223,861	6,140,874	35,572,992	6,594,086	2,112,357	53,644,170	0	2,912,518	56,556,688		
ENERGY STAR Appliances	1,296,380	2,498,938	8,948,568	4,284,304	622,097	17,650,286	0	723,663	18,373,949		
Residential Education Program	900,690	1,748,078	0	3,591,652	26,054	6,266,474	0	19,044	6,285,517		
Workforce Development	41,399	0	0	1,005,991	0	1,047,390	0	6,953	1,054,343		
HEAT Loan Program	384,167	0	24,765,868	3,147,291	0	28,297,326	0	114,875	28,412,201		
Deep Energy Retrofit	866,273	68,958	3,527,360	535,072	413,313	5,410,976	0	33,692	5,444,669	5,444,669	
Power Monitor Pilot	0	0	112,500	0	12,500	125,000	0	0	125,000	125,000	
Residential New Construction & Major Renovation - Major Renovation statewide pilot	94,500	207,198	1,380,295	162,008	156,925	2,000,926	0	0	2,000,926	2,000,926	
Residential New Construction Multi Family (4-8 story) statewide pilot	104,850	418,449	699,132	382,044	80,385	1,684,860	0	0	1,684,860	1,684,860	
Residential New Construction Lighting Design statewide pilot	9,000	0	90,000	60,000	13,567	172,567	0	0	172,567	172,567	
Residential New Construction V3 Energy Star Homes statewide pilot	3,619	0	48,500	26,500	6,195	84,814	0	0	84,814	84,814	
Heat Pump Water Heater Pilot	8,000	0	18,800	33,600	6,373	66,773	0	0	66,773	66,773	
Residential Technical Development	0	0	60,000	0	0	60,000	0	0	60,000		
Hot Roofs	0	0	27,000	0	0	27,000	0	0	27,000		
Home Automation	0	0	29,700	20,700	0	50,400	0	0	50,400	50,400	

Community Based Pilot	0	316,000	0	603,200	75,000	994,200	0	0	994,200	994,200	
Statewide Marketing & Education	0	4,670,714	0	0	0	4,670,714	0	0	4,670,714		
EEAC Consultants	3,741,342	0	0	0	0	3,741,342	0	0	3,741,342		
DOER Assessment	1,755,689	0	0	0	0	1,755,689	0	0	1,755,689		
Sponsorships & Subscriptions	364,712	0	0	0	0	364,712	0	0	364,712		
Low Income (total)	\$10,907,996	\$2,771,889	\$97,853,199	\$22,022,242	\$4,618,813	\$138,174,140	\$1,456,046	\$5,667,112	\$145,297,299		
Low-Income Residential New Construction	413,504	36,958	2,967,168	291,397	198,728	3,907,755	0	210,184	4,117,939		
Low-Income 1 to 4 Family Retrofit	3,351,057	1,563,314	55,742,179	10,536,456	1,935,376	73,128,383	0	2,679,955	75,808,339		
Low-Income MultiFamily Retrofit	3,957,531	673,952	39,143,852	11,148,764	2,484,709	57,408,808	0	2,776,973	60,185,782		
Statewide Marketing & Education	0	470,290	0	0	0	470,290	0	0	470,290		
Low-Income Energy Affordability Network Funding	2,512,677	27,375	0	45,625	0	2,585,677	0	0	2,585,677		
DOER Assessment	673,226	0	0	0	0	673,226	0	0	673,226		
Commercial & Industrial (total)	\$58,378,195	\$18,532,992	\$526,036,079	\$90,947,883	\$28,916,801	\$722,811,950	\$48,243,328	\$39,797,275	\$810,852,553		
C&I New Construction and Major Renovation	14,501,059	4,623,970	113,002,210	25,276,177	7,296,531	164,699,947	0	8,799,089	173,499,036		
C&I New Construction and Major Renovation - Government	49,454	14,357	1,739,937	260,297	160,376	2,224,421	0	0	2,224,421		
C&I Large Retrofit	23,721,527	7,107,570	274,712,625	46,443,455	15,913,129	367,898,306	0	23,359,701	391,258,008		
Large C&I Retrofit - Government	48,123	13,971	1,693,092	253,289	94,019	2,102,493	0	0	2,102,493		
C&I Small Retrofit	6,386,946	2,181,744	126,988,804	16,653,787	5,085,430	157,296,710	0	7,627,189	164,923,899		
C&I Small Retrofit - Government	220,261	63,946	7,749,411	1,193,821	272,165	9,499,604	0	0	9,499,604		
Community Based Pilot	82,500	316,000	150,000	693,200	95,150	1,336,850	0	0	1,336,850	1,336,850	
Statewide Marketing & Education	0	4,211,435	0	0	0	4,211,435	0	0	4,211,435		
EEAC Consultants	7,535,573	0	0	0	0	7,535,573	0	0	7,535,573		
DOER Assessment	3,573,312	0	0	0	0	3,573,312	0	0	3,573,312		
Sponsorships & Subscriptions	2,259,442	0	0	173,857	0	2,433,299	0	11,295	2,444,594		
GRAND TOTAL	\$94,406,239	\$47,955,792	\$839,685,280	\$178,274,299	\$49,141,099	\$1,209,462,709	\$66,506,898	\$64,054,281	\$1,340,023,888	11,961,059	0.89%

Notes: \$94,423,802 \$47,955,792 \$839,685,280 \$178,274,299 \$49,141,099 \$1,209,462,709 \$66,506,898 \$64,054,281 \$1,340,023,888 11,961,059

(1) All parties would refer to common definitions (in Appendix I) for allocation of costs.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

(3) See Section IV.I.1. Calculation of Lost Base Revenue for supporting calculations. LBR should be provided on the customer sector level or the program level as appropriate.

(4) The Total PA Budget is the sum of Total TRC Costs and LBR.

Statewide Cost Comparison Table

Residential PA Costs, 2010-2012 (2)							
Program Administrator	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Performance Incentive (3)	Total
National Grid	\$12,166,885	\$12,542,751	\$102,873,187	\$32,265,015	\$7,528,429	\$10,383,202	\$177,759,470
% of Total PA Costs	7%	7%	58%	18%	4%	6%	100%
NSTAR	\$9,543,382	\$11,849,639	\$71,161,111	\$23,528,875	\$5,153,916	\$6,847,084	\$128,084,007
% of Total PA Costs	7%	9%	56%	18%	4%	5%	100%
WMECO	\$1,695,012	\$629,657	\$11,820,855	\$4,325,759	\$810,268	\$1,232,874	\$20,514,425
% of Total PA Costs	8%	3%	58%	21%	4%	6%	100%
Unitil	\$229,521	\$242,224	\$2,047,877	\$458,736	\$133,877	\$126,734	\$3,238,968
% of Total PA Costs	7%	7%	63%	14%	4%	4%	100%
Cape Light Compact	\$1,485,248	\$1,386,639	\$27,892,972	\$4,725,789	\$1,978,995	\$0	\$37,469,643
% of Total PA Costs	4%	4%	74%	13%	5%	0%	100%
Statewide Total	\$25,120,048	\$26,650,910	\$215,796,002	\$65,304,174	\$15,605,485	\$18,589,894	\$367,066,513
% of Total PA Costs	7%	7%	59%	18%	4%	5%	100%

Low Income PA Costs, 2010-2012 (2)							
Program Administrator	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Performance Incentive (3)	Total
National Grid	\$5,898,271	\$1,354,741	\$49,510,355	\$9,438,093	\$1,638,500	\$2,167,752	\$70,007,713
% of Total PA Costs	8%	2%	71%	13%	2%	3%	100%
NSTAR	\$3,604,290	\$1,072,000	\$35,797,919	\$8,004,710	\$2,149,998	\$2,782,819	\$53,411,736
% of Total PA Costs	7%	2%	67%	15%	4%	5%	100%
WMECO	\$1,026,710	\$114,782	\$5,988,056	\$2,160,097	\$404,496	\$663,855	\$10,357,996
% of Total PA Costs	10%	1%	58%	21%	4%	6%	100%
Unitil	\$146,659	\$140,284	\$692,543	\$260,561	\$75,318	\$52,686	\$1,368,051
% of Total PA Costs	11%	10%	51%	19%	6%	4%	100%
Cape Light Compact	\$232,066	\$90,082	\$5,864,326	\$2,158,782	\$350,501	\$0	\$8,695,756
% of Total PA Costs	3%	1%	67%	25%	4%	0%	100%
Statewide Total	\$10,907,996	\$2,771,889	\$97,853,199	\$22,022,242	\$4,618,813	\$5,667,112	\$143,841,253
% of Total PA Costs	8%	2%	68%	15%	3%	4%	100%

C&I PA Costs, 2010-2012 (2)							
Program Administrator	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Performance Incentive (3)	Total
National Grid	\$24,311,939	\$4,658,609	\$235,369,843	\$31,530,836	\$11,442,850	\$18,420,838	\$325,734,914
% of Total PA Costs	7%	1%	72%	10%	4%	6%	100%
NSTAR	\$27,273,598	\$12,680,491	\$228,200,683	\$50,696,185	\$14,432,054	\$18,203,508	\$351,486,519
% of Total PA Costs	8%	4%	65%	14%	4%	5%	100%
WMECO	\$5,123,923	\$477,354	\$33,003,550	\$3,788,549	\$1,918,217	\$2,845,094	\$47,156,687
% of Total PA Costs	11%	1%	70%	8%	4%	6%	100%
Unitil	\$610,496	\$515,263	\$5,219,703	\$1,154,571	\$381,589	\$327,835	\$8,209,456
% of Total PA Costs	7%	6%	64%	14%	5%	4%	100%
Cape Light Compact	\$1,075,802	\$201,276	\$24,242,300	\$3,777,741	\$742,092	\$0	\$30,039,211
% of Total PA Costs	4%	1%	81%	13%	2%	0%	100%
Statewide Total	\$58,395,758	\$18,532,992	\$526,036,079	\$90,947,883	\$28,916,801	\$39,797,275	\$762,626,787
% of Total PA Costs	8%	2%	69%	12%	4%	5%	100%

Total PA Costs, 2010-2012 (2)							
Program Administrator	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Performance Incentive (3)	Total
National Grid	\$42,377,095	\$18,556,101	\$387,753,385	\$73,233,944	\$20,609,779	\$30,971,792	\$573,502,097
% of Total PA Costs	7%	3%	68%	13%	4%	5%	100%
NSTAR	\$40,421,270	\$25,602,130	\$335,159,713	\$82,229,770	\$21,735,968	\$27,833,411	\$532,982,262
% of Total PA Costs	8%	5%	63%	15%	4%	5%	100%
WMECO	\$7,845,645	\$1,221,793	\$50,812,461	\$10,274,405	\$3,132,981	\$4,741,823	\$78,029,108
% of Total PA Costs	10%	2%	65%	13%	4%	6%	100%
Unitil	\$986,676	\$897,771	\$7,960,122	\$1,873,868	\$590,783	\$507,255	\$12,816,476
% of Total PA Costs	8%	7%	62%	15%	5%	4%	100%
Cape Light Compact	\$2,793,116	\$1,677,997	\$57,999,598	\$10,662,312	\$3,071,587	\$0	\$76,204,609
% of Total PA Costs	4%	2%	76%	14%	4%	0%	100%
Statewide Total	\$94,423,802	\$47,955,792	\$839,685,280	\$178,274,299	\$49,141,099	\$64,054,281	\$1,273,534,553
% of Total PA Costs	7%	4%	66%	14%	4%	5%	100%

\$94,423,802 \$47,955,792 \$839,685,280 \$178,274,299 \$49,141,099 \$64,054,281 \$1,273,516,990

Notes:

(1) Information regarding other PA costs may not be available at time of filing (NOTE - DOER will assist in the development of this table)

(2) Costs listed in this table are those that are included in the Total Resource Costs Test (See Appendix I for definition of PA budget categories [NOTE - uniform across all PAs])

Each PA should provide a full explanation for each budget category for which its percentage differs by 20% from the statewide percentage.

(3) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

Program Administrator Budget, 2010 (1)

Program	PA Costs						Lost Base Revenue	Performance Incentive (2)	TOTAL PA Budget (3)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$3,165,602	\$3,763,222	\$18,885,603	\$6,790,257	\$1,408,366	\$34,013,050	\$1,733,164	\$2,226,771	\$37,972,985
Residential New Construction & Major Renovation	143,454	269,441	571,552	120,510	94,670	1,199,627		95,121	1,294,748
Residential Cooling & Heating Equipment	194,624	125,814	1,012,530	217,883	27,341	1,578,192		125,138	1,703,330
Multi-Family Retrofit	225,974	126,371	2,207,990	430,200	155,591	3,146,126		249,463	3,395,589
MassSAVE	1,042,486	1,162,612	8,595,380	2,834,125	743,393	14,377,996		1,140,064	15,518,060
O Power									
ENERGY STAR Lighting	578,575	797,796	3,404,985	875,818	285,650	5,942,824		471,220	6,414,044
ENERGY STAR Appliances	141,775	136,273	822,250	661,313	76,720	1,838,331		145,765	1,984,096
Residential Education Program	114,577	172,576	0	596,750	0	883,903		0	883,903
Workforce Development	0	0	0	125,000	0	125,000		0	125,000
Heat Loan Program	0	0	1,728,000	576,000	0	2,304,000		0	2,304,000
Deep Energy Retrofit	0	0	350,000	75,000	0	425,000		0	425,000
Power Monitor Pilot									
Residential New Construction & Major Renovation - Major Renovation statewide pilot	0	49,301	56,610	2,558	0	108,469		0	108,469
Residential New Construction Multi Family (4-8 story) statewide pilot	0	68,038	113,306	63,500	0	244,844		0	244,844
Residential New Construction Lighting Design statewide pilot	0	0	7,000	3,000	0	10,000		0	10,000
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	16,000	4,000	0	20,000		0	20,000
Heat Pump Water Heater Pilot									
Residential Technical Development									
Hot Roofs									
Home Automation									
Community Based Pilot	0	105,000	0	204,600	25,000	334,600		0	334,600
Statewide Marketing & Education	0	750,000	0	0	0	750,000		0	750,000
EEAC Consultants	393,000	0	0	0	0	393,000		0	393,000
DOER Assessment	261,942	0	0	0	0	261,942		0	261,942
Sponsorships & Subscriptions	69,195	0	0	0	0	69,195		0	69,195
Low Income (total)	\$1,101,642	\$262,000	\$8,195,362	\$1,895,264	\$450,000	\$11,904,268	\$21,292	\$779,351	\$12,704,911

Low-Income Residential New Construction	89,579	0	549,042	24,000	7,818	670,439		45,357	715,796
Low-Income 1 to 4 Family Retrofit	152,170	85,000	2,854,775	827,455	210,725	4,130,125		279,412	4,409,537
Low-Income MultiFamily Retrofit	527,579	125,000	4,791,545	1,043,809	231,457	6,719,390		454,582	7,173,972
Statewide Marketing & Education	0	52,000	0	0	0	52,000		0	52,000
Low-Income Energy Affordability Network Funding	245,000	0	0	0	0	245,000		0	245,000
DOER Assessment	87,314	0	0	0	0	87,314		0	87,314
Commercial & Industrial (total)	\$7,851,410	\$1,557,142	\$44,782,508	\$11,359,909	\$2,769,131	\$68,320,100	\$3,444,654	\$4,472,792	\$76,237,546
C&I New Construction and Major Renovation	2,268,921	477,373	10,089,628	3,125,722	699,780	16,661,424		1,124,255	17,785,679
C&I New Construction and Major Renovation - Government									
C&I Large Retrofit	3,096,910	574,580	24,092,032	5,048,194	1,409,482	34,221,198		2,309,127	36,530,325
Large C&I Retrofit - Government									
C&I Small Retrofit	959,626	215,189	10,600,848	2,981,393	646,969	15,404,025		1,039,410	16,443,435
C&I Small Retrofit - Government									
Community Based Pilot	0	105,000	0	204,600	12,900	322,500		0	322,500
Statewide Marketing & Education	0	185,000	0	0	0	185,000		0	185,000
EEAC Consultants	680,000	0	0	0	0	680,000		0	680,000
DOER Assessment	523,884	0	0	0	0	523,884		0	523,884
Sponsorships & Subscriptions	322,069	0	0	0	0	322,069		0	322,069
GRAND TOTAL	\$12,118,654	\$5,582,364	\$71,863,473	\$20,045,430	\$4,627,497	\$114,237,418	\$5,199,110	\$7,478,914	\$126,915,442

Program Administrator Budget, 2011 (1)									
Program	PA Costs						Lost Base Revenue	Performance Incentive (2)	TOTAL PA Budget (3)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$3,100,569	\$3,993,324	\$23,661,720	\$7,796,276	\$1,745,000	\$40,296,889	\$3,368,198	\$2,204,381	\$45,869,468
Residential New Construction & Major Renovation	78,283	269,611	850,506	124,845	118,851	1,442,096		94,431	1,536,527
Residential Cooling & Heating Equipment	158,274	168,655	1,419,008	325,190	37,164	2,108,291		138,054	2,246,345
Multi-Family Retrofit	216,972	128,038	2,778,866	502,350	203,336	3,829,562		250,765	4,080,327
MassSAVE	1,058,459	1,168,228	10,337,420	3,408,375	914,759	16,887,241		1,105,802	17,993,043
O Power									
ENERGY STAR Lighting	599,278	918,134	4,580,500	909,774	342,855	7,350,541		481,324	7,831,865
ENERGY STAR Appliances	108,001	136,582	1,029,500	669,337	103,035	2,046,455		134,005	2,180,460

Residential Education Program	56,705	210,495	0	663,000	0	930,200	0	930,200	
Workforce Development	0	0	0	150,000	0	150,000	0	150,000	
HEAT Loan Program	0	0	2,112,000	704,000	0	2,816,000	0	2,816,000	
Deep Energy Retrofit	0	0	350,000	75,000	0	425,000	0	425,000	
Power Monitor Pilot	0	0	0	0	0	0	0	0	
Residential New Construction & Major Renovation - Major Renovation statewide pilot	0	51,181	66,600	2,635	0	120,416	0	120,416	
Residential New Construction Multi Family (4-8 story) statewide pilot	0	71,400	130,320	64,770	0	266,490	0	266,490	
Residential New Construction Lighting Design statewide pilot	0	0	7,000	3,000	0	10,000	0	10,000	
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	0	0	0	0	0	0	
Heat Pump Water Heater Pilot									
Residential Technical Development									
Hot Roofs									
Home Automation									
Community Based Pilot	0	106,000	0	194,000	25,000	325,000	0	325,000	
Statewide Marketing & Education	0	765,000	0	0	0	765,000	0	765,000	
EEAC Consultants	490,000	0	0	0	0	490,000	0	490,000	
DOER Assessment	261,942	0	0	0	0	261,942	0	261,942	
Sponsorships & Subscriptions	72,655	0	0	0	0	72,655	0	72,655	
Low Income (total)	\$1,193,762	\$405,000	\$12,270,164	\$2,761,564	\$749,999	\$17,380,489	\$53,842	\$927,542	\$18,361,873
Low-Income Residential New Construction	45,779	0	719,844	24,000	13,716	803,339	44,187	847,526	
Low-Income 1 to 4 Family Retrofit	123,844	100,000	3,735,126	1,003,525	105,513	5,068,008	278,761	5,346,769	
Low-Income MultiFamily Retrofit	586,825	225,000	7,815,194	1,734,039	630,770	10,991,828	604,594	11,596,422	
Statewide Marketing & Education	0	80,000	0	0	0	80,000	0	80,000	
Low-Income Energy Affordability Network Funding	350,000	0	0	0	0	350,000	0	350,000	
DOER Assessment	87,314	0	0	0	0	87,314	0	87,314	
Commercial & Industrial (total)	\$9,290,717	\$4,556,095	\$82,151,828	\$16,780,030	\$5,370,054	\$118,148,724	\$9,808,029	\$6,317,850	\$134,274,603
C&I New Construction and Major Renovation	2,522,904	1,090,348	15,133,276	4,049,640	1,506,315	24,302,483	1,340,643	25,643,126	
C&I New Construction and Major Renovation - Government									
C&I Large Retrofit	4,027,602	1,651,709	48,134,076	7,284,678	3,035,039	64,133,104	3,537,893	67,670,997	
Large C&I Retrofit - Government									
C&I Small Retrofit	783,224	368,038	18,884,476	5,251,712	803,700	26,091,150	1,439,314	27,530,464	

Hot Roofs									
Home Automation									
Community Based Pilot	0	105,000	0	204,600	25,000	334,600		0	334,600
Statewide Marketing & Education	0	800,000	0	0	0	800,000		0	800,000
EEAC Consultants	550,000	0	0	0	0	550,000		0	550,000
DOER Assessment	261,942	0	0	0	0	261,942		0	261,942
Sponsorships & Subscriptions	76,287	0	0	0	0	76,287		0	76,287
Low Income (total)	\$1,308,886	\$405,000	\$15,332,393	\$3,347,882	\$949,999	\$21,344,160	\$96,357	\$1,075,926	\$22,516,443
Low-Income Residential New Construction	38,935	0	850,484	24,000	19,091	932,510		48,360	980,870
Low-Income 1 to 4 Family Retrofit	129,670	100,000	6,233,170	1,503,134	150,036	8,116,010		420,894	8,536,904
Low-Income MultiFamily Retrofit	622,967	225,000	8,248,739	1,820,748	780,872	11,698,326		606,672	12,304,998
Statewide Marketing & Education	0	80,000	0	0	0	80,000		0	80,000
Low-Income Energy Affordability Network Funding	430,000	0	0	0	0	430,000		0	430,000
DOER Assessment	87,314	0	0	0	0	87,314		0	87,314
Commercial & Industrial (total)	\$10,131,471	\$6,567,254	\$101,266,347	\$22,556,246	\$6,292,869	\$146,814,187	\$18,602,350	\$7,412,866	\$172,829,403
C&I New Construction and Major Renovation	2,626,083	1,801,012	18,238,313	7,137,442	1,743,442	31,546,292		1,644,059	33,190,351
C&I New Construction and Major Renovation - Government									
C&I Large Retrofit	4,363,969	2,492,948	62,082,503	9,555,738	3,581,599	82,076,757		4,277,491	86,354,248
Large C&I Retrofit - Government									
C&I Small Retrofit	610,346	458,294	20,945,531	5,658,466	942,828	28,615,465		1,491,316	30,106,781
C&I Small Retrofit - Government									
Community Based Pilot	0	105,000	0	204,600	25,000	334,600		0	334,600
Statewide Marketing & Education	0	1,710,000	0	0	0	1,710,000		0	1,710,000
EEAC Consultants	1,355,000	0	0	0	0	1,355,000		0	1,355,000
DOER Assessment	523,884	0	0	0	0	523,884		0	523,884
Sponsorships & Subscriptions	652,189	0	0	0	0	652,189		0	652,189
GRAND TOTAL	\$14,717,568	\$11,065,347	\$145,212,528	\$34,846,470	\$9,243,418	\$215,085,331	\$24,677,238	\$10,904,724	\$250,667,293

Program Administrator Budget, 2010-2012 (1)

Program	PA Costs						Lost Base Revenue	Performance Incentive (2)	TOTAL PA Budget (3)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			

Residential (total)	\$9,543,382	\$11,849,639	\$71,161,111	\$23,528,875	\$5,153,916	\$121,236,923	\$11,079,893	\$6,847,084	\$139,163,900
Residential New Construction & Major Renovation	299,833	810,995	2,322,986	374,665	352,961	4,161,440	0	282,198	4,443,638
Residential Cooling & Heating Equipment	556,489	494,250	4,423,384	1,098,535	118,223	6,690,881	0	446,348	7,137,229
Multi-Family Retrofit	691,171	382,312	8,498,494	1,520,650	629,997	11,722,624	0	789,613	12,512,237
MassSAVE	3,204,223	3,508,515	31,012,260	10,225,125	2,691,432	50,641,555	0	3,427,095	54,068,650
O Power	0	0	0	0	0	0	0	0	0
ENERGY STAR Lighting	1,772,941	2,651,440	13,940,985	2,781,997	1,004,735	22,152,098	0	1,492,595	23,644,693
ENERGY STAR Appliances	355,747	411,402	2,948,750	2,011,002	281,569	6,008,470	0	409,235	6,417,705
Residential Education Program	226,015	592,078	0	1,937,750	0	2,755,843	0	0	2,755,843
Workforce Development	0	0	0	425,000	0	425,000	0	0	425,000
HEAT Loan Program	0	0	6,336,000	2,112,000	0	8,448,000	0	0	8,448,000
Deep Energy Retrofit	0	0	1,050,000	225,000	0	1,275,000	0	0	1,275,000
Power Monitor Pilot	0	0	0	0	0	0	0	0	0
Residential New Construction & Major Renovation - Major Renovation statewide pilot	0	153,198	198,120	7,907	0	359,225	0	0	359,225
Residential New Construction Multi Family (4-8 story) statewide pilot	0	214,449	393,132	193,044	0	800,625	0	0	800,625
Residential New Construction Lighting Design statewide pilot	0	0	21,000	9,000	0	30,000	0	0	30,000
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	16,000	4,000	0	20,000	0	0	20,000
Heat Pump Water Heater Pilot	0	0	0	0	0	0	0	0	0
Residential Technical Development	0	0	0	0	0	0	0	0	0
Hot Roofs	0	0	0	0	0	0	0	0	0
Home Automation	0	0	0	0	0	0	0	0	0
Community Based Pilot	0	316,000	0	603,200	75,000	994,200	0	0	994,200
Statewide Marketing & Education	0	2,315,000	0	0	0	2,315,000	0	0	2,315,000
EEAC Consultants	1,433,000	0	0	0	0	1,433,000	0	0	1,433,000
DOER Assessment	785,826	0	0	0	0	785,826	0	0	785,826
Sponsorships & Subscriptions	218,137	0	0	0	0	218,137	0	0	218,137
Low Income (total)	\$3,604,290	\$1,072,000	\$35,797,919	\$8,004,710	\$2,149,998	\$50,628,917	\$171,491	\$2,782,819	\$53,583,227
Low-Income Residential New Construction	174,293	0	2,119,370	72,000	40,625	2,406,288	0	137,904	2,544,192
Low-Income 1 to 4 Family Retrofit	405,684	285,000	12,823,071	3,334,114	466,274	17,314,143	0	979,067	18,293,210
Low-Income MultiFamily Retrofit	1,737,371	575,000	20,855,478	4,598,596	1,643,099	29,409,544	0	1,665,848	31,075,392
Statewide Marketing & Education	0	212,000	0	0	0	212,000	0	0	212,000

Low-Income Energy Affordability Network Funding	1,025,000	0	0	0	0	1,025,000	0	0	1,025,000
DOER Assessment	261,942	0	0	0	0	261,942	0	0	261,942
Commercial & Industrial (total)	\$27,273,598	\$12,680,491	\$228,200,683	\$50,696,185	\$14,432,054	\$333,283,011	\$31,855,033	\$18,203,508	\$383,341,552
C&I New Construction and Major Renovation	7,417,908	3,368,733	43,461,217	14,312,804	3,949,537	72,510,199	0	4,108,957	76,619,156
C&I New Construction and Major Renovation - Government	0	0	0	0	0	0	0	0	0
C&I Large Retrofit	11,488,481	4,719,237	134,308,611	21,888,610	8,026,120	180,431,059	0	10,124,511	190,555,570
Large C&I Retrofit - Government	0	0	0	0	0	0	0	0	0
C&I Small Retrofit	2,353,196	1,041,521	50,430,855	13,891,571	2,393,497	70,110,640	0	3,970,040	74,080,680
C&I Small Retrofit - Government	0	0	0	0	0	0	0	0	0
Community Based Pilot	0	316,000	0	603,200	62,900	982,100	0	0	982,100
Statewide Marketing & Education	0	3,235,000	0	0	0	3,235,000	0	0	3,235,000
EEAC Consultants	2,985,000	0	0	0	0	2,985,000	0	0	2,985,000
DOER Assessment	1,571,652	0	0	0	0	1,571,652	0	0	1,571,652
Sponsorships & Subscriptions	1,457,361	0	0	0	0	1,457,361	0	0	1,457,361
GRAND TOTAL	\$40,421,270	\$25,602,130	\$335,159,713	\$82,229,770	\$21,735,968	\$505,148,851	\$43,106,416	\$27,833,411	\$576,088,679

Notes:

(1) All parties would refer to common definitions (in Appendix I) for allocation of costs.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

(3) See Section IV.I.1. Calculation of Lost Base Revenue for supporting calculations. LBR should be provided on the customer sector level or the program level as appropriate.

(4) The Total PA Budget is the sum of Total TRC Costs and LBR.

Cape Light Compact Budget Table

Program Administrator Budget, 2010 (1)

Program	PA Costs (1)						Lost Base Revenue (2)	Performance Incentive (3)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$463,219	\$436,209	\$6,616,872	\$1,386,348	\$547,103	\$9,449,751	\$0	\$0	\$9,449,751
Residential New Construction & Major Renovation	12,301	2,815	267,214	88,008	9,788	380,126			380,126
Residential Cooling & Heating Equipment	20,731	4,744	450,325	96,812	67,711	640,323			640,323
Multi-Family Retrofit	12,722	2,911	276,343	76,453	74,816	443,246			443,246
MassSAVE	238,857	43,218	4,102,410	846,458	287,422	5,518,365			5,518,365
O Power						0			0
ENERGY STAR Lighting	36,570	120,061	794,385	167,283	39,765	1,158,064			1,158,064
ENERGY STAR Appliances	8,059	26,459	175,070	36,867	6,846	253,302			253,302
Residential Education Program	0	186,000	0	0	0	186,000			186,000
Workforce Development	0	0	0	15,000	0	15,000			15,000
Heat Loan Program	0	0	0	30,000	0	30,000			30,000
Deep Energy Retrofit	0	0	210,000	0	23,333	233,333			233,333
Power Monitor Pilot	0	0	75,000	0	8,333	83,333			83,333
Residential New Construction & Major Renovation - Major Renovation statewide pilot	0	0	220,425	11,367	25,755	257,547			257,547
Residential New Construction Multi Family (4-8 story) statewide pilot	0	0	0	0	0	0			0
Residential New Construction Lighting Design statewide pilot	0	0	10,000	10,000	2,222	22,222			22,222
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	0	0	0	0			0
Heat Pump Water Heater Pilot	0	0	2,800	7,200	1,111	11,111			11,111
Residential Technical Development	0	0	20,000	0	0	20,000			20,000
Hot Roofs	0	0	3,000	0	0	3,000			3,000
Home Automation	0	0	9,900	900	0	10,800			10,800
Statewide Marketing & Education	0	50,000	0	0	0	50,000			50,000
EEAC Consultants	93,555	0	0	0	0	93,555		0	93,555
DOER Assessment	28,456	0	0	0	0	28,456		0	28,456

Sponsorships & Subscriptions	11,967	0	0	0	0	11,967	0	0	11,967
Low Income (total)	\$77,438	\$24,878	\$1,411,137	\$491,104	\$84,191	\$2,088,750	\$0	\$0	\$2,088,750
Low-Income Residential New Construction	705	161	13,060	14,326	414	28,666			28,666
Low-Income 1 to 4 Family Retrofit	56,462	12,921	1,105,692	382,986	68,783	1,626,844			1,626,844
Low-Income MultiFamily Retrofit	15,497	3,546	292,385	80,042	14,995	406,465			406,465
Statewide Marketing & Education						0			0
Low-Income Energy Affordability Network Funding	0	8,250	0	13,750	0	22,000		0	22,000
DOER Assessment	4,774	0	0	0	0	4,774		0	4,774
Commercial & Industrial (total)	\$329,803	\$53,570	\$5,632,501	\$962,949	\$119,919	\$7,098,742	\$0	\$0	\$7,098,742
C&I New Construction and Major Renovation	17,352	3,971	417,500	68,831	4,933	512,587			512,587
C&I New Construction and Major Renovation - Government	15,656	3,583	376,697	62,104	34,789	492,829			492,829
C&I Large Retrofit	8,271	1,893	199,000	32,808	0	241,971			241,971
Large C&I Retrofit - Government	15,235	3,486	366,555	60,432	20,378	466,085			466,085
C&I Small Retrofit	107,852	24,681	2,595,000	453,773	0	3,181,306			3,181,306
C&I Small Retrofit - Government	69,730	15,957	1,677,749	285,001	59,819	2,108,255		0	2,108,255
Statewide Marketing & Education						0		0	0
EEAC Consultants	70,295	0	0	0	0	70,295		0	70,295
DOER Assessment	15,380	0	0	0	0	15,380		0	15,380
Sponsorships & Subscriptions	10,033	0	0	0	0	10,033		0	10,033
GRAND TOTAL	\$870,460	\$514,657	\$13,660,510	\$2,840,402	\$751,213	\$18,637,242	\$0	\$0	\$18,637,242

Program Administrator Budget, 2011 (1)									
Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$491,619	\$462,626	\$9,469,405	\$1,590,003	\$646,337	\$12,659,990	\$0	\$0	\$12,659,990
Residential New Construction & Major Renovation	4,459	1,320	142,980	79,869	8,228	236,857			236,857
Residential Cooling & Heating Equipment	22,032	6,521	706,400	99,381	60,455	894,788			894,788
Multi-Family Retrofit	10,740	3,179	344,355	94,322	66,587	519,183			519,183
MassSAVE	230,721	53,493	5,794,440	987,503	344,008	7,410,166			7,410,166

O Power						0			0
ENERGY STAR Lighting	47,820	128,968	1,533,250	183,590	83,899	1,977,526			1,977,526
ENERGY STAR Appliances	8,952	24,144	287,040	34,370	9,482	363,988			363,988
Residential Education Program	0	195,000	0	0	0	195,000			195,000
Workforce Development	0	0	0	15,000	0	15,000			15,000
HEAT Loan Program	0	0	0	45,000	0	45,000			45,000
Deep Energy Retrofit	0	0	315,000	0	35,000	350,000			350,000
Power Monitor Pilot	0	0	37,500	0	4,167	41,667			41,667
Residential New Construction & Major Renovation - Major Renovation statewide pilot	0	0	239,240	11,367	27,845	278,452			278,452
Residential New Construction Multi Family (4-8 story) statewide pilot	0	0	0	0	0	0			0
Residential New Construction Lighting Design statewide pilot	0	0	10,000	10,000	2,222	22,222			22,222
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	17,500	12,500	3,333	33,333			33,333
Heat Pump Water Heater Pilot	0	0	2,800	7,200	1,111	11,111			11,111
Residential Technical Development	0	0	20,000	0	0	20,000			20,000
Hot Roofs	0	0	9,000	0	0	9,000			9,000
Home Automation	0	0	9,900	9,900	0	19,800			19,800
Statewide Marketing & Education	0	50,000	0	0	0	50,000			50,000
EEAC Consultants	125,300	0	0	0	0	125,300	0		125,300
DOER Assessment	28,505	0	0	0	0	28,505	0		28,505
Sponsorships & Subscriptions	13,090	0	0	0	0	13,090	0		13,090
Low Income (total)	\$76,074	\$30,105	\$1,955,948	\$674,400	\$114,934	\$2,851,462	\$0	\$0	\$2,851,462
Low-Income Residential New Construction	561	166	14,660	14,903	470	30,761			30,761
Low-Income 1 to 4 Family Retrofit	49,021	14,510	1,360,166	535,535	87,189	2,046,421			2,046,421
Low-Income MultiFamily Retrofit	21,718	6,429	581,122	108,962	27,275	745,506			745,506
Statewide Marketing & Education Low-Income Energy Affordability Network Funding	0	9,000	0	15,000	0	24,000	0		24,000
DOER Assessment	4,774	0	0	0	0	4,774	0		4,774
Commercial & Industrial (total)	\$351,853	\$67,777	\$7,858,999	\$1,222,776	\$257,295	\$9,758,700	\$0	\$0	\$9,758,700

C&I New Construction and Major Renovation	14,597	4,321	501,000	75,133	5,926	600,976			600,976
C&I New Construction and Major Renovation - Government	15,664	4,636	537,613	80,623	49,516	688,052			688,052
C&I Large Retrofit	6,958	2,059	238,800	35,812	8,327	291,955			291,955
Large C&I Retrofit - Government	15,242	4,512	523,139	78,453	29,074	650,419			650,419
C&I Small Retrofit	106,752	31,599	3,664,000	582,772	80,099	4,465,223			4,465,223
C&I Small Retrofit - Government	69,763	20,650	2,394,447	369,984	84,353	2,939,197			2,939,197
Statewide Marketing & Education						0		0	0
EEAC Consultants	96,636	0	0	0	0	96,636		0	96,636
DOER Assessment	15,331	0	0	0	0	15,331		0	15,331
Sponsorships & Subscriptions	10,910	0	0	0	0	10,910		0	10,910
GRAND TOTAL	\$919,546	\$560,507	\$19,284,352	\$3,487,179	\$1,018,567	\$25,270,151	\$0	\$0	\$25,270,151

Program Administrator Budget, 2012 (1)									
Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$530,410	\$487,805	\$11,806,695	\$1,749,438	\$785,554	\$15,359,902	\$0	\$0	\$15,359,902
Residential New Construction & Major Renovation	3,896	1,319	156,928	80,175	8,324	250,642			250,642
Residential Cooling & Heating Equipment	24,224	8,199	975,675	104,508	73,724	1,186,331			1,186,331
Multi-Family Retrofit	11,419	3,865	459,917	136,266	82,062	693,530			693,530
MassSAVE	238,174	63,695	7,579,165	1,086,711	421,978	9,389,723			9,389,723
O Power						0			0
ENERGY STAR Lighting	45,894	124,572	1,848,500	182,635	93,859	2,295,460			2,295,460
ENERGY STAR Appliances	11,478	31,155	462,300	45,676	13,065	563,673			563,673
Residential Education Program	0	205,000	0	0	0	205,000			205,000
Workforce Development	0	0	0	15,000	0	15,000		0	15,000
HEAT Loan Program	0	0	0	60,000	0	60,000		0	60,000
Deep Energy Retrofit	0	0	0	0	58,333	58,333		0	58,333
Power Monitor Pilot	0	0	0	0	0	0		0	0

Residential New Construction & Major Renovation - Major Renovation statewide pilot	0	0	266,510	11,367	30,875	308,752			308,752
Residential New Construction Multi Family (4-8 story) statewide pilot	0	0	0	0	0	0			0
Residential New Construction Lighting Design statewide pilot	0	0	10,000	10,000	2,222	22,222			22,222
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	0	0	0	0			0
Heat Pump Water Heater Pilot	0	0	2,800	7,200	1,111	11,111			11,111
Residential Technical Development	0	0	20,000	0	0	20,000			20,000
Hot Roofs	0	0	15,000	0	0	15,000			15,000
Home Automation	0	0	9,900	9,900	0	19,800			19,800
Statewide Marketing & Education	0	50,000	0	0	0	50,000			50,000
EEAC Consultants	152,000	0	0	0	0	152,000		0	152,000
DOER Assessment	28,557	0	0	0	0	28,557		0	28,557
Sponsorships & Subscriptions	14,768	0	0	0	0	14,768		0	14,768
Low Income (total)	\$78,554	\$35,099	\$2,497,241	\$993,277	\$151,375	\$3,755,545	\$0	\$0	\$3,755,545
Low-Income Residential New Construction	562	190	18,030	16,896	622	36,301			36,301
Low-Income 1 to 4 Family Retrofit	46,294	15,670	1,588,839	761,151	107,312	2,519,265			2,519,265
Low-Income MultiFamily Retrofit	26,924	9,113	890,372	198,354	43,441	1,168,205			1,168,205
Statewide Marketing & Education						0			0
Low-Income Energy Affordability Network Funding	0	10,125	0	16,875	0	27,000		0	27,000
DOER Assessment	4,774	0	0	0	0	4,774		0	4,774
Commercial & Industrial (total)	\$394,146	\$79,929	\$10,750,800	\$1,592,016	\$364,878	\$13,181,769	\$0	\$0	\$13,181,769
C&I New Construction and Major Renovation	13,205	4,470	601,200	85,611	7,148	711,634			711,634
C&I New Construction and Major Renovation - Government	18,134	6,138	825,627	117,569	76,071	1,043,540			1,043,540
C&I Large Retrofit	6,294	2,130	286,560	40,806	9,937	345,728			345,728
Large C&I Retrofit - Government	17,646	5,973	803,398	114,404	44,568	985,989			985,989
C&I Small Retrofit	100,087	33,878	4,556,800	694,789	99,159	5,484,714			5,484,714
C&I Small Retrofit - Government	80,768	27,339	3,677,215	538,836	127,994	4,452,152			4,452,152

Statewide Marketing & Education						0		0	0
EEAC Consultants	130,500	0	0	0	0	130,500		0	130,500
DOER Assessment	15,279	0	0	0	0	15,279		0	15,279
Sponsorships & Subscriptions	12,232	0	0	0	0	12,232		0	12,232
GRAND TOTAL	\$1,003,110	\$602,832	\$25,054,736	\$4,334,731	\$1,301,807	\$32,297,216	\$0	\$0	\$32,297,216

Program Administrator Budget, 2010-2012 (1)									
Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$1,485,248	\$1,386,639	\$27,892,972	\$4,725,789	\$1,978,995	\$37,469,643	\$0	\$0	\$37,469,643
Residential New Construction & Major Renovation	20,657	5,454	567,122	248,053	26,340	867,625	0	0	867,625
Residential Cooling & Heating Equipment	66,987	19,465	2,132,400	300,701	201,890	2,721,442	0	0	2,721,442
Multi-Family Retrofit	34,880	9,955	1,080,615	307,042	223,466	1,655,959	0	0	1,655,959
MassSAVE	707,752	160,406	17,476,015	2,920,672	1,053,409	22,318,254	0	0	22,318,254
O Power	0	0	0	0	0	0	0	0	0
ENERGY STAR Lighting	130,284	373,601	4,176,135	533,508	217,523	5,431,050	0	0	5,431,050
ENERGY STAR Appliances	28,490	81,758	924,410	116,912	29,393	1,180,963	0	0	1,180,963
Residential Education Program	0	586,000	0	0	0	586,000	0	0	586,000
Workforce Development	0	0	0	45,000	0	45,000	0	0	45,000
HEAT Loan Program	0	0	0	135,000	0	135,000	0	0	135,000
Deep Energy Retrofit	0	0	525,000	0	116,667	641,667	0	0	641,667
Power Monitor Pilot	0	0	112,500	0	12,500	125,000	0	0	125,000
Residential New Construction & Major Renovation - Major Renovation statewide pilot	0	0	726,175	34,101	84,475	844,751	0	0	844,751
Residential New Construction Multi Family (4-8 story) statewide pilot	0	0	0	0	0	0	0	0	0
Residential New Construction Lighting Design statewide pilot	0	0	30,000	30,000	6,667	66,667	0	0	66,667
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	17,500	12,500	3,333	33,333	0	0	33,333
Heat Pump Water Heater Pilot	0	0	8,400	21,600	3,333	33,333	0	0	33,333
Residential Technical Development	0	0	60,000	0	0	60,000	0	0	60,000

Hot Roofs	0	0	27,000	0	0	27,000	0	0	27,000
Home Automation	0	0	29,700	20,700	0	50,400	0	0	50,400
Statewide Marketing & Education	0	150,000	0	0	0	150,000	0	0	150,000
EEAC Consultants	370,855	0	0	0	0	370,855	0	0	370,855
DOER Assessment	85,517	0	0	0	0	85,517	0	0	85,517
Sponsorships & Subscriptions	39,825	0	0	0	0	39,825	0	0	39,825
Low Income (total)	\$232,066	\$90,082	\$5,864,326	\$2,158,782	\$350,501	\$8,695,756	\$0	\$0	\$8,695,756
Low-Income Residential New Construction	1,828	518	45,750	46,126	1,506	95,728	0	0	95,728
Low-Income 1 to 4 Family Retrofit	151,777	43,101	4,054,697	1,679,672	263,284	6,192,531	0	0	6,192,531
Low-Income MultiFamily Retrofit	64,139	19,088	1,763,879	387,359	85,710	2,320,176	0	0	2,320,176
Statewide Marketing & Education	0	0	0	0	0	0	0	0	0
Low-Income Energy Affordability Network Funding	0	27,375	0	45,625	0	73,000	0	0	73,000
DOER Assessment	14,322	0	0	0	0	14,322	0	0	14,322
Commercial & Industrial (total)	\$1,075,802	\$201,276	\$24,242,300	\$3,777,741	\$742,092	\$30,039,211	\$0	\$0	\$30,039,211
C&I New Construction and Major Renovation	45,154	12,761	1,519,700	229,574	18,008	1,825,197	0	0	1,825,197
C&I New Construction and Major Renovation - Government	49,454	14,357	1,739,937	260,297	160,376	2,224,421	0	0	2,224,421
C&I Large Retrofit	21,522	6,083	724,360	109,426	18,264	879,655	0	0	879,655
Large C&I Retrofit - Government	48,123	13,971	1,693,092	253,289	94,019	2,102,493	0	0	2,102,493
C&I Small Retrofit	314,692	90,158	10,815,800	1,731,335	179,259	13,131,243	0	0	13,131,243
C&I Small Retrofit - Government	220,261	63,946	7,749,411	1,193,821	272,165	9,499,604	0	0	9,499,604
Statewide Marketing & Education	0	0	0	0	0	0	0	0	0
EEAC Consultants	297,431	0	0	0	0	297,431	0	0	297,431
DOER Assessment	45,991	0	0	0	0	45,991	0	0	45,991
Sponsorships & Subscriptions	33,175	0	0	0	0	33,175	0	0	33,175
GRAND TOTAL	\$2,793,116	\$1,677,997	\$57,999,598	\$10,662,312	\$3,071,587	\$76,204,609	\$0	\$0	\$76,204,609

Notes:

(1) All parties would refer to common definitions (in Appendix I) for allocation of costs.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

(3) See Section IV.I.1. Calculation of Lost Base Revenue for supporting calculations. LBR should be provided on the customer sector level or the program level as appropriate.

(4) The Total PA Budget is the sum of Total TRC Costs and LBR.

Western Massachusetts Electric Company Budget Table

Program Administrator Budget, 2010 (1)									
Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$436,550	\$212,450	\$3,015,032	\$1,039,573	\$155,300	\$4,858,905	\$325,535	\$338,455	\$5,522,896
Residential New Construction & Major Renovation	65,000	10,000	98,500	82,500	21,500	277,500		19,704	297,204
Residential Cooling & Heating Equipment	5,000	25,500	62,500	50,773	8,000	151,773		10,777	162,550
Multi-Family Retrofit	60,000	10,000	193,336	40,000	10,000	313,336		22,249	335,585
MassSAVE	91,192	32,750	1,359,434	602,050	58,700	2,144,126		152,246	2,296,372
O Power	0	0	0	0	0	0		0	0
ENERGY STAR Lighting	68,023	92,200	831,262	122,750	41,300	1,155,535		82,050	1,237,585
ENERGY STAR Appliances	30,000	37,500	65,000	30,500	5,800	168,800		11,986	180,786
Residential Education Program	5,000	0	0	55,000	5,000	65,000		4,615	69,615
Workforce Development	10,000	0	0	15,000	0	25,000		1,775	26,775
Heat Loan Program	0	0	325,000	15,000	0	340,000		24,142	364,142
Deep Energy Retrofit	10,000	4,500	80,000	26,000	5,000	125,500		8,911	134,411
Power Monitor Pilot	0	0	0	0	0	0		0	0
Residential New Construction & Major Renovation - Major Renovation statewide pilot	0	0	0	0	0	0		0	0
Residential New Construction Multi Family (4-8 story) statewide pilot	0	0	0	0	0	0		0	0
Residential New Construction Lighting Design statewide pilot	0	0	0	0	0	0		0	0
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	0	0	0	0		0	0
Heat Pump Water Heater Pilot	0	0	0	0	0	0		0	0
Residential Technical Development	0	0	0	0	0	0		0	0
Hot Roofs	0	0	0	0	0	0		0	0

Home Automation	0	0	0	0	0	0		0	0
Statewide Marketing & Education	0	0	0	0	0	0		0	0
EEAC Consultants	47,858	0	0	0	0	47,858		0	47,858
DOER Assessment	44,477	0	0	0	0	44,477		0	44,477
Sponsorships & Subscriptions	0	0	0	0	0	0		0	0
Low Income (total)	\$282,194	\$25,000	\$1,598,015	\$483,800	\$77,959	\$2,466,968	\$0	\$182,245	\$2,649,213
Low-Income Residential New Construction	8,261	5,000	35,000	12,000	4,767	65,028		4,919	69,947
Low-Income 1 to 4 Family Retrofit	195,984	15,000	1,436,815	427,851	73,192	2,148,842		162,562	2,311,404
Low-Income MultiFamily Retrofit	20,000	5,000	126,200	43,949	0	195,149		14,763	209,912
Statewide Marketing & Education	0	0	0	0	0	0		0	0
Low-Income Energy Affordability Network Funding	34,000	0	0	0	0	34,000		0	34,000
DOER Assessment	23,949	0	0	0	0	23,949		0	23,949
Commercial & Industrial (total)	\$1,555,252	\$91,000	\$8,199,019	\$872,676	\$418,820	\$11,136,767	\$25,909	\$781,050	\$11,943,726
C&I New Construction and Major Renovation	466,032	32,000	2,724,000	347,505	158,209	3,727,746		\$266,566	3,994,312
C&I New Construction and Major Renovation - Government	0	0	0	0	0	0		\$0	0
C&I Large Retrofit	556,552	34,000	3,042,690	352,671	146,873	4,132,786		\$295,530	4,428,316
Large C&I Retrofit - Government	0	0	0	0	0	0		\$0	0
C&I Small Retrofit	318,360	25,000	2,432,329	137,500	113,738	3,026,927		\$216,451	3,243,378
C&I Small Retrofit - Government	0	0	0	0	0	0		0	0
Statewide Marketing & Education	0	0	0	0	0	0		0	0
EEAC Consultants	111,668	0	0	0	0	111,668		0	111,668
DOER Assessment	102,640	0	0	0	0	102,640		0	102,640
Sponsorships & Subscriptions	0	0	0	35,000	0	35,000		\$2,503	37,503
GRAND TOTAL	\$2,273,996	\$328,450	\$12,812,066	\$2,396,049	\$652,079	\$18,462,640	\$351,445	\$1,301,750	\$20,115,835

Program Administrator Budget, 2011 (1)

Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$569,398	\$178,803	\$3,503,410	\$1,324,205	\$267,175	\$5,842,991	\$567,260	\$375,037	\$6,785,287
Residential New Construction & Major Renovation	85,730	14,722	153,706	116,446	36,897	407,502		26,683	434,185
Residential Cooling & Heating Equipment	6,595	11,042	50,715	39,554	13,729	121,634		7,965	129,599
Multi-Family Retrofit	79,135	14,722	192,462	56,459	17,161	359,940		23,569	383,508
MassSAVE	103,648	14,722	1,756,312	770,875	101,050	2,746,608		179,845	2,926,453
O Power	0	0	0	0	0	0		0	0
ENERGY STAR Lighting	106,344	102,247	679,213	141,147	71,222	1,100,173		72,038	1,172,211
ENERGY STAR Appliances	39,568	14,722	70,221	43,050	9,954	177,515		11,623	189,138
Residential Education Program	6,595	0	0	77,631	8,581	92,806		6,077	98,883
Workforce Development	13,189	0	0	21,172	0	34,361		2,250	36,611
HEAT Loan Program	0	0	507,153	21,172	0	528,325		34,594	562,919
Deep Energy Retrofit	13,189	6,625	93,628	36,698	8,581	158,721		10,393	169,114
Power Monitor Pilot	0	0	0	0	0	0		0	0
Residential New Construction & Major Renovation - Major Renovation statewide pilot	0	0	0	0	0	0		0	0
Residential New Construction Multi Family (4-8 story) statewide pilot	0	0	0	0	0	0		0	0
Residential New Construction Lighting Design statewide pilot	0	0	0	0	0	0		0	0
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	0	0	0	0		0	0
Heat Pump Water Heater Pilot	0	0	0	0	0	0		0	0
Residential Technical Development	0	0	0	0	0	0		0	0
Hot Roofs	0	0	0	0	0	0		0	0
Home Automation	0	0	0	0	0	0		0	0

Statewide Marketing & Education	0	0	0	0	0	0		0	0
EEAC Consultants	70,929	0	0	0	0	70,929		0	70,929
DOER Assessment	44,477	0	0	0	0	44,477		0	44,477
Sponsorships & Subscriptions	0	0	0	0	0	0		0	0
Low Income (total)	\$334,164	\$38,478	\$1,745,675	\$676,173	\$133,156	\$2,927,646	\$0	\$201,943	\$3,129,589
Low-Income Residential New Construction	10,654	7,696	54,996	17,169	8,157	98,671		6,957	105,628
Low-Income 1 to 4 Family Retrofit	234,071	23,087	1,596,400	630,390	124,999	2,608,947		183,959	2,792,906
Low-Income MultiFamily Retrofit	25,793	7,696	94,279	28,614	0	156,381		11,027	167,408
Statewide Marketing & Education	0	0	0	0	0	0		0	0
Low-Income Energy Affordability Network Funding	39,698	0	0	0	0	39,698		0	39,698
DOER Assessment	23,949	0	0	0	0	23,949		0	23,949
Commercial & Industrial (total)	\$1,598,379	\$165,580	\$10,008,229	\$1,056,060	\$611,484	\$13,439,732	\$53,376	\$865,471	\$14,358,579
C&I New Construction and Major Renovation	459,834	58,226	2,717,263	443,682	265,161	3,944,166		\$259,161	4,203,327
C&I New Construction and Major Renovation - Government	0	0	0	0	0	0		\$0	0
C&I Large Retrofit	516,670	61,865	4,322,699	445,378	247,284	5,593,896		\$367,560	5,961,456
Large C&I Retrofit - Government	0	0	0	0	0	0		\$0	0
C&I Small Retrofit	353,733	45,489	2,968,267	113,220	99,039	3,579,748		\$235,216	3,814,964
C&I Small Retrofit - Government	0	0	0	0	0	0		0	0
Statewide Marketing & Education	0	0	0	0	0	0		0	0
EEAC Consultants	165,502	0	0	0	0	165,502		0	165,502
DOER Assessment	102,640	0	0	0	0	102,640		0	102,640
Sponsorships & Subscriptions	0	0	0	53,780		53,780		\$3,534	57,314
GRAND TOTAL	\$2,501,941	\$382,861	\$15,257,314	\$3,056,438	\$1,011,815	\$22,210,369	\$620,635	\$1,442,451	\$24,273,455

Program Administrator Budget, 2012 (1)						
Program	PA Costs (1)			Lost Base Revenue	Performance Incentive (2)	TOTAL PA Budget (4)

	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$689,064	\$238,404	\$5,302,413	\$1,961,981	\$387,793	\$8,579,655	\$1,024,758	\$519,382	\$10,123,795
Residential New Construction & Major Renovation	105,040	19,630	232,677	172,530	53,635	583,512		35,944	619,456
Residential Cooling & Heating Equipment	8,080	14,722	76,772	58,604	19,957	178,135		10,973	189,108
Multi-Family Retrofit	96,960	19,630	291,345	83,651	24,947	516,532		31,818	548,350
MassSAVE	136,393	19,630	2,657,696	1,142,152	146,623	4,102,494		252,711	4,355,206
O Power	0	0	0	0	0	0		0	0
ENERGY STAR Lighting	105,663	136,329	1,028,177	209,128	103,214	1,582,511		97,482	1,679,992
ENERGY STAR Appliances	48,480	19,630	106,299	63,784	14,469	252,662		15,564	268,226
Residential Education Program	8,080	0	0	115,020	12,473	135,574		8,351	143,925
Workforce Development	16,160	0	0	31,369	0	47,529		2,928	50,457
HEAT Loan Program	0	0	767,716	31,369	0	799,085		49,223	848,308
Deep Energy Retrofit	16,160	8,833	141,732	54,373	12,473	233,572		14,388	247,960
Power Monitor Pilot	0	0	0	0	0	0		0	0
Residential New Construction & Major Renovation - Major Renovation statewide pilot	0	0	0	0	0	0		0	0
Residential New Construction Multi Family (4-8 story) statewide pilot	0	0	0	0	0	0		0	0
Residential New Construction Lighting Design statewide pilot	0	0	0	0	0	0		0	0
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	0	0	0	0		0	0
Heat Pump Water Heater Pilot	0	0	0	0	0	0		0	0
Residential Technical Development	0	0	0	0	0	0		0	0
Hot Roofs	0	0	0	0	0	0		0	0
Home Automation	0	0	0	0	0	0		0	0
Statewide Marketing & Education	0	0	0	0	0	0		0	0
EEAC Consultants	103,572	0	0	0	0	103,572		0	103,572
DOER Assessment	44,477	0	0	0	0	44,477		0	44,477

Sponsorships & Subscriptions	0	0	0	0	0	0		0	0
Low Income (total)	\$410,352	\$51,304	\$2,644,366	\$1,000,124	\$193,381	\$4,299,527	\$0	\$279,667	\$4,579,194
Low-Income Residential New Construction	13,374	10,261	83,341	25,394	11,885	144,255		9,525	153,780
Low-Income 1 to 4 Family Retrofit	300,366	30,782	2,418,154	932,406	181,496	3,863,206		255,097	4,118,303
Low-Income MultiFamily Retrofit	32,379	10,261	142,870	42,324	0	227,834		15,044	242,878
Statewide Marketing & Education	0	0	0	0	0	0		0	0
Low-Income Energy Affordability Network Funding	40,284	0	0	0	0	40,284		0	40,284
DOER Assessment	23,949	0	0	0	0	23,949		0	23,949
Commercial & Industrial (total)	\$1,970,292	\$220,774	\$14,796,302	\$1,859,813	\$887,913	\$19,735,094	\$103,897	\$1,198,573	\$21,037,564
C&I New Construction and Major Renovation	590,509	77,635	3,572,228	782,756	358,658	5,381,786		\$332,656	5,714,442
C&I New Construction and Major Renovation - Government	0	0	0	0	0	0		\$0	0
C&I Large Retrofit	630,068	82,487	6,666,428	778,299	259,673	8,416,955		\$520,264	8,937,219
Large C&I Retrofit - Government	0	0	0	0	0	0		\$0	0
C&I Small Retrofit	405,406	60,652	4,557,646	213,681	269,582	5,506,967		\$340,394	5,847,361
C&I Small Retrofit - Government	0	0	0	0	0	0		0	0
Statewide Marketing & Education	0	0	0	0	0	0		0	0
EEAC Consultants	241,669	0	0	0	0	241,669		0	241,669
DOER Assessment	102,640	0	0	0	0	102,640		\$0	102,640
Sponsorships & Subscriptions	0	0	0	85,077	0	85,077		\$5,259	90,336
GRAND TOTAL	\$3,069,708	\$510,482	\$22,743,081	\$4,821,918	\$1,469,087	\$32,614,276	\$1,128,655	\$1,997,622	\$35,740,553

Program Administrator Budget, 2010-2012 (1)									
Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$1,695,012	\$629,657	\$11,820,855	\$4,325,759	\$810,268	\$19,281,551	\$1,917,553	\$1,232,874	\$22,431,978

Residential New Construction & Major Renovation	255,769	44,352	484,883	371,477	112,032	1,268,514		82,331	1,350,845
Residential Cooling & Heating Equipment	19,675	51,264	189,987	148,931	41,686	451,543		29,714	481,257
Multi-Family Retrofit	236,095	44,352	677,143	180,110	52,108	1,189,808		77,635	1,267,443
MassSAVE	331,233	67,102	5,773,442	2,515,077	306,374	8,993,229		584,802	9,578,031
O Power	0	0	0	0	0	0		0	0
ENERGY STAR Lighting	280,029	330,776	2,538,652	473,025	215,737	3,838,219		251,570	4,089,788
ENERGY STAR Appliances	118,047	71,852	241,520	137,334	30,223	598,976		39,173	638,149
Residential Education Program	19,675	0	0	247,651	26,054	293,380		19,044	312,423
Workforce Development	39,349	0	0	67,541	0	106,890		6,953	113,843
HEAT Loan Program	0	0	1,599,868	67,541	0	1,667,409		107,959	1,775,369
Deep Energy Retrofit	39,349	19,958	315,360	117,072	26,054	517,793		33,692	551,486
Power Monitor Pilot	0	0	0	0	0	0		0	0
Residential New Construction & Major Renovation - Major Renovation statewide pilot	0	0	0	0	0	0		0	0
Residential New Construction Multi Family (4-8 story) statewide pilot	0	0	0	0	0	0		0	0
Residential New Construction Lighting Design statewide pilot	0	0	0	0	0	0		0	0
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	0	0	0	0		0	0
Heat Pump Water Heater Pilot	0	0	0	0	0	0		0	0
Residential Technical Development	0	0	0	0	0	0		0	0
Hot Roofs	0	0	0	0	0	0		0	0
Home Automation	0	0	0	0	0	0		0	0
Statewide Marketing & Education	0	0	0	0	0	0		0	0
EEAC Consultants	222,359	0	0	0	0	222,359		0	222,359
DOER Assessment	133,431	0	0	0	0	133,431		0	133,431
Sponsorships & Subscriptions	0	0	0	0	0	0		0	0
Low Income (total)	\$1,026,710	\$114,782	\$5,988,056	\$2,160,097	\$404,496	\$9,694,141	\$0	\$663,855	\$10,357,996
Low-Income Residential New Construction	32,289	22,956	173,337	54,563	24,808	307,953		21,402	329,355
Low-Income 1 to 4 Family Retrofit	730,421	68,869	5,451,370	1,990,647	379,688	8,620,995		601,618	9,222,613

Low-Income MultiFamily Retrofit	78,172	22,956	363,349	114,887	0	579,364		40,834	620,198
Statewide Marketing & Education	0	0	0	0	0	0		0	0
Low-Income Energy Affordability Network Funding	113,982	0	0	0	0	113,982		0	113,982
DOER Assessment	71,847	0	0	0	0	71,847		0	71,847
Commercial & Industrial (total)	\$5,123,923	\$477,354	\$33,003,550	\$3,788,549	\$1,918,217	\$44,311,593	\$183,182	\$2,845,094	\$47,339,869
C&I New Construction and Major Renovation	1,516,375	167,861	9,013,491	1,573,943	782,028	13,053,698		858,383	13,912,081
C&I New Construction and Major Renovation - Government	0	0	0	0	0	0		0	0
C&I Large Retrofit	1,703,290	178,352	14,031,817	1,576,348	653,830	18,143,637		1,183,355	19,326,992
Large C&I Retrofit - Government	0	0	0	0	0	0		0	0
C&I Small Retrofit	1,077,499	131,141	9,958,242	464,401	482,359	12,113,642		792,061	12,905,703
C&I Small Retrofit - Government	0	0	0	0	0	0		0	0
Statewide Marketing & Education	0	0	0	0	0	0		0	0
EEAC Consultants	518,839	0	0	0	0	518,839		0	518,839
DOER Assessment	307,920	0	0	0	0	307,920		0	307,920
Sponsorships & Subscriptions	0	0	0	173,857	0	173,857		11,295	185,152
GRAND TOTAL	\$7,845,645	\$1,221,793	\$50,812,461	\$10,274,405	\$3,132,981	\$73,287,285	\$2,100,735	\$4,741,823	\$80,129,843

Notes:

(1) All parties would refer to common definitions (in Appendix I) for allocation of costs.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

(3) See Section IV.I.1. Calculation of Lost Base Revenue for supporting calculations. LBR should be provided on the customer sector level or the program level as appropriate.

(4) The Total PA Budget is the sum of Total TRC Costs and LBR.

National Grid Budget Table

Program Administrator Budget, 2010 (1)									
Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$3,613,187	\$3,687,896	\$25,782,826	\$8,605,190	\$1,496,560	\$43,185,660	\$928,868	\$2,598,946	\$46,713,474
Residential New Construction & Major Renovation	278,547	146,228	689,286	410,834	73,800	1,598,695		85,050	1,683,744
Residential Cooling & Heating Equipment	362,062	217,273	1,259,136	276,814	50,500	2,165,786		37,070	2,202,855
Multi-Family Retrofit	409,476	187,416	4,787,129	1,622,607	162,900	7,169,528		1,582,568	8,752,096
MassSAVE	711,051	751,560	8,275,000	3,996,450	800,500	14,534,561		268,715	14,803,276
O Power	90,238	0	1,000,000	20,000	55,800	1,166,038		48,144	1,214,182
ENERGY STAR Lighting	369,921	934,270	4,669,625	1,133,481	137,500	7,244,797		492,735	7,737,532
ENERGY STAR Appliances	253,561	555,500	1,296,250	531,753	73,700	2,710,764		84,665	2,795,430
Residential Education Program	75,000	180,000	0	146,251	0	401,251		0	401,251
Workforce Development	0	0	0	125,000	0	125,000		0	125,000
HEAT Loan Program	88,221	0	3,000,000	150,000	0	3,238,221		0	3,238,221
Deep Energy Retrofit	238,135	15,000	514,000	60,000	82,714	909,849		0	909,849
Power Monitor Pilot	0	0	0	0		0		0	0
Residential New Construction & Major Renovation - Major Renovation statewide pilot	31,500	18,000	152,000	40,000	24,150	265,650		0	265,650
Residential New Construction Multi Family (4-8 story) statewide pilot	34,950	68,000	102,000	63,000	26,795	294,745		0	294,745
Residential New Construction Lighting Design statewide pilot	3,000	0	13,000	7,000	2,300	25,300		0	25,300
Residential New Construction V3 Energy Star Homes statewide pilot	3,619	0	15,000	10,000	2,862	31,481		0	31,481

Heat Pump Water Heater Pilot	8,000	0	10,400	12,000	3,040	33,440		0	33,440
Residential Technical Development	0	0	0	0	0	0		0	0
Hot Roofs	0	0	0	0	0	0		0	0
Home Automation	0	0	0	0	0	0		0	0
Statewide Marketing & Education	0	614,649	0	0	0	614,649		0	614,649
EEAC Consultants	379,721	0	0	0	0	379,721		0	379,721
DOER Assessment	241,184	0	0	0	0	241,184		0	241,184
Sponsorships & Subscriptions	35,000	0	0	0	0	35,000		0	35,000
Low Income (total)	\$1,708,514	\$349,308	\$12,401,673	\$2,714,601	\$433,400	\$17,607,496	\$192,823	\$692,202	\$18,492,520
Low-Income Residential New Construction	63,668	900	135,000	25,000	36,500	261,068		8,100	269,168
Low-Income 1 to 4 Family Retrofit	499,640	276,040	8,093,517	1,024,488	193,200	10,086,884		331,229	10,418,113
Low-Income MultiFamily Retrofit	696,597	14,150	4,173,156	1,665,113	203,700	6,752,716		352,873	7,105,588
Statewide Marketing & Education	0	58,218	0	0	0	58,218		0	58,218
Low-Income Energy Affordability Network Funding	345,245	0	0	0	0	345,245		0	345,245
DOER Assessment	103,365	0	0	0	0	103,365		0	103,365
Commercial & Industrial (total)	\$6,907,938	\$1,103,875	\$44,291,521	\$6,923,200	\$2,730,350	\$61,956,884	\$1,916,393	\$5,079,459	\$68,952,736
C&I New Construction and Major Renovation	1,309,708	263,746	10,525,000	1,608,600	650,100	14,357,154		1,144,454	15,501,608
C&I New Construction and Major Renovation - Government	0	0	0	0	0	0		0	0
C&I Large Retrofit	3,289,290	448,650	25,541,161	5,204,600	1,740,400	36,224,101		3,380,844	39,604,945
Large C&I Retrofit - Government	0	0	0	0	0	0		0	0
C&I Small Retrofit	670,632	207,500	8,175,360	80,000	329,100	9,462,592		554,161	10,016,753
C&I Small Retrofit - Government	0	0	0	0	0	0		0	0
Community based Pilot	27,500	0	50,000	30,000	10,750	118,250		0	118,250
Statewide Marketing & Education	0	183,979	0	0	0	183,979		0	183,979
EEAC Consultants	832,217	0	0	0	0	832,217		0	832,217
DOER Assessment	528,591	0	0	0	0	528,591		0	528,591
Sponsorships & Subscriptions	250,000	0	0	0	0	250,000		0	250,000
GRAND TOTAL	\$12,229,639	\$5,141,080	\$82,476,020	\$18,242,990	\$4,660,310	\$122,750,040	\$3,038,084	\$8,370,607	\$134,158,731

Program Administrator Budget, 2011 (1)

Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$4,127,778	\$4,182,572	\$34,349,020	\$11,036,696	\$2,584,831	\$56,280,896	\$973,561	\$3,516,915	\$60,771,372
Residential New Construction & Major Renovation	274,707	151,177	770,856	423,006	84,000	1,703,746		77,846	1,781,593
Residential Cooling & Heating Equipment	355,340	284,728	1,637,350	311,055	60,000	2,648,473		39,278	2,687,751
Multi-Family Retrofit	485,037	266,574	7,063,814	2,215,369	222,000	10,252,794		2,621,774	12,874,568
MassSAVE	730,975	952,028	11,125,000	5,362,850	1,665,100	19,835,953		299,881	20,135,834
O Power	89,769	0	1,291,000	20,000	89,200	1,489,969		86,205	1,576,175
ENERGY STAR Lighting	321,497	859,270	4,352,500	781,511	226,100	6,540,878		306,573	6,847,451
ENERGY STAR Appliances	265,743	677,700	1,583,500	690,155	88,700	3,305,798		85,357	3,391,155
Residential Education Program	285,000	190,000	0	620,000	0	1,095,000		0	1,095,000
Workforce Development	0	0	0	150,000	0	150,000		0	150,000
HEAT Loan Program	130,150	0	5,655,000	282,750	0	6,067,900		0	6,067,900
Deep Energy Retrofit	273,855	18,000	603,000	70,000	96,486	1,061,341		0	1,061,341
Power Monitor Pilot	0	0	0	0		0		0	0
Residential New Construction & Major Renovation - Major Renovation statewide pilot	31,500	18,000	152,000	40,000	24,150	265,650		0	265,650
Residential New Construction Multi Family (4-8 story) statewide pilot	34,950	68,000	102,000	63,000	26,795	294,745		0	294,745
Residential New Construction Lighting Design statewide pilot	3,000	0	13,000	7,000	2,300	25,300		0	25,300
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	0	0	0	0		0	0
Heat Pump Water Heater Pilot	0	0	0	0	0	0		0	0
Residential Technical Development	0	0	0	0	0	0		0	0
Hot Roofs	0	0	0	0	0	0		0	0
Home Automation	0	0	0	0	0	0		0	0

Statewide Marketing & Education	0	697,095	0	0	0	697,095	0	697,095	
EEAC Consultants	568,249	0	0	0	0	568,249	0	568,249	
DOER Assessment	242,130	0	0	0	0	242,130	0	242,130	
Sponsorships & Subscriptions	35,875	0	0	0	0	35,875	0	35,875	
Low Income (total)	\$1,873,548	\$451,874	\$16,154,561	\$2,991,580	\$531,600	\$22,003,163	\$408,291	\$683,496	\$23,094,950
Low-Income Residential New Construction	64,041	900	145,000	30,000	40,200	280,141	7,402	287,543	
Low-Income 1 to 4 Family Retrofit	680,507	357,072	10,521,571	978,771	242,100	12,780,021	332,230	13,112,251	
Low-Income MultiFamily Retrofit	695,531	18,590	5,487,990	1,982,809	249,300	8,434,219	343,864	8,778,083	
Statewide Marketing & Education	0	75,312	0	0	0	75,312	0	75,312	
Low-Income Energy Affordability Network Funding	433,469	0	0	0	0	433,469	0	433,469	
DOER Assessment	103,770	0	0	0	0	103,770	0	103,770	
Commercial & Industrial (total)	\$8,067,531	\$1,468,935	\$80,508,252	\$10,540,000	\$3,829,050	\$104,413,768	\$4,913,565	\$6,257,465	\$115,584,798
C&I New Construction and Major Renovation	2,021,164	339,112	21,625,000	3,345,000	844,300	28,174,577	1,301,160	29,475,737	
C&I New Construction and Major Renovation - Government	0	0	0	0	0	0	0	0	
C&I Large Retrofit	3,272,315	620,000	44,020,276	7,090,000	2,461,100	57,463,691	4,188,555	61,652,246	
Large C&I Retrofit - Government	0	0	0	0	0	0	0	0	
C&I Small Retrofit	725,694	265,000	14,812,976	75,000	512,900	16,391,570	767,750	17,159,320	
C&I Small Retrofit - Government	0	0	0	0	0	0	0	0	
Community based Pilot	27,500	0	50,000	30,000	10,750	118,250	0	118,250	
Statewide Marketing & Education	0	244,822	0	0	0	244,822	0	244,822	
EEAC Consultants	1,237,368	0	0	0	0	1,237,368	0	1,237,368	
DOER Assessment	527,240	0	0	0	0	527,240	0	527,240	
Sponsorships & Subscriptions	256,250	0	0	0	0	256,250	0	256,250	
GRAND TOTAL	\$14,068,857	\$6,103,381	\$131,011,833	\$24,568,276	\$6,945,481	\$182,697,827	\$6,295,416	\$10,457,876	\$199,451,120

Program Administrator Budget, 2012 (1)				
Program	PA Costs (1)	Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)

	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$4,425,920	\$4,672,283	\$42,741,341	\$12,623,129	\$3,447,038	\$67,909,712	\$1,760,517	\$4,267,342	\$73,937,570
Residential New Construction & Major Renovation	271,880	153,744	843,286	435,696	98,900	1,803,506		88,466	1,891,971
Residential Cooling & Heating Equipment	390,821	381,673	2,128,555	358,819	71,300	3,331,168		49,751	3,380,918
Multi-Family Retrofit	518,384	374,346	8,200,000	2,465,394	285,200	11,843,324		3,195,090	15,038,414
MassSAVE	710,106	1,044,836	13,057,500	6,387,955	2,321,700	23,522,097		348,845	23,870,942
O Power	99,927	0	2,253,500	20,000	135,100	2,508,527		139,168	2,647,694
ENERGY STAR Lighting	327,549	959,270	5,665,000	822,170	287,500	8,061,489		352,163	8,413,651
ENERGY STAR Appliances	258,319	677,700	1,806,500	745,095	102,700	3,590,314		93,861	3,684,175
Residential Education Program	295,000	200,000	0	640,000	0	1,135,000		0	1,135,000
Workforce Development	0	0	0	175,000	0	175,000		0	175,000
HEAT Loan Program	145,796	0	8,000,000	400,000	0	8,545,796		0	8,545,796
Deep Energy Retrofit	314,934	16,000	520,000	63,000	91,393	1,005,327		0	1,005,327
Power Monitor Pilot	0	0	0	0		0		0	0
Residential New Construction & Major Renovation - Major Renovation statewide pilot	31,500	18,000	152,000	40,000	24,150	265,650		0	265,650
Residential New Construction Multi Family (4-8 story) statewide pilot	34,950	68,000	102,000	63,000	26,795	294,745		0	294,745
Residential New Construction Lighting Design statewide pilot	3,000	0	13,000	7,000	2,300	25,300		0	25,300
Residential New Construction V3 Energy Star Homes statewide pilot	0	0	0	0	0	0		0	0
Heat Pump Water Heater Pilot	0	0	0	0	0	0		0	0
Residential Technical Development	0	0	0	0	0	0		0	0
Hot Roofs	0	0	0	0	0	0		0	0
Home Automation	0	0	0	0	0	0		0	0
Statewide Marketing & Education	0	778,714	0	0	0	778,714		0	778,714
EEAC Consultants	743,719	0	0	0	0	743,719		0	743,719

DOER Assessment	244,162	0	0	0	0	244,162		0	244,162
Sponsorships & Subscriptions	35,875	0	0	0	0	35,875		0	35,875
Low Income (total)	\$2,212,439	\$553,559	\$20,954,121	\$3,731,913	\$673,500	\$28,125,532	\$682,092	\$792,054	\$29,599,678
Low-Income Residential New Construction	66,177	900	250,000	30,000	44,500	391,577		12,429	404,006
Low-Income 1 to 4 Family Retrofit	804,418	436,232	14,204,121	1,301,913	326,100	17,072,785		406,070	17,478,855
Low-Income MultiFamily Retrofit	685,722	24,167	6,500,000	2,400,000	302,900	9,912,789		373,555	10,286,344
Statewide Marketing & Education	0	92,260	0	0	0	92,260		0	92,260
Low-Income Energy Affordability Network Funding	551,481	0	0	0	0	551,481		0	551,481
DOER Assessment	104,641	0	0	0	0	104,641		0	104,641
Commercial & Industrial (total)	\$9,336,469	\$2,085,798	\$110,570,070	\$14,067,636	\$4,883,450	\$140,943,424	\$9,060,802	\$7,083,914	\$157,088,139
C&I New Construction and Major Renovation	2,118,882	414,009	26,025,000	3,989,360	979,100	33,526,351		1,318,658	34,845,009
C&I New Construction and Major Renovation - Government	0	0	0	0	0	0		0	0
C&I Large Retrofit	3,670,149	994,156	53,176,961	9,948,276	2,818,500	70,608,042		4,312,346	74,920,388
Large C&I Retrofit - Government	0	0	0	0	0	0		0	0
C&I Small Retrofit	1,135,807	330,000	31,318,109	100,000	1,075,100	33,959,016		1,452,909	35,411,926
C&I Small Retrofit - Government	0	0	0	0	0	0		0	0
Community based Pilot	27,500	0	50,000	30,000	10,750	118,250		0	118,250
Statewide Marketing & Education	0	347,633	0	0	0	347,633		0	347,633
EEAC Consultants	1,597,137	0	0	0	0	1,597,137		0	1,597,137
DOER Assessment	524,337	0	0	0	0	524,337		0	524,337
Sponsorships & Subscriptions	262,656	0	0	0	0	262,656		0	262,656
GRAND TOTAL	\$15,974,829	\$7,311,640	\$174,265,532	\$30,422,678	\$9,003,988	\$236,978,668	\$11,503,410	\$12,143,309	\$260,625,386

Program Administrator Budget, 2010-2012 (1)									
Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$12,166,885	\$12,542,751	\$102,873,187	\$32,265,015	\$7,528,429	\$167,376,268	\$3,662,946	\$10,383,202	\$181,422,416

Residential New Construction & Major Renovation	825,134	451,149	2,303,428	1,269,536	256,700	5,105,947	0	251,361	5,357,308
Residential Cooling & Heating Equipment	1,108,223	883,674	5,025,041	946,688	181,800	8,145,426	0	126,099	8,271,525
Multi-Family Retrofit	1,412,897	828,335	20,050,943	6,303,370	670,100	29,265,645	0	7,399,432	36,665,078
MassSAVE	2,152,132	2,748,424	32,457,500	15,747,255	4,787,300	57,892,612	0	917,440	58,810,052
O Power	279,934	0	4,544,500	60,000	280,100	5,164,534	0	273,516	5,438,051
ENERGY STAR Lighting	1,018,967	2,752,810	14,687,125	2,737,162	651,100	21,847,164	0	1,151,471	22,998,635
ENERGY STAR Appliances	777,624	1,910,900	4,686,250	1,967,003	265,100	9,606,877	0	263,883	9,870,759
Residential Education Program	655,000	570,000	0	1,406,251	0	2,631,251	0	0	2,631,251
Workforce Development	0	0	0	450,000	0	450,000	0	0	450,000
HEAT Loan Program	364,167	0	16,655,000	832,750	0	17,851,917	0	0	17,851,917
Deep Energy Retrofit	826,924	49,000	1,637,000	193,000	270,592	2,976,516	0	0	2,976,516
Power Monitor Pilot	0	0	0	0	0	0	0	0	0
Residential New Construction & Major Renovation - Major Renovation statewide pilot	94,500	54,000	456,000	120,000	72,450	796,950	0	0	796,950
Residential New Construction Multi Family (4-8 story) statewide pilot	104,850	204,000	306,000	189,000	80,385	884,235	0	0	884,235
Residential New Construction Lighting Design statewide pilot	9,000	0	39,000	21,000	6,900	75,900	0	0	75,900
Residential New Construction V3 Energy Star Homes statewide pilot	3,619	0	15,000	10,000	2,862	31,481	0	0	31,481
Heat Pump Water Heater Pilot	8,000	0	10,400	12,000	3,040	33,440	0	0	33,440
Residential Technical Development	0	0	0	0	0	0	0	0	0
Hot Roofs	0	0	0	0	0	0	0	0	0
Home Automation	0	0	0	0	0	0	0	0	0
Statewide Marketing & Education	0	2,090,459	0	0	0	2,090,459	0	0	2,090,459
EEAC Consultants	1,691,689	0	0	0	0	1,691,689	0	0	1,691,689
DOER Assessment	727,475	0	0	0	0	727,475	0	0	727,475
Sponsorships & Subscriptions	106,750	0	0	0	0	106,750	0	0	106,750
Low Income (total)	\$5,898,271	\$1,354,741	\$49,510,355	\$9,438,093	\$1,638,500	\$67,839,961	\$1,283,205	\$2,167,752	\$71,290,918
Low-Income Residential New Construction	193,885	2,700	530,000	85,000	121,200	932,785	0	27,932	960,717

Low-Income 1 to 4 Family Retrofit	1,984,565	1,069,344	32,819,209	3,305,171	761,400	39,939,690	0	1,069,529	41,009,220
Low-Income MultiFamily Retrofit	2,077,850	56,907	16,161,146	6,047,922	755,900	25,099,724	0	1,070,291	26,170,015
Statewide Marketing & Education	0	225,790	0	0	0	225,790	0	0	225,790
Low-Income Energy Affordability Network Funding	1,330,195	0	0	0	0	1,330,195	0	0	1,330,195
DOER Assessment	311,775	0	0	0	0	311,775	0	0	311,775
Commercial & Industrial (total)	\$24,311,939	\$4,658,609	\$235,369,843	\$31,530,836	\$11,442,850	\$307,314,076	\$15,890,759	\$18,420,838	\$341,625,673
C&I New Construction and Major Renovation	5,449,754	1,016,868	58,175,000	8,942,960	2,473,500	76,058,082	0	3,764,272	79,822,354
C&I New Construction and Major Renovation - Government	0	0	0	0	0	0	0	0	0
C&I Large Retrofit	10,231,754	2,062,806	122,738,398	22,242,876	7,020,000	164,295,834	0	11,881,746	176,177,580
Large C&I Retrofit - Government	0	0	0	0	0	0	0	0	0
C&I Small Retrofit	2,532,133	802,500	54,306,445	255,000	1,917,100	59,813,178	0	2,774,820	62,587,998
C&I Small Retrofit - Government	0	0	0	0	0	0	0	0	0
Community based Pilot	82,500	0	150,000	90,000	32,250	354,750	0	0	354,750
Statewide Marketing & Education	0	776,435	0	0	0	776,435	0	0	776,435
EEAC Consultants	3,666,723	0	0	0	0	3,666,723	0	0	3,666,723
DOER Assessment	1,580,169	0	0	0	0	1,580,169	0	0	1,580,169
Sponsorships & Subscriptions	768,906	0	0	0	0	768,906	0	0	768,906
GRAND TOTAL	\$42,377,095	\$18,556,101	\$387,753,385	\$73,233,944	\$20,609,779	\$542,530,305	\$20,836,910	\$30,971,792	\$594,339,007
Notes:									

(1) All parties would refer to common definitions (in Appendix I) for allocation of costs.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

(3) See Section IV.I.1. Calculation of Lost Base Revenue for supporting calculations. LBR should be provided on the customer sector level or the program level as appropriate.

(4) The Total PA Budget is the sum of Total TRC Costs and LBR.

NOTE: National Grid is estimating LBR as a proxy for revenues from proposed decoupling mechanisms related to Energy Efficiency efforts

Unit Budget Table

Program Administrator Budget, 2010 (1)									
Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$51,192	\$52,693	\$301,719	\$103,538	\$28,743	\$537,885	\$17,162	\$25,487	\$580,533
Residential New Construction & Major Renovation	7,256	4,050	54,900	18,394	5,400	90,000		4,788	94,788
Residential Cooling & Heating Equipment	1,800	800	11,200	5,000	1,200	20,000		1,064	21,064
Multi-Family Retrofit	0	0	0	0	0	0		0	0
MassSAVE	18,309	11,670	107,549	52,153	14,004	203,685		9,758	213,443
O Power						0			0
ENERGY STAR Lighting	4,392	6,423	55,070	14,617	5,138	85,640		4,556	90,196
ENERGY STAR Appliances	3,575	4,750	28,000	10,675	3,000	50,000		2,660	52,660
Residential Education Program	0	0	0	0	0	0		0	0
Workforce Development	300	0	0	2,700	0	3,000		0	3,000
Heat Loan Program	5,000	0	45,000	0	0	50,000		2,660	52,660
Deep Energy Retrofit	0	0	0	0	0	0		0	0
Power Monitor Pilot						0			0
Residential New Construction & Major Renovation - Major Renovation statewide pilot		0				0			0
Residential New Construction Multi Family (4-8 story) statewide pilot		0				0			0
Residential New Construction Lighting Design statewide pilot		0				0			0
Residential New Construction V3 Energy Star Homes statewide pilot		0				0			0
Heat Pump Water Heater Pilot						0			0
Residential Technical Development						0			0
Hot Roofs						0			0

Statewide Marketing & Education		20,000				20,000			20,000
Low-Income Energy Affordability Network Funding	14,500	0	0	0	0	14,500		0	14,500
DOER Assessment	4,291	0	0	0	0	4,291		0	4,291
Commercial & Industrial (total)	\$195,107	\$167,512	\$1,712,598	\$390,211	\$126,446	\$2,591,873	\$86,341	\$103,404	\$2,781,618
C&I New Construction and Major Renovation	22,327	17,025	268,614	75,772	24,591	408,329		20,897	429,226
C&I New Construction and Major Renovation - Government						0			0
C&I Large Retrofit	93,076	43,649	958,795	210,036	67,183	1,372,739		54,249	1,426,988
Large C&I Retrofit - Government						0			0
C&I Small Retrofit	37,543	31,838	485,189	104,403	34,672	693,645		28,258	721,903
C&I Small Retrofit - Government						0			0
Statewide Marketing & Education	0	75,000	0	0	0	75,000		0	75,000
EEAC Consultants	21,080	0	0	0	0	21,080		0	21,080
DOER Assessment	21,080	0	0	0	0	21,080		0	21,080
Sponsorships & Subscriptions						0			0
GRAND TOTAL	\$324,558	\$298,684	\$2,606,622	\$639,432	\$198,477	\$4,067,774	\$127,276	\$160,614	\$4,355,664

Program Administrator Budget, 2012 (1)									
Program	PA Costs (1)						Lost Base Revenue (3)	Performance Incentive (2)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$97,934	\$105,261	\$1,085,744	\$194,264	\$58,722	\$1,541,924	\$89,449	\$60,916	\$1,692,289
Residential New Construction & Major Renovation	12,549	9,000	130,440	35,511	12,500	200,000		8,463	208,463
Residential Cooling & Heating Equipment	4,100	2,000	28,875	11,900	3,125	50,000		2,116	52,116
Multi-Family Retrofit	0	0	0	0	0	0		0	0
MassSAVE	34,730	19,477	671,679	82,178	24,347	832,411		35,526	867,938
O Power						0			0
ENERGY STAR Lighting	9,888	16,625	106,313	31,238	10,938	175,000		7,405	182,405
ENERGY STAR Appliances	7,438	11,875	73,438	24,438	7,813	125,000		5,290	130,290
Residential Education Program	0	0	0	0	0	0		0	0
Workforce Development	1,000	0	0	9,000	0	10,000		0	10,000

HEAT Loan Program	7,500	0	75,000	0	0	82,500		2,116	84,616
Deep Energy Retrofit	0	0	0	0	0	0		0	0
Power Monitor Pilot						0			0
Residential New Construction & Major Renovation - Major Renovation statewide pilot						0			0
Residential New Construction Multi Family (4-8 story) statewide pilot						0			0
Residential New Construction Lighting Design statewide pilot						0			0
Residential New Construction V3 Energy Star Homes statewide pilot						0			0
Heat Pump Water Heater Pilot						0			0
Residential Technical Development						0			0
Hot Roofs						0			0
Home Automation						0			0
Statewide Marketing & Education	0	46,284	0	0	0	46,284		0	46,284
EEAC Consultants	10,365	0	0	0	0	10,365		0	10,365
DOER Assessment	10,365	0	0	0	0	10,365		0	10,365
Sponsorships & Subscriptions						0			0
Low Income (total)	\$59,387	\$62,138	\$306,198	\$115,504	\$33,272	\$576,499	\$754	\$21,811	\$599,064
Low-Income Residential New Construction	5,122	4,622	45,151	15,290	4,814	75,000		18,652	93,652
Low-Income 1 to 4 Family Retrofit	34,263	57,516	261,047	100,214	28,458	481,497		3,159	484,656
Low-Income MultiFamily Retrofit						0			0
Statewide Marketing & Education						0			0
Low-Income Energy Affordability Network Funding	14,500	0	0	0	0	14,500		0	14,500
DOER Assessment	5,502	0	0	0	0	5,502		0	5,502
Commercial & Industrial (total)	\$228,227	\$220,075	\$2,591,163	\$443,708	\$165,364	\$3,648,538	\$192,349	\$147,498	\$3,988,385
C&I New Construction and Major Renovation	27,702	26,485	381,388	92,348	31,782	559,706		31,600	591,306
C&I New Construction and Major Renovation - Government						0			0
C&I Large Retrofit	101,012	62,570	1,463,984	230,662	81,564	1,939,792		75,358	2,015,150
Large C&I Retrofit - Government						0			0
C&I Small Retrofit	38,753	56,020	745,791	120,698	52,018	1,013,280		40,539	1,053,819

Residential Technical Development	0	0	0	0	0	0	0	0	0
Hot Roofs	0	0	0	0	0	0	0	0	0
Home Automation	0	0	0	0	0	0	0	0	0
Statewide Marketing & Education	0	115,255	0	0	0	115,255	0	0	115,255
EEAC Consultants	23,439	0	0	0	0	23,439	0	0	23,439
DOER Assessment	23,439	0	0	0	0	23,439	0	0	23,439
Sponsorships & Subscriptions	0	0	0	0	0	0	0	0	0
Low Income (total)	\$146,659	\$140,284	\$692,543	\$260,561	\$75,318	\$1,315,365	\$1,351	\$52,686	\$1,369,402
Low-Income Residential New Construction	11,209	10,784	98,711	33,708	10,588	165,000	0	22,946	187,946
Low-Income 1 to 4 Family Retrofit	78,610	97,000	593,832	226,852	64,730	1,061,025	0	29,740	1,090,765
Low-Income MultiFamily Retrofit	0	0	0	0	0	0	0	0	0
Statewide Marketing & Education	0	32,500	0	0	0	32,500	0	0	32,500
Low-Income Energy Affordability Network Funding	43,500	0	0	0	0	43,500	0	0	43,500
DOER Assessment	13,340	0	0	0	0	13,340	0	0	13,340
Commercial & Industrial (total)	\$610,496	\$515,263	\$5,219,703	\$1,154,571	\$381,589	\$7,864,059	\$314,354	\$327,835	\$8,506,248
C&I New Construction and Major Renovation	91,831	57,747	832,802	216,896	73,458	1,252,771	0	67,477	1,320,248
C&I New Construction and Major Renovation - Government	0	0	0	0	0	0	0	0	0
C&I Large Retrofit	274,079	141,093	2,909,439	626,195	194,915	4,148,121	0	170,090	4,318,211
Large C&I Retrofit - Government	0	0	0	0	0	0	0	0	0
C&I Small Retrofit	109,426	116,424	1,477,462	311,480	113,215	2,128,007	0	90,268	2,218,275
C&I Small Retrofit - Government	0	0	0	0	0	0	0	0	0
Statewide Marketing & Education	0	200,000	0	0	0	200,000	0	0	200,000
EEAC Consultants	67,580	0	0	0	0	67,580	0	0	67,580
DOER Assessment	67,580	0	0	0	0	67,580	0	0	67,580
Sponsorships & Subscriptions	0	0	0	0	0	0	0	0	0
GRAND TOTAL	\$986,676	\$897,771	\$7,960,122	\$1,873,868	\$590,783	\$12,291,659	\$462,837	\$507,255	\$13,261,750
Notes:									

(1) All parties would refer to common definitions (in Appendix I) for allocation of costs.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

(3) See Section IV.I.1. Calculation of Lost Base Revenue for supporting calculations. LBR should be provided on the customer sector level or the program level as appropriate.

(4) The Total PA Budget is the sum of Total TRC Costs and LBR.

Exhibit 2: Detail on Gas Pilot Program Budgets 2010-2012

Statewide Budget Summary Table

Program Administrator Budget, 2010 (1)										
Program	Program Costs								Total Budget (4)	STATEWIDE PILOTS
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)		
Residential (total)	\$5,617,512	\$1,771,738	\$29,126,409	\$6,001,714	\$1,351,919	\$43,869,293	\$2,109,174	\$2,752,392	\$48,730,859	
Residential New Construction & Major Renovations	451,205	274,911	3,717,870	504,179	171,370	5,119,535	235,971		5,355,506	
Residential Heating and Water Heating	1,478,029	777,409	11,411,184	1,646,828	446,485	15,759,935	1,018,287		16,778,222	
MassSAVE Weatherization Program	533,261	187,265	307,125	2,428,997	216,080	3,672,728	0		3,672,728	
Multifamily Retrofit	1,376,747	218,463	10,677,648	541,051	281,507	13,095,417	468,388		13,563,805	
O Power	278,274	61,757	1,782,226	314,975	78,623	2,515,855	127,724		2,643,579	
	92,817	0	437,500	370,000	31,782	932,099	258,804		1,190,904	
Deep Energy Retrofit Residential Building Practices and Demonstration Program	166,153	18,030	579,108	70,251	74,141	907,683	0		907,683	907,683
Energy Analysis: Internet Audit Program	23,520	0	150,000	5,000	17,900	196,420	0		196,420	196,420
Community Based Pilots	198,149	10,748	0	0	20,900	229,797	0		229,797	229,797
Workforce Development	28,230	5,000	63,750	18,000	11,400	126,380	0		126,380	126,380
Statewide Marketing & Education	5,433	0	0	99,000	1,731	106,163	0		106,163	
EEAC Consultants	145,855	218,155	0	0	0	364,010	0		364,010	
DOER Assessment	489,245	0	0	1,716	0	490,962	0		490,962	
	350,594	0	0	1,716	0	352,310	0		352,310	
Low Income (total)	\$2,522,058	\$450,578	\$10,585,541	\$2,190,141	\$367,822	\$16,116,139	\$428,167	\$98,109	\$16,642,415	
Low-Income Single Family Retrofit	1,671,424	233,334	7,888,662	1,541,618	260,768	11,595,807	257,289		11,853,096	
Low-Income MultiFamily Retrofit	359,450	82,114	2,696,879	643,598	107,054	3,889,095	170,878		4,059,973	
Statewide Marketing & Education	35,568	135,130	0	0	0	170,698	0		170,698	

Low-Income Energy Affordability Network Funding	313,010	0	0	4,774	0	317,784	0	317,784			
DOER Assessment	142,605	0	0	150	0	142,755	0	142,755			
Commercial & Industrial (total)	\$3,586,809	\$944,149	\$12,377,104	\$1,956,791	\$614,048	\$19,478,901	\$1,806,248	\$1,852,405	\$23,137,555		
C&I New Construction & Major Renovation	1,133,191	318,222	4,801,759	709,844	226,466	7,189,482	608,883	7,798,365			
C&I Retrofit	1,479,830	334,795	7,190,838	925,270	312,769	10,243,502	1,134,194	11,377,696			
C&I Direct Install Workforce Development	152,225	75,088	136,507	148,558	30,474	542,853	63,172	606,025			
Business Energy Analyzer	27,955	2,133	0	96,500	1,429	128,018	0	128,018			
Deep Energy Retrofit	50,575	112,500	0	50,120	21,300	234,495	0	234,495	234,495		
Statewide Marketing & Education	24,067	11,997	248,000	25,000	21,609	330,674	0	330,674	330,674		
EEAC Consultants	101,930	89,413	0	0	0	191,343	0	191,343			
DOER Assessment	306,805	0	0	750	0	307,555	0	307,555			
DOER Assessment	310,230	0	0	750	0	310,980	0	310,980			
GRAND TOTAL	\$11,726,379	\$3,166,466	\$52,089,054	\$10,148,646	\$2,333,789	\$79,464,334	\$4,343,589	\$4,702,906	\$88,510,829	2,025,448	2.3%

Program Administrator Budget, 2011 (1)										
Program	Program Costs									STATEWIDE PILOTS
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs	
Residential (total)	\$6,550,827	\$2,166,165	\$41,339,993	\$7,127,996	\$2,390,516	\$59,575,496	\$2,302,611	\$3,694,606	\$65,572,713	
Residential New Construction & Major Renovations	370,560	289,693	4,577,279	520,126	258,187	6,015,845	186,669		6,202,515	
Residential Heating and Water Heating	1,719,589	969,072	16,133,093	2,127,573	951,830	21,901,157	1,075,510		22,976,667	
MassSAVE Weatherization Program	588,439	220,000	375,388	3,158,673	292,705	4,635,204	0		4,635,204	
Multifamily Retrofit	1,739,687	311,847	15,550,838	644,897	563,052	18,810,320	491,153		19,301,473	
O Power	324,868	66,775	2,492,929	430,948	141,629	3,457,150	122,963		3,580,113	
O Power	196,650	0	1,250,000	20,000	36,900	1,503,550	426,316		1,929,866	
Deep Energy Retrofit Residential Building Practices and Demonstration Program	174,673	21,930	696,717	90,434	85,836	1,069,589	0		1,069,589	1,069,589
Energy Analysis: Internet Audit Program	28,466	0	200,000	10,000	23,900	262,366	0		262,366	262,366
Energy Analysis: Internet Audit Program	207,371	20,558	0	0	22,800	250,729	0		250,729	250,729

Community Based Pilots	28,230	5,000	63,750	18,000	11,400	126,380	0		126,380	126,380
Workforce Development	5,061	0	0	102,000	2,277	109,338	0		109,338	
Statewide Marketing & Education	184,794	261,290	0	0	0	446,085	0		446,085	
EEAC Consultants	629,878	0	0	2,673	0	632,551	0		632,551	
DOER Assessment	352,559	0	0	2,673	0	355,232	0		355,232	
Low Income (total)	\$3,522,206	\$570,697	\$13,335,303	\$2,956,951	\$564,667	\$20,949,825	\$376,680	\$104,705	\$21,431,210	
Low-Income Single Family Retrofit	2,306,240	290,202	9,756,992	1,971,938	407,020	14,732,393	221,480		14,953,873	
Low-Income MultiFamily Retrofit	613,491	123,026	3,578,311	979,462	157,647	5,451,936	155,201		5,607,137	
Statewide Marketing & Education	52,176	157,469	0	0	0	209,644	0		209,644	
Low-Income Energy Affordability Network Funding	407,275	0	0	5,376	0	412,651	0		412,651	
DOER Assessment	143,025	0	0	175	0	143,200	0		143,200	
Commercial & Industrial (total)	\$4,072,138	\$1,252,659	\$17,615,203	\$2,778,147	\$1,210,848	\$26,928,995	\$1,839,169	\$2,292,211	\$31,060,375	
C&I New Construction & Major Renovation	1,241,712	427,325	6,287,916	1,028,828	425,568	9,411,350	575,814		9,987,164	
C&I Retrofit	1,631,677	438,012	10,618,710	1,278,783	675,602	14,642,784	1,179,301		15,822,084	
C&I Direct Install	189,763	98,446	347,577	247,166	42,083	925,035	84,054		1,009,088	
Workforce Development	27,232	2,087	0	97,000	1,868	128,187	0		128,187	
Business Energy Analyzer	71,400	168,750	0	84,000	32,400	356,550	0		356,550	356,550
Deep Energy Retrofit	35,630	16,932	361,000	40,370	33,326	487,258	0		487,258	487,258
Statewide Marketing & Education	152,995	101,107	0	0	0	254,102	0		254,102	
EEAC Consultants	409,984	0	0	1,000	0	410,984	0		410,984	
DOER Assessment	311,745	0	0	1,000	0	312,745	0		312,745	
GRAND TOTAL	\$14,145,171	\$3,989,521	\$72,290,499	\$12,863,094	\$4,166,031	\$107,454,316	\$4,518,460	\$6,091,523	\$118,064,299	2,552,872 2.2%

Program Administrator Budget, 2012 (1)										
Program	Program Costs									STATEWIDE PILOTS
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs	
Residential (total)	\$7,692,748	\$2,498,848	\$48,869,950	\$9,246,073	\$2,554,332	\$70,861,952	\$2,718,782	\$4,835,179	\$78,415,913	
Residential New Construction & Major Renovations	371,315	315,131	5,767,653	539,333	292,151	7,285,583	221,027		7,506,610	

Residential Heating and Water Heating	1,941,901	1,167,726	18,331,526	2,723,300	919,578	25,084,031	1,158,096		26,242,128	
MassSAVE Weatherization Program	664,686	248,161	475,383	4,209,036	378,953	5,976,219	0		5,976,219	
Multifamily Retrofit	2,168,331	356,422	18,118,704	778,882	640,174	22,062,514	583,589		22,646,103	
O Power	401,651	71,753	3,483,178	558,211	169,378	4,684,171	163,416		4,847,587	
	341,025	0	2,212,500	20,000	42,800	2,616,325	592,653		3,208,978	
Deep Energy Retrofit Residential Building Practices and Demonstration Program	144,738	19,133	417,256	70,415	47,856	699,397	0		699,397	699,397
Energy Analysis: Internet Audit Program	29,000	0	0	220,000	24,900	273,900	0		273,900	273,900
Community Based Pilots	218,733	29,938	0	0	24,900	273,571	0		273,571	273,571
Workforce Development	28,230	5,000	63,750	18,000	11,400	126,380	0		126,380	126,380
Statewide Marketing & Education	4,560	0	0	102,000	2,242	108,802	0		108,802	
EEAC Consultants	232,618	285,584	0	0	0	518,201	0		518,201	
DOER Assessment	792,608	0	0	3,448	0	796,056	0		796,056	
	353,352	0	0	3,448	0	356,800	0		356,800	
Low Income (total)	\$4,153,146	\$731,794	\$17,556,238	\$3,877,082	\$680,369	\$26,998,629	\$494,422	\$137,534	\$27,630,585	
Low-Income Single Family Retrofit	2,802,356	390,165	13,054,271	2,673,875	494,652	19,415,319	299,660		19,714,979	
Low-Income MultiFamily Retrofit	602,943	152,886	4,501,967	1,196,962	185,718	6,640,476	194,763		6,835,239	
Statewide Marketing & Education Low-Income Energy Affordability Network Funding	75,012	188,743	0	0	0	263,755	0		263,755	
DOER Assessment	529,020	0	0	6,069	0	535,089	0		535,089	
	143,815	0	0	175	0	143,990	0		143,990	
Commercial & Industrial (total)	\$4,622,914	\$1,687,999	\$25,836,628	\$3,744,889	\$1,443,664	\$37,336,095	\$2,326,838	\$3,151,501	\$42,814,433	
C&I New Construction & Major Renovation	1,367,628	586,790	8,458,921	1,422,336	487,636	12,323,311	697,700		13,021,011	
C&I Retrofit	1,854,277	586,475	16,668,232	1,716,141	845,282	21,670,406	1,527,732		23,198,138	
C&I Direct Install Workforce Development	222,573	132,584	434,474	357,412	44,028	1,191,072	101,406		1,292,477	
Business Energy Analyzer	26,336	2,035	0	97,000	1,822	127,194	0		127,194	
Deep Energy Retrofit	85,680	253,125	0	126,000	46,400	511,205	0		511,205	511,205
	23,825	11,199	275,000	24,000	18,497	352,520	0		352,520	352,520
Statewide Marketing & Education	226,493	115,791	0	0	0	342,283	0		342,283	

EEAC Consultants	501,924	0	0	1,000	0	502,924	0		502,924	
DOER Assessment	314,179	0	0	1,000	0	315,179	0		315,179	
GRAND TOTAL	\$16,468,808	\$4,918,641	\$92,262,816	\$16,868,044	\$4,678,365	\$135,196,675	\$5,540,042	\$8,124,214	\$148,860,931	2,236,974 1.5%

Program Administrator Budget, 2010 - 2012 (1)										
Program	Program Costs									STATEWIDE PILOTS
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs	
Residential (total)	\$19,861,088	\$6,436,751	\$119,336,352	\$22,375,783	\$6,296,767	\$174,306,741	\$7,130,567	\$11,152,432	\$192,589,740	
Residential New Construction & Major Renovations	1,193,080	879,734	14,062,802	1,563,638	721,709	18,420,963	643,667		19,064,630	
Residential Heating and Water Heating	5,139,519	2,914,208	45,875,803	6,497,701	2,317,893	62,745,123	3,251,893		65,997,016	
MassSAVE Weatherization Program	1,786,386	655,426	1,157,895	9,796,706	887,737	14,284,151	0		14,284,151	
Multifamily Retrofit	5,284,765	886,733	44,347,190	1,964,830	1,484,733	53,968,250	1,543,130		55,511,381	
O Power	1,004,794	200,285	7,758,332	1,304,134	389,630	10,657,176	414,103		11,071,279	
Deep Energy Retrofit Residential Building Practices and Demonstration Program	630,492	0	3,900,000	410,000	111,482	5,051,974	1,277,773		6,329,748	
Energy Analysis: Internet Audit Program	485,564	59,092	1,693,081	231,100	207,833	2,676,670	0		2,676,670	2,676,670
Community Based Pilots	80,986	0	350,000	235,000	66,700	732,686	0		732,686	732,686
Workforce Development	624,253	61,244	0	0	68,600	754,097	0		754,097	754,097
Statewide Marketing & Education	84,690	15,000	191,250	54,000	34,200	379,140	0		379,140	379,140
EEAC Consultants	15,054	0	0	303,000	6,249	324,304	0		324,304	
DOER Assessment	563,267	765,029	0	0	0	1,328,296	0		1,328,296	
	1,911,732	0	0	7,837	0	1,919,569	0		1,919,569	
	1,056,505	0	0	7,837	0	1,064,342	0		1,064,342	
Low Income (total)	\$10,197,409	\$1,753,069	\$41,477,083	\$9,024,173	\$1,612,858	\$64,064,593	\$1,299,270	\$323,842	\$65,687,705	
Low-Income Single Family Retrofit	6,780,021	913,701	30,699,926	6,187,432	1,162,440	45,743,520	778,428		46,521,948	
Low-Income MultiFamily Retrofit	1,575,884	358,026	10,777,157	2,820,023	450,418	15,981,508	520,841		16,502,349	
Statewide Marketing & Education	162,755	481,342	0	0	0	644,097	0		644,097	
Low-Income Energy Affordability Network Funding	1,249,305	0	0	16,219	0	1,265,524	0		1,265,524	

DOER Assessment	429,444	0	0	500	0	429,944	0		429,944	
Commercial & Industrial (total)	\$12,281,861	\$3,884,807	\$55,828,934	\$8,479,827	\$3,268,560	\$83,743,990	\$5,972,255	\$7,170,008	\$96,886,253	
C&I New Construction & Major Renovation	3,742,531	1,332,337	19,548,596	3,161,008	1,139,670	28,924,143	1,882,397		30,806,540	
C&I Retrofit	4,965,784	1,359,282	34,477,780	3,920,193	1,833,653	46,556,692	3,841,227		50,397,919	
C&I Direct Install Workforce Development	564,561	306,119	918,558	753,136	116,585	2,658,959	248,631		2,907,590	
Business Energy Analyzer	81,524	6,255	0	290,500	5,120	383,399	0		383,399	
Deep Energy Retrofit	207,655	534,375	0	260,120	100,100	1,102,250	0		1,102,250	1,102,250
	83,521	40,128	884,000	89,370	73,432	1,170,452	0		1,170,452	1,170,452
Statewide Marketing & Education	481,418	306,311	0	0	0	787,729	0		787,729	
EEAC Consultants	1,218,713	0	0	2,750	0	1,221,463	0		1,221,463	
DOER Assessment	936,154	0	0	2,750	0	938,904	0		938,904	
GRAND TOTAL	\$42,340,358	\$12,074,628	\$216,642,369	\$39,879,784	\$11,178,185	\$322,115,324	\$14,402,092	\$18,646,282	\$355,163,698	6,815,295 1.9%

(1) All parties would refer to common definitions (in Appendix I) for allocation of costs.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

(3) Incremental LBR only. These numbers will not correspond with the total LBR in Table IV. I. Cost Recovery.

(4) The Total PA Budget is the sum of Total TRC Costs and LBR.

Statewide Cost Comparison Table

Residential Budget Statewide Comparison, 2010-2012 (2)							
Program Administrator	Program Planning and Administration	Marketing and Advertising	Customer Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Performance Incentive (3)	TOTAL
National Grid	\$13,382,620	\$2,831,335	\$75,462,220	\$12,870,646	\$3,683,100	\$4,507,023	\$112,736,944
% of National Grid	12%	3%	67%	11%	3%	4%	100%
NSTAR	\$2,899,881	\$1,562,000	\$19,894,446	\$4,637,938	\$1,295,187	\$1,375,096	\$31,664,548
% of NSTAR	9%	5%	63%	15%	4%	4%	100%
Bay State	\$2,460,299	\$1,486,398	\$18,867,652	\$3,383,725	\$977,769	\$918,833	\$28,094,676
% of Bay State	9%	5%	67%	12%	3%	3%	100%
Unitil	\$107,899	\$147,613	\$560,903	\$147,984	\$46,491	\$58,765	\$1,069,654
% of Unitil	10%	14%	52%	14%	4%	5%	100%
Berkshire	\$549,346	\$301,707	\$3,092,070	\$797,441	\$187,164	\$182,586	\$5,110,315
% of Berkshire	11%	6%	61%	16%	4%	4%	100%
NE - Fall River	\$446,325	\$136,013	\$1,319,780	\$519,365	\$101,989	\$85,430	\$2,608,902
% of NE Fall River	17%	5%	51%	20%	4%	3%	100%
NE - N. Attleboro	\$32,319	\$14,431	\$166,349	\$50,520	\$10,790	\$9,992	\$284,402
% of NE N. Attleboro	11%	5%	58%	18%	4%	4%	100%
Blackstone							\$0
% of Blackstone							100%
Statewide Total	\$19,878,689	\$6,479,496	\$119,363,420	\$22,407,619	\$6,302,491	\$7,137,726	\$181,569,440
% Statewide Total	11%	4%	66%	12%	3%	4%	100%

Low Income Budget Statewide Comparison, 2010-2012 (2)							
Program Administrator	Program Planning and Administration	Marketing and Advertising	Customer Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Performance Incentive (3)	TOTAL
National Grid	\$7,901,475	\$813,776	\$25,408,654	\$3,941,213	\$660,200	\$393,986	\$39,119,304
% of National Grid	20%	2%	65%	10%	2%	1%	100%
NSTAR	\$1,025,608	\$225,000	\$7,619,693	\$2,611,721	\$456,820	\$617,487	\$12,556,329
% of NSTAR	8%	2%	61%	21%	4%	5%	100%
Bay State	\$876,000	\$496,191	\$6,257,831	\$1,996,090	\$361,282	\$189,681	\$10,177,074
% of Bay State	9%	5%	61%	20%	4%	2%	100%

Unitil	\$25,530	\$24,563	\$109,962	\$36,742	\$12,254	\$12,537	\$221,588
% of Unitil	12%	11%	50%	17%	6%	6%	100%
Berkshire	\$183,691	\$81,030	\$1,112,119	\$195,149	\$60,667	\$38,118	\$1,670,774
% of Berkshire	11%	5%	67%	12%	4%	2%	100%
NE - Fall River	\$130,217	\$52,463	\$719,798	\$168,204	\$39,388	\$24,386	\$1,134,456
% of NE Fall River	11%	5%	63%	15%	3%	2%	100%
NE - N. Attleboro	\$8,479	\$6,226	\$91,148	\$21,237	\$4,653	\$3,290	\$135,033
% of NE N. Attleboro	6%	5%	68%	16%	3%	2%	100%
Blackstone							\$0
% of Blackstone							100%
Statewide Total	\$10,151,000	\$1,699,250	\$41,319,205	\$8,970,356	\$1,595,264	\$1,279,484	\$65,014,559
% Statewide Total	16%	3%	64%	14%	2%	2%	100%

Commercial & Industrial Budget Statewide Comparison, 2010-2012 (2)							
Program Administrator	Program Planning and Administration	Marketing and Advertising	Customer Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Performance Incentive (3)	TOTAL
National Grid	\$7,458,434	\$2,407,089	\$33,149,126	\$4,820,822	\$2,024,200	\$3,420,996	\$53,280,667
% of National Grid	14%	5%	62%	9%	4%	6%	100%
NSTAR	\$1,982,172	\$471,000	\$10,176,714	\$1,321,036	\$534,356	\$735,582	\$15,220,860
% of NSTAR	13%	3%	67%	9%	4%	5%	100%
Bay State	\$1,893,594	\$739,316	\$9,740,542	\$1,969,273	\$539,062	\$1,405,804	\$16,287,591
% of Bay State	12%	5%	60%	12%	3%	9%	100%
Unitil	\$30,545	\$8,794	\$215,237	\$21,262	\$15,273	\$17,135	\$308,245
% of Unitil	10%	3%	70%	7%	5%	6%	100%
Berkshire	\$324,342	\$94,758	\$1,313,351	\$104,352	\$70,858	\$182,444	\$2,090,105
% of Berkshire	16%	5%	63%	5%	3%	9%	100%
NE - Fall River	\$488,117	\$70,654	\$720,324	\$147,262	\$53,134	\$152,148	\$1,631,639
% of NE Fall River	30%	4%	44%	9%	3%	9%	100%
NE - N. Attleboro	\$55,744	\$9,896	\$112,547	\$20,770	\$7,351	\$22,222	\$228,531
% of NE N. Attleboro	24%	4%	49%	9%	3%	10%	100%
Blackstone							\$0
% of Blackstone							100%
Statewide Total	\$12,232,950	\$3,801,506	\$55,427,841	\$8,404,777	\$3,244,233	\$5,936,331	\$89,047,639
% Statewide Total	14%	4%	62%	9%	4%	7%	100%

Total Budget Statewide Comparison, 2010-2012 (2)		
---	--	--

Program Administrator	Program Planning and Administration	Marketing and Advertising	Customer Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Performance Incentive (3)	TOTAL
National Grid	\$28,742,529	\$6,052,200	\$134,020,000	\$21,632,681	\$6,367,500	\$8,322,005	\$205,136,915
% of National Grid	14%	3%	65%	11%	3%	4%	100%
NSTAR	\$5,907,662	\$2,258,000	\$37,690,853	\$8,570,695	\$2,286,363	\$2,728,165	\$59,441,737
% of NSTAR	10%	4%	63%	14%	4%	5%	100%
Bay State	\$5,229,893	\$2,721,905	\$34,866,024	\$7,349,088	\$1,878,113	\$2,514,318	\$54,559,341
% of Bay State	10%	5%	64%	13%	3%	5%	100%
Unitil	\$163,975	\$180,969	\$886,101	\$205,987	\$74,018	\$88,437	\$1,599,488
% of Unitil	10%	11%	55%	13%	5%	6%	100%
Berkshire	\$1,057,379	\$477,495	\$5,517,540	\$1,096,942	\$318,689	\$403,148	\$8,871,194
% of Berkshire	12%	5%	62%	12%	4%	5%	100%
NE - Fall River	\$1,064,660	\$259,130	\$2,759,902	\$834,831	\$194,511	\$261,963	\$5,374,997
% of NE Fall River	20%	5%	51%	16%	4%	5%	100%
NE - N. Attleboro	\$96,542	\$30,552	\$370,045	\$92,528	\$22,794	\$35,505	\$647,966
% of NE N. Attleboro	15%	5%	57%	14%	4%	5%	100%
Blackstone							\$
% of Blackstone							100%
Statewide Total	\$42,340,358	\$12,074,628	\$216,642,369	\$39,879,784	\$11,178,185	\$14,402,092	\$336,517,416
% Statewide Total	13%	4%	64%	12%	3%	4%	100%

NSTAR Budget Table

Program Administrator Budget, 2010 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue	Total PA Costs (3)
Residential (total)	\$880,366	\$452,000	\$4,780,168	\$1,287,769	\$247,987	\$7,648,290	\$446,995	\$1,122,581	\$9,217,866
Residential New Construction & Major Renovations	77,444	57,000	615,560	42,999	37,127	830,129	75,525		905,654
Residential Heating and Water Heating	190,739	180,000	1,527,827	54,550	62,851	2,015,966	127,853		2,143,820
MassSAVE	89,542	65,000	3,500	610,500	28,252	796,794	0		796,794
Weatherization Program	232,771	25,000	2,108,031	17,720	83,302	2,466,824	169,457		2,636,281
Multifamily Retrofit	72,756	35,000	480,250	157,000	23,974	768,980	48,769		817,749
O Power	37,880	0		350,000	12,482	400,362	25,391		425,753
Deep Energy Retrofit Residential Building Practices and Demonstration Program			45,000	5,000		50,000			50,000
Energy Analysis: Internet Audit Program						0			0
Workforce Development Statewide Marketing & Education		90,000		50,000		50,000			50,000
EEAC Consultants	123,000					123,000			123,000
DOER Assessment	56,235					56,235			56,235
Low Income (total)	\$299,261	\$75,000	\$1,908,540	\$631,731	\$99,478	\$3,014,011	\$196,636	\$0	\$3,210,646
Low-Income Single Family Retrofit	145,168	40,000	1,276,125	410,337	69,265	1,940,895	136,913		2,077,808
Low-Income Multi Family Retrofit	73,473	20,000	632,415	221,394	30,214	977,496	59,722		1,037,218
Statewide Marketing & Education		15,000				15,000			15,000
Low-Income Energy Affordability Network Funding	60,000					60,000			60,000
DOER Assessment	20,620					20,620			20,620
Commercial & Industrial (total)	\$609,762	\$157,000	\$1,685,850	\$369,594	\$74,531	\$2,896,737	\$188,985	\$756,664	\$3,842,385
C&I New Construction & Major Renovation	137,577	35,000	425,850	55,897	17,015	671,339	43,143		714,482
C&I Retrofit	401,975	65,000	1,189,000	255,837	55,855	1,967,667	141,628		2,109,294

C&I Direct Install	14,340	25,000	26,000	2,860	1,662	69,861	4,214		74,075
Workforce Development				50,000		50,000			50,000
Business Energy Analyzer						0			0
Deep Energy Retrofit			45,000	5,000		50,000			50,000
Statewide Marketing & Education		32,000				32,000			32,000
EEAC Consultants	39,000					39,000			39,000
DOER Assessment	16,870					16,870			16,870
GRAND TOTAL	\$1,789,389	\$684,000	\$8,374,558	\$2,289,094	\$421,996	\$13,559,038	\$832,615	\$1,879,245	\$16,270,897

Program Administrator Budget, 2011 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue	Total PA Costs (3)
Residential (total)	\$948,269	\$555,000	\$6,463,186	\$1,348,810	\$451,800	\$9,767,065	\$404,414	\$1,221,841	\$11,393,320
Residential New Construction & Major Renovations	87,353	60,000	1,040,420	44,289	53,262	1,285,325	53,506		1,338,831
Residential Heating and Water Heating	203,167	200,000	1,757,190	65,625	123,878	2,349,859	124,444		2,474,304
MassSAVE	96,792	75,000	0	953,600	49,228	1,174,620	0		1,174,620
Weatherization Program	304,018	75,000	2,961,251	23,296	185,370	3,548,936	186,219		3,735,154
Multifamily Retrofit	65,704	35,000	624,325	202,000	40,062	967,091	40,245		1,007,336
O Power						0			0
Deep Energy Retrofit Residential Building Practices and Demonstration Program			80,000	10,000		90,000			90,000
Energy Analysis: Internet Audit Program						0			0
Workforce Development Statewide Marketing & Education		110,000		50,000		50,000			50,000
EEAC Consultants	135,000					135,000			135,000
DOER Assessment	56,235					56,235			56,235
Low Income (total)	\$332,103	\$75,000	\$2,315,598	\$766,454	\$145,341	\$3,634,496	\$171,062	\$0	\$3,805,558
Low-Income Single Family Retrofit	167,220	40,000	1,552,117	501,415	102,773	2,363,524	120,960		2,484,484
Low-Income Multi Family Retrofit	69,263	20,000	763,481	265,039	42,569	1,160,352	50,102		1,210,454

Statewide Marketing & Education		15,000				15,000			15,000
Low-Income Energy Affordability Network Funding	75,000					75,000			75,000
DOER Assessment	20,620					20,620			20,620
Commercial & Industrial (total)	\$655,960	\$157,000	\$2,398,420	\$437,356	\$152,000	\$3,800,736	\$178,886	\$843,890	\$4,823,512
C&I New Construction & Major Renovation	138,647	35,000	524,620	66,717	35,177	800,161	41,400		841,561
C&I Retrofit	448,027	65,000	1,767,600	307,207	113,673	2,701,507	133,780		2,835,286
C&I Direct Install	12,416	25,000	31,200	3,432	3,150	75,198	3,707		78,905
Workforce Development				50,000		50,000			50,000
Business Energy Analyzer						0			0
Deep Energy Retrofit			75,000	10,000		85,000			85,000
Statewide Marketing & Education		32,000				32,000			32,000
EEAC Consultants	40,000					40,000			40,000
DOER Assessment	16,870					16,870			16,870
GRAND TOTAL	\$1,936,331	\$787,000	\$11,177,204	\$2,552,620	\$749,141	\$17,202,297	\$754,363	\$2,065,731	\$20,022,391

Program Administrator Budget, 2012 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue	Total PA Costs (3)
Residential (total)	\$1,071,246	\$555,000	\$8,651,092	\$2,001,359	\$595,400	\$12,874,097	\$523,687	\$1,629,600	\$15,027,384
Residential New Construction & Major Renovations	87,319	60,000	1,305,410	45,618	64,910	1,563,257	65,122		1,628,379
Residential Heating and Water Heating	192,953	200,000	2,136,271	82,598	143,434	2,755,257	143,904		2,899,161
MassSAVE	114,829	75,000	0	1,519,600	73,424	1,782,853	0		1,782,853
Weatherization Program	353,398	75,000	4,297,789	33,043	262,703	5,021,934	263,564		5,285,498
Multifamily Retrofit	68,511	35,000	811,622	260,500	50,929	1,226,562	51,096		1,277,657
O Power						0			0
Deep Energy Retrofit			100,000	10,000		110,000			110,000
Residential Building Practices and Demonstration Program						0			0
Energy Analysis: Internet Audit Program						0			0
Workforce Development				50,000		50,000			50,000

Statewide Marketing & Education		110,000				110,000			110,000
EEAC Consultants	198,000					198,000			198,000
DOER Assessment	56,235					56,235			56,235
Low Income (total)	\$394,244	\$75,000	\$3,395,555	\$1,213,536	\$212,000	\$5,290,335	\$249,790	\$0	\$5,540,125
Low-Income Single Family Retrofit	180,848	40,000	2,394,557	869,404	149,985	3,634,793	176,720		3,811,513
Low-Income Multi Family Retrofit	74,777	20,000	1,000,998	344,132	62,015	1,501,922	73,070		1,574,992
Statewide Marketing & Education		15,000				15,000			15,000
Low-Income Energy Affordability Network Funding	118,000					118,000			118,000
DOER Assessment	20,620					20,620			20,620
Commercial & Industrial (total)	\$716,451	\$157,000	\$6,092,444	\$514,086	\$307,825	\$7,787,806	\$367,711	\$1,271,725	\$9,427,242
C&I New Construction & Major Renovation	118,563	35,000	1,062,484	79,917	56,358	1,352,322	67,323		1,419,645
C&I Retrofit	522,363	65,000	4,917,520	370,051	248,303	6,123,237	296,609		6,419,846
C&I Direct Install	6,655	25,000	37,440	4,118	3,163	76,376	3,779		80,155
Workforce Development				50,000		50,000			50,000
Business Energy Analyzer						0			0
Deep Energy Retrofit			75,000	10,000		85,000			85,000
Statewide Marketing & Education		32,000				32,000			32,000
EEAC Consultants	52,000					52,000			52,000
DOER Assessment	16,870					16,870			16,870
GRAND TOTAL	\$2,181,941	\$787,000	\$18,139,091	\$3,728,981	\$1,115,225	\$25,952,238	\$1,141,187	\$2,901,326	\$29,994,751

Program Administrator Budget, 2010-2012 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue	Total PA Costs (3)
Residential (total)	\$2,899,881	\$1,562,000	\$19,894,446	\$4,637,938	\$1,295,187	\$30,289,452	\$1,375,096	\$3,974,022	\$35,638,570
Residential New Construction & Major Renovations	252,116	177,000	2,961,390	132,906	155,299	3,678,710	194,153	0	3,872,864
Residential Heating and Water Heating	586,859	580,000	5,421,288	202,773	330,162	7,121,082	396,202	0	7,517,284
MassSAVE	301,162	215,000	3,500	3,083,700	150,904	3,754,266	0	0	3,754,266
Weatherization Program	890,188	175,000	9,367,071	74,059	531,375	11,037,694	619,239	0	11,656,933
Multifamily Retrofit	206,971	105,000	1,916,197	619,500	114,965	2,962,633	140,110	0	3,102,743
O Power	37,880	0	0	350,000	12,482	400,362	25,391	0	50,000

Deep Energy Retrofit Residential Building Practices and Demonstration Program	0	0	225,000	25,000	0	250,000	0	0	200,000
Energy Analysis: Internet Audit Program	0	0	0	0	0	0	0	0	0
Workforce Development	0	0	0	150,000	0	150,000	0	0	150,000
Statewide Marketing & Education	0	310,000	0	0	0	310,000	0	0	310,000
EEAC Consultants	456,000	0	0	0	0	456,000	0	0	456,000
DOER Assessment	168,705	0	0	0	0	168,705	0	0	168,705
Low Income (total)	\$1,025,608	\$225,000	\$7,619,693	\$2,611,721	\$456,820	\$11,938,842	\$617,487	\$0	\$12,556,329
Low-Income Single Family Retrofit	493,235	120,000	5,222,799	1,781,156	322,022	7,939,212	434,593	0	8,373,806
Low-Income Multi Family Retrofit	217,513	60,000	2,396,894	830,565	134,798	3,639,770	182,894	0	3,822,664
Statewide Marketing & Education	0	45,000	0	0	0	45,000	0	0	45,000
Low-Income Energy Affordability Network Funding	253,000	0	0	0	0	253,000	0	0	253,000
DOER Assessment	61,860	0	0	0	0	61,860	0	0	61,860
Commercial & Industrial (total)	\$1,982,172	\$471,000	\$10,176,714	\$1,321,036	\$534,356	\$14,485,278	\$735,582	\$2,872,280	\$18,093,140
C&I New Construction & Major Renovation	394,787	105,000	2,012,954	202,531	108,550	2,823,823	151,865	0	2,975,688
C&I Retrofit	1,372,365	195,000	7,874,120	933,095	417,831	10,792,410	572,017	0	11,364,427
C&I Direct Install	33,410	75,000	94,640	10,410	7,975	221,436	11,700	0	233,136
Workforce Development	0	0	0	150,000	0	150,000	0	0	150,000
Business Energy Analyzer	0	0	0	0	0	0	0	0	0
Deep Energy Retrofit	0	0	195,000	25,000	0	220,000	0	0	220,000
Statewide Marketing & Education	0	96,000	0	0	0	96,000	0	0	96,000
EEAC Consultants	131,000	0	0	0	0	131,000	0	0	131,000
DOER Assessment	50,610	0	0	0	0	50,610	0	0	50,610
GRAND TOTAL	\$5,907,662	\$2,258,000	\$37,690,853	\$8,570,695	\$2,286,363	\$56,713,572	\$2,728,165	\$6,846,301	\$66,288,039

Notes:

(1) All budgets figures are in 2010\$.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Performance Incentives for supporting calculations.

(3) The Total PA Costs is the sum of the Total Program Costs, Performance Incentives and LBR columns.

Bay State Gas Company Budget Table

Program Administrator Budget, 2010 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total Budget (4)
Residential (total)	\$777,848	\$424,694	\$5,134,859	\$1,023,675	\$221,374	\$7,582,449	\$320,269	\$0	\$7,902,718
Residential New Construction & Major Renovations	136,368	94,755	1,567,517	92,267	59,662	1,950,570	68,590	0	2,019,159
Residential Heating and Water Heating	122,211	84,918	1,412,550	74,926	53,469	1,748,073	152,183	0	1,900,256
MassSAVE	143,963	35,298	46,800	571,500	22,225	819,786	0	0	819,786
Weatherization Program	170,020	118,137	1,854,966	214,405	74,385	2,431,914	87,888	0	2,519,802
Multifamily Retrofit	36,126	13,746	211,025	29,758	8,655	299,309	11,608	0	310,918
O Power	0	0	0	0	0	0	0	0	0
Deep Energy Retrofit	3,518	2,444	42,000	819	1,539	50,321	0	0	50,321
Residential Building Practices and Demonstration Program	0	0	0	0	0	0	0	0	0
Energy Analysis: Internet Audit Program	0	0	0	0	0	0	0	0	0
Workforce Development	3,286	0	0	40,000	1,438	44,724	0	0	44,724
Statewide Marketing & Education	0	75,395	0	0	0	75,395	0	0	75,395
EEAC Consultants	93,259	0	0	0	0	93,259	0	0	93,259
DOER Assessment	69,097	0	0	0	0	69,097	0	0	69,097
Low Income (total)	\$272,033	\$139,087	\$1,722,191	\$564,979	\$81,677	\$2,779,967	\$69,068	\$0	\$2,849,035
Low-Income Single Family Retrofit	134,429	34,347	1,426,721	455,993	67,233	2,118,723	44,291		2,163,015
Low-Income MultiFamily Retrofit	51,762	7,379	295,470	108,987	14,443	478,041	24,777		502,817
Statewide Marketing & Education	0	97,361	0	0	0	97,361	0		97,361
Low-Income Energy Affordability Network Funding	60,180	0	0	0	0	60,180	0		60,180
DOER Assessment	25,662					25,662	0		25,662
Commercial & Industrial (total)	\$600,828	\$203,360	\$2,595,915	\$545,074	\$119,420	\$4,064,596	\$514,598	\$0	\$4,579,194
C&I New Construction & Major Renovation	269,339	97,318	1,438,456	231,681	63,498	2,100,293	226,088		2,326,380

C&I Retrofit	232,472	79,617	1,082,959	283,393	51,948	1,730,389	276,984		2,007,373
C&I Direct Install	5,042	1,894	32,500	0	1,236	40,671	11,527		52,198
Workforce Development	4,654	1,748	0	30,000	1,141	37,542	0		37,542
Business Energy Analyzer	0	0	0	0	0	0	0		0
Deep Energy Retrofit	6,515	2,447	42,000	0	1,597	52,559	0		52,559
Statewide Marketing & Education	0	20,336	0	0	0	20,336	0		20,336
EEAC Consultants	47,564	0	0	0	0	47,564	0		47,564
DOER Assessment	35,241	0	0	0	0	35,241	0		35,241
GRAND TOTAL	\$1,650,708	\$767,140	\$9,452,965	\$2,133,728	\$422,470	\$14,427,012	\$903,935	\$0	\$15,330,947

Program Administrator Budget, 2011 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$833,307	\$494,718	\$6,263,983	\$1,126,113	\$349,932	\$9,068,053	\$286,353	\$0	\$9,354,406
Residential New Construction & Major Renovations	134,228	101,855	1,751,946	95,035	87,457	2,170,521	56,811	0	2,227,332
Residential Heating and Water Heating	139,310	105,712	1,824,100	92,818	90,769	2,252,709	144,982	0	2,397,691
MassSAVE	148,282	36,825	50,544	617,220	31,620	884,491	0	0	884,491
Weatherization Program	188,073	142,714	2,340,551	247,344	122,541	3,041,222	75,101	0	3,116,323
Multifamily Retrofit	36,318	15,867	254,842	32,877	13,624	353,527	9,458	0	362,986
O Power	0	0	0	0	0	0	0	0	0
Deep Energy Retrofit	3,112	2,361	42,000	819	2,028	50,320	0	0	50,320
Residential Building Practices and Demonstration Program	0	0	0	0	0	0	0	0	0
Energy Analysis: Internet Audit Program	0	0	0	0	0	0	0	0	0
Workforce Development	2,907	0	0	40,000	1,894	44,801	0	0	44,801
Statewide Marketing & Education	0	89,385	0	0	0	89,385	0	0	89,385
EEAC Consultants	110,015	0	0	0	0	110,015	0	0	110,015
DOER Assessment	71,063	0	0	0	0	71,063	0	0	71,063
Low Income (total)	\$297,900	\$163,595	\$2,055,797	\$656,460	\$128,092	\$3,301,844	\$58,267	\$0	\$3,360,111
Low-Income Single Family Retrofit	144,484	40,400	1,594,968	506,693	105,440	2,391,985	36,065	0	2,428,050

Workforce Development	2,418	0	0	40,000	1,868	44,286	0	0	44,286
Statewide Marketing & Education	0	103,825	0	0	0	103,825	0	0	103,825
EEAC Consultants	127,470	0	0	0	0	127,470	0	0	127,470
DOER Assessment	71,856	0	0	0	0	71,856	0	0	71,856
Low Income (total)	\$306,067	\$193,509	\$2,479,842	\$774,650	\$151,513	\$3,905,582	\$62,346	\$0	\$3,967,928
Low-Income Single Family Retrofit	142,458	47,787	1,938,038	605,937	124,720	2,858,940	39,296	0	2,898,235
Low-Income MultiFamily Retrofit	57,177	10,266	541,805	168,713	26,793	804,754	23,050	0	827,804
Statewide Marketing & Education	0	135,456	0	0	0	135,456	0	0	135,456
Low-Income Energy Affordability Network Funding	79,561	0	0	0	0	79,561	0	0	79,561
DOER Assessment	26,871					26,871	0	0	26,871
Commercial & Industrial (total)	\$658,366	\$293,740	\$3,971,149	\$775,295	\$229,992	\$5,928,541	\$461,864	\$0	\$6,390,405
C&I New Construction & Major Renovation	296,475	146,073	2,285,641	336,974	127,080	3,192,243	214,062	0	3,406,306
C&I Retrofit	236,073	109,539	1,558,358	408,321	95,297	2,407,589	237,026	0	2,644,615
C&I Direct Install	4,697	2,403	43,150	0	2,091	52,341	10,775	0	63,116
Workforce Development	3,266	1,671	0	30,000	1,454	36,390	0	0	36,390
Business Energy Analyzer	0	0	0	0	0	0	0	0	0
Deep Energy Retrofit	9,144	4,679	84,000	0	4,070	101,892	0	0	101,892
Statewide Marketing & Education	0	29,374	0	0	0	29,374	0	0	29,374
EEAC Consultants	69,522	0	0	0	0	69,522	0	0	69,522
DOER Assessment	39,190	0	0	0	0	39,190	0	0	39,190
GRAND TOTAL	\$1,813,576	\$1,054,234	\$13,919,801	\$2,783,883	\$787,969	\$20,359,463	\$836,422	\$0	\$21,195,885

Program Administrator Budget, 2010-2012 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$2,460,299	\$1,486,398	\$18,867,652	\$3,383,725	\$977,769	\$27,175,842	\$918,833	\$0	\$28,094,676
Residential New Construction & Major Renovations	409,144	319,175	5,513,977	285,189	254,187	6,781,672	192,111	0	6,973,783
Residential Heating and Water Heating	391,492	305,606	5,286,175	268,689	244,676	6,496,637	449,192	0	6,945,829
MassSAVE	444,975	110,682	151,932	1,855,318	87,528	2,650,434	0	0	2,650,434

Weatherization	545,230	426,400	7,001,332	752,281	341,542	9,066,785	246,603	0	9,313,388
----------------	---------	---------	-----------	---------	---------	-----------	---------	---	-----------

Program									
Multifamily Retrofit	106,280	46,546	746,236	98,973	37,071	1,035,105	30,928	0	1,066,033
O Power	3,518	2,444	42,000	819	1,539	50,321	0	0	50,321
Deep Energy Retrofit	8,288	6,940	126,000	2,457	6,027	149,712	0	0	149,712
Residential Building Practices and Demonstration Program	0	0	0	0	0	0	0	0	0
Energy Analysis: Internet Audit Program	0	0	0	0	0	0	0	0	0
Workforce Development	8,611	0	0	120,000	5,200	133,811	0	0	133,811
Statewide Marketing & Education	0	268,605	0	0	0	268,605	0	0	268,605
EEAC Consultants	330,745	0	0	0	0	330,745	0	0	330,745
DOER Assessment	212,016	0	0	0	0	212,016	0	0	212,016
Low Income (total)	\$876,000	\$496,191	\$6,257,831	\$1,996,090	\$361,282	\$9,987,393	\$189,681	\$0	\$10,177,074
Low-Income Single Family Retrofit	421,371	122,534	4,959,727	1,568,622	297,394	7,369,648	119,652	0	7,489,300
Low-Income MultiFamily Retrofit	167,840	26,324	1,298,104	427,468	63,888	1,983,623	70,029	0	2,053,651
Statewide Marketing & Education	0	347,334	0	0	0	347,334	0	0	347,334
Low-Income Energy Affordability Network Funding	208,175	0	0	0	0	208,175	0	0	208,175
DOER Assessment	78,614	0	0	0	0	78,614	0	0	78,614
Commercial & Industrial (total)	\$1,893,594	\$739,316	\$9,740,542	\$1,969,273	\$539,062	\$14,881,787	\$1,405,804	\$0	\$16,287,591
C&I New Construction & Major Renovation	853,171	361,668	5,519,064	847,586	293,477	7,874,966	633,171	0	16,383,102
C&I Retrofit	707,266	282,629	3,940,328	1,031,688	228,564	6,190,475	740,463	0	13,121,413
C&I Direct Install	14,761	6,436	113,150	0	5,187	139,534	32,170	0	311,237
Workforce Development	11,937	5,130	0	90,000	4,083	111,150	0	0	222,300
Business Energy Analyzer	0	0	0	0	0	0	0	0	0
Deep Energy Retrofit	21,284	9,521	168,000	0	7,751	206,556	0	0	413,112
Statewide Marketing & Education	0	73,932	0	0	0	73,932	0	0	147,863
EEAC Consultants	173,989	0	0	0	0	173,989	0	0	347,979
DOER Assessment	111,187	0	0	0	0	111,187	0	0	222,374
GRAND TOTAL	\$5,229,893	\$2,721,905	\$34,866,024	\$7,349,088	\$1,878,113	\$52,045,023	\$2,514,318	\$0	\$54,559,341

Notes:

(1) Refer to common definitions (in Appendix I) for allocation of costs.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

(3) Pending the outcome of the Company rate case, DPU 09-30, the Company is expecting the implementation of decoupling and thus LBR will not be applicable.

(4) The Total PA Budget is the sum of Total TRC Costs and LBR.

Program Administrator Budget, 2010 (1)

Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total Budget (4)
Residential (total)	\$180,691	\$88,303	\$862,502	\$246,530	\$44,056	\$1,422,083	\$65,754	\$279,024	\$1,766,860
Residential New Construction & Major Renovations	10,698	6,537	106,100	11,134	4,903	139,371	4,550		143,921
Residential Heating and Water Heating	40,283	24,615	417,000	24,455	18,461	524,814	38,698		563,512
MassSAVE Weatherization Program	60,586	18,600	6,825	96,550	2,000	184,561	0		184,561
Multifamily Retrofit	35,625	21,769	294,353	96,055	16,327	464,129	20,225		484,353
O Power	3,564	2,178	28,224	10,837	1,633	46,436	2,282		48,718
Deep Energy Retrofit	0	0	0	0	0	0			0
Residential Building Practices and Demonstration Program	958	585	10,000	500	439	12,483			12,483
Energy Analysis: Internet Audit Program	0	0	0	0	0	0			0
Workforce Development	0	0	0	0	0	0			0
Statewide Marketing & Education	639	0	0	7,000	293	7,931			7,931
EEAC Consultants	0	14,019	0	0	0	14,019			14,019
DOER Assessment	17,424	0	0	0	0	17,424			17,424
	10,914	0	0	0	0	10,914			10,914
Low Income (total)	\$59,223	\$23,322	\$313,460	\$56,442	\$13,993	\$466,440	\$13,554	\$19,428	\$499,422
Low-Income Single Family Retrofit	32,118	13,060	93,460	23,942	4,441	167,022	4,079		171,101
Low-Income MultiFamily Retrofit	13,765	5,597	220,000	32,500	9,552	281,414	9,475		290,889
Statewide Marketing & Education	0	4,664	0	0	0	4,664			4,664
Low-Income Energy Affordability Network Funding	9,325	0	0	0	0	9,325			9,325
DOER Assessment	4,015	0	0	0	0	4,015			4,015
Commercial & Industrial (total)	\$107,749	\$28,002	\$375,445	\$32,042	\$16,801	\$560,039	\$66,869	\$184,325	\$811,233
C&I New Construction & Major Renovation	37,011	8,925	158,050	4,300	6,694	214,980	22,284		237,264

C&I Retrofit	55,145	12,473	206,145	20,742	9,355	303,860	43,933		347,793
C&I Direct Install	282	69	1,250	0	52	1,652	652		2,304
Workforce Development	1,576	385	0	7,000	289	9,250			9,250
Business Energy Analyzer	0	0	0	0	0	0			0
Deep Energy Retrofit	2,252	550	10,000	0	412	13,214			13,214
Statewide Marketing & Education	0	5,600	0	0	0	5,600			5,600
EEAC Consultants	7,060	0	0	0	0	7,060			7,060
DOER Assessment	4,422	0	0	0	0	4,422			4,422
GRAND TOTAL	\$347,663	\$139,627	\$1,551,407	\$335,014	\$74,851	\$2,448,562	\$146,177	\$482,776	\$3,077,515

Program Administrator Budget, 2011 (1)

Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$185,264	\$100,802	\$1,034,558	\$265,451	\$67,487	\$1,653,562	\$55,949	\$322,290	\$2,031,801
Residential New Construction & Major Renovations	10,249	7,002	117,900	11,468	7,079	153,699	3,769		157,468
Residential Heating and Water Heating	41,668	28,468	498,950	26,990	28,781	624,857	33,469		658,326
MassSAVE Weatherization Program	62,404	20,460	7,508	99,447	2,200	192,018	0		192,018
Multifamily Retrofit	3,647	2,492	34,111	11,920	2,519	54,689	1,858		56,547
O Power	0	0	0	0	0	0			0
Deep Energy Retrofit	832	568	10,000	500	575	12,475			12,475
Residential Building Practices and Demonstration Program	0	0	0	0	0	0			0
Energy Analysis: Internet Audit Program	0	0	0	0	0	0			0
Workforce Development	555	0	0	7,000	383	7,938			7,938
Statewide Marketing & Education	0	16,144	0	0	0	16,144			16,144
EEAC Consultants	17,424	0	0	0	0	17,424			17,424
DOER Assessment	10,914	0	0	0	0	10,914			10,914
Low Income (total)	\$62,255	\$27,184	\$372,936	\$64,987	\$21,986	\$549,348	\$11,806	\$31,102	\$592,257
Low-Income Single Family Retrofit	33,083	15,223	108,936	28,087	6,978	192,307	3,623		195,930

Low-Income MultiFamily Retrofit	14,178	6,524	264,000	36,900	15,008	336,610	8,183		344,793
Statewide Marketing & Education	0	5,437	0	0	0	5,437			5,437
Low-Income Energy Affordability Network Funding	10,980	0	0	0	0	10,980			10,980
DOER Assessment	4,015					4,015			4,015
Commercial & Industrial (total)	\$110,487	\$31,630	\$434,694	\$36,813	\$25,582	\$639,206	\$55,998	\$225,281	\$920,485
C&I New Construction & Major Renovation	37,691	9,919	179,900	4,922	10,028	242,459	19,044		261,503
C&I Retrofit	57,605	14,393	243,294	24,891	14,551	354,733	36,375		391,108
C&I Direct Install	301	80	1,500	0	81	1,963	579		2,542
Workforce Development	1,403	376	0	7,000	380	9,159			9,159
Business Energy Analyzer	0	0	0	0	0	0			0
Deep Energy Retrofit	2,005	537	10,000	0	543	13,084			13,084
Statewide Marketing & Education	0	6,326	0	0	0	6,326			6,326
EEAC Consultants	7,060	0	0	0	0	7,060			7,060
DOER Assessment	4,422	0	0	0	0	4,422			4,422
GRAND TOTAL	\$358,006	\$159,616	\$1,842,188	\$367,251	\$115,055	\$2,842,116	\$123,753	\$578,674	\$3,544,543

Program Administrator Budget, 2012 (1)

Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$184,349	\$113,187	\$1,205,010	\$285,960	\$76,060	\$1,864,567	\$60,883	\$408,492	\$2,333,941
Residential New Construction & Major Renovations	9,618	7,637	132,900	11,812	7,721	169,687	3,951		173,638
Residential Heating and Water Heating	41,685	33,099	597,225	29,988	33,463	735,461	37,111		772,572
MassSAVE Weatherization Program	64,276	22,506	8,258	102,430	2,420	199,890	0		199,890
Multifamily Retrofit	3,384	2,687	37,729	13,184	2,716	59,701	1,947		61,648
O Power	0	0	0	0	0	0			0
Deep Energy Retrofit	698	554	10,000	500	560	12,312			12,312
Residential Building Practices and Demonstration Program	0	0	0	0	0	0			0

Energy Analysis: Internet Audit Program	0	0	0	0	0	0	0	0	0
Workforce Development	465	0	0	7,000	373	7,839			7,839
Statewide Marketing & Education	0	18,210	0	0	0	18,210			18,210
EEAC Consultants	17,424	0	0	0	0	17,424			17,424
DOER Assessment	10,914	0	0	0	0	10,914			10,914
Low Income (total)	\$62,212	\$30,525	\$425,723	\$73,720	\$24,688	\$616,868	\$12,758	\$47,194	\$676,820
Low-Income Single Family Retrofit	32,107	17,094	130,723	33,720	7,836	221,480	4,119		225,599
Low-Income MultiFamily Retrofit	13,760	7,326	295,000	40,000	16,852	372,939	8,638		381,577
Statewide Marketing & Education	0	6,105	0	0	0	6,105			6,105
Low-Income Energy Affordability Network Funding	12,330	0	0	0	0	12,330			12,330
DOER Assessment	4,015					4,015			4,015
Commercial & Industrial (total)	\$107,756	\$35,514	\$503,213	\$42,498	\$28,724	\$717,705	\$59,577	\$295,990	\$1,073,272
C&I New Construction & Major Renovation	35,995	10,896	203,650	5,629	11,016	267,185	20,738		287,923
C&I Retrofit	57,127	16,540	287,813	29,869	16,721	408,069	38,199		446,268
C&I Direct Install	294	91	1,750	0	92	2,227	640		2,868
Workforce Development	1,177	364	0	7,000	368	8,910			8,910
Business Energy Analyzer	0	0	0	0	0	0			0
Deep Energy Retrofit	1,681	521	10,000	0	526	12,728			12,728
Statewide Marketing & Education	0	7,103	0	0	0	7,103			7,103
EEAC Consultants	7,060	0	0	0	0	7,060			7,060
DOER Assessment	4,422	0	0	0	0	4,422			4,422
GRAND TOTAL	\$354,318	\$179,226	\$2,133,946	\$402,177	\$129,472	\$3,199,139	\$133,218	\$751,676	\$4,084,033

Program Administrator Budget, 2010-2012 (1)

Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$549,346	\$301,707	\$3,092,070	\$797,441	\$187,164	\$4,927,728	\$182,586	\$1,009,806	\$6,120,120
Residential New Construction & Major Renovations	30,565	21,176	356,900	34,414	19,703	462,757	12,270	0	475,027

Residential Heating and Water Heating	123,637	86,182	1,513,175	81,433	80,705	1,885,132	109,278	0	1,994,410
MassSAVE Weatherization Program	187,265	61,566	22,591	298,426	6,620	576,468	0	0	576,468
Multifamily Retrofit	109,081	75,931	1,079,339	325,227	71,084	1,660,662	54,952	0	1,715,614
O Power	10,595	7,356	100,065	35,941	6,869	160,826	6,086	0	166,913
Deep Energy Retrofit	0	0	0	0	0	0	0	0	0
Residential Building Practices and Demonstration Program	1,530	1,122	20,000	1,000	1,135	24,787	0	0	24,787
Energy Analysis: Internet Audit Program	0	0	0	0	0	0	0	0	0
Workforce Development	0	0	0	21,000	1,049	23,708	0	0	23,708
Statewide Marketing & Education	1,659	0	0	0	0	48,373	0	0	48,373
EEAC Consultants	0	48,373	0	0	0	52,272	0	0	52,272
DOER Assessment	52,272	0	0	0	0	32,743	0	0	32,743
Low Income (total)	\$183,691	\$81,030	\$1,112,119	\$195,149	\$60,667	\$1,632,656	\$38,118	\$97,724	\$1,768,498
Low-Income Single Family Retrofit	97,308	45,377	333,119	85,749	19,255	580,808	11,822	0	592,630
Low-Income MultiFamily Retrofit	41,704	19,447	779,000	109,400	41,412	990,963	26,296	0	1,017,259
Statewide Marketing & Education	0	16,206	0	0	0	16,206	0	0	16,206
Low-Income Energy Affordability Network Funding	32,635	0	0	0	0	32,635	0	0	32,635
DOER Assessment	12,044	0	0	0	0	12,044	0	0	12,044
Commercial & Industrial (total)	\$324,342	\$94,758	\$1,313,351	\$104,352	\$70,858	\$1,907,661	\$182,444	\$705,596	\$2,795,701
C&I New Construction & Major Renovation	110,697	29,740	541,600	14,851	27,737	724,625	62,066	0	786,690
C&I Retrofit	169,878	43,405	737,251	75,501	40,627	1,066,663	118,507	0	1,185,169
C&I Direct Install	876	240	4,500	0	225	5,842	1,872	0	7,714
Workforce Development	2,753	749	0	14,000	657	18,159	0	0	18,159
Business Energy Analyzer	2,005	537	10,000	0	543	13,084	0	0	13,084
Deep Energy Retrofit	3,686	1,057	20,000	0	1,069	25,812	0	0	25,812
Statewide Marketing & Education	0	19,029	0	0	0	19,029	0	0	19,029
EEAC Consultants	21,180	0	0	0	0	21,180	0	0	21,180
DOER Assessment	13,267	0	0	0	0	13,267	0	0	13,267
GRAND TOTAL	\$1,057,379	\$477,495	\$5,517,540	\$1,096,942	\$318,689	\$8,468,046	\$403,148	\$1,813,125	\$10,684,319

Notes:									
---------------	--	--	--	--	--	--	--	--	--

(1) All parties would refer to common definitions (in Appendix I) for allocation of costs.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

(3) Incremental LBR only. These numbers will not correspond with the total LBR in Table IV. I. Cost Recovery.

(4) The Total PA Budget is the sum of Total TRC Costs and LBR.

New England Gas Company—Fall River Service Area Budget Table

Program Administrator Budget, 2010 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total Budget (4)
Residential (total)	\$141,366	\$41,020	\$393,371	\$161,006	\$25,928	\$762,691	\$31,665	\$40,748	\$835,104
Residential New Construction & Major Renovations	9,689	4,803	25,000	42,329	7,336	\$89,158	\$2,550	\$ 3,281.82	\$94,989
Residential Heating and Water Heating	48,446	4,803	175,800	16,613	7,336	\$252,999	\$16,907	\$ 21,756.88	\$291,663
MassSAVE	\$35,000	\$5,000	\$0	\$58,000	\$3,920	\$101,920		\$ -	\$101,920
Weatherization Program	29,455	3,650	145,883	33,488	5,575	\$218,052	\$7,787	\$ 10,020.81	\$235,860
Multifamily Retrofit	\$9,302	\$1,153	\$46,688	\$10,575	\$1,761	\$69,478	\$4,420	\$ 5,688.40	\$79,587
O Power	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$ -	\$0
Deep Energy Retrofit	\$0	\$0	\$0	\$0	\$0	\$0		\$ -	\$0
Residential Building Practices and Demonstration Program	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$ -	\$0
Energy Analysis: Internet Audit Program	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$ -	\$0
Workforce Development	\$1,413	\$0	\$0	\$0	\$0	\$1,413		\$ -	\$1,413
Statewide Marketing & Education	\$0	\$21,612	\$0	\$0	\$0	\$21,612		\$ -	\$21,612
EEAC Consultants	\$2,500	\$0	\$0	\$0	\$0	\$2,500		\$ -	\$2,500
DOER Assessment	\$5,560	\$0	\$0	\$0	\$0	\$5,560		\$ -	\$5,560
Low Income (total)	\$41,538	\$15,233	\$210,308	\$46,268	\$9,317	\$322,663	\$8,948	\$3,337	\$334,949
Low-Income Single Family Retrofit	19,379	3,047	105,154	21,031	4,658	\$153,268	\$4,474	\$ 1,668.75	\$159,411
Low-Income MultiFamily Retrofit	19,379	3,047	105,154	21,031	4,658	\$153,268	\$4,474	\$ 1,668.75	\$159,411
Statewide Marketing & Education	0	9,140	0	0	0	\$9,140		\$ -	\$9,140
Low-Income Energy Affordability Network Funding	0	0	0	4,206	0	\$4,206		\$ -	\$4,206
DOER Assessment	2,781	0	0	0	0	\$2,781		\$ -	\$2,781
Commercial & Industrial (total)	\$155,505	\$20,062	\$190,050	\$41,989	\$12,271	\$419,876	\$49,262	\$47,840	\$516,979
C&I New Construction & Major Renovation	113,042	2,675	\$ 156,950	35,414	4,090	\$312,171	\$21,533	\$ 20,911.01	\$354,614
C&I Retrofit	22,608	2,675	22,450	6,575	4,090	\$58,399	\$18,675	\$ 18,135.63	\$95,209

C&I Direct Install	10,242	2,675	10,650	\$0	4,090	\$27,657	\$9,055	\$ 8,793.78	\$45,506
Workforce Development	\$1,553	\$0	\$0	\$0	\$0	\$1,553		\$ -	\$1,553
Business Energy Analyzer	\$0	\$0	\$0	\$0	\$0	\$0		\$ -	\$0
Deep Energy Retrofit	\$0	\$0	\$0	\$0	\$0	\$0		\$ -	\$0
Statewide Marketing & Education	\$0	\$12,037	\$0	\$0	\$0	\$12,037		\$ -	\$12,037
EEAC Consultants	\$2,500	\$0	\$0	\$0	\$0	\$2,500		\$ -	\$2,500
DOER Assessment	\$5,560	\$0	\$0	\$0	\$0	\$5,560		\$ -	\$5,560
GRAND TOTAL	\$338,408	\$76,315	\$793,729	\$249,263	\$47,516	\$1,505,231	\$89,875	\$91,926	\$1,687,032

22% 5% 53% 17% 3%

Program Administrator Budget, 2011 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$148,910	\$46,047	\$447,007	\$173,748	\$36,816	\$852,527	\$26,443	\$45,938	\$924,908
Residential New Construction & Major Renovations	10,136	5,373	27,000	44,641	10,862	\$98,012	\$2,052	\$ 3,564.08	\$103,628
Residential Heating and Water Heating	50,681	5,373	205,535	20,089	10,862	\$292,540	\$14,250	\$ 24,756.27	\$331,546
MassSAVE	\$38,000	\$5,750	\$0	\$62,000	\$4,230	\$109,980		\$ -	\$109,980
Weatherization Program	30,003	3,976	158,880	34,793	8,038	\$235,690	\$6,121	\$ 10,633.89	\$252,445
Multifamily Retrofit	\$10,542	\$1,397	\$55,592	\$12,224	\$2,824	\$82,579	\$4,020	\$ 6,983.98	\$93,583
O Power	\$0	\$0	\$0	\$0	\$0	\$0		\$ -	\$0
Deep Energy Retrofit	\$0	\$0	\$0	\$0	\$0	\$0		\$ -	\$0
Residential Building Practices and Demonstration Program	\$0	\$0	\$0	\$0	\$0	\$0		\$ -	\$0
Energy Analysis: Internet Audit Program	\$0	\$0	\$0	\$0	\$0	\$0		\$ -	\$0
Workforce Development	\$1,488	\$0	\$0	\$0	\$0	\$1,488		\$ -	\$1,488
Statewide Marketing & Education	\$0	\$24,178	\$0	\$0	\$0	\$24,178		\$ -	\$24,178
EEAC Consultants	\$2,500	\$0	\$0	\$0	\$0	\$2,500		\$ -	\$2,500
DOER Assessment	\$5,560	\$0	\$0	\$0	\$0	\$5,560		\$ -	\$5,560
Low Income (total)	\$43,326	\$17,618	\$239,928	\$57,662	\$14,230	\$372,764	\$7,507	\$3,780	\$384,052
Low-Income Single Family Retrofit	20,273	3,524	119,964	26,431	7,115	\$177,307	\$3,754	\$ 1,890.09	\$182,950
Low-Income MultiFamily Retrofit	20,273	3,524	119,964	26,431	7,115	\$177,307	\$3,754	\$ 1,890.09	\$182,950

Statewide Marketing & Education	0	10,571	0	0	0	\$10,571		\$	\$10,571
Low-Income Energy Affordability Network Funding	0	0	0	4,799	0	\$4,799		-	\$4,799
DOER Assessment	2,781					\$2,781			\$2,781
Commercial & Industrial (total)	\$162,302	\$23,356	\$233,970	\$50,573	\$18,865	\$489,066	\$46,365	\$60,787	\$596,217
C&I New Construction & Major Renovation	118,256	3,114	\$ 190,940	42,655	6,288	361,253	19,662	\$ 25,778.49	406,694
C&I Retrofit	23,651	3,114	29,185	7,918	6,288	70,157	17,983	\$ 23,576.32	111,716
C&I Direct Install	10,714	3,114	13,845	\$0	6,288	33,961	8,720	\$ 11,431.92	54,113
Workforce Development	1,621	0	0	0	0	1,621		\$ -	1,621
Business Energy Analyzer	0	0	0	0	0	0		\$ -	0
Deep Energy Retrofit	0	0	0	0	0	0		\$ -	0
Statewide Marketing & Education	0	14,014	0	0	0	14,014		\$ -	14,014
EEAC Consultants	2,500	0	0	0	0	2,500		\$ -	2,500
DOER Assessment	5,560	0	0	0	0	5,560		\$ -	5,560
GRAND TOTAL	\$354,539	\$87,021	\$920,905	\$281,983	\$69,910	\$1,714,358	\$80,315	\$110,505	\$1,905,177

21% 5% 54% 16% 4%

Program Administrator Budget, 2012 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$156,050	\$48,946	\$479,402	\$184,610	\$39,245	\$908,252	\$27,323	\$50,080	\$985,655
Residential New Construction & Major Renovations	10,643	5,726	30,250	47,874	11,575	\$106,068	\$2,176	\$ 3,987.48	\$112,231
Residential Heating and Water Heating	53,215	5,726	211,700	20,597	11,575	\$302,814	\$14,368	\$ 26,334.72	\$343,516
MassSAVE	\$40,000	\$6,000	\$0	\$67,000	\$4,520	\$117,520		\$ -	\$117,520
Weatherization Program	30,652	4,123	170,082	35,380	8,334	\$248,572	\$6,054	\$ 11,096.37	\$265,722
Multifamily Retrofit	\$11,920	\$1,603	\$67,369	\$13,759	\$3,241	\$97,893	\$4,726	\$ 8,661.27	\$111,280
O Power	\$0	\$0	\$0	\$0	\$0	\$0		\$ -	\$0
Deep Energy Retrofit	\$0	\$0	\$0	\$0	\$0	\$0		\$ -	\$0
Residential Building Practices and Demonstration Program	\$0	\$0	\$0	\$0	\$0	\$0		\$ -	\$0
Energy Analysis: Internet Audit Program	\$0	\$0	\$0	\$0	\$0	\$0		\$ -	\$0
Workforce Development	\$1,559	\$0	\$0	\$0	\$0	\$1,559		\$ -	\$1,559

Statewide Marketing & Education	\$0	\$25,767	\$0	\$0	\$0	\$25,767		\$	\$25,767
EEAC Consultants	\$2,500	\$0	\$0	\$0	\$0	\$2,500		\$	\$2,500
DOER Assessment	\$5,560	\$0	\$0	\$0	\$0	\$5,560		\$	\$5,560
Low Income (total)	\$45,353	\$19,613	\$269,562	\$64,275	\$15,841	\$414,643	\$7,930	\$4,212	\$426,786
Low-Income Single Family Retrofit	21,286	3,923	134,781	29,442	7,920	\$197,352	\$3,965	\$2,106.24	\$203,423
Low-Income MultiFamily Retrofit	21,286	3,923	134,781	29,442	7,920	\$197,352	\$3,965	\$2,106.24	\$203,423
Statewide Marketing & Education	0	11,768	0	0	0	\$11,768		\$	\$11,768
Low-Income Energy Affordability Network Funding	0	0	0	5,391	0	\$5,391		\$	\$5,391
DOER Assessment	2,781					\$2,781		\$	\$2,781
Commercial & Industrial (total)	\$170,311	\$27,236	\$296,304	\$54,700	\$21,999	\$570,549	\$56,521	\$78,179	\$705,249
C&I New Construction & Major Renovation	124,169	\$3,632	\$240,365	46,248	\$7,333	\$421,746	\$23,618	\$32,668.54	\$478,033
C&I Retrofit	24,834	\$3,632	37,941	8,452	\$7,333	\$82,191	\$22,158	\$30,649.21	\$134,998
C&I Direct Install	\$11,548	\$3,632	17,999	\$0	\$7,333	\$40,511	\$10,744	\$14,861.50	\$66,116
Workforce Development	\$1,700	\$0	\$0	\$0	\$0	\$1,700		\$	\$1,700
Business Energy Analyzer	\$0	\$0	\$0	\$0	\$0	\$0		\$	\$0
Deep Energy Retrofit	\$0	\$0	\$0	\$0	\$0	\$0		\$	\$0
Statewide Marketing & Education	\$0	\$16,342	\$0	\$0	\$0	\$16,342		\$	\$16,342
EEAC Consultants	\$2,500	\$0	\$0	\$0	\$0	\$2,500		\$	\$2,500
DOER Assessment	\$5,560	\$0	\$0	\$0	\$0	\$5,560		\$	\$5,560
GRAND TOTAL	\$371,713	\$95,795	\$1,045,268	\$303,585	\$77,085	\$1,893,445	\$91,773	\$132,472	\$2,117,690

20% 5% 55% 16% 4%

Program Administrator Budget, 2010-2012 (1)

Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$446,325	\$136,013	\$1,319,780	\$519,365	\$101,989	\$2,523,471	\$85,430	\$136,766	\$2,745,667
Residential New Construction & Major Renovations	\$30,469	\$15,902	\$82,250	\$134,845	\$29,773	\$293,238	\$6,777	\$10,833	\$310,848
Residential Heating and Water Heating	\$152,343	\$15,902	\$593,035	\$57,300	\$29,773	\$848,352	\$45,525	\$72,848	\$966,725
MassSAVE	\$113,000	\$16,750	\$0	\$187,000	\$12,670	\$329,420	\$0	\$0	\$329,420
Weatherization Program	\$90,110	\$11,749	\$474,846	\$103,662	\$21,947	\$702,314	\$19,962	\$31,751	\$754,027
Multifamily Retrofit	\$31,764	\$4,153	\$169,649	\$36,558	\$7,826	\$249,950	\$13,166	\$21,334	\$284,449

O Power	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Deep Energy Retrofit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Building Practices and Demonstration Program	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Energy Analysis: Internet Audit Program	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Workforce Development	\$4,460	\$0	\$0	\$0	\$0	\$4,460	\$0	\$0	\$4,460
Statewide Marketing & Education	\$0	\$71,558	\$0	\$0	\$0	\$71,558	\$0	\$0	\$71,558
EEAC Consultants	\$7,500	\$0	\$0	\$0	\$0	\$7,500	\$0	\$0	\$7,500
DOER Assessment	\$16,680	\$0	\$0	\$0	\$0	\$16,680	\$0	\$0	\$16,680
Low Income (total)	\$130,217	\$52,463	\$719,798	\$168,204	\$39,388	\$1,110,071	\$24,386	\$11,330	\$1,145,787
Low-Income Single Family Retrofit	\$60,937	\$10,493	\$359,899	\$76,904	\$19,694	\$527,927	\$12,193	\$5,665	\$545,785
Low-Income MultiFamily Retrofit	\$60,937	\$10,493	\$359,899	\$76,904	\$19,694	\$527,927	\$12,193	\$5,665	\$545,785
Statewide Marketing & Education	\$0	\$31,478	\$0	\$0	\$0	\$31,478	\$0	\$0	\$31,478
Low-Income Energy Affordability Network Funding	\$0	\$0	\$0	\$14,396	\$0	\$14,396	\$0	\$0	\$14,396
DOER Assessment	\$8,343	\$0	\$0	\$0	\$0	\$8,343	\$0	\$0	\$8,343
Commercial & Industrial (total)	\$488,117	\$70,654	\$720,324	\$147,262	\$53,134	\$1,479,491	\$152,148	\$186,806	\$1,818,445
C&I New Construction & Major Renovation	\$355,467	\$9,421	\$588,255	\$124,316	\$17,711	\$1,095,170	\$64,813	\$79,358	\$1,239,341
C&I Retrofit	\$71,093	\$9,421	\$89,576	\$22,945	\$17,711	\$210,746	\$58,816	\$72,361	\$341,923
C&I Direct Install	\$32,503	\$9,421	\$42,494	\$0	\$17,711	\$102,129	\$28,519	\$35,087	\$165,735
Workforce Development	\$4,874	\$0	\$0	\$0	\$0	\$4,874	\$0	\$0	\$3,253
Business Energy Analyzer	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Deep Energy Retrofit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Statewide Marketing & Education	\$0	\$42,393	\$0	\$0	\$0	\$42,393	\$0	\$0	\$42,393
EEAC Consultants	\$7,500	\$0	\$0	\$0	\$0	\$7,500	\$0	\$0	\$7,500
DOER Assessment	\$16,680	\$0	\$0	\$0	\$0	\$16,680	\$0	\$0	\$16,680
GRAND TOTAL	\$1,064,660	\$259,130	\$2,759,902	\$834,831	\$194,511	\$5,113,034	\$261,963	\$334,903	\$5,709,900

21%

5%

54%

16%

4%

Notes:

(1) All parties would refer to common definitions (in Appendix I) for allocation of costs.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

(3) Incremental LBR only. These numbers will not correspond with the total LBR in Table IV. I. Cost Recovery.

(4) The Total PA Budget is the sum of Total TRC Costs and LBR.

New England Gas Company—North Attleboro Service Area Budget Table

Program Administrator Budget, 2010 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total Budget (4)
Residential (total)	\$9,381	\$4,456	\$49,833	\$15,587	\$2,760	\$82,018	\$3,834	\$4,933	\$90,784
Residential New Construction & Major Renovations	536	518	750	3,337	396	5,536	110	141	5,787
Residential Heating and Water Heating	2,679	518	25,775	1,824	1,189	31,984	2,508	3,228	37,720
MassSAVE	3,000	575	0	6,000	383	9,958	0	0	9,958
Weatherization Program	2,143	518	23,308	4,427	792	31,188	1,216	1,564	33,967
Multifamily Retrofit	0	0	0	0	0	0	0	0	0
O Power	0	0	0	0	0	0	0	0	0
Deep Energy Retrofit	0	0	0	0	0	0	0	0	0
Residential Building Practices and Demonstration Program	0	0	0	0	0	0	0	0	0
Energy Analysis: Internet Audit Program	0	0	0	0	0	0	0	0	0
Workforce Development	95	0	0	0	0	95	0	0	95
Statewide Marketing & Education	0	2,329	0	0	0	2,329	0	0	2,329
EEAC Consultants	266	0	0	0	0	266	0	0	266
DOER Assessment	663	0	0	0	0	663	0	0	663
Low Income (total)	\$2,475	\$1,917	\$28,386	\$6,640	\$1,173	\$40,590	\$1,275	\$476	\$42,341
Low-Income Single Family Retrofit	1,071	383	14,193	3,036	586	19,270	638	238	20,145
Low-Income MultiFamily Retrofit	1,071	383	14,193	3,036	586	19,270	638	238	20,145
Statewide Marketing & Education	0	1,150	0	0	0	1,150	0	0	1,150
Low-Income Energy Affordability Network Funding	0	0	0	568	0	568	0	0	568
DOER Assessment	332	0	0	0	0	332	0	0	332
Commercial & Industrial (total)	\$17,234	\$3,066	\$34,775	\$7,263	\$1,875	\$64,213	\$8,110	\$7,876	\$80,199
C&I New Construction & Major Renovation	12,500	613	\$ 29,750	6,084	1,563	50,510	4,839	4,699	60,047

C&I Retrofit	2,500	613	3,900	1,179	313	8,505	2,466	2,395	13,366
C&I Direct Install	1,133	0	1,125	0	0	2,258	805	782	3,845
Workforce Development	172	0	0	0	0	172		0	172
Business Energy Analyzer	0	0	0	0	0	0		0	0
Deep Energy Retrofit	0	0	0	0	0	0		0	0
Statewide Marketing & Education	0	1,839	0	0	0	1,839		0	1,839
EEAC Consultants	266	0	0	0	0	266		0	266
DOER Assessment	663	0	0	0	0	663		0	663
GRAND TOTAL	\$29,089	\$9,439	\$112,994	\$29,490	\$5,808	\$186,821	\$13,219	\$13,285	\$213,325

15.6% 5.1% 60.5% 15.8% 3.1%

Program Administrator Budget, 2011 (1)

Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$11,103	\$4,714	\$55,583	\$15,772	\$3,775	\$90,947	\$3,044	\$5,288	\$99,280
Residential New Construction & Major Renovations	656	552	2,000	2,880	558	6,646	162	282	7,091
Residential Heating and Water Heating	3,938	552	27,775	1,859	1,674	35,797	1,929	3,351	41,078
MassSAVE	3,500	575	0	6,600	427	11,102	0	0	11,102
Weatherization Program	1,969	552	25,808	4,433	1,116	33,878	952	1,655	36,485
Multifamily Retrofit	0	0	0	0	0	0		0	0
O Power	0	0	0	0	0	0		0	0
Deep Energy Retrofit	0	0	0	0	0	0		0	0
Residential Building Practices and Demonstration Program	0	0	0	0	0	0		0	0
Energy Analysis: Internet Audit Program	0	0	0	0	0	0		0	0
Workforce Development	112	0	0	0	0	112		0	112
Statewide Marketing & Education	0	2,483	0	0	0	2,483		0	2,483
EEAC Consultants	266	0	0	0	0	266		0	266
DOER Assessment	663	0	0	0	0	663		0	663
Low Income (total)	\$2,957	\$1,991	\$28,838	\$6,740	\$1,608	\$42,133	\$955	\$481	\$43,568
Low-Income Single Family Retrofit	1,313	398	14,419	3,081	804	20,015	477	240	20,732

Low-Income MultiFamily Retrofit	1,313	398	14,419	3,081	804	20,015	477	240	20,732
Statewide Marketing & Education	0	1,194	0	0	0	1,194		0	1,194
Low-Income Energy Affordability Network Funding	0	0	0	577	0	577		0	577
DOER Assessment	332					332		0	332
Commercial & Industrial (total)	\$19,067	\$3,543	\$40,888	\$6,927	\$2,822	\$73,246	\$7,077	\$9,279	\$89,602
C&I New Construction & Major Renovation	13,906	699	\$ 35,730	5,814	2,351	58,500	4,569	5,991	69,060
C&I Retrofit	2,781	699	3,695	1,113	470	8,758	1,732	2,271	12,761
C&I Direct Install	1,260	0	1,463	0	0	2,722	776	1,017	4,515
Workforce Development	190	0	0	0	0	190		0	190
Business Energy Analyzer		0	0	0	0	0		0	0
Deep Energy Retrofit	0	0	0	0	0	0		0	0
Statewide Marketing & Education	0	2,146	0	0	0	2,146		0	2,146
EEAC Consultants	266	0	0	0	0	266		0	266
DOER Assessment	663	0	0	0	0	663		0	663
GRAND TOTAL	\$33,127	\$10,248	\$125,309	\$29,438	\$8,205	\$206,326	\$11,076	\$15,048	\$232,450

16.1% 5.0% 60.7% 14.3% 4.0%

Program Administrator Budget, 2012 (1)

Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$11,835	\$5,261	\$60,933	\$19,161	\$4,254	\$101,445	\$3,115	\$5,709	\$110,268
Residential New Construction & Major Renovations	679	618	2,000	4,397	625	8,319	154	282	8,755
Residential Heating and Water Heating	4,073	618	30,575	1,897	1,875	39,037	2,008	3,681	44,727
MassSAVE	4,000	625	0	8,000	505	13,130	0	0	13,130
Weatherization Program	2,036	618	28,358	4,867	1,250	37,129	952	1,745	39,826
Multifamily Retrofit	0	0	0	0	0	0		0	0
O Power	0	0	0	0	0	0		0	0
Deep Energy Retrofit	0	0	0	0	0	0		0	0
Residential Building Practices and Demonstration Program	0	0	0	0	0	0		0	0
Energy Analysis: Internet Audit Program	0	0	0	0	0	0		0	0

Workforce Development	119	0	0	0	0	119	0	119	
Statewide Marketing & Education	0	2,782	0	0	0	2,782	0	2,782	
EEAC Consultants	266	0	0	0	0	266	0	266	
DOER Assessment	663	0	0	0	0	663	0	663	
Low Income (total)	\$3,047	\$2,319	\$33,924	\$7,858	\$1,873	\$49,020	\$1,060	\$563	\$50,644
Low-Income Single Family Retrofit	1,358	464	16,962	3,590	936	23,309	530	282	24,121
Low-Income MultiFamily Retrofit	1,358	464	16,962	3,590	936	23,309	530	282	24,121
Statewide Marketing & Education	0	1,391	0	0	0	1,391	0	1,391	
Low-Income Energy Affordability Network Funding	0	0	0	678	0	678	0	678	
DOER Assessment	332	0	0	0	0	332	0	332	
Commercial & Industrial (total)	\$19,443	\$3,286	\$36,885	\$6,580	\$2,654	\$68,849	\$7,035	\$9,731	\$85,615
C&I New Construction & Major Renovation	14,169	657	\$31,230	5,501	2,212	53,769	4,304	5,954	64,028
C&I Retrofit	2,834	657	3,754	1,080	442	8,767	1,775	2,455	12,996
C&I Direct Install	1,318	0	1,901	0	0	3,219	956	1,322	5,496
Workforce Development	194	0	0	0	0	194	0	194	
Business Energy Analyzer	0	0	0	0	0	0	0	0	
Deep Energy Retrofit	0	0	0	0	0	0	0	0	
Statewide Marketing & Education	0	1,972	0	0	0	1,972	0	1,972	
EEAC Consultants	266	0	0	0	0	266	0	266	
DOER Assessment	663	0	0	0	0	663	0	663	
GRAND TOTAL	\$34,326	\$10,866	\$131,742	\$33,599	\$8,781	\$219,314	\$11,210	\$16,003	\$246,527

15.7% 5.0% 60.1% 15.3% 4.0%

Program Administrator Budget, 2010-2012 (1)

Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$32,319	\$14,431	\$166,349	\$50,520	\$10,790	\$274,409	\$9,992	\$15,930	\$300,332
Residential New Construction & Major Renovations	1,871	1,687	4,750	10,614	1,579	20,501	426	706	21,633
Residential Heating and Water Heating	10,689	1,687	84,125	5,580	4,737	106,818	6,446	10,261	123,525

MassSAVE	10,500	1,775	0	20,600	1,315	34,190	0	0	34,190
Weatherization Program	6,148	1,687	77,474	13,727	3,158	102,195	3,120	4,964	110,279
Multifamily Retrofit	0	0	0	0	0	0	0	0	0
O Power	0	0	0	0	0	0	0	0	0
Deep Energy Retrofit	0	0	0	0	0	0	0	0	0
Residential Building Practices and Demonstration Program	0	0	0	0	0	0	0	0	0
Energy Analysis: Internet Audit Program	0	0	0	0	0	0	0	0	0
Workforce Development	325	0	0	0	0	325	0	0	325
Statewide Marketing & Education	0	7,593	0	0	0	7,593	0	0	7,593
EEAC Consultants	798	0	0	0	0	798	0	0	798
DOER Assessment	1,989	0	0	0	0	1,989	0	0	1,989
Low Income (total)	\$8,479	\$6,226	\$91,148	\$21,237	\$4,653	\$131,743	\$3,290	\$1,520	\$136,553
Low-Income Single Family Retrofit	3,741	1,245	45,574	9,707	2,326	62,594	1,645	760	64,999
Low-Income MultiFamily Retrofit	3,741	1,245	45,574	9,707	2,326	62,594	1,645	760	64,999
Statewide Marketing & Education	0	3,736	0	0	0	3,736	0	0	3,736
Low-Income Energy Affordability Network Funding	0	0	0	1,823	0	1,823	0	0	1,823
DOER Assessment	996	0	0	0	0	996	0	0	996
Commercial & Industrial (total)	\$55,744	\$9,896	\$112,547	\$20,770	\$7,351	\$206,308	\$22,222	\$26,886	\$255,417
C&I New Construction & Major Renovation	40,575	1,969	96,710	17,399	6,126	162,779	13,712	16,644	193,135
C&I Retrofit	8,115	1,969	11,349	3,371	1,225	26,029	5,973	7,121	39,124
C&I Direct Install	3,710	0	4,489	0	0	8,199	2,537	3,121	13,856
Workforce Development	557	0	0	0	0	557	0	0	366
Business Energy Analyzer	0	0	0	0	0	0	0	0	0
Deep Energy Retrofit	0	0	0	0	0	0	0	0	0
Statewide Marketing & Education	0	5,957	0	0	0	5,957	0	0	5,957
EEAC Consultants	798	0	0	0	0	798	0	0	798
DOER Assessment	1,989	0	0	0	0	1,989	0	0	1,989
GRAND TOTAL	\$96,542	\$30,552	\$370,045	\$92,528	\$22,794	\$612,461	\$35,505	\$44,336	\$692,302

15.8%

5.0%

60.4%

15.1%

3.7%

Notes:

(1) All parties would refer to common definitions (in Appendix I) for allocation of costs.

- (2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.
- (3) Incremental LBR only. These numbers will not correspond with the total LBR in Table IV. I. Cost Recovery.
- (4) The Total PA Budget is the sum of Total TRC Costs and LBR.

National Grid Budget Table

Program Administrator Budget, 2010 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total Budget (4)
Residential (total)	\$3,603,092	\$734,275	\$17,801,258	\$3,238,283	\$799,000	\$26,175,909	\$1,225,948	\$1,264,419	\$28,666,276
Residential New Construction & Major Renovations	213,179	109,653	1,386,230	310,087	60,300	2,079,449	82,368		2,161,817
Residential Heating and Water Heating	1,064,607	475,650	7,801,300	1,460,217	298,000	11,099,774	672,367		11,772,142
MassSAVE	196,268	61,744	250,000	1,085,397	159,300	1,752,709	0		1,752,709
Weatherization Program	900,000	46,800	6,217,439	169,776	97,500	7,431,515	177,155		7,608,670
Multifamily Retrofit	156,526	9,680	1,016,039	106,806	42,600	1,331,651	60,645		1,392,296
O Power	54,938	0	437,500	20,000	19,300	531,738	233,413		765,151
Deep Energy Retrofit	160,900	15,000	479,000	63,000	71,800	789,700	0		789,700
Residential Building Practices and Demonstration Program	23,520	0	150,000	5,000	17,900	196,420	0		196,420
Energy Analysis: Internet Audit Program	198,149	10,748	0	0	20,900	229,797	0		229,797
Community based pilots	28,230	5,000	63,750	18,000	11,400	126,380	0		126,380
Workforce Development	0	0	0	0	0	0	0		0
Statewide Marketing & Education	145,855	0	0	0	0	145,855	0		145,855
EEAC Consultants	252,796	0	0	0	0	252,796	0		252,796
DOER Assessment	208,124	0	0	0	0	208,124	0		208,124
Low Income (total)	\$1,829,249	\$177,840	\$6,334,604	\$860,811	\$154,600	\$9,357,104	\$128,519	\$67,628	\$9,553,251
Low-Income Single Family Retrofit	1,323,459	132,132	4,904,957	604,160	107,000	7,071,708	56,726		7,128,434
Low-Income MultiFamily Retrofit	200,000	45,708	1,429,647	256,651	47,600	1,979,606	71,792		2,051,398
Statewide Marketing & Education	35,568	0	0	0	0	35,568	0		35,568
Low Income Energy Affordability Network Funding	181,026	0	0	0	0	181,026	0		181,026
Low Income DOER Assessment	89,196	0	0	0	0	89,196	0		89,196
Commercial & Industrial (total)	\$2,078,368	\$509,650	\$7,344,841	\$938,609	\$379,800	\$11,251,268	\$961,736	\$810,594	\$13,023,598
C&I New Construction & Major Renovation	557,024	171,630	2,557,669	372,347	130,000	3,788,669	286,555		4,075,225

C&I Retrofit	756,199	171,670	4,579,672	352,047	186,400	6,045,988	639,414	6,685,403	
C&I Direct Install	119,452	44,850	56,500	144,095	22,500	387,397	35,767	423,164	
Workforce Development	20,000	0	0	0	0	20,000	0	20,000	
Business Energy Analyzer	50,575	112,500	0	50,120	21,300	234,495	0	234,495	
Deep Energy Retrofit	15,300	9,000	151,000	20,000	19,600	214,900	0	214,900	
Statewide Marketing & Education	101,930	0	0	0	0	101,930	0	101,930	
EEAC Consultants	210,414	0	0	0	0	210,414	0	210,414	
DOER Assessment	247,474	0	0	0	0	247,474	0	247,474	
GRAND TOTAL	\$7,510,710	\$1,421,765	\$31,480,703	\$5,037,703	\$1,333,400	\$46,784,281	\$2,316,203	\$2,142,642	\$51,243,125

Program Administrator Budget, 2011 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total Budget (4)
Residential (total)	\$4,391,860	\$928,972	\$26,903,825	\$4,154,989	\$1,466,000	\$37,845,645	\$1,510,390	\$2,056,051	\$41,412,087
Residential New Construction & Major Renovations	124,000	112,942	1,618,024	319,390	97,000	2,271,356	68,463		2,339,819
Residential Heating and Water Heating	1,266,883	618,345	11,741,200	1,898,283	687,900	16,212,611	748,080		16,960,691
MassSAVE	234,210	80,267	317,336	1,418,681	205,000	2,255,494	0		2,255,494
Weatherization Program	1,170,000	60,840	9,628,456	220,709	215,700	11,295,705	200,150		11,495,855
Multifamily Retrofit	208,658	12,020	1,524,059	171,926	82,600	1,999,263	67,381		2,066,644
O Power	196,650	0	1,250,000	20,000	36,900	1,503,550	426,316		1,929,866
Deep Energy Retrofit	169,800	19,000	561,000	78,000	82,800	910,600	0		910,600
Residential Building Practices and Demonstration Program	28,466	0	200,000	10,000	23,900	262,366	0		262,366
Energy Analysis: Internet Audit Program	207,371	20,558	0	0	22,800	250,729	0		250,729
Community based pilots	28,230	5,000	63,750	18,000	11,400	126,380	0		126,380
Workforce Development	0	0	0	0	0	0	0		0
Statewide Marketing & Education	184,794	0	0	0	0	184,794	0		184,794
EEAC Consultants	364,673	0	0	0	0	364,673	0		364,673
DOER Assessment	208,124	0	0	0	0	208,124	0		208,124
Low Income (total)	\$2,759,539	\$260,878	\$8,232,380	\$1,374,276	\$243,400	\$12,870,473	\$117,465	\$60,076	\$13,048,014
Low-Income Single Family Retrofit	1,919,014	176,977	6,276,762	876,033	173,900	9,422,686	46,983		9,469,669
Low-Income MultiFamily Retrofit	449,563	83,901	1,955,618	498,243	69,500	3,056,825	70,483		3,127,308
Statewide Marketing & Education	52,176	0	0	0	0	52,176	0		52,176

Low Income Energy Affordability Network Funding	249,590	0	0	0	0	249,590	0	249,590	
Low Income DOER Assessment	89,196	0	0	0	0	89,196	0	89,196	
Commercial & Industrial (total)	\$2,465,724	\$764,975	\$11,135,090	\$1,569,939	\$808,900	\$16,744,628	\$1,105,712	\$1,071,971	\$18,922,310
C&I New Construction & Major Renovation	636,522	257,445	3,512,939	624,046	263,800	5,294,752	293,743	5,588,495	
C&I Retrofit	848,447	257,505	7,137,902	590,023	452,600	9,286,477	752,699	10,039,175	
C&I Direct Install	157,631	67,275	250,250	241,500	29,400	746,056	59,270	805,326	
Workforce Development	20,000	0	0	0	0	20,000	0	20,000	
Business Energy Analyzer	71,400	168,750	0	84,000	32,400	356,550	0	356,550	
Deep Energy Retrofit	28,000	14,000	234,000	30,370	30,700	337,070	0	337,070	
Statewide Marketing & Education	152,995	0	0	0	0	152,995	0	152,995	
EEAC Consultants	303,255	0	0	0	0	303,255	0	303,255	
DOER Assessment	247,474	0	0	0	0	247,474	0	247,474	
GRAND TOTAL	\$9,617,122	\$1,954,825	\$46,271,295	\$7,099,204	\$2,518,300	\$67,460,746	\$2,733,567	\$3,188,098	\$73,382,412

Program Administrator Budget, 2012 (1)									
Program	Program Costs								Total Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	
Residential (total)	\$5,387,668	\$1,168,088	\$30,757,137	\$5,477,374	\$1,418,100	\$44,208,367	\$1,770,685	\$2,695,438	\$48,674,489
Residential New Construction & Major Renovations	120,000	116,331	2,079,692	328,971	98,000	2,742,994	80,430	2,823,424	
Residential Heating and Water Heating	1,507,591	803,849	13,184,197	2,467,768	621,700	18,585,105	797,787	19,382,892	
MassSAVE	283,600	104,348	412,537	1,844,284	264,400	2,909,169	0	2,909,169	
Weatherization Program	1,550,000	79,092	10,299,373	286,921	189,500	12,404,886	204,028	12,608,914	
Multifamily Retrofit	284,000	15,530	2,286,088	234,430	97,700	2,917,748	95,787	3,013,535	
O Power	341,025	0	2,212,500	20,000	42,800	2,616,325	592,653	3,208,978	
Deep Energy Retrofit	137,800	14,000	219,000	57,000	42,800	470,600	0	470,600	
Residential Building Practices and Demonstration Program	29,000	0	0	220,000	24,900	273,900	0	273,900	
Energy Analysis: Internet Audit Program	218,733	29,938	0	0	24,900	273,571	0	273,571	
Community based pilots	28,230	5,000	63,750	18,000	11,400	126,380	0	126,380	
Workforce Development	0	0	0	0	0	0	0	0	
Statewide Marketing & Education	232,618	0	0	0	0	232,618	0	232,618	
EEAC Consultants	446,947	0	0	0	0	446,947	0	446,947	

DOER Assessment	208,124	0	0	0	0	208,124	0		208,124
Low Income (total)	\$3,312,687	\$375,058	\$10,841,670	\$1,706,126	\$262,200	\$16,497,741	\$148,002	\$74,111	\$16,719,854
Low-Income Single Family Retrofit	2,398,769	264,150	8,329,249	1,095,041	191,000	12,278,209	62,493		12,340,702
Low-Income MultiFamily Retrofit	434,586	110,908	2,512,421	611,085	71,200	3,740,200	85,509		3,825,709
Statewide Marketing & Education	75,012	0	0	0	0	75,012	0		75,012
Low Income Energy Affordability Network Funding	315,124	0	0	0	0	315,124	0		315,124
Low Income DOER Assessment	89,196	0	0	0	0	89,196	0		89,196
Commercial & Industrial (total)	\$2,914,343	\$1,132,464	\$14,669,195	\$2,312,274	\$835,500	\$21,863,775	\$1,353,548	\$1,396,481	\$24,613,805
C&I New Construction & Major Renovation	761,893	386,168	4,566,820	936,067	276,000	6,926,948	361,950		7,288,899
C&I Retrofit	992,863	386,258	9,671,050	885,034	468,700	12,403,905	918,566		13,322,470
C&I Direct Install	196,364	100,913	325,325	351,173	30,500	1,004,275	73,032		1,077,307
Workforce Development	20,000	0	0	0	0	20,000	0		20,000
Business Energy Analyzer	85,680	253,125	0	126,000	46,400	511,205	0		511,205
Deep Energy Retrofit	13,000	6,000	106,000	14,000	13,900	152,900	0		152,900
Statewide Marketing & Education	226,493	0	0	0	0	226,493	0		226,493
EEAC Consultants	370,576	0	0	0	0	370,576	0		370,576
DOER Assessment	247,474	0	0	0	0	247,474	0		247,474
GRAND TOTAL	\$11,614,697	\$2,675,610	\$56,268,002	\$9,495,774	\$2,515,800	\$82,569,883	\$3,272,235	\$4,166,030	\$90,008,148

Program Administrator Budget, 2010-2012 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$13,382,620	\$2,831,335	\$75,462,220	\$12,870,646	\$3,683,100	\$108,229,921	\$4,507,023	\$6,015,908	\$118,752,852
Residential New Construction & Major Renovations	457,179	338,926	5,083,946	958,448	255,300	7,093,799	231,262	0	7,325,061
Residential Heating and Water Heating	3,839,081	1,897,844	32,726,697	5,826,268	1,607,600	45,897,490	2,218,234	0	48,115,724
MassSAVE	714,078	246,359	979,873	4,348,362	628,700	6,917,372	0	0	6,917,372
Weatherization Program	3,620,000	186,732	26,145,268	677,406	502,700	31,132,106	581,332	0	31,713,439
Multifamily Retrofit	649,184	37,230	4,826,186	513,162	222,900	6,248,662	223,813	0	6,472,475
O Power	592,613	0	3,900,000	60,000	99,000	4,651,613	1,252,382	0	5,903,995
Deep Energy Retrofit	468,500	48,000	1,259,000	198,000	197,400	2,170,900	0	0	2,170,900

Residential Building Practices and Demonstration Program	80,986	0	350,000	235,000	66,700	732,686	0	0	732,686
Energy Analysis: Internet Audit Program	624,253	61,244	0	0	68,600	754,097	0	0	754,097
Community based pilots	84,690	15,000	191,250	54,000	34,200	379,140	0	0	379,140
Workforce Development	0	0	0	0	0	0	0	0	0
Statewide Marketing & Education	563,267	0	0	0	0	563,267	0	0	563,267
EEAC Consultants	1,064,417	0	0	0	0	1,064,417	0	0	1,064,417
DOER Assessment	624,372	0	0	0	0	624,372	0	0	624,372
Low Income (total)	\$7,901,475	\$813,776	\$25,408,654	\$3,941,213	\$660,200	\$38,725,318	\$393,986	\$201,815	\$39,321,119
Low-Income Single Family Retrofit	5,641,242	573,259	19,510,968	2,575,234	471,900	28,772,603	166,201	0	28,938,804
Low-Income MultiFamily Retrofit	1,084,149	240,517	5,897,686	1,365,979	188,300	8,776,631	227,784	0	9,004,415
Statewide Marketing & Education	162,755	0	0	0	0	162,755	0	0	162,755
Low Income Energy Affordability Network Funding	745,741	0	0	0	0	745,741	0	0	745,741
Low Income DOER Assessment	267,588	0	0	0	0	267,588	0	0	267,588
Commercial & Industrial (total)	\$7,458,434	\$2,407,089	\$33,149,126	\$4,820,822	\$2,024,200	\$49,859,671	\$3,420,996	\$3,279,046	\$56,559,713
C&I New Construction & Major Renovation	1,955,439	815,243	10,637,428	1,932,460	669,800	16,010,369	942,249	0	16,952,618
C&I Retrofit	2,597,509	815,433	21,388,623	1,827,104	1,107,700	27,736,370	2,310,679	0	30,047,048
C&I Direct Install	473,447	213,038	632,075	736,768	82,400	2,137,728	168,068	0	2,305,797
Workforce Development	60,000	0	0	0	0	60,000	0	0	60,000
Business Energy Analyzer	207,655	534,375	0	260,120	100,100	1,102,250	0	0	1,102,250
Deep Energy Retrofit	56,300	29,000	491,000	64,370	64,200	704,870	0	0	704,870
Statewide Marketing & Education	481,418	0	0	0	0	481,418	0	0	481,418
EEAC Consultants	884,246	0	0	0	0	884,246	0	0	884,246
DOER Assessment	742,421	0	0	0	0	742,421	0	0	742,421
GRAND TOTAL	\$28,742,529	\$6,052,200	\$134,020,000	\$21,632,681	\$6,367,500	\$196,814,910	\$8,322,005	\$9,496,769	\$214,633,684
Notes:									

(1) All parties would refer to common definitions (in Appendix I) for allocation of costs.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

(3) Incremental LBR only. These numbers will not correspond with the total LBR in Table IV. I. Cost Recovery.

National Grid anticipates comparing its budgets as required in the guidelines at 3.3.5. as put forth in D.P.U. 08-50-B and will provide to the Department a detailed description and supporting documentation regarding differences of more than 20% on or before November 13, 2009.

Unitil Budget Table

Program Administrator Budget, 2010 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total Budget (4)
Residential (total)	\$24,768	\$26,990	\$104,419	\$28,863	\$10,814	\$195,854	\$14,711	\$40,687	\$251,251
Residential New Construction & Major Renovations	3,292	1,646	16,713	2,026	1,646	25,322	2,279		27,601
Residential Heating and Water Heating	9,064	6,906	50,932	14,244	5,180	86,325	7,770		94,095
MassSAVE	4,902	1,048	0	1,050	0	7,000	0		7,000
Weatherization Program	6,733	2,590	33,667	5,180	3,626	51,795	4,662		56,457
Multifamily Retrofit	0	0	0	0	0	0	0		0
O Power	0	0	0	0	0	0	0		0
Deep Energy Retrofit Residential Building Practices and Dem	777	0	3,108	932	363	5,180	0		5,180
Energy Analysis: Internet Audit Program						0			0
Workforce Development (1) Please refer to Pages 242-259 of the Statewide Gas 3-year Plans for details describing EM&V activities planned.	0	14,800	0	0	0	14,800	0		14,800
EEAC Consultants	0	0	0	1,716	0	1,716	0		1,716
DOER Assessment	0	0	0	1,716	0	1,716	0		1,716
Low Income (total)	\$18,278	\$18,180	\$68,052	\$23,270	\$7,584	\$135,364	\$10,167	\$7,240	\$152,771
Low-Income Single Family Retrofit	15,800	10,365	68,052	23,120	7,584	124,920	10,167		135,088
Low-Income MultiFamily Retrofit	0	0	0	0	0	0			0
Statewide Marketing & Education	0	7,815	0	0	0	7,815			7,815
Low-Income Energy Affordability Network Funding	2,478	0	0	0	0	2,478			2,478
DOER Assessment	0	0	0	150		150			150
Commercial & Industrial (total)	\$17,364	\$23,010	\$150,228	\$22,220	\$9,350	\$222,172	\$16,688	\$45,106	\$283,966
C&I New Construction & Major Renovation	6,698	2,061	35,034	4,122	3,606	51,521	4,442		55,962
C&I Retrofit	8,930	2,748	106,712	5,496	4,809	128,694	11,095		139,789

C&I Direct Install	1,736	601	8,482	1,603	935	13,357	1,152		14,509
Workforce Development	0	0	0	9,500	0	9,500			9,500
Business Energy Analyzer	0	0	0	0	0	0			0
Deep Energy Retrofit	0	0	0	0	0	0			0
Statewide Marketing & Education	0	17,600	0	0	0	17,600			17,600
EEAC Consultants	0	0	0	750	0	750			750
DOER Assessment	0	0	0	750	0	750			750
GRAND TOTAL	\$60,411	\$68,179	\$322,699	\$74,353	\$27,748	\$553,389	\$41,566	\$93,033	\$687,988

Program Administrator Budget, 2011 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$32,114	\$35,912	\$171,851	\$43,113	\$14,706	\$297,696	\$16,017	\$43,197	\$356,910
Residential New Construction & Major Renovations	3,937	1,969	19,989	2,423	1,969	30,286	1,906		32,192
Residential Heating and Water Heating	13,942	10,623	78,343	21,909	7,967	132,784	8,355		141,139
MassSAVE	5,252	1,123	0	1,125	0	7,500	0		7,500
Weatherization Program	8,053	3,097	69,802	6,195	4,336	91,485	5,756		97,241
Multifamily Retrofit	0	0	0	0	0	0	0		0
O Power	0	0	0	0	0	0	0		0
Deep Energy Retrofit	929	0	3,717	1,115	434	6,195	0		6,195
Residential Building Practices and Demonstration Program	0	0		0	0	0	0		0
Energy Analysis: Internet Audit Program	0	0	0	0	0	0	0		0
Workforce Development	0	0	0	5,000	0	5,000	0		5,000
Statewide Marketing & Education	0	19,100	0	0	0	19,100	0		19,100
EEAC Consultants	0	0	0	2,673	0	2,673	0		2,673
DOER Assessment	0	0	0	2,673	0	2,673	0		2,673
Low Income (total)	\$24,127	\$24,431	\$89,826	\$30,372	\$10,011	\$178,766	\$9,618	\$9,266	\$197,650
Low-Income Single Family Retrofit	20,855	13,681	89,826	30,197	10,011	164,570	9,618		174,188
Low-Income MultiFamily Retrofit	0	0	0	0	0	0	0		0
Statewide Marketing & Education	0	10,750	0	0	0	10,750	0		10,750
Low-Income Energy Affordability Network Funding	3,271	0	0	0	0	3,271	0		3,271

DOER Assessment	0	0	0	175	0	175	0		175
Commercial & Industrial (total)	\$24,197	\$29,938	\$198,663	\$27,635	\$13,029	\$293,463	\$15,789	\$81,004	\$390,257
C&I New Construction & Major Renovation	9,333	2,872	48,820	5,744	5,026	71,794	4,376		76,170
C&I Retrofit	12,444	3,829	138,023	7,658	6,701	168,656	10,279		178,935
C&I Direct Install	2,420	838	11,819	2,234	1,303	18,613	1,134		19,748
Workforce Development	0	0	0	10,000	0	10,000	0		10,000
Business Energy Analyzer	0	0	0	0	0	0	0		0
Deep Energy Retrofit	0	0	0	0	0	0	0		0
Statewide Marketing & Education	0	22,400	0	0	0	22,400	0		22,400
EEAC Consultants	0	0	0	1,000	0	1,000	0		1,000
DOER Assessment	0	0	0	1,000	0	1,000	0		1,000
GRAND TOTAL	\$80,438	\$90,281	\$460,340	\$101,120	\$37,746	\$769,925	\$41,424	\$133,467	\$944,817

Program Administrator Budget, 2012 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$32,458	\$41,381	\$247,566	\$43,671	\$14,809	\$379,885	\$20,878	\$45,861	\$446,624
Residential New Construction & Major Renovations	4,508	2,254	22,887	2,774	2,254	34,677	2,484		37,161
Residential Heating and Water Heating	12,413	9,457	122,033	19,506	7,093	170,503	10,891		181,394
MassSAVE	5,252	1,123	0	1,125	0	7,500	0		7,500
Weatherization Program	9,221	3,547	98,390	7,093	4,965	123,216	7,503		130,719
Multifamily Retrofit	0	0	0	0	0	0	0		0
O Power	0	0	0	0	0	0	0		0
Deep Energy Retrofit	1,064	0	4,256	1,277	497	7,093	0		7,093
Residential Building Practices and Demonstration Program	0	0	0	0	0	0	0		0
Energy Analysis: Internet Audit Program	0	0	0	0	0	0	0		0
Workforce Development	0	0	0	5,000	0	5,000	0		5,000
Statewide Marketing & Education	0	25,000	0	0	0	25,000	0		25,000
EEAC Consultants	0	0	0	3,448	0	3,448	0		3,448
DOER Assessment	0	0	0	3,448	0	3,448	0		3,448

Low Income (total)	\$29,535	\$35,771	\$109,962	\$36,917	\$12,254	\$224,440	\$12,537	\$11,453	\$248,430
Low-Income Single Family Retrofit	25,530	16,748	109,962	36,742	12,254	201,237	12,537		213,774
Low-Income MultiFamily Retrofit	0	0	0	0	0	0	0		0
Statewide Marketing & Education	0	19,024	0	0	0	19,024	0		19,024
Low-Income Energy Affordability Network Funding	4,005	0	0	0	0	4,005	0		4,005
DOER Assessment	0	0	0	175	0	175	0		175
Commercial & Industrial (total)	\$36,245	\$38,758	\$267,439	\$39,456	\$16,971	\$398,868	\$20,582	\$99,394	\$518,844
C&I New Construction & Major Renovation	16,365	4,364	68,731	12,001	7,637	109,097	5,704		114,801
C&I Retrofit	18,183	4,849	191,798	13,334	8,485	236,649	13,399		250,048
C&I Direct Install	1,697	545	6,909	2,121	849	12,122	1,479		13,601
Workforce Development	0	0	0	10,000	0	10,000	0		10,000
Business Energy Analyzer	0	0	0	0	0	0	0		0
Deep Energy Retrofit	0	0	0	0	0	0	0		0
Statewide Marketing & Education	0	29,000	0	0	0	29,000	0		29,000
EEAC Consultants	0	0	0	1,000	0	1,000	0		1,000
DOER Assessment	0	0	0	1,000	0	1,000	0		1,000
GRAND TOTAL	\$98,237	\$115,911	\$624,967	\$120,045	\$44,034	\$1,003,193	\$53,997	\$156,708	\$1,213,898

Program Administrator Budget, 2010-2012 (1)									
Program	Program Costs								
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Performance Incentive (2)	Lost Base Revenue (3)	Total PA Costs
Residential (total)	\$107,899	\$147,613	\$560,903	\$147,984	\$46,491	\$1,010,890	\$58,765	\$0	\$1,069,654
Residential New Construction & Major Renovations	24,398	13,170	155,700	25,810	10,719	229,798	15,553	0	245,351
Residential Heating and Water Heating	13,305	4,221	69,802	7,320	4,336	98,985	5,756	0	104,741
MassSAVE	9,221	3,547	98,390	7,093	4,965	123,216	7,503	0	130,719
Weatherization Program	777	0	3,108	932	363	5,180	0	0	5,180
Multifamily Retrofit	929	0	3,717	1,115	434	6,195	0	0	6,195
O Power	1,064	0	4,256	1,277	497	7,093	0	0	7,093
Deep Energy Retrofit	0	0	0	2,000	0	2,000	0	0	0
Residential Building Practices and Demonstration Program	0	14,800	0	0	0	14,800	0	0	2,000
Energy Analysis: Internet Audit Program	0	14,800	0	5,000	0	19,800	0	0	19,800

Workforce Development	0	19,100	0	6,716	0	25,816	0	0	25,816
Statewide Marketing & Education	0	25,000	0	4,389	0	29,389	0	0	29,389
EEAC Consultants	18,278	18,180	68,052	29,391	7,584	141,485	10,167	7,240	158,892
DOER Assessment	39,926	34,796	157,878	56,940	17,594	307,135	19,785	9,266	336,186
Low Income (total)	\$83,544	\$109,345	\$493,887	\$91,219	\$38,240	\$816,235	\$49,456	\$11,453	\$877,144
Low-Income Single Family Retrofit	25,530	24,563	109,962	36,742	12,254	209,051	12,537	0	221,588
Low-Income MultiFamily Retrofit	2,478	10,750	0	0	0	13,228	0	0	13,228
Statewide Marketing & Education	3,271	19,024	0	150	0	22,445	0	0	22,445
Low-Income Energy Affordability Network Funding	21,369	23,010	150,228	22,395	9,350	226,352	16,688	45,106	288,145
DOER Assessment	30,895	31,999	233,697	31,932	16,636	345,159	20,231	81,004	446,394
Commercial & Industrial (total)	\$193,694	\$242,486	\$1,208,802	\$249,424	\$91,403	\$1,985,809	\$116,138	\$99,394	\$2,201,341
C&I New Construction & Major Renovation	30,545	8,794	215,237	21,262	15,273	291,110	17,135	0	308,245
C&I Retrofit	20,603	5,686	203,618	25,068	9,788	264,762	14,533	0	279,296
C&I Direct Install	1,697	545	6,909	12,121	849	22,122	1,479	0	23,601
Workforce Development	0	0	0	10,000	0	10,000	0	0	10,000
Business Energy Analyzer	0	17,600	0	0	0	17,600	0	0	40,000
Deep Energy Retrofit	0	22,400	0	750	0	23,150	0	0	40,000
Statewide Marketing & Education	0	29,000	0	1,750	0	30,750	0	0	30,750
EEAC Consultants	60,411	68,179	322,699	76,353	27,748	555,389	41,566	93,033	689,988
DOER Assessment	80,438	90,281	460,340	102,120	37,746	770,925	41,424	133,467	945,817
GRAND TOTAL	\$385,137	\$499,444	\$2,263,592	\$488,627	\$176,134	\$3,812,934	\$224,358	\$110,847	\$4,148,139
Notes:									

(1) All parties would refer to common definitions (in Appendix I) for allocation of costs.

(2) Values listed in this table represent pre-tax performance incentive amounts. See Section IV.H. Shareholder Performance Incentives for supporting calculations.

(3) Incremental LBR only. These numbers will not correspond with the total LBR in Table IV. I. Cost Recovery.

(4) The Total PA Budget is the sum of Total TRC Costs and LBR.