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August 1, 2016

Mark D. Marini, Secretary
Department of Public Utilities
One South Station
Boston, Massachusetts 02110

Re: NSTAR Electric Company and Western Massachusetts Electric Company, each d/b/a Eversource Energy, D.P.U. 16-130
2013-2015 Energy Efficiency Term Report

Dear Secretary Marini:

On behalf of NSTAR Electric Company and Western Massachusetts Electric Company, each d/b/a Eversource Energy (collectively, the "Companies"), enclosed is the Companies' 2013-2015 Energy Efficiency Term Report for filing with the Department of Public Utilities (the "Department").[1] Plan Year 2015 was the third (and final) year of implementation under the *2013-2015 Massachusetts Joint Statewide Three-Year Electric and Gas Energy Efficiency Plan*, as reviewed and approved by the Department in D.P.U. 12-100 through D.P.U. 12-111. The Companies respectfully request that the Department approve the 2013-2015 Energy Efficiency Term Report and approve total costs in the amount of $686,582,184 associated with implementing its energy efficiency programs. The Companies further request approval to collect $47,897,788 in performance incentives and, for NSTAR Electric only, $121,384,986 in lost base revenues.[2] Also enclosed is a Motion for Protective Treatment of Confidential Information related to Appendix F, the vendor invoice summary, which is being filed in redacted form as well as confidentially under separate cover.

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1 This report is being submitted pursuant to D.P.U. 11-120-A, Phase II (2013) (approving revised Energy Efficiency Guidelines) and D.P.U. 11-120-B (June 2, 2016) (approving an Energy Efficiency Three-Year Term Report Template).

2 Western Massachusetts Electric Company is subject to a revenue decoupling mechanism and does not collect lost base revenues associated with energy efficiency program implementation.

The Massachusetts Energy Efficiency Program Administrators[3] (the "Program Administrators" or "PAs") successfully delivered on very ambitious energy savings goals for the 2013-2015 term - attaining historic levels of energy savings while maintaining budgetary control and complying with the directive of the Green Communities Act to seek all available cost-effective energy efficiency opportunities.

As in past years, the key to the PAs' success during the 2013-2015 plan term was their knowledge of, and relationship with, their customers. This knowledge base allowed the PAs to focus on: (1) meeting customer needs; (2) facilitating deeper energy savings; (3) reaching more customers; (4) addressing barriers to participation; and (5) using sophisticated data analysis and research techniques to improve programs.

Meeting Customer Needs – As in previous terms, the PAs continue to enhance the energy efficiency programs to meet the needs of customers and improve their overall experience with the programs. Customer-focused program designs help drive customer willingness to adopt measures, which in turn increases overall energy savings. During the 2013-2015 term, the PAs integrated electric and gas programs in the C&I sector, increased program offerings (more LEDs, addressing pre-weatherization barriers, early boiler/furnace replacement initiatives), improved the customer experience in the Multi-Family program, explored strategies to serve moderate income customers, and provided energy efficiency services to new construction/major renovation projects for customers impacted by the severe weather in Western Massachusetts.

One of the strategies used by the PAs to create a customer-focused program is market segmentation. Market segmentation strategies allowed the PAs to create targeted approaches and helped the PAs attain their 2013-2015 goals. Understanding a customer's unique needs requires identifying and targeting subsets of customers who have similar needs, interests, and priorities. For example, the PAs worked with stakeholders to develop strategies to more effectively serve the needs of the commercial real estate community and continued to advance the Main Streets delivery model to effectively serve smaller commercial customers. The PAs also undertook targeted outreach to certain market segments such as the healthcare sector and grocery stores.

Facilitating Deeper Energy Savings – During the 2013-2015 term, the PAs continued to build on successful programs and strategies that seek deeper energy-savings opportunities for each program participant. Some of the PAs' accomplishments include:

- Developing a whole-house approach to energy savings through the Efficient Neighborhoods+ initiative which was designed to develop strategies to reach hard-to-reach customers

[3] The Massachusetts Program Administrators are: Bay State Gas Company, d/b/a Columbia Gas of Massachusetts; The Berkshire Gas Company; Blackstone Gas Company; Boston Gas Company, Colonial Gas Company, Massachusetts Electric Company and Nantucket Electric Company each d/b/a National Grid; Cape Light Compact; Fitchburg Gas and Electric Light Company d/b/a Unitil; NSTAR Electric Company, NSTAR Gas Company and Western Massachusetts Electric Company, each d/b/a Eversource Energy; and Liberty Utilities (New England Natural Gas Company) Corp. d/b/a Liberty Utilities.

- Incorporating LEDs and advanced power strips into the instant savings measures customers receive
- Using evaluation research to identify ways to encourage deeper savings
- Using multi-year agreements to encourage greater participation and deeper savings over time
- Developing a statewide Memorandum of Understanding with the Division of Capital Asset Management and Maintenance (DCAMM) to support energy efficiency projects under the Accelerated Energy Program and drastically increase the penetration of high efficiency equipment in state owned/operated buildings

Reaching More Customers – The PAs also concentrated on reaching more customers in all customer segments throughout the Commonwealth. For example, the PAs built upon their joint statewide marketing efforts by utilizing a single, comprehensive website as a central repository to educate customers and provide access to energy efficiency program information. The PAs deployed a Mass Save® Awareness Campaign, advertising through a multi-channel approach to reach new customers in new ways, including through digital applications. In another marketing initiative, the PAs developed new co-branded materials for incorporation into the suite of materials that contractors use for marketing. Another great example of the PAs' successful efforts to reach more customers and leverage trade allies is the recruitment of non-participating builders in the over 100 communities that adopted the "Stretch Energy Code" to support the implementation of the programs and stretch codes.

Addressing Barriers to Participation – A key to the increase in customer participation during the term was the PAs successfully addressing long-standing participant challenges in the hard-to-reach and hard-to-serve customer segments. Through the Multi-Family Retrofit core initiative, the PAs developed a streamlined delivery of packaged, comprehensive energy efficiency offerings. The PAs also sought to increases delivery of services to moderate-income communities during the 2013-2015 term through Efficient Neighborhoods+ initiative, which was implemented and evaluated during the term. Also, the Low-Income Best Practices Group worked towards standardizing marketing materials and adopting best practices statewide.

Using Sophisticated Data Analysis and Research Techniques – The PAs have also focused on using sophisticated data analysis, evaluation, marketing, and market research techniques to continuously improve the programs. Examples include:

- The PAs developed Mass Save Data ("MSD") – an online, publicly accessible database with measure level and geographic data. MSD provides data on both a PA-specific and statewide basis, and allows the public to download data to Excel or PDF formats. Through MSD, the public can access usage, savings, and customer incentive amounts at the zip code level, by customer sector, subject to aggregation standards for confidentiality. Users can also find data on greenhouse gas emissions, Home Energy Services delivery, and cost-to-achieve.

- The Evaluation Management Committee formed a strategic planning subcommittee which held productive meetings involving over 70 people, including DPU and DOER, the EEAC consultants, evaluation contractors, and stakeholders. In order to inform a long-term strategic vision and improve the efficiency of the evaluation process, the PAs also held an Evaluation Planning Summit in February 2015 that helped guide the development the Strategic Evaluation Plan for the 2016-2018 Three-Year Plan. The Strategic Evaluation Plan outlines research areas and specific research topics, including several topics that were consolidated to improve administrative efficiency and cross-sector coordination.
- The Residential and Commercial Massachusetts Technical Assessment Committees have joined to share information and analysis of new measures and approaches.
- PAs have worked to combine data and conduct residential and C&I customer profile studies to assess market saturation and segmentation.

These accomplishments demonstrate the PAs' continued commitment throughout the 2013-3015 term to building on their experience delivering energy efficiency programs and leveraging their good working relationships to coordinate their efforts and share ideas and best practices.

The PAs' delivery on the very ambitious goals established in the 2013-2015 Three-Year Plan, along with the new innovations and responsive programming, demonstrates that the energy efficiency programs during the term were an outright success for customers in Massachusetts. During the term, on a statewide basis, the Program Administrators achieved unprecedented levels of savings and benefits within budget, and look forward to continuing these efforts and achieving additional successes going forward.

Thank you for your time and attention to this matter. If you have any questions, please do not hesitate to contact me.

Very truly yours,

John K. Habib

Enclosures

cc: Jeffrey Leupold, Department of Public Utilities
Clayton Hale, Department of Public Utilities (via e-mail only)
Caroline Conti, Department of Public Utilities (via e-mail only)
Shane Early, Department of Public Utilities (via e-mail only)

Donald Boecke, Office of the Attorney General
Steven Venezia, Department of Energy Resources
Jerrold Oppenheim, Low-Income Energy Affordability Network
Members of the Energy Efficiency Advisory Council (via e-mail only)

COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES

NSTAR Electric Company/ Western Massachusetts Electric Company each d/b/a Eversource Energy	)))	D.P.U. 16-130

MOTION OF NSTAR ELECTRIC COMPANY/WESTERN MASSACHUSETTS ELECTRIC COMPANY, EACH D/B/A EVERSOURCE ENERGY FOR PROTECTIVE TREATMENT OF CONFIDENTIAL INFORMATION

I. INTRODUCTION

NSTAR Electric Company and Western Massachusetts Electric Company, each d/b/a Eversource Energy (individually "NSTAR Electric" and WMECo") (collectively "Eversource Energy" or the "Companies") hereby request that the Department of Public Utilities (the "Department") grant protection from public disclosure of certain confidential, competitively sensitive and proprietary information submitted in this proceeding in accordance with G.L. c. 25, § 5D and 220 C.M.R. § 1.04(5)(e). Specifically, the Companies requests that the Department protect from public disclosure non-public vendor pricing information in Appendix F - Invoice Summary Table ("Confidential Documents"). As discussed below, public disclosure of this information would reveal the Companies' proprietary, confidential pricing information, disclosure of which could harm the competitive business position of the Companies and their vendors.

II. STANDARD OF REVIEW

The Department is authorized to protect from public disclosure "trade secrets, confidential, competitively sensitive or other proprietary information provided in the course of proceedings." G.L. c. 25, § 5D. In interpreting this statute, the Department has held that

G.L. c. 25, § 5D, "places the burden of proof on companies requesting confidential treatment." The Berkshire Gas Company et al., D.P.U. 93-187/188/189/190, at 20 (1994).

Accordingly, a party seeking to protect information from public disclosure must demonstrate that: (1) the information for which protection is sought constitutes trade secrets, confidential, competitively sensitive or other proprietary information; and (2) there is a need to ensure nondisclosure of the information. The Berkshire Gas Company et al., D.T.E. 01-41, at 17 (2001); Western Massachusetts Electric Company, D.T.E. 99-56, at 4 (1999). In assessing the need for nondisclosure, the Department will consider the interests at stake, the likely harm that would result from public disclosure of information, and the public policy implications of such disclosure. See, e.g., D.P.U. 93-187/188/189/190, at 20-23; Boston Gas Company, D.P.U. 92-259, at 106 (1993), Essex County Gas Company, D.P.U. 96-105, at 2-3 (1996). Where a party proves such a need, the Department will protect only so much of the information as is necessary to meet the need for nondisclosure and may limit the length of time that such protection is in effect. D.T.E. 01-41, at 17-18; D.T.E. 99-56, at 4; D.P.U. 93-187/188/189/190, at 20.

III. ARGUMENT

The Companies seek to protect from public disclosure non-public vendor pricing. The pricing information constitutes proprietary, competitively sensitive customer and business information that the Companies considers, and treats as, confidential. Disclosure of this information could inhibit the Companies' ability in the future to obtain these services at competitive rates. For the reasons discussed below, this information should be given confidential treatment.

The Confidential Documents contain proprietary, confidential pricing information, the disclosure of which could harm the competitive business position of the Companies and their vendors. The Companies seek to protect from public disclosure individual vendor pricing

entries. Specifically, the Companies have long-term alliance arrangements with the vendors listed in the Invoice Summary Table. These arrangements are still in effect and provide for special rate structures. Disclosing this cost information could provide an advantage to other parties in negotiations and jeopardize the ability of the Companies to ensure that customers are being served by the lowest cost option. Protecting this proprietary, competitively sensitive information from the public domain will help foster a more cost-effective energy efficiency effort that ultimately benefits the Companies customers.

The Department has previously found that pricing information is competitively sensitive, confidential information that warrants protective treatment. See Boston Gas Company and Colonial Gas Company each d/b/a National Grid, D.P.U. 12-56/13-116, Hearing Officer Ruling (December 10, 2014) (protecting vendor pricing information); The Berkshire Gas Company, D.P.U. 11-RCS-07, Hearing Officer Ruling (January 10, 2012) (protecting cost of RCS assessments); Aquarion Water Company of Massachusetts, Inc., D.P.U. 11-43, Hearing Officer Ruling on Motion for Confidential Treatment (Nov. 9, 2011) (protecting legal expenses and other competitively sensitive information); Milford Water Company, D.P.U. 10-78, Hearing Officer Ruling on Motion for Confidential Treatment (Feb. 24, 2011) (protecting electronic spreadsheets and hourly rates of consultants); East Northfield Water Company, D.P.U. 11-50, Hearing Officer Rulings (March 19, 2012) (granting motions dated November 18, 2011 and January 18, 2012). In the past, the Department has also granted protective treatment for pricing information because public disclosure of the information could weaken the bargaining position of the Companies in future negotiations and, thus, jeopardize the ability of the Companies to ensure that customers are being served by the lowest cost option. See Bay State Gas Company, D.T.E. 04-111, Hearing Officer Ruling at 4-5 (January 31, 2005) (allowing confidential

treatment of various pricing provisions and other competitively sensitive and/or proprietary information); New England Gas Company, D.P.U. 07-46, Hearing Officer Ruling at 7 (August 23, 2007) (allowing motion for confidential treatment, finding price terms are confidential and competitively sensitive); see also Western Massachusetts Electric Company, D.T.E. 99-101, at 3 (2002), citing Boston Edison Company, D.T.E. 99-16 (1999); Western Massachusetts Electric Company, D.T.E. 99-56 (1999); Canal Electric Company/Cambridge Electric Light Company/Commonwealth Electric Company, D.T.E. 02-34 (Tr. A at 19 (June 12, 2002)) and Cambridge Electric Light Company, D.T.E. 01-94 (May 9, 2002 Approval by the Department of Amended Motion of Cambridge Electric Light Company for a Protective Order).

The Companies seek protection of cost information of services necessary in its energy efficiency programs. Protection of these pricing terms found in the Confidential Documents will allow the Companies to procure the most cost-efficient response to support its customers. Accordingly, the Companies request that the Department protect from public disclosure the pricing information in the Confidential Documents to avoid providing potential vendors with a negotiating advantage that may lead to higher prices for the Companies' customers than would otherwise be achievable.

Further, the Companies have not previously disclosed to the public the pricing information contained in the Confidential Documents. To the Companies' knowledge, the Companies' vendor pricing is not otherwise available in the public domain. Protecting this information from public disclosure will not adversely affect the public interest.

IV. CONCLUSION

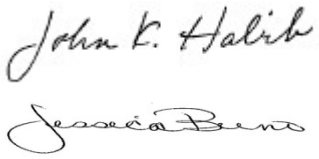
The Department has consistently held that vendor bid and price information, and the Companies' strategic use thereof, are considered to be proprietary, confidential and/or competitively sensitive. The Companies request that the vendor pricing be granted confidential treatment for a period of two years from the date of the Department's final order in this proceeding. Should the Department allow this motion, the Companies reserve the right to renew their request for confidential treatment consistent with Department precedent.

WHEREFORE, the Companies respectfully request that the Department grant its motion for protective treatment of confidential information.

Respectfully submitted by,

NSTAR Electric Company/
Western Massachusetts Electric Company
each d/b/a Eversource Energy

By their attorneys,



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John K. Habib, Esq.
Jessica C. Buno, Esq.
Keegan Werlin LLP
265 Franklin Street
Boston, Massachusetts 02110
(617) 951-1400

Dated: August 1, 2016

THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES

NSTAR Electric Company/ Western Massachusetts Electric Company each d/b/a Eversource Energy	))))	D.P.U. 16-126

CERTIFICATE OF SERVICE

I certify that I have this day served the foregoing upon the Department of Public Utilities and the Service List in the above-docketed proceeding in accordance with the requirements of 220 C.M.R. § 1.05.

Jessica C. Buno

Dated: August 1, 2016

COMMONWEALTH OF MASSACHUSETTS

DEPARTMENT OF PUBLIC UTILITIES

NSTAR Electric Company and Western Massachusetts Electric Company each d/b/a Eversource Energy	)	D.P.U. 16-130

APPEARANCE OF COUNSEL

In the above-referenced proceeding, we the undersigned hereby appear for and on behalf of NSTAR Electric Company and Western Massachusetts Electric Company, each d/b/a Eversource Energy.

Respectfully Submitted,

John K. Habib, Esq.
Jessica C. Buno, Esq.
Keegan Werlin LLP
265 Franklin Street
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Dated: August 1, 2016

2013-2015

EVERSOURCE ENERGY

Energy Efficiency Term Report

D.P.U. 16-130

NSTAR Electric & Western Massachusetts Electric
d/b/a Eversource Energy

August 1, 2016

NSTAR Electric Company
d/b/a Eversource Energy

D.P.U. 16-130

PART ONE
2013-2015 TERM REPORT DATA TABLES

Energy Efficiency Term Report Data Tables

Overview

Eversource Electric (NSTAR)

August 1, 2016

OVERVIEW

The following data tables provide a summary of the Program Administrator's benefits, costs, savings, and cost-effectiveness for 2013 through 2015. The 2013 through 2015 planned values are consistent with each Program Administrator's 2013-2015 Three-Year Plan. The 2013 through 2015 evaluated values are consistent with each Program Administrator's 2013-2015 Term Report.

SELECTIONS

By default, these data tables are set to show 2013-2015 total values, and compare planned to evaluated. These parameters can be adjusted by following the instructions provided on the "Selections" tab and changing the options on that tab.

BENEFIT-COST SCREENING MODEL

The primary supporting models used by the Program Administrators in preparing these data tables are the Benefit-Cost Screening models for each year in 2013 through 2015. The Benefit-Cost Screening models provide measure level savings and benefits, and are provided at Appendix A.

CORRECTIONS TO 2013 AND 2014

In performing a complete data review for this Term Report, the Program Administrators have updated certain limited data from 2013 and 2014 to correct errors. The data tables filed in this Term Report represent the final values for all three years. Additionally, updated Benefit-Cost Screening models for 2013 and 2014 that correspond to the final data tables are included at Appendix A.

Program Administrator Budget

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

Planned Budget

Program Administrator Budget

Program	PA Costs						Performance Incentive	Total PA Budget	PA Cost per Participant
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential	**10,678,748**	**12,971,274**	**112,402,829**	**36,077,413**	**6,366,088**	**178,496,352**	**8,477,015**	**186,973,367**	**$ 118**
1. Residential Whole House	5,896,080	4,552,556	70,919,286	25,231,765	4,678,364	111,278,051	6,143,993	117,422,044	$ 237
Residential New Construction & Major Renovation	326,026	483,248	3,593,273	572,613	328,516	5,303,676	239,661	5,543,337	$ 943
Residential Multi-Family Retrofit	1,224,922	320,897	15,524,590	2,726,552	866,427	20,663,388	231,369	20,894,757	$ 592
Residential Home Energy Services	4,183,642	3,748,411	51,801,423	17,383,300	3,329,700	80,446,476	5,598,616	86,045,092	$ 1,473
Residential Behavior/Feedback Program	161,490	-	-	4,549,300	153,720	4,864,510	74,347	4,938,857	$ 13
2. Residential Products	3,180,600	5,573,036	32,240,792	6,387,881	1,539,404	48,921,713	2,333,021	51,254,735	$ 47
Residential Cooling & Heating Equipment	612,462	423,906	6,319,192	1,200,839	96,209	8,652,608	242,475	8,895,083	$ 589
Residential Lighting	1,995,268	3,977,695	22,263,200	2,812,832	1,114,871	32,163,866	1,897,544	34,061,409	$ 36
Residential Consumer Products	572,870	1,171,435	3,658,400	2,374,210	328,325	8,105,240	193,002	8,298,242	$ 63
3. Residential Hard-to-Measure	1,602,068	2,845,682	9,242,751	4,457,767	148,320	18,296,588	-	18,296,588	
Residential Statewide Marketing		2,400,000				2,400,000	-	2,400,000	
Residential DOER Assessment	1,091,823				148,320	1,240,143	-	1,240,143	
Residential EEAC Consultants	-					-	-	-	
Residential Sponsorship & Subscriptions	240,000					240,000	-	240,000	
Residential HEAT Loan	-	-	9,242,751	1,092,620	-	10,335,371	-	10,335,371	
Residential Workforce Development	39,591	-	-	435,147	-	474,738	-	474,738	
Residential R&D and Demonstration	13,383	-	-	375,000	-	388,383	-	388,383	
Residential Education	217,271	445,682	-	2,555,000	-	3,217,953	-	3,217,953	
Low-Income	**5,082,017**	**1,275,343**	**43,296,259**	**9,300,195**	**2,198,082**	**61,151,896**	**1,181,289**	**62,333,184**	**$ 1,910**
4. Low-Income Whole House	3,427,040	1,035,343	43,296,259	9,300,195	2,148,642	59,207,479	1,181,289	60,388,767	$ 1,850
Low-Income New Construction	109,104	36,426	1,237,896	109,800	69,315	1,562,541	188,962	1,751,503	$ 741
Low-Income Single Family Retrofit	1,368,934	280,352	20,602,167	4,025,400	346,555	26,623,408	693,453	27,316,861	$ 2,335
Low-Income Multi-Family Retrofit	1,949,002	718,565	21,456,196	5,164,995	1,732,772	31,021,530	298,874	31,320,403	$ 1,677
5. Low-Income Hard-to-Measure	1,654,977	240,000			49,440	1,944,417	-	1,944,417	
Low-Income Statewide Marketing		240,000				240,000	-	240,000	
Low-Income DOER Assessment	363,942				49,440	413,382	-	413,382	
Low-Income Energy Affordability Network	1,291,035					1,291,035	-	1,291,035	
Commercial & Industrial	**42,303,692**	**13,056,664**	**252,614,095**	**52,736,787**	**11,258,046**	**371,969,284**	**24,220,039**	**396,189,323**	**$ 21,576**
6. C&I New Construction	9,761,123	3,631,451	47,598,476	15,339,030	2,740,351	79,070,431	6,105,958	85,176,390	$ 21,964
C&I New Construction	9,761,123	3,631,451	47,598,476	15,339,030	2,740,351	79,070,431	6,105,958	85,176,390	$ 21,964
7. C&I Retrofit	28,402,356	7,925,213	205,015,619	37,397,757	8,221,054	286,961,999	18,114,081	305,076,080	$ 21,038
C&I Retrofit	24,545,601	7,168,778	139,585,483	19,162,837	6,165,790	196,628,489	14,618,953	211,247,442	$ 43,998
C&I Direct Install	3,856,755	756,435	65,430,136	18,234,920	2,055,264	90,333,510	3,495,128	93,828,638	$ 9,850
8. C&I Hard-to-Measure	4,140,213	1,500,000			296,640	5,936,853	-	5,936,853	
C&I Statewide Marketing		1,500,000				1,500,000	-	1,500,000	
C&I DOER Assessment	2,183,646				296,640	2,480,286	-	2,480,286	
C&I EEAC Consultants	-					-	-	-	
C&I Sponsorships & Subscriptions	1,956,567					1,956,567	-	1,956,567	
Grand Total	**58,064,457**	**27,303,281**	**408,313,183**	**98,114,395**	**19,822,215**	**611,617,532**	**33,878,342**	**645,495,874**	**$ 391**

Program Administrator Budget

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

Evaluated Budget

Program Administrator Budget

Program	PA Costs						Performance Incentive	Total PA Budget	PA Cost per Participant
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential	**7,477,937**	**11,860,962**	**142,845,098**	**33,840,822**	**3,887,096**	**199,911,916**	**12,491,391**	**212,403,307**	**$ 52**
1. Residential Whole House	3,852,177	3,570,516	81,950,602	23,433,059	2,768,479	115,574,832	8,322,583	123,897,416	$ 157
Residential New Construction & Major Renovation	210,941	250,489	5,302,660	788,069	179,515	6,731,675	883,947	7,615,621	$ 767
Residential Multi-Family Retrofit	785,811	116,066	21,073,319	1,613,062	475,832	24,064,090	263,658	24,327,748	$ 1,525
Residential Home Energy Services	2,750,481	3,203,960	55,574,623	15,801,731	2,028,327	79,359,121	7,102,828	86,461,950	$ 2,470
Residential Behavior/Feedback Program	104,944	-	-	5,230,197	84,805	5,419,946	72,150	5,492,097	$ 8
2. Residential Products	2,045,265	5,500,669	42,169,686	5,904,581	1,091,654	56,711,855	4,168,807	60,880,662	$ 18
Residential Cooling & Heating Equipment	394,207	289,533	8,773,712	1,524,398	100,612	11,082,462	207,087	11,289,549	$ 359
Residential Lighting	1,281,258	4,025,197	29,963,552	2,607,896	793,067	38,670,970	3,731,532	42,402,502	$ 13
Residential Consumer Products	369,800	1,185,938	3,432,422	1,772,287	197,976	6,958,423	230,188	7,188,611	$ 68
3. Residential Hard-to-Measure	1,580,495	2,789,778	18,724,810	4,503,183	26,963	27,625,228	-	27,625,228	
Residential Statewide Marketing	-	2,193,461	-	-	-	2,193,461	-	2,193,461	
Residential DOER Assessment	1,190,508	-	-	-	26,963	1,217,471	-	1,217,471	
Residential EEAC Consultants	-	-	-	-	-	-	-	-	
Residential Sponsorship & Subscriptions	215,245	-	-	-	-	215,245	-	215,245	
Residential HEAT Loan	-	-	18,724,810	1,990,818	-	20,715,628	-	20,715,628	
Residential Workforce Development	24,594	-	-	177,543	-	202,137	-	202,137	
Residential R&D and Demonstration	9,438	-	-	208,273	-	217,711	-	217,711	
Residential Education	140,709	596,317	-	2,126,549	-	2,863,576	-	2,863,576	
Low-Income	**2,907,743**	**624,865**	**45,229,362**	**8,198,745**	**1,101,390**	**58,062,105**	**1,291,014**	**59,353,118**	**$ 1,407**
4. Low-Income Whole House	2,160,223	410,778	45,229,362	8,198,745	1,091,999	57,091,108	1,291,014	58,382,122	$ 1,384
Low-Income New Construction	71,230	7,777	618,533	103,495	41,617	842,653	78,994	921,647	$ 829
Low-Income Single Family Retrofit	861,980	199,617	16,608,405	2,613,056	181,698	20,464,757	750,177	21,214,935	$ 1,931
Low-Income Multi-Family Retrofit	1,227,013	203,384	28,002,423	5,482,194	868,684	35,783,698	461,842	36,245,540	$ 1,207
5. Low-Income Hard-to-Measure	747,519	214,087	-	-	9,391	970,997	-	970,997	
Low-Income Statewide Marketing	-	214,087	-	-	-	214,087	-	214,087	
Low-Income DOER Assessment	396,488	-	-	-	9,391	405,879	-	405,879	
Low-Income Energy Affordability Network	351,031	-	-	-	-	351,031	-	351,031	
Commercial & Industrial	**25,694,520**	**3,168,135**	**226,495,763**	**37,248,767**	**6,689,781**	**299,296,966**	**26,055,506**	**325,352,472**	**$ 11,701**
6. C&I New Construction	5,165,252	473,325	68,434,721	11,817,622	2,080,485	87,971,405	9,430,832	97,402,238	$ 4,971
C&I New Construction	5,165,252	473,325	68,434,721	11,817,622	2,080,485	87,971,405	9,430,832	97,402,238	$ 4,971
7. C&I Retrofit	16,161,116	1,479,935	158,061,043	25,431,145	4,555,320	205,688,558	16,624,674	222,313,232	$ 26,099
C&I Retrofit	14,528,408	925,371	92,885,216	11,901,918	4,232,815	124,473,729	13,414,948	137,888,677	$ 59,930
C&I Direct Install	1,632,709	554,563	65,175,826	13,529,226	322,504	81,214,829	3,209,726	84,424,555	$ 13,993
8. C&I Hard-to-Measure	4,368,152	1,214,874	-	-	53,977	5,637,003	-	5,637,003	
C&I Statewide Marketing	-	1,214,874	-	-	-	1,214,874	-	1,214,874	
C&I DOER Assessment	2,378,930	-	-	-	53,977	2,432,907	-	2,432,907	
C&I EEAC Consultants						-	-	-	
C&I Sponsorships & Subscriptions	1,989,221	-	-	-	-	1,989,221	-	1,989,221	
Grand Total	**36,080,200**	**15,653,962**	**414,570,223**	**79,288,335**	**11,678,267**	**557,270,986**	**39,837,911**	**597,108,897**	**$ 143**

Program Administrator Budget

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

Planned v. Evaluated Budget (%)

Program Administrator Budget

Program	PA Costs						Performance Incentive	Total PA Budget	PA Cost per Participant
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential	**-30%**	**-9%**	**27%**	**-6%**	**-39%**	**12%**	**47%**	**14%**	**-56%**
1. Residential Whole House	-35%	-22%	16%	-7%	-41%	4%	35%	6%	-34%
Residential New Construction & Major Renovation	-35%	-48%	48%	38%	-45%	27%	269%	37%	-19%
Residential Multi-Family Retrofit	-36%	-64%	36%	-41%	-45%	16%	14%	16%	158%
Residential Home Energy Services	-34%	-15%	7%	-9%	-39%	-1%	27%	0%	68%
Residential Behavior/Feedback Program	-35%			15%	-45%	11%	-3%	11%	-39%
2. Residential Products	-36%	-1%	31%	-8%	-29%	16%	79%	19%	-61%
Residential Cooling & Heating Equipment	-36%	-32%	39%	27%	5%	28%	-15%	27%	-39%
Residential Lighting	-36%	1%	35%	-7%	-29%	20%	97%	24%	-64%
Residential Consumer Products	-35%	1%	-6%	-25%	-40%	-14%	19%	-13%	8%
3. Residential Hard-to-Measure	-1%	-2%	103%	1%	-82%	51%		51%	
Residential Statewide Marketing		-9%				-9%		-9%	
Residential DOER Assessment	9%				-82%	-2%		-2%	
Residential EEAC Consultants									
Residential Sponsorship & Subscriptions	-10%					-10%		-10%	
Residential HEAT Loan			103%	82%		100%		100%	
Residential Workforce Development	-38%			-59%		-57%		-57%	
Residential R&D and Demonstration	-29%			-44%		-44%		-44%	
Residential Education	-35%	34%		-17%		-11%		-11%	
Low-Income	**-43%**	**-51%**	**4%**	**-12%**	**-50%**	**-5%**	**9%**	**-5%**	**-26%**
4. Low-Income Whole House	-37%	-60%	4%	-12%	-49%	-4%	9%	-3%	-25%
Low-Income New Construction	-35%	-79%	-50%	-6%	-40%	-46%	-58%	-47%	12%
Low-Income Single Family Retrofit	-37%	-29%	-19%	-35%	-48%	-23%	8%	-22%	-17%
Low-Income Multi-Family Retrofit	-37%	-72%	31%	6%	-50%	15%	55%	16%	-28%
5. Low-Income Hard-to-Measure	-55%	-11%			-81%	-50%		-50%	
Low-Income Statewide Marketing		-11%				-11%		-11%	
Low-Income DOER Assessment	9%				-81%	-2%		-2%	
Low-Income Energy Affordability Network	-73%					-73%		-73%	
Commercial & Industrial	**-39%**	**-76%**	**-10%**	**-29%**	**-41%**	**-20%**	**8%**	**-18%**	**-46%**
6. C&I New Construction	-47%	-87%	44%	-23%	-24%	11%	54%	14%	-77%
C&I New Construction	-47%	-87%	44%	-23%	-24%	11%	54%	14%	-77%
7. C&I Retrofit	-43%	-81%	-23%	-32%	-45%	-28%	-8%	-27%	24%
C&I Retrofit	-41%	-87%	-33%	-38%	-31%	-37%	-8%	-35%	36%
C&I Direct Install	-58%	-27%	0%	-26%	-84%	-10%	-8%	-10%	42%
8. C&I Hard-to-Measure	6%	-19%			-82%	-5%		-5%	
C&I Statewide Marketing		-19%				-19%		-19%	
C&I DOER Assessment	9%				-82%	-2%		-2%	
C&I EEAC Consultants									
C&I Sponsorships & Subscriptions	2%					2%		2%	
Grand Total	**-38%**	**-43%**	**2%**	**-19%**	**-41%**	**-9%**	**18%**	**-7%**	**-64%**

Notes:

- Where not otherwise indicated, budgets for each year are represented in nominal dollars (2013$, 2014$, 2015$).
- Refer to common definitions for allocation of costs.
- EEAC Consultant fees on the electric side do not get paid out of the PA's budgets, but are instead paid by the DOER out of the RGGI proceeds.

Program Savings

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

Planned Savings

Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings		Other Savings
		Annual Capacity (kW)		Energy (MWh)		(Therms)		(Annual, MMBTU)		(Annual, Gallons)
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Oil	Propane	Water
Residential	**1,515,641**	**35,750**	**72,049**	**324,013**	**2,018,761**	**114,587**	**1,044,600**	**401,866**	**10,401**	**27,758,265**
1. Residential Whole House	470,124	12,280	28,884	138,888	604,788	142,482	1,436,059	401,866	10,401	27,758,265
Residential New Construction & Major Renovation	5,622	852	885	4,751	53,217	73,139	823,681	904	4,872	805,386
Residential Multi-Family Retrofit	34,902	1,042	3,643	20,352	175,484	-	-	-	-	5,395,909
Residential Home Energy Services	54,600	4,208	8,993	34,200	296,502	69,343	612,378	400,962	5,529	21,556,970
Residential Behavior/Feedback Program	375,000	6,178	15,362	79,585	79,585	-	-	-	-	-
2. Residential Products	1,045,517	23,470	43,165	185,125	1,413,973	(27,895)	(391,459)	-	-	-
Residential Cooling & Heating Equipment	14,690	4,148	5,975	7,165	100,617	(27,895)	(391,459)	-	-	-
Residential Lighting	901,675	16,824	34,270	159,430	1,171,306	-	-	-	-	-
Residential Consumer Products	129,152	2,498	2,920	18,531	142,050	-	-	-	-	-
Low-Income	**32,010**	**2,668**	**7,877**	**27,971**	**270,506**	**95,996**	**1,185,112**	**64,514**	**195**	**1,563,728**
4. Low-Income Whole House	32,010	2,668	7,877	27,971	270,506	95,996	1,185,112	64,514	195	1,563,728
Low-Income New Construction	2,110	94	203	1,002	12,363	95,996	1,185,112	164	195	355,328
Low-Income Single Family Retrofit	11,400	1,261	2,360	10,427	109,599	-	-	62,498	-	1,208,400
Low-Income Multi-Family Retrofit	18,500	1,313	5,315	16,542	148,544	-	-	1,853	-	-
Commercial & Industrial	**17,240**	**150,559**	**97,092**	**1,155,662**	**16,034,625**	**(21,001,018)**	**(292,826,885)**	**-**	**-**	**13,131,765**
6. C&I New Construction	3,600	37,244	19,590	237,739	3,518,382	(398,990)	(5,912,603)	-	-	13,131,765
C&I New Construction	3,600	37,244	19,590	237,739	3,518,382	(398,990)	(5,912,603)	-	-	13,131,765
7. C&I Retrofit	13,640	113,315	77,502	917,923	12,516,243	(20,602,028)	(286,914,282)	-	-	-
C&I Retrofit	4,469	85,930	60,001	755,774	10,662,067	(19,036,145)	(269,008,370)	-	-	-
C&I Direct Install	9,171	27,385	17,501	162,149	1,854,176	(1,565,884)	(17,905,912)	-	-	-
Grand Total	**1,564,891**	**188,977**	**177,019**	**1,507,645**	**18,323,892**	**(20,790,435)**	**(290,597,174)**	**466,380**	**10,596**	**42,453,757**

Program Savings

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

Evaluated Savings											
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings		Other Savings
		Annual Capacity (kW)		Energy (MWh)		(Therms)		(Annual, MMBTU)		(Annual, Gallons)
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Oil	Propane	Water
Residential	**3,841,553**	**62,456**	**85,331**	**453,785**	**3,755,262**	**25,504**	**332,556**	**441,431**	**54,981**	**93,741,689**
1. Residential Whole House	736,433	28,260	42,393	202,931	1,260,911	48,325	779,014	441,344	54,213	60,604,259
Residential New Construction & Major Renovation	8,778	4,861	2,803	12,830	157,244	7,740	85,951	1,755	40,550	-
Residential Multi-Family Retrofit	15,779	1,221	7,560	24,760	223,185	-	-	-	-	4,299,402
Residential Home Energy Services	32,133	13,454	15,437	87,693	802,834	40,585	693,063	439,588	13,663	56,304,857
Residential Behavior/Feedback Program	679,743	8,724	16,594	77,648	77,648	-	-	-	-	-
2. Residential Products	3,105,120	34,196	42,938	250,854	2,494,351	(22,821)	(446,459)	87	768	33,137,430
Residential Cooling & Heating Equipment	30,886	1,723	2,335	10,039	152,870	(29,270)	(491,604)	-	-	-
Residential Lighting	2,971,476	29,864	38,397	225,843	2,226,231	-	-	-	-	-
Residential Consumer Products	102,758	2,608	2,206	14,972	115,250	6,449	45,146	87	768	33,137,430
Low-Income	**41,258**	**4,998**	**16,063**	**49,847**	**429,881**	**36,636**	**731,170**	**59,349**	**-**	**522,356**
4. Low-Income Whole House	41,258	4,998	16,063	49,847	429,881	36,636	731,170	59,349	-	522,356
Low-Income New Construction	1,017	366	166	695	9,874	36,636	731,170	-	-	-
Low-Income Single Family Retrofit	10,599	2,386	2,117	12,180	116,679	-	-	59,292	-	522,356
Low-Income Multi-Family Retrofit	29,642	2,246	13,780	36,973	303,329	-	-	56	-	-
Commercial & Industrial	**25,579**	**156,660**	**130,187**	**1,164,901**	**16,166,298**	**(15,113,823)**	**(260,306,783)**	**-**	**-**	**-**
6. C&I New Construction	17,698	70,243	46,701	421,229	5,486,107	(4,230,030)	(60,673,234)	-	-	-
C&I New Construction	17,698	70,243	46,701	421,229	5,486,107	(4,230,030)	(60,673,234)	-	-	-
7. C&I Retrofit	7,881	86,417	83,486	743,672	10,680,191	(10,883,793)	(199,633,549)	-	-	-
C&I Retrofit	2,077	61,499	68,035	596,537	8,911,992	(9,292,714)	(180,401,987)	-	-	-
C&I Direct Install	5,804	24,918	15,451	147,135	1,768,200	(1,591,080)	(19,231,562)	-	-	-
Grand Total	**3,908,390**	**224,113**	**231,581**	**1,668,533**	**20,351,442**	**(15,051,684)**	**(259,243,057)**	**500,779**	**54,981**	**94,264,045**

Program Savings

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

Planned v. Evaluated Savings (%)										
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings		Other Savings
		Annual Capacity (kW)		Energy (MWh)		(Therms)		(Annual, MMBTU)		(Annual, Gallons)
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Oil	Propane	Water
Residential	**153%**	**75%**	**18%**	**40%**	**86%**	**-78%**	**-68%**	**10%**	**429%**	**238%**
1. Residential Whole House	57%	130%	47%	46%	108%	-66%	-46%	10%	421%	118%
Residential New Construction & Major Renovation	56%	470%	217%	170%	195%	-89%	-90%	94%	732%	-100%
Residential Multi-Family Retrofit	-55%	17%	107%	22%	27%					-20%
Residential Home Energy Services	-41%	220%	72%	156%	171%	-41%	13%	10%	147%	161%
Residential Behavior/Feedback Program	81%	41%	8%	-2%	-2%					
2. Residential Products	197%	46%	-1%	36%	76%	-18%	14%			
Residential Cooling & Heating Equipment	110%	-58%	-61%	40%	52%	5%	26%			
Residential Lighting	230%	78%	12%	42%	90%					
Residential Consumer Products	-20%	4%	-24%	-19%	-19%					
Low-Income	**29%**	**87%**	**104%**	**78%**	**59%**	**-62%**	**-38%**	**-8%**	**-100%**	**-67%**
4. Low-Income Whole House	29%	87%	104%	78%	59%	-62%	-38%	-8%	-100%	-67%
Low-Income New Construction	-52%	291%	-18%	-31%	-20%	-62%	-38%	-100%	-100%	-100%
Low-Income Single Family Retrofit	-7%	89%	-10%	17%	6%			-5%		-57%
Low-Income Multi-Family Retrofit	60%	71%	159%	124%	104%			-97%		
Commercial & Industrial	**48%**	**4%**	**34%**	**1%**	**1%**	**-28%**	**-11%**			**-100%**
6. C&I New Construction	392%	89%	138%	77%	56%	960%	926%			-100%
C&I New Construction	392%	89%	138%	77%	56%	960%	926%			-100%
7. C&I Retrofit	-42%	-24%	8%	-19%	-15%	-47%	-30%			
C&I Retrofit	-54%	-28%	13%	-21%	-16%	-51%	-33%			
C&I Direct Install	-37%	-9%	-12%	-9%	-5%	2%	7%			
Grand Total	**150%**	**19%**	**31%**	**11%**	**11%**	**-28%**	**-11%**	**7%**	**419%**	**122%**

Program Benefits (2013$)

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

Program	Planned Benefits																			
	Electric Benefits								Non-Electric Resource Benefits											
	Capacity					Energy			Natural Gas Benefits			Other Resource Benefits							
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits	Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
Residential	**20,312,690**	**6,518,164**	**21,351,643**	**13,173,684**	**61,356,181**	**147,221,959**	**57,585,702**	**204,807,660**	**1,993,897**	**405,699**	**2,399,596**	**201,334,017**	**7,137,979**	**2,165,321**	**210,637,317**	**479,200,754**	**217,584,628**	**696,785,382**	**316**
1. Residential Whole House	8,734,625	2,179,652	7,139,916	3,153,393	21,207,585	45,377,869	15,048,235	60,426,104	2,424,270	491,336	2,915,606	201,334,017	7,137,979	2,165,321	210,637,317	295,186,612	205,299,522	500,486,135	628
Residential New Construction & Major Renovation	1,358,973	319,006	1,044,973	480,227	3,203,179	4,344,047	1,140,475	5,484,522	1,068,147	222,913	1,291,059	597,019	3,616,406	127,649	4,341,075	14,319,836	14,414,540	28,734,376	2,547
Residential Multi-Family Retrofit	591,730	204,313	669,270	468,553	1,933,866	12,831,614	4,893,418	17,725,032	-	-	-	-	-	408,153	408,153	20,067,051	5,720,187	25,787,238	575
Residential Home Energy Services	6,609,068	1,511,357	4,950,774	2,204,612	15,275,813	22,855,463	7,689,261	30,544,724	1,356,124	268,423	1,624,547	200,736,997	3,521,573	1,629,519	205,888,088	253,333,172	185,164,796	438,497,967	4,640
Residential Behavior/Feedback Program	174,854	144,976	474,898	-	794,728	5,346,745	1,325,080	6,671,826	-	-	-	-	-	-	-	7,466,554	-	7,466,554	20
2. Residential Products	11,578,065	4,338,513	14,211,728	10,020,291	40,148,596	101,844,090	42,537,467	144,381,557	(430,373)	(85,637)	(516,010)	-	-	-	-	184,014,142	12,285,106	196,299,248	176
Residential Cooling & Heating Equipment	3,887,609	1,104,639	3,618,481	2,504,507	11,115,236	8,019,486	1,984,461	10,003,947	(430,373)	(85,637)	(516,010)	-	-	-	-	20,603,173	2,124,631	22,727,804	1,403
Residential Lighting	6,683,520	2,811,938	9,211,105	6,514,910	25,221,472	83,712,377	36,077,855	119,790,232	-	-	-	-	-	-	-	145,011,704	10,160,475	155,172,179	161
Residential Consumer Products	1,006,935	421,936	1,382,142	1,000,874	3,811,887	10,112,227	4,475,151	14,587,378	-	-	-	-	-	-	-	18,399,265	-	18,399,265	142
Low-Income	**2,187,579**	**648,199**	**2,123,315**	**1,445,511**	**6,404,604**	**20,262,687**	**6,960,505**	**27,223,193**	**1,785,241**	**273,755**	**2,058,996**	**33,373,648**	**136,399**	**147,945**	**33,657,992**	**69,344,785**	**42,697,341**	**112,042,126**	**2,166**
4. Low-Income Whole House	2,187,579	648,199	2,123,315	1,445,511	6,404,604	20,262,687	6,960,505	27,223,193	1,785,241	273,755	2,058,996	33,373,648	136,399	147,945	33,657,992	69,344,785	42,697,341	112,042,126	2,166
Low-Income New Construction	140,645	33,688	110,353	55,947	340,633	993,571	262,711	1,256,282	1,785,241	273,755	2,058,996	102,413	136,399	56,475	295,287	3,951,199	11,813,913	15,765,112	1,873
Low-Income Single Family Retrofit	1,261,202	341,035	1,117,134	724,007	3,443,377	8,322,786	2,672,914	10,995,700	-	-	-	32,545,868	-	91,470	32,637,338	47,076,415	14,073,409	61,149,824	4,130
Low-Income Multi-Family Retrofit	785,732	273,476	895,828	665,557	2,620,593	10,946,330	4,024,880	14,971,211	-	-	-	725,367	-	-	725,367	18,317,171	16,810,019	35,127,190	990
Commercial & Industrial	**163,096,865**	**43,616,912**	**142,876,541**	**96,582,394**	**446,172,712**	**1,264,767,111**	**364,716,681**	**1,629,483,792**	**(288,149,166)**	**(54,167,226)**	**(342,316,392)**	**-**	**-**	**760,672**	**760,672**	**1,734,100,783**	**203,525,738**	**1,937,626,521**	**100,586**
6. C&I New Construction	40,307,320	10,918,614	35,766,259	23,744,645	110,736,838	291,945,444	79,934,042	371,879,486	(4,535,874)	(1,068,563)	(5,604,437)	-	-	760,672	760,672	477,772,560	-	477,772,560	132,715
C&I New Construction	40,307,320	10,918,614	35,766,259	23,744,645	110,736,838	291,945,444	79,934,042	371,879,486	(4,535,874)	(1,068,563)	(5,604,437)	-	-	760,672	760,672	477,772,560	-	477,772,560	132,715
7. C&I Retrofit	122,789,545	32,698,298	107,110,282	72,837,749	335,435,874	972,821,667	284,782,639	1,257,604,305	(283,613,292)	(53,098,663)	(336,711,955)	-	-	-	-	1,256,328,224	203,525,738	1,459,853,962	92,106
C&I Retrofit	98,758,834	25,783,961	84,460,890	55,945,748	264,949,434	833,393,617	233,743,401	1,067,137,019	(269,286,763)	(48,817,540)	(318,104,303)	-	-	-	-	1,013,982,150	150,338,348	1,164,320,498	226,892
C&I Direct Install	24,030,710	6,914,337	22,649,392	16,892,001	70,486,439	139,428,049	51,039,237	190,467,287	(14,326,529)	(4,281,123)	(18,607,652)	-	-	-	-	242,346,074	53,187,390	295,533,464	26,425
Grand Total	**185,597,133**	**50,783,275**	**166,351,499**	**111,201,588**	**513,933,496**	**1,432,251,757**	**429,262,888**	**1,861,514,645**	**(284,370,028)**	**(53,487,772)**	**(337,857,799)**	**234,707,664**	**7,274,378**	**3,073,938**	**245,055,980**	**2,282,646,322**	**463,807,707**	**2,746,454,029**	**1,459**

Program Benefits (2013$)

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

Program	Evaluated Benefits								Evaluated Benefits											
	Electric Benefits								Non-Electric Resource Benefits											
	Capacity					Energy			Natural Gas Benefits			Other Resource Benefits								
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits	Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
Residential	**49,429,545**	**13,692,414**	**44,852,435**	**25,527,666**	**133,502,060**	**292,433,575**	**99,999,682**	**392,433,256**	**489,979**	**155,979**	**645,958**	**222,965,493**	**33,746,136**	**8,288,266**	**264,999,894**	**791,581,168**	**216,621,020**	**1,008,202,188**	**206**
1. Residential Whole House	24,065,850	6,009,830	19,686,487	9,531,937	59,294,103	96,173,970	33,032,326	129,206,296	909,285	278,497	1,187,782	222,949,802	33,603,624	4,583,678	261,137,105	450,825,286	201,706,264	652,531,549	612
Residential New Construction & Major Renovation	10,470,477	2,195,487	7,191,788	2,808,027	22,665,779	13,107,693	3,306,735	16,414,428	173,891	-	173,891	1,188,030	26,424,360	-	27,612,390	66,866,488	5,519,731	72,386,220	7,618
Residential Multi-Family Retrofit	765,769	250,277	819,836	576,947	2,412,830	16,415,222	5,961,950	22,377,172	-	-	-	-	-	322,664	322,664	25,112,666	3,619,061	28,731,727	1,592
Residential Home Energy Services	12,603,319	3,361,671	11,011,872	6,146,963	33,123,825	61,417,158	22,577,874	83,995,032	735,394	278,497	1,013,891	221,761,772	7,179,264	4,261,014	233,202,050	351,334,798	192,567,471	543,902,269	10,934
Residential Behavior/Feedback Program	226,285	202,395	662,990	-	1,091,670	5,233,898	1,185,767	6,419,664	-	-	-	-	-	-	-	7,511,334	-	7,511,334	11
2. Residential Products	25,363,695	7,682,583	25,165,948	15,995,729	74,207,957	196,259,605	66,967,356	263,226,961	(419,307)	(122,518)	(541,824)	15,691	142,511	3,704,587	3,862,790	340,755,883	14,914,756	355,670,639	110
Residential Cooling & Heating Equipment	2,320,961	577,518	1,891,784	1,099,929	5,890,191	12,418,758	2,764,947	15,183,705	(453,558)	(209,351)	(662,909)	-	-	-	-	20,410,987	1,119,470	21,530,458	661
Residential Lighting	21,696,550	6,613,182	21,662,894	13,783,586	63,756,211	175,487,302	60,695,384	236,182,686	-	-	-	-	-	-	-	299,938,897	13,795,286	313,734,183	101
Residential Consumer Products	1,346,185	491,884	1,611,271	1,112,215	4,561,554	8,353,545	3,507,024	11,860,569	34,252	86,833	121,085	15,691	142,511	3,704,587	3,862,790	20,405,998	-	20,405,998	199
Low-Income	**3,881,748**	**1,160,297**	**3,800,803**	**2,470,651**	**11,313,498**	**31,958,292**	**11,666,389**	**43,624,682**	**722,557**	**141,029**	**863,585**	**31,032,114**	**-**	**39,155**	**31,071,269**	**86,873,035**	**30,099,402**	**116,972,437**	**2,106**
4. Low-Income Whole House	3,881,748	1,160,297	3,800,803	2,470,651	11,313,498	31,958,292	11,666,389	43,624,682	722,557	141,029	863,585	31,032,114	-	39,155	31,071,269	86,873,035	30,099,402	116,972,437	2,106
Low-Income New Construction	828,838	180,517	591,324	250,786	1,851,465	841,109	198,670	1,039,780	722,557	141,029	863,585	-	-	-	-	3,754,830	2,322,595	6,077,425	3,692
Low-Income Single Family Retrofit	1,949,972	565,534	1,852,526	1,225,689	5,593,721	8,869,864	3,105,872	11,975,736	-	-	-	31,000,640	-	39,155	31,039,795	48,609,252	13,546,488	62,155,740	4,586
Low-Income Multi-Family Retrofit	1,102,938	414,246	1,356,952	994,176	3,868,312	22,247,319	8,361,847	30,609,166	-	-	-	31,475	-	-	31,475	34,508,953	14,230,318	48,739,271	1,164
Commercial & Industrial	**185,699,714**	**47,002,772**	**153,967,651**	**96,056,150**	**482,726,288**	**1,302,205,594**	**367,593,937**	**1,669,799,532**	**(229,929,811)**	**(153,417,660)**	**(383,347,471)**	**-**	**-**	**-**	**-**	**1,769,178,349**	**286,962,866**	**2,056,141,215**	**69,165**
6. C&I New Construction	75,418,019	19,537,499	63,999,265	40,430,427	199,385,210	440,202,956	134,793,257	574,996,212	(45,766,690)	(48,288,560)	(94,055,250)	-	-	-	-	680,326,173	47,924,552	728,250,725	38,441
C&I New Construction	75,418,019	19,537,499	63,999,265	40,430,427	199,385,210	440,202,956	134,793,257	574,996,212	(45,766,690)	(48,288,560)	(94,055,250)	-	-	-	-	680,326,173	47,924,552	728,250,725	38,441
7. C&I Retrofit	110,281,695	27,465,273	89,968,386	55,625,724	283,341,077	862,002,639	232,800,681	1,094,803,319	(184,163,121)	(105,129,100)	(289,292,221)	-	-	-	-	1,088,852,176	239,038,315	1,327,890,491	138,162
C&I Retrofit	87,167,993	20,924,536	68,542,803	39,734,327	216,369,660	726,113,395	186,693,475	912,806,869	(169,081,320)	(92,984,496)	(262,065,816)	-	-	-	-	867,110,714	189,871,138	1,056,981,851	417,482
C&I Direct Install	23,113,702	6,540,736	21,425,583	15,891,396	66,971,417	135,889,244	46,107,206	181,996,450	(15,081,800)	(12,144,604)	(27,226,405)	-	-	-	-	221,741,463	49,167,177	270,908,639	38,205
Grand Total	**239,011,007**	**61,855,483**	**202,620,889**	**124,054,467**	**627,541,846**	**1,626,597,461**	**479,260,008**	**2,105,857,470**	**(228,717,276)**	**(153,120,652)**	**(381,837,928)**	**253,997,607**	**33,746,136**	**8,327,421**	**296,071,164**	**2,647,632,552**	**533,683,288**	**3,181,315,840**	**677**

Program Benefits (2013$)

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

Planned v. Evaluated Benefits (%)																			
Program	Electric Benefits								Non-Electric Resource Benefits										
	Capacity					Energy			Natural Gas Benefits			Other Resource Benefits				Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
Residential	**143%**	**110%**	**110%**	**94%**	**118%**	**99%**	**74%**	**92%**	**-75%**	**-62%**	**-73%**	**11%**	**373%**	**283%**	**26%**	**65%**	**0%**	**45%**	**-35%**
1. Residential Whole House	176%	176%	176%	202%	180%	112%	120%	114%	-62%	-43%	-59%	11%	371%	112%	24%	53%	-2%	30%	-3%
Residential New Construction & Major Renovation	670%	588%	588%	485%	608%	202%	190%	199%	-84%	-100%	-87%	99%	631%	-100%	536%	367%	-62%	152%	199%
Residential Multi-Family Retrofit	29%	22%	22%	23%	25%	28%	22%	26%						-21%	-21%	25%	-37%	11%	177%
Residential Home Energy Services	91%	122%	122%	179%	117%	169%	194%	175%	-46%	4%	-38%	10%	104%	161%	13%	39%	4%	24%	136%
Residential Behavior/Feedback Program	29%	40%	40%		37%	-2%	-11%	-4%								1%		1%	-45%
2. Residential Products	119%	77%	77%	60%	85%	93%	57%	82%	-3%	43%	5%					85%	21%	81%	-38%
Residential Cooling & Heating Equipment	-40%	-48%	-48%	-56%	-47%	55%	39%	52%	5%	144%	28%					-1%	-47%	-5%	-53%
Residential Lighting	225%	135%	135%	112%	153%	110%	68%	97%								107%	36%	102%	-37%
Residential Consumer Products	34%	17%	17%	11%	20%	-17%	-22%	-19%								11%		11%	39%
Low-Income	**77%**	**79%**	**79%**	**71%**	**77%**	**58%**	**68%**	**60%**	**-60%**	**-48%**	**-58%**	**-7%**	**-100%**	**-74%**	**-8%**	**25%**	**-30%**	**4%**	**-3%**
4. Low-Income Whole House	77%	79%	79%	71%	77%	58%	68%	60%	-60%	-48%	-58%	-7%	-100%	-74%	-8%	25%	-30%	4%	-3%
Low-Income New Construction	489%	436%	436%	348%	444%	-15%	-24%	-17%	-60%	-48%	-58%	-100%	-100%	-100%	-100%	-5%	-80%	-61%	97%
Low-Income Single Family Retrofit	55%	66%	66%	69%	62%	7%	16%	9%				-5%		-57%	-5%	3%	-4%	2%	11%
Low-Income Multi-Family Retrofit	40%	51%	51%	49%	48%	103%	108%	104%				-96%			-96%	88%	-15%	39%	18%
Commercial & Industrial	**14%**	**8%**	**8%**	**-1%**	**8%**	**3%**	**1%**	**2%**	**-20%**	**183%**	**12%**			**-100%**	**-100%**	**2%**	**41%**	**6%**	**-31%**
6. C&I New Construction	87%	79%	79%	70%	80%	51%	69%	55%	909%	4419%	1578%			-100%	-100%	42%		52%	-71%
C&I New Construction	87%	79%	79%	70%	80%	51%	69%	55%	909%	4419%	1578%			-100%	-100%	42%		52%	-71%
7. C&I Retrofit	-10%	-16%	-16%	-24%	-16%	-11%	-18%	-13%	-35%	98%	-14%					-13%	17%	-9%	50%
C&I Retrofit	-12%	-19%	-19%	-29%	-18%	-13%	-20%	-14%	-37%	90%	-18%					-14%	26%	-9%	84%
C&I Direct Install	-4%	-5%	-5%	-6%	-5%	-3%	-10%	-4%	5%	184%	46%					-9%	-8%	-8%	45%
Grand Total	**29%**	**22%**	**22%**	**12%**	**22%**	**14%**	**12%**	**13%**	**-20%**	**186%**	**13%**	**8%**	**364%**	**171%**	**21%**	**16%**	**15%**	**16%**	**-54%**

Cost-Effectiveness

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

Planned Cost-Effectiveness						
Program	B/C Ratio	Net Benefits	Total TRC Test Benefits	Costs		
				PA Budget	Participant Costs	Total TRC Test Costs
Residential	**3.00**	**464,651,255**	**696,785,382**	**181,696,188**	**50,437,939**	**232,134,127**
1. Residential Whole House	3.43	354,656,773	500,486,135	114,081,868	31,747,493	145,829,361
Residential New Construction & Major Renovation	1.12	2,974,843	28,734,376	5,392,133	20,367,399	25,759,532
Residential Multi-Family Retrofit	1.25	5,182,018	25,787,238	20,307,702	297,519	20,605,221
Residential Home Energy Services	4.63	343,836,823	438,497,967	83,578,569	11,082,575	94,661,144
Residential Behavior/Feedback Program	1.55	2,663,090	7,466,554	4,803,464	-	4,803,464
2. Residential Products	2.87	127,787,577	196,299,248	49,821,224	18,690,447	68,511,671
Residential Cooling & Heating Equipment	1.87	10,546,239	22,727,804	8,649,577	3,531,987	12,181,564
Residential Lighting	3.38	109,249,415	155,172,179	33,099,421	12,823,343	45,922,764
Residential Consumer Products	1.77	7,991,922	18,399,265	8,072,226	2,335,117	10,407,343
3. Residential Hard-to-Measure	-	(17,793,095)	-	17,793,095	-	17,793,095
Low-Income	**1.75**	**47,853,912**	**112,042,126**	**60,613,525**	**3,574,689**	**64,188,214**
4. Low-Income Whole House	1.80	49,746,307	112,042,126	58,721,130	3,574,689	62,295,819
Low-Income New Construction	2.99	10,488,208	15,765,112	1,702,215	3,574,689	5,276,904
Low-Income Single Family Retrofit	2.30	34,585,921	61,149,824	26,563,903	-	26,563,903
Low-Income Multi-Family Retrofit	1.15	4,672,178	35,127,190	30,455,012	-	30,455,012
5. Low-Income Hard-to-Measure	-	(1,892,396)	-	1,892,396	-	1,892,396
Commercial & Industrial	**3.57**	**1,395,423,471**	**1,937,626,521**	**385,384,576**	**156,818,475**	**542,203,050**
6. C&I New Construction	4.29	366,384,897	477,772,560	82,963,661	28,424,002	111,387,663
C&I New Construction	4.29	366,384,897	477,772,560	82,963,661	28,424,002	111,387,663
7. C&I Retrofit	3.43	1,034,816,294	1,459,853,962	296,643,194	128,394,473	425,037,667
C&I Retrofit	3.72	851,692,619	1,164,320,498	205,431,922	107,195,956	312,627,879
C&I Direct Install	2.63	183,123,675	295,533,464	91,211,272	21,198,517	112,409,789
8. C&I Hard-to-Measure	-	(5,777,720)	-	5,777,720	-	5,777,720
Grand Total	**3.28**	**1,907,928,638**	**2,746,454,029**	**627,694,289**	**210,831,103**	**838,525,391**

Cost-Effectiveness

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

Evaluated Cost-Effectiveness						
Program	B/C Ratio	Net Benefits	Total TRC Test Benefits	Costs		
				PA Budget	Participant Costs	Total TRC Test Costs
Residential	**3.15**	**688,249,448**	**1,008,202,188**	**206,291,136**	**113,661,604**	**319,952,740**
1. Residential Whole House	4.24	498,664,559	652,531,549	120,287,957	33,579,034	153,866,991
Residential New Construction & Major Renovation	3.04	48,587,966	72,386,220	7,374,467	16,423,787	23,798,254
Residential Multi-Family Retrofit	1.29	6,461,102	28,731,727	23,607,715	(1,337,090)	22,270,625
Residential Home Energy Services	5.31	441,437,179	543,902,269	83,972,752	18,492,337	102,465,090
Residential Behavior/Feedback Program	1.41	2,178,312	7,511,334	5,333,022	-	5,333,022
2. Residential Products	2.55	216,445,588	355,670,639	59,142,481	80,082,570	139,225,051
Residential Cooling & Heating Equipment	1.42	6,381,859	21,530,458	10,966,656	4,181,943	15,148,599
Residential Lighting	2.73	198,939,725	313,734,183	41,182,413	73,612,046	114,794,458
Residential Consumer Products	2.20	11,124,004	20,405,998	6,993,413	2,288,582	9,281,994
3. Residential Hard-to-Measure	-	(26,860,698)	-	26,860,698	-	26,860,698
Low-Income	**2.02**	**58,952,216**	**116,972,437**	**57,758,281**	**261,940**	**58,020,221**
4. Low-Income Whole House	2.05	59,898,269	116,972,437	56,812,227	261,940	57,074,168
Low-Income New Construction	5.24	4,918,647	6,077,425	896,838	261,940	1,158,778
Low-Income Single Family Retrofit	3.01	41,489,538	62,155,740	20,666,202	-	20,666,202
Low-Income Multi-Family Retrofit	1.38	13,490,084	48,739,271	35,249,187	-	35,249,187
5. Low-Income Hard-to-Measure	-	(946,054)	-	946,054	-	946,054
Commercial & Industrial	**4.05**	**1,548,711,907**	**2,056,141,215**	**316,075,395**	**191,353,913**	**507,429,308**
6. C&I New Construction	4.82	577,075,742	728,250,725	94,348,794	56,826,188	151,174,982
C&I New Construction	4.82	577,075,742	728,250,725	94,348,794	56,826,188	151,174,982
7. C&I Retrofit	3.79	977,119,897	1,327,890,491	216,242,868	134,527,725	350,770,593
C&I Retrofit	4.22	806,256,948	1,056,981,851	134,177,207	116,547,697	250,724,903
C&I Direct Install	2.71	170,862,949	270,908,639	82,065,662	17,980,028	100,045,690
8. C&I Hard-to-Measure	-	(5,483,732)	-	5,483,732	-	5,483,732
Grand Total	**3.59**	**2,295,913,571**	**3,181,315,840**	**580,124,812**	**305,277,457**	**885,402,269**

Cost-Effectiveness

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

Planned v. Evaluated Cost-Effectiveness (%)						
Program	B/C Ratio	Net Benefits	Total TRC Test Benefits	Costs		
				PA Budget	Participant Costs	Total TRC Test Costs
Residential	**5%**	**48%**	**45%**	**14%**	**125%**	**38%**
1. Residential Whole House	24%	41%	30%	5%	6%	6%
Residential New Construction & Major Renovation	173%	1533%	152%	37%	-19%	-8%
Residential Multi-Family Retrofit	3%	25%	11%	16%	-549%	8%
Residential Home Energy Services	15%	28%	24%	0%	67%	8%
Residential Behavior/Feedback Program	-9%	-18%	1%	11%		11%
2. Residential Products	-11%	69%	81%	19%	328%	103%
Residential Cooling & Heating Equipment	-24%	-39%	-5%	27%	18%	24%
Residential Lighting	-19%	82%	102%	24%	474%	150%
Residential Consumer Products	24%	39%	11%	-13%	-2%	-11%
3. Residential Hard-to-Measure		51%		51%		51%
Low-Income	**15%**	**23%**	**4%**	**-5%**	**-93%**	**-10%**
4. Low-Income Whole House	14%	20%	4%	-3%	-93%	-8%
Low-Income New Construction	76%	-53%	-61%	-47%	-93%	-78%
Low-Income Single Family Retrofit	31%	20%	2%	-22%		-22%
Low-Income Multi-Family Retrofit	20%	189%	39%	16%		16%
5. Low-Income Hard-to-Measure		-50%		-50%		-50%
Commercial & Industrial	**13%**	**11%**	**6%**	**-18%**	**22%**	**-6%**
6. C&I New Construction	12%	58%	52%	14%	100%	36%
C&I New Construction	12%	58%	52%	14%	100%	36%
7. C&I Retrofit	10%	-6%	-9%	-27%	5%	-17%
C&I Retrofit	13%	-5%	-9%	-35%	9%	-20%
C&I Direct Install	3%	-7%	-8%	-10%	-15%	-11%
8. C&I Hard-to-Measure		-5%		-5%		-5%
Grand Total	**10%**	**20%**	**16%**	**-8%**	**45%**	**6%**

Notes:

• The Green Communities Act requires that energy efficiency programs be cost-effective. G.L. c. 25, §§ 21(a), 21(b)(3). If a core initiative is not cost-effective, the Program Administrator has provided an explanation in its report filing.

Significant Variances

2013-2015 Variances

Eversource Electric (NSTAR)

August 1, 2016

Significant Variances												
Program	Total PA Costs			Lifetime MWh			Total Resource Benefits			Total Benefits		
	Planned	Actual	Planned v. Actual (%)	Planned	Preliminary	Planned v. Preliminary (%)	Planned	Preliminary	Planned v. Preliminary (%)	Preliminary	Evaluated	Preliminary v. Evaluated (%)
Residential	**178,496,352**	**199,911,916**	**12%**	**2,018,761**	**3,713,927**	**84%**	**479,200,754**	**755,628,248**	**58%**	**971,697,618**	**1,008,202,188**	**4%**
1. Residential Whole House	111,278,051	115,574,832	4%	604,788	1,165,052	93%	295,186,612	445,868,032	51%	644,754,952	652,531,549	1%
Residential New Construction & Major Renovation	5,303,676	6,731,675	***27%***	53,217	166,673	213%	14,319,836	66,695,143	366%	74,825,409	72,386,220	-3%
Residential Multi-Family Retrofit	20,663,388	24,064,090	***16%***	175,484	238,617	36%	20,067,051	26,795,325	34%	30,815,598	28,731,727	-7%
Residential Home Energy Services	80,446,476	79,359,121	-1%	296,502	685,665	131%	253,333,172	345,114,035	36%	531,850,416	543,902,269	2%
Residential Behavior/Feedback Program	4,864,510	5,419,946	***11%***	79,585	74,097	-7%	7,466,554	7,263,529	-3%	7,263,529	7,511,334	3%
2. Residential Products	48,921,713	56,711,855	16%	1,413,973	2,548,875	80%	184,014,142	309,760,217	68%	326,942,666	355,670,639	9%
Residential Cooling & Heating Equipment	8,652,608	11,082,462	***28%***	100,617	160,138	59%	20,603,173	21,088,596	2%	24,445,295	21,530,458	***-12%***
Residential Lighting	32,163,866	38,670,970	***20%***	1,171,306	2,273,487	94%	145,011,704	268,760,061	85%	282,585,812	313,734,183	***11%***
Residential Consumer Products	8,105,240	6,958,423	***-14%***	142,050	115,250	***-19%***	18,399,265	19,911,559	8%	19,911,559	20,405,998	2%
3. Residential Hard-to-Measure	18,296,588	27,625,228	51%		-		-	-		-	-	
Residential Statewide Marketing	2,400,000	2,193,461	-9%		-		-	-		-	-	
Residential DOER Assessment	1,240,143	1,217,471	-2%		-		-	-		-	-	
Residential EEAC Consultants	-	-			-		-	-		-	-	
Residential Sponsorship & Subscriptions	240,000	215,245	-10%		-		-	-		-	-	
Residential HEAT Loan	10,335,371	20,715,628	100%		-		-	-		-	-	
Residential Workforce Development	474,738	202,137	-57%		-		-	-		-	-	
Residential R&D and Demonstration	388,383	217,711	-44%		-		-	-		-	-	
Residential Education	3,217,953	2,863,576	-11%		-		-	-		-	-	
Low-Income	**61,151,896**	**58,062,105**	**-5%**	**270,506**	**423,276**	**56%**	**69,344,785**	**83,669,498**	**21%**	**112,638,412**	**116,972,437**	**4%**
4. Low-Income Whole House	59,207,479	57,091,108	-4%	270,506	423,276	56%	69,344,785	83,669,498	21%	112,638,412	116,972,437	4%
Low-Income New Construction	1,562,541	842,653	***-46%***	12,363	11,723	-5%	3,951,199	3,855,751	-2%	6,196,355	6,077,425	-2%
Low-Income Single Family Retrofit	26,623,408	20,464,757	***-23%***	109,599	104,912	-4%	47,076,415	45,108,509	-4%	57,898,566	62,155,740	7%
Low-Income Multi-Family Retrofit	31,021,530	35,783,698	***15%***	148,544	306,641	106%	18,317,171	34,705,238	89%	48,543,491	48,739,271	0%
5. Low-Income Hard-to-Measure	1,944,417	970,997	-50%		-		-	-		-	-	
Low-Income Statewide Marketing	240,000	214,087	-11%		-		-	-		-	-	
Low-Income DOER Assessment	413,382	405,879	-2%		-		-	-		-	-	
Low-Income Energy Affordability Network	1,291,035	351,031	-73%		-		-	-		-	-	
Commercial & Industrial	**371,969,284**	**299,296,966**	**-20%**	**16,034,625**	**16,220,722**	**1%**	**1,734,100,783**	**1,869,963,555**	**8%**	**2,123,801,413**	**2,056,141,215**	**-3%**
6. C&I New Construction	79,070,431	87,971,405	11%	3,518,382	5,489,803	56%	477,772,560	729,184,127	53%	747,898,533	728,250,725	-3%
C&I New Construction	79,070,431	87,971,405	***11%***	3,518,382	5,489,803	56%	477,772,560	729,184,127	53%	747,898,533	728,250,725	-3%
7. C&I Retrofit	286,961,999	205,688,558	-28%	12,516,243	10,730,919	-14%	1,256,328,224	1,140,779,428	-9%	1,375,902,880	1,327,890,491	-3%
C&I Retrofit	196,628,489	124,473,729	***-37%***	10,662,067	8,997,961	***-16%***	1,013,982,150	915,504,184	-10%	1,102,044,044	1,056,981,851	-4%
C&I Direct Install	90,333,510	81,214,829	***-10%***	1,854,176	1,732,958	-7%	242,346,074	225,275,244	-7%	273,858,836	270,908,639	-1%
8. C&I Hard-to-Measure	5,936,853	5,637,003	-5%	-	-		-	-		-	-	
C&I Statewide Marketing	1,500,000	1,214,874	-19%	-	-		-	-		-	-	
C&I DOER Assessment	2,480,286	2,432,907	-2%	-	-		-	-		-	-	
C&I EEAC Consultants	-	-		-	-		-	-		-	-	
C&I Sponsorships & Subscriptions	1,956,567	1,989,221	2%	-	-		-	-		-	-	
Grand Total	**611,617,532**	**557,270,986**	**-9%**	**18,323,892**	**20,357,926**	**11%**	**2,282,646,322**	**2,709,261,301**	**19%**	**3,208,137,443**	**3,181,315,840**	**-1%**

Notes:

• Significant variances, for which explanation are provided, are defined as:

(1) variances between planned and actual core initiative budget of ten percent or greater;

(2) variances between planned and preliminary core initiative total lifetime savings showing a decrease of ten percent or greater;

(3) variances between planned and preliminary core initiative total resource benefits showing a decrease of ten percent or greater; and

(4) variances between preliminary and evaluated core initiative total benefits of ten percent or greater;

• Cells highlighted in the above table indicate that an explanation is provided.

Administrative Costs

2013-2015 Program Planning and Administration Costs

Eversource Electric (NSTAR)
August 1, 2016

Administrative Costs								
Program	Planned			Actual			Planned v. Actual (%)	
	Total PA Budget	Program Planning and Administration	PPA as % of Total PA Budget	Total PA Budget	Program Planning and Administration	PPA as % of Total PA Budget	Program Planning and Administration	PPA as % of Total PA Budget
Residential	**178,496,352**	**10,678,748**	**6.0%**	**199,911,916**	**7,477,937**	**3.7%**	**-30%**	**-37%**
1. Residential Whole House	111,278,051	5,896,080	5.3%	115,574,832	3,852,177	3.3%	-35%	-37%
Residential New Construction & Major Renovation	5,303,676	326,026	6.1%	6,731,675	210,941	3.1%	-35%	-49%
Residential Multi-Family Retrofit	20,663,388	1,224,922	5.9%	24,064,090	785,811	3.3%	-36%	-45%
Residential Home Energy Services	80,446,476	4,183,642	5.2%	79,359,121	2,750,481	3.5%	-34%	-33%
Residential Behavior/Feedback Program	4,864,510	161,490	3.3%	5,419,946	104,944	1.9%	-35%	-42%
2. Residential Products	48,921,713	3,180,600	6.5%	56,711,855	2,045,265	3.6%	-36%	-45%
Residential Cooling & Heating Equipment	8,652,608	612,462	7.1%	11,082,462	394,207	3.6%	-36%	-50%
Residential Lighting	32,163,866	1,995,268	6.2%	38,670,970	1,281,258	3.3%	-36%	-47%
Residential Consumer Products	8,105,240	572,870	7.1%	6,958,423	369,800	5.3%	-35%	-25%
3. Residential Hard-to-Measure	18,296,588	1,602,068	8.8%	27,625,228	1,580,495	5.7%	-1%	-35%
Residential Statewide Marketing	2,400,000		0.0%	2,193,461	-	0.0%		
Residential DOER Assessment	1,240,143	1,091,823	88.0%	1,217,471	1,190,508	97.8%	9%	11%
Residential EEAC Consultants	-	-		-	-			
Residential Sponsorship & Subscriptions	240,000	240,000	100.0%	215,245	215,245	100.0%	-10%	0%
Residential HEAT Loan	10,335,371	-	0.0%	20,715,628	-	0.0%		
Residential Workforce Development	474,738	39,591	8.3%	202,137	24,594	12.2%	-38%	46%
Residential R&D and Demonstration	388,383	13,383	3.4%	217,711	9,438	4.3%	-29%	26%
Residential Education	3,217,953	217,271	6.8%	2,863,576	140,709	4.9%	-35%	-27%
Low-Income	**61,151,896**	**5,082,017**	**8.3%**	**58,062,105**	**2,907,743**	**5.0%**	**-43%**	**-40%**
4. Low-Income Whole House	59,207,479	3,427,040	5.8%	57,091,108	2,160,223	3.8%	-37%	-35%
Low-Income New Construction	1,562,541	109,104	7.0%	842,653	71,230	8.5%	-35%	21%
Low-Income Single Family Retrofit	26,623,408	1,368,934	5.1%	20,464,757	861,980	4.2%	-37%	-18%
Low-Income Multi-Family Retrofit	31,021,530	1,949,002	6.3%	35,783,698	1,227,013	3.4%	-37%	-45%
5. Low-Income Hard-to-Measure	1,944,417	1,654,977	85.1%	970,997	747,519	77.0%	-55%	-10%
Low-Income Statewide Marketing	240,000		0.0%	214,087	-	0.0%		
Low-Income DOER Assessment	413,382	363,942	88.0%	405,879	396,488	97.7%	9%	11%
Low-Income Energy Affordability Network	1,291,035	1,291,035	100.0%	351,031	351,031	100.0%	-73%	0%
Commercial & Industrial	**371,969,284**	**42,303,692**	**11.4%**	**299,296,966**	**25,694,520**	**8.6%**	**-39%**	**-25%**
6. C&I New Construction	79,070,431	9,761,123	12.3%	87,971,405	5,165,252	5.9%	-47%	-52%
C&I New Construction	79,070,431	9,761,123	12.3%	87,971,405	5,165,252	5.9%	-47%	-52%
7. C&I Retrofit	286,961,999	28,402,356	9.9%	205,688,558	16,161,116	7.9%	-43%	-21%
C&I Retrofit	196,628,489	24,545,601	12.5%	124,473,729	14,528,408	11.7%	-41%	-6%
C&I Direct Install	90,333,510	3,856,755	4.3%	81,214,829	1,632,709	2.0%	-58%	-53%
8. C&I Hard-to-Measure	5,936,853	4,140,213	69.7%	5,637,003	4,368,152	77.5%	6%	11%
C&I Statewide Marketing	1,500,000		0.0%	1,214,874	-	0.0%		
C&I DOER Assessment	2,480,286	2,183,646	88.0%	2,432,907	2,378,930	97.8%	9%	11%
C&I EEAC Consultants	-	-		-				
C&I Sponsorships & Subscriptions	1,956,567	1,956,567	100.0%	1,989,221	1,989,221	100.0%	2%	0%
Grand Total	**611,617,532**	**58,064,457**	**9.5%**	**557,270,986**	**36,080,200**	**6.5%**	**-38%**	**-32%**

Notes:

• General Laws c. 25, § 19(b) requires the Department, when authorizing energy efficiency programs, to ensure that such programs minimize administrative costs to the fullest extent practicable. Administrative costs, also commonly referred to as PP&A costs, have traditionally been defined as all in-house and outsourced costs associated with planning activities and program administration. These include costs associated with developing program plans and day-to-day program administration, including labor, overhead costs, and any regulatory costs associated with energy efficiency activities.

Administrative Costs

2013-2015 Program Planning and Administration Costs

Eversource Electric (NSTAR)
August 1, 2016

• The Program Administrator has explained in its report filing the reasons for increases between planned and actual PP&A spending by sector

Customer Sector Cost Allocation

2013-2015 Program Administrator Budget

Eversource Electric (NSTAR)

August 1, 2016

Customer Sector Cost Allocation						
Customer Sector	**Planned**		**Actual**		**Planned v. Actual (%)**	
	Total PA Costs	**% of Total PA Costs**	**Total PA Costs**	**% of Total PA Costs**	**Total PA Costs**	**% of Total PA Costs**
Residential	178,496,352	29%	199,911,916	36%	12%	23%
Low-Income	61,151,896	10%	58,062,105	10%	-5%	4%
Commercial & Industrial	371,969,284	61%	299,296,966	54%	-20%	-12%
Grand Total	**611,617,532**	**100%**	**557,270,986**	**100%**	**-9%**	**0%**

Notes:

• General Laws c. 25, § 19(c) requires that at least 10 percent of the amount expended for electric energy efficiency programs and at least 20 percent of the amount expended for gas energy efficiency programs be spent on low-income programs.

• If the low-income budget did not meet the statutory minimum of the amount expended for energy efficiency, the Program Administrator has explained in its report filing why not, and explained the steps the Program Administrator has taken to ensure compliance in the next term.

Competitive Procurement

2013-2015 Program Administrator Budget

Eversource Electric (NSTAR)

August 1, 2016

Outsourced and Competitively Procured Services						
Sector & Cost Categories	**Total Costs ($)**		**Percent of Total Sector Costs (%)**		**Planned v. Actual (%)**	
	Planned	**Actual**	**Planned**	**Actual**	**Costs**	**Percent of Total**
Residential						
Total Cost of Services	66,093,521	57,066,818	100%	100%	-14%	0%
In-House Activities	9,275,426	4,617,377	14%	8%	-50%	-42%
Outsourced Activities	56,818,095	52,449,440	86%	92%	-8%	7%
Competitively Procured	54,971,866	50,657,497	83%	89%	-8%	7%
Non-Competitively Procured	1,846,229	1,791,943	3%	3%	-3%	12%
Low-Income						
Total Cost of Services	17,855,635	12,832,743	100%	100%	-28%	0%
In-House Activities	3,523,686	1,631,145	20%	13%	-54%	-36%
Outsourced Activities	14,331,949	11,201,598	80%	87%	-22%	9%
Competitively Procured	6,455,077	1,739,878	36%	14%	-73%	-62%
Non-Competitively Procured	7,876,872	9,461,719	44%	74%	20%	67%
Commercial & Industrial						
Total Cost of Services	119,355,188	72,848,230	100%	100%	-39%	0%
In-House Activities	57,660,367	31,039,238	48%	43%	-46%	-12%
Outsourced Activities	61,694,821	41,808,992	52%	57%	-32%	11%
Competitively Procured	54,101,658	36,485,623	45%	50%	-33%	10%
Non-Competitively Procured	7,593,163	5,323,369	6%	7%	-30%	15%
Grand Total						
Total Cost of Services	203,304,344	142,747,791	100%	100%	-30%	0%
In-House Activities	70,459,479	37,287,761	35%	26%	-47%	-25%
Outsourced Activities	132,844,865	105,460,030	65%	74%	-21%	13%
Competitively Procured	115,528,601	88,882,999	57%	62%	-23%	10%
Non-Competitively Procured	17,316,264	16,577,031	9%	12%	-4%	36%

Notes:

• General Laws c. 25, § 19(b) requires that the Department ensure that energy efficiency programs use competitive procurement processes to the fullest extent practicable.

• The Program Administrator has explained in its report filing the reasons for significant differences between planned and actual outsourced activities and competitively procured activities.

Greenhouse Gas Reductions

2013-2015 Planned vs. Evaluated

Eversource Electric (NSTAR)

August 1, 2016

GHG reductions are provided for information purposes only. They are not included in the TRC test.

Planned Greenhouse Gas Reductions

Customer Sector	Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	Annual MWh	Annual Therms	Annual MMBTU	Energy	Energy	Energy	Gas	Oil			
Residential	324,013	114,587	401,866	0.000194	0.000172	0.392	0.005850	0.080693	62.9	55.7	160,264
Low-Income	27,971	95,996	64,514	0.000194	0.000172	0.392	0.005850	0.080693	5.4	4.8	16,745
Commercial & Industrial	1,155,662	(21,001,018)	-	0.000194	0.000172	0.392	0.005850	0.080693	224.2	198.8	330,710
Grand Total	**1,507,645**	**(20,790,435)**	**466,380**	**0.000194**	**0.000172**	**0.392**	**0.005850**	**0.080693**	**292.5**	**259.3**	**507,720**

Evaluated Greenhouse Gas Reductions

Customer Sector	Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	Annual MWh	Annual Therms	Annual MMBTU	Energy	Energy	Energy	Gas	Oil			
Residential	453,785	25,504	441,431	0.000194	0.000172	0.392	0.005850	0.080693	88.0	78.1	213,868
Low-Income	49,847	36,636	59,349	0.000194	0.000172	0.392	0.005850	0.080693	9.7	8.6	24,567
Commercial & Industrial	1,164,901	(15,113,823)	-	0.000194	0.000172	0.392	0.005850	0.080693	226.0	200.4	368,776
Grand Total	**1,668,533**	**(15,051,684)**	**500,779**	**0.000194**	**0.000172**	**0.392**	**0.005850**	**0.080693**	**323.7**	**287.0**	**607,211**

Planned v. Evaluated Greenhouse Gas Reductions (%)

Customer Sector	Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	Annual MWh	Annual Therms	Annual MMBTU	Energy	Energy	Energy	Gas	Oil			
Residential	40%	-78%	10%	0%	0%	0%	0%	0%	40%	40%	33%
Low-Income	78%	-62%	-8%	0%	0%	0%	0%	0%	78%	78%	47%
Commercial & Industrial	1%	-28%		0%	0%	0%	0%	0%	1%	1%	12%
Grand Total	**11%**	**-28%**	**7%**	**0%**	**0%**	**0%**	**0%**	**0%**	**11%**	**11%**	**20%**

Notes:

• The Department does not include greenhouse gas emissions and conversion factor information as part of the Three-Year Term Report template because such data are not required for the Department's investigation of the Three-Year Term Reports. See D.P.U. 11-120-A, Phase II at 6. The Department expects that the Program Administrators will continue to include the greenhouse gas emissions and conversion factor data in the Plan-Year and Three-Year Term Reports for informational purposes only.

• The PAs are working with DEP to try to determine the best method for properly and precisely capturing the full impact of energy efficiency measures on GHG emissions. As part of this process, the PAs have included this additional table on Emissions Reductions, based on continuing discussions with the DEP. These reductions are calculated using factors proposed by DEP, which are based on annual gas, oil, and electric savings. The PAs look forward to discussing these proposed factors with DEP and are committed to ensuring that the full impact of energy efficiency measures on GHG emissions are captured.

Program Planning and Administration Expenditures

2013-2015 Program Administrator Budget

Eversource Electric (NSTAR)

August 1, 2016

Program Planning and Administration Expenditures							
Year	Internal Costs	External Costs					Total Program Planning and Administration
	Labor, benefits, employee expenses, materials, and overhead	Legal Services	Assessments	Other Vendor Services	Hard to Measure Sponsorships & Subscriptions	Total External Costs	
2013	$ 7,436,602.71	$ 395,372.55	$ 1,517,404.45	$ 671,789.21	$ 681,861.52	$ 3,266,427.73	$ 10,703,030.44
2014	$ 7,670,538.28	$ 398,182.69	$ 1,503,641.26	$ 3,118,585.16	$ 663,083.63	$ 5,683,492.74	$ 13,354,031.02
2015	$ 8,169,618.00	$ 423,085.58	$ 1,463,622.22	$ 1,111,234.07	$ 859,521.29	$ 3,857,463.16	$ 12,027,081.16
2013-2015	**$ 23,276,758.99**	**$ 1,216,640.82**	**$ 4,484,667.93**	**$ 4,901,608.44**	**$ 2,204,466.44**	**$ 12,807,383.63**	**$ 36,084,142.62**

Notes:

• Assessments include costs associated with the Department of Energy Resource (DOER), Residential Conservation Services (RCS), Energy Efficiency Advisory Council (EEAC) Consultants, and the Low-Income Energy Affordability Network (LEAN). Note that the electric Program Administrators do not budget for the EEAC Consultant fees as these costs are paid by the DOER using RGGI proceeds.

• Contractor Fees include costs associated with third-party consultants that assist with program planning and administration.

Lost Base Revenue (LBR) Dollars

Table 1, 2013-2015 Three-Year Analysis

Eversource Electric (NSTAR)

August 1, 2016

Calculation of Lost Base Revenue, 2012(1)				
Sector	**2012 Annual Savings (kWh)** (a)	**2012 Monthly as Installed Savings (kWh)(5)** (b)	**2012 LBR Rate (¢/kWh)** (c)	**2012 Lost Base Revenue ($)** (d) = (b) *(c)
Residential (total)	95,998,526	48,667,454	0.04538	$2,208,701
Low-Income (total)	16,349,856	7,353,593	0.04536	$333,544
Commercial & Industrial (total)	340,439,781	112,411,901	0.03110	$3,495,480
GRAND TOTAL	**452,788,163**	**168,432,948**		**6,037,724**

Calculation of Lost Base Revenue, 2013(2)					
Sector	**2013 Annual Savings (kWh)** (a)	**2012 Annual Savings (kWh)** (b)	**2013 Monthly as Installed Savings (kWh)(5)** (c)	**2013 LBR Rate (¢/kWh)** (d)	**2013 Lost Base Revenue ($)** (e) = [(b) + (c)] * (d)
Residential (total)	129,661,741	95,998,526	62,503,095	0.04527	$7,176,150
Low-Income (total)	15,329,539	16,349,856	8,209,054	0.04520	$1,110,078
Commercial & Industrial (total)	342,406,772	340,439,781	101,415,123	0.02967	$13,111,420
GRAND TOTAL	**487,398,052**	**452,788,163**	**172,127,272**		**$21,397,648**

Calculation of Lost Base Revenue, 2014(3)						
Sector	**2014 Annual Savings (kWh)** (a)	**2012 Annual Savings (kWh)** (b)	**2013 Annual Savings (kWh)(6)** (c)	**2014 Monthly as Installed Savings (kWh)(5)** (d)	**2014 LBR Rate (¢/kWh)** (e)	**Lost Base Revenue ($)** (f) = [(b) + (c) + (d)] * (e)
Residential (total)	160,480,795	95,998,526	122,061,490	78,952,105	0.04526	$13,441,298
Low-Income (total)	17,078,003	16,349,856	13,936,474	9,237,520	0.04511	$1,783,006
Commercial & Industrial (total)	379,234,291	340,439,781	342,406,772	111,381,727	0.03110	$24,701,613
GRAND TOTAL	**556,793,089**	**452,788,163**	**478,404,736**	**199,571,352**		**$39,925,917**

Calculation of Lost Base Revenue, 2015(4)							
Sector	**2015 Annual Savings (kWh)** (a)	**2012 Annual Savings (kWh)** (b)	**2013 Annual Savings (kWh)(6)** (c)	**2014 Annual Savings (kWh)(6)** (d)	**2015 Monthly as Installed Savings (kWh)(5)** (e)	**2015 LBR Rate (¢/kWh) (9)** (f)	**Lost Base Revenue ($)** (g) = [(b) + (c) + (d) + (e)] * (f)
Residential (total)	163,642,358	95,998,526	122,061,490	142,838,143	83,619,980	0.04529	$20,132,264
Low-Income (total)	17,439,770	16,349,856	13,936,474	17,078,003	11,439,763	0.04509	$2,651,477
Commercial & Industrial (total)	443,259,345	340,439,781	342,406,772	379,234,291	135,770,932	0.03112	$37,277,681
GRAND TOTAL	**624,341,473**	**452,788,163**	**478,404,736**	**539,150,437**	**230,830,675**		**$60,061,421**

Notes:
(1) 2012 LBR is collected in the 2013 EERF rates effective July 1, 2013 to June 30, 2014
(2) 2013 LBR is collected in the 2014 EERF rates effective July 1, 2014 to June 30, 2015
(3) 2014 LBR is collected in the 2015 EERF rates effective July 1, 2015 to June 30, 2016
(4) 2015 LBR is collected in the 2016 EERF rates effective July 1, 2016 to June 30, 2017
(5) Savings are shown as installed. Calculated per monthly savings by sector, dividing by 12, multiplying by months remaining in the year
(6) Savings are shown net of expired savings in current period

Lost Base Revenue (LBR) Dollars

Table 2, 2013-2015 Planned vs Actual

Eversource Electric (NSTAR)

August 1, 2016

	2013 (1)			2014			2015			Total LBR for 2013-2015		
Sector	Planned	Actual	Variance %	Planned	Actual	Variance %	Planned	Actual	Variance %	Planned	2013 -2015 Actual	Variance %
Residential	$ 5,902,086	$ 7,176,150	17.8%	$ 10,807,160	$ 13,441,298	19.6%	$ 15,970,845	$ 20,132,264	20.7%	$ 32,680,090	$ 40,749,712	19.8%
Low Income	$ 73,901	$ 1,110,078	93.3%	$ 118,143	$ 1,783,006	93.4%	$ 160,142	$ 2,651,477	94.0%	$ 352,186	$ 5,544,560	93.6%
Commercial & Industrial	$ 14,873,085	$ 13,111,420	-13.4%	$ 27,089,569	$ 24,701,613	-9.7%	$ 39,437,538	$ 37,277,681	-5.8%	$ 81,400,192	$ 75,090,714	-8.4%
Total	**$ 20,849,072**	**$ 21,397,648**	**2.6%**	**$ 38,014,871**	**$ 39,925,917**	**4.8%**	**$ 55,568,525**	**$ 60,061,421**	**7.5%**	**$ 114,432,468**	**$ 121,384,986**	**5.7%**

Western Massachusetts Electric Company
d/b/a Eversource Energy

D.P.U. 16-130

PART ONE
2013-2015 TERM REPORT DATA TABLES

Energy Efficiency Term Report Data Tables

Overview

Eversource Electric (WMECO)
August 1, 2016

OVERVIEW

The following data tables provide a summary of the Program Administrator's benefits, costs, savings, and cost-effectiveness for 2013 through 2015. The 2013 through 2015 planned values are consistent with each Program Administrator's 2013-2015 Three-Year Plan. The 2013 through 2015 evaluated values are consistent with each Program Administrator's 2013-2015 Term Report.

SELECTIONS

By default, these data tables are set to show 2013-2015 total values, and compare planned to evaluated. These parameters can be adjusted by following the instructions provided on the "Selections" tab and changing the options on that tab.

BENEFIT-COST SCREENING MODEL

The primary supporting models used by the Program Administrators in preparing these data tables are the Benefit-Cost Screening models for each year in 2013 through 2015. The Benefit-Cost Screening models provide measure level savings and benefits, and are provided at Appendix A.

CORRECTIONS TO 2013 AND 2014

In performing a complete data review for this Term Report, the Program Administrators have updated certain limited data from 2013 and 2014 to correct errors. The data tables filed in this Term Report represent the final values for all three years. Additionally, updated Benefit-Cost Screening models for 2013 and 2014 that correspond to the final data tables are included at Appendix A.

Program Administrator Budget

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Planned Budget

Program Administrator Budget

Program	PA Costs						Performance Incentive	Total PA Budget	PA Cost per Participant
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential	**1,856,705**	**2,077,874**	**29,100,103**	**10,141,162**	**1,568,421**	**44,744,265**	**2,442,987**	**47,187,252**	**$ 74**
1. Residential Whole House	1,153,735	896,121	18,845,363	7,778,204	892,352	29,565,775	1,780,367	31,346,142	$ 198
Residential New Construction & Major Renovation	43,141	217,110	420,948	445,001	200,238	1,326,438	30,217	1,356,655	$ 4,211
Residential Multi-Family Retrofit	70,886	12,278	1,170,217	442,052	136,985	1,832,418	55,121	1,887,539	$ 660
Residential Home Energy Services	949,927	226,739	16,750,798	5,526,151	546,356	23,999,971	1,663,674	25,663,645	$ 1,247
Residential Behavior/Feedback Program	89,781	439,994	503,400	1,365,000	8,773	2,406,948	31,355	2,438,303	$ 19
2. Residential Products	411,142	792,258	8,151,188	1,585,387	662,939	11,602,914	662,620	12,265,534	$ 25
Residential Cooling & Heating Equipment	52,833	20,308	881,488	316,278	85,009	1,355,916	57,241	1,413,157	$ 875
Residential Lighting	296,420	443,950	6,654,245	828,093	369,305	8,592,013	579,697	9,171,711	$ 20
Residential Consumer Products	61,889	328,000	615,455	441,016	208,625	1,654,985	25,682	1,680,667	$ 73
3. Residential Hard-to-Measure	291,828	389,495	2,103,552	777,571	13,130	3,575,576	-	3,575,576	
Residential Statewide Marketing	7,157	278,631	-	210,000	-	495,788	-	495,788	
Residential DOER Assessment	139,578	-	710,952	49,876	13,130	913,536	-	913,536	
Residential EEAC Consultants	93,199	5,072	-	-	-	98,271	-	98,271	
Residential Sponsorship & Subscriptions	33,690	95,479	-	-	-	129,169	-	129,169	
Residential HEAT Loan		10,313	1,392,600	97,695	-	1,500,608	-	1,500,608	
Residential Workforce Development	5,201	-	-	120,000	-	125,201	-	125,201	
Residential R&D and Demonstration	-	-	-	-	-	-	-	-	
Residential Education	13,003	-	-	300,000	-	313,003	-	313,003	
Low-Income	**1,166,606**	**223,168**	**10,392,689**	**2,535,558**	**536,616**	**14,854,637**	**519,714**	**15,374,351**	**$ 1,239**
4. Low-Income Whole House	751,376	163,493	10,392,689	2,535,558	529,546	14,372,662	519,714	14,892,376	$ 1,199
Low-Income New Construction	21,260	8,377	206,400	159,639	6,997	402,673	32,018	434,691	$ 1,561
Low-Income Single Family Retrofit	377,460	141,748	4,063,698	2,108,519	480,026	7,171,451	213,702	7,385,153	$ 1,636
Low-Income Multi-Family Retrofit	352,656	13,368	6,122,591	267,400	42,523	6,798,538	273,993	7,072,531	$ 925
5. Low-Income Hard-to-Measure	415,230	59,675	-	-	7,070	481,975	-	481,975	
Low-Income Statewide Marketing	145,232	59,675	-	-		204,907	-	204,907	
Low-Income DOER Assessment	75,158	-	-		7,070	82,228	-	82,228	
Low-Income Energy Affordability Network	194,840	-	-	-		194,840	-	194,840	
Commercial & Industrial	**3,516,148**	**1,093,151**	**64,997,724**	**14,842,093**	**2,607,192**	**87,056,308**	**4,014,292**	**91,070,600**	**$ 11,988**
6. C&I New Construction	391,712	152,342	8,836,270	1,033,464	768,185	11,181,973	654,047	11,836,020	$ 12,536
C&I New Construction	391,712	152,342	8,836,270	1,033,464	768,185	11,181,973	654,047	11,836,020	$ 12,536
7. C&I Retrofit	2,742,440	684,007	56,161,454	13,808,629	1,808,707	75,205,237	3,360,245	78,565,482	$ 11,806
C&I Retrofit	1,131,253	240,524	18,273,891	2,180,468	1,415,597	23,241,733	1,438,976	24,680,709	$ 29,198
C&I Direct Install	1,611,187	443,483	37,887,563	11,628,161	393,110	51,963,504	1,921,269	53,884,773	$ 9,322
8. C&I Hard-to-Measure	381,996	256,802	-	-	30,300	669,098	-	669,098	
C&I Statewide Marketing	-	168,384	-	-		168,384	-	168,384	
C&I DOER Assessment	322,102	88,418	-		30,300	440,820	-	440,820	
C&I EEAC Consultants	-	-	-	-		-	-	-	
C&I Sponsorships & Subscriptions	59,894	-	-	-		59,894	-	59,894	
Grand Total	**6,539,459**	**3,394,193**	**104,490,516**	**27,518,813**	**4,712,229**	**146,655,210**	**6,976,993**	**153,632,203**	**$ 235**

Program Administrator Budget

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Evaluated Budget

Program Administrator Budget

Program	PA Costs						Performance Incentive	Total PA Budget	PA Cost per Participant
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential	**2,148,117**	**1,631,739**	**30,908,561**	**9,454,625**	**705,292**	**44,848,334**	**3,595,327**	**48,443,661**	**$ 41**
1. Residential Whole House	1,368,725	557,183	16,406,072	7,541,377	385,560	26,258,917	2,608,479	28,867,395	$ 99
Residential New Construction & Major Renovation	50,967	7,094	1,031,738	341,490	86,816	1,518,105	54,532	1,572,637	$ 3,795
Residential Multi-Family Retrofit	82,537	12,571	991,919	412,746	57,425	1,557,197	42,662	1,599,858	$ 1,221
Residential Home Energy Services	1,141,188	397,088	14,264,215	4,607,396	236,684	20,646,571	2,481,000	23,127,571	$ 1,913
Residential Behavior/Feedback Program	94,033	140,431	118,200	2,179,745	4,635	2,537,044	30,286	2,567,329	$ 10
2. Residential Products	486,093	780,503	12,352,760	1,313,750	316,094	15,249,201	986,848	16,236,049	$ 19
Residential Cooling & Heating Equipment	63,090	28,732	2,338,562	249,921	32,149	2,712,454	64,401	2,776,855	$ 401
Residential Lighting	356,042	485,965	9,128,013	540,139	168,343	10,678,501	884,822	11,563,323	$ 14
Residential Consumer Products	66,961	265,806	886,186	523,691	115,602	1,858,245	37,625	1,895,871	$ 84
3. Residential Hard-to-Measure	293,300	294,052	2,149,729	599,497	3,638	3,340,216	-	3,340,216	
Residential Statewide Marketing	-	290,941	-	-	-	290,941	-	290,941	
Residential DOER Assessment	204,987	-	-	-	3,638	208,625	-	208,625	
Residential EEAC Consultants	-	-	-	-	-	-	-	-	
Residential Sponsorship & Subscriptions	51,803	-	-	-	-	51,803	-	51,803	
Residential HEAT Loan	-	245	2,149,718	205,970	-	2,355,933	-	2,355,933	
Residential Workforce Development	11,333	-	-	22,963	-	34,296	-	34,296	
Residential R&D and Demonstration	-	-	-	-	-	-	-	-	
Residential Education	25,177	2,866	11	370,565	-	398,618	-	398,618	
Low-Income	**1,051,967**	**148,011**	**12,507,460**	**2,067,434**	**290,410**	**16,065,282**	**740,469**	**16,805,750**	**$ 1,971**
4. Low-Income Whole House	850,855	84,692	12,507,460	2,067,434	287,413	15,797,854	740,469	16,538,322	$ 1,938
Low-Income New Construction	24,334	821	368,563	4,198	3,736	401,652	25,739	427,391	$ 2,997
Low-Income Single Family Retrofit	421,685	56,362	6,496,114	1,096,233	260,667	8,331,061	305,634	8,636,694	$ 2,158
Low-Income Multi-Family Retrofit	404,836	27,510	5,642,783	967,003	23,010	7,065,141	409,095	7,474,237	$ 1,700
5. Low-Income Hard-to-Measure	201,112	63,319	-	-	2,997	267,428	-	267,428	
Low-Income Statewide Marketing	-	63,319	-	-	-	63,319	-	63,319	
Low-Income DOER Assessment	110,378	-	-	-	2,997	113,375	-	113,375	
Low-Income Energy Affordability Network	90,734	-	-	-	-	90,734	-	90,734	
Commercial & Industrial	**4,542,568**	**439,045**	**51,723,162**	**10,803,452**	**889,355**	**68,397,582**	**3,724,082**	**72,121,665**	**$ 9,803**
6. C&I New Construction	905,818	17,345	13,117,728	1,566,548	311,727	15,919,166	801,065	16,720,231	$ 3,226
C&I New Construction	905,818	17,345	13,117,728	1,566,548	311,727	15,919,166	801,065	16,720,231	$ 3,226
7. C&I Retrofit	3,081,322	162,024	38,605,434	9,236,903	567,825	51,653,509	2,923,017	54,576,526	$ 25,283
C&I Retrofit	1,675,710	27,423	17,342,292	2,013,214	516,512	21,575,151	1,608,413	23,183,565	$ 41,651
C&I Direct Install	1,405,612	134,601	21,263,143	7,223,689	51,313	30,078,357	1,314,604	31,392,961	$ 19,724
8. C&I Hard-to-Measure	555,428	259,676	-	-	9,803	824,908	-	824,908	
C&I Statewide Marketing	-	259,676	-	-	-	259,676	-	259,676	
C&I DOER Assessment	473,044	-	-	-	9,803	482,848	-	482,848	
C&I EEAC Consultants	-	-	-	-	-	-	-	-	
C&I Sponsorships & Subscriptions	82,384	-	-	-	-	82,384	-	82,384	
Grand Total	**7,742,652**	**2,218,795**	**95,139,183**	**22,325,510**	**1,885,057**	**129,311,198**	**8,059,878**	**137,371,075**	**$ 118**

Program Administrator Budget

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Planned v. Evaluated Budget (%)

Program	Program Administrator Budget								PA Cost per Participant
	PA Costs						Performance Incentive	Total PA Budget	
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential	**16%**	**-21%**	**6%**	**-7%**	**-55%**	**0%**	**47%**	**3%**	**-44%**
1. Residential Whole House	19%	-38%	-13%	-3%	-57%	-11%	47%	-8%	-50%
Residential New Construction & Major Renovation	18%	-97%	145%	-23%	-57%	14%	80%	16%	-10%
Residential Multi-Family Retrofit	16%	2%	-15%	-7%	-58%	-15%	-23%	-15%	85%
Residential Home Energy Services	20%	75%	-15%	-17%	-57%	-14%	49%	-10%	53%
Residential Behavior/Feedback Program	5%	-68%	-77%	60%	-47%	5%	-3%	5%	-47%
2. Residential Products	18%	-1%	52%	-17%	-52%	31%	49%	32%	-27%
Residential Cooling & Heating Equipment	19%	41%	165%	-21%	-62%	100%	13%	97%	-54%
Residential Lighting	20%	9%	37%	-35%	-54%	24%	53%	26%	-32%
Residential Consumer Products	8%	-19%	44%	19%	-45%	12%	47%	13%	16%
3. Residential Hard-to-Measure	1%	-25%	2%	-23%	-72%	-7%		-7%	
Residential Statewide Marketing	-100%	4%		-100%		-41%		-41%	
Residential DOER Assessment	47%		-100%	-100%	-72%	-77%		-77%	
Residential EEAC Consultants	-100%	-100%				-100%		-100%	
Residential Sponsorship & Subscriptions	54%	-100%				-60%		-60%	
Residential HEAT Loan		-98%	54%	111%		57%		57%	
Residential Workforce Development	118%			-81%		-73%		-73%	
Residential R&D and Demonstration									
Residential Education	94%			24%		27%		27%	
Low-Income	**-10%**	**-34%**	**20%**	**-18%**	**-46%**	**8%**	**42%**	**9%**	**59%**
4. Low-Income Whole House	13%	-48%	20%	-18%	-46%	10%	42%	11%	62%
Low-Income New Construction	14%	-90%	79%	-97%	-47%	0%	-20%	-2%	92%
Low-Income Single Family Retrofit	12%	-60%	60%	-48%	-46%	16%	43%	17%	32%
Low-Income Multi-Family Retrofit	15%	106%	-8%	262%	-46%	4%	49%	6%	84%
5. Low-Income Hard-to-Measure	-52%	6%			-58%	-45%		-45%	
Low-Income Statewide Marketing	-100%	6%				-69%		-69%	
Low-Income DOER Assessment	47%				-58%	38%		38%	
Low-Income Energy Affordability Network	-53%					-53%		-53%	
Commercial & Industrial	**29%**	**-60%**	**-20%**	**-27%**	**-66%**	**-21%**	**-7%**	**-21%**	**-18%**
6. C&I New Construction	131%	-89%	48%	52%	-59%	42%	22%	41%	-74%
C&I New Construction	131%	-89%	48%	52%	-59%	42%	22%	41%	-74%
7. C&I Retrofit	12%	-76%	-31%	-33%	-69%	-31%	-13%	-31%	114%
C&I Retrofit	48%	-89%	-5%	-8%	-64%	-7%	12%	-6%	43%
C&I Direct Install	-13%	-70%	-44%	-38%	-87%	-42%	-32%	-42%	112%
8. C&I Hard-to-Measure	45%	1%			-68%	23%		23%	
C&I Statewide Marketing		54%				54%		54%	
C&I DOER Assessment	47%	-100%			-68%	10%		10%	
C&I EEAC Consultants									
C&I Sponsorships & Subscriptions	38%					38%		38%	
Grand Total	**18%**	**-35%**	**-9%**	**-19%**	**-60%**	**-12%**	**16%**	**-11%**	**-50%**

Notes:

- Where not otherwise indicated, budgets for each year are represented in nominal dollars (2013$, 2014$, 2015$).
- Refer to common definitions for allocation of costs.
- EEAC Consultant fees on the electric side do not get paid out of the PA's budgets, but are instead paid by the DOER out of the RGGI proceeds.

Program Savings

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Planned Savings											
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings		Other Savings
		Annual Capacity (kW)		Energy (MWh)		(Therms)		(Annual, MMBTU)		(Annual, Gallons)
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Oil	Propane	Water
Residential	**604,463**	**13,187**	**23,975**	**102,831**	**569,048**	**28**	**8,222**	**80,606**	**23,420**	**1,332,485**
1. Residential Whole House	149,124	6,146	10,523	47,429	171,284	3,465	64,034	80,606	23,420	1,332,485
Residential New Construction & Major Renovation	315	70	112	557	6,483	3,465	64,034	210	1,670	100,775
Residential Multi-Family Retrofit	2,776	39	220	1,278	13,036	-	-	-	-	-
Residential Home Energy Services	19,246	1,433	3,153	12,662	118,833	-	-	80,397	21,750	1,231,710
Residential Behavior/Feedback Program	126,787	4,604	7,038	32,932	32,932	-	-	-	-	-
2. Residential Products	455,339	7,042	13,452	55,402	397,764	(3,437)	(55,812)	-	-	-
Residential Cooling & Heating Equipment	1,549	1,192	2,019	1,578	19,888	(3,437)	(55,812)	-	-	-
Residential Lighting	431,102	5,470	10,940	50,839	356,347	-	-	-	-	-
Residential Consumer Products	22,688	379	492	2,985	21,529	-	-	-	-	-
Low-Income	**11,991**	**1,387**	**2,549**	**11,093**	**113,575**	**21,996**	**405,089**	**14,755**	**98**	**13,980,757**
4. Low-Income Whole House	11,991	1,387	2,549	11,093	113,575	21,996	405,089	14,755	98	13,980,757
Low-Income New Construction	258	26	36	329	3,776	21,246	399,374	6	98	84,157
Low-Income Single Family Retrofit	4,383	483	1,488	4,451	40,023	750	5,715	14,517	-	13,896,600
Low-Income Multi-Family Retrofit	7,350	878	1,024	6,314	69,775	-	-	233	-	-
Commercial & Industrial	**7,262**	**27,928**	**16,726**	**180,524**	**2,190,829**	**(1,303,498)**	**(16,330,020)**	**-**	**-**	**1,556,668**
6. C&I New Construction	892	4,404	2,387	26,754	383,785	(39,118)	(554,104)	-	-	1,556,668
C&I New Construction	892	4,404	2,387	26,754	383,785	(39,118)	(554,104)	-	-	1,556,668
7. C&I Retrofit	6,370	23,524	14,339	153,770	1,807,045	(1,264,380)	(15,775,916)	-	-	-
C&I Retrofit	796	8,497	4,651	64,029	780,687	(435,182)	(6,123,865)	-	-	-
C&I Direct Install	5,574	15,027	9,688	89,742	1,026,357	(829,199)	(9,652,051)	-	-	-
Grand Total	**623,716**	**42,502**	**43,250**	**294,449**	**2,873,452**	**(1,281,474)**	**(15,916,708)**	**95,362**	**23,518**	**16,869,910**

Program Savings

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Evaluated Savings											
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings		Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		(Annual, MMBTU)		(Annual, Gallons)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Oil	Propane	Water	
Residential	**1,085,187**	**17,314**	**26,579**	**128,638**	**1,065,200**	**(17,564)**	**92,119**	**66,970**	**9,253,910**	**41,855,961**	
1. Residential Whole House	265,751	6,146	12,092	44,664	259,546	9,373	165,030	66,883	8,101,667	16,261,136	
Residential New Construction & Major Renovation	400	250	354	1,277	20,349	288	7,000	976	2,714	913,560	
Residential Multi-Family Retrofit	1,275	172	592	1,805	17,725	-	-	-	190,944	461,026	
Residential Home Energy Services	10,792	3,120	6,644	20,522	200,412	9,085	158,030	65,906	7,908,009	14,091,819	
Residential Behavior/Feedback Program	253,284	2,604	4,501	21,061	21,061	-	-	-	-	794,731	
2. Residential Products	819,436	11,168	14,488	83,974	805,654	(26,937)	(72,911)	87	1,152,243	25,594,825	
Residential Cooling & Heating Equipment	6,768	410	963	3,737	48,856	(27,981)	(86,144)	-	-	1,607,089	
Residential Lighting	790,675	10,122	13,013	76,419	726,167	-	-	-	-	22,643,069	
Residential Consumer Products	21,993	637	511	3,818	30,630	1,045	13,233	87	1,152,243	1,344,666	
Low-Income	**8,150**	**1,972**	**6,526**	**18,470**	**224,012**	**49,833**	**315,072**	**14,219**	**901,916**	**13,066,187**	
4. Low-Income Whole House	8,150	1,972	6,526	18,470	224,012	49,833	315,072	14,219	901,916	13,066,187	
Low-Income New Construction	134	24	26	116	1,564	51,241	324,486	30	71	40,623	
Low-Income Single Family Retrofit	3,860	1,251	1,284	6,258	64,796	847	15,550	14,189	765,320	3,831,649	
Low-Income Multi-Family Retrofit	4,156	697	5,216	12,096	157,651	(2,255)	(24,964)	-	136,525	9,193,916	
Commercial & Industrial	**6,977**	**31,512**	**18,266**	**161,997**	**1,933,463**	**(3,144,932)**	**(16,813,246)**	**-**	**-**	**36,453,593**	
6. C&I New Construction	4,934	12,781	8,821	65,737	729,230	(488,534)	(3,409,236)	-	-	14,607,465	
C&I New Construction	4,934	12,781	8,821	65,737	729,230	(488,534)	(3,409,236)	-	-	14,607,465	
7. C&I Retrofit	2,043	18,730	9,445	96,260	1,204,233	(2,656,397)	(13,404,010)	-	-	21,846,129	
C&I Retrofit	518	14,557	6,815	61,532	819,623	(1,313,252)	(10,337,914)	-	-	14,900,232	
C&I Direct Install	1,525	4,173	2,630	34,728	384,609	(1,343,146)	(3,066,097)	-	-	6,945,897	
Grand Total	**1,100,314**	**50,798**	**51,371**	**309,104**	**3,222,674**	**(3,112,663)**	**(16,406,055)**	**81,189**	**10,155,826**	**91,375,742**	

Program Savings

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Planned v. Evaluated Savings (%)

Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings		Other Savings
		Annual Capacity (kW)		Energy (MWh)		(Therms)		(Annual, MMBTU)		(Annual, Gallons)
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Oil	Propane	Water
Residential	**80%**	**31%**	**11%**	**25%**	**87%**	**-62540%**	**1020%**	**-17%**	**39412%**	**3041%**
1. Residential Whole House	78%	0%	15%	-6%	52%	171%	158%	-17%	34493%	1120%
Residential New Construction & Major Renovation	27%	256%	216%	129%	214%	-92%	-89%	366%	62%	807%
Residential Multi-Family Retrofit	-54%	344%	169%	41%	36%					
Residential Home Energy Services	-44%	118%	111%	62%	69%			-18%	36258%	1044%
Residential Behavior/Feedback Program	100%	-43%	-36%	-36%	-36%					
2. Residential Products	80%	59%	8%	52%	103%	684%	31%			
Residential Cooling & Heating Equipment	337%	-66%	-52%	137%	146%	714%	54%			
Residential Lighting	83%	85%	19%	50%	104%					
Residential Consumer Products	-3%	68%	4%	28%	42%					
Low-Income	**-32%**	**42%**	**156%**	**66%**	**97%**	**127%**	**-22%**	**-4%**	**924900%**	**-7%**
4. Low-Income Whole House	-32%	42%	156%	66%	97%	127%	-22%	-4%	924900%	-7%
Low-Income New Construction	-48%	-10%	-29%	-65%	-59%	141%	-19%	407%	-28%	-52%
Low-Income Single Family Retrofit	-12%	159%	-14%	41%	62%	13%	172%	-2%		-72%
Low-Income Multi-Family Retrofit	-43%	-21%	409%	92%	126%			-100%		
Commercial & Industrial	**-4%**	**13%**	**9%**	**-10%**	**-12%**	**141%**	**3%**			**2242%**
6. C&I New Construction	453%	190%	270%	146%	90%	1149%	515%			838%
C&I New Construction	453%	190%	270%	146%	90%	1149%	515%			838%
7. C&I Retrofit	-68%	-20%	-34%	-37%	-33%	110%	-15%			
C&I Retrofit	-35%	71%	47%	-4%	5%	202%	69%			
C&I Direct Install	-73%	-72%	-73%	-61%	-63%	62%	-68%			
Grand Total	**76%**	**20%**	**19%**	**5%**	**12%**	**143%**	**3%**	**-15%**	**43084%**	**442%**

Program Benefits (2013$)

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Planned Benefits

Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
Residential	**4,985,736**	**2,099,867**	**7,080,255**	**3,409,521**	**17,575,380**	**40,159,755**	**15,802,805**	**55,962,560**
1. Residential Whole House	2,267,803	736,681	2,483,913	781,550	6,269,946	12,555,724	3,838,898	16,394,621
Residential New Construction & Major Renovation	85,658	25,816	87,047	34,473	232,995	511,535	130,496	642,032
Residential Multi-Family Retrofit	20,099	8,559	28,858	16,118	73,634	967,796	309,206	1,277,001
Residential Home Energy Services	2,055,077	583,291	1,966,719	730,958	5,336,046	8,932,290	2,878,665	11,810,955
Residential Behavior/Feedback Program	106,968	119,014	401,288	-	627,271	2,144,103	520,531	2,664,633
2. Residential Products	2,717,933	1,363,187	4,596,342	2,627,971	11,305,434	27,604,032	11,963,907	39,567,939
Residential Cooling & Heating Equipment	824,703	318,605	1,074,260	652,946	2,870,514	1,501,703	413,121	1,914,824
Residential Lighting	1,763,126	976,072	3,291,084	1,844,781	7,875,063	24,623,946	10,890,027	35,513,973
Residential Consumer Products	130,104	68,510	230,998	130,245	559,857	1,478,383	660,759	2,139,142
Low-Income	**1,132,156**	**403,327**	**1,359,922**	**731,050**	**3,626,455**	**8,346,168**	**2,749,401**	**11,095,569**
4. Low-Income Whole House	1,132,156	403,327	1,359,922	731,050	3,626,455	8,346,168	2,749,401	11,095,569
Low-Income New Construction	34,017	10,257	34,585	15,626	94,486	281,551	88,281	369,832
Low-Income Single Family Retrofit	261,962	109,532	369,315	212,933	953,742	2,884,311	1,053,418	3,937,729
Low-Income Multi-Family Retrofit	836,177	283,538	956,022	502,490	2,578,226	5,180,306	1,607,702	6,788,008
Commercial & Industrial	**24,664,786**	**8,462,751**	**28,534,392**	**16,484,414**	**78,146,343**	**168,715,901**	**58,008,619**	**226,724,520**
6. C&I New Construction	4,577,201	1,481,521	4,995,336	2,593,030	13,647,088	31,271,039	8,868,217	40,139,256
C&I New Construction	4,577,201	1,481,521	4,995,336	2,593,030	13,647,088	31,271,039	8,868,217	40,139,256
7. C&I Retrofit	20,087,584	6,981,231	23,539,055	13,891,384	64,499,254	137,444,862	49,140,402	186,585,264
C&I Retrofit	7,662,482	2,616,628	8,822,650	5,149,936	24,251,696	60,112,151	20,908,341	81,020,492
C&I Direct Install	12,425,102	4,364,603	14,716,406	8,741,448	40,247,558	77,332,711	28,232,061	105,564,772
Grand Total	**30,782,678**	**10,965,945**	**36,974,569**	**20,624,985**	**99,348,177**	**217,221,824**	**76,560,825**	**293,782,650**

Program Benefits (2013$)

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Program	Planned Benefits											
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
Residential	**13,998**	**(234)**	**13,764**	**44,719,213**	**14,067,174**	**109,217**	**58,895,605**	**132,447,309**	**62,978,546**	**195,425,855**	**219**
1. Residential Whole House	67,121	10,119	77,241	44,719,213	14,067,174	109,217	58,895,605	81,637,413	59,424,078	141,061,491	547
Residential New Construction & Major Renovation	67,121	10,119	77,241	140,744	1,230,107	16,009	1,386,860	2,339,127	742,979	3,082,106	7,426
Residential Multi-Family Retrofit	-	-	-	-	-	-	-	1,350,635	3,398,440	4,749,076	487
Residential Home Energy Services	-	-	-	44,578,470	12,837,067	93,208	57,508,745	74,655,746	55,282,660	129,938,406	3,879
Residential Behavior/Feedback Program	-	-	-	-	-	-	-	3,291,904	-	3,291,904	26
2. Residential Products	(53,123)	(10,353)	(63,476)	-	-	-	-	50,809,896	3,554,468	54,364,364	112
Residential Cooling & Heating Equipment	(53,123)	(10,353)	(63,476)	-	-	-	-	4,721,861	254,896	4,976,757	3,048
Residential Lighting	-	-	-	-	-	-	-	43,389,036	3,299,572	46,688,608	101
Residential Consumer Products	-	-	-	-	-	-	-	2,698,999	-	2,698,999	119
Low-Income	**443,133**	**63,298**	**506,431**	**6,929,421**	**68,967**	**1,065,290**	**8,063,678**	**23,292,133**	**20,074,396**	**43,366,530**	**1,942**
4. Low-Income Whole House	443,133	63,298	506,431	6,929,421	68,967	1,065,290	8,063,678	23,292,133	20,074,396	43,366,530	1,942
Low-Income New Construction	439,595	61,416	501,011	3,755	68,967	13,388	86,109	1,051,439	1,615,883	2,667,322	4,075
Low-Income Single Family Retrofit	3,539	1,882	5,420	6,833,009	-	1,051,903	7,884,912	12,781,803	5,517,576	18,299,379	2,916
Low-Income Multi-Family Retrofit	-	-	-	92,657	-	-	92,657	9,458,891	12,940,938	22,399,829	1,287
Commercial & Industrial	**(12,815,114)**	**(3,832,762)**	**(16,647,876)**	**-**	**-**	**90,172**	**90,172**	**288,313,159**	**49,075,202**	**337,388,360**	**39,702**
6. C&I New Construction	(441,684)	(111,924)	(553,609)	-	-	90,172	90,172	53,322,907	-	53,322,907	59,779
C&I New Construction	(441,684)	(111,924)	(553,609)	-	-	90,172	90,172	53,322,907	-	53,322,907	59,779
7. C&I Retrofit	(12,373,429)	(3,720,838)	(16,094,267)	-	-	-	-	234,990,251	49,075,202	284,065,453	36,890
C&I Retrofit	(4,787,265)	(1,453,612)	(6,240,877)	-	-	-	-	99,031,311	21,240,402	120,271,713	124,411
C&I Direct Install	(7,586,164)	(2,267,226)	(9,853,390)	-	-	-	-	135,958,940	27,834,799	163,793,740	24,392
Grand Total	**(12,357,982)**	**(3,769,698)**	**(16,127,680)**	**51,648,634**	**14,136,141**	**1,264,679**	**67,049,454**	**444,052,601**	**132,128,144**	**576,180,745**	**712**

Program Benefits (2013$)

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Evaluated Benefits								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
Residential	**10,585,770**	**3,847,298**	**12,972,176**	**5,942,771**	**33,348,015**	**79,242,853**	**28,000,790**	**107,243,643**
1. Residential Whole House	3,381,995	1,122,929	3,786,250	1,454,707	9,745,881	19,141,282	6,249,126	25,390,408
Residential New Construction & Major Renovation	444,798	118,275	398,794	129,958	1,091,825	1,692,895	323,199	2,016,094
Residential Multi-Family Retrofit	59,416	24,064	81,137	39,554	204,171	1,281,500	446,107	1,727,606
Residential Home Energy Services	2,819,946	911,507	3,073,387	1,285,195	8,090,035	14,802,724	5,213,615	20,016,339
Residential Behavior/Feedback Program	57,836	69,083	232,931	-	359,850	1,364,164	266,205	1,630,368
2. Residential Products	7,203,775	2,724,369	9,185,927	4,488,064	23,602,134	60,101,571	21,751,664	81,853,235
Residential Cooling & Heating Equipment	415,261	136,857	461,451	231,707	1,245,276	3,752,349	968,010	4,720,359
Residential Lighting	6,459,655	2,448,144	8,254,563	4,001,729	21,164,092	54,225,676	19,879,966	74,105,642
Residential Consumer Products	328,859	139,367	469,913	254,628	1,192,767	2,123,545	903,688	3,027,233
Low-Income	**1,504,585**	**518,904**	**1,749,620**	**883,834**	**4,656,943**	**17,206,153**	**4,488,868**	**21,695,021**
4. Low-Income Whole House	1,504,585	518,904	1,749,620	883,834	4,656,943	17,206,153	4,488,868	21,695,021
Low-Income New Construction	38,653	10,739	36,209	13,322	98,923	123,631	33,368	156,999
Low-Income Single Family Retrofit	901,869	316,186	1,066,106	558,511	2,842,672	4,760,290	1,539,945	6,300,234
Low-Income Multi-Family Retrofit	564,063	191,978	647,305	312,001	1,715,348	12,322,233	2,915,555	15,237,788
Commercial & Industrial	**28,052,952**	**9,745,908**	**32,860,891**	**17,644,289**	**88,304,039**	**151,081,467**	**51,315,692**	**202,397,158**
6. C&I New Construction	9,569,159	3,588,531	12,099,677	6,368,140	31,625,507	56,263,514	20,860,372	77,123,885
C&I New Construction	9,569,159	3,588,531	12,099,677	6,368,140	31,625,507	56,263,514	20,860,372	77,123,885
7. C&I Retrofit	18,483,793	6,157,376	20,761,213	11,276,149	56,678,532	94,817,953	30,455,320	125,273,273
C&I Retrofit	15,599,340	4,951,876	16,696,553	8,493,370	45,741,140	65,258,126	19,629,371	84,887,497
C&I Direct Install	2,884,453	1,205,500	4,064,660	2,782,779	10,937,392	29,559,827	10,825,949	40,385,776
Grand Total	**40,143,307**	**14,112,109**	**47,582,688**	**24,470,894**	**126,308,998**	**247,530,473**	**83,805,349**	**331,335,822**

Program Benefits (2013$)

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Program	Evaluated Benefits										
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
Residential	**(539)**	**47,936**	**47,397**	**50,945,043**	**8,099,064**	**1,316,251**	**60,360,358**	**200,999,413**	**97,115,105**	**298,114,518**	**185**
1. Residential Whole House	113,077	393	113,470	50,919,636	8,094,703	1,105,536	60,119,875	95,369,635	92,300,090	187,669,725	359
Residential New Construction & Major Renovation	5,900	6,552	12,451	25,621	2,623,096	-	2,648,717	5,769,087	690,482	6,459,569	14,423
Residential Multi-Family Retrofit	-	-	-	-	-	23,370	23,370	1,955,148	1,268,535	3,223,682	1,533
Residential Home Energy Services	107,178	(6,159)	101,019	50,894,015	5,471,607	1,082,166	57,447,788	85,655,182	90,341,073	175,996,256	7,937
Residential Behavior/Feedback Program	-	-	-	-	-	-	-	1,990,218	-	1,990,218	8
2. Residential Products	(113,616)	(10,907)	(124,523)	25,407	4,361	210,715	240,482	105,571,328	4,815,015	110,386,343	129
Residential Cooling & Heating Equipment	(122,747)	(15,995)	(138,742)	-	-	-	-	5,826,893	211,645	6,038,537	861
Residential Lighting	-	-	-	-	-	-	-	95,269,734	4,603,370	99,873,104	120
Residential Consumer Products	9,131	5,089	14,220	25,407	4,361	210,715	240,482	4,474,702	-	4,474,702	203
Low-Income	**361,339**	**(1,168,174)**	**(806,835)**	**11,441,489**	**59,837**	**171,951**	**11,673,277**	**37,218,406**	**13,451,976**	**50,670,382**	**4,567**
4. Low-Income Whole House	361,339	58,629	419,968	11,441,489	59,837	171,951	11,673,277	38,445,209	13,451,976	51,897,185	4,717
Low-Income New Construction	395,161	58,628	453,789	18,143	59,837	-	77,980	787,691	557,974	1,345,665	5,878
Low-Income Single Family Retrofit	3,977	1	3,977	11,423,346	-	161,769	11,585,115	20,731,999	5,952,757	26,684,757	5,371
Low-Income Multi-Family Retrofit	(37,799)	-	(37,799)	-	-	10,182	10,182	16,925,519	6,941,245	23,866,763	4,073
Commercial & Industrial	**(18,309,370)**	**(3,556,310)**	**(21,865,680)**	**-**	**-**	**-**	**-**	**268,835,518**	**36,153,672**	**304,989,189**	**38,532**
6. C&I New Construction	(2,573,769)	(2,790,352)	(5,364,121)	-	-	-	-	103,385,272	6,647,027	110,032,298	20,954
C&I New Construction	(2,573,769)	(2,790,352)	(5,364,121)	-	-	-	-	103,385,272	6,647,027	110,032,298	20,954
7. C&I Retrofit	(15,735,602)	(765,958)	(16,501,559)	-	-	-	-	165,450,246	29,506,645	194,956,891	80,984
C&I Retrofit	(12,427,907)	(280,096)	(12,708,004)	-	-	-	-	117,920,633	19,927,240	137,847,873	227,646
C&I Direct Install	(3,307,694)	(485,861)	(3,793,555)	-	-	-	-	47,529,613	9,579,405	57,109,018	31,167
Grand Total	**(17,948,570)**	**(4,676,548)**	**(22,625,118)**	**62,386,531**	**8,158,901**	**1,488,202**	**72,033,635**	**507,053,337**	**146,720,752**	**653,774,089**	**461**

Program Benefits (2013$)

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Planned v. Evaluated Benefits (%)

Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
Residential	**112%**	**83%**	**83%**	**74%**	**90%**	**97%**	**77%**	**92%**
1. Residential Whole House	49%	52%	52%	86%	55%	52%	63%	55%
Residential New Construction & Major Renovation	419%	358%	358%	277%	369%	231%	148%	214%
Residential Multi-Family Retrofit	196%	181%	181%	145%	177%	32%	44%	35%
Residential Home Energy Services	37%	56%	56%	76%	52%	66%	81%	69%
Residential Behavior/Feedback Program	-46%	-42%	-42%		-43%	-36%	-49%	-39%
2. Residential Products	165%	100%	100%	71%	109%	118%	82%	107%
Residential Cooling & Heating Equipment	-50%	-57%	-57%	-65%	-57%	150%	134%	147%
Residential Lighting	266%	151%	151%	117%	169%	120%	83%	109%
Residential Consumer Products	153%	103%	103%	95%	113%	44%	37%	42%
Low-Income	**33%**	**29%**	**29%**	**21%**	**28%**	**106%**	**63%**	**96%**
4. Low-Income Whole House	33%	29%	29%	21%	28%	106%	63%	96%
Low-Income New Construction	14%	5%	5%	-15%	5%	-56%	-62%	-58%
Low-Income Single Family Retrofit	244%	189%	189%	162%	198%	65%	46%	60%
Low-Income Multi-Family Retrofit	-33%	-32%	-32%	-38%	-33%	138%	81%	124%
Commercial & Industrial	**14%**	**15%**	**15%**	**7%**	**13%**	**-10%**	**-12%**	**-11%**
6. C&I New Construction	109%	142%	142%	146%	132%	80%	135%	92%
C&I New Construction	109%	142%	142%	146%	132%	80%	135%	92%
7. C&I Retrofit	-8%	-12%	-12%	-19%	-12%	-31%	-38%	-33%
C&I Retrofit	104%	89%	89%	65%	89%	9%	-6%	5%
C&I Direct Install	-77%	-72%	-72%	-68%	-73%	-62%	-62%	-62%
Grand Total	**30%**	**29%**	**29%**	**19%**	**27%**	**14%**	**9%**	**13%**

Program Benefits (2013$)

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Program	Planned v. Evaluated Benefits (%)										
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
Residential	**-104%**	**-20609%**	**244%**	**14%**	**-42%**	**1105%**	**2%**	**52%**	**54%**	**53%**	**-15%**
1. Residential Whole House	68%	-96%	47%	14%	-42%	912%	2%	17%	55%	33%	-34%
Residential New Construction & Major Renovation	-91%	-35%	-84%	-82%	113%	-100%	91%	147%	-7%	110%	94%
Residential Multi-Family Retrofit								45%	-63%	-32%	215%
Residential Home Energy Services				14%	-57%	1061%	0%	15%	63%	35%	105%
Residential Behavior/Feedback Program								-40%		-40%	-70%
2. Residential Products	114%	5%	96%					108%	35%	103%	15%
Residential Cooling & Heating Equipment	131%	54%	119%					23%	-17%	21%	-72%
Residential Lighting								120%	40%	114%	20%
Residential Consumer Products								66%		66%	71%
Low-Income	**-18%**	**-1946%**	**-259%**	**65%**	**-13%**	**-84%**	**45%**	**60%**	**-33%**	**17%**	**135%**
4. Low-Income Whole House	-18%	-7%	-17%	65%	-13%	-84%	45%	65%	-33%	20%	143%
Low-Income New Construction	-10%	-5%	-9%	383%	-13%	-100%	-9%	-25%	-65%	-50%	44%
Low-Income Single Family Retrofit	12%	-100%	-27%	67%		-85%	47%	62%	8%	46%	84%
Low-Income Multi-Family Retrofit				-100%			-89%	79%	-46%	7%	216%
Commercial & Industrial	**43%**	**-7%**	**31%**			**-100%**	**-100%**	**-7%**	**-26%**	**-10%**	**-3%**
6. C&I New Construction	483%	2393%	869%			-100%	-100%	94%		106%	-65%
C&I New Construction	483%	2393%	869%			-100%	-100%	94%		106%	-65%
7. C&I Retrofit	27%	-79%	3%					-30%	-40%	-31%	120%
C&I Retrofit	160%	-81%	104%					19%	-6%	15%	83%
C&I Direct Install	-56%	-79%	-61%					-65%	-66%	-65%	28%
Grand Total	**45%**	**24%**	**40%**	**21%**	**-42%**	**18%**	**7%**	**14%**	**11%**	**13%**	**-35%**

Cost-Effectiveness

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Planned Cost-Effectiveness						
Program	B/C Ratio	Net Benefits	Total TRC Test Benefits	Costs		
				PA Budget	Participant Costs	Total TRC Test Costs
Residential	**3.55**	**140,347,736**	**195,425,855**	**45,856,235**	**9,221,884**	**55,078,120**
1. Residential Whole House	4.06	106,315,514	141,061,491	30,450,742	4,295,234	34,745,977
Residential New Construction & Major Renovation	1.50	1,023,463	3,082,106	1,311,891	746,751	2,058,642
Residential Multi-Family Retrofit	2.49	2,845,506	4,749,076	1,835,854	67,715	1,903,569
Residential Home Energy Services	4.57	101,519,907	129,938,406	24,937,731	3,480,768	28,418,499
Residential Behavior/Feedback Program	1.39	926,638	3,291,904	2,365,266	-	2,365,266
2. Residential Products	3.23	37,508,671	54,364,364	11,929,043	4,926,650	16,855,693
Residential Cooling & Heating Equipment	2.41	2,911,991	4,976,757	1,375,196	689,570	2,064,766
Residential Lighting	3.63	33,842,301	46,688,608	8,921,398	3,924,909	12,846,307
Residential Consumer Products	1.39	754,378	2,698,999	1,632,450	312,171	1,944,620
3. Residential Hard-to-Measure	-	(3,476,450)	-	3,476,450	-	3,476,450
Low-Income	**2.81**	**27,926,223**	**43,366,530**	**14,952,014**	**488,292**	**15,440,306**
4. Low-Income Whole House	2.90	28,395,034	43,366,530	14,483,204	488,292	14,971,496
Low-Income New Construction	2.93	1,756,079	2,667,322	422,951	488,292	911,243
Low-Income Single Family Retrofit	2.55	11,112,807	18,299,379	7,186,572	-	7,186,572
Low-Income Multi-Family Retrofit	3.26	15,526,148	22,399,829	6,873,681	-	6,873,681
5. Low-Income Hard-to-Measure	-	(468,810)	-	468,810	-	468,810
Commercial & Industrial	**2.70**	**212,492,340**	**337,388,360**	**88,540,826**	**36,355,194**	**124,896,021**
6. C&I New Construction	3.18	36,541,618	53,322,907	11,513,271	5,268,018	16,781,289
C&I New Construction	3.18	36,541,618	53,322,907	11,513,271	5,268,018	16,781,289
7. C&I Retrofit	2.64	176,607,203	284,065,453	76,371,074	31,087,176	107,458,250
C&I Retrofit	2.81	77,456,844	120,271,713	24,000,550	18,814,319	42,814,869
C&I Direct Install	2.53	99,150,359	163,793,740	52,370,523	12,272,858	64,643,381
8. C&I Hard-to-Measure	-	(656,482)	-	656,482	-	656,482
Grand Total	**2.95**	**380,766,298**	**576,180,745**	**149,349,076**	**46,065,371**	**195,414,447**

Cost-Effectiveness

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Evaluated Cost-Effectiveness						
Program	B/C Ratio	Net Benefits	Total TRC Test Benefits	Costs		
				PA Budget	Participant Costs	Total TRC Test Costs
Residential	**3.71**	**217,765,654**	**298,114,518**	**46,932,857**	**33,416,006**	**80,348,863**
1. Residential Whole House	4.93	149,607,615	187,669,725	27,943,736	10,118,374	38,062,110
Residential New Construction & Major Renovation	2.59	3,965,982	6,459,569	1,526,350	967,237	2,493,587
Residential Multi-Family Retrofit	2.00	1,609,929	3,223,682	1,556,819	56,934	1,613,753
Residential Home Energy Services	5.59	144,527,134	175,996,256	22,374,918	9,094,203	31,469,122
Residential Behavior/Feedback Program	0.80	(495,431)	1,990,218	2,485,648	-	2,485,648
2. Residential Products	2.83	71,343,639	110,386,343	15,745,072	23,297,632	39,042,704
Residential Cooling & Heating Equipment	1.46	1,892,402	6,038,537	2,695,019	1,451,117	4,146,136
Residential Lighting	3.07	67,331,839	99,873,104	11,206,360	21,334,905	32,541,265
Residential Consumer Products	1.90	2,119,399	4,474,702	1,843,693	511,610	2,355,303
3. Residential Hard-to-Measure	0.02	(3,185,600)	58,450	3,244,049	-	3,244,049
Low-Income	**3.11**	**34,354,840**	**50,670,382**	**16,290,614**	**24,928**	**16,315,542**
4. Low-Income Whole House	3.23	35,841,886	51,897,185	16,030,371	24,928	16,055,299
Low-Income New Construction	3.08	909,122	1,345,665	411,615	24,928	436,543
Low-Income Single Family Retrofit	3.19	18,306,558	26,684,757	8,378,198	-	8,378,198
Low-Income Multi-Family Retrofit	3.30	16,626,206	23,866,763	7,240,558	-	7,240,558
5. Low-Income Hard-to-Measure	(4.71)	(1,487,046)	(1,226,803)	260,243	-	260,243
Commercial & Industrial	**2.91**	**200,266,624**	**304,989,189**	**70,257,360**	**34,465,205**	**104,722,566**
6. C&I New Construction	4.13	83,404,649	110,032,298	16,256,752	10,370,897	26,627,649
C&I New Construction	4.13	83,404,649	110,032,298	16,256,752	10,370,897	26,627,649
7. C&I Retrofit	2.52	117,663,109	194,956,891	53,199,474	24,094,308	77,293,782
C&I Retrofit	3.65	100,045,883	137,847,873	22,484,709	15,317,281	37,801,990
C&I Direct Install	1.45	17,617,226	57,109,018	30,714,765	8,777,027	39,491,791
8. C&I Hard-to-Measure	-	(801,135)	-	801,135	-	801,135
Grand Total	**3.25**	**452,387,118**	**653,774,089**	**133,480,831**	**67,906,139**	**201,386,971**

Cost-Effectiveness

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

Planned v. Evaluated Cost-Effectiveness (%)						
Program	B/C Ratio	Net Benefits	Total TRC Test Benefits	Costs		
				PA Budget	Participant Costs	Total TRC Test Costs
Residential	**5%**	**55%**	**53%**	**2%**	**262%**	**46%**
1. Residential Whole House	21%	41%	33%	-8%	136%	10%
Residential New Construction & Major Renovation	73%	288%	110%	16%	30%	21%
Residential Multi-Family Retrofit	-20%	-43%	-32%	-15%	-16%	-15%
Residential Home Energy Services	22%	42%	35%	-10%	161%	11%
Residential Behavior/Feedback Program	-42%	-153%	-40%	5%		5%
2. Residential Products	-12%	90%	103%	32%	373%	132%
Residential Cooling & Heating Equipment	-40%	-35%	21%	96%	110%	101%
Residential Lighting	-16%	99%	114%	26%	444%	153%
Residential Consumer Products	37%	181%	66%	13%	64%	21%
3. Residential Hard-to-Measure		-8%		-7%		-7%
Low-Income	**11%**	**23%**	**17%**	**9%**	**-95%**	**6%**
4. Low-Income Whole House	12%	26%	20%	11%	-95%	7%
Low-Income New Construction	5%	-48%	-50%	-3%	-95%	-52%
Low-Income Single Family Retrofit	25%	65%	46%	17%		17%
Low-Income Multi-Family Retrofit	1%	7%	7%	5%		5%
5. Low-Income Hard-to-Measure		217%		-44%		-44%
Commercial & Industrial	**8%**	**-6%**	**-10%**	**-21%**	**-5%**	**-16%**
6. C&I New Construction	30%	128%	106%	41%	97%	59%
C&I New Construction	30%	128%	106%	41%	97%	59%
7. C&I Retrofit	-5%	-33%	-31%	-30%	-22%	-28%
C&I Retrofit	30%	29%	15%	-6%	-19%	-12%
C&I Direct Install	-43%	-82%	-65%	-41%	-28%	-39%
8. C&I Hard-to-Measure		22%		22%		22%
Grand Total	**10%**	**19%**	**13%**	**-11%**	**47%**	**3%**

Notes:

• The Green Communities Act requires that energy efficiency programs be cost-effective. G.L. c. 25, §§ 21(a), 21(b)(3). If a core initiative is not cost-effective, the Program Administrator has provided an explanation in its report filing.

Significant Variances

(Multiple Items) Variances

Eversource Electric (WMECO)

August 1, 2016

Significant Variances												
Program	Total PA Costs			Lifetime MWh			Total Resource Benefits			Total Benefits		
	Planned	Actual	Planned v. Actual (%)	Planned	Preliminary	Planned v. Preliminary (%)	Planned	Preliminary	Planned v. Preliminary (%)	Preliminary	Evaluated	Preliminary v. Evaluated (%)
Residential	**44,744,265**	**44,848,334**	**0%**	**569,048**	**1,062,324**	**87%**	**132,447,309**	**212,618,302**	**61%**	**305,023,138**	**298,114,518**	**-2%**
1. Residential Whole House	29,565,775	26,258,917	-11%	171,284	243,728	42%	81,637,413	117,120,348	43%	204,206,940	187,669,725	-8%
Residential New Construction & Major Renovation	1,326,438	1,518,105	***14%***	6,483	20,771	220%	2,339,127	5,736,791	145%	6,427,255	6,459,569	1%
Residential Multi-Family Retrofit	1,832,418	1,557,197	***-15%***	13,036	16,735	28%	1,350,635	1,766,666	31%	3,026,017	3,223,682	7%
Residential Home Energy Services	23,999,971	20,646,571	***-14%***	118,833	182,097	53%	74,655,746	107,257,458	44%	192,394,236	175,996,256	-9%
Residential Behavior/Feedback Program	2,406,948	2,537,044	5%	32,932	24,124	***-27%***	3,291,904	2,359,433	***-28%***	2,359,433	1,990,218	***-16%***
2. Residential Products	11,602,914	15,249,201	31%	397,764	818,596	106%	50,809,896	95,497,954	88%	100,816,198	110,386,343	9%
Residential Cooling & Heating Equipment	1,355,916	2,712,454	***100%***	19,888	53,239	168%	4,721,861	6,256,457	32%	6,958,275	6,038,537	***-13%***
Residential Lighting	8,592,013	10,678,501	***24%***	356,347	732,337	106%	43,389,036	84,374,565	94%	88,990,992	99,873,104	***12%***
Residential Consumer Products	1,654,985	1,858,245	***12%***	21,529	33,020	53%	2,698,999	4,866,932	80%	4,866,932	4,474,702	-8%
3. Residential Hard-to-Measure	3,575,576	3,340,216	-7%		-		-	-		-	58,450	
Residential Statewide Marketing	495,788	290,941	-41%		-		-	-		-	-	
Residential DOER Assessment	913,536	208,625	-77%		-		-	-		-	-	
Residential EEAC Consultants	98,271	-	-100%		-		-	-		-	-	
Residential Sponsorship & Subscriptions	129,169	51,803	-60%		-		-	-		-	-	
Residential HEAT Loan	1,500,608	2,355,933	57%		-		-	-		-	-	
Residential Workforce Development	125,201	34,296	-73%		-		-	-		-	-	
Residential R&D and Demonstration	-	-			-		-	-		-	58,323	
Residential Education	313,003	398,618	27%		-		-	-		-	126	
Low-Income	**14,854,637**	**16,065,282**	**8%**	**113,575**	**204,450**	**80%**	**23,292,133**	**36,967,650**	**59%**	**49,698,156**	**50,670,382**	**2%**
4. Low-Income Whole House	14,372,662	15,797,854	10%	113,575	204,450	80%	23,292,133	36,967,650	59%	49,698,156	51,897,185	4%
Low-Income New Construction	402,673	401,652	0%	3,776	1,642	***-57%***	1,051,439	609,269	***-42%***	1,230,532	1,345,665	9%
Low-Income Single Family Retrofit	7,171,451	8,331,061	***16%***	40,023	56,672	42%	12,781,803	19,675,868	54%	25,297,023	26,684,757	5%
Low-Income Multi-Family Retrofit	6,798,538	7,065,141	4%	69,775	146,135	109%	9,458,891	16,682,513	76%	23,170,600	23,866,763	3%
5. Low-Income Hard-to-Measure	481,975	267,428	***-45%***		-		-	-		-	(1,226,803)	
Low-Income Statewide Marketing	204,907	63,319	-69%		-		-	-		-	-	
Low-Income DOER Assessment	82,228	113,375	38%		-		-	-		-	(217,566)	
Low-Income Energy Affordability Network	194,840	90,734	-53%		-		-	-		-	(1,009,236)	
Commercial & Industrial	**87,056,308**	**68,397,582**	**-21%**	**2,190,829**	**1,941,135**	**-11%**	**288,313,159**	**249,077,823**	**-14%**	**285,059,874**	**304,989,189**	**7%**
6. C&I New Construction	11,181,973	15,919,166	42%	383,785	727,836	90%	53,322,907	98,296,823	84%	104,940,588	110,032,298	5%
C&I New Construction	11,181,973	15,919,166	***42%***	383,785	727,836	90%	53,322,907	98,296,823	84%	104,940,588	110,032,298	5%
7. C&I Retrofit	75,205,237	51,653,509	-31%	1,807,045	1,213,299	-33%	234,990,251	150,781,000	-36%	180,119,285	194,956,891	8%
C&I Retrofit	23,241,733	21,575,151	-7%	780,687	828,553	6%	99,031,311	98,073,937	-1%	117,832,860	137,847,873	***17%***
C&I Direct Install	51,963,504	30,078,357	***-42%***	1,026,357	384,747	***-63%***	135,958,940	52,707,063	***-61%***	62,286,425	57,109,018	-8%
8. C&I Hard-to-Measure	669,098	824,908	***23%***		-		-	-		-	-	
C&I Statewide Marketing	168,384	259,676	54%		-		-	-		-	-	
C&I DOER Assessment	440,820	482,848	10%		-		-	-		-	-	
C&I EEAC Consultants	-	-			-		-	-		-	-	
C&I Sponsorships & Subscriptions	59,894	82,384	38%		-		-	-		-	-	
Grand Total	**146,655,210**	**129,311,198**	**-12%**	**2,873,452**	**3,207,909**	**12%**	**444,052,601**	**498,663,775**	**12%**	**639,781,167**	**653,774,089**	**2%**

Notes:

- Significant variances, for which explanation are provided, are defined as:
  - (1) variances between planned and actual core initiative budget of ten percent or greater;
  - (2) variances between planned and preliminary core initiative total lifetime savings showing a decrease of ten percent or greater;
  - (3) variances between planned and preliminary core initiative total resource benefits showing a decrease of ten percent or greater; and
  - (4) variances between preliminary and evaluated core initiative total benefits of ten percent or greater;

- Cells highlighted in the above table indicate that an explanation is provided.

Administrative Costs

(Multiple Items) Program Planning and Administration Costs

Eversource Electric (WMECO)

August 1, 2016

Administrative Costs								
Program	Planned			Actual			Planned v. Actual (%)	
	Total PA Budget	Program Planning and Administration	PPA as % of Total PA Budget	Total PA Budget	Program Planning and Administration	PPA as % of Total PA Budget	Program Planning and Administration	PPA as % of Total PA Budget
Residential	**44,744,265**	**1,856,705**	**4.1%**	**44,848,334**	**2,148,117**	**4.8%**	**16%**	**15%**
1. Residential Whole House	29,565,775	1,153,735	3.9%	26,258,917	1,368,725	5.2%	19%	34%
Residential New Construction & Major Renovation	1,326,438	43,141	3.3%	1,518,105	50,967	3.4%	18%	3%
Residential Multi-Family Retrofit	1,832,418	70,886	3.9%	1,557,197	82,537	5.3%	16%	37%
Residential Home Energy Services	23,999,971	949,927	4.0%	20,646,571	1,141,188	5.5%	20%	40%
Residential Behavior/Feedback Program	2,406,948	89,781	3.7%	2,537,044	94,033	3.7%	5%	-1%
2. Residential Products	11,602,914	411,142	3.5%	15,249,201	486,093	3.2%	18%	-10%
Residential Cooling & Heating Equipment	1,355,916	52,833	3.9%	2,712,454	63,090	2.3%	19%	-40%
Residential Lighting	8,592,013	296,420	3.4%	10,678,501	356,042	3.3%	20%	-3%
Residential Consumer Products	1,654,985	61,889	3.7%	1,858,245	66,961	3.6%	8%	-4%
3. Residential Hard-to-Measure	3,575,576	291,828	8.2%	3,340,216	293,300	8.8%	1%	8%
Residential Statewide Marketing	495,788	7,157	1.4%	290,941	-	0.0%	-100%	-100%
Residential DOER Assessment	913,536	139,578	15.3%	208,625	204,987	98.3%	47%	543%
Residential EEAC Consultants	98,271	93,199	94.8%	-	-		-100%	-100%
Residential Sponsorship & Subscriptions	129,169	33,690	26.1%	51,803	51,803	100.0%	54%	283%
Residential HEAT Loan	1,500,608		0.0%	2,355,933	-	0.0%		
Residential Workforce Development	125,201	5,201	4.2%	34,296	11,333	33.0%	118%	695%
Residential R&D and Demonstration	-	-		-	-			
Residential Education	313,003	13,003	4.2%	398,618	25,177	6.3%	94%	52%
Low-Income	**14,854,637**	**1,166,606**	**7.9%**	**16,065,282**	**1,051,967**	**6.5%**	**-10%**	**-17%**
4. Low-Income Whole House	14,372,662	751,376	5.2%	15,797,854	850,855	5.4%	13%	3%
Low-Income New Construction	402,673	21,260	5.3%	401,652	24,334	6.1%	14%	15%
Low-Income Single Family Retrofit	7,171,451	377,460	5.3%	8,331,061	421,685	5.1%	12%	-4%
Low-Income Multi-Family Retrofit	6,798,538	352,656	5.2%	7,065,141	404,836	5.7%	15%	10%
5. Low-Income Hard-to-Measure	481,975	415,230	86.2%	267,428	201,112	75.2%	-52%	-13%
Low-Income Statewide Marketing	204,907	145,232	70.9%	63,319	-	0.0%	-100%	-100%
Low-Income DOER Assessment	82,228	75,158	91.4%	113,375	110,378	97.4%	47%	7%
Low-Income Energy Affordability Network	194,840	194,840	100.0%	90,734	90,734	100.0%	-53%	0%
Commercial & Industrial	**87,056,308**	**3,516,148**	**4.0%**	**68,397,582**	**4,542,568**	**6.6%**	**29%**	**64%**
6. C&I New Construction	11,181,973	391,712	3.5%	15,919,166	905,818	5.7%	131%	62%
C&I New Construction	11,181,973	391,712	3.5%	15,919,166	905,818	5.7%	131%	62%
7. C&I Retrofit	75,205,237	2,742,440	3.6%	51,653,509	3,081,322	6.0%	12%	64%
C&I Retrofit	23,241,733	1,131,253	4.9%	21,575,151	1,675,710	7.8%	48%	60%
C&I Direct Install	51,963,504	1,611,187	3.1%	30,078,357	1,405,612	4.7%	-13%	51%
8. C&I Hard-to-Measure	669,098	381,996	57.1%	824,908	555,428	67.3%	45%	18%
C&I Statewide Marketing	168,384	-	0.0%	259,676	-	0.0%		
C&I DOER Assessment	440,820	322,102	73.1%	482,848	473,044	98.0%	47%	34%
C&I EEAC Consultants	-	-		-	-			
C&I Sponsorships & Subscriptions	59,894	59,894	100.0%	82,384	82,384	100.0%	38%	0%
Grand Total	**146,655,210**	**6,539,459**	**4.5%**	**129,311,198**	**7,742,652**	**6.0%**	**18%**	**34%**

Notes:

• General Laws c. 25, § 19(b) requires the Department, when authorizing energy efficiency programs, to ensure that such programs minimize administrative costs to the fullest extent practicable. Administrative costs, also commonly referred to as PP&A costs, have traditionally been defined as all in-house and outsourced costs associated with planning activities and program administration. These include costs associated with developing program plans and day-to-day program administration, including labor, overhead costs, and any regulatory costs associated with energy efficiency activities.

• The Program Administrator has explained in its report filing the reasons for increases between planned and actual PP&A spending by sector.

Customer Sector Cost Allocation

(Multiple Items) Program Administrator Budget

Eversource Electric (WMECO)

August 1, 2016

Customer Sector Cost Allocation						
Customer Sector	**Planned**		**Actual**		**Planned v. Actual (%)**	
	Total PA Costs	**% of Total PA Costs**	**Total PA Costs**	**% of Total PA Costs**	**Total PA Costs**	**% of Total PA Costs**
Residential	44,744,265	31%	44,848,334	35%	0%	14%
Low-Income	14,854,637	10%	16,065,282	12%	8%	23%
Commercial & Industrial	87,056,308	59%	68,397,582	53%	-21%	-11%
Grand Total	**146,655,210**	**100%**	**129,311,198**	**100%**	**-12%**	**0%**

Notes:

• General Laws c. 25, § 19(c) requires that at least 10 percent of the amount expended for electric energy efficiency programs and at least 20 percent of the amount expended for gas energy efficiency programs be spent on low-income programs.

• If the low-income budget did not meet the statutory minimum of the amount expended for energy efficiency, the Program Administrator has explained in its report filing why not, and explained the steps the Program Administrator has taken to ensure compliance in the next term.

Competitive Procurement

2013-2015 Program Administrator Budget

Eversource Electric (WMECO)

August 1, 2016

Outsourced and Competitively Procured Services						
Sector & Cost Categories	**Total Costs ($)**		**Percent of Total Sector Costs (%)**		**Planned v. Actual (%)**	
	Planned	**Actual**	**Planned**	**Actual**	**Costs**	**Percent of Total**
Residential						
Total Cost of Services	15,438,014	13,939,773	100%	100%	-10%	0%
In-House Activities	1,470,858	1,441,837	10%	10%	-2%	9%
Outsourced Activities	13,967,156	12,497,936	90%	90%	-11%	-1%
Competitively Procured	13,619,506	12,065,670	88%	87%	-11%	-2%
Non-Competitively Procured	347,650	432,266	2%	3%	24%	38%
Low-Income						
Total Cost of Services	4,461,948	3,557,821	100%	100%	-20%	0%
In-House Activities	711,126	671,488	16%	19%	-6%	18%
Outsourced Activities	3,750,822	2,886,333	84%	81%	-23%	-3%
Competitively Procured	3,210,409	521,223	72%	15%	-84%	-80%
Non-Competitively Procured	540,413	2,365,110	12%	66%	338%	449%
Commercial & Industrial						
Total Cost of Services	22,264,732	16,674,420	100%	100%	-25%	0%
In-House Activities	5,334,562	5,503,270	24%	33%	3%	38%
Outsourced Activities	16,930,170	11,171,150	76%	67%	-34%	-12%
Competitively Procured	16,249,097	10,188,002	73%	61%	-37%	-16%
Non-Competitively Procured	681,073	983,148	3%	6%	44%	93%
Grand Total						
Total Cost of Services	42,164,695	34,172,014	100%	100%	-19%	0%
In-House Activities	7,516,546	7,616,595	18%	22%	1%	25%
Outsourced Activities	34,648,149	26,555,419	82%	78%	-23%	-5%
Competitively Procured	33,079,012	22,774,896	78%	67%	-31%	-15%
Non-Competitively Procured	1,569,137	3,780,524	4%	11%	141%	197%

Notes:

• General Laws c. 25, § 19(b) requires that the Department ensure that energy efficiency programs use competitive procurement processes to the fullest extent practicable.

• The Program Administrator has explained in its report filing the reasons for significant differences between planned and actual outsourced activities and competitively procured activities.

Greenhouse Gas Reductions

(Multiple Items) Planned vs. Evaluated

Eversource Electric (WMECO)

August 1, 2016

GHG reductions are provided for information purposes only. They are not included in the TRC test.

Planned Greenhouse Gas Reductions

Customer Sector	Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	Annual MWh	Annual Therms	Annual MMBTU	Energy	Energy	Energy	Gas	Oil			
Residential	102,831	28	80,606	0.000194	0.000172	0.392	0.005850	0.080693	19.9	17.7	46,863
Low-Income	11,093	21,996	14,755	0.000194	0.000172	0.392	0.005850	0.080693	2.2	1.9	5,673
Commercial & Industrial	180,524	(1,303,498)	-	0.000194	0.000172	0.392	0.005850	0.080693	35.0	31.1	63,225
Grand Total	**294,449**	**(1,281,474)**	**95,362**	**0.000194**	**0.000172**	**0.392**	**0.005850**	**0.080693**	**57.1**	**50.6**	**115,761**

Evaluated Greenhouse Gas Reductions

Customer Sector	Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	Annual MWh	Annual Therms	Annual MMBTU	Energy	Energy	Energy	Gas	Oil			
Residential	128,638	(17,564)	66,970	0.000194	0.000172	0.392	0.005850	0.080693	25.0	22.1	55,788
Low-Income	18,470	49,833	14,219	0.000194	0.000172	0.392	0.005850	0.080693	3.6	3.2	8,688
Commercial & Industrial	161,997	(3,144,932)	-	0.000194	0.000172	0.392	0.005850	0.080693	31.4	27.9	45,181
Grand Total	**309,104**	**(3,112,663)**	**81,189**	**0.000194**	**0.000172**	**0.392**	**0.005850**	**0.080693**	**60.0**	**53.2**	**109,657**

Planned v. Evaluated Greenhouse Gas Reductions (%)

Customer Sector	Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	Annual MWh	Annual Therms	Annual MMBTU	Energy	Energy	Energy	Gas	Oil			
Residential	25%	-62540%	-17%	0%	0%	0%	0%	0%	25%	25%	19%
Low-Income	66%	127%	-4%	0%	0%	0%	0%	0%	66%	66%	53%
Commercial & Industrial	-10%	141%		0%	0%	0%	0%	0%	-10%	-10%	-29%
Grand Total	**5%**	**143%**	**-15%**	**0%**	**0%**	**0%**	**0%**	**0%**	**5%**	**5%**	**-5%**

Notes:

• The Department does not include greenhouse gas emissions and conversion factor information as part of the Three-Year Term Report template because such data are not required for the Department's investigation of the Three-Year Term Reports. See D.P.U. 11-120-A, Phase II at 6. The Department expects that the Program Administrators will continue to include the greenhouse gas emissions and conversion factor data in the Plan-Year and Three-Year Term Reports for informational purposes only.

• The PAs are working with DEP to try to determine the best method for properly and precisely capturing the full impact of energy efficiency measures on GHG emissions. As part of this process, the PAs have included this additional table on Emissions Reductions, based on continuing discussions with the DEP. These reductions are calculated using factors proposed by DEP, which are based on annual gas, oil, and electric savings. The PAs look forward to discussing these proposed factors with DEP and are committed to ensuring that the full impact of energy efficiency measures on GHG emissions are captured.

Program Planning and Administration Expenditures

2013-2015 Program Administrator Budget

Eversource Electric (WMECO)

August 1, 2016

Program Planning and Administration Expenditures							
Year	Internal Costs	External Costs					Total Program Planning and Administration
	Labor, benefits, employee expenses, materials, and overhead	Legal Services	Assessments	Other Vendor Services	Hard to Measure Sponsorships & Subscriptions	Total External Costs	
2013	$ 1,451,111.57	$ 90,304.01	$ 290,822.61	$ 434,694.05	$ 33,874.00	$ 849,694.67	$ 2,300,806.24
2014	$ 1,761,143.13	$ 94,112.18	$ 293,013.72	$ 558,994.67	$ 53,370.33	$ 999,490.90	$ 2,760,634.03
2015	$ 1,929,262.99	$ 93,371.61	$ 333,968.78	$ 279,273.24	$ 47,145.84	$ 753,759.47	$ 2,683,022.46
2013-2015	**$ 5,141,517.69**	**$ 277,787.80**	**$ 917,805.11**	**$ 1,272,961.96**	**$ 134,390.17**	**$ 2,602,945.04**	**$ 7,744,462.73**

Notes:

• Assessments include costs associated with the Department of Energy Resource (DOER), Residential Conservation Services (RCS), Energy Efficiency Advisory Council (EEAC) Consultants, and the Low-Income Energy Affordability Network (LEAN). Note that the electric Program Administrators do not budget for the EEAC Consultant fees as these costs are paid by the DOER using RGGI proceeds.

• Contractor Fees include costs associated with third-party consultants that assist with program planning and administration.

NSTAR Electric Company/
Western Massachusetts Electric Company
each d/b/a Eversource Energy

D.P.U. 16-130

PART ONE
2013-2015 TERM REPORT DATA TABLES

Energy Efficiency Term Report Data Tables

Overview

Eversource Electric
August 1, 2016

OVERVIEW

The following data tables provide a summary of the Program Administrator's benefits, costs, savings, and cost-effectiveness for 2013 through 2015. The 2013 through 2015 planned values are consistent with each Program Administrator's 2013-2015 Three-Year Plan. The 2013 through 2015 evaluated values are consistent with each Program Administrator's 2013-2015 Term Report.

SELECTIONS

By default, these data tables are set to show 2013-2015 total values, and compare planned to evaluated. These parameters can be adjusted by following the instructions provided on the "Selections" tab and changing the options on that tab.

BENEFIT-COST SCREENING MODEL

The primary supporting models used by the Program Administrators in preparing these data tables are the Benefit-Cost Screening models for each year in 2013 through 2015. The Benefit-Cost Screening models provide measure level savings and benefits, and are provided at Appendix A.

CORRECTIONS TO 2013 AND 2014

In performing a complete data review for this Term Report, the Program Administrators have updated certain limited data from 2013 and 2014 to correct errors. The data tables filed in this Term Report represent the final values for all three years. Additionally, updated Benefit-Cost Screening models for 2013 and 2014 that correspond to the final data tables are included at Appendix A.

Program Administrator Budget

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Planned Budget

Program Administrator Budget

Program	PA Costs						Performance Incentive	Total PA Budget	PA Cost per Participant
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential	**12,535,453**	**15,049,148**	**141,502,932**	**46,218,575**	**7,934,509**	**223,240,617**	**10,920,002**	**234,160,619**	**$ 105**
1. Residential Whole House	7,049,815	5,448,677	89,764,649	33,009,969	5,570,716	140,843,826	7,924,360	148,768,186	$ 227
Residential New Construction & Major Renovation	369,167	700,358	4,014,221	1,017,614	528,754	6,630,114	269,878	6,899,993	$ 1,117
Residential Multi-Family Retrofit	1,295,808	333,175	16,694,807	3,168,604	1,003,412	22,495,806	286,490	22,782,297	$ 597
Residential Home Energy Services	5,133,569	3,975,150	68,552,221	22,909,451	3,876,056	104,446,447	7,262,290	111,708,737	$ 1,414
Residential Behavior/Feedback Program	251,271	439,994	503,400	5,914,300	162,493	7,271,458	105,702	7,377,160	$ 14
2. Residential Products	3,591,742	6,365,294	40,391,980	7,973,268	2,202,343	60,524,627	2,995,642	63,520,269	$ 40
Residential Cooling & Heating Equipment	665,295	444,214	7,200,680	1,517,117	181,218	10,008,524	299,716	10,308,240	$ 616
Residential Lighting	2,291,688	4,421,645	28,917,445	3,640,925	1,484,176	40,755,879	2,477,241	43,233,120	$ 31
Residential Consumer Products	634,759	1,499,435	4,273,855	2,815,226	536,950	9,760,225	218,684	9,978,909	$ 64
3. Residential Hard-to-Measure	1,893,896	3,235,177	11,346,303	5,235,338	161,450	21,872,164	-	21,872,164	
Residential Statewide Marketing	7,157	2,678,631	-	210,000	-	2,895,788	-	2,895,788	
Residential DOER Assessment	1,231,401	-	710,952	49,876	161,450	2,153,679	-	2,153,679	
Residential EEAC Consultants	93,199	5,072	-	-	-	98,271	-	98,271	
Residential Sponsorship & Subscriptions	273,690	95,479	-	-	-	369,169	-	369,169	
Residential HEAT Loan	-	10,313	10,635,351	1,190,315	-	11,835,979	-	11,835,979	
Residential Workforce Development	44,792	-	-	555,147	-	599,939	-	599,939	
Residential R&D and Demonstration	13,383	-	-	375,000	-	388,383	-	388,383	
Residential Education	230,274	445,682	-	2,855,000	-	3,530,956	-	3,530,956	
Low-Income	**6,248,623**	**1,498,511**	**53,688,948**	**11,835,753**	**2,734,698**	**76,006,533**	**1,701,002**	**77,707,535**	**$ 1,727**
4. Low-Income Whole House	4,178,416	1,198,836	53,688,948	11,835,753	2,678,188	73,580,141	1,701,002	75,281,143	$ 1,672
Low-Income New Construction	130,364	44,803	1,444,296	269,439	76,312	1,965,214	220,980	2,186,194	$ 830
Low-Income Single Family Retrofit	1,746,394	422,100	24,665,865	6,133,919	826,581	33,794,859	907,155	34,702,014	$ 2,141
Low-Income Multi-Family Retrofit	2,301,658	731,933	27,578,787	5,432,395	1,775,295	37,820,068	572,867	38,392,935	$ 1,463
5. Low-Income Hard-to-Measure	2,070,207	299,675	-	-	56,510	2,426,392	-	2,426,392	
Low-Income Statewide Marketing	145,232	299,675	-	-		444,907	-	444,907	
Low-Income DOER Assessment	439,100	-	-		56,510	495,610	-	495,610	
Low-Income Energy Affordability Network	1,485,875	-	-	-		1,485,875	-	1,485,875	
Commercial & Industrial	**45,819,840**	**14,149,815**	**317,611,819**	**67,578,880**	**13,865,238**	**459,025,592**	**28,234,331**	**487,259,923**	**$ 18,734**
6. C&I New Construction	10,152,835	3,783,793	56,434,746	16,372,494	3,508,536	90,252,404	6,760,005	97,012,410	$ 20,092
C&I New Construction	10,152,835	3,783,793	56,434,746	16,372,494	3,508,536	90,252,404	6,760,005	97,012,410	$ 20,092
7. C&I Retrofit	31,144,796	8,609,220	261,177,073	51,206,386	10,029,761	362,167,236	21,474,326	383,641,562	$ 18,099
C&I Retrofit	25,676,854	7,409,302	157,859,374	21,343,305	7,581,387	219,870,222	16,057,928	235,928,151	$ 41,761
C&I Direct Install	5,467,942	1,199,918	103,317,699	29,863,081	2,448,374	142,297,014	5,416,398	147,713,411	$ 9,651
8. C&I Hard-to-Measure	4,522,209	1,756,802	-	-	326,940	6,605,951	-	6,605,951	
C&I Statewide Marketing	-	1,668,384	-	-		1,668,384	-	1,668,384	
C&I DOER Assessment	2,505,748	88,418	-		326,940	2,921,106	-	2,921,106	
C&I EEAC Consultants	-	-	-	-		-	-	-	
C&I Sponsorships & Subscriptions	2,016,461	-	-	-		2,016,461	-	2,016,461	
Grand Total	**64,603,916**	**30,697,474**	**512,803,699**	**125,633,208**	**24,534,444**	**758,272,742**	**40,855,335**	**799,128,077**	**$ 346**

Program Administrator Budget

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Evaluated Budget

Program Administrator Budget

Program	PA Costs						Performance Incentive	Total PA Budget	PA Cost per Participant
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential	**9,626,054**	**13,492,701**	**173,753,659**	**43,295,447**	**4,592,389**	**244,760,250**	**16,086,717**	**260,846,967**	**$ 50**
1. Residential Whole House	5,220,902	4,127,699	98,356,674	30,974,436	3,154,039	141,833,749	10,931,062	152,764,811	$ 142
Residential New Construction & Major Renovation	261,908	257,583	6,334,397	1,129,559	266,332	8,249,780	938,478	9,188,258	$ 899
Residential Multi-Family Retrofit	868,347	128,637	22,065,239	2,025,808	533,256	25,621,287	306,319	25,927,607	$ 1,502
Residential Home Energy Services	3,891,669	3,601,048	69,838,838	20,409,127	2,265,011	100,005,692	9,583,828	109,589,520	$ 2,330
Residential Behavior/Feedback Program	198,977	140,431	118,200	7,409,942	89,440	7,956,990	102,436	8,059,426	$ 9
2. Residential Products	2,531,358	6,281,172	54,522,446	7,218,331	1,407,749	71,961,056	5,155,655	77,116,711	$ 18
Residential Cooling & Heating Equipment	457,297	318,266	11,112,273	1,774,320	132,761	13,794,916	271,488	14,066,405	$ 366
Residential Lighting	1,637,300	4,511,162	39,091,565	3,148,034	961,409	49,349,471	4,616,353	53,965,825	$ 13
Residential Consumer Products	436,761	1,451,744	4,318,608	2,295,977	313,578	8,816,668	267,814	9,084,482	$ 71
3. Residential Hard-to-Measure	1,873,795	3,083,830	20,874,539	5,102,680	30,601	30,965,445	-	30,965,445	
Residential Statewide Marketing	-	2,484,402	-	-	-	2,484,402	-	2,484,402	
Residential DOER Assessment	1,395,495	-	-	-	30,601	1,426,096	-	1,426,096	
Residential EEAC Consultants	-	-	-	-	-	-	-	-	
Residential Sponsorship & Subscriptions	267,048	-	-	-	-	267,048	-	267,048	
Residential HEAT Loan	-	245	20,874,528	2,196,788	-	23,071,561	-	23,071,561	
Residential Workforce Development	35,927	-	-	200,506	-	236,433	-	236,433	
Residential R&D and Demonstration	9,438	-	-	208,273	-	217,711	-	217,711	
Residential Education	165,886	599,183	11	2,497,114	-	3,262,193	-	3,262,193	
Low-Income	**3,959,709**	**772,876**	**57,736,822**	**10,266,179**	**1,391,800**	**74,127,386**	**2,031,482**	**76,158,868**	**$ 1,500**
4. Low-Income Whole House	3,011,078	495,470	57,736,822	10,266,179	1,379,412	72,888,962	2,031,482	74,920,444	$ 1,475
Low-Income New Construction	95,564	8,598	987,097	107,693	45,353	1,244,305	104,733	1,349,038	$ 1,081
Low-Income Single Family Retrofit	1,283,666	255,978	23,104,519	3,709,290	442,365	28,795,818	1,055,811	29,851,629	$ 1,992
Low-Income Multi-Family Retrofit	1,631,849	230,894	33,645,206	6,449,196	891,694	42,848,839	870,938	43,719,777	$ 1,268
5. Low-Income Hard-to-Measure	948,631	277,406	-	-	12,388	1,238,425	-	1,238,425	
Low-Income Statewide Marketing	-	277,406	-	-	-	277,406	-	277,406	
Low-Income DOER Assessment	506,867	-	-	-	12,388	519,254	-	519,254	
Low-Income Energy Affordability Network	441,765	-	-	-	-	441,765	-	441,765	
Commercial & Industrial	**30,237,088**	**3,607,179**	**278,218,925**	**48,052,219**	**7,579,136**	**367,694,548**	**29,779,589**	**397,474,137**	**$ 11,294**
6. C&I New Construction	6,071,070	490,670	81,552,449	13,384,171	2,392,212	103,890,571	10,231,897	114,122,469	$ 4,590
C&I New Construction	6,071,070	490,670	81,552,449	13,384,171	2,392,212	103,890,571	10,231,897	114,122,469	$ 4,590
7. C&I Retrofit	19,242,438	1,641,959	196,666,477	34,668,048	5,123,145	257,342,066	19,547,691	276,889,757	$ 25,931
C&I Retrofit	16,204,118	952,794	110,227,508	13,915,133	4,749,328	146,048,880	15,023,362	161,072,242	$ 56,281
C&I Direct Install	3,038,320	689,164	86,438,969	20,752,916	373,817	111,293,186	4,524,330	115,817,516	$ 15,185
8. C&I Hard-to-Measure	4,923,580	1,474,551	-	-	63,780	6,461,911	-	6,461,911	
C&I Statewide Marketing	-	1,474,551	-	-	-	1,474,551	-	1,474,551	
C&I DOER Assessment	2,851,975	-	-	-	63,780	2,915,755	-	2,915,755	
C&I EEAC Consultants	-	-	-	-	-	-	-	-	
C&I Sponsorships & Subscriptions	2,071,605	-	-	-	-	2,071,605	-	2,071,605	
Grand Total	**43,822,852**	**17,872,756**	**509,709,406**	**101,613,845**	**13,563,324**	**686,582,184**	**47,897,788**	**734,479,972**	**$ 137**

Program Administrator Budget
2013-2015 Planned vs. Evaluated

Eversource Electric
August 1, 2016

Planned v. Evaluated Budget (%)

Program	Program Administrator Budget								PA Cost per Participant
	PA Costs						Performance Incentive	Total PA Budget	
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential	**-23%**	**-10%**	**23%**	**-6%**	**-42%**	**10%**	**47%**	**11%**	**-53%**
1. Residential Whole House	-26%	-24%	10%	-6%	-43%	1%	38%	3%	-38%
Residential New Construction & Major Renovation	-29%	-63%	58%	11%	-50%	24%	248%	33%	-20%
Residential Multi-Family Retrofit	-33%	-61%	32%	-36%	-47%	14%	7%	14%	152%
Residential Home Energy Services	-24%	-9%	2%	-11%	-42%	-4%	32%	-2%	65%
Residential Behavior/Feedback Program	-21%	-68%	-77%	25%	-45%	9%	-3%	9%	-41%
2. Residential Products	-30%	-1%	35%	-9%	-36%	19%	72%	21%	-55%
Residential Cooling & Heating Equipment	-31%	-28%	54%	17%	-27%	38%	-9%	36%	-41%
Residential Lighting	-29%	2%	35%	-14%	-35%	21%	86%	25%	-57%
Residential Consumer Products	-31%	-3%	1%	-18%	-42%	-10%	22%	-9%	10%
3. Residential Hard-to-Measure	-1%	-5%	84%	-3%	-81%	42%		42%	
Residential Statewide Marketing	-100%	-7%		-100%		-14%		-14%	
Residential DOER Assessment	13%		-100%	-100%	-81%	-34%		-34%	
Residential EEAC Consultants	-100%	-100%				-100%		-100%	
Residential Sponsorship & Subscriptions	-2%	-100%				-28%		-28%	
Residential HEAT Loan		-98%	96%	85%		95%		95%	
Residential Workforce Development	-20%			-64%		-61%		-61%	
Residential R&D and Demonstration	-29%			-44%		-44%		-44%	
Residential Education	-28%	34%		-13%		-8%		-8%	
Low-Income	**-37%**	**-48%**	**8%**	**-13%**	**-49%**	**-2%**	**19%**	**-2%**	**-13%**
4. Low-Income Whole House	-28%	-59%	8%	-13%	-48%	-1%	19%	0%	-12%
Low-Income New Construction	-27%	-81%	-32%	-60%	-41%	-37%	-53%	-38%	30%
Low-Income Single Family Retrofit	-26%	-39%	-6%	-40%	-46%	-15%	16%	-14%	-7%
Low-Income Multi-Family Retrofit	-29%	-68%	22%	19%	-50%	13%	52%	14%	-13%
5. Low-Income Hard-to-Measure	-54%	-7%			-78%	-49%		-49%	
Low-Income Statewide Marketing	-100%	-7%				-38%		-38%	
Low-Income DOER Assessment	15%				-78%	5%		5%	
Low-Income Energy Affordability Network	-70%					-70%		-70%	
Commercial & Industrial	**-34%**	**-75%**	**-12%**	**-29%**	**-45%**	**-20%**	**5%**	**-18%**	**-40%**
6. C&I New Construction	-40%	-87%	45%	-18%	-32%	15%	51%	18%	-77%
C&I New Construction	-40%	-87%	45%	-18%	-32%	15%	51%	18%	-77%
7. C&I Retrofit	-38%	-81%	-25%	-32%	-49%	-29%	-9%	-28%	43%
C&I Retrofit	-37%	-87%	-30%	-35%	-37%	-34%	-6%	-32%	35%
C&I Direct Install	-44%	-43%	-16%	-31%	-85%	-22%	-16%	-22%	57%
8. C&I Hard-to-Measure	9%	-16%			-80%	-2%		-2%	
C&I Statewide Marketing		-12%				-12%		-12%	
C&I DOER Assessment	14%	-100%			-80%	0%		0%	
C&I EEAC Consultants									
C&I Sponsorships & Subscriptions	3%					3%		3%	
Grand Total	**-32%**	**-42%**	**-1%**	**-19%**	**-45%**	**-9%**	**17%**	**-8%**	**-60%**

Notes:
- Where not otherwise indicated, budgets for each year are represented in nominal dollars (2013$, 2014$, 2015$).
- Refer to common definitions for allocation of costs.
- EEAC Consultant fees on the electric side do not get paid out of the PA's budgets, but are instead paid by the DOER out of the RGGI proceeds.

Program Savings

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Planned Savings										
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings		Other Savings
		Annual Capacity (kW)		Energy (MWh)		(Therms)		(Annual, MMBTU)		(Annual, Gallons)
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Oil	Propane	Water
Residential	**2,120,104**	**48,937**	**96,023**	**426,844**	**2,587,809**	**114,615**	**1,052,822**	**482,473**	**33,821**	**29,090,750**
1. Residential Whole House	619,248	18,426	39,407	186,317	776,072	145,947	1,500,093	482,473	33,821	29,090,750
Residential New Construction & Major Renovation	5,937	922	998	5,308	59,701	76,604	887,715	1,114	6,542	906,161
Residential Multi-Family Retrofit	37,678	1,081	3,863	21,630	188,520	-	-	-	-	5,395,909
Residential Home Energy Services	73,846	5,641	12,146	46,861	415,334	69,343	612,378	481,359	27,279	22,788,680
Residential Behavior/Feedback Program	501,787	10,782	22,400	112,517	112,517	-	-	-	-	-
2. Residential Products	1,500,856	30,511	56,617	240,527	1,811,737	(31,332)	(447,271)	-	-	-
Residential Cooling & Heating Equipment	16,239	5,341	7,994	8,742	120,505	(31,332)	(447,271)	-	-	-
Residential Lighting	1,332,777	22,294	45,210	210,269	1,527,652	-	-	-	-	-
Residential Consumer Products	151,840	2,877	3,412	21,516	163,579	-	-	-	-	-
Low-Income	**44,001**	**4,055**	**10,426**	**39,064**	**384,081**	**117,992**	**1,590,201**	**79,269**	**293**	**15,544,484**
4. Low-Income Whole House	44,001	4,055	10,426	39,064	384,081	117,992	1,590,201	79,269	293	15,544,484
Low-Income New Construction	2,368	120	239	1,331	16,140	117,242	1,584,485	170	293	439,484
Low-Income Single Family Retrofit	15,783	1,744	3,848	14,878	149,622	750	5,715	77,015	-	15,105,000
Low-Income Multi-Family Retrofit	25,850	2,191	6,339	22,856	218,319	-	-	2,085	-	-
Commercial & Industrial	**24,502**	**178,487**	**113,818**	**1,336,186**	**18,225,454**	**(22,304,516)**	**(309,156,905)**	**-**	**-**	**14,688,433**
6. C&I New Construction	4,492	41,648	21,977	264,492	3,902,167	(438,108)	(6,466,706)	-	-	14,688,433
C&I New Construction	4,492	41,648	21,977	264,492	3,902,167	(438,108)	(6,466,706)	-	-	14,688,433
7. C&I Retrofit	20,010	136,839	91,842	1,071,693	14,323,288	(21,866,409)	(302,690,198)	-	-	-
C&I Retrofit	5,265	94,427	64,652	819,803	11,442,754	(19,471,326)	(275,132,235)	-	-	-
C&I Direct Install	14,745	42,412	27,190	251,890	2,880,534	(2,395,082)	(27,557,963)	-	-	-
Grand Total	**2,188,607**	**231,480**	**220,268**	**1,802,094**	**21,197,344**	**(22,071,909)**	**(306,513,882)**	**561,742**	**34,114**	**59,323,667**

Program Savings

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Evaluated Savings										
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings		Other Savings
		Annual Capacity (kW)		Energy (MWh)		(Therms)		(Annual, MMBTU)		(Annual, Gallons)
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Oil	Propane	Water
Residential	**4,926,740**	**79,770**	**111,910**	**582,424**	**4,820,462**	**7,940**	**424,675**	**508,400**	**9,308,892**	**135,597,650**
1. Residential Whole House	1,002,184	34,406	54,485	247,595	1,520,457	57,697	944,044	508,226	8,155,880	76,865,396
Residential New Construction & Major Renovation	9,178	5,111	3,157	14,106	177,593	8,027	92,951	2,732	43,264	913,560
Residential Multi-Family Retrofit	17,054	1,393	8,152	26,565	240,910	-	-	-	190,944	4,760,428
Residential Home Energy Services	42,925	16,574	22,081	108,215	1,003,246	49,670	851,093	505,494	7,921,672	70,396,677
Residential Behavior/Feedback Program	933,027	11,328	21,095	98,709	98,709	-	-	-	-	794,731
2. Residential Products	3,924,556	45,364	57,425	334,829	3,300,004	(49,757)	(519,369)	174	1,153,011	58,732,254
Residential Cooling & Heating Equipment	37,654	2,133	3,298	13,776	201,726	(57,252)	(577,748)	-	-	1,607,089
Residential Lighting	3,762,151	39,986	51,410	302,263	2,952,398	-	-	-	-	22,643,069
Residential Consumer Products	124,751	3,245	2,717	18,790	145,880	7,494	58,379	174	1,153,011	34,482,096
Low-Income	**49,408**	**6,970**	**22,589**	**68,317**	**653,893**	**86,469**	**1,046,242**	**73,568**	**901,916**	**13,588,543**
4. Low-Income Whole House	49,408	6,970	22,589	68,317	653,893	86,469	1,046,242	73,568	901,916	13,588,543
Low-Income New Construction	1,151	390	192	811	11,438	87,877	1,055,656	30	71	40,623
Low-Income Single Family Retrofit	14,459	3,637	3,400	18,438	181,475	847	15,550	73,482	765,320	4,354,005
Low-Income Multi-Family Retrofit	33,798	2,943	18,997	49,068	460,980	(2,255)	(24,964)	56	136,525	9,193,916
Commercial & Industrial	**32,556**	**188,172**	**148,453**	**1,326,897**	**18,099,761**	**(18,258,755)**	**(277,120,029)**	**-**	**-**	**36,453,593**
6. C&I New Construction	22,632	83,024	55,522	486,965	6,215,337	(4,718,565)	(64,082,469)	-	-	14,607,465
C&I New Construction	22,632	83,024	55,522	486,965	6,215,337	(4,718,565)	(64,082,469)	-	-	14,607,465
7. C&I Retrofit	9,924	105,147	92,931	839,932	11,884,424	(13,540,190)	(213,037,559)	-	-	21,846,129
C&I Retrofit	2,595	76,056	74,850	658,068	9,731,615	(10,605,965)	(190,739,901)	-	-	14,900,232
C&I Direct Install	7,329	29,091	18,081	181,863	2,152,809	(2,934,225)	(22,297,658)	-	-	6,945,897
Grand Total	**5,008,704**	**274,911**	**282,952**	**1,977,638**	**23,574,116**	**(18,164,346)**	**(275,649,112)**	**581,968**	**10,210,807**	**185,639,786**

Program Savings

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Planned v. Evaluated Savings (%)										
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings		Other Savings
		Annual Capacity (kW)		Energy (MWh)		(Therms)		(Annual, MMBTU)		(Annual, Gallons)
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Oil	Propane	Water
Residential	**132%**	**63%**	**17%**	**36%**	**86%**	**-93%**	**-60%**	**5%**	**27424%**	**366%**
1. Residential Whole House	62%	87%	38%	33%	96%	-60%	-37%	5%	24015%	164%
Residential New Construction & Major Renovation	55%	454%	216%	166%	197%	-90%	-90%	145%	561%	1%
Residential Multi-Family Retrofit	-55%	29%	111%	23%	28%					-12%
Residential Home Energy Services	-42%	194%	82%	131%	142%	-28%	39%	5%	28939%	209%
Residential Behavior/Feedback Program	86%	5%	-6%	-12%	-12%					
2. Residential Products	161%	49%	1%	39%	82%	59%	16%			
Residential Cooling & Heating Equipment	132%	-60%	-59%	58%	67%	83%	29%			
Residential Lighting	182%	79%	14%	44%	93%					
Residential Consumer Products	-18%	13%	-20%	-13%	-11%					
Low-Income	**12%**	**72%**	**117%**	**75%**	**70%**	**-27%**	**-34%**	**-7%**	**307999%**	**-13%**
4. Low-Income Whole House	12%	72%	117%	75%	70%	-27%	-34%	-7%	307999%	-13%
Low-Income New Construction	-51%	224%	-20%	-39%	-29%	-25%	-33%	-82%	-76%	-91%
Low-Income Single Family Retrofit	-8%	109%	-12%	24%	21%	13%	172%	-5%		-71%
Low-Income Multi-Family Retrofit	31%	34%	200%	115%	111%			-97%		
Commercial & Industrial	**33%**	**5%**	**30%**	**-1%**	**-1%**	**-18%**	**-10%**			**148%**
6. C&I New Construction	404%	99%	153%	84%	59%	977%	891%			-1%
C&I New Construction	404%	99%	153%	84%	59%	977%	891%			-1%
7. C&I Retrofit	-50%	-23%	1%	-22%	-17%	-38%	-30%			
C&I Retrofit	-51%	-19%	16%	-20%	-15%	-46%	-31%			
C&I Direct Install	-50%	-31%	-34%	-28%	-25%	23%	-19%			
Grand Total	**129%**	**19%**	**28%**	**10%**	**11%**	**-18%**	**-10%**	**4%**	**29831%**	**213%**

Program Benefits (2013$)

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Planned Benefits

Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
Residential	**25,298,426**	**8,618,031**	**28,431,898**	**16,583,205**	**78,931,560**	**187,381,714**	**73,388,507**	**260,770,221**
1. Residential Whole House	11,002,428	2,916,332	9,623,828	3,934,942	27,477,531	57,933,593	18,887,132	76,820,725
Residential New Construction & Major Renovation	1,444,631	344,823	1,132,020	514,700	3,436,174	4,855,582	1,270,971	6,126,554
Residential Multi-Family Retrofit	611,829	212,871	698,128	484,672	2,007,500	13,799,410	5,202,624	19,002,034
Residential Home Energy Services	8,664,146	2,094,648	6,917,494	2,935,570	20,611,859	31,787,752	10,567,926	42,355,679
Residential Behavior/Feedback Program	281,822	263,990	876,187	-	1,421,999	7,490,848	1,845,611	9,336,459
2. Residential Products	14,295,998	5,701,699	18,808,070	12,648,262	51,454,029	129,448,121	54,501,374	183,949,496
Residential Cooling & Heating Equipment	4,712,313	1,423,244	4,692,741	3,157,453	13,985,750	9,521,189	2,397,583	11,918,771
Residential Lighting	8,446,646	3,788,010	12,502,189	8,359,691	33,096,535	108,336,323	46,967,882	155,304,205
Residential Consumer Products	1,137,039	490,446	1,613,140	1,131,119	4,371,744	11,590,610	5,135,910	16,726,519
Low-Income	**3,319,735**	**1,051,526**	**3,483,237**	**2,176,560**	**10,031,058**	**28,608,856**	**9,709,907**	**38,318,762**
4. Low-Income Whole House	3,319,735	1,051,526	3,483,237	2,176,560	10,031,058	28,608,856	9,709,907	38,318,762
Low-Income New Construction	174,662	43,946	144,938	71,574	435,120	1,275,122	350,992	1,626,114
Low-Income Single Family Retrofit	1,523,164	450,567	1,486,449	936,940	4,397,120	11,207,097	3,726,332	14,933,429
Low-Income Multi-Family Retrofit	1,621,909	557,013	1,851,850	1,168,047	5,198,819	16,126,637	5,632,582	21,759,219
Commercial & Industrial	**187,761,651**	**52,079,663**	**171,410,933**	**113,066,808**	**524,319,054**	**1,433,483,012**	**422,725,300**	**1,856,208,312**
6. C&I New Construction	44,884,521	12,400,134	40,761,596	26,337,675	124,383,926	323,216,483	88,802,259	412,018,742
C&I New Construction	44,884,521	12,400,134	40,761,596	26,337,675	124,383,926	323,216,483	88,802,259	412,018,742
7. C&I Retrofit	142,877,129	39,679,529	130,649,337	86,729,133	399,935,128	1,110,266,529	333,923,040	1,444,189,569
C&I Retrofit	106,421,317	28,400,589	93,283,540	61,095,685	289,201,131	893,505,769	254,651,742	1,148,157,511
C&I Direct Install	36,455,813	11,278,939	37,365,797	25,633,448	110,733,997	216,760,760	79,271,299	296,032,059
Grand Total	**216,379,812**	**61,749,220**	**203,326,068**	**131,826,573**	**613,281,673**	**1,649,473,582**	**505,823,713**	**2,155,297,295**

Program Benefits (2013$)

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Program	Planned Benefits										
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
Residential	**2,007,895**	**405,465**	**2,413,360**	**246,053,230**	**21,205,153**	**2,274,538**	**269,532,922**	**611,648,063**	**280,563,175**	**892,211,238**	**288**
1. Residential Whole House	2,491,392	501,456	2,992,847	246,053,230	21,205,153	2,274,538	269,532,922	376,824,025	264,723,601	641,547,626	609
Residential New Construction & Major Renovation	1,135,268	233,032	1,368,300	737,763	4,846,513	143,658	5,727,935	16,658,963	15,157,519	31,816,481	2,806
Residential Multi-Family Retrofit	-	-	-	-	-	408,153	408,153	21,417,687	9,118,627	30,536,314	568
Residential Home Energy Services	1,356,124	268,423	1,624,547	245,315,467	16,358,640	1,722,727	263,396,834	327,988,918	240,447,455	568,436,373	4,442
Residential Behavior/Feedback Program	-	-	-	-	-	-	-	10,758,458	-	10,758,458	21
2. Residential Products	(483,497)	(95,990)	(579,487)	-	-	-	-	234,824,038	15,839,574	250,663,612	156
Residential Cooling & Heating Equipment	(483,497)	(95,990)	(579,487)	-	-	-	-	25,325,034	2,379,526	27,704,561	1,560
Residential Lighting	-	-	-	-	-	-	-	188,400,740	13,460,048	201,860,788	141
Residential Consumer Products	-	-	-	-	-	-	-	21,098,264	-	21,098,264	139
Low-Income	**2,228,374**	**337,053**	**2,565,428**	**40,303,069**	**205,366**	**1,213,235**	**41,721,670**	**92,636,918**	**62,771,737**	**155,408,655**	**2,105**
4. Low-Income Whole House	2,228,374	337,053	2,565,428	40,303,069	205,366	1,213,235	41,721,670	92,636,918	62,771,737	155,408,655	2,105
Low-Income New Construction	2,224,836	335,171	2,560,007	106,168	205,366	69,863	381,397	5,002,638	13,429,796	18,432,434	2,113
Low-Income Single Family Retrofit	3,539	1,882	5,420	39,378,877	-	1,143,373	40,522,250	59,858,219	19,590,984	79,449,203	3,793
Low-Income Multi-Family Retrofit	-	-	-	818,024	-	-	818,024	27,776,062	29,750,957	57,527,019	1,075
Commercial & Industrial	**(300,964,279)**	**(57,999,989)**	**(358,964,268)**	**-**	**-**	**850,843**	**850,843**	**2,022,413,942**	**252,600,939**	**2,275,014,881**	**82,541**
6. C&I New Construction	(4,977,558)	(1,180,487)	(6,158,045)	-	-	850,843	850,843	531,095,467	-	531,095,467	118,231
C&I New Construction	(4,977,558)	(1,180,487)	(6,158,045)	-	-	850,843	850,843	531,095,467	-	531,095,467	118,231
7. C&I Retrofit	(295,986,721)	(56,819,501)	(352,806,222)	-	-	-	-	1,491,318,475	252,600,939	1,743,919,414	74,529
C&I Retrofit	(274,074,028)	(50,271,152)	(324,345,180)	-	-	-	-	1,113,013,461	171,578,750	1,284,592,211	211,399
C&I Direct Install	(21,912,693)	(6,548,349)	(28,461,042)	-	-	-	-	378,305,014	81,022,189	459,327,203	25,656
Grand Total	**(296,728,010)**	**(57,257,470)**	**(353,985,480)**	**286,356,299**	**21,410,519**	**4,338,617**	**312,105,435**	**2,726,698,923**	**595,935,852**	**3,322,634,774**	**1,246**

Program Benefits (2013$)

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Evaluated Benefits

Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
Residential	**60,015,315**	**17,539,711**	**57,824,611**	**31,470,437**	**166,850,075**	**371,676,428**	**128,000,471**	**499,676,899**
1. Residential Whole House	27,447,845	7,132,759	23,472,736	10,986,644	69,039,984	115,315,252	39,281,452	154,596,704
Residential New Construction & Major Renovation	10,915,275	2,313,762	7,590,583	2,937,985	23,757,604	14,800,588	3,629,934	18,430,522
Residential Multi-Family Retrofit	825,185	274,341	900,974	616,502	2,617,001	17,696,721	6,408,057	24,104,778
Residential Home Energy Services	15,423,265	4,273,178	14,085,259	7,432,158	41,213,860	76,219,881	27,791,490	104,011,371
Residential Behavior/Feedback Program	284,120	271,478	895,921	-	1,451,519	6,598,061	1,451,971	8,050,033
2. Residential Products	32,567,470	10,406,952	34,351,875	20,483,793	97,810,091	256,361,176	88,719,019	345,080,195
Residential Cooling & Heating Equipment	2,736,221	714,375	2,353,235	1,331,636	7,135,467	16,171,107	3,732,957	19,904,064
Residential Lighting	28,156,205	9,061,326	29,917,457	17,785,315	84,920,303	229,712,978	80,575,350	310,288,328
Residential Consumer Products	1,675,044	631,251	2,081,184	1,366,843	5,754,321	10,477,090	4,410,712	14,887,802
Low-Income	**5,386,332**	**1,679,201**	**5,550,423**	**3,354,485**	**15,970,441**	**49,164,445**	**16,155,257**	**65,319,703**
4. Low-Income Whole House	5,386,332	1,679,201	5,550,423	3,354,485	15,970,441	49,164,445	16,155,257	65,319,703
Low-Income New Construction	867,491	191,256	627,533	264,108	1,950,388	964,740	232,038	1,196,778
Low-Income Single Family Retrofit	2,851,841	881,720	2,918,632	1,784,200	8,436,393	13,630,153	4,645,817	18,275,970
Low-Income Multi-Family Retrofit	1,667,001	606,225	2,004,258	1,306,177	5,583,660	34,569,552	11,277,402	45,846,954
Commercial & Industrial	**213,752,666**	**56,748,679**	**186,828,542**	**113,700,439**	**571,030,327**	**1,453,287,061**	**418,909,629**	**1,872,196,690**
6. C&I New Construction	84,987,178	23,126,031	76,098,943	46,798,567	231,010,718	496,466,469	155,653,629	652,120,098
C&I New Construction	84,987,178	23,126,031	76,098,943	46,798,567	231,010,718	496,466,469	155,653,629	652,120,098
7. C&I Retrofit	128,765,488	33,622,649	110,729,599	66,901,873	340,019,609	956,820,592	263,256,001	1,220,076,593
C&I Retrofit	102,767,334	25,876,413	85,239,356	48,227,697	262,110,800	791,371,520	206,322,846	997,694,366
C&I Direct Install	25,998,155	7,746,236	25,490,243	18,674,176	77,908,810	165,449,071	56,933,155	222,382,226
Grand Total	**279,154,314**	**75,967,592**	**250,203,576**	**148,525,361**	**753,850,844**	**1,874,127,934**	**563,065,358**	**2,437,193,292**

Program Benefits (2013$)

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Program	Evaluated Benefits										
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
Residential	**489,440**	**203,915**	**693,355**	**273,910,536**	**41,845,200**	**9,604,516**	**325,360,252**	**992,580,581**	**313,736,124**	**1,306,316,706**	**201**
1. Residential Whole House	1,022,363	278,890	1,301,252	273,869,438	41,698,328	5,689,214	321,256,980	546,194,921	294,006,353	840,201,274	545
Residential New Construction & Major Renovation	179,791	6,552	186,342	1,213,651	29,047,457	-	30,261,107	72,635,575	6,210,213	78,845,788	7,914
Residential Multi-Family Retrofit	-	-	-	-	-	346,034	346,034	27,067,813	4,887,596	31,955,409	1,587
Residential Home Energy Services	842,572	272,338	1,114,910	272,655,788	12,650,871	5,343,180	290,649,839	436,989,980	282,908,545	719,898,525	10,180
Residential Behavior/Feedback Program	-	-	-	-	-	-	-	9,501,552	-	9,501,552	10
2. Residential Products	(532,923)	(133,424)	(666,347)	41,097	146,872	3,915,303	4,103,272	446,327,211	19,729,771	466,056,982	114
Residential Cooling & Heating Equipment	(576,305)	(225,346)	(801,651)	-	-	-	-	26,237,880	1,331,115	27,568,995	697
Residential Lighting	-	-	-	-	-	-	-	395,208,631	18,398,656	413,607,287	105
Residential Consumer Products	43,382	91,922	135,305	41,097	146,872	3,915,303	4,103,272	24,880,700	-	24,880,700	199
Low-Income	**1,083,895**	**(1,027,145)**	**56,750**	**42,473,603**	**59,837**	**211,107**	**42,744,547**	**124,091,441**	**43,551,378**	**167,642,819**	**2,512**
4. Low-Income Whole House	1,083,895	199,658	1,283,553	42,473,603	59,837	211,107	42,744,547	125,318,244	43,551,378	168,869,622	2,536
Low-Income New Construction	1,117,717	199,657	1,317,374	18,143	59,837	-	77,980	4,542,521	2,880,569	7,423,090	3,947
Low-Income Single Family Retrofit	3,977	1	3,977	42,423,986	-	200,925	42,624,910	69,341,251	19,499,246	88,840,497	4,796
Low-Income Multi-Family Retrofit	(37,799)	-	(37,799)	31,475	-	10,182	41,657	51,434,472	21,171,563	72,606,035	1,522
Commercial & Industrial	**(248,239,181)**	**(156,973,970)**	**(405,213,151)**	**-**	**-**	**-**	**-**	**2,038,013,867**	**323,116,538**	**2,361,130,405**	**62,600**
6. C&I New Construction	(48,340,459)	(51,078,912)	(99,419,371)	-	-	-	-	783,711,445	54,571,578	838,283,023	34,628
C&I New Construction	(48,340,459)	(51,078,912)	(99,419,371)	-	-	-	-	783,711,445	54,571,578	838,283,023	34,628
7. C&I Retrofit	(199,898,722)	(105,895,058)	(305,793,780)	-	-	-	-	1,254,302,422	268,544,960	1,522,847,382	126,391
C&I Retrofit	(181,509,227)	(93,264,592)	(274,773,820)	-	-	-	-	985,031,346	209,798,378	1,194,829,724	379,588
C&I Direct Install	(18,389,495)	(12,630,465)	(31,019,960)	-	-	-	-	269,271,076	58,746,581	328,017,657	36,740
Grand Total	**(246,665,846)**	**(157,797,200)**	**(404,463,045)**	**316,384,138**	**41,905,037**	**9,815,623**	**368,104,799**	**3,154,685,889**	**680,404,040**	**3,835,089,929**	**630**

Program Benefits (2013$)

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Planned v. Evaluated Benefits (%)								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
Residential	**137%**	**104%**	**103%**	**90%**	**111%**	**98%**	**74%**	**92%**
1. Residential Whole House	149%	145%	144%	179%	151%	99%	108%	101%
Residential New Construction & Major Renovation	656%	571%	571%	471%	591%	205%	186%	201%
Residential Multi-Family Retrofit	35%	29%	29%	27%	30%	28%	23%	27%
Residential Home Energy Services	78%	104%	104%	153%	100%	140%	163%	146%
Residential Behavior/Feedback Program	1%	3%	2%		2%	-12%	-21%	-14%
2. Residential Products	128%	83%	83%	62%	90%	98%	63%	88%
Residential Cooling & Heating Equipment	-42%	-50%	-50%	-58%	-49%	70%	56%	67%
Residential Lighting	233%	139%	139%	113%	157%	112%	72%	100%
Residential Consumer Products	47%	29%	29%	21%	32%	-10%	-14%	-11%
Low-Income	**62%**	**60%**	**59%**	**54%**	**59%**	**72%**	**66%**	**70%**
4. Low-Income Whole House	62%	60%	59%	54%	59%	72%	66%	70%
Low-Income New Construction	397%	335%	333%	269%	348%	-24%	-34%	-26%
Low-Income Single Family Retrofit	87%	96%	96%	90%	92%	22%	25%	22%
Low-Income Multi-Family Retrofit	3%	9%	8%	12%	7%	114%	100%	111%
Commercial & Industrial	**14%**	**9%**	**9%**	**1%**	**9%**	**1%**	**-1%**	**1%**
6. C&I New Construction	89%	86%	87%	78%	86%	54%	75%	58%
C&I New Construction	89%	86%	87%	78%	86%	54%	75%	58%
7. C&I Retrofit	-10%	-15%	-15%	-23%	-15%	-14%	-21%	-16%
C&I Retrofit	-3%	-9%	-9%	-21%	-9%	-11%	-19%	-13%
C&I Direct Install	-29%	-31%	-32%	-27%	-30%	-24%	-28%	-25%
Grand Total	**29%**	**23%**	**23%**	**13%**	**23%**	**14%**	**11%**	**13%**

Program Benefits (2013$)

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

	Planned v. Evaluated Benefits (%)										
Program	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
Residential	**-76%**	**-50%**	**-71%**	**11%**	**97%**	**322%**	**21%**	**62%**	**12%**	**46%**	**-30%**
1. Residential Whole House	-59%	-44%	-57%	11%	97%	150%	19%	45%	11%	31%	-10%
Residential New Construction & Major Renovation	-84%	-97%	-86%	65%	499%	-100%	428%	336%	-59%	148%	182%
Residential Multi-Family Retrofit						-15%	-15%	26%	-46%	5%	179%
Residential Home Energy Services	-38%	1%	-31%	11%	-23%	210%	10%	33%	18%	27%	129%
Residential Behavior/Feedback Program								-12%		-12%	-53%
2. Residential Products	10%	39%	15%					90%	25%	86%	-27%
Residential Cooling & Heating Equipment	19%	135%	38%					4%	-44%	0%	-55%
Residential Lighting								110%	37%	105%	-26%
Residential Consumer Products								18%		18%	44%
Low-Income	**-51%**	**-405%**	**-98%**	**5%**	**-71%**	**-83%**	**2%**	**34%**	**-31%**	**8%**	**19%**
4. Low-Income Whole House	-51%	-41%	-50%	5%	-71%	-83%	2%	35%	-31%	9%	20%
Low-Income New Construction	-50%	-40%	-49%	-83%	-71%	-100%	-80%	-9%	-79%	-60%	87%
Low-Income Single Family Retrofit	12%	-100%	-27%	8%		-82%	5%	16%	0%	12%	26%
Low-Income Multi-Family Retrofit				-96%			-95%	85%	-29%	26%	42%
Commercial & Industrial	**-18%**	**171%**	**13%**			**-100%**	**-100%**	**1%**	**28%**	**4%**	**-24%**
6. C&I New Construction	871%	4227%	1514%			-100%	-100%	48%		58%	-71%
C&I New Construction	871%	4227%	1514%			-100%	-100%	48%		58%	-71%
7. C&I Retrofit	-32%	86%	-13%					-16%	6%	-13%	70%
C&I Retrofit	-34%	86%	-15%					-11%	22%	-7%	80%
C&I Direct Install	-16%	93%	9%					-29%	-27%	-29%	43%
Grand Total	**-17%**	**176%**	**14%**	**10%**	**96%**	**126%**	**18%**	**16%**	**14%**	**15%**	**-49%**

Cost-Effectiveness

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Planned Cost-Effectiveness						
Program	B/C Ratio	Net Benefits	Total TRC Test Benefits	Costs		
				PA Budget	Participant Costs	Total TRC Test Costs
Residential	**3.11**	**604,998,991**	**892,211,238**	**227,552,423**	**59,659,824**	**287,212,247**
1. Residential Whole House	3.55	460,972,288	641,547,626	144,532,611	36,042,727	180,575,338
Residential New Construction & Major Renovation	1.14	3,998,307	31,816,481	6,704,025	21,114,150	27,818,175
Residential Multi-Family Retrofit	1.36	8,027,524	30,536,314	22,143,556	365,234	22,508,790
Residential Home Energy Services	4.62	445,356,730	568,436,373	108,516,300	14,563,343	123,079,643
Residential Behavior/Feedback Program	1.50	3,589,727	10,758,458	7,168,730	-	7,168,730
2. Residential Products	2.94	165,296,247	250,663,612	61,750,268	23,617,097	85,367,365
Residential Cooling & Heating Equipment	1.94	13,458,231	27,704,561	10,024,773	4,221,557	14,246,330
Residential Lighting	3.43	143,091,716	201,860,788	42,020,820	16,748,252	58,769,072
Residential Consumer Products	1.71	8,746,301	21,098,264	9,704,676	2,647,287	12,351,963
3. Residential Hard-to-Measure	-	(21,269,544)	-	21,269,544	-	21,269,544
Low-Income	**1.95**	**75,780,135**	**155,408,655**	**75,565,540**	**4,062,981**	**79,628,520**
4. Low-Income Whole House	2.01	78,141,341	155,408,655	73,204,334	4,062,981	77,267,314
Low-Income New Construction	2.98	12,244,287	18,432,434	2,125,166	4,062,981	6,188,146
Low-Income Single Family Retrofit	2.35	45,698,728	79,449,203	33,750,475	-	33,750,475
Low-Income Multi-Family Retrofit	1.54	20,198,326	57,527,019	37,328,693	-	37,328,693
5. Low-Income Hard-to-Measure	-	(2,361,206)	-	2,361,206	-	2,361,206
Commercial & Industrial	**3.41**	**1,607,915,810**	**2,275,014,881**	**473,925,402**	**193,173,669**	**667,099,071**
6. C&I New Construction	4.14	402,926,515	531,095,467	94,476,932	33,692,020	128,168,952
C&I New Construction	4.14	402,926,515	531,095,467	94,476,932	33,692,020	128,168,952
7. C&I Retrofit	3.27	1,211,423,497	1,743,919,414	373,014,268	159,481,649	532,495,917
C&I Retrofit	3.61	929,149,464	1,284,592,211	229,432,473	126,010,275	355,442,748
C&I Direct Install	2.59	282,274,034	459,327,203	143,581,795	33,471,374	177,053,169
8. C&I Hard-to-Measure	-	(6,434,202)	-	6,434,202	-	6,434,202
Grand Total	**3.21**	**2,288,694,936**	**3,322,634,774**	**777,043,364**	**256,896,474**	**1,033,939,838**

Cost-Effectiveness

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Evaluated Cost-Effectiveness						
Program	B/C Ratio	Net Benefits	Total TRC Test Benefits	Costs		
				PA Budget	Participant Costs	Total TRC Test Costs
Residential	**3.26**	**906,015,102**	**1,306,316,706**	**253,223,993**	**147,077,610**	**400,301,603**
1. Residential Whole House	4.38	648,272,173	840,201,274	148,231,693	43,697,408	191,929,101
Residential New Construction & Major Renovation	3.00	52,553,947	78,845,788	8,900,817	17,391,024	26,291,841
Residential Multi-Family Retrofit	1.34	8,071,031	31,955,409	25,164,534	(1,280,156)	23,884,378
Residential Home Energy Services	5.38	585,964,313	719,898,525	106,347,671	27,586,540	133,934,211
Residential Behavior/Feedback Program	1.22	1,682,881	9,501,552	7,818,671	-	7,818,671
2. Residential Products	2.61	287,789,227	466,056,982	74,887,553	103,380,202	178,267,755
Residential Cooling & Heating Equipment	1.43	8,274,261	27,568,995	13,661,674	5,633,060	19,294,734
Residential Lighting	2.81	266,271,563	413,607,287	52,388,773	94,946,951	147,335,724
Residential Consumer Products	2.14	13,243,403	24,880,700	8,837,106	2,800,191	11,637,297
3. Residential Hard-to-Measure	0.00	(30,046,298)	58,450	30,104,747	-	30,104,747
Low-Income	**2.26**	**93,307,056**	**167,642,819**	**74,048,894**	**286,868**	**74,335,763**
4. Low-Income Whole House	2.31	95,740,155	168,869,622	72,842,598	286,868	73,129,466
Low-Income New Construction	4.65	5,827,769	7,423,090	1,308,453	286,868	1,595,321
Low-Income Single Family Retrofit	3.06	59,796,097	88,840,497	29,044,400	-	29,044,400
Low-Income Multi-Family Retrofit	1.71	30,116,290	72,606,035	42,489,745	-	42,489,745
5. Low-Income Hard-to-Measure	(1.02)	(2,433,099)	(1,226,803)	1,206,297	-	1,206,297
Commercial & Industrial	**3.86**	**1,748,978,531**	**2,361,130,405**	**386,332,755**	**225,819,118**	**612,151,874**
6. C&I New Construction	4.71	660,480,392	838,283,023	110,605,546	67,197,085	177,802,631
C&I New Construction	4.71	660,480,392	838,283,023	110,605,546	67,197,085	177,802,631
7. C&I Retrofit	3.56	1,094,783,007	1,522,847,382	269,442,342	158,622,033	428,064,375
C&I Retrofit	4.14	906,302,831	1,194,829,724	156,661,916	131,864,978	288,526,894
C&I Direct Install	2.35	188,480,176	328,017,657	112,780,426	26,757,055	139,537,482
8. C&I Hard-to-Measure	-	(6,284,867)	-	6,284,867	-	6,284,867
Grand Total	**3.53**	**2,748,300,689**	**3,835,089,929**	**713,605,643**	**373,183,597**	**1,086,789,240**

Cost-Effectiveness

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

Planned v. Evaluated Cost-Effectiveness (%)						
Program	B/C Ratio	Net Benefits	Total TRC Test Benefits	Costs		
				PA Budget	Participant Costs	Total TRC Test Costs
Residential	**5%**	**50%**	**46%**	**11%**	**147%**	**39%**
1. Residential Whole House	23%	41%	31%	3%	21%	6%
Residential New Construction & Major Renovation	162%	1214%	148%	33%	-18%	-5%
Residential Multi-Family Retrofit	-1%	1%	5%	14%	-451%	6%
Residential Home Energy Services	16%	32%	27%	-2%	89%	9%
Residential Behavior/Feedback Program	-19%	-53%	-12%	9%		9%
2. Residential Products	-11%	74%	86%	21%	338%	109%
Residential Cooling & Heating Equipment	-27%	-39%	0%	36%	33%	35%
Residential Lighting	-18%	86%	105%	25%	467%	151%
Residential Consumer Products	25%	51%	18%	-9%	6%	-6%
3. Residential Hard-to-Measure		41%		42%		42%
Low-Income	**16%**	**23%**	**8%**	**-2%**	**-93%**	**-7%**
4. Low-Income Whole House	15%	23%	9%	0%	-93%	-5%
Low-Income New Construction	56%	-52%	-60%	-38%	-93%	-74%
Low-Income Single Family Retrofit	30%	31%	12%	-14%		-14%
Low-Income Multi-Family Retrofit	11%	49%	26%	14%		14%
5. Low-Income Hard-to-Measure		3%		-49%		-49%
Commercial & Industrial	**13%**	**9%**	**4%**	**-18%**	**17%**	**-8%**
6. C&I New Construction	14%	64%	58%	17%	99%	39%
C&I New Construction	14%	64%	58%	17%	99%	39%
7. C&I Retrofit	9%	-10%	-13%	-28%	-1%	-20%
C&I Retrofit	15%	-2%	-7%	-32%	5%	-19%
C&I Direct Install	-9%	-33%	-29%	-21%	-20%	-21%
8. C&I Hard-to-Measure		-2%		-2%		-2%
Grand Total	**10%**	**20%**	**15%**	**-8%**	**45%**	**5%**

Notes:

• The Green Communities Act requires that energy efficiency programs be cost-effective. G.L. c. 25, §§ 21(a), 21(b)(3). If a core initiative is not cost-effective, the Program Administrator has provided an explanation in its report filing.

Significant Variances

2013-2015 Variances

Eversource Electric

August 1, 2016

Significant Variances												
Program	Total PA Costs			Lifetime MWh			Total Resource Benefits			Total Benefits		
	Planned	Actual	Planned v. Actual (%)	Planned	Preliminary	Planned v. Preliminary (%)	Planned	Preliminary	Planned v. Preliminary (%)	Preliminary	Evaluated	Preliminary v. Evaluated (%)
Residential	**223,240,617**	**244,760,250**	**10%**	**2,587,809**	**4,776,251**	**85%**	**611,648,063**	**968,246,551**	**58%**	**1,276,720,756**	**1,306,316,706**	**2%**
1. Residential Whole House	140,843,826	141,833,749	1%	776,072	1,408,780	82%	376,824,025	562,988,380	49%	848,961,892	840,201,274	-1%
Residential New Construction & Major Renovation	6,630,114	8,249,780	***24%***	59,701	187,444	214%	16,658,963	72,431,934	335%	81,252,664	78,845,788	-3%
Residential Multi-Family Retrofit	22,495,806	25,621,287	***14%***	188,520	255,353	35%	21,417,687	28,561,991	33%	33,841,614	31,955,409	-6%
Residential Home Energy Services	104,446,447	100,005,692	-4%	415,334	867,762	109%	327,988,918	452,371,493	38%	724,244,652	719,898,525	-1%
Residential Behavior/Feedback Program	7,271,458	7,956,990	9%	112,517	98,221	***-13%***	10,758,458	9,622,962	***-11%***	9,622,962	9,501,552	-1%
2. Residential Products	60,524,627	71,961,056	19%	1,811,737	3,367,471	86%	234,824,038	405,258,171	73%	427,758,864	466,056,982	9%
Residential Cooling & Heating Equipment	10,008,524	13,794,916	***38%***	120,505	213,377	77%	25,325,034	27,345,054	8%	31,403,569	27,568,995	***-12%***
Residential Lighting	40,755,879	49,349,471	***21%***	1,527,652	3,005,824	97%	188,400,740	353,134,626	87%	371,576,804	413,607,287	***11%***
Residential Consumer Products	9,760,225	8,816,668	-10%	163,579	148,270	-9%	21,098,264	24,778,491	17%	24,778,491	24,880,700	0%
3. Residential Hard-to-Measure	21,872,164	30,965,445	42%		-		-	-		-	58,450	
Residential Statewide Marketing	2,895,788	2,484,402	-14%		-		-	-		-	-	
Residential DOER Assessment	2,153,679	1,426,096	-34%		-		-	-		-	-	
Residential EEAC Consultants	98,271	-	-100%		-		-	-		-	-	
Residential Sponsorship & Subscriptions	369,169	267,048	-28%		-		-	-		-	-	
Residential HEAT Loan	11,835,979	23,071,561	95%		-		-	-		-	-	
Residential Workforce Development	599,939	236,433	-61%		-		-	-		-	-	
Residential R&D and Demonstration	388,383	217,711	-44%		-		-	-		-	58,323	
Residential Education	3,530,956	3,262,193	-8%		-		-	-		-	126	
Low-Income	**76,006,533**	**74,127,386**	**-2%**	**384,081**	**627,726**	**63%**	**92,636,918**	**120,637,147**	**30%**	**162,336,568**	**167,642,819**	**3%**
4. Low-Income Whole House	73,580,141	72,888,962	-1%	384,081	627,726	63%	92,636,918	120,637,147	30%	162,336,568	168,869,622	4%
Low-Income New Construction	1,965,214	1,244,305	***-37%***	16,140	13,366	***-17%***	5,002,638	4,465,020	***-11%***	7,426,887	7,423,090	0%
Low-Income Single Family Retrofit	33,794,859	28,795,818	***-15%***	149,622	161,584	8%	59,858,219	64,784,377	8%	83,195,589	88,840,497	7%
Low-Income Multi-Family Retrofit	37,820,068	42,848,839	***13%***	218,319	452,776	107%	27,776,062	51,387,751	85%	71,714,091	72,606,035	1%
5. Low-Income Hard-to-Measure	2,426,392	1,238,425	-49%		-		-	-		-	(1,226,803)	
Low-Income Statewide Marketing	444,907	277,406	-38%		-		-	-		-	-	
Low-Income DOER Assessment	495,610	519,254	5%		-		-	-		-	(217,566)	
Low-Income Energy Affordability Network	1,485,875	441,765	-70%		-		-	-		-	(1,009,236)	
Commercial & Industrial	**459,025,592**	**367,694,548**	**-20%**	**18,225,454**	**18,161,858**	**0%**	**2,022,413,942**	**2,119,041,378**	**5%**	**2,408,861,287**	**2,361,130,405**	**-2%**
6. C&I New Construction	90,252,404	103,890,571	15%	3,902,167	6,217,639	59%	531,095,467	827,480,951	56%	852,839,121	838,283,023	-2%
C&I New Construction	90,252,404	103,890,571	***15%***	3,902,167	6,217,639	59%	531,095,467	827,480,951	56%	852,839,121	838,283,023	-2%
7. C&I Retrofit	362,167,236	257,342,066	-29%	14,323,288	11,944,219	-17%	1,491,318,475	1,291,560,428	-13%	1,556,022,165	1,522,847,382	-2%
C&I Retrofit	219,870,222	146,048,880	***-34%***	11,442,754	9,826,514	***-14%***	1,113,013,461	1,013,578,121	-9%	1,219,876,903	1,194,829,724	-2%
C&I Direct Install	142,297,014	111,293,186	***-22%***	2,880,534	2,117,705	***-26%***	378,305,014	277,982,306	***-27%***	336,145,262	328,017,657	-2%
8. C&I Hard-to-Measure	6,605,951	6,461,911	-2%	-	-		-	-		-	-	
C&I Statewide Marketing	1,668,384	1,474,551	-12%	-	-		-	-		-	-	
C&I DOER Assessment	2,921,106	2,915,755	0%	-	-		-	-		-	-	
C&I EEAC Consultants	-	-		-	-		-	-		-	-	
C&I Sponsorships & Subscriptions	2,016,461	2,071,605	3%	-	-		-	-		-	-	
Grand Total	**758,272,742**	**686,582,184**	**-9%**	**21,197,344**	**23,565,835**	**11%**	**2,726,698,923**	**3,207,925,076**	**18%**	**3,847,918,610**	**3,835,089,929**	**0%**

Notes:

• Significant variances, for which explanation are provided, are defined as:

(1) variances between planned and actual core initiative budget of ten percent or greater;

(2) variances between planned and preliminary core initiative total lifetime savings showing a decrease of ten percent or greater;

(3) variances between planned and preliminary core initiative total resource benefits showing a decrease of ten percent or greater; and

(4) variances between preliminary and evaluated core initiative total benefits of ten percent or greater;

• Cells highlighted in the above table indicate that an explanation is provided.

Administrative Costs

2013-2015 Program Planning and Administration Costs

Eversource Electric

August 1, 2016

Administrative Costs								
Program	Planned			Actual			Planned v. Actual (%)	
	Total PA Budget	Program Planning and Administration	PPA as % of Total PA Budget	Total PA Budget	Program Planning and Administration	PPA as % of Total PA Budget	Program Planning and Administration	PPA as % of Total PA Budget
Residential	**223,240,617**	**12,535,453**	**5.6%**	**244,760,250**	**9,626,054**	**3.9%**	**-23%**	**-30%**
1. Residential Whole House	140,843,826	7,049,815	5.0%	141,833,749	5,220,902	3.7%	-26%	-26%
Residential New Construction & Major Renovation	6,630,114	369,167	5.6%	8,249,780	261,908	3.2%	-29%	-43%
Residential Multi-Family Retrofit	22,495,806	1,295,808	5.8%	25,621,287	868,347	3.4%	-33%	-41%
Residential Home Energy Services	104,446,447	5,133,569	4.9%	100,005,692	3,891,669	3.9%	-24%	-21%
Residential Behavior/Feedback Program	7,271,458	251,271	3.5%	7,956,990	198,977	2.5%	-21%	-28%
2. Residential Products	60,524,627	3,591,742	5.9%	71,961,056	2,531,358	3.5%	-30%	-41%
Residential Cooling & Heating Equipment	10,008,524	665,295	6.6%	13,794,916	457,297	3.3%	-31%	-50%
Residential Lighting	40,755,879	2,291,688	5.6%	49,349,471	1,637,300	3.3%	-29%	-41%
Residential Consumer Products	9,760,225	634,759	6.5%	8,816,668	436,761	5.0%	-31%	-24%
3. Residential Hard-to-Measure	21,872,164	1,893,896	8.7%	30,965,445	1,873,795	6.1%	-1%	-30%
Residential Statewide Marketing	2,895,788	7,157	0.2%	2,484,402	-	0.0%	-100%	-100%
Residential DOER Assessment	2,153,679	1,231,401	57.2%	1,426,096	1,395,495	97.9%	13%	71%
Residential EEAC Consultants	98,271	93,199	94.8%	-	-		-100%	-100%
Residential Sponsorship & Subscriptions	369,169	273,690	74.1%	267,048	267,048	100.0%	-2%	35%
Residential HEAT Loan	11,835,979	-	0.0%	23,071,561	-	0.0%		
Residential Workforce Development	599,939	44,792	7.5%	236,433	35,927	15.2%	-20%	104%
Residential R&D and Demonstration	388,383	13,383	3.4%	217,711	9,438	4.3%	-29%	26%
Residential Education	3,530,956	230,274	6.5%	3,262,193	165,886	5.1%	-28%	-22%
Low-Income	**76,006,533**	**6,248,623**	**8.2%**	**74,127,386**	**3,959,709**	**5.3%**	**-37%**	**-35%**
4. Low-Income Whole House	73,580,141	4,178,416	5.7%	72,888,962	3,011,078	4.1%	-28%	-27%
Low-Income New Construction	1,965,214	130,364	6.6%	1,244,305	95,564	7.7%	-27%	16%
Low-Income Single Family Retrofit	33,794,859	1,746,394	5.2%	28,795,818	1,283,666	4.5%	-26%	-14%
Low-Income Multi-Family Retrofit	37,820,068	2,301,658	6.1%	42,848,839	1,631,849	3.8%	-29%	-37%
5. Low-Income Hard-to-Measure	2,426,392	2,070,207	85.3%	1,238,425	948,631	76.6%	-54%	-10%
Low-Income Statewide Marketing	444,907	145,232	32.6%	277,406	-	0.0%	-100%	-100%
Low-Income DOER Assessment	495,610	439,100	88.6%	519,254	506,867	97.6%	15%	10%
Low-Income Energy Affordability Network	1,485,875	1,485,875	100.0%	441,765	441,765	100.0%	-70%	0%
Commercial & Industrial	**459,025,592**	**45,819,840**	**10.0%**	**367,694,548**	**30,237,088**	**8.2%**	**-34%**	**-18%**
6. C&I New Construction	90,252,404	10,152,835	11.2%	103,890,571	6,071,070	5.8%	-40%	-48%
C&I New Construction	90,252,404	10,152,835	11.2%	103,890,571	6,071,070	5.8%	-40%	-48%
7. C&I Retrofit	362,167,236	31,144,796	8.6%	257,342,066	19,242,438	7.5%	-38%	-13%
C&I Retrofit	219,870,222	25,676,854	11.7%	146,048,880	16,204,118	11.1%	-37%	-5%
C&I Direct Install	142,297,014	5,467,942	3.8%	111,293,186	3,038,320	2.7%	-44%	-29%
8. C&I Hard-to-Measure	6,605,951	4,522,209	68.5%	6,461,911	4,923,580	76.2%	9%	11%
C&I Statewide Marketing	1,668,384	-	0.0%	1,474,551	-	0.0%		
C&I DOER Assessment	2,921,106	2,505,748	85.8%	2,915,755	2,851,975	97.8%	14%	14%
C&I EEAC Consultants	-	-		-	-			
C&I Sponsorships & Subscriptions	2,016,461	2,016,461	100.0%	2,071,605	2,071,605	100.0%	3%	0%
Grand Total	**758,272,742**	**64,603,916**	**8.5%**	**686,582,184**	**43,822,852**	**6.4%**	**-32%**	**-25%**

Notes:

• General Laws c. 25, § 19(b) requires the Department, when authorizing energy efficiency programs, to ensure that such programs minimize administrative costs to the fullest extent practicable. Administrative costs, also commonly referred to as PP&A costs, have traditionally been defined as all in-house and outsourced costs associated with planning activities and program administration. These include costs associated with developing program plans and day-to-day program administration, including labor, overhead costs, and any regulatory costs associated with energy efficiency activities.

• The Program Administrator has explained in its report filing the reasons for increases between planned and actual PP&A spending by sector.

Customer Sector Cost Allocation

2013-2015 Program Administrator Budget

Eversource Electric

August 1, 2016

Customer Sector Cost Allocation						
Customer Sector	**Planned**		**Actual**		**Planned v. Actual (%)**	
	Total PA Costs	**% of Total PA Costs**	**Total PA Costs**	**% of Total PA Costs**	**Total PA Costs**	**% of Total PA Costs**
Residential	223,240,617	29%	244,760,250	36%	10%	21%
Low-Income	76,006,533	10%	74,127,386	11%	-2%	8%
Commercial & Industrial	459,025,592	61%	367,694,548	54%	-20%	-12%
Grand Total	**758,272,742**	**100%**	**686,582,184**	**100%**	**-9%**	**0%**

Notes:

• General Laws c. 25, § 19(c) requires that at least 10 percent of the amount expended for electric energy efficiency programs and at least 20 percent of the amount expended for gas energy efficiency programs be spent on low-income programs.

• If the low-income budget did not meet the statutory minimum of the amount expended for energy efficiency, the Program Administrator has explained in its report filing why not, and explained the steps the Program Administrator has taken to ensure compliance in the next term.

Competitive Procurement

2013-2015 Program Administrator Budget

Eversource Electric

August 1, 2016

Outsourced and Competitively Procured Services						
Sector & Cost Categories	**Total Costs ($)**		**Percent of Total Sector Costs (%)**		**Planned v. Actual (%)**	
	Planned	**Actual**	**Planned**	**Actual**	**Costs**	**Percent of Total**
Residential						
Total Cost of Services	81,531,535	71,006,591	100%	100%	-13%	0%
In-House Activities	10,746,284	6,059,214	13%	9%	-44%	-35%
Outsourced Activities	70,785,251	64,947,377	87%	91%	-8%	5%
Competitively Procured	68,591,372	62,694,358	84%	88%	-9%	5%
Non-Competitively Procured	2,193,879	2,253,018	3%	3%	3%	18%
Low-Income						
Total Cost of Services	22,317,583	16,390,564	100%	100%	-27%	0%
In-House Activities	4,234,812	2,302,634	19%	14%	-46%	-26%
Outsourced Activities	18,082,771	14,087,931	81%	86%	-22%	6%
Competitively Procured	9,665,486	2,250,389	43%	14%	-77%	-68%
Non-Competitively Procured	8,417,285	11,837,542	38%	72%	41%	91%
Commercial & Industrial						
Total Cost of Services	141,619,920	89,522,650	100%	100%	-37%	0%
In-House Activities	62,994,929	36,542,508	44%	41%	-42%	-8%
Outsourced Activities	78,624,991	52,980,142	56%	59%	-33%	7%
Competitively Procured	70,350,755	46,558,748	50%	52%	-34%	5%
Non-Competitively Procured	8,274,236	6,421,395	6%	7%	-22%	23%
Grand Total						
Total Cost of Services	245,469,039	176,919,805	100%	100%	-28%	0%
In-House Activities	77,976,025	44,904,355	32%	25%	-42%	-20%
Outsourced Activities	167,493,014	132,015,450	68%	75%	-21%	9%
Competitively Procured	148,607,613	111,503,494	61%	63%	-25%	4%
Non-Competitively Procured	18,885,401	20,511,955	8%	12%	9%	51%

Notes:

• General Laws c. 25, § 19(b) requires that the Department ensure that energy efficiency programs use competitive procurement processes to the fullest extent practicable.

• The Program Administrator has explained in its report filing the reasons for significant differences between planned and actual outsourced activities and competitively procured activities.

Greenhouse Gas Reductions

2013-2015 Planned vs. Evaluated

Eversource Electric

August 1, 2016

GHG reductions are provided for information purposes only. They are not included in the TRC test.

Planned Greenhouse Gas Reductions

Customer Sector	Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	Annual MWh	Annual Therms	Annual MMBTU	Energy	Energy	Energy	Gas	Oil			
Residential	426,844	114,615	482,473	0.000194	0.000172	0.392	0.005850	0.080693	82.8	73.4	207,127
Low-Income	39,064	117,992	79,269	0.000194	0.000172	0.392	0.005850	0.080693	7.6	6.7	22,418
Commercial & Industrial	1,336,186	(22,304,516)	-	0.000194	0.000172	0.392	0.005850	0.080693	259.2	229.8	393,935
Grand Total	**1,802,094**	**(22,071,909)**	**561,742**	**0.000194**	**0.000172**	**0.392**	**0.005850**	**0.080693**	**349.6**	**310.0**	**623,481**

Evaluated Greenhouse Gas Reductions

Customer Sector	Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	Annual MWh	Annual Therms	Annual MMBTU	Energy	Energy	Energy	Gas	Oil			
Residential	582,424	7,940	508,400	0.000194	0.000172	0.392	0.005850	0.080693	113.0	100.2	269,656
Low-Income	68,317	86,469	73,568	0.000194	0.000172	0.392	0.005850	0.080693	13.3	11.8	33,255
Commercial & Industrial	1,326,897	(18,258,755)	-	0.000194	0.000172	0.392	0.005850	0.080693	257.4	228.2	413,958
Grand Total	**1,977,638**	**(18,164,346)**	**581,968**	**0.000194**	**0.000172**	**0.392**	**0.005850**	**0.080693**	**383.7**	**340.2**	**716,869**

Planned v. Evaluated Greenhouse Gas Reductions (%)

Customer Sector	Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	Annual MWh	Annual Therms	Annual MMBTU	Energy	Energy	Energy	Gas	Oil			
Residential	36%	-93%	5%	0%	0%	0%	0%	0%	36%	36%	30%
Low-Income	75%	-27%	-7%	0%	0%	0%	0%	0%	75%	75%	48%
Commercial & Industrial	-1%	-18%		0%	0%	0%	0%	0%	-1%	-1%	5%
Grand Total	**10%**	**-18%**	**4%**	**0%**	**0%**	**0%**	**0%**	**0%**	**10%**	**10%**	**15%**

Notes:

• The Department does not include greenhouse gas emissions and conversion factor information as part of the Three-Year Term Report template because such data are not required for the Department's investigation of the Three-Year Term Reports. See D.P.U. 11-120-A, Phase II at 6. The Department expects that the Program Administrators will continue to include the greenhouse gas emissions and conversion factor data in the Plan-Year and Three-Year Term Reports for informational purposes only.

• The PAs are working with DEP to try to determine the best method for properly and precisely capturing the full impact of energy efficiency measures on GHG emissions. As part of this process, the PAs have included this additional table on Emissions Reductions, based on continuing discussions with the DEP. These reductions are calculated using factors proposed by DEP, which are based on annual gas, oil, and electric savings. The PAs look forward to discussing these proposed factors with DEP and are committed to ensuring that the full impact of energy efficiency measures on GHG emissions are captured.

Program Planning and Administration Expenditures

2013-2015 Program Administrator Budget

Eversource Electric

August 1, 2016

Program Planning and Administration Expenditures							
Year	Internal Costs	External Costs					Total Program Planning and Administration
	Labor, benefits, employee expenses, materials, and overhead	Legal Services	Assessments	Other Vendor Services	Hard to Measure Sponsorships & Subscriptions	Total External Costs	
2013	$ 8,887,714.28	$ 485,676.56	$ 1,808,227.06	$ 1,106,483.26	$ 715,735.52	$ 4,116,122.40	$ 13,003,836.68
2014	$ 9,431,681.41	$ 492,294.87	$ 1,796,654.98	$ 3,677,579.83	$ 716,453.96	$ 6,682,983.64	$ 16,114,665.05
2015	$ 10,098,880.99	$ 516,457.19	$ 1,797,591.00	$ 1,390,507.31	$ 906,667.13	$ 4,611,222.63	$ 14,710,103.62
2013-2015	**$ 28,418,276.68**	**$ 1,494,428.62**	**$ 5,402,473.04**	**$ 6,174,570.40**	**$ 2,338,856.61**	**$ 15,410,328.67**	**$ 43,828,605.35**

Notes:

• Assessments include costs associated with the Department of Energy Resource (DOER), Residential Conservation Services (RCS), Energy Efficiency Advisory Council (EEAC) Consultants, and the Low-Income Energy Affordability Network (LEAN). Note that the electric Program Administrators do not budget for the EEAC Consultant fees as these costs are paid by the DOER using RGGI proceeds.

• Contractor Fees include costs associated with third-party consultants that assist with program planning and administration.

Lost Base Revenue (LBR) Dollars

Table 1, 2013-2015 Three-Year Analysis

Eversource Electric

August 1, 2016

Calculation of Lost Base Revenue, 2012(1)

Sector	2012 Annual Savings (kWh) (a)	2012 Monthly as Installed Savings (kWh)(5) (b)	2012 LBR Rate (¢/kWh) (c)	2012 Lost Base Revenue ($) (d) = (b) *(c)
Residential (total)	95,998,526	48,667,454	0.04538	$2,208,701
Low-Income (total)	16,349,856	7,353,593	0.04536	$333,544
Commercial & Industrial (total)	340,439,781	112,411,901	0.03110	$3,495,480
GRAND TOTAL	**452,788,163**	**168,432,948**		**6,037,724**

Calculation of Lost Base Revenue, 2013(2)

Sector	2013 Annual Savings (kWh) (a)	2012 Annual Savings (kWh) (b)	2013 Monthly as Installed Savings (kWh)(5) (c)	2013 LBR Rate (¢/kWh) (d)	2013 Lost Base Revenue ($) (e) = [(b) + (c)] * (d)
Residential (total)	129,661,741	95,998,526	62,503,095	0.04527	$7,176,150
Low-Income (total)	15,329,539	16,349,856	8,209,054	0.04520	$1,110,078
Commercial & Industrial (total)	342,406,772	340,439,781	101,415,123	0.02967	$13,111,420
GRAND TOTAL	**487,398,052**	**452,788,163**	**172,127,272**		**$21,397,648**

Calculation of Lost Base Revenue, 2014(3)

Sector	2014 Annual Savings (kWh) (a)	2012 Annual Savings (kWh) (b)	2013 Annual Savings (kWh)(6) (c)	2014 Monthly as Installed Savings (kWh)(5) (d)	2014 LBR Rate (¢/kWh) (e)	Lost Base Revenue ($) (f) = [(b) + (c) + (d)] * (e)
Residential (total)	160,480,795	95,998,526	122,061,490	78,952,105	0.04526	$13,441,298
Low-Income (total)	17,078,003	16,349,856	13,936,474	9,237,520	0.04511	$1,783,006
Commercial & Industrial (total)	379,234,291	340,439,781	342,406,772	111,381,727	0.03110	$24,701,613
GRAND TOTAL	**556,793,089**	**452,788,163**	**478,404,736**	**199,571,352**		**$39,925,917**

Calculation of Lost Base Revenue, 2015(4)

Sector	2015 Annual Savings (kWh) (a)	2012 Annual Savings (kWh) (b)	2013 Annual Savings (kWh)(6) (c)	2014 Annual Savings (kWh)(6) (d)	2015 Monthly as Installed Savings (kWh)(5) (e)	2015 LBR Rate (¢/kWh) (9) (f)	Lost Base Revenue ($) (g) = [(b) + (c) + (d) + (e)] * (f)
Residential (total)	163,642,358	95,998,526	122,061,490	142,838,143	83,619,980	0.04529	$20,132,264
Low-Income (total)	17,439,770	16,349,856	13,936,474	17,078,003	11,439,763	0.04509	$2,651,477
Commercial & Industrial (total)	443,259,345	340,439,781	342,406,772	379,234,291	135,770,932	0.03112	$37,277,681
GRAND TOTAL	**624,341,473**	**452,788,163**	**478,404,736**	**539,150,437**	**230,830,675**		**$60,061,421**

Notes:
(1) 2012 LBR is collected in the 2013 EERF rates effective July 1, 2013 to June 30, 2014
(2) 2013 LBR is collected in the 2014 EERF rates effective July 1, 2014 to June 30, 2015
(3) 2014 LBR is collected in the 2015 EERF rates effective July 1, 2015 to June 30, 2016
(4) 2015 LBR is collected in the 2016 EERF rates effective July 1, 2016 to June 30, 2017
(5) Savings are shown as installed. Calculated per monthly savings by sector, dividing by 12, multiplying by months remaining in the year
(6) Savings are shown net of expired savings in current period

Lost Base Revenue (LBR) Dollars

Table 2, 2013-2015 Planned vs Actual

Eversource Electric

August 1, 2016

	2013 (1)			2014			2015			Total LBR for 2013-2015		
Sector	Planned	Actual	Variance %	Planned	Actual	Variance %	Planned	Actual	Variance %	Planned	2013 -2015 Actual	Variance %
Residential	$ 5,902,086	$ 7,176,150	17.8%	$ 10,807,160	$ 13,441,298	19.6%	$ 15,970,845	$ 20,132,264	20.7%	$ 32,680,090	$ 40,749,712	19.8%
Low Income	$ 73,901	$ 1,110,078	93.3%	$ 118,143	$ 1,783,006	93.4%	$ 160,142	$ 2,651,477	94.0%	$ 352,186	$ 5,544,560	93.6%
Commercial & Industrial	$ 14,873,085	$ 13,111,420	-13.4%	$ 27,089,569	$ 24,701,613	-9.7%	$ 39,437,538	$ 37,277,681	-5.8%	$ 81,400,192	$ 75,090,714	-8.4%
Total	**$ 20,849,072**	**$ 21,397,648**	**2.6%**	**$ 38,014,871**	**$ 39,925,917**	**4.8%**	**$ 55,568,525**	**$ 60,061,421**	**7.5%**	**$ 114,432,468**	**$ 121,384,986**	**5.7%**

NSTAR Electric Company/
Western Massachusetts Electric Company
each d/b/a Eversource Energy

D.P.U. 16-130

PART TWO
2013-2015 TERM REPORT NARRATIVE

NSTAR Electric Company/Western Massachusetts Electric Company each d/b/a Eversource Energy

2013-2015 Energy Efficiency Term Report

PART TWO - NARRATIVE

Table of Contents

1. CORE INITIATIVE VARIANCES & COST-EFFECTIVENESS 1
   A. Residential Programs 1
   B. Low-Income Programs 5
   C. Commercial and Industrial ("C&I") Programs 6
2. LOW-INCOME COST ALLOCATION 8
3. MINIMIZATION OF ADMINISTRATIVE COSTS 8
4. COMPETITIVE PROCUREMENT 8
5. BENEFIT-COST RATIO SCREENING TOOL 9
6. STATEWIDE TECHNICAL REFERENCE MANUAL/LIBRARY 9
7. STATEWIDE EVALUATION STUDIES 9
   A. Previously Submitted Evaluation Studies Incorporated by Reference 9
   B. Annual Summary for Year Three (2015) 16
   C. Summary of the Studies with the Most Significant Effects 17
   D. Evaluation Studies Recommendations Table 20
8. THREE-YEAR COSTS 21
   A. Allocation and Assignment of C&I Direct Install Costs for 2013-2015 Term Report 21
   B. Invoice Summary Table 21
   C. Sponsorships and Subscriptions 22
9. PERFORMANCE INCENTIVE MODELS 24

List of Appendices

A. Benefit-Cost Ratio Screening Tool
B. Technical Reference Manual – 2015 Report Version
C. Summaries of Evaluation Studies
D. Evaluation Studies
E. Table of Evaluation Study Recommendations
F. Invoice Summary Tables
G. Sponsorships & Subscriptions
H. Performance Incentive Models

1. CORE INITIATIVE VARIANCES & COST-EFFECTIVENESS

A. Residential Programs

(1) Residential Whole House

The Residential Whole House program was cost-effective for the term with a benefit-cost ratio of 4.38.

a. Residential New Construction & Major Renovation

Significant Variances[1] - A significant variance exists between planned and actual expenditures for the Residential New Construction & Major Renovation core initiative. The primary reason for the variance was higher-than-planned spending on participant incentives. Increased production of key measures such as heat pump water heaters and LED lighting were the primary contributors to the higher-than-expected spending on participant incentives.

Cost-Effectiveness - The Residential New Construction & Major Renovation core initiative was cost-effective for the term with a benefit-cost ratio of 2.89.

b. Residential Multi-Family Retrofit

Significant Variances - A significant variance exists between planned and actual expenditures for the Residential Multi-Family Retrofit core initiative. The primary reason for the variance was higher-than-planned spending on participant incentives. Increased production of key measures such as LED lighting was the primary contributor to the higher-than-expected spending on participant incentives.

Cost-Effectiveness - The Residential Multi-Family core initiative was cost-effective for the term with a benefit-cost ratio of 1.34.

[1] Significant variances are defined in the D.P.U. 11-120-B Term Report Template as three-year core initiative variances between: (1) planned and actual core initiative budget of 10 percent or greater; (2) planned and preliminary core initiative total lifetime savings showing a decrease of 10 percent or greater; (3) planned and preliminary core initiative total resource benefits showing a decrease of 10 percent or greater; and (4) preliminary and evaluated core initiative total benefits of 10 percent or greater.

c. Residential Home Energy Services

Significant Variances - There are no significant variances to report for this core initiative.

Cost-Effectiveness - The Residential Home Energy Services core initiative was cost-effective for the term with a benefit-cost ratio of 5.39.

d. Residential Behavior/Feedback

Significant Variances - Significant variances exist between planned and preliminary lifetime savings and between planned and preliminary total resource benefits. The primary reason for these variances was underachievement in the WMECo territory for the 2013 and 2014 program years. These were start-up years for the behavioral initiative for WMECo, and by 2015 the program had achieved 100% of goal for evaluated savings. The Company does not anticipate any problems meeting its goal for this initiative going forward.

Cost-Effectiveness - The Residential Behavior Feedback core initiative was cost-effective for the term with a benefit-cost ratio of 1.29.

(2) Residential Products

The Residential Products program was cost-effective for the term with a benefit-cost ratio of 2.62.

a. Residential Cooling & Heating Equipment

Significant Variances - A significant variance exists between planned and actual expenditures and between preliminary and evaluated total benefits.

Planned and Actual Expenditures

The primary reason for the variance was higher-than-planned spending on participant incentives. Increased production of key measures such as heat pump water heaters and ductless mini-split heat pumps was the primary contributor to the higher-than-expected spending on participant incentives. Mass Save® HEAT Loan availability and the increased demand for quality installed verification COOL Smart-trained participating contractors also contributed to increased activity across all program measures.

Preliminary and Evaluated Total Benefits

The variance between preliminary and evaluated total benefits is due to changes in the Non-Energy Impact ("NEI") values claimed based on two evaluation studies both filed with the 2012 Annual Report: (1) *Massachusetts Residential Non-Energy Impacts (NEIs): Deemed NEI Values Addressing Differences in NEIs for Heating and Cooling Equipment that is Early Replacement Compared to Replace on Failure* (Study 25), and (2) *2012 Residential Heating, Water Heating, and Cooling Equipment Evaluation: Net-to-Gross, Market Effects, and Equipment Replacement Timing* (Study 2) and a change in electric energy savings based on two evaluation studies, one filed during the 2016-2018 three year plan and the other filed during the 2015 annual report; respectively: (3) *MA - Cool Smart DMSHP Heating Results Memo_FINAL* (Study 11) and (4) *Ductless Mini-Split Heat Pump (DMSHP) Cooling Season Results* (Study 3). The NEIs used for 2013-2015 planning (original value in table below) implicitly assumed that all equipment was being replaced early. The first study identified the percent of the original NEIs that were attributable to equipment that is replaced on failure (see column in table below). The second study provided data on replacement timing (i.e., early replacement versus replace on failure) which was used to adjust the original NEI values to account for equipment that is replaced on failure. Applying the results of these two studies reduced the NEIs claimed in the core initiative by 67 percent.

NEI	Measure	Type	Original Value	% Attributable to ROF	New ROF Value
Thermal Comfort	CAC	Annual	$3.92	50%	$1.96
Thermal Comfort	HP	Annual	$5.05	50%	$2.53
Home Durability	CAC	Annual	$1.54	33%	$0.51
Home Durability	HP	Annual	$1.98	33%	$0.65
Equipment Maintenance	CAC	Annual	$7.54	0%	$0.00
Equipment Maintenance	HP	Annual	$9.42	0%	$0.00
Health Benefits	CAC	Annual	$0.13	50%	$0.07
Health Benefits	HP	Annual	$0.16	50%	$0.08
Property Value Increase	CAC	One time	$62.65	50%	$31.33
Property Value Increase	HP	One time	$80.69	50%	$40.35
Noise Reduction	CAC	Annual	$2.83	67%	$1.90
Noise Reduction	HP	Annual	$1.42	67%	$0.95

The *MA - Cool Smart DMSHP Heating Results Memo_FINAL and Ductless Mini-Split Heat Pump (DMSHP) Cooling Season Results* studies reduced the equivalent full load hours significantly. The heating equivalent full loads hours were reduced from 1200 hours to 447 hours and the cooling equivalent full load hours were results from 360 to 259 hours. The cooling memo also increased the baseline SEER from 14 to 14.5. These two combined impacts reduced the total electric energy benefits by 15 percent in 2015 and 6 percent over the three years.

Cost-Effectiveness - The Residential Cooling & Heating Equipment core initiative was cost-effective for the term with a benefit-cost ratio of 1.43.

b. Residential Lighting

Significant Variances - Significant variances exist between planned and actual expenditures and between preliminary and evaluated total benefits.

Planned and Actual Expenditures

The primary reason for the spend variance was higher-than-planned spending on participant incentives. This was primarily due to the success of the upstream program, as nearly twice as many CFL bulbs were purchased than anticipated. Additionally, customer adoption of LED technologies continued to increase well beyond expectations.

Preliminary and Evaluated Total Benefits

The variance between preliminary and evaluated total benefits is due to changes made to the Market Adoption Model as a result of updating the characterization of the baseline for the residential lighting market as described in Appendix D (Study 15-2).

Cost-Effectiveness - The Residential Lighting core initiative was cost-effective for the term with a benefit-cost ratio of 2.81.

c. Residential Consumer Products

Significant Variances - There are no significant variances to report for this core initiative.

Cost-Effectiveness - The Residential Consumer Products core initiative was cost-effective for the term with a benefit-cost ratio of 2.14.

B. Low-Income Programs

(1) Low-Income Whole House

The Low-Income Whole House program was cost-effective for the term with a benefit-cost ratio of 2.25.

a. Low-Income New Construction

Significant Variances - Significant variances exist between planned and actual expenditures, between planned and preliminary lifetime savings, and between planned and preliminary total resource benefits. The primary reason for these variances is that very few low-income new construction projects took place during the 2013-2015 term. Going forward, the PAs have responded to this low participation by combining the market rate and Low Income New Construction initiatives, which will decrease administrative costs.

Cost-Effectiveness - The Low-Income New Construction core initiative was cost-effective for the term with a benefit-cost ratio of 4.55.

b. Low-Income Single Family Retrofit

Significant Variances - A significant variance exists between planned and actual expenditures for the Low-Income Single Family Retrofit core initiative. The Company viewed the Low-Income Single Family and Multi-Family Retrofit core initiatives as two facets of the same program and allocated spending between the two core initiatives in a way to maximize savings. Community Action Program ("CAP") agencies reported greater opportunity in the multi-family segment and additional budget was dedicated to capitalize on those opportunities. Conversely, there was less opportunity in the single family segment and less money was spent in this area.

Cost-Effectiveness - The Low-Income Single Family Retrofit core initiative was cost-effective for the term with a benefit-cost ratio of 3.06.

c. Low-Income Multi-Family Retrofit

Significant Variances - A significant variance exists between planned and actual expenditures for the Low-Income Multi-Family Retrofit core initiative. The Company viewed the Low-Income Single Family and Multi-Family Retrofit core initiatives as two facets of the same program and allocated spending between the two core initiatives so as to maximize savings. CAP agencies reported greater opportunity in the multi-family segment and additional budget was dedicated to capitalize on those opportunities.

Cost-Effectiveness - The Low-Income Multi-Family Retrofit core initiative was cost-effective for the term with a benefit-cost ratio of 1.71.

C. Commercial and Industrial ("C&I") Programs

(1) C&I New Construction

Significant Variances - A significant variance exists between planned and actual expenditures, primarily due to higher-than-planned spending on participant incentives, as a result of increased demand for the program.

Program Cost-Effectiveness - The C&I New Construction program/core initiative was cost-effective for the term with a benefit-cost ratio of 4.61.

(2) C&I Retrofit

The C&I Retrofit program was cost-effective for the term with a benefit-cost ratio of 3.51.

a. C&I Retrofit

Significant Variances - Significant variances exist between planned and actual expenditures and between planned and preliminary total lifetime savings.

Planned and Actual Expenditures

A significant variance exists between planned and actual expenditures. The primary reason for the variance is lower-than-planned spending in all budget categories, due to lower-than-planned initiative production.

Planned and Preliminary Total Lifetime Savings

While there were some variability within the C&I end-uses, the savings variance is primarily driven by a lower 2014 closure rate for pipeline CHP projects. CHP is notoriously difficult to plan for as project schedules are a function of many factors and therefore frequently adjust. In some instances, pipeline projects were pushed to subsequent calendar years to accommodate sufficient project analyses and customer installation schedules and will therefore have claimable savings at a later time. In other instances, projects were either put on hold or dropped for a variety of reasons, all of which were specific to the customers' unique conditions and requirements.

Cost-Effectiveness - The C&I Retrofit core initiative was cost-effective for the term with a benefit-cost ratio of 4.09.

b. C&I Direct Install

Significant Variances - Significant variances exist between planned and actual expenditures, between planned and preliminary lifetime savings, and between planned and preliminary total resource benefits. The primary reason for these variances is that very few low-income new construction projects took place in the 2013-2015 term.

Planned and Actual Expenditures

This variance is almost entirely due to spending on participant incentive, due to the fact that opportunities for projects in the WMECo territory were lower than the Company originally anticipated. The success of the upstream lighting program has created less opportunity for direct install lighting projects through traditional retrofit direct install programs. Further, the Direct Install core initiative was ramping up for WMECo in the 2013-2015 term as the Company worked to find the right balance between spending in the C&I Retrofit and the C&I Direct Install core initiatives.

Planned and Preliminary Total Lifetime Savings

Similar to the budget discussion above, lifetime savings were also below goal for this core initiative due to the reasons described above.

Planned and Preliminary Total Resource Benefits

The variance between planned and preliminary total resource benefits aligns with deviations in budget and lifetime kWh savings, and thus is explained above.

Cost-Effectiveness - The C&I Direct Install core initiative was cost-effective for the term with a benefit-cost ratio of 2.32.

2. LOW-INCOME COST ALLOCATION

The Green Communities Act requires that at least ten percent of electric efficiency funding and 20 percent of gas efficiency funding be spent on low-income programs. G.L. c. 25 § 19(c).

Please refer to the *Customer Sector Cost Allocation* table in the Company's Data Tables for a summary and comparison of planned budget allocation and actual expenditures by customer sector. As shown in this table, actual expenditures in the low-income sector were 10.4 percent of electric funding. The Company has, therefore, met the statutory minimum requirement.

3. MINIMIZATION OF ADMINISTRATIVE COSTS

The Green Communities Act requires that energy efficiency programs minimize administrative costs to the fullest extent practicable. G.L. c. 25 § 19(b). In accordance with the GCA, the Company has sought to minimize administrative costs to the fullest extent practicable.

Please refer to the *Administrative Costs* table in the Company's Data Tables for a summary and comparison by core initiative of (i) planned and actual Program Planning and Administration ("PP&A") costs, and (ii) planned and actual PP&A costs as a percent of total program costs. As shown in the table, actual PP&A spending was 32 percent less than budgeted (23 percent under in the Residential sector, 37 percent under in the Low Income sector, and 34 percent under in C&I.)

4. COMPETITIVE PROCUREMENT

The Green Communities Act requires that energy efficiency programs utilize competitive procurement processes to the fullest extent practicable. G.L. c. 25 § 19(b). In accordance with the GCA, the Company has utilized competitive procurement processes to the fullest extent practicable.

Please refer to the *Competitive Procurement* table in the Company's Data Tables for a summary and comparison of planned and actual program outsourced activities by sector. As shown in the table, significant differences exist between planned and actual outsourced activities and competitively procured activities in the low-income sector. The reason for this is the community action agencies were incorrectly included in the competitively procured category during the planning process. The agencies, along with ABCD, are reported in the non-competitive category.

5. BENEFIT-COST RATIO SCREENING TOOL

Please see Appendix A, the CD-ROM accompanying this report, for the Benefit-Cost Ratio Screening Tool in Microsoft Excel format.

6. STATEWIDE TECHNICAL REFERENCE MANUAL/LIBRARY

The Technical Reference Manual ("TRM") documents how the energy efficiency Program Administrators consistently, reliably, and transparently calculate savings resulting from the installation of prescriptive energy efficiency measures. The TRM provides methods, formulas, and default assumptions for estimating energy, peak demand, and other resource impacts from energy efficiency measures. The 2015 report-version TRM is available at Appendix B. Please see Appendix 3 to the Company's 2013 Plan-Year Report in D.P.U. 14-87 for the 2013 report-version TRM and Appendix 3 to the Company's 2014 Plan-Year Report in D.P.U. 15-49 for the 2014 report-version TRM.

The PAs have been developing an electronic version of the TRM, known as the Technical Reference Library ("TRL"), that will allow the public to access information from a central website. The development of this product is a collaborative effort of the PAs and reflects the efforts of the PAs to align common measure naming across all PAs, where appropriate. The PAs have been working diligently on developing the TRL, but development has been more complex than anticipated; the PAs expect that the TRL will be complete by the end of 2016.

7. STATEWIDE EVALUATION STUDIES

A. Previously Submitted Evaluation Studies Incorporated by Reference

Under the guidance and direction of the Evaluation Management Committee, 87 evaluation studies were completed during the 2013-2015 term. The majority of these studies were previously submitted to the Department in D.P.U. 14-87 (*2013 Energy Efficiency Plan Year Report*), D.P.U. 15-49 (*2014 Energy Efficiency Plan-Year Report*) and D.P.U. 15-160 through

D.P.U. 15-169 (*2016-2018 Electric & Gas Three-Year Energy Efficiency Plan*). Previously submitted studies are incorporated in the instant docket by reference. Please refer to the table below for a complete list of these studies. The table provides the name of each study, the applicable fuel, the location of the study in each report/plan, and the primary EM&V contractor conducting the study. All completed studies are also available on the Massachusetts Energy Efficiency Advisory Council's website at: http://ma-eeac.org/studies/.

Evaluation Studies
Completed during the 2013-2015 Term
Previously Submitted in other Dockets

Study Name	Study Location and Number	Fuel	EM&V Contractor
Residential			
Northeast Residential Lighting Hours-of-Use Study	2013 Plan-Year Report D.P.U. 14-87 App. 4D, Study 13-1	Gas/ Electric	NMR Group, Inc.
Massachusetts Residential New Construction Net Impacts Report	2013 Plan-Year Report D.P.U. 14-87 App. 4D, Study 13-2	Gas/ Electric	NMR Group, Inc.
Massachusetts Spring 2014 Survey Results: FINAL Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-1	Electric	The Cadmus Group, Inc.
Residential Lighting Shelf Survey and Pricing Analysis	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-2	Electric	The Cadmus Group, Inc.
Baseline Sensitivity Analysis Spreadsheet, 2014	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-3	Electric/ Gas	NMR Group, Inc.
Market Lift Assessment FINAL Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-4	Electric	The Cadmus Group, Inc.
Results of the Massachusetts On-site Lighting Inventory 2014	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-5	Electric	The Cadmus Group, Inc.
Supplier and Retailer Perspectives on the Massachusetts Residential Lighting Market Final Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-6	Electric	The Cadmus Group, Inc.
Saturation Comparison of Massachusetts, California, and New York: Final Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-7	Electric	The Cadmus Group, Inc.

Study Name	Study Location and Number	Fuel	EM&V Contractor
Ductless Mini-Split Heat Pump Customer Survey Results	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-8	Electric	The Cadmus Group, Inc.
Mass Save Multifamily Program Process Evaluation Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-9	Electric/ Gas	The Cadmus Group, Inc.
High Efficiency Heating Equipment Impact Evaluation	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-10	Gas	The Cadmus Group, Inc.
Furnace Baseline	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-11	Gas	The Cadmus Group, Inc.
Massachusetts Residential Lighting Cross-Sector Sales Research	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 1	Electric	The Cadmus Group, Inc.
Multistage Lighting Net-to-Gross Assessment: Overall Report	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 2	Electric	The Cadmus Group, Inc.
Lighting Market Assessment and Saturation Stagnation Overall Report	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 3	Electric	The Cadmus Group, Inc.
Baseline Sensitivity Analysis 2016 - 2018	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 4	Electric/ Gas	NMR Group, Inc.
Lighting Interactive Effects Study Preliminary Results	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 5	Electric/ Gas	The Cadmus Group, Inc.
Program Assessment Tube TV Recycling	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 6	Electric	The Cadmus Group, Inc.
Cool Smart Incremental Cost Study	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 7	Electric	The Cadmus Group, Inc.
Home Energy Services Initiative and HEAT Loan Delivery Assessment	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 8	Electric/ Gas	The Cadmus Group, Inc.
Residential Customer Profile Study	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 9	Electric/ Gas	The Cadmus Group, Inc.
Multifamily Impact Findings Memo	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 10	Electric/ Gas	DNV-GL

Study Name	Study Location and Number	Fuel	EM&V Contractor
Ductless Mini-Split Heat Pump (DMSHP) Final Heating Season Results	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 11	Electric	The Cadmus Group, Inc.
Ductless Mini-Split Heat Pump (DMSHP) Baseline Determination	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 12	Electric	The Cadmus Group, Inc.
Low-Income			
Massachusetts Low Income Metering Study	2013 Plan-Year Report D.P.U. 14-87 App. 4D, Study 13-3	Gas/ Electric	The Cadmus Group, Inc.
Massachusetts Low-Income Multifamily Initiative Impact Evaluation	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 13	Electric/ Gas	The Cadmus Group, Inc.
Commercial & Industrial			
Massachusetts Combined Heat and Power Program Impact Evaluation 2011-2012	2013 Plan-Year Report D.P.U. 14-87 App. 4D, Study 13-4	Gas/ Electric	DNV-GL
Mid-size Customer Needs Assessment	2013 Plan-Year Report D.P.U. 14-87 App. 4D, Study 13-5	Gas/ Electric	DNV-GL
Impact Evaluation of the Massachusetts Upstream Lighting Program	2013 Plan-Year Report D.P.U. 14-87 App. 4D, Study 13-6	Electric	DNV-GL
Variable Speed Drive Loadshape Project	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-12	Electric	Northeast Energy Efficiency Partnership
Massachusetts Existing Buildings Market Characterization: Commercial and Industrial Customer Telephone Survey Final Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-13	Electric/ Gas	DNV-GL
Retrofit Lighting Controls Measures Summary of Findings FINAL REPORT	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-14	Electric	KEMA, Inc.
Whole Systems Energy Efficiency Programs - Literature Review	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-15	Electric/ Gas	DNV KEMA, Inc.
Final Report of Massachusetts LED Market Effects: Baseline Characterization	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-16	Electric	DNV-GL

Study Name	Study Location and Number	Fuel	EM&V Contractor
2012 C&I Customer Profile Final Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-17	Electric/ Gas	DNV-GL
Learning from Successful Projects Final Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-18	Electric/ Gas	DNV-GL
How PA Differences Affect Outcomes Phase 2 Final Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-19	Electric/ Gas	DNV-GL
Massachusetts Commercial Real Estate Survey Analysis - Final Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-20	Electric/ Gas	DNV-GL
Small Business Program Process Evaluation Final Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-21	Electric/ Gas	DNV-GL
Massachusetts Boiler Market Characterization Study	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-22	Gas	DNV-GL
Impact Evaluation of Massachusetts Prescriptive Gas Pre-Rinse Spray Valve Measure	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-23	Gas	DNV-GL
T12 Phaseout Market Research	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-24	Electric	DNV-GL
2013 Commercial & Industrial Customer Profile Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-25	Electric/ Gas	DNV-GL
Massachusetts Commercial and Industrial Upstream Lighting Program: “In Storage” Lamps Follow-Up Study	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-26	Electric	DNV-GL
Prescriptive Gas Impact Evaluation - Steam Trap Evaluation Phase 1	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 19	Gas	DNV-GL
Prescriptive Programmable Thermostats	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 20	Gas	DNV-GL
Impact Evaluation of PY2013 Custom Gas Installations	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 21	Gas	DNV-GL

Study Name	Study Location and Number	Fuel	EM&V Contractor
Massachusetts Commercial New Construction Energy Code Compliance Follow-Up Study	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 22	Electric/ Gas	DNV-GL
Massachusetts LED Spillover Analysis	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 23	Electric	DNV-GL
Impact Evaluation of Prescriptive Chiller and Compressed Air Installations	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 24	Electric	DNV-GL
Impact Evaluation of 2012 Custom HVAC Installations	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 25	Electric	DNV-GL
Special & Cross Cutting			
Evaluation of the Northampton Leading the Way and Powering Pittsfield Initiatives	2013 Plan-Year Report D.P.U. 14-87 App. 4D, Study 13-7	Gas/ Electric	Opinion Dynamics Corporation
2013 Massachusetts Statewide Marketing Campaign Evaluation Report	2013 Plan-Year Report D.P.U. 14-87 App. 4D, Study 13-8	Gas/ Electric	Opinion Dynamics Corporation
Abbreviated Review of Methods for the Draft Top-Down Modeling Methods Study	2013 Plan-Year Report D.P.U. 14-87 App. 4D, Study 13-9	Gas/ Electric	DNV-GL
Efficient Neighborhoods+^{SM} Summary of Evaluation Results	2013 Plan-Year Report D.P.U. 14-87 App. 4D, Study 13-10	Gas/ Electric	Opinion Dynamics Corporation
2013 Massachusetts Statewide COOL SMART/GasNetworks Brand Assessment	2013 Plan-Year Report D.P.U. 14-87 App. 4D, Study 13-11	Gas/ Electric	Opinion Dynamics Corporation
2013 Commercial and Industrial Electric Programs Free- ridership and Spillover Study	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-27	Electric	Tetra Tech, Inc.
Stage 1 Results and Stage 2 Detailed Research Plan - Commercial and Industrial New Construction Non-Energy Impacts Study	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-28	Electric/ Gas	Tetra Tech, Inc.
Top-down Modeling Methods Study - Final Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-29	Electric/ Gas	Tetra Tech, Inc.

Study Name	Study Location and Number	Fuel	EM&V Contractor
Code Compliance Results for Single-Family Non-Program Homes in Massachusetts	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-30	Electric/ Gas	Tetra Tech, Inc.
Massachusetts Cross Cutting Evaluation Home Energy Report Decay Analysis	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-31	Electric/ Gas	Opinion Dynamics, Inc.
Efficient Neighborhoods + Initiative Evaluation Report	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-32	Electric/ Gas	Opinion Dynamics, Inc.
Massachusetts Cross-Cutting Behavioral Program Evaluation Opower Results	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-33	Electric/ Gas	Navigant Consulting, Inc.
Methods for Measuring Market Effects of Massachusetts Energy Efficiency Programs	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-34	Electric/ Gas	Tetra Tech, Inc.
Recommended Methods for Assessing Market Effects of HVAC Programs	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-35	Electric/ Gas	Tetra Tech, Inc.
Recommended Methods for Assessing Market Effects of C&I Lighting and Controls Programs	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-36	Electric	Tetra Tech, Inc.
Recommended Methods for Assessing Market Effects of Non-residential New Construction Programs	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-37	Electric/ Gas	Tetra Tech, Inc.
Cross-Cutting Code Compliance Support Initiative Evaluation Reports	2014 Plan-Year Report D.P.U. 15-49 App. 4D, Study 14-38	Electric/ Gas	Tetra Tech, Inc.
Comprehensive Review of Non-Residential Training and Education Programs, with a Focus on Building Operator Certification	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 14	Electric/ Gas	Navigant Consulting, Inc. /Research Into Action, Inc.
Comprehensive Review of Behavior and Education Programs	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 15	Electric/ Gas	Navigant Consulting, Inc.
Massachusetts Behavioral Programs Process Evaluation	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 16	Electric/ Gas	Navigant Consulting, Inc.
2014-2015 Commercial and Industrial Natural Gas Programs Free-ridership and Spillover Study	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 17	Gas	Tetra Tech, Inc.

Study Name	Study Location and Number	Fuel	EM&V Contractor
Efficient Neighborhoods + Incremental Cost Assessment	2016-2018 Three-Year Plan D.P.U. 15-160 – 15-169 App. U, Study 18	Electric/ Gas	Opinion Dynamics, Inc.

B. Annual Summary for Year Three (2015)

The following evaluation studies, completed after the Program Administrators filed their 2016-2018 Three-Year Plan, are included in this term report. Summaries of these evaluations are included at Appendix C and full copies are available at Appendix D. Additionally, all currently completed studies are available on the Council's website at: http://ma-eeac.org/studies/.

Evaluation Studies
Completed in Advance of the 2013-2015 Term Report
Not Previously Submitted

Study Name	Study Location and Number	Fuel	EM&V Contractor
Residential Program Studies			
LED Incremental Cost Study - Overall FINAL Report	App. D, Study 15-1	Electric	The Cadmus Group, Inc.
Baseline Sensitivity Analysis – 2015	App. D, Study 15-2	Electric/ Gas	NMR Group, Inc.
Ductless Mini-Split Heat Pump (DMSHP) Cooling Season Results	App. D, Study 15-3	Electric	The Cadmus Group, Inc.
Commercial & Industrial Studies			
2014 Commercial & Industrial Customer Profile Report	App. D, Study 15-4	Electric/ Gas	DNV-GL
Special & Cross Sector Studies			
Cross Cutting Code Compliance Support Initiative Evaluation of Classroom Trainings	App. D, Study 15-5	Electric/ Gas	Tetra Tech, Inc.
Cross Cutting Code Compliance Support Initiative Evaluation of Circuit Rider Support	App. D, Study 15-6	Electric/ Gas	Tetra Tech, Inc.
Cross Cutting Code Compliance Support Initiative Residential Single Family Building Department Document Review	App. D, Study 15-7	Electric/ Gas	Tetra Tech, Inc.

Study Name	Study Location and Number	Fuel	EM&V Contractor
Cross Cutting Code Compliance Support Initiative Commercial Building Department Document Review	App. D, Study 15-8	Electric/ Gas	Tetra Tech, Inc.
Stage 2 Results - Commercial and Industrial New Construction Non-Energy Impacts Study - Final Report	App. D, Study 15-9	Electric/ Gas	Tetra Tech, Inc.
Evaluation of Cape Light Compact's Creating Awareness for Power Efficiency Initiative	App. D, Study 15-10	Electric	Navigant Consulting, Inc.
Reducing the Size of the Control Group in the Home Energy Report Program	App. D, Study 15-11	Electric/ Gas	Navigant Consulting, Inc.
Summary of the Massachusetts Behavioral Program Impact Evaluations	App. D, Study 15-12	Electric/ Gas	Navigant Consulting, Inc.
Berkshire Gas Home Energy Report Program Evaluation	App. D, Study 15-13	Gas	Navigant Consulting, Inc.

C. Summary of the Studies with the Most Significant Effects

The PAs are filing 13 new evaluation studies with the 2013-2015 Energy Efficiency Term Report. In addition, the PAs filed 25 evaluation studies in the 2016-2018 Three-Year Energy Efficiency Plan, D.P.U. 15-160 through D.P.U. 15-169 (October 30, 2015), that also had significant impacts in 2015. The studies that produced the most significant results in 2015 are:

- Impact Evaluation of 2012 Custom HVAC Installations
- 2014 Commercial & Industrial Customer Profile Report
- Ductless Mini Split Heat Pump Study
- Baseline Sensitivity Analysis - 2015

Impact Evaluation of 2012 Custom HVAC Installations

In 2015, the electric PAs conducted an impact evaluation to quantify the actual energy and demand savings realized from 69 custom heating, ventilation and air-conditioning ("HVAC") measures installed through the C&I New Construction and Major Renovation and C&I Large Retrofit programs during the 2012 program year. The scope of work of this impact evaluation covered the 2012 custom HVAC end-use, which includes high efficiency HVAC equipment, HVAC controls as part of Energy Management Systems ("EMS"), operations and maintenance

("O&M"), retro-commissioning of HVAC measures, building shell improvements that impact HVAC loads, and other measures. Quantification of savings was produced in the form of realization rates by PA and statewide at the end use level. The selected verification approach was on-site measurement and verification, which was conducted on the statistically selected sample of 69 participant sites from the 2012 year participant population.

The results of the evaluation vary among statewide and PA specific rates, depending on relevant sample size and ultimate precision. Depending on the PA, this study had upward or downward impacts on the evaluated savings of the electric C&I New Construction and Major Renovation and C&I Large Retrofit programs. This study was filed with the 2016-2018 Plan and is discussed in more detail in D.P.U. 15-160 through D.P.U. 15-169, Exhibit 1, Appendix T, and is available at D.P.U. 15-160 through D.P.U. 15-169, Exhibit 1, Appendix U, Study 25.

2014 Commercial & Industrial Customer Profile Report

The C&I Customer Profile is an annual publication that analyzes the PAs' billing and tracking data in order to identify notable trends and research questions that will help inform and improve the Massachusetts Commercial and Industrial ("C&I") energy efficiency programs. This study seeks to identify where C&I energy efficiency savings and participation are occurring, and what segments remain to be served. The study builds on the analyses of prior Customer Profile studies in order to identify new trends in the data and to verify patterns over time.

Results of the 2014 study suggest that there are several key drivers of PA savings, including the following:

(1) There are indications that larger customers, many of whom have been served in recent years, may potentially be experiencing some degree of fatigue even if additional opportunity for savings remains.

(2) Custom projects continue to be a key source of gas and electric savings, showing that these accounts are being effectively managed, and that meeting the individual needs of these accounts is an essential tool to drive savings.

(3) Large outlier and strategic accounts can have a substantial single year contribution to meeting goals. Because of the changing participation of these outlier accounts, PAs may have a large year-over-year variability in savings ratios.

(4) Multi-year participants are a small population, but a key driver of savings, indicating that there may be opportunity for additional savings by focusing on developing more multi-year relationships with customers.

Another notable finding is that gas participation is stronger in towns served by a single PA compared to towns served by different gas and electric PAs, indicating an opportunity for more gas and electric coordination; however, there are sizable variations within the different electric

and gas PA combinations. These findings give PAs insight into evolving C&I trends in the energy efficiency landscape in order to continue to achieve challenging savings targets and to better serve C&I customers within Massachusetts. There was no impact to savings from this study. This study is available at Appendix D, Study 15-4.

Ductless Mini Split Heat Pump Study

The objective of this study was to determine the gross impacts from ductless mini-split heat pumps ("DMSHPs") installed through the Residential Cooling & Heating Equipment (Massachusetts) and High Efficiency Heating and Cooling (RI) programs, including electricity savings, fossil fuel savings, and electric peak demand reductions. To support this goal, the evaluation team deployed a suite of temporary metering equipment in 152 homes across Massachusetts and Rhode Island for 12 to 18 months. These data were used to calculate actual operating efficiencies of DMSHPs installed through the programs to analyze efficiency and performance as a consequence of customer operational behavior, and to understand key research questions about cold-climate performance and coincident heating and cooling scenarios. The evaluation team submitted early deliverables at the conclusion of each season to provide preliminary findings and updates to DMSHP savings estimates.

The PAs planned with a value of 1200 hours per year for the equivalent full load heating hours (EFLH_h), while the evaluation team determined a value of 447 for the same parameter. This change from previous accepted values of EFLH_h arises primarily from observed and metered usage patterns and will reduce projected heating savings for DMSHPs. The previous estimate of full load heating hours was based on an assumption, and this new data indicates that infrequent use and part-load heating operation of real-world units contribute to a much lower value of EFLH_h for DMSHPs.

The PAs planned with a value of 360 hours per year for the equivalent full load cooling hours (EFLH_c). The evaluation results show a value of 259 for the same parameter. This change of EFLH arises primarily from observed and metered usage patterns and will reduce projected cooling savings for DMSHPs. The previous estimate of full load cooling hours was based on a 2009 study of central air-conditioners, and this new data indicates that infrequent use and part-load cooling operation contribute to a lower value of EFLH_c for DMSHPs. The evaluation team also recommended a baseline update from SEER 14 to SEER 14.5 for DMSHPs. This update is due to a literature review of currently available DMSHP models and reflects the minimum efficiency currently available in the market. This change in baseline efficiency also reduces projected cooling savings for DMSHPs. This study had a significant downward impact on the evaluated savings of the electric Residential Heating & Cooling program. The evaluation team is planning to update its findings in an upcoming evaluation study upon inclusion of data from an additional heating season for approximately 80 sites (the first winter studied experienced an abnormally large amount of snowfall). This study is available at Appendix D, Study 15-3.

Baseline Sensitivity Analysis – 2015

The objective of this study was to develop a Market Adoption Model ("MAM") that described likely lighting market-level sales by lighting technology with and without future program activity. The model outputs yielded revised delta watts for residential lighting measures impacted by the Energy Independence and Security Act ("EISA"), which are used to calculate gross savings. To develop the MAM, the evaluation team relied on inputs from existing market assessment activities, changes to federal lighting standards, and records of program activity. Specifically, the study updated 2015 values based on the following lighting standards and studies:

- The Energy Independence and Security Act of 2007
- 2015 program sales data from Energy Federation, Inc. (EFI)
- Lighting Market Assessment On-site Visit and Consumer Survey Results (2015)
- Supplier Interviews and point-of-sale modeling, as reported in the Multistage Net-to Gross Study (2015)

The period of time covered by the 2015 MAM was 2015 through 2023. Based on the inputs described above, the evaluation team developed a spreadsheet-based simulation model that predicted likely market-level adoption of lighting technologies in the absence of further program intervention. Ultimately, the MAM showed that inefficient incandescents and halogens will remain the baseline well after EISA has restricted sales of these bulbs (long sell-through period), compact florescent light bulb ("CFL") sales will increase at a steady rate, and Light-Emitting Diode ("LED") sales will increase fairly rapidly. The results represent a material increase in savings for CFLs from planning values due to an increased amount of inefficient lighting in the baseline as well as improved sales weights developed from program sales data. Although savings increased for CFLs, results represent a decrease in savings for LEDs, which is due to the presence of CFLs in the LED baseline. This study is available at Appendix D, Study 15-2.

D. Evaluation Studies Recommendations Table

Appendix E provides a table summarizing all evaluation study recommendations and, if applicable, whether the Program Administrators (or the Company for Company-specific recommendations) have implemented the recommendation to date.

8. THREE-YEAR COSTS

A. Allocation and Assignment of C&I Direct Install Costs for 2013-2015 Term Report

The Program Administrators worked together to resolve inconsistencies in the allocation of C&I Direct Install (now called the Small Business core initiative) costs. In this effort, cost categories were defined, and the PAs discussed the most appropriate categories to assign costs. The PAs finalized the common allocation methodology in early 2016. Please see the table below for the agreed-upon assignment of costs by cost category.

Cost Category	Assignment of Cost
Audit costs (where applicable and separately invoiced)	STAT
Any installations (fixtures, showerheads, etc.)	Incentive
Lamp Recycling	Incentive
External QA/QC - administration and visits (if applicable)	STAT
Marketing (if there is a special push)	Marketing
Fees associated with installation (lift, contractor fees (permits and electrician/labor charges, etc.)	Incentive
Contractor Fees (management fee -non direct labor and fees for lead vendor costs) - (if applicable)	STAT

B. Invoice Summary Table

Please refer to Appendix F for an invoice summary table for each core initiative, sorted by budget category. The Company will continue to maintain all invoices associated with the implementation of its energy efficiency programs.

The information provided in the invoice summary table is populated from a different source than the Company's total program expenditures. The invoice summary table is a summary of the record of how invoices were initially paid, whereas the Company's total expenditures accounts for QA/QC, additional manual adjustments, and journal entries made subsequently. Additionally, the table represents vendor invoices only. It does not include costs that are not paid via an invoice to a vendor, such as internal labor costs, internal expenses, direct incentive payments to participants, or loans repaid by participants as part of multi-year financing opportunities in certain core initiatives. Therefore, the totals in this table will not match the totals in the Term Report Data tables.

Additionally, in 2014, the Company implemented a new accounting system. As a result, the Company's accounting records prior to that show a combination of manual adjustments and information coming from legacy applications for which details may not be easily accessible.

The Company is submitting a Motion for Protective Treatment of Confidential Information (the "Motion") as part of this filing for information included in Appendix F. As discussed in the Motion, the Company requests that the Department protect from public disclosure non-public vendor pricing information. Public disclosure of this information would reveal the Company's proprietary, confidential pricing information, disclosure of which could harm the competitive business position of the Company and its vendors.

C. Sponsorships and Subscriptions

Introduction

In the process of preparing this Term Report, the PAs performed a detailed review of the energy efficiency expenses incurred during the period 2013 through 2015 that were categorized as Sponsorships & Subscriptions in the hard-to-measure line items, and similar costs that were included as program expenses. The PAs also performed an in-depth review of those expenditures. PAs acknowledge that there were some inconsistencies across PAs in the categorization of costs related to sponsorships and subscriptions in the past and have worked together to create a consistent, statewide policy for the review of sponsorship costs and budget categorization in accordance with the Order and Department precedent.

As a result of this detailed review, the PAs determined that the methodology for including costs in the Sponsorships & Subscriptions hard-to-measure line items should be clarified for 2016-2018. For 2013-2015, PAs are reporting costs in the manner in which they were categorized during that term. Going forward, the PAs will categorize costs in the manner described in the Policy on Sponsorships & Subscriptions.

In the past, costs were allocated to the Sponsorships & Subscriptions hard-to-measure line items based on the name of the cost (*i.e.*, any sponsorships and any subscriptions that were made for any purpose). Going forward, the PAs will categorize costs based on the *purpose* for which they were incurred. While reviewing sponsorships information, PAs determined that the majority of these costs were incurred to promote or affect an in-the-field energy efficiency program directly, including marketing specific programs or sectors, or acquiring data for planning or evaluation. In fact, reaching customers, contractors, and other program influencers through sponsorships and participation in conferences and events is a key element of the PAs' go-to-market strategy. These sponsorships were intended for the purpose of promoting energy efficiency and Mass Save through banners, brochures, presentations, tables, submission of papers, and other marketing strategies. PAs consider this approach to be a fundamental element of their marketing strategy

because they are often able to reach a significant number of participants for a very low cost of acquisition. Starting in 2016, all costs that are incurred for the direct purpose of supporting in-the-field programs will be included as program costs in the appropriate program lines. Conversely, sponsorships and subscriptions that do not directly impact a program, but do provide a benefit to customers, will be included in the Sponsorships & Subscriptions hard-to-measure line item in the appropriate sectors.

2013-2015 Sponsorships & Subscriptions

Please refer to Appendix G for a list of all organizations or items the Company sponsored or subscribed to during the term. The list includes the following: (a) name of the sponsored organization or item, (b) description of organization or item, (c) cost category; (d) annual funding, (e) purpose of the item, (f) whether the organization is a lobbyist, and (g) an analysis describing why the expense was reasonable, prudently incurred, and how it provided a direct benefit to Massachusetts' ratepayers. Appendix G also provides, where applicable, supporting documentation to justify the purpose and benefit. For any sponsored organization that is a registered lobbyist, Appendix G also provides details of the structure and function of the organization; percent of resources devoted to lobbying and legislative activities; and the method used to derive the percentage.

Sponsorships & Subscriptions Policy

Starting in 2016-2018, all PAs will be following a statewide policy for Sponsorships & Subscriptions, which is provided at Appendix G. The attached policy includes the process a Program Administrator will use to determine whether it will enter into a specific sponsorship, including (with all appropriate documentation): (1) a detailed description of the direct energy efficiency-related benefit that the expenditures will provide to Massachusetts ratepayers; (2) an identification of the cost category where the expense will be classified; (3) how the expenditure will be allocated between a Program Administrator's gas and electric operations, when applicable; (4) how the Program Administrator will determine if any marketing or advertising sponsorship costs are recoverable from ratepayers in a manner that is consistent with Department precedent; (5) how the Program Administrator will determine if the sponsorship expenses for an organization that is a registered lobbyist are recoverable from ratepayers in a manner that is consistent with Department precedent; (6) a description of an annual review process that each Program Administrator will undertake to determine whether the events or organizations sponsored the prior year realized the expected benefits.

Cost Categories

Consistent with the Department's Order in the 2016-2018 Three-Year Plan and the Consistent Cost Categories Report, the PAs have reviewed extensively the Sponsorships & Subscriptions

from past and current years and have assigned cost categories for each sponsorship and subscription (including costs that are appropriately categorized as program costs) for use starting in 2016. The PAs will continue to review new costs going forward and assign a consistent category. Please see Appendix G for examples of statewide potential sponsorships and subscriptions cost categories.

9. PERFORMANCE INCENTIVE MODELS

In its Order in Performance Metrics for 2013 through 2015, D.P.U. 13-67 (December 11, 2014) ("Metrics Order"), the Department did not approve the use of performance metrics for 2013-2015, stating that performance metrics are no longer a necessary component of the Program Administrators' performance incentive mechanisms (Metrics Order at 14). The Department also stated that the elimination of performance metrics does not reduce the total performance incentive a Program Administrator can earn (Id.). Similarly, in its Order approving the 2013-2015 Three-Year Plans, the Department stated that "in the event that the Department did not approve performance metrics, the portion of the statewide incentive pool allocated to performance metrics would be reallocated to the savings and value components of the performance incentive mechanism." 2013-2015 Three-Year Energy Efficiency Plans, D.P.U. 12-100 - D.P.U. 12-111 at 83 n.70 (January 31, 2013). Additionally, Program Administrators applied the Avoided Energy Supply Cost study ("AESC") 2013 avoided cost factors to 2014 and 2015, as shown in D.P.U. 14-05 (2013 Avoided Energy Supply Component Study Energy Efficiency Updates) and D.P.U. 15-49 (2014 Plan-Year Report).

Therefore, the PAs revised the planned and reported performance incentive models to update the avoided costs for 2014 and 2015 and to eliminate performance metrics and reallocate the incentive dollars to the savings and value components of the performance incentive mechanism.[2] The PAs have used the revised values in the 2013-2015 Plan-Year Report Data Tables and the 2013-2015 Term Report Performance Incentive Model, which is attached at Appendix H to this report. The final Performance Incentive model at Appendix H takes into account any adjustments made for prior years and replaces the reported models filed previously in the 2013 and 2014 Plan-Year Reports.

[2] The Revised Planned Performance Incentive Model for 2013-2015 was submitted to the Department as Appendix 5A to each PA's 2014 Energy Efficiency Plan-Year Report in D.P.U. 15-49 and is hereby incorporated by reference.

APPENDIX A1

NSTAR Electric Company

Benefit-Cost Ratio Screening Tool: 2013 (Revised)

Please refer to the CD-ROM accompanying this report for the Benefit-Cost Ratio Screening Tool in Microsoft Excel format.

APPENDIX A2

NSTAR Electric Company

Benefit-Cost Ratio Screening Tool: 2014 (Revised)

Please refer to the CD-ROM accompanying this report for the Benefit-Cost Ratio Screening Tool in Microsoft Excel format.

APPENDIX A3

NSTAR Electric Company

Benefit-Cost Ratio Screening Tool: 2015

Please refer to the CD-ROM accompanying this report for the Benefit-Cost Ratio Screening Tool in Microsoft Excel format.

APPENDIX A4

Western Massachusetts Electric Company

Benefit-Cost Ratio Screening Tool: 2013 (Revised)

Please refer to the CD-ROM accompanying this report for the Benefit-Cost Ratio Screening Tool in Microsoft Excel format.

APPENDIX A5

Western Massachusetts Electric Company

Benefit-Cost Ratio Screening Tool: 2014 (Revised)

Please refer to the CD-ROM accompanying this report for the Benefit-Cost Ratio Screening Tool in Microsoft Excel format.

APPENDIX A6

Western Massachusetts Electric Company

Benefit-Cost Ratio Screening Tool: 2015

Please refer to the CD-ROM accompanying this report for the Benefit-Cost Ratio Screening Tool in Microsoft Excel format.

APPENDIX B

Technical Reference Manual – 2015 Report Version

Please see Statewide Appendix B filed under separate cover.

APPENDIX C

Summaries of Evaluation Studies

Study 15-1: LED Incremental Cost Study – Overall FINAL Report

Type of Study: Market Assessment
Evaluation Conducted by: NMR Group
Date Evaluation Conducted: 2/1/2016

Study Objective and Summary of Results:

The purpose of this study was to forecast the prices of residential lighting technologies through the year 2018 with the goal of understanding the incremental cost of light-emitting diodes (LEDs) relative to compact fluorescent lamps (CFLs) and halogen bulbs. The three techniques used to extrapolate prices through 2018 included:

1. In-depth interviews with suppliers and high-level retail buyers;
2. Regression model using historical point-of-sale (POS) pricing data; and
3. Exponential regression analysis based on web-scraping data

All three methods predict that LED prices will continue to decline; however, the magnitude of decline varies by method; interviews and POS suggest a 30% decline in estimated prices between 2015 and 2018, and web-scraping estimates a 50% decline in price relative to 2015 by 2018. There was also a large spread in the estimate of starting LED prices ranging from $11.29 to $7.25 (in 2015). The variance in price decline might be attributed to the different distribution channels and associated data that are available within each incremental cost method.

Core Initiatives to which the Results of the Study Apply:

- Residential Lighting (electric) (Electric Only)
- Residential New Construction (Electric Only)
- Residential Multi-Family Retrofit (Electric Only)
- Residential Home Energy Services (Electric Only)
- Low-Income Single Family (Electric Only)
- Low-Income Multi-Family (Electric Only)

Evaluation Recommendations:

The following recommendations were made by the evaluators conducting this study.

Because of the various strengths and weaknesses of each approach, the evaluation team recommended using these ranges to inform 2016 to 2018 planning (see table below). They also suggested that the Massachusetts Program Administrators (PAs) and Energy Efficiency Advisory Council (EEAC) consultants consider the average prices in each year and by bulb type and feature to serve as the best point-estimate if a single estimate was needed. Finally, the evaluators noted that if quarterly POS data become available, the

PAs and EEAC consultants should consider having more frequent quarterly updates in the POS and web-scraping outlooks to match the rapidly evolving nature of the lighting marketplace.

Predicted incremental cost of LED bulb compared to selected bulb technologies, 2016 to 2018

Method	Product	2016	2017	2018
Interviews	CFL A-Type	$3.07	-	$2.19
	CFL Reflector	$4.43	-	$1.78
	Halogen A-Type	$4.49	-	$3.26
	Halogen Reflector	$4.87	-	$2.69
Point of Sale	CFL, generic	$8.23	$7.09	$6.09
	Halogen, generic	$8.90	$7.90	$7.02
Web-Scraping	CFL A-Type	$4.52	$3.01	$1.82
	CFL Reflector	$6.86	$4.23	$2.16
	Halogen A-Type	$5.87	$4.34	$3.14
	Halogen Reflector	$7.53	$4.89	$2.81
Average of Predicted	CFL A-Type	$5.27	-	$3.37
	Halogen A-Type*	$6.42	-	$4.47

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

The PAs plan to adopt the recommendations.

How the Study Affected Program Results and Its Significance:

The results of this study are used to inform the incremental costs for LEDs for 2016 through 2018, which as discussed previously, are expected to continue to decline, on average, by about 30 to 40 percent. As a result, the PAs will likely revisit the merits of the program incentives being offered for LEDs, and whether adjustments to the affected programs and initiatives involving LEDs should be made.

Overview of Study Method:

The study relied on three approaches, all of which yielded extrapolations of bulb prices and incremental costs that factored into the recommended values for 2016 to 2018.

Supplier Interviews: The Residential Evaluation Team (the team) conducted interviews with 20 manufacturers (including product developers) and six retail buyers to gain insights into bulb pricing trends and forecasts and predictions of market share.

Point-of-Sale Modeling: The team used the 2009 to 2014 LightTracker data set to model pricing trends for LEDs, CFLs, and halogens bulbs.

Web-based Price Modeling: The team used the data obtained through a web-scraping effort to model pricing trends for LEDs, CFLs, and halogens bulbs.

Application of Results: Prospectively

A copy of the complete study can be found in Appendix D, Study 15-1.

Study 15-2: Baseline Sensitivity Analysis – 2015

Type of Study: Impact Evaluation
Evaluation Conducted by: NMR Group
Date Evaluation Conducted: 3/3/2016

Study Objective and Summary of Results:

The purpose of this study was to develop a market adoption model to simulate the changing baseline for the lighting program based on recent market assessment work conducted by the evaluation team.

The study updates the 2015 values based on the following lighting standards and studies:

- Energy Independence and Security Act (EISA)
- Program Sales data from Energy Federation, Inc. (EFI) (2015)
- Lighting Market Assessment On-site Saturation (2015)
- Lighting Market Assessment Consumer Survey Findings Memo (2015)
- Supplier Interviews, as reported in the Multistage Net-To-Gross (NTG) study (2015)
- Point-of-sale Modeling, as reported in the Multistage NTG study (2015)

Core Initiatives to which the Results of the Study Apply:

- Residential Lighting (electric) (Electric Only)
- Residential Multi-Family Retrofit (Electric Only)
- Residential Home Energy Services (Electric Only)
- Residential New Construction (Electric & Gas)
- Low-Income Single Family (Electric & Gas)
- Low-Income Multi-Family (Electric & Gas)

Evaluation Recommendations:

No formal recommendations were made in this evaluation.

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

N/A (no formal recommendations were made in this evaluation)

Although no formal recommendations were made in this evaluation, it provided an updated characterization of the baseline for the lighting program, which the PAs will use to revise their gross savings estimates for residential lighting, namely CFLs and LEDs.

How the Study Affected Program Results and Its Significance:

The evaluation yielded updated delta watts for residential lighting impacted by EISA, which are used to calculate gross savings. The results represent a material increase in savings for CFLs from planning values due to an increased amount of inefficient lighting in the baseline as well as improved sales weights developed from EFI program sales data. Although savings increased for CFLs, results represent a decrease in savings for LEDs, which is due to the presence of CFLs in the LED baseline.

Overview of Study Method:

The evaluation team constructed a predication of what the lighting market would look like in the absence of any further program intervention based on evaluation market assessment. It was hypothesized that inefficient incandescents and halogens will remain the baseline well after EISA has outlawed them (long sell through period) and that CFL sales will increase at a steady rate and LED sales will increase fairly rapidly. The last assumptions about CFL and LED sales reflect updates from prior Market Adoption Models given what appears to be a shift from CFLs to LEDs by consumers, retailers, and manufacturers.

Application of Results: Retroactively and Prospectively

A copy of the complete study can be found in Appendix D, Study 15-2.

Study 15-3: Ductless Mini-Split Heat Pump (DMSHP) Cooling Season Results

Type of Study: Impact Evaluation
Evaluation Conducted by: The Cadmus Group
Date Evaluation Conducted: 5/2/2016

Study Objective and Summary of Results:

The purpose of this study was to evaluate and estimate the savings of high-efficiency ductless mini-split heat pumps (DMSHPs) in Massachusetts and Rhode Island during the cooling season. The study also provided key systemic characteristics of utilizing DMSHPs within the regional context. Performance correlations between the DMSHP rated cooling capacity, rated efficiencies, and ambient conditions were also evaluated.

For single and multi-head systems with an average nameplate SEER of 22.1, the evaluation team calculated a field-measured SEER of about 19, based on BTU measurements at the indoor head on 88 systems for the sample of homes included in the study. The DMSHPs metered in this study averaged 1.3 tons of nameplate cooling capacity and provided an energy savings for a normal cooling season of 98.6 kWh. This value is based on an average unit in the study. A larger unit, or one that is more highly used would generate larger cooling savings.

The average Equivalent Full Load Hours (EFLH) for cooling was 259 hours. This finding is not surprising because many users were observed to turn the units on and off for 'on-demand' cooling, rather than operating them continuously to maintain a consistent, cooler space temperature. Based on the study results, the only methodological adjustment that needed to be made to the current savings algorithm in the PAs' Technical Reference Manual (TRM) is to update the EFLHs from 360 to 259 hours. The table below compares the 2015 statewide program participation to the DMSHPs metered.

2015 Statewide DMSHP Participation and Savings Comparison

Measure Level (Tier)	Total DMSHP Count in (2015) Program year	Average Nameplate Cooling Capacity (Tons)	Average Nameplate SEER	Average Cooling Energy Savings per DMSHP [kWh]
DMSHP Tier 1 (18 SEER and 9.0 HSPF)	1,298	1.8	19.7	101.8
DMSHP Tier 2 (20 SEER and 11.0 HSPF)	1,718	1.0	25.3	91.5
Combined (2015 Year)	**3,016**	**1.3**	**22.9**	**95.9**
Combined (Metering Study)	**129**	**1.3**	**22.1**	**98.6**

Core Initiatives to which the Results of the Study Apply:

- Residential Heating and Cooling (Electric Only)

Evaluation Recommendations:

No formal recommendations were made in this evaluation.

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

N/A (no formal recommendations were made in this evaluation)

Although no formal recommendations were made in this evaluation, the evaluation provided an updated estimate of the cooling hours and savings, which the PAs will use to revise their gross savings estimates for DMSHPs during the cooling season.

How the Study Affected Program Results and Its Significance:

The evaluation yielded revised gross savings estimates for DMSHPs during the cooling season. The results represent a material decrease in savings from 2013-2015 planning values from roughly 150 kWh across the various DMSHP unit tiers to 98.6 kWh due primarily to the fewer full load cooling hours calculated in the field. This study also informs future implementation efforts by providing in situ performance characteristics of MA & RI clients using DMSHPs.

Overview of Study Method:

Across 152 homes, the Evaluation Team logged energy consumption, outdoor air characteristics, indoor air characteristics, and indoor unit fan current as a proxy for airflow. The team collected actual airflow measurements with a calibrated flow hood and generated fan curves for different models of indoor units, which were then used to develop estimates of energy delivered or removed by the indoor unit.

Energy savings were computed using the Standard Energy Savings Algorithm found in the MA Technical Reference Manual for program years 2016-2018, dated October 2015. Cooling energy provided and outdoor weather conditions were computed using standard engineering calculations and normalized against Typical Meteorological Year data.

Application of Results: Retroactively and Prospectively

A copy of the complete study can be found in Appendix D, Study 15-3.

Study 15-4: 2014 Commercial & Industrial Customer Profile Report

Type of Study: Market Characterization
Evaluation Conducted by: DNV GL
Date Evaluation Conducted: 4/8/2016

Study Objective and Summary of Results:

The annual C&I Customer Profile project integrates the Massachusetts PAs' billing and tracking data into a single C&I Evaluation Database, reports on evolving trends in the C&I energy efficiency landscape, and informs the development of hypotheses for further investigation. The primary objective of this project is to generate cross-PA views of the data at as granular a level as feasible without compromising customer or project data confidentiality.

Additional objectives include:

- Ensure customer level data confidentiality is maintained
- Provide a standardized, time-series, state-wide view of the PA's tracking and billing data in a format that is compatible with existing PA IT systems
- Support a diverse and robust array of drill downs and roll-ups of PA data on different attributes to provide unique insight into PA C&I efficiency accomplishments
- Minimize data requests on the PA teams
- Integrate additional data collected by third parties, surveys, site visits, and other methods to provide a more comprehensive understanding of PA customers and maximize the return on PA investments in data collection

The 2014 C&I Customer Profile study provides the following key findings:

- The availability of project level upstream lighting data had a significant impact on the participation ratio, particularly for smaller customers.
- Mid-size electric customers have contributed a greater share of the savings relative to their share of consumption each year since 2011.
- Town level consumption weighted participation over the last four years indicates that PAs have engaged many of the larger customers recently.
- Electric PA savings increasingly come from a larger population of smaller saving projects.
- Pre-rinse spray valves are a key, but declining, driver of gas participation.
- Approximately half of all accounts from 2011 - 2014 are new accounts to the C&I dataset.

- Gas PAs engaged 25% of their collective consumption-weighted population in 2014 (up from 20% in 2013).
- The annual consumption for gas accounts is more deterministic of the total savings that can be achieved for the account than it is for electric accounts.
- Since 2011, towns served by a single PA experience higher gas participation than towns served by two PAs.
- Large outlier and strategic accounts can have very substantial single year contributions to meeting goals.
- PAs all have instances where 2014 savings exceeded the corresponding account's projected savings based on a full extrapolation of 2013 consumption.
- Custom projects continue to be a key source of gas and electric PA savings.
- Multi-year participants represent a small population, but are a key driver of savings.

Core Initiatives to which the Results of the Study Apply:

- C&I New Construction: New Buildings & Major Renovations (Electric & Gas)
- C&I Retrofit: Small Business (Electric & Gas)

Evaluation Recommendations:

The following recommendations were made by the evaluators conducting this study.

Recommendation 1: Where possible, capture the account number as a data field in the upstream lighting and HVAC data.

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

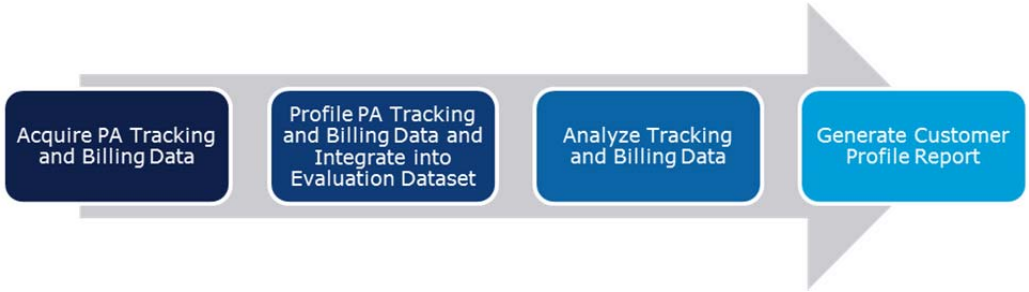
The PAs are considering all recommendations for adoption at this time. The PAs have not formally adopted or rejected any recommendations that require changes to program design and operations.

How the Study Affected Program Results and Its Significance:

This study was not applied to 2015 results. However, it informs future program planning by providing a characterization of C&I customers by their end uses, business types and sizes, and project types. It also provides recommendations for conducting more detailed, robust analyses to more precisely identify potential target areas and examining how best to engage particular sectors.

Overview of Study Method:

The following flow chart presents the four primary steps of the C&I Customer Profile:



The C&I Customer Profile report leverages a review and feedback process from the PAs and EEAC throughout the four primary steps presented above. In the acquisition step the process focuses on:

1. Documenting for PAs what data they have provided per the data request memo and timeline
2. Confirming that the profile project has accurately collected the PAs billing and tracking data for the most recent year

In the integration step the review and feedback process focuses on:

1. Profiling the PA supplied billing and tracking data using the Summary of Data Completeness reporting memo to document the fields provided and the percentage of useable data in these fields
2. Communicating which fields for the current year the PAs have provided that will be integrated into the C&I Evaluation Database (which includes historical data back to 2011)
3. Documenting and communicating any dataset updates that the PAs supply in response to the Summary of Data Completeness.

In the analysis step the review and feedback process focuses on:

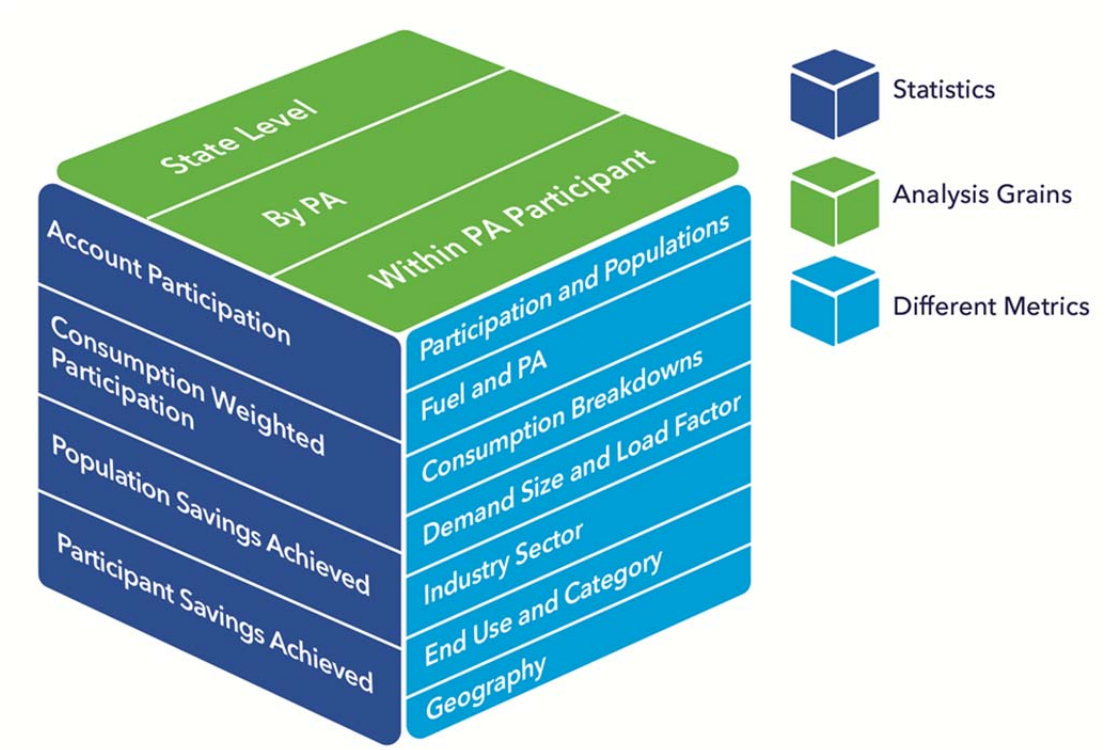
1. Presenting the early drafts of the analysis through the bi-weekly non-impact call and working group venues for review and to inform discussion on where the report should look deeper into the data (August to October)
2. Presenting the drafts of the graphs, tables, and maps to identify notable trends in savings and participation, and inform other research projects as appropriate
3. Conduct calls with individual PAs to look deeper into outliers in their data to ensure they are supported in the report by the proper non-data context

Finally, in the reporting step the review and feedback process focuses on:

1. Reviewing the full draft of the base analysis (October)
2. Identifying additional areas for analysis in the advanced analysis window (November and December)

3. Updating the base analysis and integrating the advanced analysis per reviewer feedback into the full C&I Customer Profile (January)
4. Presenting the report results to the Energy Management Committee and incorporating their feedback
5. Finalizing the report for the PAs in advance of the annual reporting window (February and March)

The report includes a large number of different reporting statistics allowing stakeholders to view the data though many different lenses. These statistics include account participation, consumption-weighted participation, and contribution ratios and are reported at multiple different levels of analysis granularity. The following figure provides a visual representation of the statistics, metrics, and analysis grains used in the C&I Customer Profile report.



While the analysis occurred at the individual-record level, the report results use three "analysis grain" levels in order to preserve individual account confidentiality and to provide useful context for readers. Results associated with each level of detail are presented in separate chapters within this report.

1. State level analyses present aggregate results without distinguishing between PAs. These analyses focus on insights relevant to the population as a whole.

2. By PA analyses provide a more detailed view of how individual PAs fit into the statewide picture. These analyses compare differences in PA performance using the lens of single or multiple metrics, and examine how those differences may be driven by differences in the underlying PA populations.
3. Within PA analyses represent the highest level of granularity. These analyses examine in detail how populations and participants vary across and within the PAs, and provide valuable insight for specific sub-population trends.

Application of Results: Prospectively

A copy of the complete study can be found in Appendix D, Study 15-4.

Study 15-5: Cross Cutting Code Compliance Support Initiative Evaluation of Classroom Trainings

Type of Study: Process Evaluation
Evaluation Conducted by: NMR Group
Evaluation Conducted by: The Cadmus Group
Date Evaluation Conducted: 3/16/2016

Study Objective and Summary of Results:

The purpose of these studies was to assess how well the classroom trainings sponsored by the Code Compliance Support Initiative (CCSI) are meeting the needs of code officials, builders, and other market actors to enable enhanced compliance with the current energy codes. Evaluation activities covering the CCSI trainings include analyses of surveys completed immediately after the trainings, in-depth interviews with trainees approximately six months after attendance, and process assessments of the quality of the trainings.

NMR and Cadmus provided memos presenting their analyses of the data collected from classroom training registration, responses to questions posed during the trainings through an Audience Response System (ARS), and immediate paper surveys completed by training attendees at the conclusion of each classroom training. Memos for residential trainings were provided on July 10 and December 23, 2015. Memos for commercial trainings were provided on April 30, July 31 and December 30, 2015.

NMR and Cadmus conducted in-depth interviews with training attendees approximately six months after the trainings examining how much the training information they were using in their everyday work. The reports from these interviews were provided on January 12, 2016, covering 60 residential trainees, and on January 29, 2016, covering 21 commercial trainees.

NMR and Cadmus attended three residential and three commercial classroom trainings. Process assessments of these trainings were provided on November 18, 2015 for the residential trainings and February 19, 2016 for the commercial trainings.

The immediate survey response memos provide the following key findings:

- Training attendees continued to provide fairly positive feedback on the residential trainings in 2015. The most recent group of immediate survey respondents (fall of 2015) rated individual components of the residential trainings slightly higher in terms of usefulness than past respondents.
- Most training attendees also indicated that they would likely use the information provided within the next six months.

The follow-up interview reports provide the following key findings:

- Nearly two out of three residential training attendees and over one-half of commercial training attendees said they had made some changes in their work as

a result of the training(s) they attended. Municipal building code employees were more likely to say they had made changes due to the trainings than builders and others, for both residential and commercial training attendees.

- Most training attendees (72 percent of residential and 81 percent of commercial) had shared some of the information from the trainings with other parties.

The classroom training process assessments provide the following key findings:

- The residential classroom training quality is very good overall with the presenters effectively conveying the information to the attendees. The trainings should be very useful for people in the field who need to be brought up to speed on how to meet the new 2012 International Energy Conservation Code (IECC) requirements.
- The commercial classroom trainings were also good; however, there was more inconsistency in the skills and knowledge of the presenters. One training faced challenges due to insufficient time for the session and the instructor's need for more fluency with the subject.

Core Initiatives to which the Results of the Study Apply:

- Residential New Construction (Electric & Gas)
- C&I New Construction: New Buildings & Major Renovations (Electric & Gas)
- Other (specify below) (Electric & Gas)
- Code Compliance Support Initiative

Evaluation Recommendations:

The following recommendations were made by the evaluators conducting this study.

Based on the immediate training survey response memos,

Recommendation 1: Provide handouts of the slides used in the trainings to the attendees. (The CCSI began providing handouts of the slides on November 9, 2015.)

Recommendation 2: Provide more details on code requirements and case studies and provide more trainings targeted toward contractors.

Based on the follow-up interview reports,

Recommendation 1: Encourage more people to attend the trainings, especially builders and contractors, possibly through offering different trainings for attendees with different levels of knowledge and experience, and partnering with suppliers to make trainings more convenient.

Recommendation 2: Add more information about specific code sections such as ventilation, air sealing, and window requirements as well as more case studies and real life examples to help participants understand practical applications of the code provisions to the trainings.

Based on the classroom training process assessment reports,

Recommendation 1: Ensure that all trainers are proficient in the subject matter and have excellent communication and training skills.

Recommendation 2: Incorporate real-world examples and class interactive exercises in classes to maintain trainee engagement and enhance their learning experience.

Recommendation 3: Continue to offer the trainings; a sizable number of attendees go into them with limited knowledge of the code requirements. The trainings also provide a venue for code officials, builders, Home Energy Rating System (HERS) raters, and other market actors to discuss conditions in the field affecting code compliance.

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

The PAs plan to adopt some of the recommendations.

Immediate Training Survey Response Memos:

Recommendation 1 was adopted – The CCSI is now providing handouts of the slides used in the trainings to the attendees.

Recommendation 2 was adopted – The PAs' program vendor has engaged in partnerships with several contractor groups to offer trainings: Northeast Builders and Remodelers Assoc. (NEBA), National Assoc. of Remodelers (NARI), IDI Insulation Distributors (IDI), etc.

Follow-Up Interview Reports:

Recommendation 1 was adopted – The PAs' program vendor has engaged in partnerships with several contractor groups to offer trainings: Northeast Builders and Remodelers Assoc. (NEBA), National Assoc. of Remodelers (NARI), IDI Insulation Distributors (IDI), etc.

Classroom Training Process Assessment Reports:

Recommendation 1 was adopted – All trainers have scored satisfactorily as measured by surveys administered at the end of each class.

Recommendation 2 was adopted – Real-world examples are incorporated into the training when appropriate. In addition, use of the Audience Response System (ARS) during trainings has improved trainee engagement.

Recommendation 3 was adopted – Trainings continue to be offered throughout the year across all geographic areas of the state.

The PAs are considering Recommendation 2 from the Follow-Up Interview Reports for adoption at this time. The PAs have not formally adopted or rejected any recommendations that require changes to program design and operations.

How the Study Affected Program Results and Its Significance:

This study was not applied to program results. However, it informs future program planning by providing a set of recommendations to enhance the classroom trainings sponsored by the CCSI in order to enable enhanced compliance with the energy code.

Overview of Study Method:

The immediate training survey response memos analyzed responses to paper surveys completed by training attendees at the end of each session, feedback provided during the training through an Audience Response System (ARS), and information gathered during the registration process.

The follow-up interview reports analyzed in-depth interviews conducted by telephone with individuals who had attended classroom trainings approximately six months earlier.

The process assessments are based on the researcher's observations while attending CCSI classroom trainings.

Application of Results: Prospectively

A copy of the complete study can be found in Appendix D, Study 15-5.

Study 15-6: Cross Cutting Code Compliance Support Initiative Evaluation of Circuit Rider Support

Type of Study: Process Evaluation
Evaluation Conducted by: NMR Group
Date Evaluation Conducted: 3/16/2016

Study Objective and Summary of Results:

The purpose of these studies was to assess how well the Circuit Rider services sponsored by CCSI are meeting the needs of code officials, builders, and other market actors to enable enhanced compliance with the current energy codes. Evaluation activities covering the CCSI Circuit Rider services consisted of analyses of data collected from short telephone surveys conducted with individuals as soon as possible after they had contacted the services and their issues were resolved.

NMR provided memos presenting its analysis of the data collected from every ten or eleven interviews on April 7 and July 25, 2015 and February 8, 2016.

The immediate telephone survey memos provide the following key findings:

- The respondents have generally appreciated the service and give it high ratings for usefulness, total time it took to resolve the question(s) asked, how the call was initially handled (for questions not answered during the initial call), knowledge of the person who resolved the issue, professionalism, and overall responsiveness.
- Respondents in the most recent set of surveys were much more satisfied with the total amount of time it took to resolve their questions and how their calls were initially handled than in the surveys done earlier in 2015.
- Respondents in the most recent set of surveys were more likely to pose questions related to current projects rather than hypothetical situations; the latter were more frequent in surveys done earlier in 2015.

Core Initiatives to which the Results of the Study Apply:

- Residential New Construction (Electric & Gas)
- C&I New Construction: New Buildings & Major Renovations (Electric & Gas)
- Other (specify below) (Electric & Gas)
- Code Compliance Support Initiative

Evaluation Recommendations:

The following recommendations were made by the evaluators conducting this study.

Recommendation 1: Monitor response times and work to improve them; response times continue to become more important as more questions come in concerning

current projects and almost all respondents expect to use the information they receive immediately.

Recommendation 2: As the number of days needed to resolve questions decreased for contacts received in the second half of 2015 and the beginning of 2016 from those received in early 2015, consider recording phone calls, emails, and other attempts to reach those who contact the service for support to more accurately gauge response times.

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

The PAs plan to adopt some of the recommendations.

Recommendation 1 was adopted – The PAs' program vendor is aware of response times and maintains a log. Depending on the nature of the inquiry, the research that needs to be conducted, and the availability of the inquirer for a call-back, all these factors play into response time from when the Circuit Rider inquiry is opened to when it can be considered closed.

The PAs are considering Recommendation 2 for adoption at this time. The PAs have not formally adopted or rejected any recommendations that require changes to program design and operations.

How the Study Affected Program Results and Its Significance:

This study was not applied to program results. However, it informs future program planning by providing a set of recommendations to enhance the Circuit Rider services sponsored by the CCSI in order to enable enhanced compliance with the energy code.

Overview of Study Method:

The Circuit Rider immediate telephone survey response memos analyzed responses to short telephone surveys conducted with individuals as soon as possible after they had contacted the services and their issues were resolved.

Application of Results: Prospectively

A copy of the complete study can be found in Appendix D, Study 15-6.

Study 15-7: Cross Cutting Code Compliance Support Initiative Residential Single Family Building Department Document Review

Type of Study: Process Evaluation
Evaluation Conducted by: NMR Group
Date Evaluation Conducted: 12/1/2015

Study Objective and Summary of Results:

The purpose of this study was to assess what type of documentation is being filed with local building departments to show compliance with the energy code for single-family homes and how that documentation varies across the different municipalities which may have the 2012 IECC or the stretch code in effect. In conjunction with the ongoing single-family compliance/baseline study, NMR visited 52 building departments throughout Massachusetts and took photos of all energy-related documentation available for each of the 389 homes considered for the baseline study.

NMR provided a final report with findings from documentation review on December 1, 2015.

The documentation review found that very few homes had the required documentation filed for all applicable requirements of the applicable energy or stretch code. More specifically,

- Duct leakage testing, required under both the 2009 and 2012 IECC, was documented for only 20% of 2009 IECC homes and 27% of 2012 IECC homes. Similarly, air leakage testing, required under the 2012 IECC, was documented for only 32% of 2012 IECC homes.
- REScheck checklists, intended to be populated by code officials, were found to be blank for all but one out of the 237 homes where the checklist was present in the filed documentation.
- Only 10% of homes built under the 2012 IECC, 12% of homes built under the 2009 IECC, and 12% of homes built under the stretch code had documentation showing that manual J calculations were used to calculate heating and cooling design loads.
- Only 20% of stretch code homes had documentation showing that the ENERGY STAR thermal enclosure checklist was completed during construction.

Core Initiatives to which the Results of the Study Apply:

- Residential New Construction (Electric & Gas)
- N/A (Electric & Gas)
- Other (specify below) (Electric & Gas)

- Code Compliance Support Initiative

Evaluation Recommendations:

The following recommendations were made by the evaluators conducting this study.

> **Recommendation 1:** The results of this study could be used in conjunction with the results of the ongoing baseline study to inform future CCSI trainings. Areas with poor documentation may also show lower compliance rates and, if so, should be emphasized in future trainings. These areas may include duct leakage, air leakage, and lack of Manual J calculations resulting in oversizing.

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

The PAs are considering all recommendations for adoption at this time. The PAs have not formally adopted or rejected any recommendations that require changes to program design and operations.

How the Study Affected Program Results and Its Significance:

This study was not applied to program results. However, it informs future program planning by providing a recommendation to integrate into future CCSI trainings the importance of filing complete energy code documentation with the local building departments in order to improve and better document compliance.

Overview of Study Method:

The Residential Building Department Documentation Review analyzed data filed in 52 building departments throughout Massachusetts through photos of all energy-related documentation available for 389 homes considered for the ongoing single-family compliance/baseline study.

Application of Results: Prospectively

A copy of the complete study can be found in Appendix D, Study 15-7.

Study 15-8: Cross Cutting Code Compliance Support Initiative Commercial Building Department Document Review

Type of Study: Process Evaluation
Evaluation Conducted by: The Cadmus Group
Date Evaluation Conducted: 4/27/2016

Study Objective and Summary of Results:

The purpose of this study was to assess what type of documentation is being filed with local building departments to show compliance with the energy code for commercial buildings. The Cadmus Group visited 6 building departments throughout Massachusetts and examined 29 projects in all.

The Cadmus Group provided a final report with findings from the commercial documentation review on April 27, 2016.

The commercial documentation review found that none of the municipalities or the projects examined had all the required documentation filed for envelope measures, lighting, and HVAC. More specifically,

- Of the 29 projects examined, 62 percent had at least some envelope documentation, 34 percent had at least some lighting documentation, 52 percent had at least some HVAC documentation, and 14 percent were LEED certified.
- There were no major differences in documentation between stretch code and non-stretch code communities.

Core Initiatives to which the Results of the Study Apply:

- C&I New Construction: New Buildings & Major Renovations (Electric & Gas)
- Other (specify below) (Electric & Gas)
- Code Compliance Support Initiative

Evaluation Recommendations:

The following recommendations were made by the evaluators conducting this study.

Recommendation 1: The PAs should explore ways to work with municipalities to increase the submittals of COMcheck outputs to verify code compliance as a way to increase consistency and reduce the burden on code officials. One option would be to emphasize the usefulness of COMcheck in CCSI code official training and how it can make it easier to enforce the code.

Recommendation 2: The PAs also should consider ways to work with municipalities to help them institute requirements for a prescriptive compliance checklist if

COMcheck output is not provided. This also could be included in CCSI code official training.

Recommendation 3: The future CCSI trainings should focus on best practices in terms of providing adequate and transparent documentation of energy code compliance for commercial buildings.

Recommendation 4: The CCSI should consider working with the Massachusetts Department of Public Safety (DPS)/Board of Building Regulations and Standards (BBRS) to find methods that may enable increased energy code enforcement during code officials' compliance review and inspection. Examples of these methods might include encouraging attendance at energy code technical support events (both CCSI as well as other regional and national events), a greater emphasis on providing handout materials to attendees at training events and at building departments, and alerting CCSI training attendees as to where compliance documentation failures are occurring. Increased emphasis on communicating the importance of compliance in training opportunities should help raise awareness of the importance of energy code enforcement and increase the priority placed on enforcing the energy code.

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

The PAs plan to adopt some of the recommendations.

Recommendation 4 was adopted – The PAs are engaging with the DPS and meet with them at least on a quarterly basis to find ways to increase energy code enforcement.

The PAs are considering the other recommendations for adoption at this time. The PAs have not formally adopted or rejected any recommendations that require changes to program design and operations.

How the Study Affected Program Results and Its Significance:
This study was not applied to program results. However, it informs future program planning by providing a set of recommendations to improve the level and review of documentation filed with the local building departments in order to ensure compliance with the energy code.

Overview of Study Method:

The Commercial Building Department Documentation Review analyzed data for 29 projects filed in six building departments throughout Massachusetts.

Application of Results: Prospectively

A copy of the complete study can be found in Appendix D, Study 15-8.

Study 15-9: Stage 2 Results - Commercial and Industrial New Construction Non-Energy Impacts Study - Final Report

Type of Study: Impact Evaluation
Evaluation Conducted by: DNV GL
Date Evaluation Conducted: 3/24/2016

Study Objective and Summary of Results:

The purpose of this study was to quantify the dollar value of participant NEIs for Commercial and Industrial (C&I) New Construction (NC) projects completed in 2013, and to estimate gross NEIs per unit of energy savings resulting from NC electric and gas measures separately.

The study was completed in two stages. Stage 1 determined the best approach for estimating NEIs from NC measures. Based on the results of the Stage 1 research, the Stage 2 analysis focused on the NEIs associated with "true" new construction measures only. True new construction measures are defined as:

- New buildings/facilities
- Major renovations.

True new construction does not include early retirement, upstream, or replace on failure (ROF)/natural replacement.

The study provides the following key findings:

- The total annual value of NEIs for 2013 NC program participants that conducted true NC projects was roughly $488,000 per year, across 957 measures installed in 2013. These results include the Custom – Comprehensive Design Analysis (CDA) performance path-based measure. Table 1 provides a breakdown of savings by project track.

Table 1. Estimated Annual NEIs

Project Track	Annual NEI
Custom Electric	$ 89,261
Prescriptive Electric	$ 372,353
Custom Gas	$ (3,643)
Prescriptive Gas	$ 30,151
Total	**$ 488,122**

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- Table **2** and Table 3 show the electric and gas NEI estimates for each of the measure categories used in the PAs' benefit-cost (BC) analysis. For each of the BC measure categories, the tables present NEIs in dollars per kWh or per therm and their statistical significance. The NEI estimates are derived using the engineering-based analysis conducted on a sample of 255 measures of the population of 957 NC measures installed in 2013.

Table 2. Electric NEI Estimates by PA Benefit-Cost Measure Category

	Benefit- Cost Category	Sample Category	Overall NEI/kWh	Statistically Significant?	Source of Recommended NEI
Custom					
	CHP	N/A	**N/A**	Not Studied	Not Sampled
	Comprehensive Design	Comprehensive Design	**$ 0.001**	Not Recommended	Custom Electric Comprehensive Design
	Compressed Air	Compressed Air	**$ 0.026**	b	Custom Compressed Air
	Food Services	Commercial Kitchen	**$ 0**	0	Prescriptive Electric Commercial Kitchen
	HVAC	HVAC	**$ 0.001**	a	Custom Electric HVAC/Heat Recovery
	Lighting	Lighting	**$ 0.003**	a	Custom Electric Lighting
	Motors & VFD	Motors	**$ 0**	0	Custom Electric Motors
	Other	Other	**$ 0**	0	Custom Electric Other
	Process	Industrial Process	**$ 0.013**	b	Custom Electric Industrial Process
	Refrigeration	Refrigeration	**$ 0.012**	b	Custom Electric Refrigeration
	Overall	**Overall**	**$ 0.006**	**c**	**Custom Electric Overall**
Prescriptive					
	Compressed Air	Compressed Air	**$ 0.038**	c	Prescriptive Compressed Air
	Food Services	Commercial Kitchen	**$ 0**	0	Prescriptive Electric Commercial Kitchen
	HVAC	HVAC	**$ 0**	0	Prescriptive Electric HVAC
	Lighting	Lighting	**$ 0.020**	c	Prescriptive Electric Lighting
	Motors & VFD	Motors	**$ 0**	0	Prescriptive Electric Motors
	Overall	**Overall**	**$ 0.016**	**c**	**Prescriptive Electric Overall**

a: Recommended, but not well determined ($.10 < p \leq .50$)

b: Recommended, statistically significant at 90% confidence ($p \leq .10$)

c: Recommended, statistically significant at 99% confidence ($p \leq .01$)

0: NEIs are determined to be negligible

Not Recommended: $p > .5$

Not Studied: No measures of this type in our sample

Table 3. Gas NEI Estimates by PA Benefit-Cost Measure Category

	Benefit- Cost Category	Sample Category	Overall NEI/Therm	Statistically Significant?	Source of Recommended NEI
Custom					
	Building Shell	Building Shell	$ 0	0	Custom Gas Building Shell
	Comprehensive Design	Comprehensive Design	$ (0.004)	a	Custom Gas Comprehensive Design
	Condensing Boiler	Boilers	$ (0.006)	a	Custom Gas Boilers
	Combination Boiler/Hot Water Heater	Boilers	$ (0.006)	a	Custom Gas Boilers
	Condensing Unit Heater	Other Gas Heating	$ 0	0	Custom Gas Other Gas Heating
	Food Services	Commercial Kitchen	$ 3.399	b	Prescriptive Gas Commercial Kitchen
	Furnace	Other Gas Heating	$ 0	0	Custom Gas Other Gas Heating
	Heat Recovery	HVAC/ Heat Recovery	$ 0.000	a	Custom HVAC/ Heat Recovery
	Heating	Other Gas Heating	$ 0	0	Custom Gas Other Gas Heating
	Hot Water	HVAC/ Heat Recovery	$ 0.000	a	Custom HVAC/ Heat Recovery
	HVAC/ Heat Recovery	HVAC/ Heat Recovery	$ 0.000	a	Custom HVAC/ Heat Recovery
	Infrared Heaters	Other Gas Heating	$ 0	0	Custom Gas Other Gas Heating
	Other	Other	$ (0.032)	a	Custom Gas Other
	Process	Industrial Process	$ 0.007	Not Recommended	Custom Gas Industrial Process
	Overall	**Overall**	$ (0.005)	**b**	**Custom Gas Overall**
Prescriptive					
	Combination Oven	Commercial Kitchen	$ 3.399	b	Prescriptive Gas Commercial Kitchen
	Condensing Boiler	Boilers	$ (0.084)	c	Prescriptive Gas Boilers
	Combination Boiler/Hot Water Heater	Boilers	$ (0.084)	c	Prescriptive Gas Boilers
	Condensing Unit Heater	Other Gas Heating	$ 0.053	c	Prescriptive Gas Other Gas Heating
	Convection Oven	Commercial Kitchen	$ 3.399	b	Prescriptive Gas Commercial Kitchen
	Conveyer Oven	Commercial Kitchen	$ 3.399	b	Prescriptive Gas Commercial Kitchen
	Food Services	Commercial Kitchen	$ 3.399	b	Prescriptive Gas Commercial Kitchen
	Fryer	Commercial Kitchen	$ 3.399	b	Prescriptive Gas Commercial Kitchen
	Furnace	Other Gas Heating	$ 0.053	c	Prescriptive Gas Other Gas Heating
	Griddle	Commercial Kitchen	$ 3.399	b	Prescriptive Gas Commercial Kitchen
	Heating	Other Gas Heating	$ 0.053	c	Prescriptive Gas Other Gas Heating
	Hot Water	HVAC/ Heat Recovery	$ 0.242	a	Prescriptive Gas HVAC/ Heat Recovery
	HVAC/ Heat Recovery	HVAC/ Heat Recovery	$ 0.242	a	Prescriptive Gas HVAC/ Heat Recovery
	Infrared Heaters	Other Gas Heating	$ 0.053	c	Prescriptive Gas Other Gas Heating
	Rack Oven	Commercial Kitchen	$ 3.399	b	Prescriptive Gas Commercial Kitchen
	Steamer	Commercial Kitchen	$ 3.399	b	Prescriptive Gas Commercial Kitchen
	Overall	**Overall**	$ 0.235	**a**	**Prescriptive Gas Overall**

a: Recommended, but not well determined ($.10 < p \leq .50$)

b: Recommended, statistically significant at 90% confidence ($p \leq .10$)

c: Recommended, statistically significant at 99% confidence ($p \leq .01$)

0: NEIs are determined to be negligible

Not Recommended: $p > .5$

Core Initiatives to which the Results of the Study Apply:

- C&I New Construction: New Buildings & Major Renovations (Electric & Gas)

Evaluation Recommendations:

The following recommendations were made by the evaluators conducting this study.

Recommendation 1: The PAs should apply the recommended electric and gas NEIs presented in

Table 2 and Table 3, respectively. These NEIs should be applied to the annual energy savings (kWh or therm) for each of the respective BC categories. Except for performance based measures, NEIs reported here do not reflect interactive savings across measure groups.

Recommendation 2: Conduct further research to explore whether the NEIs estimated in this study can be applied to upstream program measures. The approach used in this analysis may be transferable to estimating NEIs for upstream programs, although additional research would be required to distinguish which measures sold through the upstream program are replace on failure/natural replacement or true new construction.

Recommendation 3: Review the 2012 C&I Retrofit NEI results to assess whether the NEIs estimated in this study can be applied to replace on failure/natural replacement measures. While this study did not explicitly estimate NEIs associated with measures installed in replace on failure /natural replacement of existing equipment, many of the NEIs estimated in this study may also be applicable to such measures, especially since the PAs are taking steps to distinguish ROF measures in their tracking systems.

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

The PAs plan to adopt the recommendations.

The recommended NEI values will be applied to C&I NC projects beginning in program year 2016. In addition, the PAs are currently undertaking a comprehensive NEI framework study to identify and prioritize future NEI research needs across all program areas, including Recommendations 2 and 3.

How the Study Affected Program Results:

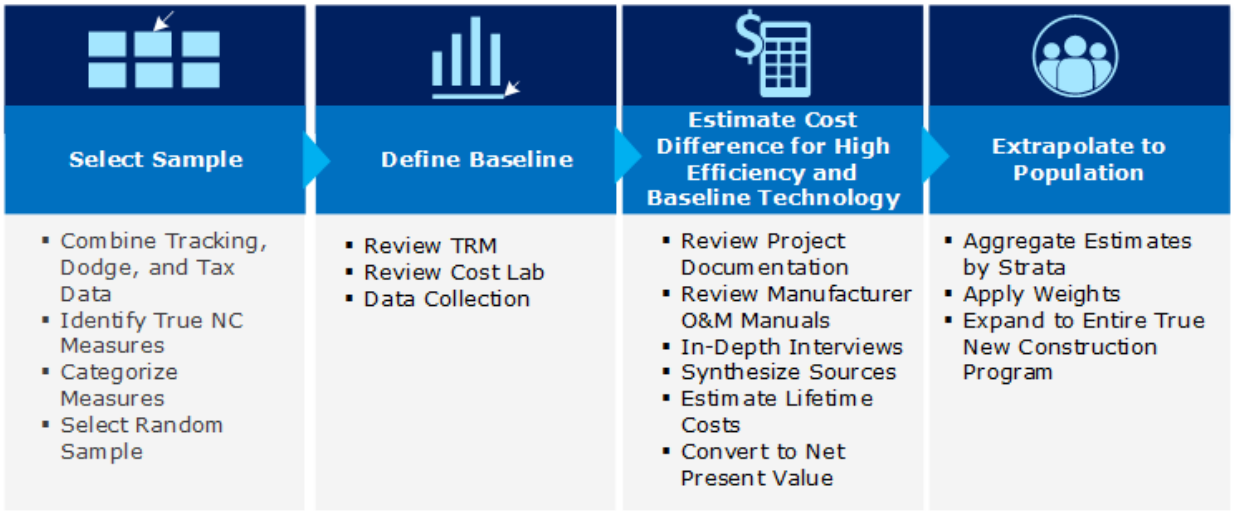
The application of the NEIs developed in this study increases the benefits of the C&I NC program by approximately $500,000 (based on 2013 projects).

Overview of Study Method:

This evaluation used an engineering cost-estimating approach to determine NEIs for true NC projects because it would have been difficult for C&I customers to conceptualize

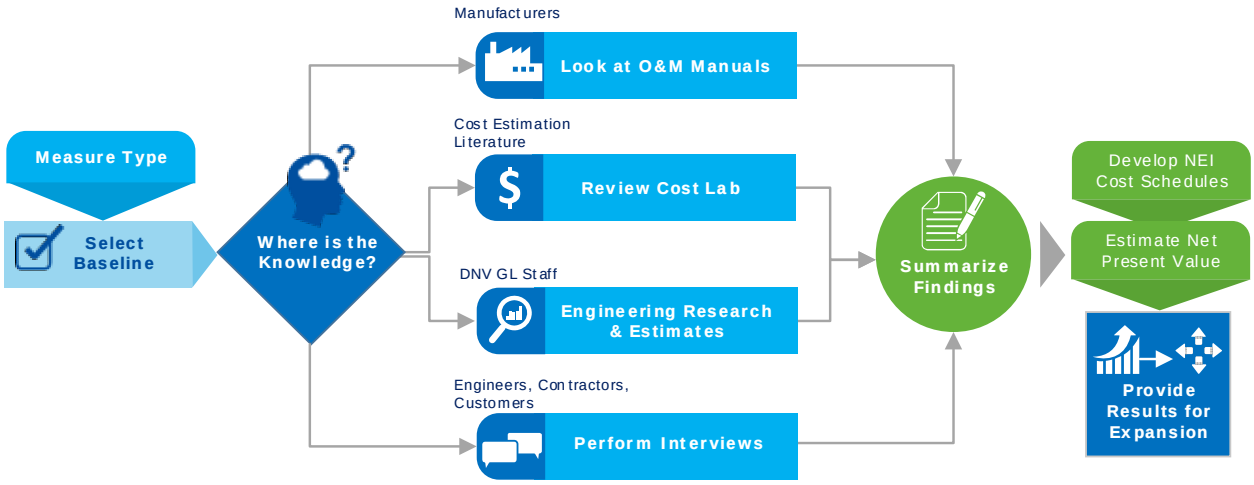
what the baseline would have been (new but less energy efficient measure), and compare that hypothetical baseline with its more efficient counterpart. The analysis is limited to impacts on operations and maintenance costs. Previous research shows that other sources of NEIs, such as changes in productivity, revenue, and comfort, may also result from energy efficiency measures; however, this study was limited to NEIs resulting from life-cycle cost differences due to the use of an engineering based approach. Figure 1 provides a high-level overview of the approach, which consisted of four general steps.

Figure 1. Overview of NEI Estimation Process



As shown in Figure 2, the engineering analysis required data from a variety of sources to develop and corroborate the assumptions used to construct NEI estimates. Figure 2 also depicts the flow of information used in the analysis.

Figure 2. Sources of Information used in the Engineering Analysis



Manufacturers' operations and maintenance manuals. Manufacturer-produced operations and maintenance (O&M) manuals were used to provide manufacturer-recommended maintenance and repair schedules, a valuable input to life-cycle cost estimation.

CostLab software. CostLab is cost-estimation software produced by CBRE Whitestone that provides estimates for building O&M costs that many institutions and large businesses use to set their O&M budgets. These estimates were used in many cases to establish the baseline costs of ownership to compare to efficient equipment estimates. CostLab provides costs in terms of annual maintenance, periodic repair, and replacement costs.

DNV GL staff. DNV GL's expertise in life-cycle costing provided a valuable resource for developing life-cycle cost estimates, as they were able to leverage engineers experienced in high-performance building design support. These engineers have significant hands-on experience with Massachusetts-based facilities.

In-depth interviews. Thirty in-depth interviews were conducted with building owners, engineering firms, and public officials to gain the following general insights:

- What benefits or costs do respondents see from energy-efficient equipment on new construction projects?
- How do these differ depending upon whether the project is a new building or a major renovation?
- What are the important technical, structural, and other parameters for determining whether these benefits are present?
- What sources of information can be used to provide estimates for these parameters?

- What are the values for specific technical parameters identified by the engineering staff through our initial review of the sampled measures and life-cycle cost computations?

Application of Results: Prospectively

A copy of the complete study can be found in Appendix D, Study 15-9.

Study 15-10: Evaluation of Cape Light Compact's Creating Awareness for Power Efficiency Initiative

Type of Study: Impact Evaluation and Process Evaluation
Evaluation Conducted by: Navigant Consulting and Illume Advising
Date Evaluation Conducted: 3/24/2016

Study Objective and Summary of Results:

The purpose of this study was to evaluate the effectiveness of the process and impact portions of the Creating Awareness for Power Efficiency (CAPE) initiative. On the process side, the purpose was to assess customer experience with CAPE, identify motivations and barriers to participation, and to determine how customers responded to near real-time feedback data. On the impact side, the purpose was to estimate the energy impacts of CAPE, including whether the initiative generated savings through other Cape Light Compact (CLC) programs.

The study provides the following key findings:

- Installation of the equipment to monitor energy usage was the primary barrier to participation in the CAPE initiative.[1] Thirty-one percent of customers were unable to install their equipment. Another 17 percent installed the equipment either by themselves or with assistance, but the equipment is no longer online. Professional installation was more successful than customer installation – among a subset of customers that completed in-depth interviews, 5 of 9 professionally installed systems remained online compared to 3 of eleven customer-installed systems. Key barriers to installation included the time required to install the equipment, difficulty of the instructions, and scheduling constraints when working with People Power for professional installation.
- Customers who participated in the CAPE initiative expressed high levels of interest in monitoring energy use and motivation to save energy. Nineteen of 27 customers interviewed identified tracking their energy use as their key motivator for enrolling in the program and more than half of the respondents expressed an interest in participating in a similar program in the future. However, among customers with access to their energy data, monitoring decreased over time with more than half of participants monitoring their energy use once per week or less.
- Few CAPE participants committed to energy saving actions as a result of their energy use monitoring. Many of the interviewees had already participated in a

[1] Notably, CLC's original program design did not require equipment installation and instead relied on Green Button. When it was recognized that Green Button would not provide the granularity of data required, the CAPE initiative was re-designed to rely on equipment installation to provide near real-time feedback.

home audit program and may have needed additional suggestions of actions to take to save energy.

- Estimated savings were not statistically significant at the 10% precision level and ranged from 0.85% to 2.89%. The results suggest there *may* be savings but the current sample size (n=154) is too small to identify savings with adequate precision. The channeling analysis findings found no uplift in energy efficiency program participation among CAPE participants compared to the unconstrained matches and a small uplift among CAPE participants compared to the constrained matches.
- CLC has implemented two behavioral feedback initiatives prior to the CAPE initiative: the SHEMP Legacy and Energize programs. The SHEMP Legacy program achieved the highest savings ranging from 7.8% to 8.8%. Although the savings estimates for the CAPE initiative were not statistically significant, it is clear from the confidence bounds that the savings are not as high as the savings from the SHEMP Legacy program but they may be similar to the SHEMP Energize program.

Core Initiatives to which the Results of the Study Apply:

- Residential Behavior/Feedback (Electric Only)

  Cape Light Compact only

Evaluation Recommendations:

No formal recommendations were made in this evaluation.

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

N/A (no formal recommendations were made in this evaluation)

Although no formal recommendations were made in this evaluation, the evaluation provided an updated estimate of the energy savings, as well as information useful for the planning and design of CLC's expanded CAPE initiative and other behavior feedback initiatives.

How the Study Affected Program Results and Its Significance:

The evaluation yielded energy savings estimates for CLC's CAPE initiative, which are slightly less than the planning estimates. The study also informs future program

planning as CLC expands the CAPE initiative and explores other behavior feedback initiatives.

CLC is now enrolling customers in the expanded CAPE initiative. In particular, the program now allows customers with solar panels and residential wind generation and all new customers who enroll in the program (with and without renewables) to receive The Energy Detective (TED) device installed by a Massachusetts licensed electrician. Professional installation should help ameliorate many of the challenges faced by participants in the original CAPE initiative.

The table below presents considerations for CLC's future behavior feedback initiatives.

Considerations for Future Initiatives

Category	Consideration
Equipment Installation	Assess the cost-effectiveness of directly installing equipment
	Continue to monitor Eversource Energy's Green Button agreement.
Participant Engagement	Ongoing engagement is important to keep customers involved in monitoring their data.
Participant Action Steps	Energy use feedback programs need to provide clear energy-saving action steps for customers to take based on their energy use data.
Ramp-up Time	Behavior programs often need ramp up time to show results.
	Programs requiring equipment installation often take longer than expected to reach participation goals.
Cross-Program Marketing	Cross-program marketing that effectively channels participants across programs may result in lower savings of downstream programs due to lower remaining savings potential.

It is clear from the survey that CLC customers have a high interest in energy efficiency and are seeking opportunities to do more. This means that although the CAPE initiative did not drive statistically significant savings, CLC customers may be receptive to new, more advanced programs. In addition to the expanded CAPE initiative described above, CLC is investigating demand response and load reduction programs, which have been shown to be effective in driving demand savings in Eversource's and National Grid's territories in Massachusetts. These programs may be more effective at achieving savings than the more traditional behavioral programs CLC has piloted in the past.

Overview of Study Method:

For the process evaluation, a total of 27 interviews were conducted with program participants. To ensure that the sample would represent the breadth of experiences among program participants, we divided customers into three groups of participants:[2]

- Group 1: Customers who never successfully installed the equipment (n=7, N=106)
- Group 2: Customers who connected the equipment, but are no longer connected (n=11, N=59)
- Group 3: Customers who connected and remained connected (n=9, N=171)

The goal of these interviews was to assess the participants' journey engaging with the program, identifying common customer pathways through the program and common benefits and barriers. As a result, the in-depth interview guide was designed to be semi-structured, with most of the questions left open-ended so the interviewers could engage in a more extended conversation with interviewees on their experiences at each point in the process.

The impact evaluation was conducted through billing analysis. The CAPE initiative was not implemented as an experimental design and as a result did not have a randomized control group to use as the basis for estimating savings. Instead, the evaluation team relied upon a regression model utilizing the regression with pre-program matching (RPPM) method as described in Ho, Imai, King, and Stuart (2007).[3] As a robustness check, the evaluation team also implemented a variation-in-adoption (VIA) approach as described in Harding and Hsiaw (2011).[4] Matching methods rely on a set of matched non-participant households to estimate program savings, while the VIA model utilizes the rolling enrollment of the program to estimate savings using only participant data, essentially using late enrollees as controls for early enrollees. The evaluation team also considered channeling of CAPE participants into CLC's other energy efficiency programs using a difference-in-difference statistic. Savings caused by channeling were removed from the savings estimate to avoid double counting.

Application of Results: Retroactively and Prospectively

A copy of the complete study can be found in Appendix D, Study 15-10.

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2 "n" represents the number of participants interviewed, "N" represents the population of participants.

3 Ho, Daniel E., Kosuke Imai, Gary King, and Elizabeth Stuart. 2007. Matching as nonparametric preprocessing for reducing model dependence in parametric causal inference. *Political Analysis* 15(3): 199-236.

4 Harding, M. and A. Hsiaw. Goal Setting and Energy Conservation. July 2013. Available at: http://www.stanford.edu/~mch/resources/Harding_Goals.pdf.

Study 15-11: Reducing the Size of the Control Group in the Home Energy Report Program

Type of Study: Process Evaluation
Evaluation Conducted by: Navigant Consulting and Illume Advising
Date Evaluation Conducted: 3/31/2016

Study Objective and Summary of Results:

The purpose of this study was to evaluate opportunities to reduce the size of the control groups in the Home Energy Report (HER) program. The results of the study's power analysis provide the PAs and EEAC with optimal numbers of control group customers which can be removed from each HER cohort control group and assigned to a new cohort treatment group, while taking into consideration the statistical confidence of resulting savings estimation, sensitivity analysis around potential deviations from expected savings values, and other key considerations.

The study provides the following key findings:

- National Grid has the ability to reduce the control group size in six of the eleven HER program cohorts analyzed, resulting in over 100,000 new treatment customers.
- All four of the Eversource Energy (formerly NSTAR) HER program cohorts analyzed were found to be reducible, allowing nearly 50,000 new customers to be transitioned into a new treatment group.

Core Initiatives to which the Results of the Study Apply:

- Residential Behavior/Feedback (Electric & Gas)

Evaluation Recommendations:

No formal recommendations were made in this evaluation.

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

N/A (no formal recommendations were made in this evaluation)

Although no formal recommendations were made in this evaluation, the evaluation provides and supports appropriate and desirable reductions in the size of the HER control groups in the event the program is expanded to new customers.

How the Study Affected Program Results and Its Significance:

This study informed the PAs that the size of the HER control groups can be reduced if, in the future, they decide to expand the HER program to new customers. As there are currently no plans to expand the HER program, the results do not have a direct, material effect on the program design or results.

Overview of Study Method:

This study used power analysis to determine the number of customers in each HER cohort control group that could be moved into a new treatment group while maintaining statistically significant results for the original and new treatment groups. Power analysis is a regression-based simulation exercise that utilizes assumptions on statistical significance, effect size and other considerations to identify the minimum sample size needed to achieve desired results. In the context of reducing the size of HER control groups, power analysis consists of running a series of simulated regressions to evaluate expected savings and confidence intervals for increasingly larger control group reductions (i.e. half, three-quarters, four-fifths).

Application of Results: Prospectively

A copy of the complete study can be found in Appendix D, Study 15-11.

Study 15-12: Summary of the Massachusetts Behavioral Program Impact Evaluations

Type of Study: Impact Evaluation
Evaluation Conducted by: Navigant Consulting and Illume Advising
Date Evaluation Conducted: 4/11/2016

Study Objective and Summary of Results:

The evaluation team conducted three distinct impact analyses related to the National Grid and Eversource Home Energy Report (HER) programs:

1. The **Cohort-Specific Impact Analysis** estimated 2014 savings for each of the National Grid and Eversource Energy cohorts and proposed savings estimate ratios for use by the PAs in future years when a third-party impact evaluation is not conducted.
2. The **Mapping Analysis** identified the overlap between different program cohorts, addressing potential implications for the experimental design and evaluability. This research found overlap of approximately 3% of customers (treatment and control). The overlap was generally small and not expected to impact the cohort-specific savings analysis using standard evaluation methods.
3. The **Dual Treatment Analysis** estimated whether there were statistically significant differences in savings for customers receiving a single dual-fuel report as compared to those receiving two single-fuel reports.

The study provides the following key findings:

Cohort Specific Impact Analysis

- Total net electric savings from the Massachusetts HER programs in 2014 were 127,854,643 kWh. Total net gas savings were 643,157 MMBtu.

Mapping Analysis

- The evaluation team identified 69,697 instances of overlapping programs, which is approximately 3% of all customers (treatment and control) in the National Grid and Eversource Energy HER cohorts.

Dual Treatment Analysis

- Table 4 summarizes the per customer savings by report regime and fuel type. On the electric side, dual-fuel customers (those receiving a single dual-fuel report) save 1.10% and dual-treatment customers (those receiving two single-fuel reports) save 1.41%; this difference is statistically significant at the 90% confidence level (p-value = 0.042). On the gas side, dual-fuel customers save 1.44% and dual-treatment customers save 1.24%; this difference is not statistically significant at the 90% confidence level (p-value = 0.882).

Table 4. Summary of Per Customer Savings

Report Regime	Fuel Type	Percentage Savings	Per Customer Annual Savings (kWh/therms)	Per Customer Annual Baseline Usage (kWh/therms)*	Per Customer Annual Savings (MMBTU)
Dual-Fuel	Electric	1.10%	75.11	6,838	0.256
Dual-Treatment	Electric	1.41%	124.68	8,823	0.425
Dual-Fuel	Gas	1.44%	14.41	997	1.441
Dual-Treatment	Gas	1.24%	14.81	1,195	1.481

Source: Evaluation team analysis
*Differences in baseline usage for the two report groups cause the discrepancies in the magnitudes of the absolute and percentage savings.

- Table 5 summarizes total annual savings under the current report configuration (61,518 dual-fuel customers and 20,909 dual-treatment customers) and annual savings if program implementation was modified such that all customers were either dual-fuel or dual-treatment. Coordination across PAs such that all customers received dual-fuel reports would result in a net gain of approximately 3,000 MMBTU or a 2% increase in savings for this group of customers. In total, the HER program saved just over one million MMBTU in 2014, thus this coordination would only increase total program savings by approximately 0.3%.[5]

Table 5. Summary of Total Savings

Report Regime	Total Savings (MMBTU)	90% Confidence Bounds	Difference from Current Configuration (MMBTU)	Percent Difference from Current Configuration
Current Configuration	144,241	[116,838 – 171,644]	-	-
All Dual-Fuel	147,393	[123,742 – 171,044]	+3,152	+2%
All Dual-Treatment	136,151	[99,635 – 172,667]	-11,242	-8%

Source: Evaluation team analysis

- The evaluation team's process evaluation analyzed whether there were differences in satisfaction between dual-fuel and dual-treatment customers.[6] Cross-PA customers (a subset of dual-treatment customers who receive electric reports from one PA and gas reports from another[7]) are satisfied with the frequency at which

[5] Total savings for the HER program were presented to the PAs in a memo titled "Massachusetts Cross-Cutting Behavioral Program Evaluation Opower Results" on June 25, 2015.

[6] Navigant Consulting, Inc. and Illume Advising, LLC. 2015. "Massachusetts Behavioral Programs Process Evaluation: Report in the Cross-Cutting Research Areas of Behavior and Education."

[7] The remaining dual treatment customers receive a gas report and an electric report from the same PA. Of all the dual-treatment customers, 97.6% are cross-PA customers and only 2.4% receive two reports from the same utility.

they currently receive reports and they find the reports just as useful as dual-fuel customers.

Core Initiatives to which the Results of the Study Apply:

- Residential Behavior/Feedback (Electric & Gas)

Evaluation Recommendations:

The following recommendations were made by the evaluators conducting this study.

Cohort-Specific Impact Analysis

- The evaluation team recommended that the PAs adopt the following savings estimate ratios in future years when third-party impact evaluations are not completed.
    - National Grid Electric: 95%
    - National Grid Gas: 98%
    - NSTAR Electric: 104%
    - NSTAR Gas: 98%
    - WMECo Electric: 104%

Mapping Analysis

- No formal recommendations were made for this portion of the study

Dual Treatment Analysis

- Given that the total increase in annual MMBTU savings from switching all customers to dual-fuel reports was small and not statistically significant at the 90% confidence level and the process evaluation showed that receiving multiple single-fuel reports was not an issue for cross-PA customers (the vast majority of dual-treatment customers), the evaluation team does not believe that coordination across the PAs is warranted and recommends that the PAs continue implementing the HER program in its current form.

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

The PAs plan to adopt the recommendations.

How the Study Affected Program Results and Its Significance:

The cohort specific treatment analysis recommended savings estimate ratios for National Grid and Eversource to use in future years when 3rd party evaluations are not conducted. As shown above, application of these ratios will decrease the deemed energy savings by

2% or 5% for National Grid Electric, National Grid Gas, and NSTAR Gas; but increase by 4% for NSTAR Electric and WMECo Electric. The mapping analysis and dual treatment study found that there is no need to adjust the program design for customers who are in multiple program cohorts and may receive multiple reports from different PAs.

Overview of Study Method:

The cohort specific impact analysis used billing analysis to estimate savings for each program cohort and adjusted those savings values for channeling. For the mapping analysis, the evaluation team identified the PA and program cohort to which each household was assigned, including identifying the target fuel of the program and assignment to the treatment or control group. The evaluation team then used this database to identify overlap in assignment to treatment and control groups across PA and fuel-types. The dual treatment analysis used billing analysis with a matched control group to identify the difference in savings for customers who received a single dual-fuel home energy report and those who received two single fuel home energy reports.

Application of Results: Prospectively

A copy of the complete study can be found in Appendix D, Study 15-12.

Study 15-13: Berkshire Gas Home Energy Report Program Evaluation

Type of Study: Process Evaluation and Impact Evaluation
Evaluation Conducted by: Navigant Consulting and Illume Advising
Date Evaluation Conducted: 1/25/2016

Study Objective and Summary of Results:

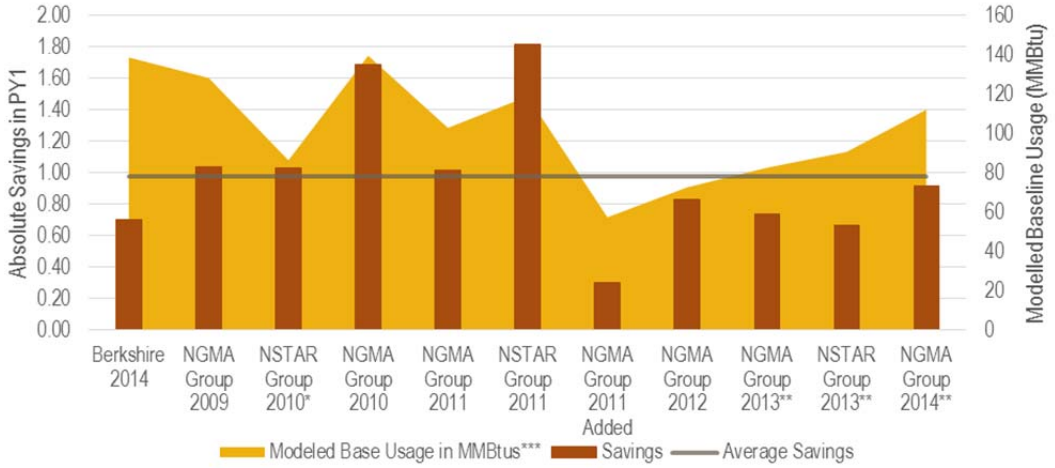
The purpose of the process evaluation was to examine customers' use and satisfaction with Berkshire Gas' Home Energy Report (HER) program as well as how the reports have affected participant energy-saving actions and behaviors. The purpose of the impact evaluation was to evaluate and estimate the program's first-year total and per-customer savings in 2014, the channeled savings, and the savings estimate ratio that should be used by Berkshire in future years when third-party impact evaluations are not completed.

The study provides the following key findings:

- Overall, participants are satisfied with the HER reports. Over half of participants (59%) classify the reports as useful, similar to surveys of other Massachusetts gas HER programs.[8] Participants are most satisfied with the personal usage comparison.
- Total program savings (after the channeling savings adjustment) were 7,603 million British thermal units (MMBtu), which is 0.7 MMBtu annually per person or 0.49% of baseline usage. This absolute savings value is relatively low given the high baseline usage compared to the first-year evaluated savings of other gas cohorts in Massachusetts (Figure). In percentage terms, savings are the lowest among the MA cohorts. The lower than expected evaluated savings are supported by Opower's reported savings and the customer surveys conducted through this evaluation, which revealed that fewer Berkshire participants said that the reports led to energy-saving behaviors (Figure).

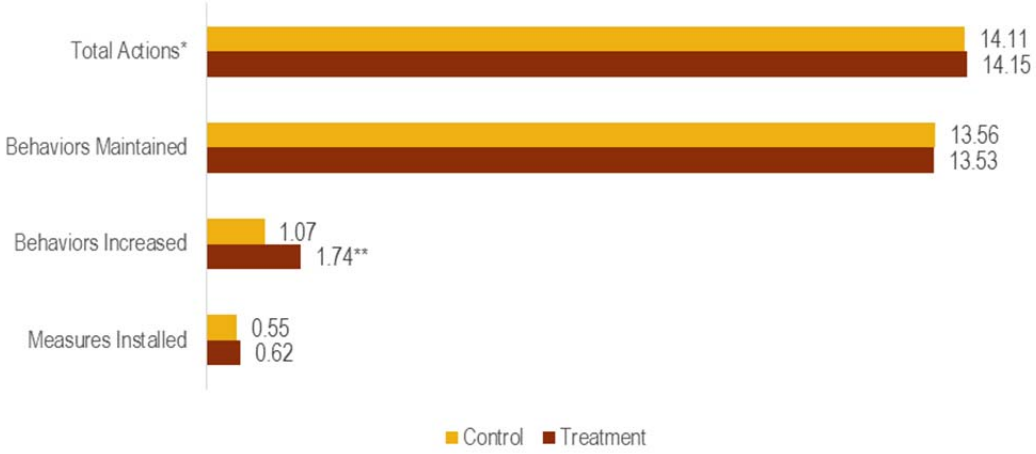
[8] See Figure 5 in "Massachusetts Behavioral Process Evaluation," July 2015, Navigant Consulting, Inc.

Figure 1. First-Year Savings Comparison, Gas-Only Cohorts



*NSTAR Group 2010 is a weighted average of two analyses covering August 2010–April 2011 and May 2011–December 2011.
**These cohorts were examined for the first time in 2014 in lieu of a true first-year evaluation.
***Modeled baseline usage is not weather normalized.
Source: Evaluation team analysis, the 2013 Evaluation Report[9]*, and the 2014 HER analysis*[10]

Figure 2. Energy-Saving Actions and Behaviors Taken by Treatment and Control Customers



*Includes all actions—measures installed/purchased, behaviors changed, and behaviors maintained.
**Significantly higher than control group at $p<0.05$.
Source: Evaluation team analysis

- Several factors may have contributed to lower than expected absolute and percentage savings during the first program year:

[9] Opinion Dynamics, Navigant Consulting, Inc., and Evergreen Economics. 2013. *Massachusetts Cross-Cutting Behavioral Program Evaluation Integrated Report.*
[10] The results of the 2014 HER analysis were presented to the PAs in a memo titled "Massachusetts Cross-Cutting Behavioral Program Evaluation Opower Results" on June 25, 2015.

  - Data issues led to half of the customers receiving fewer reports than originally planned.
  - Relatively low email coverage prevented the implementer from reaching customers through a second channel that promotes savings.
  - Berkshire has a higher population of seasonal homes than the other PAs, which may cause participants to be less able to save because they are not occupying the home during the winter.
  - It is possible that households in urban areas with more exposure to the statewide Mass Save campaigns are primed and, thus are more responsive to HERs relative to rural areas.
  - The 2014/15 winter was colder than previous years which may have made participants less apt to save compared to other PA cohorts in previous years.
- The Berkshire HER program has resulted in an uplift in participation in the Home Energy Services program even though program-specific modules were not included in the home energy reports.

Core Initiatives to which the Results of the Study Apply:

- Residential Behavior/Feedback (Gas Only)

  Berkshire Gas only

Evaluation Recommendations:

The following recommendations were made by the evaluators conducting this study.

- ***Recommendation 1:*** Continue efforts to ensure that the program implementer receives complete billing data going forward. Berkshire has made changes to operations to ensure that the program vendor receives complete data moving forward. Berkshire should monitor these efforts to ensure they are successfully transmitting complete data.
- ***Recommendation 2:*** When possible, collect email addresses from customers. Customers with email addresses on file can receive electronic reports, which may help the program reach customers who prefer electronic communication and can reinforce messaging for customers who will read both paper and electronic reports.
- ***Recommendation 3:*** Continue to monitor participant feedback and savings. Since the program had a delayed start and difficulties with data, the evaluation team

recommends monitoring the program for another year before considering additional program process changes.

- ***Recommendation 4:*** Berkshire should adopt a savings estimate ratio[11] of 100% in future years when third-party impact evaluations are not completed. This conservative estimate takes into account the fact that the savings estimate ratio typically falls after the first year of the program.

Explain Whether or Not the PAs Decided to Adopt the Recommendations from the Study:

The PAs are considering all recommendations for adoption at this time. The PAs have not formally adopted or rejected any recommendations that require changes to program design and operations.

How the Study Affected Program Results and Its Significance:

The savings estimated for the Berkshire program in 2015 were higher than the savings estimated by the program implementer. The savings estimate ratio recommended for future years when a 3rd party evaluation is not completed is 100%, which if adopted, would not materially change the deemed energy savings.

Overview of Study Method:

For the process evaluation, telephone surveys were conducted for a random sample of the treatment and control groups. The evaluation team completed surveys with 150 treatment group customers and 150 control group customers. The team applied sampling weights to account for differences in respondents' ages between the treatment and control groups. For age post-stratification weights, the team used the control group as a benchmark and weighted the treatment group to match the control to adjust for any response bias.

The impact evaluation was conducted through billing analysis. The HER program was implemented as a randomized controlled trial and as such the random control group was used as the baseline for the participant group. The evaluation team used a post program regression model to estimate savings for the treatment group which included parameters for treatment, the year and month, and usage from the pre-program period.

Application of Results: Prospectively

A copy of the complete study can be found in Appendix D, Study 15-13.

[11] The saving estimate ratio is calculated by dividing the modeled savings estimated by the evaluation team by the savings estimated by Opower.

APPENDIX D

Evaluation Studies

Please see Statewide Appendix D filed under separate cover.

APPENDIX E

Table of Evaluation Study Recommendations

Rec #	Study Name	Sector	Filing/Docket	Study Location and Number	Fuel	Recommendation ID (Year - Study # - Rec #)	Recommendation	PA Specific / Statewide	Did the Program Administrator implement the recommendation (Yes, No & Explain Why not, Currently Under Consideration, Will Consider for Future Studies, N/A))	National Grid	Eversource	CMA	Liberty	Berkshire	CLC	Unitil
1	LED Incremental Cost Study Overall FINAL Report	Residential	2013-2015 Term Report	App. D, Study 15-1	Electric	2016-1-1	The evaluation team recommended using the ranges of predicted incremental cost of LED bulbs included in the report to inform 2016 to 2018 planning. They also suggested that the Massachusetts Program Administrators (PAs) and Energy Efficiency Advisory Council (EEAC) consultants consider the average prices in each year and by bulb type and feature to serve as the best point-estimate if a single estimate was needed. Finally, the evaluators noted that if quarterly POS data become available, the PAs and EEAC consultants should consider having more frequent quarterly updates in the POS and web-scraping outlooks to match the rapidly evolving nature of the lighting marketplace.	Statewide	The PAs plan to adopt the recommendations.							
2	Baseline Sensitivity Analysis – 2015	Residential	2013-2015 Term Report	App. D, Study 15-2	Electric	2016-2-1	The study did not offer any recommendations.	N/A	N/A							
3	Ductless Mini-Split Heat Pump (DMSHP) Cooling Season Results Memo	Residential	2013-2015 Term Report	App. D, Study 15-3	Electric/Gas	2016-3-1	The study did not offer any recommendations.	N/A	N/A							
4	2014 Commercial & Industrial Customer Profile Report	Commercial & Industrial	2013-2015 Term Report	App. D, Study 15-4	Electric/Gas	2016-4-1	Where possible, capture the account number as a data field in the upstream lighting and HVAC data.	Statewide	Currently Under Consideration							
5	Cross Cutting Code Compliance Support Initiative Evaluation of Classroom Trainings	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-5	Electric/Gas	2016-5-1	Provide handouts of the slides used in the trainings to the attendees.	Statewide	Yes, the CCSI began providing handouts of the slides on November 9, 2015.							
6	Cross Cutting Code Compliance Support Initiative Evaluation of Classroom Trainings	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-5	Electric/Gas	2016-5-2	Provide more details on code requirements and case studies and provide more trainings targeted toward contractors.	Statewide	Yes							
7	Cross Cutting Code Compliance Support Initiative Evaluation of Classroom Trainings	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-5	Electric/Gas	2016-5-3	Encourage more people to attend the trainings, especially builders and contractors, possibly through offering different trainings for attendees with different levels of knowledge and experience, and partnering with suppliers to make trainings more convenient.	Statewide	Yes							
8	Cross Cutting Code Compliance Support Initiative Evaluation of Classroom Trainings	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-5	Electric/Gas	2016-5-4	Add more information about specific code sections such as ventilation, air sealing, and window requirements as well as more case studies and real life examples to help participants understand practical applications of the code provisions to the trainings.	Statewide	Currently Under Consideration							
9	Cross Cutting Code Compliance Support Initiative Evaluation of Classroom Trainings	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-5	Electric/Gas	2016-5-5	Ensure that all trainers are proficient in the subject matter and have excellent communication and training skills.	Statewide	Yes							
10	Cross Cutting Code Compliance Support Initiative Evaluation of Classroom Trainings	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-5	Electric/Gas	2016-5-6	Incorporate real-world examples and class interactive exercises in classes to maintain trainee engagement and enhance their learning experience.	Statewide	Yes							
11	Cross Cutting Code Compliance Support Initiative Evaluation of Classroom Trainings	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-5	Electric/Gas	2016-5-7	Continue to offer the trainings; a sizable number of attendees go into them with limited knowledge of the code requirements. The trainings also provide a venue for code officials, builders, Home Energy Rating System (HERS) raters, and other market actors to discuss conditions in the field affecting code compliance.	Statewide	Yes							
12	Cross Cutting Code Compliance Support Initiative Evaluation of Circuit Rider Support	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-6	Electric/Gas	2016-6-1	Monitor response times and work to improve them; response times continue to become more important as more questions come in concerning current projects and almost all respondents expect to use the information they receive immediately.	Statewide	Yes							
13	Cross Cutting Code Compliance Support Initiative Evaluation of Circuit Rider Support	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-6	Electric/Gas	2016-6-2	As the number of days needed to resolve questions decreased for contacts received in the second half of 2015 and the beginning of 2016 from those received in early 2015, consider recording phone calls, emails, and other attempts to reach those who contact the service for support to more accurately gauge response times.	Statewide	Currently Under Consideration							
14	Cross Cutting Code Compliance Support Initiative Residential Single Family Building Department Document Review	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-7	Electric/Gas	2016-7-1	The results of this study could be used in conjunction with the results of the ongoing baseline study to inform future CCSI trainings. Areas with poor documentation may also show lower compliance rates and, if so, should be emphasized in future trainings. These areas may include duct leakage, air leakage, and lack of Manual J calculations resulting in oversizing.	Statewide	Currently Under Consideration							
15	Cross Cutting Code Compliance Support Initiative Commercial Building Department Document Review	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-8	Electric/Gas	2016-8-1	The Massachusetts program administrators should explore ways to work with municipalities to increase the submittals of COMcheck outputs to verify code compliance as a way to increase consistency and reduce the burden on code officials. One option would be to emphasize the usefulness of COMcheck in CCSI code official training and how it can make it easier to enforce the code.	Statewide	Currently Under Consideration							

Rec #	Study Name	Sector	Filing/Docket	Study Location and Number	Fuel	Recommendation ID (Year - Study # - Rec #)	Recommendation	PA Specific / Statewide	Did the Program Administrator implement the recommendation (Yes, No & Explain Why not, Currently Under Consideration, Will Consider for Future Studies, N/A))	National Grid	Eversource	CMA	Liberty	Berkshire	CLC	Unitil
16	Cross Cutting Code Compliance Support Initiative Commercial Building Department Document Review	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-8	Electric/Gas	2016-8-2	The Massachusetts program administrators also should consider ways to work with municipalities to help them institute requirements for a prescriptive compliance checklist if COMcheck output is not provided. This also could be included in CCSI code official training.	Statewide	Currently Under Consideration							
17	Cross Cutting Code Compliance Support Initiative Commercial Building Department Document Review	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-8	Electric/Gas	2016-8-3	The future CCSI trainings should focus on best practices in terms of providing adequate and transparent documentation of energy code compliance for commercial buildings.	Statewide	Currently Under Consideration							
18	Cross Cutting Code Compliance Support Initiative Commercial Building Department Document Review	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-8	Electric/Gas	2016-8-4	The CCSI should consider working with the Massachusetts Department of Public Safety (DPS)/Board of Building Regulations and Standards (BBRS) DPS/BBRS to find methods that may enable increased energy code enforcement during code officials' compliance review and inspection	Statewide	Yes							
19	Stage 2 Results -- Commercial and Industrial New Construction Non-Energy Impacts Study	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-9	Electric/Gas	2016-9-1	The PAs should apply the recommended electric and gas NEIs presented in the report (see Table 2 and Table 3, respectively). These NEIs should be applied to the annual energy savings (kWh or therm) for each of the respective BC categories.	Statewide	The report was not finished at the time of the Plan and the decision was made not to include the NEIs in the Plan. They have not yet been incorporated into the model.							
20	Stage 2 Results -- Commercial and Industrial New Construction Non-Energy Impacts Study	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-9	Electric/Gas	2016-9-2	Conduct further research to explore whether the NEIs estimated in this study can be applied to upstream program measures.	Statewide	Yes. The PAs are currently undertaking a comprehensive NEI framework study to identify and prioritize future NEI research needs across all program areas, including this recommendation.							
21	Stage 2 Results -- Commercial and Industrial New Construction Non-Energy Impacts Study	Special & Cross Sector	2013-2015 Term Report	App. D, Study 15-9	Electric/Gas	2016-9-3	Review the 2012 C&I Retrofit NEI results to assess whether the NEIs estimated in this study can be applied to replace on failure/natural replacement measures.	statewide	Yes. The PAs are currently undertaking a comprehensive NEI framework study to identify and prioritize future NEI research needs across all program areas, including this recommendation.							
22	Evaluation of Cape Light Compact's Creating Awareness for Power Efficiency Initiative	Residential	2013-2015 Term Report	App. D, Study 15-10	Electric	2016-10-1	The study did not offer any recommendations.	PA Specific	N/A							
23	Reducing the Size of the Control Group in the Home Energy Report Program	Residential	2013-2015 Term Report	App. D, Study 15-11	Electric/Gas	2016-11-1	The study did not offer any recommendations.	Statewide	N/A							
24	Summary of the Massachusetts Behavioral Program Impact Evaluations	Residential	2013-2015 Term Report	App. D, Study 15-12	Electric/Gas	2016-12-1	The evaluation team recommended that the PAs adopt the savings estimate ratios described in the report in future years when third-party impact evaluations are not completed.	Statewide	Currently Under Consideration							
25	Summary of the Massachusetts Behavioral Program Impact Evaluations	Residential	2013-2015 Term Report	App. D, Study 15-12	Electric/Gas	2016-12-1	Given that the total increase in annual MMBTU savings from switching all customers to dual-fuel reports was small and not statistically significant at the 90% confidence level and the process evaluation showed that receiving multiple single-fuel reports was not an issue for cross-PA customers (the vast majority of dual-treatment customers), the evaluation team does not believe that coordination across the PAs is warranted and recommends that the PAs continue implementing the HER program in its current form.	Statewide	Currently Under Consideration							
26	Berkshire Gas Home Energy Report Program Evaluation	Residential	2013-2015 Term Report	App. D, Study 15-13	Gas	2016-13-1	Continue efforts to ensure that the program implementer receives complete billing data going forward. Berkshire has made changes to operations to ensure that the program vendor receives complete data moving forward. Berkshire should monitor these efforts to ensure they are successfully transmitting complete data.	Statewide	Currently Under Consideration							
27	Berkshire Gas Home Energy Report Program Evaluation	Residential	2013-2015 Term Report	App. D, Study 15-13	Gas	2016-13-2	When possible, collect email addresses from customers. Customers with email addresses on file can receive electronic reports, which may help the program reach customers who prefer electronic communication and can reinforce messaging for customers who will read both paper and electronic reports.	Statewide	Currently Under Consideration							
28	Berkshire Gas Home Energy Report Program Evaluation	Residential	2013-2015 Term Report	App. D, Study 15-13	Gas	2016-13-3	Continue to monitor participant feedback and savings. Since the program had a delayed start and difficulties with data, the evaluation team recommends monitoring the program for another year before considering additional program process changes.	Statewide	Currently Under Consideration							
29	Berkshire Gas Home Energy Report Program Evaluation	Residential	2013-2015 Term Report	App. D, Study 15-13	Gas	2016-13-4	Berkshire should adopt a savings estimate ratio of 100% in future years when third-party impact evaluations are not completed. This conservative estimate takes into account the fact that the savings estimate ratio typically falls after the first year of the program.	Statewide	Currently Under Consideration							
30	Massachusetts Residential Lighting Cross-Sector Sales Research	Residential	2016-2018 Three-Year Plan	App. U, Study 1	Electric	2015-1-1	The evaluation team recommends using a placeholder value of 7% to be applied to the Massachusetts upstream lighting program sales to reflect the proportion of residential program lighting used in commercial settings.	Statewide	Yes							

Rec #	Study Name	Sector	Filing/Docket	Study Location and Number	Fuel	Recommendation ID (Year - Study # - Rec #)	Recommendation	PA Specific / Statewide	Did the Program Administrator implement the recommendation (Yes, No & Explain Why not, Currently Under Consideration, Will Consider for Future Studies, N/A))	National Grid	Eversource	CMA	Liberty	Berkshire	CLC	Unitil
31	Multistage Lighting Net-to-Gross Assessment: Overall Report	Residential	2016-2018 Three-Year Plan	App. U, Study 2	Electric	2015-2-1	The evaluators recommend using the NTG values identified in the study to estimate program impacts.	Statewide	Yes							
32	Multistage Lighting Net-to-Gross Assessment: Overall Report	Residential	2016-2018 Three-Year Plan	App. U, Study 2	Electric	2015-2-2	The evaluation team recommends that PAs closely monitor the market, and periodically revisit and if necessary revise the 2016-2018 NTG estimates. If these NTG estimates change substantially, the evaluation team recommends that policy makers allow PAs to apply the new NTG estimates to develop revised savings targets for the 2016-2018 period.	Statewide	Yes							
33	Lighting Market Assessment and Saturation Stagnation Overall Report	Residential	2016-2018 Three-Year Plan	App. U, Study 3	Electric	2015-3-1	The PAs should continue to provide incentives and educate consumers about LEDs in the next program cycle. At the same time, the PAs should monitor any new information that becomes available from future evaluations or other sources regarding delta Watts, measure life, price trends, and incremental costs, and be ready to shift LED strategy if providing incentives ceases to be cost effective.	Statewide	Yes							
34	Lighting Market Assessment and Saturation Stagnation Overall Report	Residential	2016-2018 Three-Year Plan	App. U, Study 3	Electric	2015-3-2	The PAs and EEAC consultants should continue to fund regular on-site saturation studies—including the continued annual panel study—at least through the early 2020s in order to track the impact of Energy Independence and Security Act (EISA), changes in LED pricing and availability, and possible changes in effectiveness of incentives for standard and specialty CFLs and LEDs.	Statewide	Yes							
35	Lighting Market Assessment and Saturation Stagnation Overall Report	Residential	2016-2018 Three-Year Plan	App. U, Study 3	Electric	2015-3-3	The PAs should work with the residential evaluation team to develop a methodology for identifying the diameter and length of fluorescent tubes in use in homes.	Statewide	Currently Under Consideration.							
36	Baseline Sensitivity Analysis 2016 - 2018	Residential	2016-2018 Three-Year Plan	App. U, Study 4	Electric/Gas	2015-4-1	No formal recommendations were made in this evaluation	N/A	N/A							
37	Lighting Interactive Effects Study Preliminary Results	Residential	2016-2018 Three-Year Plan	App. U, Study 5	Electric	2015-5-1	The evaluation team recommends reassessing the preliminary results by incorporating multi-family building types using recent data developed during the low income multi-family billing analysis and HVAC saturations and building types from the Residential Customer Profiling study.	Statewide	Currently Under Consideration.							
38	Program Assessment Tube TV Recycling	Residential	2016-2018 Three-Year Plan	App. U, Study 6	Electric	2015-6-1	The evaluation team recommends not expanding the existing recycling program to CRT-TVs.	Statewide	Yes							
39	Program Assessment Tube TV Recycling	Residential	2016-2018 Three-Year Plan	App. U, Study 6	Electric	2015-6-2	Consider a follow up study to measure natural TV replacement in the Massachusetts market.	Statewide	Currently Under Consideration.							
40	Program Assessment Tube TV Recycling	Residential	2016-2018 Three-Year Plan	App. U, Study 6	Electric	2015-6-3	Future studies should be conducted in 4-6 years to measure whether CRT-TVs are indeed being replaced naturally.	Statewide	Currently Under Consideration.							
41	Cool Smart Incremental Cost Study	Residential	2016-2018 Three-Year Plan	App. U, Study 7	Electric	2015-7-1	No formal recommendations were made in this evaluation	N/A	N/A							
42	Home Energy Services Initiative and HEAT Loan Delivery Assessment	Residential	2016-2018 Three-Year Plan	App. U, Study 8	Electric/Gas	2015-8-1	To encourage HPCs to further promote non-HES Mass Save offerings, consider exploring approaches for holding all HPCs accountable for cross-promoting programs and providing additional clarity to HPCs about non-HES program offerings.	Statewide	Yes							
43	Home Energy Services Initiative and HEAT Loan Delivery Assessment	Residential	2016-2018 Three-Year Plan	App. U, Study 8	Electric/Gas	2015-8-2	Conduct additional research with customers to test their receptivity to a customized web portal	Statewide	Yes							
44	Home Energy Services Initiative and HEAT Loan Delivery Assessment	Residential	2016-2018 Three-Year Plan	App. U, Study 8	Electric/Gas	2015-8-3	Explore approaches for optimizing assessment delivery to more effectively disseminate information, encourage cross-program participation, and increase close rates	Statewide	Yes							
45	Home Energy Services Initiative and HEAT Loan Delivery Assessment	Residential	2016-2018 Three-Year Plan	App. U, Study 8	Electric/Gas	2015-8-4	Streamline program materials by identifying needs for summary additional program materials and improving clarity and salience in program materials provided to customers in advance of home energy assessments	Statewide	Yes							
46	Home Energy Services Initiative and HEAT Loan Delivery Assessment	Residential	2016-2018 Three-Year Plan	App. U, Study 8	Electric/Gas	2015-8-5	Explore opportunities to further promote the HEAT Loan outside of the HES program.	Statewide	Yes							
47	Residential Customer Profile Study	Residential	2016-2018 Three-Year Plan	App. U, Study 9	Electric/Gas	2015-9-1	No formal recommendations were made in this evaluation	N/A	N/A							
48	Multifamily Impact Findings Memo	Residential	2016-2018 Three-Year Plan	App. U, Study 10	Electric/Gas	2015-10-1	Placeholder results from the study should not be used by the Massachusetts Program Administrators (PAs) due to concerns with data sufficiency, sample representation and broader concerns stemming from analysis performed at the premise level.	Statewide	Yes							
49	Multifamily Impact Findings Memo	Residential	2016-2018 Three-Year Plan	App. U, Study 10	Electric/Gas	2015-10-2	A new analysis at the facility level should be performed for National Grid, where facility level activity is understood to be reliably tracked in a way that allows the aggregation of consumption and tracking data for each treated building.	Statewide	Yes							
50	Ductless Mini-Split Heat Pump (DMSHP) Final Heating Season Results	Residential	2016-2018 Three-Year Plan	App. U, Study 11	Electric	2015-11-1	Evaluators have made no final recommendations at this time, except to adopt a lower heating FLH value.	Statewide	Yes							

Rec #	Study Name	Sector	Filing/Docket	Study Location and Number	Fuel	Recommendation ID (Year - Study # - Rec #)	Recommendation	PA Specific / Statewide	Did the Program Administrator implement the recommendation (Yes, No & Explain Why not, Currently Under Consideration, Will Consider for Future Studies, N/A))	National Grid	Eversource	CMA	Liberty	Berkshire	CLC	Unitil
51	Ductless Mini-Split Heat Pump (DMSHP) Baseline Determination	Residential	2016-2018 Three-Year Plan	App. U, Study 12	Electric	2015-12-1	The evaluation team has made no formal recommendations at this time, except to present a possible baseline mix consistent with the draft scenarios presented.	N/A	Yes							
52	Massachusetts Low-Income Multifamily Initiative Impact Evaluation	Residential	2016-2018 Three-Year Plan	App. U, Study 13	Electric/Gas	2015-13-1	No formal recommendations were made in this evaluation.	N/A	N/A							
53	Comprehensive Review of Non-Residential Training and Education Programs, with a Focus on Building Operator Certification	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 14	Electric/Gas	2015-14-1	The Massachusetts PAs should employ multiple channels to promote BOC and the subsidies.	Statewide	All PAs are exploring training opportunities, and National Grid and CLC are actively sponsoring BOC and sharing their results.							
54	Comprehensive Review of Non-Residential Training and Education Programs, with a Focus on Building Operator Certification	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 14	Electric/Gas	2015-14-2	The PAs should craft BOC messaging that conveys the value proposition of certification and maintenance of certification to high-level managers.	Statewide	All PAs are exploring training opportunities, and National Grid and CLC are actively sponsoring BOC and sharing their results.							
55	Comprehensive Review of Non-Residential Training and Education Programs, with a Focus on Building Operator Certification	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 14	Electric/Gas	2015-14-3	The PAs should encourage high-level managers who take the training to also send their operators with day-to-day O&M responsibilities.	Statewide	All PAs are exploring training opportunities, and National Grid and CLC are actively sponsoring BOC and sharing their results.							
56	Comprehensive Review of Non-Residential Training and Education Programs, with a Focus on Building Operator Certification	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 14	Electric/Gas	2015-14-4	The PAs should promote BOC to participants of other energy efficiency programs.	Statewide	All PAs are exploring training opportunities, and National Grid and CLC are actively sponsoring BOC and sharing their results.							
57	Comprehensive Review of Non-Residential Training and Education Programs, with a Focus on Building Operator Certification	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 14	Electric/Gas	2015-14-5	The PAs should claim savings for each subsidized customer for eight years from the initial year of certification – that is, for the year of certification plus seven additional years.	Statewide	Yes							
58	Comprehensive Review of Non-Residential Training and Education Programs, with a Focus on Building Operator Certification	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 14	Electric/Gas	2015-14-6	The PAs should *not* claim additional savings for an individual's Level 2 certification beyond those claimed for Level 1 certification.	Statewide	Yes							
59	Comprehensive Review of Non-Residential Training and Education Programs, with a Focus on Building Operator Certification	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 14	Electric/Gas	2015-14-7	The PAs should claim two-thirds of the recommended per-operator savings for a second subsidized operator at a given workplace.	Statewide	Yes							
60	Comprehensive Review of Non-Residential Training and Education Programs, with a Focus on Building Operator Certification	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 14	Electric/Gas	2015-14-8	The PAs should consider designing and implementing additional adult efficiency education/ training programs.	Statewide	Yes							
61	Comprehensive Review of Behavior and Education Programs	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 15	Electric/Gas	2015-15-1	Test alternative residential behavior-based program offerings. Programs relying on web portals and smartphone applications can provide lower cost opportunities with comparable savings to the HER program.	Statewide	Currently Under Consideration.							
62	Comprehensive Review of Behavior and Education Programs	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 15	Electric/Gas	2015-15-2	Consider conducting an opportunity assessment of existing program offerings to identify opportunities for employing behavioral strategies, such as commitments and framing, to further enhance program participation.	Statewide	Currently Under Consideration.							
63	Comprehensive Review of Behavior and Education Programs	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 15	Electric/Gas	2015-15-3	Further explore opportunities for addressing barriers faced by PAs serving small markets in delivering behavior-based programs, particularly around partnership, evaluation methods and requirements for claiming savings, and assumptions regarding measure life.	Statewide	Currently Under Consideration.							
64	Comprehensive Review of Behavior and Education Programs	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 15	Electric/Gas	2015-15-4	Consider testing a workplace engagement program to initiate experience with small and medium commercial behavior programs.	Statewide	Currently Under Consideration.							
65	Comprehensive Review of Behavior and Education Programs	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 15	Electric/Gas	2015-15-5	Consider implementing kit-based education programs. Involve appropriate stakeholders in design and implementation to ensure behavioral savings can be quantified and claimed.	Statewide	CLC is offering kit based educational programs and will share results, and other PAs have considered implementing this.							
66	Comprehensive Review of Behavior and Education Programs	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 15	Electric/Gas	2015-15-6	Monitor the outcome of K-12 programs promoting school-wide energy-saving through culture change in similar jurisdictions with periodic, targeted reviews of key programs cited in this research.	Statewide	Will Consider for Future Studies							
67	Comprehensive Review of Behavior and Education Programs	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 15	Electric/Gas	2015-15-7	Consider the possibility of path-breaking, targeted research around behavior-based programs in higher education.	Statewide	Currently Under Consideration.							
68	Massachusetts Behavioral Programs Process Evaluation	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 16	Electric/Gas	2015-16-1	The PAs and EEAC should consider mechanisms to balance the "costs" of cross-program effects to avoid undue burden on the HER program where cross-program savings are substantial.	Statewide	No, there is no framework to support exact costs attributed to this cross-promotion							
69	Massachusetts Behavioral Programs Process Evaluation	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 16	Electric/Gas	2015-16-2	PAs should continue with the current treatment for these customers without concern of negative customer satisfaction side effects.	Statewide	Yes							

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70	Massachusetts Behavioral Programs Process Evaluation	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 16	Electric/Gas	2015-16-3	The PAs should consider conducting more comprehensive exploratory research, such as in-home ethnography, to identify the potential for home automation solutions to target plug load.	Statewide	Currently Under Consideration.							
71	2014-2015 Commercial and Industrial Natural Gas Programs Free-ridership and Spillover Study	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 17	Gas	2015-17-1	Results from this study are used by the PAs in setting prospective NTGRs in their three-year plans. When results are based on more than 10 survey records, the PAs should use PA-specific results. When sample sizes are not sufficient (10 completed surveys or less), PAs should use statewide figures. The report contains the recommended NTGR values for filing purposes.	Statewide	The PAs plan to adopt the recommendations.							
72	Efficient Neighborhoods + Incremental Cost Assessment	Special & Cross Sector	2016-2018 Three-Year Plan	App. U, Study 18	Electric/Gas	2015-18-1	No formal recommendations were made in this evaluation.	N/A	N/A							
73	Prescriptive Gas Impact Evaluation - Steam Trap Evaluation Phase 1	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 19	Gas	2015-19-1	Continue providing two steam trap programs, prescriptive and custom, to accommodate the wide variation in steam pressures and sizes, types, and number of steam traps; facility size; processes by which steam traps are repaired; and applicable savings methods and values.	Statewide	Yes							
74	Prescriptive Gas Impact Evaluation - Steam Trap Evaluation Phase 1	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 19	Gas	2015-19-2	Increase measure lifetime from three to six years based on the evaluation team's literature review and analysis of MA gas customer survey data.	Statewide	The PAs are adopting the study's recommended measure life of six years.							
75	Prescriptive Gas Impact Evaluation - Steam Trap Evaluation Phase 1	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 19	Gas	2015-19-3	Convene a steam trap stakeholder group—composed of PA staff members directly involved with steam traps, program implementation subcontractors, and steam trap repair/replacement vendors—to identify common assumptions/inputs to use in the savings algorithm, with the goal of improving program accuracy and consistency at the state-wide level.	Statewide	Yes							
76	Prescriptive Gas Impact Evaluation - Steam Trap Evaluation Phase 1	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 19	Gas	2015-19-4	Develop a new prescriptive steam trap deemed savings value using the savings algorithm developed in Phase 2.	Statewide	Yes, this is part of an ongoing study.							
77	Prescriptive Gas Impact Evaluation - Steam Trap Evaluation Phase 1	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 19	Gas	2015-19-5	Leverage the steam trap stakeholder group to identify approaches to increase program participation and savings.	Statewide	Yes							
78	Prescriptive Programmable Thermostats	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 20	Gas	2015-20-1	Perform analysis on the 2014 program data.	Statewide	Yes, this is part of an ongoing study.							
79	Prescriptive Programmable Thermostats	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 20	Gas	2015-20-2	Undertake a second participant survey that is focused on the 2014 program participants to identify and examine important consistencies, variances, and changes between the 2013 and 2014 program years, as well as to clarify the use of PTs, the pre-installed condition, and the savings.	Statewide	Yes, this is part of an ongoing study.							
80	Prescriptive Programmable Thermostats	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 20	Gas	2015-20-3	Conduct a billing analysis using data from both the 2013 and 2014 program years to increase the precision of the savings estimates results from a future billing analysis.	Statewide	Yes, this is part of an ongoing study.							
81	Prescriptive Programmable Thermostats	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 20	Gas	2015-20-4	Consider modifications to the billing analysis that would better account for exogenous change in the participant population such as including a matched sample of small businesses, collecting some additional business-level information in the survey (e.g., hours worked by or paid to employees).	Statewide	Yes, this is part of an ongoing study.							
82	Prescriptive Programmable Thermostats	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 20	Gas	2015-20-5	Given the inherent difficulties of billing analyses, continue to investigate methods to better quantify the savings achieved by PT installations, such as pre/post PT installation metering.	Statewide	Yes, this is part of an ongoing study.							
83	Impact Evaluation of PY2013 Custom Gas Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 21	Gas	2015-21-1	Realization rates should be utilized for the purposes of planning and reporting as follows: Eversource (91.8%), National Grid (77.9%), Columbia Gas (72.7%) and statewide (88.3%).	Statewide	The PAs have adopted the revised realization rates.							
84	Impact Evaluation of PY2013 Custom Gas Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 21	Gas	2015-21-2	A single guidance document that codifies the various protocols, principles, and practices used for applying realization rates across all programs, both gas and electric, in all sectors, should be developed as a common reference and to minimize ambiguity.	Statewide	Currently Under Consideration.							
85	Impact Evaluation of PY2013 Custom Gas Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 21	Gas	2015-21-3	Follow the recommendation of the "Massachusetts 2013 Prescriptive Gas Impact Evaluation Steam Trap Evaluation Phase I" to commence with a Phase II activity to standardize algorithms.	Statewide	Yes							
86	Impact Evaluation of PY2013 Custom Gas Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 21	Gas	2015-21-4	Further explore the role of the DRB method in impact evaluation planning, as future impact evaluations may benefit from a structured data collection of the M&V sample for ongoing measurement of program characteristics.	Statewide	Currently Under Consideration and part of other ongoing studies.							

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87	Impact Evaluation of PY2013 Custom Gas Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 21	Gas	2015-21-5	Comprehensive Design Analysis (CDA) natural gas tracking savings included the interactive gas penalty from electric measures. The electric measure penalties should be reported as a resource penalty to the electric program and not reported as a gas program penalty.	Statewide	Yes							
88	Impact Evaluation of PY2013 Custom Gas Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 21	Gas	2015-21-6	The application reviewers should cross-check the fraction of the natural gas bills a project is expected to save against typical savings fractions, particularly those that are high.	Statewide	Currently Under Consideration.							
89	Impact Evaluation of PY2013 Custom Gas Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 21	Gas	2015-21-7	Confirm existing condition ventilation rates and the efficient operation of the installed equipment, given the erratic and often poor savings rates of ventilation control measures (including ventilation heat recovery, demand controlled ventilation [DCV], and ventilation related EMS measures).	Statewide	Currently Under Consideration.							
90	Impact Evaluation of PY2013 Custom Gas Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 21	Gas	2015-21-8	The PAs should be diligent in gathering the technical assistance studies, spreadsheets, and models used to develop the project and include them in the electronic documentation, given that the application files are not always complete and sometimes miss significant information. Particular attention should be paid to the documentation of baseline conditions.	Statewide	Currently Under Consideration.							
91	Impact Evaluation of PY2013 Custom Gas Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 21	Gas	2015-21-9	Consider evaluating projects consisting of only deemed measures with deemed savings as part of technology specific evaluations.	Statewide	Currently Under Consideration.							
92	Impact Evaluation of PY2013 Custom Gas Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 21	Gas	2015-21-10	An error ratio of 0.60 is recommended for future evaluations.	Statewide	Will be considered for future evaluations							
93	Massachusetts Commercial New Construction Energy Code Compliance Follow-Up Study	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 22	Electric/Gas	2015-22-1	Adopt modified code baselines that reflect standard practices as the basis for determining energy efficiency incentives.	Statewide	Currently Under Consideration							
94	Massachusetts Commercial New Construction Energy Code Compliance Follow-Up Study	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 22	Electric/Gas	2015-22-2	Promote a focus on installation quality to realize greater savings from energy efficiency.	Statewide	Currently Under Consideration.							
95	Massachusetts Commercial New Construction Energy Code Compliance Follow-Up Study	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 22	Electric/Gas	2015-22-3	Promote high-performance building strategies to achieve additional energy savings.	Statewide	Yes							
96	Massachusetts Commercial New Construction Energy Code Compliance Follow-Up Study	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 22	Electric/Gas	2015-22-4	Target code training at specific provisions to achieve additional savings from improved compliance.	Statewide	Yes							
97	Massachusetts Commercial New Construction Energy Code Compliance Follow-Up Study	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 22	Electric/Gas	2015-22-5	Streamline future code compliance studies to enable more frequent, cost-effective compliance assessments.	Statewide	Yes							
98	Massachusetts LED Spillover Analysis	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 23	Electric	2015-23-1	The PAs should take steps to ensure that smaller customers are exposed to opportunities to purchase incented LED lamps through Direct Install programs and strong promotions via large home improvement stores and electronics retailers.	Statewide	Yes, where appropriate.							
99	Massachusetts LED Spillover Analysis	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 23	Electric	2015-23-2	Focus program efforts on the promotion of LED linear fixtures, which account for a very high portion (roughly 80 percent) of total commercial lighting energy consumption currently.	Statewide	Yes							
100	Impact Evaluation of Prescriptive Chiller and Compressed Air Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 24	Electric	2015-24-1	This evaluation recommends that Eversource-NSTAR utilize its own PA specific retrospective realization rates, and that all remaining PAs use the non-Eversource-NSTAR combined retrospective realization rates.	Statewide	The PAs have adopted the revised retrospective and prospective realization rates and savings factors produced in this study.							
101	Impact Evaluation of Prescriptive Chiller and Compressed Air Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 24	Electric	2015-24-2	Consider more research around the key finding that many chillers operate at very low part loads (i.e., not cycling, and therefore operating below the manufacturer-recommended part load values), particularly the implications for reliability, efficiency, and energy savings.	Statewide	Currently Under Consideration.							
102	Impact Evaluation of Prescriptive Chiller and Compressed Air Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 24	Electric	2015-24-3	Consider a closer review of chiller project applications, taking into account how chillers are currently rebated, whether they are used for comfort or data center cooling, and whether the custom track may be more appropriate for multiple chiller installations.	Statewide	Yes							

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103	Impact Evaluation of Prescriptive Chiller and Compressed Air Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 24	Electric	2015-24-4	Encourage vendors to look for additional chiller savings opportunities such as changing control set points (e.g., lower condenser water temperature, higher chilled water temperature or chilled water temperature reset).	Statewide	Yes							
104	Impact Evaluation of Prescriptive Chiller and Compressed Air Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 24	Electric	2015-24-5	Update the air compressor baseline from the current modulating with blowdown to load/unload, even though the savings calculated from these two different baselines did not vary significantly.	Statewide	Yes. Gross savings algorithms as well as net impacts have been incorporated into PA savings calculations.							
105	Impact Evaluation of Prescriptive Chiller and Compressed Air Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 24	Electric	2015-24-6	The retrospective realization rates for air compressors produced in this study are intended to be used by all PAs for their 2015 projects. The new prospective savings factors for air compressors and refrigerated dryers produced by this study, which are calculated based on the average operating kW of the sample of air compressors and dryers, may be used to update the values in the TRM.	Statewide	The PAs have adopted the revised retrospective and prospective realization rates and savings factors produced in this study.							
106	Impact Evaluation of Prescriptive Chiller and Compressed Air Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 24	Electric	2015-24-7	Recommend that compressed air vendors conduct simple short term metering to better understand their operation during off-shift periods and help improve the accuracy of the annual hours of operation.	Statewide	Currently Under Consideration.							
107	Impact Evaluation of Prescriptive Chiller and Compressed Air Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 24	Electric	2015-24-8	Consider a review of interval load data prior to finalizing applications, given that in many cases the actual operating hours were observed to be significantly higher, resulting in unclaimed savings.	Statewide	Currently Under Consideration.							
108	Impact Evaluation of Prescriptive Chiller and Compressed Air Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 24	Electric	2015-24-9	Encourage vendors to look for additional compressed air savings opportunities such as lowering the discharge pressure, and inspecting for and reducing air leaks.	Statewide	Yes							
109	Impact Evaluation of 2012 Custom HVAC Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 25	Electric	2015-25-1	Improve Baseline or Pre-Retrofit Documentation	Statewide	Yes							
110	Impact Evaluation of 2012 Custom HVAC Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 25	Electric	2015-25-2	Provide Sufficient Documentation	Statewide	Yes							
111	Impact Evaluation of 2012 Custom HVAC Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 25	Electric	2015-25-3	Clearly Document Calculations of Peak Demand Savings	Statewide	Yes.							
112	Impact Evaluation of 2012 Custom HVAC Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 25	Electric	2015-25-4	Encourage More Comprehensive Commissioning and Updating of Tracking Estimates with Findings from Commissioning	Statewide	Yes.							
113	Impact Evaluation of 2012 Custom HVAC Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 25	Electric	2015-25-5	Conduct Pre-Installation Metering for More Retrofit Projects	Statewide	Yes, when appropriate and if cost effective on a custom project basis.							
114	Impact Evaluation of 2012 Custom HVAC Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 25	Electric	2015-25-6	Improve use of Post Inspection to Verify Measure Operation	Statewide	Yes.							
115	Impact Evaluation of 2012 Custom HVAC Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 25	Electric	2015-25-7	Require Trend Data Acquisition	Statewide	Currently Under Consideration.							
116	Impact Evaluation of 2012 Custom HVAC Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 25	Electric	2015-25-8	Use of Desk Review Methodology	Statewide	Currently Under Consideration.							
117	Impact Evaluation of 2012 Custom HVAC Installations	Commercial & Industrial	2016-2018 Three-Year Plan	App. U, Study 25	Electric	2015-25-9	Consider Other Evaluation Methodologies	Statewide	Currently Under Consideration.							
118	Massachusetts Spring 2014 Survey Results: FINAL Report	Residential	2014 Plan Year Report	App. 4D, Study 14-1	Electric	2014-1-1	Future surveys should explore the reasons behind satisfaction with—and preferences for—LEDs versus CFLs among those who use both types of bulbs to understand why CFL satisfaction continues to decline. This analysis may also inform potential future trends in LED satisfaction, particularly if the results point to driving factors related to LED timing and rate of adoption.	Statewide	Yes							
119	Massachusetts Spring 2014 Survey Results: FINAL Report	Residential	2014 Plan Year Report	App. 4D, Study 14-1	Electric	2014-1-2	To increase survey response rate, the Team recommends that future replications of this survey also send a pre-paid incentive with the advance letter alerting possible respondents to the study.	Statewide	Yes							
120	Massachusetts Spring 2014 Survey Results: FINAL Report	Residential	2014 Plan Year Report	App. 4D, Study 14-1	Electric	2014-1-3	To explore more fully the reasons why web respondents differ from phone respondents, the Team recommends that the next iteration of this survey again offer a web/phone response option along with a phone-only response option. We believe that the offering of a web-based response platform may be more conducive to current social norms. If the length of the survey allows, the evaluators should also add questions to help characterize web and phone respondents by their technology, lighting, and environmental opinions. Finally, if the programming of the survey allows, the strongest study design would show pictures of various bulb types to only a portion of the web respondents to assess the extent to which these visual cues affect response.	Statewide	Yes							
121	Residential Lighting Shelf Survey and Pricing Analysis	Residential	2014 Plan Year Report	App. 4D, Study 14-2	Electric	2014-2-1	No formal recommendations were made in this evaluation.	N/A	N/A							
122	Baseline Sensitivity Analysis Spreadsheet, 2014	Residential	2014 Plan Year Report	App. 4D, Study 14-3	Electric/Gas	2014-3-1	No formal recommendations were made in this evaluation.	N/A	N/A							

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123	Market Lift Assessment FINAL Report	Residential	2014 Plan Year Report	App. 4D, Study 14-4	Electric	2014-4-1	In negotiations with retail partners, stress the continuation of previous incentives to help alleviate their concerns about the additional risk involved with market lift design.	Statewide	N/A. The PAs are no longer offering market lift measures.							
124	Market Lift Assessment FINAL Report	Residential	2014 Plan Year Report	App. 4D, Study 14-4	Electric	2014-4-2	Take into account the capabilities of manufacturers and retailers in collecting and providing the necessary data	Statewide	N/A. The PAs are no longer offering market lift measures.							
125	Market Lift Assessment FINAL Report	Residential	2014 Plan Year Report	App. 4D, Study 14-4	Electric	2014-4-3	The Team recommends more in-store events and potential in-store field events to boost sales of CFLs.	Statewide	This recommendation is no longer current. PAs are focused on boosting sales of LEDs, not CFLs.							
126	Results of the Massachusetts On-site Lighting Inventory 2014	Residential	2014 Plan Year Report	App. 4D, Study 14-5	Electric	2014-5-1	Continue pursuit of panel study, adding in 2014 saturation study participants. The panel study results helped to answer questions regarding drivers of saturation changes and bulb replacement behavior that have been valuable in assessing the ever-changing residential lighting market. Repeating this study and expanding on the panel size will reveal whether the results observed this year represent a pattern of behavior or whether they were limited to a particular group at a specific time.	Statewide	Yes							
127	Supplier and Retailer Perspectives on the Massachusetts Residential Lighting Market Final Report	Residential	2014 Plan Year Report	App. 4D, Study 14-6	Electric	2014-6-1	No formal recommendations were made in this evaluation.	N/A	N/A							
128	Saturation Comparison of Massachusetts, California, and New York: Final Report	Residential	2014 Plan Year Report	App. 4D, Study 14-7	Electric	2014-7-1	No formal recommendations were made in this evaluation.	N/A	N/A							
129	Ductless Mini-Split Heat Pump Customer Survey Results	Residential	2014 Plan Year Report	App. 4D, Study 14-8	Electric	2014-8-1	No formal recommendations were made in this evaluation.	N/A	N/A							
130	Mass Save Multifamily Program Process Evaluation Report	Residential	2014 Plan Year Report	App. 4D, Study 14-9	Electric/Gas	2014-9-1	Create a Single Point of Contact. The PAs and EEAC should consider creating a single point of contact for each project to ensure a customer deals with one entity throughout the project cycle, regardless of the sector (residential and/or commercial) and fuels (gas and/or electric) present at the project site. This could be achieved by using an outside vendor or a network of vendors.	Statewide	Yes							
131	Mass Save Multifamily Program Process Evaluation Report	Residential	2014 Plan Year Report	App. 4D, Study 14-9	Electric/Gas	2014-9-2	Improve Program Tracking Systems. The PAs should consider the following two steps to address the data issues: • Create a unique premise ID for multifamily properties that is implemented across all PAs, fuels and programs. • Consider splitting out tracking and planning for C&I multifamily from the rest of the C&I portfolio, similar to the process currently implemented for multifamily residential activity.	Statewide	Yes, in part. For 2016-2018 the PAs will be tracking C&I multi-family gas and electric separately, similar to the process currently implemented for multi-family residential activity. The PAs are still assessing the practical considerations of creating unique premise IDs for multifamily properties across all PAs, fuels and programs.							
132	Mass Save Multifamily Program Process Evaluation Report	Residential	2014 Plan Year Report	App. 4D, Study 14-9	Electric/Gas	2014-9-3	Ensure a Consistent Energy Assessment Process. A consistent assessment process is key to ensuring that there are no lost opportunities and that any forgone opportunities are recorded for future follow-up with the customer. Improvement of the process can be achieved through the training of auditors in completing a comprehensive job including a review of all the systems in common areas and major systems within unit areas. Program auditors should also be trained to involve technical engineers when required to offer an advanced engineering perspective for more customized measures.	Statewide	Yes							
133	Mass Save Multifamily Program Process Evaluation Report	Residential	2014 Plan Year Report	App. 4D, Study 14-9	Electric/Gas	2014-9-4	Feasibility of Future Impact Evaluation. Considering all aspects of the data reviewed in this study, we believe a billing analysis is a feasible approach to determining savings among participating accounts. This approach can be expected to provide electric and gas overall and PA level results, although we note that for the smaller PAs such as Berkshire, Unitil and CLC, the impact results are not likely to be reliable due to the small populations that appear to be available for the analysis. We also note that while this approach can provide a realization rate against the savings predicted at the program and PA level, it will not provide realization rates at the measure level.	Statewide	Yes							
134	High Efficiency Heating Equipment Impact Evaluation	Residential	2014 Plan Year Report	App. 4D, Study 14-10	Gas	2014-10-1	Use evaluation heating loads for HEHE-installed furnaces and boilers in calculating deemed savings. Previous deemed savings had used the same annual heating loads.	Statewide	Yes							
135	High Efficiency Heating Equipment Impact Evaluation	Residential	2014 Plan Year Report	App. 4D, Study 14-10	Gas	2014-10-2	Adjust baseline equipment efficiency assumptions to account for standby and cycling losses using evaluation determined adjustment factors.	Statewide	Yes							

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136	High Efficiency Heating Equipment Impact Evaluation	Residential	2014 Plan Year Report	App. 4D, Study 14-10	Gas	2014-10-3	Consider and research ways to improve boiler operating efficiency through quality installation and contractor and homeowner education.	Statewide	Yes							
137	High Efficiency Heating Equipment Impact Evaluation	Residential	2014 Plan Year Report	App. 4D, Study 14-10	Gas	2014-10-4	Use the revised early retirement baselines applied in this study and consider additional early retirement baseline research for units less than thirty years old if early retirement participation increases.	Statewide	Yes							
138	High Efficiency Heating Equipment Impact Evaluation	Residential	2014 Plan Year Report	App. 4D, Study 14-10	Gas	2014-10-5	Consider conducting additional baseline research and/or requiring information on the application indicating the equipment that is being replaced by combination systems.	Statewide	No, but the PAs have adjusted the baseline for combination systems to represent the current mix of baselines that was discovered during the evaluation. These results were implemented into the 2014 planning report and will continue to be used for future reporting.							
139	Furnace Baseline	Residential	2014 Plan Year Report	App. 4D, Study 14-11	Gas	2014-11-1	No formal recommendations were made in this evaluation.	N/A	N/A							
140	Variable Speed Drive Loadshape Project	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-12	Electric	2014-12-1	Continue to promote the installation of VSDs on existing equipment	Statewide	Yes							
141	Variable Speed Drive Loadshape Project	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-12	Electric	2014-12-2	PAs should integrate VSD control and commissioning requirements into program implementation activities. PAs should require specifications of the intended control strategy in their application forms, and post inspection should include verification of commissioned VSD control sequences.	PA Specific		National Grid's prescriptive VSD program is subject to a random sample of sites having post inspections, where control strategies and equipment are verified.	Eversource's prescriptive VSD program is subject to post inspection on a larger sample of installs after the study findings where what is suggested is verified.	N/A	N/A	N/A	Yes	Unitil's prescriptive VSD measures are subject to sites having post inspections, where control strategies and equipment are verified.
142	Variable Speed Drive Loadshape Project	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-12	Electric	2014-12-3	To support evaluation efforts, the PAs should add pre-retrofit data collection requirements to program application forms. At a minimum, the PAs should require customers to specify the type, working conditions, and operating schedule of their pre-retrofit baseline equipment.	Statewide	Yes							
143	Massachusetts Existing Buildings Market Characterization: Commercial and Industrial Customer Telephone Survey Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-13	Electric/Gas	2014-13-1	No formal recommendations were made in this evaluation.	N/A	N/A							
144	Retrofit Lighting Controls Measures Summary of Findings FINAL REPORT	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-14	Electric	2014-14-1	The Team recommends that the PAs focus on the following high potential technologies: advanced lighting controls, wireless controls, LED with controls, and daylight dimming.	Statewide	Yes							
145	Retrofit Lighting Controls Measures Summary of Findings FINAL REPORT	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-14	Electric	2014-14-2	The Team recommends that the PAs focus on the following high potential sectors: Offices, Small Business (<300 kW).	Statewide	Yes							
146	Retrofit Lighting Controls Measures Summary of Findings FINAL REPORT	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-14	Electric	2014-14-3	DNV GL recommends adjusting the lighting controls savings algorithm to include "% saved" rather than the currently used "delta hours" value. We recommend using the weighted average values from an LBNL study of 24% saved for occupancy sensors and 28% saved for daylight dimming.	Statewide	Yes							
147	Whole Systems Energy Efficiency Programs - Literature Review	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-15	Electric/Gas	2014-15-1	The evaluation team identified a number of next steps for further research into understanding how to capture additional energy and demand savings through whole system programs, including: • Conduct interviews/brainstorming session with MA PAs	Statewide	No further research has been planned at this time.							
148	Whole Systems Energy Efficiency Programs - Literature Review	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-15	Electric/Gas	2014-15-2	• Conduct interviews with program managers and market actors involved in successful programs in other states	Statewide	No further research has been planned at this time.							
149	Whole Systems Energy Efficiency Programs - Literature Review	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-15	Electric/Gas	2014-15-3	• Conduct interviews with the architects and engineers (A&E) community	Statewide	No further research has been planned at this time.							
150	Whole Systems Energy Efficiency Programs - Literature Review	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-15	Electric/Gas	2014-15-4	• Conduct focus groups with new construction building owners	Statewide	No further research has been planned at this time.							
151	Final Report of Massachusetts LED Market Effects: Baseline Characterization	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-16	Electric	2014-16-1	Maintain incentives for LED lamps and fixtures. PAs should continue to incentivize LEDs to reduce the first cost barrier and increase the saturation of LEDs across the Massachusetts market. Program managers should continue to monitor the decrease in LED prices to ensure incentives are at the optimal level.	Statewide	Yes							

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152	Final Report of Massachusetts LED Market Effects: Baseline Characterization	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-16	Electric	2014-16-2	Continue to support the development of product standards and testing programs. Given the number of manufacturers entering the LED market each year and consumer unfamiliarity and concerns with LED quality and performance, the need for quality standards and consumer education is even more important.	Statewide	Yes							
153	Final Report of Massachusetts LED Market Effects: Baseline Characterization	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-16	Electric	2014-16-3	Promote programs that educate consumers on LED products and applications. We recommend that PAs continue to support educational efforts to assist consumers in selecting the LED product that best meets their needs.	Statewide	Yes							
154	Final Report of Massachusetts LED Market Effects: Baseline Characterization	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-16	Electric	2014-16-4	Promote lighting controls through programs as a way to increase lighting savings. Tying controls and LEDs together will increase the savings potential of each measure and the associated cost-effectiveness.	Statewide	Yes							
155	2012 C&I Customer Profile Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-17	Electric/Gas	2014-17-1	Investigate the geographic data at more detailed granularity. Additional analysis into geographic clusters may be useful in identifying similar C&I markets across the state that have not experienced the same depth of efficiency savings as well as yield insights into market saturation levels and the drivers behind these differences.	Statewide	Yes							
156	2012 C&I Customer Profile Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-17	Electric/Gas	2014-17-2	Investigate customer segmentation though utilization of multiple attribute filters. The categorical analysis presented in this report confirms many of the high level trends first identified in the 2011 customer profile, as well as identifies opportunities for deeper analysis. Further investigation into the data by applying multiple segmentation filters (e.g. building type, consumption size, and end use) may provide greater insight into untapped opportunities for energy efficiency that are currently masked by the high level analysis.	Statewide	Yes							
157	2012 C&I Customer Profile Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-17	Electric/Gas	2014-17-3	Investigate in greater depth why load factor appears correlated with savings. For the second year in a row, low load factor accounts had the highest average percent savings. The level of granularity used to evaluate load factor is relatively coarse, and a more detailed investigation of how load factor and average savings are correlated may provide valuable insight into how PAs can target offerings to a large customer segment by population.	Statewide	Yes							
158	2012 C&I Customer Profile Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-17	Electric/Gas	2014-17-4	Investigate methods to improve PA specific match rates using PA supplied ID data. The ability to reliably and robustly link the PA tracking and billing data is a critical element of the customer profile report, and an important input into many other studies. The assumption inherent in scoping the 2011 and 2012 data is that account and other unique ID links are consistently formatted both within PA and year over year, and that minimal manipulations would be needed to link the data. However, this has proven more difficult than anticipated, and given the establishment and analysis of time series datasets, undertaking a deeper analysis of the data will be necessary to improve its value . Through the QA/QC process DNV GL believes that match rates can be further improved with PA specific explorations into how to effectively link data, and this standardization may be useful in improving the ability to link a customer between separate gas and electric service providers.	Statewide	Yes							
159	2012 C&I Customer Profile Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-17	Electric/Gas	2014-17-5	Further investigate multi-end use and multi-year participants and trends. The 2012 customer profile confirmed the presence and impact of participants that undertook multiple end use projects, and participants that participated over multiple years. Additional analysis guided by these summary level participant findings, for example evaluating drivers behind why certain segments have higher savings from multiple end use projects – may yield a greater understanding of end use trends, scale of effort, and – should national account flags become available – corporate adoption rates.	Statewide	Yes							

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160	2012 C&I Customer Profile Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-17	Electric/Gas	2014-17-6	Further investigate the retail business participation between gas and electric. The 2012 customer profile indicated that businesses classified as retail had higher participation for electric PAs relative to gas PAs. Additional analysis into potential drivers of this – for example, do most retail sites focus on measures that are not applicable to gas (e.g. lighting), and what specific measures are being undertaken at retail locations that have a gas provider, will help to evaluate if there is an opportunity to increase participation at retail locations or if this business type constitutes a harder to serve sector for gas PAs.	Statewide	Yes							
161	Learning from Successful Projects Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-18	Electric/Gas	2014-18-1	Leverage trade ally customer relationships to increase customer engagement and communication. The PAs can continue to leverage trade allies to increase the likelihood of achieving any number of the success factors related to customer engagement and communication.	Statewide	Yes.							
162	Learning from Successful Projects Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-18	Electric/Gas	2014-18-2	Increase emphasis of vendor training. By increasing the emphasis on the use of training vendors and other technical staff, the PAs will encourage and support more frequent installation of energy saving measures. Also, increased trade ally training, support and competency are important because of their strong direct relationships with customers.	Statewide	Yes.							
163	Learning from Successful Projects Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-18	Electric/Gas	2014-18-3	Promote and leverage incentives. Program implementers can educate customers about all the incentives that are being provided and offered to increase the depth and breadth of their energy efficiency projects. When customers realize they are being offered additional discounting, they are more likely to feel more successful, decide to act, and install more measures and/or projects.	Statewide	Yes.							
164	Learning from Successful Projects Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-18	Electric/Gas	2014-18-4	Explore ways for customers to build internal expertise. This may take the form of a shared energy manager position to serve a group of multiple small- and mid-sized customers.	Statewide	Yes, though not specifically on a shared energy manager.							
165	Learning from Successful Projects Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-18	Electric/Gas	2014-18-5	Emphasize the Value of NEBs and "Being Green". By marketing the NEBs and other intangibles associated with specific projects or specific project types, the PAs will increase the potential for project success. Such marketing can take the form of case studies, which both PAs and customers noted as training and education tactics that lead to project success.	Statewide	Yes, though not specifically case studies.							
166	Learning from Successful Projects Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-18	Electric/Gas	2014-18-6	Ensure the Accuracy of Technical Review and Assistance. By ensuring that the aspects of a project are technically sound and appropriate, the PAs will ensure that the project is set up for success at the outset. Even though a project that grossly overestimates project savings could still save a significant amount of energy, a customer may not view it as a success given its high expectations.	Statewide	Yes.							
167	Learning from Successful Projects Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-18	Electric/Gas	2014-18-7	Leverage the results of EM&V site reports. For PAs not doing so already, the results of individual EM&V site evaluations may be used as a mechanism for quality assurance, accuracy and project specific feedback. For example the PAs could follow up with a project receiving a particularly low (or high) realization rate to determine if there were any issues with the project that went unaddressed. It should be noted, however, that the EM&V work is driven by a random sample of projects and this type of exercise would not replace and program existing QA/QC efforts.	Statewide	Yes.							
168	Learning from Successful Projects Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-18	Electric/Gas	2014-18-8	Focus on Eliminating Project Delays and Intrusions. While the PAs can only exert so much control over the participation process, it is worth assessing participation at regular intervals to determine if there are any improvements that can be made. PAs could explore what causes project delays and develop tracking mechanisms and processes to monitor and continually improve services to ensure customer schedules and expectations are met and preferably exceeded.	Statewide	Yes.							

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169	Learning from Successful Projects Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-18	Electric/Gas	2014-18-9	Small PAs should adopt a simpler form of the MOUs used successfully by larger PAs. Having a signed memorandum of understanding (MOU) was one of the metrics used to identify customers with successful projects, and it was cited as a criterion for success during PA interviews. The PA Differences project found that the smaller PAs have very few large customers that can implement large projects, which are historically a key to achieving savings goals. To increase the critical savings stream from these large customers, we recommend that smaller PAs consider adopting a process similar to the formalized MOU that focuses on planning for energy efficiency over time.	Statewide	Currently under consideration.							
170	How PA Differences Affect Outcomes Phase 2 Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-19	Electric/Gas	2014-19-1	Small PAs should consider how to increase technical expertise relevant to their largest customers and strike long-term efficiency deals with their largest customers, perhaps in the form of memorandums of understanding (MOUs).	PA Specific		N/A	N/A	N/A	Currently under consideration	Currently under consideration	Yes	The PA is in a position to offer MOUs to its largest customers.
171	How PA Differences Affect Outcomes Phase 2 Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-19	Electric/Gas	2014-19-2	Whenever possible, comparisons between PAs should be based on multiple years of data and focus on medium- or long-term trends.	Statewide	Yes							
172	How PA Differences Affect Outcomes Phase 2 Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-19	Electric/Gas	2014-19-3	Large and small PAs should attempt to get greater savings from the small and mid-sized customers.	Statewide	Yes							
173	How PA Differences Affect Outcomes Phase 2 Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-19	Electric/Gas	2014-19-4	Expand use of subcontractors to increase PA reach to smaller customers.	Statewide	Yes							
174	How PA Differences Affect Outcomes Phase 2 Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-19	Electric/Gas	2014-19-5	Use targeted initiatives to achieve savings from specific measure types such as National Grid's spray valve initiative in 2012.	PA Specific		Yes	Yes. Please refer to the Commercial & Industrial Programs description narrative as part of the 2016-2018 energy efficiency plan for more details.	Yes	Upstream and targeted promotional activities	Upstream, and considering targeted promotional activities	Yes	Yes
175	Massachusetts Commercial Real Estate Survey Analysis - Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-20	Electric/Gas	2014-20-1	Increase outreach to building managers and owners. Additional efforts to deepen and maintain relationships with building managers and owners can provide an avenue to promote energy efficiency programs in the commercial real estate market.	Statewide	Yes							
176	Massachusetts Commercial Real Estate Survey Analysis - Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-20	Electric/Gas	2014-20-2	Leverage the role of account managers. The PAs should consider leveraging the role of their account managers. Account managers can continue to play a critical role in working with commercial real estate businesses as they can more readily communicate energy efficiency program information and assist customers in navigating through the participation process.	PA Specific		Yes	Yes.	CMA does not have "account managers", we do however leverage program managers and vendors to fill this role	No - Limited opportunities due to Liberty's territory. The PA participates in statewide offerings and marketing efforts.	No - Limited opportunities due to Berkshire's territory. The PA participates in statewide offerings and marketing efforts.	No/NA. Due to the unique CLC service territory and customer base on Cape Cod and Martha's Vineyard, there is not a traditional CRE market with large developers owning significant commercial property volumes. Nor does CLC have traditional account managers like a utility. CLC does however maintain a very active presence in our communities through ongoing outreach to local chambers, boards of selectmen, energy committees and other community venues.	No, The PA has limited opportunities in this target market and includes the small number of customers in its usual marketing efforts. The PA participates in statewide offerings or marketing efforts.
177	Massachusetts Commercial Real Estate Survey Analysis - Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-20	Electric/Gas	2014-20-3	Target marketing to commercial real estate businesses based on building vintage. The PAs should consider target marketing to commercial real estate businesses based on building vintage. The analysis showed that 65% of buildings built before 1990 have not undergone a renovation within the past five years and therefore may offer opportunities for energy savings.	PA Specific		Yes	Yes	No. CMA is reaching out to the market segment, but not by age of buildings as the study suggest. The PA does not have enough market intelligence to be able to target buildings by how old they are.	No. Limited opportunity in our service territory. PA targets these customers through statewide marketing efforts.	No. Limited opportunity in our service territory. PA targets these customers through statewide marketing efforts.	No. Due to the nature of CLC's customer base on Cape Cod and Martha's Vineyard, we do not have a traditional CRE market with large developers owning significant commercial property volumes.	No, Unitil has limited opportunities in this target market and includes the small number of customers in its usual marketing efforts. Unitil participates in statewide offerings or marketing efforts.

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178	Small Business Program Process Evaluation Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-21	Electric/Gas	2014-21-1	Contracting Process: • Find ways to build achievement of non-lighting and gas savings into the contracting process.	Statewide	Yes							
179	Small Business Program Process Evaluation Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-21	Electric/Gas	2014-21-2	Contracting Process: • Make the contract process more consistent across PAs and eliminate duplication of effort.	Statewide	Currently Under Consideration							
180	Small Business Program Process Evaluation Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-21	Electric/Gas	2014-21-3	Measure List, Checklist, and Assessment Process: • Strengthen the comprehensiveness checklist and implement a common electronic tool or app for all vendors.	Statewide	Currently Under Consideration							
181	Small Business Program Process Evaluation Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-21	Electric/Gas	2014-21-4	Measure List, Checklist, and Assessment Process: • Clearly define and document the measures covered by the program.	Statewide	Currently Under Consideration							
182	Small Business Program Process Evaluation Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-21	Electric/Gas	2014-21-5	Measure List, Checklist, and Assessment Process:• Require vendors to report and promptly share the specifications of major heating and water-heating systems for all assessments with the relevant gas PA.	Statewide	Currently Under Consideration							
183	Small Business Program Process Evaluation Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-21	Electric/Gas	2014-21-6	Measure List, Checklist, and Assessment Process:• Consider sending in two assessors at once; one focused on lighting (similar to current practice) and one focused on gas-related measures.	Statewide	Currently Under Consideration							
184	Small Business Program Process Evaluation Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-21	Electric/Gas	2014-21-7	Measure List, Checklist, and Assessment Process:• Consider providing SB vendors with additional training to increase their knowledge of non-lighting and gas-saving measures.	Statewide	Currently under consideration							
185	Small Business Program Process Evaluation Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-21	Electric/Gas	2014-21-8	Data Handling: • Tracking databases should be clearer and more consistent within and across PAs. Databases should include: clear indication of which (sub-)program measures were incented through (e.g.: SB/Direct Install, Large Retrofit, New Construction), clear indication of whether a measure was custom or prescriptive, the SB vendor associated with the measure or an explicit indication of none, and which customers received assessments, even if they did not install any measures.	PA Specific		Yes	Yes. Eversource tracking databases already provide this level of detail.	See plan	See plan	See plan	Yes	Yes.
186	Small Business Program Process Evaluation Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-21	Electric/Gas	2014-21-9	Data Handling: • PAs should automate their electronic data entry.	PA Specific		Yes	This recommendation is vague and therefore difficult to implement.	Yes, when applicable and necessary	See plan	See plan	Yes	Yes, Unitil is working with vendors to transition to a system in which project data can be directly imported into Unitil's tracking system and moving away from manual data entry.
187	Small Business Program Process Evaluation Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-21	Electric/Gas	2014-21-10	Data Handling: • PAs should have the capability to obtain and log the assessment details from their SB vendors into a data tracking system. This would help PAs identify additional potential savings from SB participants, especially from those that do not install all recommended measures.	PA Specific		Currently Under Consideration	Yes	See plan	See plan	See plan	Yes	See plan
188	Small Business Program Process Evaluation Final Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-21	Electric/Gas	2014-21-11	Data Handling: • Formalize the process to reconcile cross-PA measure tracking if one is not already in place.	Statewide	Currently Under Consideration							
189	Massachusetts Boiler Market Characterization Study	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-22	Gas	2014-22-1	Seek voluntary non-confidential feedback from boiler manufacturers who expressed an interest.	Statewide	Yes							
190	Massachusetts Boiler Market Characterization Study	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-22	Gas	2014-22-2	Conduct comparative research on boiler programs in the Northeast region.	Statewide	Currently Under Consideration							
191	Massachusetts Boiler Market Characterization Study	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-22	Gas	2014-22-3	Initiate "boiler product line mapping" by creating a simple matrix where 90 - 2,000 MBH boiler units provided by various manufacturers are identified .	Statewide	Currently Under Consideration							
192	Massachusetts Boiler Market Characterization Study	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-22	Gas	2014-22-4	Provide an overview of DOE's current NPRM for Commercial Boiler Standards (U.S. Department of Energy Notice of Proposed Rulemaking), which may mandate federal efficiency requirements for pre-packaged commercial boilers.	Statewide	Yes							

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193	Massachusetts Boiler Market Characterization Study	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-22	Gas	2014-22-5	Conduct a "Massachusetts Boiler Roundtable" (a small-group forum discussion) with a select Massachusetts market-savvy boiler panel that can more effectively provide information on the evolving complex boiler market.	Statewide	Yes							
194	Impact Evaluation of Massachusetts Prescriptive Gas Pre-Rinse Spray Valve Measure	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-23	Gas	2014-23-1	Recommendations to Increase Savings: Results showed that a percentage of change-outs (approximately 20%) resulted in small energy savings because of either low spray valve use at a site or old valves already having low flow rates. However, solutions to address these "small-savers" in the program population do not seem practical at this time, as explained below: • There is no practical method for accurately identifying low use sites. Adopting a free change-out program would quickly become very complex and un-manageable if eligibility rules were changed to target certain commercial businesses. Site level monitoring proved that spray valve use and savings are site-specific even within the same facility, business, or building type. • No practical method exists to stop a current practice of easily modifying older spray valves to increase their flow rate. The existing program implementation practice of changing all valves to the high efficiency "tamper-proof" model appears to be prudent program administration.	Statewide	Yes						
195	Impact Evaluation of Massachusetts Prescriptive Gas Pre-Rinse Spray Valve Measure	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-23	Gas	2014-23-2	Recommendation for additional spray valve research to aid future program planning: The Massachusetts program implementation of the spray valve program utilizing direct installation contractors has resulted in the change-out of two to three thousand spray valves per year with substantial gas savings. However, given that the total state-wide inventory of spray valves and its future savings potential are finite, we developed the following key questions for future research: 1. Identify the Statewide PRSV inventory, how many PRSV's are there? 2. How many program change-outs have occurred from historic program data? 3. How many more can be done? 4. What PRSV gas savings exists for each PA?	Statewide	Will Consider for Future Studies						
196	Impact Evaluation of Massachusetts Prescriptive Gas Pre-Rinse Spray Valve Measure	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-23	Gas	2014-23-3	Currently there are synergies achieved by common program implementation occurring between multiple PAs. Further investigation of the state-wide inventory of spray valves and historic program data analysis will provide meaningful planning details for the remaining overall gas savings potential and will lead to the development of feasible future strategies for this measure. The assessment can also provide greater details specific to each PA.	Statewide	Will Consider for Future Studies						
197	T12 Phaseout Market Research	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-24	Electric	2014-24-1	No formal recommendations were made in this evaluation. Because this was a market characterization study it did not contain any explicit recommendations.	N/A	N/A							
198	2013 Commercial & Industrial Customer Profile Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-25	Electric/Gas	2014-25-1	Given the increasing interest in the Customer Profile study, refine and prioritize the metrics used to expedite analyses and increase the actionable insights generated. Among other benefits, this would provide the opportunity to assess the best approach to incorporating metrics developed through other studies—such as the PA Differences and Mid-Size Customer Needs Assessment studies—to ensure that those projects continue to deliver maximum value.	Statewide	Yes						
199	2013 Commercial & Industrial Customer Profile Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-25	Electric/Gas	2014-25-2	Examine how to best continue engaging small and mid-size gas customers that may have undertaken an electric PA installed gas measure. For example, we recommend exploring whether participants view the gas spray valves as "all they would do" or "the start of something bigger." This may help smaller PAs in particular refine their approaches to ensure that small and mid-size customers continue to represent cost effective savings opportunities—rather than higher-cost converts to bring back into the efficiency space. Engaging smaller customers will become increasingly important as larger customers exhaust their savings appetite.	Statewide	Currently Under Consideration						

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200	2013 Commercial & Industrial Customer Profile Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-25	Electric/Gas	2014-25-3	Further explore ways to engage sectors where account proportion and consumption-weighted participation are low in order to identify avenues for new offerings. We recommend further study to identify sub groupings of smaller customers within these sectors—particularly the Other Services sector—in order to inform the development of new programmatic offerings. These customers may be too small to merit the assignment of an account manager, but may benefit from a somewhat standard operating nature (e.g., a car wash, or a flashing light at the top of a cell phone tower) or a sector-specific strategy that would allow a "templatized" type offering to generate savings through bulk of measures—similar to what gas spray valves have accomplished in the Accommodation and Food Service sector.	Statewide	Yes						
201	2013 Commercial & Industrial Customer Profile Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-25	Electric/Gas	2014-25-4	Continue to integrate third party data by leveraging geographic data captured in the PA billing systems. There is potential to further expand and integrate the use of tax parcel data to help PAs target customer subsets. Consider continued refinement of how the Massachusetts PAs can leverage the geographic element of their data for actionable findings. One element of feedback received in response to the 2013 Customer Profile draft was: How do we make the maps more actionable? A strong first step towards developing more predictive and actionable geographic outputs would be to identify: 1) priority questions such as "where is participation lagging," and 2) the predictor variables that the implementation teams suspect most influence the priority questions (e.g., energy use, building vintage, square footage, etc.).	Statewide	Yes						
202	2013 Commercial & Industrial Customer Profile Report	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-25	Electric/Gas	2014-25-5	Expand linking electric and gas accounts to effectively evaluate dual-PA served customers to get a complete accounting of their true energy intensity for each fuel.	Statewide	Currently Under Consideration							
203	Massachusetts Commercial and Industrial Upstream Lighting Program: "In Storage" Lamps Follow-Up Study	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-26	Electric	2014-26-1	The Team recommends that the PAs use the results of the Year 3 analysis to replace the results of the Year 1 analysis for LED and fluorescent lamps. The PAs may instead decide to use all of the individual components of the realization rates.	Statewide	Yes							
204	Massachusetts Commercial and Industrial Upstream Lighting Program: "In Storage" Lamps Follow-Up Study	Commercial & Industrial	2014 Plan Year Report	App. 4D, Study 14-26	Electric	2014-26-2	The PAs and EEAC may consider conducting a follow-up impact evaluation to assess the effectiveness of their ongoing efforts to improve the installation rate.	Statewide	Yes							
205	2013 Commercial and Industrial Electric Programs Free-ridership and Spillover Study	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-27	Electric	2014-27-1	No formal recommendations were made in this evaluation.	N/A	N/A							
206	Stage 1 Results and Stage 2 Detailed Research Plan - Commercial and Industrial New Construction Non-Energy Impacts Study	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-28	Electric/Gas	2014-28-1	• The analysis of NEIs associated with NC measures should focus on true new construction only.	Statewide	Yes							
207	Stage 1 Results and Stage 2 Detailed Research Plan - Commercial and Industrial New Construction Non-Energy Impacts Study	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-28	Electric/Gas	2014-28-2	• Self-reports by end users would not provide an effective means for estimating NEIs associated with most NC measures.	Statewide	Yes							
208	Stage 1 Results and Stage 2 Detailed Research Plan - Commercial and Industrial New Construction Non-Energy Impacts Study	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-28	Electric/Gas	2014-28-3	• Self-reports by engineering firms will provide valuable insights to estimating NEIs across the range of projects for which they perform engineering services.	Statewide	Yes							
209	Stage 1 Results and Stage 2 Detailed Research Plan - Commercial and Industrial New Construction Non-Energy Impacts Study	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-28	Electric/Gas	2014-28-4	• An engineering-based approach is warranted to estimate NEIs.	Statewide	Yes							

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210	Stage 1 Results and Stage 2 Detailed Research Plan - Commercial and Industrial New Construction Non-Energy Impacts Study	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-28	Electric/Gas	2014-28-5	• (Optional) Various individuals may be able to serve on a Delphi panel to provide valuable information regarding NEI estimates, and to ensure their soundness.	Statewide	No, the PAs did not choose to incur the optional, added expense of a Delphi panel. Instead, the study contractor conducted a series of in-depth interviews with government officials, engineering firms and contractors, and building owners to obtain information that helped guide its engineering-based analysis and validate the results.							
211	Stage 1 Results and Stage 2 Detailed Research Plan - Commercial and Industrial New Construction Non-Energy Impacts Study	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-28	Electric/Gas	2014-28-6	• A limited survey effort may be suitable for select measures. o Natural replacement o Industrial process measures	Statewide	No. In Phase 2 of this project, the study contractor ultimately did not recommend a separate survey estimate for these two groups of measures because it found that: 1) only one of the PAs distinguishes natural replacement measures in its tracking data, and NEIs associated with some natural replacement measures had already been estimated as part of the 2012 C&I NEI Retrofit study, and 2) self-reported results are unlikely to result in improved benefits over the engineering-based approach adopted in the Stage 2 study, as the sample size is likely to be small.							
212	Top-down Modeling Methods Study - Final Report	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-29	Electric/Gas	2014-29-1	Continue refinement of the PA-muni model to investigate the stability of models and possible changes to model specification that may reduce confidence intervals.	Statewide	Yes							
213	Top-down Modeling Methods Study - Final Report	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-29	Electric/Gas	2014-29-2	Investigate the possibility of a national or multi-state model that builds on the lessons learned from the PA-muni model, but using non-program states as a comparison area.	Statewide	Will Consider for Future Studies							
214	Top-down Modeling Methods Study - Final Report	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-29	Electric/Gas	2014-29-3	For the PA-data model, continue to collect data through the C&I and residential databases to extend the available data series to include five years of consumption and program tracking data, then continue collecting the necessary data going forward for future analysis. Continue to refine the existing models to incorporate multiple lag periods of the program and consumption variables.	Statewide	Yes							
215	Code Compliance Results for Single-Family Non-Program Homes in Massachusetts	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-30	Electric/Gas	2014-30-1	Future statewide compliance estimates will need to account for stretch code homes. Stretch code homes were just beginning to be built at the time of the 2009 IECC inspections and thus represented a very small portion of the overall population. As a result, they were excluded from this analysis.	Statewide	Yes							
216	Massachusetts Cross Cutting Evaluation Home Energy Report Decay Analysis	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-31	Electric/Gas	2014-31-1	Given the limitations of this study (e.g., the electric and gas cohorts experienced differing incremental levels of treatment reduction), the Team recommends that the PAs undertake further research to help inform the design of treatment reduction strategies. We recommend that future experiments plan the timing of treatment reductions to further test the potential impact of the following factors: • Treatment duration prior to the experiment: Within the same fuel, or even within a larger cohort, how does decay change when the first reduction occurs after one, two, or three years? • Seasonality of reduction: How does a treatment gap in the winter compare with one in the summer? Is there a way to optimize winter gaps to achieve greater persistence? • Duration of the reduction: How does persistence vary with the length of the treatment reduction period? • Fuel-specific differences: Test similar reductions with participants at the same "program maturity" level between electric and gas.	Statewide	Will Consider for Future Studies							
217	Efficient Neighborhoods + Initiative Evaluation Report	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-32	Electric/Gas	2014-32-1	The survey results showed that participants were more likely to learn of the initiative through door-to-door outreach, phone calls, and family and friends than from non-participants. Since learning about the initiative from a trusted source also appears to be effective, the PAs could encourage participants to tell their neighbors about the initiative or provide additional incentives for referrals. Participants were also more likely than non-participants to have learned about the initiative through multiple sources. The PAs should consider conducting a high volume marketing campaign that uses multiple tactics.	Statewide	Yes							

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218	Efficient Neighborhoods + Initiative Evaluation Report	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-32	Electric/Gas	2014-32-2	The PAs should consider using messaging that ties the assessment and improvements to current customer needs. One such way is aligning initiative messaging with seasonal needs (e.g., messaging about increased comfort due to energy efficiency during the winter months), which some PAs already do.	Statewide	Yes							
219	Efficient Neighborhoods + Initiative Evaluation Report	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-32	Electric/Gas	2014-32-3	A barrier apparent from the survey results is the belief among many assessment particiapants that the recommended improvements were unnecessary. Additional research could suggest alternative information or messaging that might help convince customers that the recommendations are worth doing.	Statewide	Yes							
220	Massachusetts Cross-Cutting Behavioral Program Evaluation Opower Results	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-33	Electric/Gas	2014-33-1	The evaluation team recommends that the PAs adopt the following savings estimate ratios in future years when third-party impact evaluations are not completed. o National Grid Electric: 95% o National Grid Gas: 98% o NSTAR Electric: 104% o NSTAR Gas: 98% o WMECo Electric: 104%	PA Specific		National Grid has adopted the recommended realization rates.	Yes	N/A	N/A	N/A	N/A. CLC is not specified in this recommendation.	N/A
221	Methods for Measuring Market Effects of Massachusetts Energy Efficiency Programs	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-34	Electric/Gas	2014-34-1	The market effects cross-cutting team should identify specific methods and data needed for measuring market effects in the high-priority program-market intersections identified through this work.	Statewide	Yes							
222	Methods for Measuring Market Effects of Massachusetts Energy Efficiency Programs	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-34	Electric/Gas	2014-34-2	Market effects work should use the established evaluation approaches identified in this document.	Statewide	Yes							
223	Recommended Methods for Assessing Market Effects of HVAC Programs	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-35	Electric/Gas	2014-35-1	Market effects studies should proceed for Residential HVAC and C&I Upstream HVAC program-market intersections.	Statewide	Yes							
224	Recommended Methods for Assessing Market Effects of HVAC Programs	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-35	Electric/Gas	2014-35-2	PAs should consider establishing a panel of HVAC manufacturers from which to collect market share and other data, as appropriate, for manufacturer-controlled sales channels. The panel would supplement residential Heating, Air-conditioning & Refrigeration Distributors International (HARDI) data (Recommendation 3) and provide some data for commercial equipment other than rooftop units (RTUs). PA program staff could play an active role in helping to design, recruit and retain market actors for this or any other HVAC market actor panel the PAs may want to establish. PA program planning staff and PA and contractor evaluation staff should also provide input to design in addition to market effects. Involving these diverse groups of staff increases the likelihood that manufacturers will participate, that future program plans will leverage market effects or utilize market effects research findings, that data collected through market actor panels will be useful to program design and marketing, and that the data will meet a broader range of evaluation needs beyond just market effects. Additionally, including a diverse group of program and evaluation staff will help ensure that long term relationships are established and well maintained between PAs and manufacturers.	Statewide	Yes							
225	Recommended Methods for Assessing Market Effects of HVAC Programs	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-35	Electric/Gas	2014-35-3	Residential HVAC market effects research can proceed with HARDI data, supplemented by market actor panel and interview data as available and appropriate (Recommendation 2). HARDI data acquisition will need to be renegotiated to ensure that the data to be purchased align with market effects research needs.	Statewide	Currently Under Consideration							
226	Recommended Methods for Assessing Market Effects of HVAC Programs	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-35	Electric/Gas	2014-35-4	PAs should build on the C&I Upstream HVAC Program's existing distributor data collection activities in order to obtain market share data for commercial RTUs. RTU market effects research can proceed with these data as well as additional data that may be collected by market actor panels and interviews. PAs may also wish to explore the viability of obtaining other kinds of market data through a panel of C&I distributors, most likely building on the Upstream HVAC program's existing relationships with distributors. Any data collection involving HVAC distributors would need to be carefully planned to complement, not duplicate or conflict with, market share or other market data to be obtained through HARDI or manufacturers, and not jeopardize the PAs' ability to obtain HARDI data.	Statewide	Yes							

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227	Recommended Methods for Assessing Market Effects of C&I Lighting and Controls Programs	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-36	Electric	2014-36-1	C&I Lighting market effects research can proceed with a study of the market effects of programs that promote high-performance (HP) T8 lamps and ballasts, including quantification of net savings attributable to those programs.	Statewide	Yes							
228	Recommended Methods for Assessing Market Effects of C&I Lighting and Controls Programs	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-36	Electric	2014-36-2	The PAs should assess the potential value of developing a baseline study on lighting controls. C&I Lighting Controls should be monitored for any significant uptick in activity, which would suggest value to a market effects study. However, no market effects study is warranted at this time.	Statewide	Yes							
229	Recommended Methods for Assessing Market Effects of Non-residential New Construction Programs	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-37	Electric/Gas	2014-37-1	The PAs should consider conducting prospective work involving the tracking of indicators that would support theory-based evaluation.	Statewide	Will Consider for Future Studies							
230	Recommended Methods for Assessing Market Effects of Non-residential New Construction Programs	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-37	Electric/Gas	2014-37-2	The PAs should consider using the net-to-gross estimates from the electric and gas net-to-gross (NTG) studies for the 2016-18 prospective estimate that is required for planning purposes. The NTG estimates from these studies are based on self-reporting by program participants and address only free ridership and some form of spillover, not including market effects.	Statewide	Yes							
231	Recommended Methods for Assessing Market Effects of Non-residential New Construction Programs	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-37	Electric/Gas	2014-37-3	PAs should gather C&I "True" New Construction data through 2017, and aim to complete a retrospective market effects evaluation by early 2018, and at the same time develop a prospective NTG estimate for the 2019-2021 period. Coordination with Codes & Standards evaluation research is essential in this market space, and any resulting savings should be split between the C&I New Construction Program and Codes & Standards, with above-code or above-prevailing practice savings attributed to the former and savings from getting buildings closer to code or prevailing practice attributed to the latter.	Statewide	Will Consider for Future Studies							
232	Cross-Cutting Code Compliance Support Initiative Evaluation Reports	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-38	Electric/Gas	2014-38-1	Provide handouts of the slides used in the trainings to the attendees.	Statewide	Yes							
233	Cross-Cutting Code Compliance Support Initiative Evaluation Reports	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-38	Electric/Gas	2014-38-2	Continue to monitor response times to Circuit Rider calls and work to improve them; response times will become more important as more calls come in concerning current projects.	Statewide	Yes							
234	Cross-Cutting Code Compliance Support Initiative Evaluation Reports	Special & Cross Sector	2014 Plan Year Report	App. 4D, Study 14-38	Electric/Gas	2014-38-3	Encourage the use of telephone calls rather than email to submit Circuit Rider questions and receive responses whenever possible.	Statewide	Yes							
235	Northeast Residential Lighting Hours-of-Use Study	Residential	2013 Plan Year Report	App. 4D, Study 13-1	Electric/Gas	2013-1-1	The Team recommends that the Sponsors consider adopting the HOU room-by-room estimates from the overall hierarchical model for all households regardless of income or home type.	Statewide	No, The PAs are investigating the cost and capability of adopting and tracking the data required to adopt this recommendation at this time. The PAs will continue to explore opportunities to improve data and reporting on lighting in the 2016-2018 plan, but since all available sockets are targeted, they do not intend to track bulbs by room at this time.							
236	Northeast Residential Lighting Hours-of-Use Study	Residential	2013 Plan Year Report	App. 4D, Study 13-1	Electric/Gas	2013-1-2	As with HOU estimates, the team recommends that the Sponsors consider adopting the Overall load curve and resulting coincidence factors across Connecticut, Massachusetts, Rhode Island, and Upstate New York.	Statewide	Yes							
237	Northeast Residential Lighting Hours-of-Use Study	Residential	2013 Plan Year Report	App. 4D, Study 13-1	Electric/Gas	2013-1-3	Consider higher HOU estimates for retrospective studies.	Statewide	Yes							
238	Massachusetts Residential New Construction Net Impacts Report	Residential	2013 Plan Year Report	App. 4D, Study 13-2	Electric/Gas	2013-2-1	Assess the net impacts of the Program's multifamily component.	Statewide	Yes							
239	Massachusetts Residential New Construction Net Impacts Report	Residential	2013 Plan Year Report	App. 4D, Study 13-2	Electric/Gas	2013-2-2	Continue to conduct baseline studies of non-program homes.	Statewide	Yes							

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240	Massachusetts Residential New Construction Net Impacts Report	Residential	2013 Plan Year Report	App. 4D, Study 13-2	Electric/Gas	2013-2-3	Continue to emphasize practices such as quality insulation installation in trainings.	Statewide	Yes							
241	Massachusetts Residential New Construction Net Impacts Report	Residential	2013 Plan Year Report	App. 4D, Study 13-2	Electric/Gas	2013-2-4	Continue to carefully document any and all program actions that may affect the market.	Statewide	Yes							
242	Massachusetts Low Income Metering Study	Low-Income	2013 Plan Year Report	App. 4D, Study 13-3	Electric/Gas	2013-3-1	No formal recommendations were made by the evaluators conducting this study.	N/A	N/A							
243	Massachusetts Combined Heat and Power Program Impact Evaluation 2011-2012	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-4	Electric/Gas	2013-4-1	The PAs should continue to develop and implement a consistent modeling protocol for all sites and across all PAs.	Statewide	Yes							
244	Massachusetts Combined Heat and Power Program Impact Evaluation 2011-2012	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-4	Electric/Gas	2013-4-2	The PAs and EEAC Consultant(s) should continue to work together to define the attribution of savings to CHP systems.	Statewide	The attribution of savings have been defined since the publication of this study. PAs are currently operating under common agreement.							
245	Massachusetts Combined Heat and Power Program Impact Evaluation 2011-2012	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-4	Electric/Gas	2013-4-3	The PAs should collect metered data for at least two years after system commissioning. Data collected during the second year would provide a sufficient buffer for any metering outages during the first year and ensure twelve months of valid data would be collected.	PA Specific		Yes	No. While Eversource will continue to make metering a requirement for CHP participation, the requirement for data collection will be shifted from the program administrator to the customer.	N/A, electric only	N/A	N/A	Currently Under Consideration	The Company does very few CHP projects, and will consider recommendation on case by case basis.
246	Massachusetts Combined Heat and Power Program Impact Evaluation 2011-2012	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-4	Electric/Gas	2013-4-4	The PAs and EEAC Consultant(s) should consider conducting a future evaluation focused on medium, large, and district sized systems. These planned systems may significantly change realization rates for the program when they become operational.	Statewide	No. PAs will consider this for future studies.							
247	Massachusetts Combined Heat and Power Program Impact Evaluation 2011-2012	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-4	Electric/Gas	2013-4-5	In order to obtain a more thorough understanding of the engineering analysis and the commissioning process, the PAs and EEAC Consultant(s) should consider conducting a process evaluation of the CHP program.	Statewide	Yes. This has been considered and PAs are scoping this as a study during the 2016-2018 timeframe.							
248	Mid-size Customer Needs Assessment	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-5	Electric/Gas	2013-5-1	Increase recruitment and training of energy services firms able to provide comprehensive solutions - The PAs could better serve this market by establishing a system for recruiting and training qualified vendors to service mid-size customers. PAs should look for ways to facilitate partnerships between firms to get the right skill sets, or to develop a broader internal base of expertise.	PA Specific		Yes	Yes	Yes	Yes	Yes	Yes	Yes	Currently under consideration
249	Mid-size Customer Needs Assessment	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-5	Electric/Gas	2013-5-2	Develop a statewide process for qualifying and coordinating energy services firms to provide comprehensive solutions – There is a need for greater access to qualified contractors to service the diverse needs of mid-size customers.	Statewide	Currently Under Consideration							
250	Mid-size Customer Needs Assessment	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-5	Electric/Gas	2013-5-3	Lower capital and administrative costs for mid-size customers and/or contractors to improve payback and margin on energy efficiency investment- While higher incentives may not be possible on many custom projects, the PAs could establish programs that increase financing options and qualifying costs to energy services firms.	Statewide	Yes							
251	Mid-size Customer Needs Assessment	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-5	Electric/Gas	2013-5-4	Increase multi-measure (comprehensive) program offerings – The PAs should review their existing comprehensive program offerings to ensure they offer incentives for multiple measures, or change the program offerings to address untapped measures.	Statewide	Yes							
252	Mid-size Customer Needs Assessment	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-5	Electric/Gas	2013-5-5	Continue to improve marketing strategies for mid-market – These efforts should include use of PEX contractors to assist in identifying the appropriate solutions for customers. In addition, these strategies should focus staff on strategic segments of customers with similar energy needs. Segmenting by industry is one approach to creating a targeted marketing process.	Statewide	Yes							

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253	Mid-size Customer Needs Assessment	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-5	Electric/Gas	2013-5-6	Support energy services firms by obtaining qualifying information – The PAs could require contractors to administer simplified system inventory and gas service provider surveys when scheduling visits. Information collected by these surveys could be used to rate contractors on their thoroughness in marketing programs.	Statewide	No, the PAs do not agree with this recommendation and we will look for more cost-effective ways to optimize trade ally management							
254	Mid-size Customer Needs Assessment	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-5	Electric/Gas	2013-5-7	Standardize approaches to marketing to multi-account customers – Identifying a successful approach and standardizing it will improve the PA's ability to effectively market to those customers.	Statewide	Yes							
255	Mid-size Customer Needs Assessment	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-5	Electric/Gas	2013-5-8	There is a need to link electric and gas customers – Because identification and marketing to Direct Install customers is handled through the electric PAs, the gas-only PAs lose some autonomy regarding how their customers are marketed.	statewide	Currently Under Consideration							
256	Impact Evaluation of the Massachusetts Upstream Lighting Program	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-6	Electric	2013-6-1	LED Delta Watts –Wattage for baseline bulbs/lamps was found to be significantly higher than tracking estimates, mostly due to the fact that tracking estimates assumed a higher mix of CFLs than was found. As market penetration of LEDs increase baseline wattage will decrease. A follow-up evaluation should consider this shifting baseline as a factor in deciding when the next one should take place.	Statewide	Yes							
257	Impact Evaluation of the Massachusetts Upstream Lighting Program	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-6	Electric	2013-6-2	Quantity - This study found that approximately 82% of the purchased LED lamps and approximately 80% of the purchased fluorescent lamps were installed at the time of the evaluation. It was common to find many of these not yet installed lamps in storage at each of the facilities. It is unclear what the lag time will be for the installation of these remaining lamps, and therefore, a follow-up study should be designed to revisit sites from this study that had a large number of units still in storage or not yet installed.	Statewide	Yes							
258	Impact Evaluation of the Massachusetts Upstream Lighting Program	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-6	Electric	2013-6-3	Hours of Use - This study found that the hours of use realization rate was 88% for LEDs and 103% for fluorescent lamps. Based on lighting logger data at each of the sites, the average hours of use for LED lamps were found to be 3,979 hours per year and 3,559 hours per year for fluorescent lamps. It is recommended that the hours of use for each technology be adjusted appropriately to account for this finding for the near term.	Statewide	Yes							
259	Impact Evaluation of the Massachusetts Upstream Lighting Program	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-6	Electric	2013-6-4	Increase the Customer's Awareness of the Program - Many customers were aware that they had received discounted lamps from this program, but not all were aware that the discounts came from the PAs. Many customers were under the impression that their electrical contractors were offering the deep discounts. It is recommended that the PAs consider utilizing a program sticker or label that participating distributors would attach to a customers' shipping/purchase order.	Statewide	Yes							
260	Impact Evaluation of the Massachusetts Upstream Lighting Program	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-6	Electric	2013-6-5	Additional Supporting Information for Large Purchases - It is recommended that electrical contractors or end users be required to provide more information to support extremely large purchases so that it would be more likely that the program bulbs are installed earlier.	Statewide	Yes							

Rec #	Study Name	Sector	Filing/Docket	Study Location and Number	Fuel	Recommendation ID (Year - Study # - Rec #)	Recommendation	PA Specific / Statewide	Did the Program Administrator implement the recommendation (Yes, No & Explain Why not, Currently Under Consideration, Will Consider for Future Studies, N/A))	National Grid	Eversource	CMA	Liberty	Berkshire	CLC	Unitil
261	Impact Evaluation of the Massachusetts Upstream Lighting Program	Commercial & Industrial	2013 Plan Year Report	App. 4D, Study 13-6	Electric	2013-6-6	Follow-up Impact Evaluation - This impact evaluation provides important feedback to the PAs for reporting savings, and improving savings estimates. However, due to the relatively large error ratios found in this study, the targeted 90/10 precision was not achieved. Depending on PA needs, a follow-up study may be considered to improve the evaluation results, or to obtain statistically valid factors for some of the building types where a majority of LED and Fluorescent lamps are being installed. The PAs and EEAC may want to consider performing a third phase of impact evaluation, which could be designed in consideration of the error ratios that were found with this study to try to achieve a combined 90/10 precision at the measure category, or targeted at a measure category and building type. Alternatively, the PAs and EEAC may consider following up on those sites with lower installation rates. Follow-up discussion and long-term planning should take place to determine what the evaluation needs are on an ongoing basis, and also what the target precision levels should be based on the needs of the PAs and EEAC.	Statewide	Yes						
262	Evaluation of the Northampton Leading the Way and Powering Pittsfield Initiatives	Special & Cross Sector	2013 Plan Year Report	App. 4D, Study 13-7	Electric/Gas	2013-7-1	No formal recommendations were made in this evaluation.	N/A	N/A							
263	2013 Massachusetts Statewide Marketing Campaign Evaluation Report	Special & Cross Sector	2013 Plan Year Report	App. 4D, Study 13-8	Electric/Gas	2013-8-1	There were no recommendations from this report, as it was designed to assess the performance of the marketing campaign and attitudes toward the aforementioned statewide brands.	N/A	N/A							
264	Abbreviated Review of Methods for the Draft Top-Down Modeling Methods Study	Special & Cross Sector	2013 Plan Year Report	App. 4D, Study 13-9	Electric/Gas	2013-9-1	No formal recommendations were made in this literature review. Instead, the pros and cons of various methods were reviewed.	N/A	N/A							
265	Efficient Neighborhoods+SM – Summary of Evaluation Results	Special & Cross Sector	2013 Plan Year Report	App. 4D, Study 13-10	Electric/Gas	2013-10-1	No formal recommendations were made.	N/A	N/A							
266	2013 Massachusetts Statewide COOL SMART/GasNetworks Brand Assessment	Special & Cross Sector	2013 Plan Year Report	App. 4D, Study 13-11	Electric/Gas	2013-11-1	There were no recommendations from this report as it was designed to explore awareness and associations between the three subject statewide brands, and assess effectiveness of branding efforts.	N/A	N/A							

APPENDIX F

NSTAR Electric Company

Invoice Summary Tables

REDACTED

Vendor Invoice Summary Table

2013-2015 Term Report

Notes

Eversource Electric (NSTAR)

• The following tables represents vendor invoices only. They do not include costs that are not paid via an invoice to a vendor, such as internal labor costs, internal expenses, direct incentive payments to participants, or loans repaid by participants as part of multi-year financing opportunities in certain core initiatives. Therefore, the totals in these tables will not match the totals in the Term Report Data tables.

• Allocated costs are those costs that are not specific to each core initiative. Such costs include IT support, legal services, general marketing for the efficiency programs, and other efficiency-related overhead costs provided by third-party vendors. These costs are allocated to each core initiative based on the core initiative's planned percentage of total costs.

• River Energy facilitates payment to other vendors for all PAs in order to minimize the administrative burdens and associated costs of invoicing; River Energy also provides meeting facilitation and other consulting services.

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (NSTAR)

2013 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All EMV Allocated Costs						0
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
COMPETITIVE RESOURCES INC.				[redacted]		
1280412						
1380401						
1380402						
1380403						
1380404						
1380405						
1380406						
1380407						
13804.08						
1380409						
1380410						
1380411						
GDS ASSOCIATES INC					[redacted]	
0106002						
0108166						
0111120						
HESCHONG MAHONE GROUP INC.				[redacted]		
1109F212						
10866						
ICF RESOURCES LLC		[redacted]	[redacted]		[redacted]	
MF1212NSTARE						
NSTARELRA01						
NSTARELRA02						
NSTARELRA03						
NSTAREHRA03						
NSTARELRA05						
NSTARELRA06						
NSTARELRA07						
NSTAREHRA07						
NSTARELRA08						
NSTAREHRA08						
NSTARELRA09						
NC1212						
NSTAREMR01						
NSTAREHRA01						
NSTARELRUINL1						
NSTAREHRA02						
NSTARELU2NLI						
NSTARELRU3NL1						
NSTAREHRA04						
NSTARELRA04						
NSTARELRU4NLI						
NSTARELRU5NLI						
NSTAREHRA06						
NSTARELRU6NL1						
NSTAREMR06						
NSTARELRU7NLI						
NSTAREMR07						
NSTARELRU8NL1						
NSTARELRU9NLI						
NSTARELRU10NLI						
NSTARELRA10						
E1212						

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (NSTAR)

2013 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
LD1212NSTARE				[redacted]		[redacted]
NSTAREMR02				[redacted]		[redacted]
NSTAREMR03				[redacted]		[redacted]
NSTAREMR04				[redacted]		[redacted]
NSTAREMR05				[redacted]		[redacted]
NSTAREMR08				[redacted]		[redacted]
NSTAREMR09				[redacted]		[redacted]
NSTARESAV01					[redacted]	[redacted]
NC1112NSTARENLI			[redacted]			[redacted]
NAOMI MERMIN CONSULTING					[redacted]	
204					[redacted]	
NMR GROUP, INC					[redacted]	[redacted]
2179E					[redacted]	[redacted]
2179F					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7647NSJAN13					[redacted]	[redacted]
7647NS313					[redacted]	[redacted]
7647NSFEB13					[redacted]	[redacted]
7647NS413					[redacted]	[redacted]
06212013					[redacted]	[redacted]
7647NS613					[redacted]	[redacted]
7647NS713					[redacted]	[redacted]
7647NS813					[redacted]	
7647NS913					[redacted]	
7647NS11/13					[redacted]	
TETRA TECH MA INC.					[redacted]	[redacted]
50634094					[redacted]	[redacted]
50719445					[redacted]	
Reclassification		[redacted]				[redacted]
(blank)		[redacted]				[redacted]
Grand Total	[redacted]					

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (NSTAR)

2013 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All EMV Allocated Costs						0
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
COMPETITIVE RESOURCES INC.				[redacted]		
1280412						
1380401						
1380402						
1380403						
1380404						
1380405						
1380406						
1380407						
13804.08						
1380409						
1380410						
1380411						
CONSERVATION SERVICE GROUP		[redacted]				
RES20130115			[redacted]			
RES20130120						
RES20130112						
RES20130110						
RES20130121						
RES20130114						
RES20130104						
RES20130101						
RES20130109						
RES20130105						
RES20130102						
RES20130113						
RES20130106						
RES20130103						
RES20130107						
RES20130108						
RES20130117						
RES20130111						
RES20130118						
RES20130116						
RES20130119						
RES20130221						
RES20130213						
RES20130219						
RES20130220						
RES20130216						
RES20130215						
RES20130223						
RES20130224						
RES20130225						
RES20130222						
RES20130226						
RES20130227						
RES20130217						
RES20130214						
RES20130218						
RES20130313						
RES20130302						
RES20130306						
RES20130315						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (NSTAR)

2013 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
RES20130303						
RES20130316						
RES20130304						
RES20130317						
RES20130305						
RES20130309						
RES20130312						
RES20130308						
RES20130311						
RES20130310						
RES20130307						
RES20130314						
RES20130301						
RESSS20130408						
RES20130403						
RES20130425						
RES20130401						
RES20130402						
RES20130412						
RES20130426						
RES20130407						
RES20130411						
RES20130417						
RES20130419						
RES20130409						
RES20130414						
RES20130406						
RES20130415						
RES20130423						
RES20130413						
RES20130416						
RES20130405						
RES20130421						
RES20130410						
RES20130418						
RES20130420						
RES20130404						
RES20130422						
RES20130424						
RES20130507						
RES20130516						
RES20130506						
RES20130518						
RES20130514						
RES20130515						
RES20130501						
RES20130517						
RES20130512						
RES20130510						
RES20130513						
RES20130511						
RES210130508						
RES20130503						
RES20130509						
RES20130504						
RES20130505						
RES20130502						
RES20130519						
RES20130604						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (NSTAR)

2013 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
RES20130617						
RES20130601						
RES20130602						
RES20130610						
RES20130613						
RES20130609						
RES20130614						
RES20130608						
30120615						
RES20130605						
RES20130611						
RES20136019						
RES20130618						
RES20130603						
RES20130612						
RES20130606						
RES20130616						
RES20130607						
RES20130701						
RES20130708						
RES20130717						
20130728						
RES20130707						
RES20130719						
20130723						
RES20130709						
RES20130720						
20130721						
RES20130710						
RES20130722						
RES20130703						
RES20130712						
RES20130704						
RES20130724						
RES20130705						
RES20130713						
RES20130725						
RES20130726						
RES20130702						
RES20130715						
RES20130731						
RES20130730						
RES20130706						
RES20130716						
RES20130729						
RES20130711						
RES20130718						
RES20130714						
RES20130727						
RES20130815						
RES20130810						
RES20130804						
RES20130811						
RES20130812						
RES20130813						
RES20130814						
RES20130809						
RES20130808						
RES20130807						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (NSTAR)

2013 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
RES20130802			[redacted]	[redacted]		[redacted]
RES20130806						
RES20130801						
RES20130803						
RES20130805						
RES20130921						
RES20130930C						
RES20130929						
RES20130930						
RES20130930D						
RES20130930E						
RES20130923						
RES20130926						
RES20130925						
RES20130924						
RES20130930A						
RES20130927						
RES20130919						
RES20130917						
RES20130918						
RES20130920						
RES20130916						
RES20130928						
RES20130922						
RES20130915						
RES20130930B						
RES20131006						
RES20131027						
RES20131002						
RES20131031G						
RES20131028						
RES20131009						
RES20131024						
RES20131020						
RES20131013						
RES20131010						
RES20131017						
RES20131031A						
RES20131005						
RES20131031L						
RES20131004						
RES20131011						
RES20131021						
RES20131031B						
RES20131031H						
RES20131030						
RES20131012						
RES20131008						
RES20131026						
RES20131031M						
RES20131014						
RES20131031C						
RES20131031E						
RES20131001						
RES20131016						
RES20131018						
RES20131022						
RES20131031D						
RES20131031F						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (NSTAR)

2013 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
RES20131003						
RES20131015						
RES20131025						
RES20131019						
RES20131031J						
RES20131031K						
RES20131007						
RES20131031						
RES20131023						
RES20131029						
RES20131031I						
RES20131119						
RES20131120						
RES20131116						
RES20131113						
RES20131117						
RES20131103						
RES20131107						
RES20131101						
RES20131111						
RES20121118						
RES20131102						
RES20131105						
RES20131110						
RES20131104						
RES20131114						
RES20131109						
RES20131112						
RES20131108						
RES20131106						
RES20131115						
RES20131102A						
RES20131103A						
RES20131108A						
RES20131104A						
RES20131106A						
RES20131107A						
RES20131101A						
RES20130122						
RES20130228A						
RES20130228						
RES20130318						
RES20130428						
RES20130427						
RES20130520						
RES20130621						
RES20130620						
RES20130731C						
RES20130731D						
20130731E						
20130731A						
RES20130731B						
RES20130816						
RES20130817						
RES20130818						
RES20130930F						
RES20131031O						
RES20131031N						
RES20131031P						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (NSTAR)

2013 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
RESGAS20131031Q				[redacted]		[redacted]
RES20131031T						
RES20131031S						
RES20131031R						
RES20131121						
RES20131109A						
RES20131203		[redacted]				
RES20131105A			[redacted]	[redacted]		
RES20131201						
RES2013202						
GDS ASSOCIATES INC					[redacted]	
0106002						
0108166						
0111120						
NAOMI MERMIN CONSULTING						
204						
OPINION DYNAMICS CORPORATION						
7647NSJAN13						
7647NS313						
7647NSFEB13						
7647NS413						
06212013						
7647NS613						
7647NS713						
7647NS813						
7647NS913						
7647NS11/13						
RISE ENGINEERING-DIV THIELSCH				[redacted]		
102742						
103422						
104026						
104889						
105630						
106421						
106999						
107751						
108456						
109318						
110133						
110594						
TETRA TECH MA INC.					[redacted]	
50634094						
50719445						
THE CADMUS GROUP, INC.						
INV135534						
INV138437						
INV138673						
INV141308						
INV142536						
INV144117						
146660						
INV150904						
INV153540						
INV154055						
INV155971						
INV164478						
Reclassification		[redacted]				
(blank)						
Grand Total	[redacted]					

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2013 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
ALLCONNECT, INC.		[redacted]				[redacted]
24027						
24263						
23594						
Allocated Costs	[redacted]					
All EMV Allocated Costs						0
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
CITY OF SOMERVILLE						
02122013						
COMPETITIVE RESOURCES INC.				[redacted]		
1280412						
1380401						
1380402						
1380403						
1380404						
1380405						
1380406						
1380407						
13804.08						
1380409						
1380410						
1380411						
CONSERVATION SERVICE GROUP		[redacted]				
13113NSTAREMKTG						
13113NSTARMKTGA						
033113NSTAREMKT						
043013NSTAREMKT						
20121231NSCOP						
20121231CHELSEA						
053113NSTAREMK						
063013NSTAREMKT						
073113						
083113						
090313NSTAREMK						
103113NSTAREMK						
113013NSTAREMKT						
013113NSTAR418			[redacted]			
013113NSTAR416				[redacted]		
013113416S						
013113NSTAR413						
022813NSTAR416S						
022813NSTAR418						
022813NSTAR413				[redacted]		
022813NSTAR416						
033113NSTAR416						
033113NSTAR418						
033113NSTAR416S				[redacted]		
033113NSTAR413						
043013NSTAR416S						
043013NSTAR418						
043013				[redacted]		
043013NSTAR413						
053113NSTAR413						
053113NSTAR416S						
053113NSTAR418						
053113NSTAR416				[redacted]		
063013NSTAR418						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2013 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
063013NSTAR416S						
063013NSTAR413						
063013NSTAR416						
073113NSTAR418						
073113NSTAR416S						
073113NSTAR413						
073113NSTAR416						
083113NSTAR416S						
083113NSTAR416						
083113NSTAR418						
083113NSTAR413						
093013NSTAR416S						
093013NSTAR416						
093013NSTAR413						
093013NSTAR418						
103113NSTAR416S						
103113NSTAR418						
103113NSTAR416						
103113NSTAR413						
113013NSTAR416						
113013NSTAR413						
113013NSTAR418						
113013NSTAR416S						
20121130NSPI						
20121231NSPI						
20131031NSPI						
123113NSTAREMKT						
063111NSTAR416S						
123113NSTAR413						
NSTAR416						
NSTAR418						
NSTAR416S						
20131131NSPI						
GDS ASSOCIATES INC						
0106002						
0108166						
0111120						
HONEYWELL INTERNATIONAL INC						
623MM0109C						
5225442206						
5225922444						
5225675418						
5226081510						
5226358234						
5226589874						
5226740593						
5227001916						
5227194996						
5227765146						
5227765145						
JACOBSON ENERGY RESEARCH LLC						
08312013						
NAOMI MERMIN CONSULTING						
198						
202						
205						
209						
204						
OPINION DYNAMICS CORPORATION						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2013 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
7647NSJAN13					[redacted]	[redacted]
7647NS313						
7647NSFEB13						
7647NS413						
06212013						
7647NS613						
7647NS713						
7647NS813						
7647NS913						
7647NS11/13						
RIVER ENERGY CONSULTANTS CORP - Ansafone, Honeywell, River Energ		[redacted]				[redacted]
5839						
5925						
6045						
6185						
6301						
6412						
6487						
6630						
6754						
6993						
7093						
RIVER ENERGY CONSULTANTS CORP - BrainStorms						
6236						
RIVER ENERGY CONSULTANTS CORP - Center for Ecological Technology						
5812						
RIVER ENERGY CONSULTANTS CORP - EnergySavvy						
7104						
RIVER ENERGY CONSULTANTS CORP - Greater Media						
5849						
6310						
6440						
6515						
6648						
6746						
6835						
6864						
6935						
7044						
RIVER ENERGY CONSULTANTS CORP - Rich May	[redacted]					
5803						
RIVER ENERGY CONSULTANTS CORP - Waltham Woods				[redacted]		
5973						
RIVER ENERGY CONSULTANTS CORP- PrintSynergy		[redacted]				
60576						
6199						
6056						
SYNAPSE ENERGY ECONOMICS						
12023DEC01						
THE CADMUS GROUP, INC.						
INV135534						
INV138437						
INV138673						
INV141308						
INV142536						
INV144117						
146660						
INV150904						
INV153540						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2013 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
INV154055 INV155971 INV164478						
THE MARION INSTITUTE INC.						
03192013						
WORKFLOWONE						
M06717022 06725742 06729856 M06830071 M06912777						
Reclassification						
(blank)						
Grand Total						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Behavior/Feedback Program

Eversource Electric (NSTAR)

2013 Residential Behavior/Feedback Program						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All EMV Allocated Costs						0
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						
GDS ASSOCIATES INC					[redacted]	
0106002						
0108166						
0111120						
NAOMI MERMIN CONSULTING						
204						
OPINION DYNAMICS CORPORATION						
7647NSJAN13						
7647NS313						
7647NSFEB13						
7647NS413						
06212013						
7647NS613						
7647NS713						
7647NS813						
7647NS913						
7647NS11/13						
OPOWER INC.				[redacted]		
SI01322						
SI01420						
SI01535						
CM1059						
SI01769						
CM093013						
Reclassification						
(blank)						
Grand Total	[redacted]					

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (NSTAR)

2013 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All EMV Allocated Costs						0
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
APEX ANALYTICS					[redacted]	
158						
218						
234						
170						
CONSERVATION SERVICE GROUP		[redacted]				
73CSNSTAR						
74CSNSTAR						
75CSNSTAR						
76CSNSTAR						
77CSNSTAR						
78CSNSTAR						
79CSNSTAR						
80CSNSTAR						
81CSNSTAR						
82CSNSTAR						
83CSNSTAR						
84CSNSTAR						
GDS ASSOCIATES INC					[redacted]	
0106002						
0108166						
0111120						
HELGESON ENTERPRISES, INC.			[redacted]			
0076079IN						
0076892IN						
0076964IN						
0077471IN						
0077462IN						
0077498IN						
0077709IN						
0078111IN						
0079331IN						
0079469IN						
0079434IN						
0079154IN						
0079401IN						
0080023IN						
0079600IN						
0079594IN						
0080014IN						
0080247IN						
0080170IN						
0081473IN						
0080224IN						
0081553IN						
0081637IN						
0082141IN						
0082212IN						
0082180						
0082325IN						
0081651IN						
0082113IN						
0082667IN						
0082404IN						

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (NSTAR)

2013 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
0082859IN			[redacted]	[redacted]		[redacted]
0083054IN			[redacted]	[redacted]		[redacted]
0083063IN			[redacted]	[redacted]		[redacted]
0083181IN			[redacted]	[redacted]		[redacted]
0083280IN			[redacted]	[redacted]		[redacted]
0083635IN			[redacted]	[redacted]		[redacted]
0083822IN			[redacted]	[redacted]		[redacted]
0083902IN			[redacted]	[redacted]		[redacted]
0084359IN			[redacted]	[redacted]		[redacted]
0084351IN			[redacted]	[redacted]		[redacted]
0084436IN			[redacted]	[redacted]		[redacted]
0084963IN			[redacted]	[redacted]		[redacted]
0085488IN			[redacted]	[redacted]		[redacted]
0085539IN			[redacted]	[redacted]		[redacted]
0000060IN			[redacted]	[redacted]		[redacted]
0000103IN			[redacted]	[redacted]		[redacted]
007392IN				[redacted]		[redacted]
0079209IN				[redacted]		[redacted]
0080007IN				[redacted]		[redacted]
0081877IN				[redacted]		[redacted]
0083478IN				[redacted]		[redacted]
0084106IN				[redacted]		[redacted]
0085960IN				[redacted]		[redacted]
NAOMI MERMIN CONSULTING					[redacted]	[redacted]
204					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7647NSJAN13					[redacted]	[redacted]
7647NS313					[redacted]	[redacted]
7647NSFEB13					[redacted]	[redacted]
7647NS413					[redacted]	[redacted]
06212013					[redacted]	[redacted]
7647NS613					[redacted]	[redacted]
7647NS713					[redacted]	[redacted]
7647NS813					[redacted]	[redacted]
7647NS913					[redacted]	[redacted]
7647NS11/13					[redacted]	[redacted]
PARAGO SERVICES CORP			[redacted]	[redacted]		[redacted]
0090379			[redacted]	[redacted]		[redacted]
0090416IN			[redacted]	[redacted]		[redacted]
0090521IN			[redacted]	[redacted]		[redacted]
009066IN			[redacted]	[redacted]		[redacted]
0090796IN			[redacted]	[redacted]		[redacted]
0091701IN			[redacted]	[redacted]		[redacted]
0092966IN			[redacted]	[redacted]		[redacted]
0092923IN			[redacted]	[redacted]		[redacted]
0093119IN			[redacted]	[redacted]		[redacted]
0091727IN			[redacted]	[redacted]		[redacted]
0093424IN			[redacted]	[redacted]		[redacted]
0093568IN			[redacted]	[redacted]		[redacted]
0093705			[redacted]	[redacted]		[redacted]
0093968IN			[redacted]	[redacted]		[redacted]
0090343IN				[redacted]		[redacted]
0091947IN				[redacted]		[redacted]
0085351IN				[redacted]		[redacted]
0085881IN				[redacted]		[redacted]
0093429IN				[redacted]		[redacted]
0094698IN				[redacted]		[redacted]
TETRA TECH MA INC.					[redacted]	[redacted]
50634094					[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (NSTAR)

2013 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50719445						
THE CADMUS GROUP, INC.						
INV135534						
INV138437						
INV138673						
INV141308						
INV142536						
INV144117						
146660						
INV150904						
INV153540						
INV154055						
INV155971						
INV131169						
INV164478						
WORKFLOWONE						
M06717022						
06725742						
06729856						
M06830071						
M06912777						
Reclassification						
(blank)						
Grand Total						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2013 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs						
All EMV Allocated Costs						0
All IT Allocated Costs						
All Legal Allocated Costs						
All Marketing Allocated Costs						
APEX ANALYTICS						
158						
218						
234						
170						
129						
146						
ENERGY FEDERATION INC.						
0765632-IN						
0772641-IN						
0789553-IN						
0775454-IN						
0749004-IN						
0782400-IN						
0794949-IN						
0802589-IN						
0808598-IN						
0798440-IN						
0788897-IN						
0820358-IN						
0827712-IN						
0835362-IN						
0844197-IN						
0857188-IN						
0871297-IN						
GDS ASSOCIATES INC						
0106002						
0108166						
0111120						
HELGESON ENTERPRISES, INC.						
0077074-IN						
0076992-IN						
0077334-IN						
0076988-IN						
0077533-IN						
0077542-IN						
0076983-IN						
0079145-IN						
0077862-IN						
0077864-IN						
0079475-IN						
0080069-IN						
0079513-IN						
0080123-IN						
0080124-IN						
0081767-IN						
0082038-IN						
0082036-IN						
0082506-IN						
0082724-IN						
0079511-IN						
0082224-IN						
0083287-IN						
0082722-IN						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2013 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
0082937-IN			[redacted]	[redacted]		[redacted]
0082939-IN			[redacted]	[redacted]		[redacted]
0083532-IN			[redacted]	[redacted]		[redacted]
0083534-IN			[redacted]	[redacted]		[redacted]
0083720-IN		[redacted]		[redacted]		[redacted]
0084022-IN				[redacted]		[redacted]
0083989-IN			[redacted]	[redacted]		[redacted]
0083987-IN			[redacted]	[redacted]		[redacted]
0083765-IN			[redacted]	[redacted]		[redacted]
0083767-IN			[redacted]	[redacted]		[redacted]
0085475-IN				[redacted]		[redacted]
0084431-IN			[redacted]	[redacted]		[redacted]
0085620-IN			[redacted]	[redacted]		[redacted]
0085618-IN			[redacted]	[redacted]		[redacted]
084948-IN			[redacted]	[redacted]		[redacted]
0085811-IN				[redacted]		[redacted]
HESCHONG MAHONE GROUP INC.					[redacted]	[redacted]
10866						[redacted]
HMG				[redacted]		[redacted]
10866						[redacted]
Lockheed Martin				[redacted]		[redacted]
21207820				[redacted]		[redacted]
21207821				[redacted]		[redacted]
21218835				[redacted]		[redacted]
21218534				[redacted]		[redacted]
21232228				[redacted]		[redacted]
21232256				[redacted]		[redacted]
21254289				[redacted]		[redacted]
21254290				[redacted]		[redacted]
21243466				[redacted]		[redacted]
21243465				[redacted]		[redacted]
21266976				[redacted]		[redacted]
21266987				[redacted]		[redacted]
21277426				[redacted]		[redacted]
21277436				[redacted]		[redacted]
21290964				[redacted]		[redacted]
21290963				[redacted]		[redacted]
21304544				[redacted]		[redacted]
21304533				[redacted]		[redacted]
21316738				[redacted]		[redacted]
21316727				[redacted]		[redacted]
21326535				[redacted]		[redacted]
21328282				[redacted]		[redacted]
21334400				[redacted]		[redacted]
21334407				[redacted]		[redacted]
NAOMI MERMIN CONSULTING					[redacted]	[redacted]
204						[redacted]
NMR GROUP, INC					[redacted]	[redacted]
2152T					[redacted]	[redacted]
2152U					[redacted]	[redacted]
2152W					[redacted]	[redacted]
2152V					[redacted]	[redacted]
2152S					[redacted]	[redacted]
2152X					[redacted]	[redacted]
2152Y					[redacted]	[redacted]
2152Z					[redacted]	[redacted]
2152AD					[redacted]	[redacted]
2152AC					[redacted]	[redacted]
2152AB					[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2013 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
2152AA						
NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS						
4476						
4518						
4586						
4614						
4654						
4681						
4717						
4741						
OPINION DYNAMICS CORPORATION						
7647NSJAN13						
7647NS313						
7647NSFEB13						
7647NS413						
06212013						
7647NS613						
7647NS713						
7647NS813						
7647NS913						
7647NS11/13						
PARAGO SERVICES CORP						
0090270-IN						
0090011-IN						
0090001-IN						
0091975-IN						
0090709-IN						
0090559-IN						
0090698-IN						
0090697-IN						
0090558-IN						
0090556-IN						
0092004-IN						
0091952-IN						
0093326-IN						
0093076-IN						
0093021-IN						
0093911-IN						
0094637-IN						
0093740-IN						
0094737-IN						
0093808-IN						
0093739-IN						
0093515-IN						
0093555-IN						
0094739-IN						
SYNAPSE ENERGY ECONOMICS						
12023DEC01						
TETRA TECH MA INC.						
50634094						
50719445						
THE CADMUS GROUP, INC.						
INV-140575						
INV-140581						
INV-136800						
INV-142605						
INV-142611						
INV-145262						
INV-145264						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2013 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
INV-148039						
INV-148033						
INV-150706						
INV-150743						
INV-152886						
INV-152880						
INV-155306						
INV-155312						
INV-158086						
INV-158091						
INV-159675						
INV-159680						
INV-161352						
INV-161350						
INV-162360						
INV-162365						
Reclassification						
(blank)						
Grand Total						

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2013 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All EMV Allocated Costs						0
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
ADVANCED GRAPHICS INC.						
14013N						
APEX ANALYTICS					[redacted]	
158						
218						
234						
ENERGY FEDERATION INC.			[redacted]			
0765633-IN						
0772642-IN						
0782402-IN						
0794951-IN						
0802590-IN						
0808600-IN						
0820359-IN						
0827713-IN						
0835363-IN						
0844199-IN						
0857189-IN						
0871298-IN						
GDS ASSOCIATES INC					[redacted]	
0106002						
0108166						
0111120						
HELGESON ENTERPRISES, INC.		[redacted]				
0077360-IN						
0076878-IN			[redacted]			
0077465-IN						
0079203-IN						
0077863-IN			[redacted]			
0077754-IN						
077844-IN						
0079289-IN						
0079982-IN						
0079512-IN			[redacted]			
0079296-IN						
0079582-IN						
0081934-IN						
0081564-IN			[redacted]			
0079589-IN						
0080215-IN						
0081519-IN						
0080198-IN						
0082091-IN						
0082037-IN						
0082566-IN						
0082891-IN			[redacted]			
0082852-IN						
0082723-IN						
0082119-IN						
0082225-IN						
0083472-IN						
0083630-IN			[redacted]			
0083620-IN						
0082392-IN						

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2013 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
0082385-IN			[redacted]	[redacted]		[redacted]
0083533-IN			[redacted]	[redacted]		[redacted]
0083170-IN			[redacted]	[redacted]		[redacted]
0083174-IN			[redacted]	[redacted]		[redacted]
0082938-IN			[redacted]	[redacted]		[redacted]
0083721-IN		[redacted]		[redacted]		[redacted]
084100-IN				[redacted]		[redacted]
083885-IN			[redacted]	[redacted]		[redacted]
0083934-IN			[redacted]	[redacted]		[redacted]
0083988-IN			[redacted]	[redacted]		[redacted]
0084346-IN			[redacted]	[redacted]		[redacted]
0083766-IN			[redacted]	[redacted]		[redacted]
0085293-IN				[redacted]		[redacted]
0085042-IN			[redacted]	[redacted]		[redacted]
0084953-IN			[redacted]	[redacted]		[redacted]
0084381-IN			[redacted]	[redacted]		[redacted]
0085530-IN			[redacted]	[redacted]		[redacted]
0085954-IN				[redacted]		[redacted]
0085875-IN				[redacted]		[redacted]
0000066-IN			[redacted]	[redacted]		[redacted]
0085619-IN			[redacted]	[redacted]		[redacted]
0000071-IN			[redacted]	[redacted]		[redacted]
JACO						
N4232			[redacted]	[redacted]		[redacted]
N4233A			[redacted]	[redacted]		[redacted]
N4234			[redacted]	[redacted]		[redacted]
N4235			[redacted]	[redacted]		[redacted]
N4236			[redacted]	[redacted]		[redacted]
N4237A			[redacted]	[redacted]		[redacted]
N4238			[redacted]	[redacted]		[redacted]
N4239			[redacted]	[redacted]		[redacted]
N4240			[redacted]	[redacted]		[redacted]
N4241			[redacted]	[redacted]		[redacted]
N4242			[redacted]	[redacted]		[redacted]
N4243			[redacted]	[redacted]		[redacted]
Lockheed Martin						
21207820				[redacted]		[redacted]
21207821				[redacted]		[redacted]
21218835				[redacted]		[redacted]
21218534				[redacted]		[redacted]
21232228				[redacted]		[redacted]
21232256				[redacted]		[redacted]
21254289				[redacted]		[redacted]
21254290				[redacted]		[redacted]
21243466				[redacted]		[redacted]
21243465				[redacted]		[redacted]
21266976				[redacted]		[redacted]
21266987				[redacted]		[redacted]
21277426				[redacted]		[redacted]
21277436				[redacted]		[redacted]
21290964				[redacted]		[redacted]
21290963				[redacted]		[redacted]
21304544				[redacted]		[redacted]
21304533				[redacted]		[redacted]
21316738				[redacted]		[redacted]
21316727				[redacted]		[redacted]
21326535				[redacted]		[redacted]
21328282				[redacted]		[redacted]
21334400				[redacted]		[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2013 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
21334407						
NAOMI MERMIN CONSULTING						
204						
NMR GROUP, INC						
2152T						
2152U						
2152W						
2152V						
2152S						
NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS						
4741						
OPINION DYNAMICS CORPORATION						
7647NSJAN13						
7647NS313						
7647NSFEB13						
7647NS413						
06212013						
7647NS613						
7647NS713						
7647NS813						
7647NS913						
7647NS11/13						
OPOWER INC.						
S1-01321						
SI001486						
PARAGO SERVICES CORP						
0090315-IN						
0090422-IN						
0085610-IN						
0090012-IN						
0090428-IN						
0091858-IN						
0090526-IN						
0090557-IN						
0092005-IN						
0090530-IN						
0091956-IN						
0090702-IN						
0091762-IN						
0093435-IN						
0093153-IN						
0092975-IN						
0093023-IN						
0094664-IN						
0093745-IN						
0093556-IN						
0093816-IN						
0093573-IN						
0093564-IN						
0094738-IN						
TETRA TECH MA INC.						
50634094						
50719445						
THC Business Trust						
080513						
121313						
THE CADMUS GROUP, INC.						
INV-140575						
INV-140581						

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2013 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
INV-136800		[redacted]				[redacted]
INV-142605						
INV-142611						
INV-145262						
INV-145264						
INV-148039						
INV-148033						
INV-150706						
INV-150743						
INV-152886						
INV-152880						
INV-155306						
INV-155312						
INV-158086						
INV-158091						
INV-159675						
INV-159680						
INV-161352						
INV-161350						
INV-162360						
INV-162365						
Top Ten USA						
02-01						
UNIVERSAL WILDE, INC.						
230178						
230150						
Reclassification						
(blank)						
Grand Total	[redacted]					

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income New Construction

Eversource Electric (NSTAR)

2013 Low-Income New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All EMV Allocated Costs						0
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
GDS ASSOCIATES INC					[redacted]	
0106002						
0108166						
0111120						
ICF RESOURCES LLC			[redacted]			
MF1212NSTARE				[redacted]		
NSTARELRA01						
NSTARELRA02						
NSTARELRA03						
NSTAREHRA03						
NSTARELRA05						
NSTARELRA06						
NSTARELRA07						
NSTAREHRA07						
NSTARELRA08						
NSTAREHRA08						
NSTARELRA09						
NSTAREHRA02						
NSTAREHRA06						
NSTARELRA10						
NSTARELRUIL1			[redacted]			
NSTARELRU2LI						
NSTARELRU3LI						
NSTARELRU5LI						
NSTARELRU6L1						
NSTARELRU7LI						
NSTARELRU9LI						
NSTAREHRA05				[redacted]		
NMR GROUP, INC					[redacted]	
2179E						
2179F						
TETRA TECH MA INC.					[redacted]	
50634094						
50719445						
Reclassification				[redacted]	[redacted]	[redacted]
(blank)						
Grand Total	[redacted]					

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Single Family Retrofit

Eversource Electric (NSTAR)

2013 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All EMV Allocated Costs						0
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
ACTION FOR BOSTON COM DEV INC			[redacted]			
1501						
1502						
1503						
1504						
1505						
1506						
1507						0
1508						
1509						
1510						
1511						
1512						
1513						
1514						
1515						
COMPETITIVE RESOURCES INC.						
12-804-12						
13-804-01						
13-804-02						
13-804-03						
13-804-04						
13-804-05						
13-804-06						
13-804-07						
13-804-08						
13-804-09						
13-804-10						
13-804-11						
GDS ASSOCIATES INC					[redacted]	
0106002						
0108166						
0111120						
RIVER ENERGY CONSULTANTS CORP - Ansafone, Verizon Business		[redacted]				
6458						
7154						
TETRA TECH MA INC.					[redacted]	
50634094						
50719445						
THE CADMUS GROUP, INC.					[redacted]	
INV135534						
INV138437						
INV138673						
INV141308						
INV142536						
INV144117						
146660						
INV150904						
INV153540						
INV154055						
INV155971						
INV164478						
Reclassification					[redacted]	
(blank)						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Single Family Retrofit

Eversource Electric (NSTAR)

2013 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Grand Total						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Multi-Family Retrofit

Eversource Electric (NSTAR)

2013 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All EMV Allocated Costs						0
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
ACTION FOR BOSTON COM DEV INC			[redacted]			
1501						
1502						
1503						
1504						
1505						
1506		[redacted]				
1507						
1508						
1509		[redacted]				
1510						
1511						
1512						
1513						
1514						
1515						
Reclassification						
COMPETITIVE RESOURCES INC.						
12-804-12						
13-804-01						
13-804-02						
13-804-03						
13-804-04						
13-804-05						
13-804-06						
13-804-07						
13-804-08						
13-804-09						
13-804-10						
13-804-11						
GDS ASSOCIATES INC					[redacted]	
0106002						
0108166						
0111120						
LOCAL INCENTIVES SUPPORT CORP		[redacted]				
020413						
RIVER ENERGY CONSULTANTS CORP - Ansafone, Verizon Business						
5869						
5954						
6075						
6210						
6356						
6524						
6676						
6775						
6885						
7028						
RIVER ENERGY CONSULTANTS CORP- Hitchcock Printing						
7117						
SYNAPSE ENERGY ECONOMICS					[redacted]	
12023DEC01						
TETRA TECH MA INC.						
50634094						
50719445						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Multi-Family Retrofit

Eversource Electric (NSTAR)

2013 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
THE CADMUS GROUP, INC.						
INV135534						
INV138437						
INV138673						
INV141308						
INV142536						
INV144117						
146660						
INV150904						
INV153540						
INV154055						
INV155971						
INV164478						
Reclassification						
(blank)						
Grand Total						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2013 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
All EMV Allocated Costs						0
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
ANDELMAN & LELEK ENGINEER INC				[redacted]		
20131854						
20131865						
20131866						
20131883						
20131881						
20131876						
20131894						
20131895						
20131890						
20131893						
20131918						
20131919						
20131929						
20131940						
20131951						
20131952						
20131953						
20131954						
20131950						
20131965						
20131967						
20131974						
20131975						
20131984						
20132006						
20132024						
20132019						
20131993						
20132044						
20132029						
20132036						
20132028						
20132045						
20132042						
20132084						
20132073						
20132074						
20132063						
20132104						
20132098						
20132096						
20132110						
20132120						
20132135						
20132137						
20132136						
30132128						
20132133						
20132134						
20132149						
20132148						
20132153						
20132154						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2013 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
20121696						
20132171						
20132169						
20132172						
20132185						
20132184						
B2Q ASSOCIATES INC						
1330001						
COMPETITIVE RESOURCES INC.						
12804UP12						
13804UP01						
13804UP02						
13804UP03						
13804UP04						
13804UP05						
13804UP06						
13804UP07						
13804UP09						
13804UP08						
13804UP10						
13804UP11						
ECOVA INC						
1025602						
1027302						
10580						
1032002						
1034702						
1037002						
1039002						
1041002						
1044102						
1045902						
1047302						
1049402						
1051102						
103702A						
103902A						
104102A						
104412A						
104592A						
104732A						
104942A						
105112A						
ENERGY FEDERATION INC.						
0838454IN						
0844732IN						
0859112IN						
0871344IN						
0822414IN						
0823081IN						
0824461IN						
0831519IN						
ENGINEERED SOLUTIONS INC						
12345						
GDS ASSOCIATES INC						
0106002						
0108166						
0111120						
HELGESON ENTERPRISES, INC.						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2013 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
0076735IN			[redacted]			
0077146IN						
077883IN						
0076279IN						
0079497IN						
0080020IN						
0080191IN						
0081483IN						
0082145IN						
0082194IN						
0082329IN						
0083067IN						
0083059IN						
0083827IN						
0084355IN						
0084440IN						
HESCHONG MAHONE GROUP INC.					[redacted]	
10866						
11259						
071113						
11411						
11105						
ICF RESOURCES LLC		[redacted]		[redacted]		
MF1212NSTARE						
NSTAREHRA07						
NSTAREHRA08						
NSTAREHRA06						
NSTAREHRA05						
MF1112NSTARE						
NSTARECI0001						
KEMA INC.					[redacted]	
20132036						
20132084						
20132153						
20124196						
20124177						
20124240						
20124168						
20124182						
20124208						
20124200						
20124187						
20124212						
20124215						
20124228						
20124244						
20124231						
20124224						
20124164						
20124172						
20130118						
20130127						
20130141						
20130197						
20130145						
20130222						
20130122						
20130161						
20130174						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2013 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
20130132					[redacted]	
20130190						
20130113						
20130170						
20130201						
20130158						
20130154						
20130186						
20130177						
20130330						
20130618						
20130607						
20130564						
20130555						
20130591						
20130582						
20130545						
20130532						
20130598						
20130550						
20130575						
20130540						
20130903						
20130966						
20130868						
20130873						
20130946						
20130935						
20130860						
20130926						
20130919						
20130883						
20130910						
20130892						
20131304						
20131255						
20131260						
20131236						
20131311						
20131244						
20131277						
20131320						
20131250						
20131288						
20131339						
20131295						
20131483						
20131689						
20131700						
20131657						
20131707						
20131716						
20131665						
20131723						
20131732						
20131670						
20131743						
20131762						
20131675						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2013 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
20131779						
20131680						
20131947						
20132054						
20132144						
20132031						
20132022						
20132066						
20132046						
20132111						
20132100						
20132041						
20132091						
20132131						
20132075						
20132390						
20132494						
20132395						
20132448						
20132402						
20132407						
20132459						
20132416						
20132427						
20132480						
20132382						
20132434						
20132485						
20132439						
20132867						
20132853						
20132844						
20132839						
20132834						
20133015						
20133278						
20133578						
20133893						
20133882						
NAOMI MERMIN CONSULTING						
203						
208						
NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS						
4476						
4518						
4586						
4614						
4654						
4681						
4717						
4536						
4563						
4635						
4741						
OPINION DYNAMICS CORPORATION						
7647NSJAN13						
7647NS313						
7647NSFEB13						
7647NS413						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2013 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
06212013					[redacted]	[redacted]
7647NS613						
7647NS713						
7647NS813						
7647NS913						
7647NS11/13						
ORACLE AMERICA INC	[redacted]					
41995951						
41915521						
42098193						
6403531						
REED CONSTRUCTION DATA				[redacted]		
INV00338600						
SECOND LAW ENGINEERS DBA DMI						
4749						
4933						
5055						
5054						
5151						
4982						
5237						
5306						
5376						
5378						
5434						
5432						
SYNAPSE ENERGY ECONOMICS					[redacted]	
12023DEC01						
TETRA TECH MA INC.						
50634094						
50719445						
50745856						
THE GREEN ENGINEER INC.				[redacted]		
142						
495						
699						
697						
701						
UNIVERSITY OF MARYLAND	[redacted]					
0983415						
WAYPOINT BUILDING GROUP INC.			[redacted]			
302REISSUED						
305						
337						
WORKFLOWONE				[redacted]		
06879864						
06884580						
Reclassification						
(blank)						
Grand Total	[redacted]					

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2013 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
ALL BRAND APPLIANCE PARTS				[redacted]		[redacted]
653141938						
653149987						
653151213						
Allocated Costs	[redacted]					
All EMV Allocated Costs						0
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
AM LITHOGRAPHY CORP						
07102013						
ANDELMAN & LELEK ENGINEER INC						
20121839						
20131930						
20131945						
20131909						
20131973						
20131983						
20132085						
20132062						
20132102						
20132097						
20132106						
20132146						
20132170						
20132174						
B2Q ASSOCIATES INC						
1200508						
1203306						
1204001R						
1203307						
1300201						
1300101						
1208304						
1204205						
1201503						
1209603						
1204206						
13002901						
130028010						
1209604						
1208305						
130028011						
130028012						
1309303						
1309803						
1309802						
1320201						
1309801						
13002902A						
1301540						
13002902						
BLUESTONE ENERGY SERVICES, LLC						
ES6001						
BOYKO ENGINEERING						
ES5964						
ES5947						
ES5948						
ES5944						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2013 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
ES5960						
ES5945						
CDH ENERGY CORP						
71013						
71014						
71015						
71016						
71017						
71018						
71019						
71020						
COMPLETE RECYCLING SOLUTIONS L						
114001SMDEC						
114000LGDEC						
114555SM						
114556LG						
114998LGFEB						
114999SMFEB						
115001SMMAR						
115003LGMAR						
115999SMAPRIL						
116002LGMAY						
116001SMMAY						
116333LGJUNE						
116222SM						
116501LGJULY						
116500SMJULY						
117000SMAUG						
117001LGAUG						
117223LGSEP						
117222SMSEPT						
117555SMOCT						
118333SM						
COMPRESSED AIR TECHNOLOGIES						
ES5913						
DUNSKY ENERGY CONSULTING						
131640						
ENERGY MANAGEMENT ASSOC INC						
58267						
58266						
58265						
58269						
58268						
58271						
58270						
58273						
58772						
58274						
58275						
58277						
58276						
58278						
58279						
58272						
58280						
ENERGY SYSTEMS DESIGN INC.						
ES5946						
ENGINEERED SOLUTIONS INC						
11577						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2013 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
11613						
11632						
11714						
11496						
11570						
11584						
11608						
11915						
11956						
12001						
12125						
12153						
12156						
12283						
12275						
12274						
12276						
12328						
12347						
ERS						
6035						
6164						
6184						
6197						
6050						
6203						
6254						
6327						
FORD CONSTRUCTION COMPANY						
ES5898						
GDS ASSOCIATES INC						
0106002						
0108166						
0111120						
GENZYME CORP						
ES5935						
GREEN MOTORS PRACTICES GROUP						
259						
GREENERU INC.						
ES5962						
HESCHONG MAHONE GROUP INC.						
10866						
11259						
071113						
11411						
11105						
HORIZON SOLUTIONS LLC						
ES5902						
ICF RESOURCES LLC						
NSTARGCI0001						
KEMA INC.						
20132036						
20132084						
20132153						
20124196						
20124177						
20124240						
20124168						
20124182						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2013 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
20124208						
20124200						
20124187						
20124212						
20124215						
20124228						
20124244						
20124231						
20124224						
20124164						
20124172						
20130118						
20130127						
20130141						
20130197						
20130145						
20130222						
20130122						
20130161						
20130174						
20130132						
20130190						
20130113						
20130170						
20130201						
20130158						
20130154						
20130186						
20130177						
20130330						
20130618						
20130607						
20130564						
20130555						
20130591						
20130582						
20130545						
20130532						
20130598						
20130550						
20130575						
20130540						
20130903						
20130966						
20130868						
20130873						
20130946						
20130935						
20130860						
20130926						
20130919						
20130883						
20130910						
20130892						
20131304						
20131255						
20131260						
20131236						
20131311						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2013 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
20131244						
20131277						
20131320						
20131250						
20131288						
20131339						
20131295						
20131483						
20131689						
20131700						
20131657						
20131707						
20131716						
20131665						
20131723						
20131732						
20131670						
20131743						
20131762						
20131675						
20131779						
20131680						
20131947						
20132054						
20132144						
20132031						
20132022						
20132066						
20132046						
20132111						
20132100						
20132041						
20132091						
20132131						
20132075						
20132390						
20132494						
20132395						
20132448						
20132402						
20132407						
20132459						
20132416						
20132427						
20132480						
20132382						
20132434						
20132485						
20132439						
20132867						
20132853						
20132844						
20132839						
20132834						
20133015						
20133278						
20133578						
20133893						
20133882						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2013 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
NORTH ATLANTIC ENERGY ADVISORS						
100313						
08052013						
07092013						
121213						
NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS						
4476						
4518						
4586						
4614						
4654						
4681						
4717						
4536						
4563						
4635						
4741						
OPINION DYNAMICS CORPORATION						
7647NSJAN13						
7647NS313						
7647NSFEB13						
7647NS413						
06212013						
7647NS613						
7647NS713						
7647NS813						
7647NS913						
7647NS11/13						
ORACLE AMERICA, INC						
41995951						
41915521						
42098193						
6403531						
PETERSEN ENGINEERING INC						
ES5958						
PROCTER AND GAMBLE						
ES5784						
RDK ENGINEERS						
ES5859						
RESOURCE & ENERGY CONSULTING						
93081						
93082						
9298D						
93362						
RISE ENGINEERING-DIV THIELSCH						
102172						
102924						
103925						
103926						
SEBESTA BLOMBERG						
7075100122910						
SECOND LAW ENGINEERS DBA DMI						
4659						
4660						
4658						
4753						
4750						
4751						
4752						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2013 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
4805						
4804						
4806						
4803						
4802						
4865						
4867						
4866						
4868						
4934						
4935						
4936						
4984						
4983						
4985						
5050						
5048						
5052						
5053						
5051						
5125						
5236						
5238						
5240						
5234						
5235						
5239						
5233						
5265						
5273						
5263						
5305						
5264						
5379						
5377						
5374						
5375						
5373						
5126						
5128						
5127						
5427						
5426						
5435						
5433						
5428						
5429						
SYNAPSE ENERGY ECONOMICS						
12023DEC01						
TETRA TECH MA INC.						
50634094						
50719445						
50745856						
50645333						
THOMPSON CONSULTANTS, INC						
ES5623						
TNT ENERGY LLC						
022513						
TNZ						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2013 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
NS13012				[redacted]		[redacted]
UNIVERSITY OF MARYLAND	[redacted]	[redacted]				[redacted]
0983415						
UTS ENERGY ENGINEERING LLC				[redacted]		[redacted]
1311						
1319						
1323						
1237NSTAR						
1334NSTAR						
1338						
VEOLIA ENVIRONMENTAL SERVICES						
12312012LG						
01312013LG						
03312013LG						
04302013LG						
05312013LG						
EW582566						
08312013SM						
09302013LG						
07312013LG						
10312013LG						
WORKFLOWONE CORP.						
M06840643						
M06866093						
M06933767						
WSP FLACK & KURTZ						
ES5922						
Reclassification	[redacted]	[redacted]			[redacted]	[redacted]
(blank)						
Grand Total	[redacted]		[redacted]	[redacted]		

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All EMV Allocated Costs						0
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
AECOM USA INC			[redacted]			
37299887						
37300306						
37307600						
37311192						
37316141						
37316998						
37325279						
37328875						
37333125						
37336804						
37341470						
37345228						
37350684						
37355035						
37358917						
37362908						
37367565						
37371444						
37377595						
37380851						
37383217						
37387830						
37391840						
37400613						
AM LITHOGRAPHY CORP		[redacted]				
66896						
68739						
APPLIED ENERGY MANAGEMENT, INC			[redacted]			
NSTAR1112						
0113						
NSTAR0213						
NSTAR0313						
NSTAR0413						
NSTAR0513						
NSATR0513						
NSTAR0613						
NSTAR0613A						
NSTAR0713						
NSTAR0813						
NSTAR1013						
NSTAR0913						
COMMONWEALTH ELECTRICAL TECHNO		[redacted]				
28500						
28482						
COMPLETE RECYCLING SOLUTIONS L				[redacted]		
114555SM						
115001SMMAR						
115999SMAPRIL						
116222SM						
117000SMAUG						
117222SMSEPT						
117555SMOCT						
118333SM						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
ENVIRONMENTAL INTEGRITY CO LLC				[redacted]		[redacted]
3190						
3328						
3309						
3240						
3385						
3737						
3759						
3751						
3732						
GDS ASSOCIATES INC					[redacted]	[redacted]
0106002						
0108166						
HANNON ELECTRIC, INC.		[redacted]				[redacted]
0920131						
MASS INSTITUTE OF TECHNOLOGY					[redacted]	[redacted]
01042013						
NATIONAL RESOURCE MANAGEMENT, INC		[redacted]				[redacted]
BE0121712						
BE0013113						
BE0022813						
BE0033113						
BE0043013						
BE0053113						
BE0063013						
BE0073113						
BE0083113						
BE0093013						
BE0103113						
BEO121313						
NORTHERN ENERGY SERVICES		[redacted]				[redacted]
012574						
012622						
012633						
102639						
012654						
012650						
012667						
012677						
012704						
012712						
012692						
012724						
012734						
012741						
012749						
012755						
012760						
012766						
012776						
012788						
012795						
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7647NS1012						
7647NS1212E						
7647NSJAN13						
7647NS313						
7647NSFEB13						
7647NS413						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
06212013						
7647NS613						
7647NS713						
7647NS813						
7647NS913						
7647NS11/13						
PRISM CONSULTING						
NSTARSB73E						
NSTARSB74E						
NSTARSB76E						
SB77E						
NSTARSB77E						
NSTARSB75E						
NSTARSB78E						
NSTARSB79E						
NSTARSB81E						
NSTARSB80EA						
NSTARSB82E						
NSTARSB83E						
NSTARSB84E						
NSTARSB85E						
NSTARSB86E						
NSTARSB87E						
NSTARSB88E						
NSTARSB89E						
NSTARSB90E						
NSTARSB91E						
NSTARSB92E						
NSTARSB93E						
NSTARSB94E						
SB95E						
NSTARSB97E						
RETROCOOL ENERGY INC						
13821						
132						
RISE ENGINEERING-DIV THIELSCH						
102727						
101616						
103336						
104034						
104850						
105639						
106381						
107046						
106927						
107675						
107664						
109275						
109274						
110213						
110212						
110214						
110520						
110631						
SUBSIDIARY OF LIME ENERGY						
NSTAR1012						
NSTAR1112						
0113						
NSTAR0213						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
NSTAR0313		[redacted]				[redacted]
NSTAR0413						
NSTAR0513						
NSATR0513						
NSTAR0613						
NSTAR0613A						
NSTAR0713						
NSTAR0813						
NSTAR1013						
NSTAR0913						
TETRA TECH MA INC.					[redacted]	
50634094						
50719445						
50645333						
THE CADMUS GROUP, INC.						
INV135650						
INV149305						
TNT ENERGY LLC		[redacted]				
1039147						
10391481						
10391482						
10391491						
10391492						
10391501						
10391502						
10391512						
10391511						
10391521						
10391522						
10391531						
10391532						
10391541						
10391542						
10391561						
10391551						
10391552						
10391562						
10391572						
10391581						
10391571						
VEOLIA ENVIRONMENTAL SERVICES				[redacted]		
12312012SM						
04302013SM						
01312013SM						
02282013SM						
02282013LG						
05312013SM						
03312013SM						
07312013SM						
06302013SM						
10312013SM						
09302013SM						
WORKFLOWONE						
M06840643						
M06866093						
M06933767						
M06902261						
WORLD ENERGY SOLUTIONS, INC.						
NSTAR12142012EL						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
1231/2012ELE						
NSTAR1312013ELE						
NSTAR2282013ELE						
NSTAR3292013EL						
NSTAR4262113ELE						
NSTAR5292013ELE						
NSTAR6282013ELE						
NSTAR7292013ELE						
8202013ELE						
8302013ELE						
NSTAR9302013ELE						
NSTAR10312013EL						
Reclassification						
(blank)						
Grand Total						

REDACTED

Vendor Invoice Summary Table

2013-2015 Term Report

Notes

Eversource Electric (NSTAR)

• The following tables represents vendor invoices only. They do not include costs that are not paid via an invoice to a vendor, such as internal labor costs, internal expenses, direct incentive payments to participants, or loans repaid by participants as part of multi-year financing opportunities in certain core initiatives. Therefore, the totals in these tables will not match the totals in the Term Report Data tables.

• Allocated costs are those costs that are not specific to each core initiative. Such costs include IT support, legal services, general marketing for the efficiency programs, and other efficiency-related overhead costs provided by third-party vendors. These costs are allocated to each core initiative based on the core initiative's planned percentage of total costs.

• River Energy facilitates payment to other vendors for all PAs in order to minimize the administrative burdens and associated costs of invoicing; River Energy also provides meeting facilitation and other consulting services.

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (NSTAR)

2014 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs	[redacted]					[redacted]
COMPETITIVE RESOURCES INC.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
14-804-01	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
14-804-02	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
14-804-03	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
14-804-04	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
14-804-05	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
14-804-06	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
14-804-08	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
14-804-09	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
14-804-10	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
14-804-11	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
14-804-07	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
1380412	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
CONSERVATION SERVICE GROUP	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4848	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
4884	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
GDS ASSOCIATES INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
0116913	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
0113496	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
0112108	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
0109137	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
0109974	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
ICF RESOURCES LLC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTARELRA11	[redacted]	[redacted]		[redacted]		[redacted]
NSTARELRA12	[redacted]	[redacted]		[redacted]		[redacted]
NSTAREA001	[redacted]	[redacted]		[redacted]		[redacted]
NSTAREA002	[redacted]	[redacted]		[redacted]		[redacted]
NSTAREA003	[redacted]	[redacted]		[redacted]		[redacted]
NSTAREA004-14	[redacted]	[redacted]		[redacted]		[redacted]
NSTAREA005-14	[redacted]	[redacted]		[redacted]		[redacted]
NSTAREA006-14	[redacted]	[redacted]		[redacted]		[redacted]
BI-MF12_14NSTAR	[redacted]		[redacted]			[redacted]
NSTAREA007-14	[redacted]	[redacted]		[redacted]		[redacted]
NSTAREA008-14	[redacted]	[redacted]		[redacted]		[redacted]
NSTAREA009-14	[redacted]	[redacted]		[redacted]		[redacted]
NSTAREA010-14	[redacted]	[redacted]		[redacted]		[redacted]
NSTAREA011-14	[redacted]		[redacted]	[redacted]		[redacted]
NSTARGA004-14	[redacted]			[redacted]		[redacted]
NSTAREU8-14NLI	[redacted]		[redacted]			[redacted]
NSTAREU1114NLI	[redacted]		[redacted]			[redacted]
NSTAREU7-14NLI	[redacted]		[redacted]			[redacted]
BIMF1114NSTAR	[redacted]		[redacted]			[redacted]
NSTAREU1014NLI	[redacted]		[redacted]			[redacted]
BIMF1014NSTAR	[redacted]		[redacted]			[redacted]
NSTAREU9-14NLI	[redacted]		[redacted]			[redacted]
BI-MF10_14NSTAR	[redacted]		[redacted]			[redacted]
NAVIGANT CONSULTING INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
446487A	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
Northeast Energy Efficiency Partnership	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4954	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
4973	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
NSTARELRU11NLI	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
20140103	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
NSTARELRU12NLI	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
20140131	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (NSTAR)

2014 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
NSTAREU1NLI			[redacted]			[redacted]
20140228						
NSTAREU2NLI						
20140321						
NSTAREU3NLI						
20140417						
NSTAREU4-14NLI						
20140523						
NSTAREU5-14NLI						
20140627						
NSTAREU6-14NLI						
20140718						
OPINION DYNAMICS CORPORATION					[redacted]	
7647NSAUG14						
7647NSDEC13						
7647NSJAN14						
7647NSFEB14						
7647NS314						
7647NSAPR14						
RIVER ENERGY CONSULTANTS CORP- Baker's Best				[redacted]		
8469						
RIVER ENERGY CONSULTANTS CORP- Committee Meeting						
8515						
TETRA TECH MA INC.					[redacted]	
50814654						
50814619						
50822048						
50822066						
50825185						
50825151						
50832042						
50832026						
50834697						
50834679						
50834645						
50848363						
50848300						
50848339						
50848705						
50848687						
50860417						
50860435						
50860453						
50860382						
50860350						
50861021						
50861002						
50861030						
50752422						
50773137						
5077662						
50789664						
50789655						
50789470						
50789449						
50789479						
50789606						
50800428						

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (NSTAR)

2014 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50800457						
50800471						
THE CADMUS GROUP, INC.						
166927						
INV-169706						
INV-63860402-CR						
INV-6386042A-CR						
INV-172302						
INV-175324						
INV-178776						
INV-182770						
INV-188180						
INV-190128						
INV-192096						
INV-194359						
INV-200497						
TRC						
12052A						
Reclassification						
(blank)						
Grand Total						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (NSTAR)

2014 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs	[redacted]					[redacted]
COMPETITIVE RESOURCES INC.				[redacted]		[redacted]
14-804-01				[redacted]		[redacted]
14-804-02				[redacted]		[redacted]
14-804-03				[redacted]		[redacted]
14-804-04				[redacted]		[redacted]
14-804-05				[redacted]		[redacted]
14-804-06				[redacted]		[redacted]
14-804-08				[redacted]		[redacted]
14-804-09				[redacted]		[redacted]
14-804-10				[redacted]		[redacted]
14-804-11				[redacted]		[redacted]
14-804-07				[redacted]		[redacted]
1380412				[redacted]		[redacted]
CONSERVATION SERVICE GROUP		[redacted]	[redacted]	[redacted]		[redacted]
RES20131203		[redacted]				[redacted]
RES_20140401		[redacted]	[redacted]	[redacted]		[redacted]
RES_20140613		[redacted]	[redacted]	[redacted]		[redacted]
RES20140101			[redacted]	[redacted]		[redacted]
RES_20140201A			[redacted]	[redacted]		[redacted]
RES_20140301			[redacted]	[redacted]		[redacted]
RES_20140501			[redacted]	[redacted]		[redacted]
RES_20140712			[redacted]			[redacted]
RES_20140801		[redacted]	[redacted]	[redacted]		[redacted]
RES_20140913			[redacted]	[redacted]		[redacted]
RES20141001			[redacted]	[redacted]		[redacted]
RES_20141101			[redacted]	[redacted]		[redacted]
RES_20141201			[redacted]	[redacted]		[redacted]
GDS ASSOCIATES INC	[redacted]	[redacted]			[redacted]	[redacted]
(blank)						[redacted]
0116913	[redacted]					[redacted]
0113496	[redacted]					[redacted]
0109137	[redacted]					[redacted]
0109974	[redacted]					
NAVIGANT CONSULTING INC					[redacted]	[redacted]
446487A					[redacted]	[redacted]
Northeast Energy Efficiency Partnership					[redacted]	[redacted]
4954					[redacted]	[redacted]
4973					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
(blank)					[redacted]	[redacted]
7647NSAUG14					[redacted]	[redacted]
7647NSFEB14					[redacted]	[redacted]
7647NS314					[redacted]	[redacted]
7647NSAPR14					[redacted]	[redacted]
RISE ENGINEERING-DIV THIELSCH				[redacted]		[redacted]
111899				[redacted]		[redacted]
112598				[redacted]		[redacted]
113435				[redacted]		[redacted]
114392				[redacted]		[redacted]
115366				[redacted]		[redacted]
116313				[redacted]		[redacted]
117819				[redacted]		[redacted]
118832				[redacted]		[redacted]
119842				[redacted]		[redacted]
120824				[redacted]		[redacted]

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (NSTAR)

2014 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
121455				[redacted]		[redacted]
RIVER ENERGY CONSULTANTS CORP- Baker's Best				[redacted]		[redacted]
8469				[redacted]		[redacted]
RIVER ENERGY CONSULTANTS CORP- Committee Meeting				[redacted]		[redacted]
8515				[redacted]		[redacted]
STANDARD REGISTER COMPANY		[redacted]				[redacted]
M07156152		[redacted]				[redacted]
TETRA TECH MA INC.					[redacted]	[redacted]
50814619					[redacted]	[redacted]
50822048					[redacted]	[redacted]
50822066					[redacted]	[redacted]
50825185					[redacted]	[redacted]
50825151					[redacted]	[redacted]
50832042					[redacted]	[redacted]
50832026					[redacted]	[redacted]
50834697					[redacted]	[redacted]
50834645					[redacted]	[redacted]
50848363					[redacted]	[redacted]
50848300					[redacted]	[redacted]
50848687					[redacted]	[redacted]
50860435					[redacted]	[redacted]
50860382					[redacted]	[redacted]
50860350					[redacted]	[redacted]
50861002					[redacted]	[redacted]
50861030					[redacted]	[redacted]
50789664					[redacted]	[redacted]
50789655					[redacted]	[redacted]
50789470					[redacted]	[redacted]
50789449					[redacted]	[redacted]
50789479					[redacted]	[redacted]
50789606					[redacted]	[redacted]
50800428					[redacted]	[redacted]
50800457					[redacted]	[redacted]
50800471					[redacted]	[redacted]
TETRA TECH MA INC.					[redacted]	[redacted]
THE CADMUS GROUP, INC.					[redacted]	[redacted]
INV-175324					[redacted]	[redacted]
INV-178776					[redacted]	[redacted]
INV-182770					[redacted]	[redacted]
INV-188180					[redacted]	[redacted]
INV-190128					[redacted]	[redacted]
INV-192096					[redacted]	[redacted]
INV-194359					[redacted]	[redacted]
INV-200497					[redacted]	[redacted]
THE CADMUS GROUP, INC.					[redacted]	[redacted]
Reclassification				[redacted]		[redacted]
(blank)				[redacted]		[redacted]
Grand Total	[redacted]					

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2014 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All IT Allocated Costs						
All Legal Allocated Costs						
ALL MEDIA		[redacted]				
082614						
COMMONWEALTH OF MASSACHUSETTS	[redacted]					
2014ENERCSASMT						
COMPETITIVE RESOURCES INC.				[redacted]		
14-804-01						
14-804-02						
14-804-03						
14-804-04						
14-804-05						
14-804-06						
14-804-08						
14-804-09						
14-804-10						
14-804-11						
1380412						
CONSERVATION SERVICE GROUP		[redacted]				
20131230NSPI						
013114-NSTARE-M						
022814NSTARE						
033114NSTAR416						
033114NSTAREMKT						
043014NSTAREMKT						
053114NSTAREMK						
063014NSTARE						
013114NSTAR41						
013114NSTAR413						
013114-NSTAR						
022814NSTAR418						
022814NSTAR416						
022814-NSTAR416						
022814NSTAR						
013114NSTAR418						
033114NSTAR413						
033114NSTAR418						
043014NSTAR-418						
043014NSTAR416S						
043014NSTAR413						
043014NSTAR-416						
053114-NSTAR413						
053114-NSTAR418						
053114NSTAR416S						
053114-NSTAR416						
063014NSTAR416S						
063014NSTAR416						
063014NSTAR413						
073114-NSTAR						
073114NSTAR-4						
083114NSTAR416						
083114NSTAR416S						
083114NSTAR413						
2013FINAL-NSPI						
07312014_NSPI						
093014NSTAR416S						
093014NSTAR413						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2014 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
093014NSTAR416						
103114NSTAR416S						
103114NSTAR416						
103114NSTAR413						
113014NSTAR416S						
113014NSTAR413						
113014NSTAR416A						
113014NSTAR416						
063014NSTAR418						
073114-NSTAR-4						
083114NSTAR418						
093014NSTAR418						
103114NSTAR418						
113014NSTAR418						
073114NSTARMKTG						
083114NSTARMKTG						
113014NSTARMKTG						
123114NSTAR416						
123114NSTAR413						
123114-NSTAR						
123114NSTARBLDG						
123114NSTAR418						
123114NSTARMKTG						
GDS ASSOCIATES INC						
0116913						
0113496						
0112108						
0109137						
0109974						
HONEYWELL INTERNATIONAL INC						
5228148922						
5228379712						
1400052021						
5228663752						
5228691704						
5229051224						
5229221657						
5229631573						
5229650875						
5229847081						
5230113966						
5231307002						
5227369540A						
Reclassification						
NAOMI MERMIN CONSULTING						
213						
NAVIGANT CONSULTING INC						
446487A						
OPINION DYNAMICS CORPORATION						
7647NSAUG14						
7647NSDEC13						
7647NSJAN14						
7647NSFEB14						
7647NS314						
7647NSAPR14						
RISE ENGINEERING-DIV THIELSCH						
118946						
118950						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2014 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
119439			[redacted]			[redacted]
119846						
119916						
120870						
121369						
RIVER ENERGY CONSULTANTS CORP- Affordable Comfort		[redacted]				
8103						
RIVER ENERGY CONSULTANTS CORP- Ansafone, River Energy Consultant						
7238						
7313						
7449						
7604						
7699						
7796						
7883						
8038						
8211						
8338						
8504						
8701						
RIVER ENERGY CONSULTANTS CORP- Ansafone, Verizon Business						
7922						
RIVER ENERGY CONSULTANTS CORP- Baker's Best				[redacted]		
8469						
RIVER ENERGY CONSULTANTS CORP- Brainstorms						
7483						
RIVER ENERGY CONSULTANTS CORP- CBS Radio						
7940						
RIVER ENERGY CONSULTANTS CORP- Committee Meeting						
8515						
RIVER ENERGY CONSULTANTS CORP- Endicott Estate				[redacted]		
8222						
RIVER ENERGY CONSULTANTS CORP- EnergySavvy						
7230						
8450						
RIVER ENERGY CONSULTANTS CORP- Greater Media						
7904						
8077						
8243						
8303						
8314						
8372						
RIVER ENERGY CONSULTANTS CORP- Greater Media Radio						
8541						
8602						
8748						
RIVER ENERGY CONSULTANTS CORP- Naomi Mermin Consulting						
7623						
7718						
7948						
8271						
8406						
RIVER ENERGY CONSULTANTS CORP- PrintSynergy						
7414						
6056						
RIVER ENERGY CONSULTANTS CORP- Sitecord						
8121						
STANDARD REGISTER COMPANY						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2014 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
M07156152		[redacted]				[redacted]
TETRA TECH MA INC.					[redacted]	
50814654						
50814619						
50822048						
50822066						
50825185						
50825151						
50832042						
50832026						
50834697						
50834679						
50834645						
50848363						
50848300						
50848339						
50848705						
50848687						
50860417						
50860435						
50860453						
50860382						
50860350						
50861021						
50861002						
50861030						
THE CADMUS GROUP, INC.						
63860402A						
166927						
INV-169706						
INV-63860402-CR						
INV-6386042A-CR						
INV-172302						
INV-175324						
INV-178776						
INV-182770						
INV-188158						
INV-188180						
INV-190128						
INV-192096						
INV-194359						
INV-200497						
UNIVERSAL WILDE, INC.		[redacted]				[redacted]
240162						
Reclassification		[redacted]				
(blank)						
Grand Total	[redacted]					

Vendor Invoice Summary Table

1. Residential Whole House

Residential Behavior/Feedback Program

Eversource Electric (NSTAR)

2014 Residential Behavior/Feedback Program						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs	[redacted]					[redacted]
GDS ASSOCIATES INC	[redacted]					[redacted]
0116913	[redacted]					[redacted]
0113496	[redacted]					[redacted]
0109137	[redacted]					[redacted]
0109974	[redacted]					[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7647NSAUG14					[redacted]	[redacted]
7647NSDEC13					[redacted]	[redacted]
7647NSJAN14					[redacted]	[redacted]
7647NSFEB14					[redacted]	[redacted]
7647NS314					[redacted]	[redacted]
7647NSAPR14					[redacted]	[redacted]
OPOWER INC.				[redacted]		[redacted]
SI-02292				[redacted]		[redacted]
SI-02068				[redacted]		[redacted]
SI-01930				[redacted]		[redacted]
SI01788				[redacted]		[redacted]
SI01791				[redacted]		[redacted]
Reclassification				[redacted]		[redacted]
(blank)				[redacted]		[redacted]
Grand Total	[redacted]			[redacted]	[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (NSTAR)

2014 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]	[redacted]				[redacted]
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						[redacted]
APEX ANALYTICS					[redacted]	[redacted]
295					[redacted]	[redacted]
327					[redacted]	[redacted]
340					[redacted]	[redacted]
354					[redacted]	[redacted]
367					[redacted]	[redacted]
400					[redacted]	[redacted]
418					[redacted]	[redacted]
385					[redacted]	[redacted]
CONSERVATION SERVICE GROUP		[redacted]	[redacted]	[redacted]		[redacted]
84CSNSTAR		[redacted]				[redacted]
85CSNSTAR		[redacted]	[redacted]	[redacted]		[redacted]
86-CSNSTAR		[redacted]	[redacted]	[redacted]		[redacted]
87-CSNSTAR		[redacted]	[redacted]	[redacted]		[redacted]
88-CSNSTAR		[redacted]	[redacted]	[redacted]		[redacted]
89-CSNSTAR		[redacted]	[redacted]	[redacted]		[redacted]
90-CSNSTAR		[redacted]				[redacted]
91-CSNSTAR		[redacted]	[redacted]	[redacted]		[redacted]
92-CSNSTAR		[redacted]	[redacted]	[redacted]		[redacted]
93-CSNSTAR		[redacted]	[redacted]	[redacted]		[redacted]
94-CSNSTAR		[redacted]	[redacted]	[redacted]		[redacted]
95-CSNSTAR		[redacted]	[redacted]	[redacted]		[redacted]
96-CSNSTAR			[redacted]	[redacted]		[redacted]
D&R INTERNATIONAL, LTD.					[redacted]	[redacted]
3					[redacted]	[redacted]
ENERGY FEDERATION INC.		[redacted]	[redacted]			[redacted]
0170267-IN		[redacted]				[redacted]
0161880-IN		[redacted]	[redacted]			[redacted]
GDS ASSOCIATES INC	[redacted]				[redacted]	[redacted]
0116913	[redacted]					[redacted]
0113496	[redacted]					[redacted]
0112108					[redacted]	[redacted]
0109137	[redacted]					[redacted]
0109974	[redacted]					[redacted]
NAVIGANT CONSULTING INC					[redacted]	[redacted]
446487A					[redacted]	[redacted]
Northeast Energy Efficiency Partnership					[redacted]	[redacted]
4973					[redacted]	[redacted]
4809					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7647NSAUG14					[redacted]	[redacted]
7647NSDEC13					[redacted]	[redacted]
7647NSJAN14					[redacted]	[redacted]
7647NSFEB14					[redacted]	[redacted]
7647NS314					[redacted]	[redacted]
7647NSAPR14					[redacted]	[redacted]
PARAGO SERVICES CORP		[redacted]	[redacted]	[redacted]		[redacted]
0094948IN			[redacted]	[redacted]		[redacted]
0096313IN			[redacted]	[redacted]		[redacted]
0096362IN			[redacted]	[redacted]		[redacted]
0097313IN			[redacted]	[redacted]		[redacted]
0097378-IN			[redacted]	[redacted]		[redacted]
0097619-IN			[redacted]	[redacted]		[redacted]
0097765-IN			[redacted]	[redacted]		[redacted]
0097848-IN			[redacted]	[redacted]		[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (NSTAR)

2014 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
0097989-IN			[redacted]	[redacted]		[redacted]
0098265-IN			[redacted]	[redacted]		[redacted]
0098218-IN			[redacted]	[redacted]		[redacted]
0098482-IN			[redacted]	[redacted]		[redacted]
0100583-IN			[redacted]	[redacted]		[redacted]
0100680-IN			[redacted]	[redacted]		[redacted]
200010			[redacted]	[redacted]		[redacted]
240010			[redacted]	[redacted]		[redacted]
250002			[redacted]	[redacted]		[redacted]
250009			[redacted]	[redacted]		[redacted]
5D250015			[redacted]	[redacted]		[redacted]
5D250021			[redacted]	[redacted]		[redacted]
0095307IN				[redacted]		[redacted]
0097682-IN				[redacted]		[redacted]
0098279-IN				[redacted]		[redacted]
0100546-IN				[redacted]		[redacted]
25ME002				[redacted]		[redacted]
0100555-IN			[redacted]	[redacted]		[redacted]
244030			[redacted]	[redacted]		[redacted]
240049			[redacted]	[redacted]		[redacted]
240081			[redacted]	[redacted]		[redacted]
4L240109			[redacted]	[redacted]		[redacted]
5D25ME014				[redacted]		[redacted]
4L240133			[redacted]	[redacted]		[redacted]
5D25ME020				[redacted]		[redacted]
5D250042			[redacted]	[redacted]		[redacted]
5D250049		[redacted]	[redacted]	[redacted]		[redacted]
4L240218			[redacted]	[redacted]		[redacted]
5D250056			[redacted]	[redacted]		[redacted]
4L240244			[redacted]	[redacted]		[redacted]
5D25ME032		[redacted]	[redacted]	[redacted]		[redacted]
5D250063			[redacted]	[redacted]		[redacted]
4L240268		[redacted]	[redacted]	[redacted]		[redacted]
5D250070		[redacted]	[redacted]	[redacted]		[redacted]
5D25ME038		[redacted]	[redacted]	[redacted]		[redacted]
4L240298		[redacted]	[redacted]	[redacted]		[redacted]
5D250077			[redacted]	[redacted]		[redacted]
4L240325		[redacted]	[redacted]	[redacted]		[redacted]
5D250084			[redacted]	[redacted]		[redacted]
5D25ME044		[redacted]	[redacted]	[redacted]		[redacted]
5D250091			[redacted]	[redacted]		[redacted]
4L240353			[redacted]	[redacted]		[redacted]
5D25ME050				[redacted]		[redacted]
5D250098			[redacted]	[redacted]		[redacted]
4L240382			[redacted]	[redacted]		[redacted]
RIVER ENERGY CONSULTANTS CORP- Baker's Best				[redacted]		[redacted]
8469				[redacted]		[redacted]
RIVER ENERGY CONSULTANTS CORP- Committee Meeting				[redacted]		[redacted]
8515				[redacted]		[redacted]
STANDARD REGISTER COMPANY		[redacted]	[redacted]	[redacted]		[redacted]
M07113186		[redacted]	[redacted]	[redacted]		[redacted]
M07156152		[redacted]	[redacted]	[redacted]		[redacted]
TETRA TECH MA INC.					[redacted]	[redacted]
50814654					[redacted]	[redacted]
50814619					[redacted]	[redacted]
50822048					[redacted]	[redacted]
50822066					[redacted]	[redacted]
50825185					[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (NSTAR)

2014 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50825151						
50832042						
50832026						
50834697						
50834679						
50834645						
50848363						
50848300						
50848339						
50848705						
50848687						
50860417						
50860435						
50860453						
50860382						
50860350						
50861021						
50861002						
50861030						
50752422						
50773137						
5077662						
50789664						
50789655						
50789470						
50789449						
50789479						
50789606						
50800428						
50800457						
50800471						
THE CADMUS GROUP, INC.						
63860402A						
166927						
INV-169706						
INV-63860402-CR						
INV-6386042A-CR						
INV-172302						
INV-175324						
INV-178776						
INV-182770						
INV-188180						
INV-190128						
INV-192096						
INV-194359						
INV-200497						
Reclassification						
(blank)						
Grand Total						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2014 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs	[redacted]					[redacted]
APEX ANALYTICS					[redacted]	
243					[redacted]	
258					[redacted]	
295					[redacted]	
303					[redacted]	
327					[redacted]	
340					[redacted]	
354					[redacted]	[redacted]
367					[redacted]	[redacted]
400					[redacted]	[redacted]
418					[redacted]	[redacted]
385					[redacted]	[redacted]
ENERGY FEDERATION INC.			[redacted]	[redacted]		[redacted]
0879237-IN			[redacted]	[redacted]		[redacted]
0896511-IN			[redacted]	[redacted]		[redacted]
0908117-IN			[redacted]	[redacted]		[redacted]
0923044-IN			[redacted]	[redacted]		[redacted]
0935044-IN			[redacted]	[redacted]		[redacted]
0946719-IN			[redacted]	[redacted]		[redacted]
0961211-IN			[redacted]	[redacted]		[redacted]
0971961-IN			[redacted]	[redacted]		[redacted]
979950			[redacted]	[redacted]		[redacted]
0992802-IN			[redacted]	[redacted]		[redacted]
0115605-IN			[redacted]	[redacted]		[redacted]
0155493-IN			[redacted]	[redacted]		[redacted]
GDS ASSOCIATES INC	[redacted]				[redacted]	[redacted]
0116913	[redacted]					[redacted]
0113496	[redacted]					[redacted]
0112108					[redacted]	
0109137	[redacted]					[redacted]
0109974	[redacted]					[redacted]
Lockheed Martin				[redacted]		[redacted]
21343553				[redacted]		[redacted]
21369801				[redacted]		[redacted]
21369793				[redacted]		[redacted]
21352884				[redacted]		[redacted]
21352892				[redacted]		[redacted]
21394363				[redacted]		[redacted]
21394372				[redacted]		[redacted]
21410261				[redacted]		[redacted]
21410252				[redacted]		[redacted]
21442012				[redacted]		[redacted]
21427863				[redacted]		[redacted]
21427810				[redacted]		[redacted]
21441776				[redacted]		[redacted]
21461688				[redacted]		[redacted]
21461687				[redacted]		[redacted]
21475017				[redacted]		[redacted]
21475018				[redacted]		[redacted]
21491093				[redacted]		[redacted]
21506880				[redacted]		[redacted]
21491094				[redacted]		[redacted]
21506881				[redacted]		[redacted]
TMP-00667607				[redacted]		[redacted]
TMP-00668896				[redacted]		[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2014 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
21532366				[redacted]		[redacted]
21529334						
NAVIGANT CONSULTING INC					[redacted]	
446487A						
NMR GROUP, INC						
2152AE						
2152AF						
Northeast Energy Efficiency Partnership						
4809						
4861						
4897						
OPINION DYNAMICS CORPORATION						
7647NSAUG14						
7647NSDEC13						
7647NSJAN14						
7647NSFEB14						
7647NS314						
7647NSAPR14						
PARAGO SERVICES CORP		[redacted]	[redacted]	[redacted]		[redacted]
0094966-IN						
0095167-IN						
0097309-IN						
0095278-IN						
0095276-IN						
0097570-IN						
0098183-IN						
0097325-IN						
0097822-IN						
0097307-IN						
0097923-IN						
0097921-IN						
0097525-IN						
0098382-IN						
0098384-IN						
0097523-IN						
0097974-IN						
0098505-IN						
0098499-IN						
0098501-IN						
0100614-IN						
0100625-IN						
220012						
220014						
22ME002						
0100518-IN						
220051						
220053						
02B 220035						
02B 220033						
2B 220071						
2B 220069						
22ME008						
2B 220079						
2B 220096						
2B 220115						
2B 220117						
2B 220094						
22ME014						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2014 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
2B 220155			[redacted]	[redacted]		[redacted]
2B 220153			[redacted]	[redacted]		[redacted]
2B 220137			[redacted]	[redacted]		[redacted]
2B 220197			[redacted]	[redacted]		[redacted]
2B 220195			[redacted]	[redacted]		[redacted]
2B 220177			[redacted]	[redacted]		[redacted]
2B 220213			[redacted]	[redacted]		[redacted]
2B 22ME032				[redacted]		[redacted]
22ME020				[redacted]		[redacted]
2B 22ME026				[redacted]		[redacted]
2B 220135			[redacted]	[redacted]		[redacted]
2B 220175			[redacted]	[redacted]		[redacted]
2B 220234			[redacted]	[redacted]		[redacted]
2B 220236			[redacted]	[redacted]		[redacted]
2B 220279			[redacted]	[redacted]		[redacted]
2B 220277			[redacted]	[redacted]		[redacted]
2B 220258			[redacted]	[redacted]		[redacted]
2B 220296			[redacted]	[redacted]		[redacted]
2B 220260			[redacted]	[redacted]		[redacted]
2B 220245		[redacted]		[redacted]		[redacted]
2B 22ME044				[redacted]		[redacted]
2B 22ME038				[redacted]		[redacted]
2B 220305		[redacted]		[redacted]		[redacted]
2B 220307			[redacted]	[redacted]		[redacted]
2B 220298			[redacted]	[redacted]		[redacted]
2B 220299			[redacted]	[redacted]		[redacted]
RIVER ENERGY CONSULTANTS CORP- Baker's Best				[redacted]		[redacted]
8469				[redacted]		[redacted]
RIVER ENERGY CONSULTANTS CORP- Committee Meeting				[redacted]		[redacted]
8515				[redacted]		[redacted]
TETRA TECH MA INC.					[redacted]	[redacted]
50814619					[redacted]	[redacted]
50822048					[redacted]	[redacted]
50822066					[redacted]	[redacted]
50825185					[redacted]	[redacted]
50825151					[redacted]	[redacted]
50832042					[redacted]	[redacted]
50832026					[redacted]	[redacted]
50834697					[redacted]	[redacted]
50834645					[redacted]	[redacted]
50848363					[redacted]	[redacted]
50848300					[redacted]	[redacted]
50848687					[redacted]	[redacted]
50860435					[redacted]	[redacted]
50860382					[redacted]	[redacted]
50860350					[redacted]	[redacted]
50861002					[redacted]	[redacted]
50861030					[redacted]	[redacted]
50752422					[redacted]	
50773137					[redacted]	
5077662					[redacted]	
50789664					[redacted]	
50789655					[redacted]	
50789470					[redacted]	
50789449					[redacted]	
50789479					[redacted]	
50789606					[redacted]	
50800428					[redacted]	

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2014 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50800457					[redacted]	
50800471						
THE CADMUS GROUP, INC.		[redacted]				[redacted]
166927						
INV-169706						
INV-63860402-CR						
INV-6386042A-CR						
INV-172302						
INV-175324						
INV-178776						
INV-182770						
INV-188180						
INV-190128						
INV-192096						
INV-194359						
INV-165978						
INV-169479						
INV-169473						
INV-173683						
INV-173677						
INV-170670						
INV-170664						
INV-177253						
INV-177247						
INV-179841						
INV-179847						
INV-183434						
INV-183428						
INV-186080						
INV-186074						
INV-188968						
INV-188962						
INV-191838						
INV-191833						
INV-193366						
INV-193360						
INV-199833						
INV-199827						
INV-200497					[redacted]	
Universal Wilde		[redacted]				
240224						
Reclassification					[redacted]	
(blank)						
Grand Total	[redacted]					

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2014 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs	[redacted]					[redacted]
APEX ANALYTICS					[redacted]	[redacted]
243					[redacted]	[redacted]
258					[redacted]	[redacted]
295					[redacted]	[redacted]
303					[redacted]	[redacted]
327					[redacted]	[redacted]
340					[redacted]	[redacted]
354					[redacted]	[redacted]
367					[redacted]	[redacted]
400					[redacted]	[redacted]
418					[redacted]	[redacted]
118					[redacted]	[redacted]
ENERGY FEDERATION INC.			[redacted]			[redacted]
0879238-IN			[redacted]			[redacted]
0896512-IN			[redacted]			[redacted]
0908118-IN			[redacted]			[redacted]
0923045-IN			[redacted]			[redacted]
0935045-IN			[redacted]			[redacted]
0946720-IN			[redacted]			[redacted]
0961212-IN			[redacted]			[redacted]
0971979-IN			[redacted]			[redacted]
0979951-IN			[redacted]			[redacted]
0992803-IN			[redacted]			[redacted]
0115606-IN			[redacted]			[redacted]
0155494-IN			[redacted]			[redacted]
GDS ASSOCIATES INC	[redacted]				[redacted]	[redacted]
0116913	[redacted]					[redacted]
0113496	[redacted]					[redacted]
0112108					[redacted]	[redacted]
0109137	[redacted]					[redacted]
0109974	[redacted]					[redacted]
JACO			[redacted]	[redacted]		[redacted]
N4244			[redacted]	[redacted]		[redacted]
N4245			[redacted]	[redacted]		[redacted]
N4246			[redacted]	[redacted]		[redacted]
N4247			[redacted]	[redacted]		[redacted]
N4248			[redacted]	[redacted]		[redacted]
N4249			[redacted]	[redacted]		[redacted]
N4250			[redacted]	[redacted]		[redacted]
N4251			[redacted]	[redacted]		[redacted]
N4252A			[redacted]	[redacted]		[redacted]
N4253			[redacted]	[redacted]		[redacted]
N4254			[redacted]	[redacted]		[redacted]
N4255			[redacted]	[redacted]		[redacted]
Lockheed Martin				[redacted]		[redacted]
21343553				[redacted]		[redacted]
21369801				[redacted]		[redacted]
21369793				[redacted]		[redacted]
21352884				[redacted]		[redacted]
21352892				[redacted]		[redacted]
21394363				[redacted]		[redacted]
21394372				[redacted]		[redacted]
21410261				[redacted]		[redacted]
21410252				[redacted]		[redacted]
21442012				[redacted]		[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2014 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
21427863				[redacted]		[redacted]
21427810						
21441776						
21461688						
21461687						
21475017						
21475018						
21491093						
21506880						
21491094						
21506881						
TMP-00667607						
TMP-00668896						
21532366						
21529334						
NAVIGANT CONSULTING INC					[redacted]	[redacted]
446487A						
OPINION DYNAMICS CORPORATION						
7647NSAUG14						
7647NSDEC13						
7647NSJAN14						
7647NSFEB14						
7647NS314						
7647NSAPR14						
PARAGO SERVICES CORP		[redacted]				
0095301-IN						
0095351-IN			[redacted]			
0094960-IN						
0095298-IN						
0095277-IN						
0097308-IN						
0097694-IN						
0097516-IN			[redacted]			
0097253-IN						
0097426-IN						
0098305-IN						
0098383-IN			[redacted]			
0098411-IN						
0098371-IN						
0097524-IN						
0097969-IN						
0097922-IN						
0098500-IN						
0098474-IN						
0100512-IN						
0100461-IN			[redacted]			
0100747-IN						
220013						
210002						
21ME002						
220021		[redacted]				
02B 220034			[redacted]			
210009						
0100626-IN						
220052						
2B 220070						
1M 210028						
1M 210015						

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2014 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
1M 210022			[redacted]	[redacted]		[redacted]
2B 220116			[redacted]	[redacted]		[redacted]
2B 220095			[redacted]	[redacted]		[redacted]
1C 21ME014				[redacted]		[redacted]
1C 21ME008				[redacted]		[redacted]
1M 210039			[redacted]	[redacted]		[redacted]
2B 220136			[redacted]	[redacted]		[redacted]
1M 210033			[redacted]	[redacted]		[redacted]
1C 21ME020				[redacted]		[redacted]
1M 210045			[redacted]	[redacted]		[redacted]
2B 220154			[redacted]	[redacted]		[redacted]
2B 220176			[redacted]	[redacted]		[redacted]
2B 220214			[redacted]	[redacted]		[redacted]
1M 210057			[redacted]	[redacted]		[redacted]
1C 21ME026				[redacted]		[redacted]
1C 210046			[redacted]	[redacted]		[redacted]
1M 210063			[redacted]	[redacted]		[redacted]
1C 21ME038				[redacted]		[redacted]
1M 210069			[redacted]	[redacted]		[redacted]
2B 220235			[redacted]	[redacted]		[redacted]
2B 220278			[redacted]	[redacted]		[redacted]
2B 220297			[redacted]	[redacted]		[redacted]
1M 210080			[redacted]	[redacted]		[redacted]
IM 210088			[redacted]	[redacted]		[redacted]
1C 21ME032				[redacted]		[redacted]
1C 21ME044				[redacted]		[redacted]
2B 220309				[redacted]		[redacted]
1M 210094			[redacted]	[redacted]		[redacted]
2B 220300			[redacted]	[redacted]		[redacted]
2B 220259			[redacted]	[redacted]		[redacted]
1C 210074			[redacted]	[redacted]		[redacted]
1C 210085			[redacted]	[redacted]		[redacted]
2B 220223		[redacted]		[redacted]		[redacted]
1M 210051			[redacted]	[redacted]		[redacted]
RIVER ENERGY CONSULTANTS CORP- Baker's Best				[redacted]		[redacted]
8469				[redacted]		[redacted]
RIVER ENERGY CONSULTANTS CORP- Committee Meeting				[redacted]		[redacted]
8515				[redacted]		[redacted]
TETRA TECH MA INC.					[redacted]	[redacted]
50814619					[redacted]	[redacted]
50822048					[redacted]	[redacted]
50822066					[redacted]	[redacted]
50825185					[redacted]	[redacted]
50825151					[redacted]	[redacted]
50832042					[redacted]	[redacted]
50832026					[redacted]	[redacted]
50834697					[redacted]	[redacted]
50834645					[redacted]	[redacted]
50848363					[redacted]	[redacted]
50848300					[redacted]	[redacted]
50848687					[redacted]	[redacted]
50860435					[redacted]	[redacted]
50860382					[redacted]	[redacted]
50860350					[redacted]	[redacted]
50861002					[redacted]	[redacted]
50861030					[redacted]	[redacted]
50752422					[redacted]	[redacted]
50773137					[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2014 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
5077662					[redacted]	[redacted]
50789664						
50789655						
50789470						
50789449						
50789479						
50789606						
50800428						
50800457						
50800471						
THC Business Trust			[redacted]			
121014						
THE CADMUS GROUP, INC.		[redacted]				
166927						
INV-169706						
INV-63860402-CR						
INV-6386042A-CR						
INV-172302						
INV-175324						
INV-178776						
INV-182770						
INV-188180						
INV-190128						
INV-192096						
INV-194359						
INV-165978		[redacted]				
INV-169479						
INV-169473						
INV-173683						
INV-173677						
INV-170670						
INV-170664						
INV-177253						
INV-177247						
INV-179841						
INV-179847						
INV-183434						
INV-183428						
INV-186080						
INV-186074						
INV-188968						
INV-188962						
INV-191838						
INV-191833						
INV-193366						
INV-193360						
INV-199833						
INV-199827						
INV-200497					[redacted]	
Top Ten USA		[redacted]				
18						
Universal Wilde						
230301						
240039						
240134						
240191						
Reclassification					[redacted]	
(blank)						

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2014 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Grand Total						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income New Construction

Eversource Electric (NSTAR)

2014 Low-Income New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs	[redacted]					[redacted]
GDS ASSOCIATES INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
0116913	[redacted]					[redacted]
0113496	[redacted]					[redacted]
0112108					[redacted]	[redacted]
0109137	[redacted]					[redacted]
0109974	[redacted]					[redacted]
ICF RESOURCES LLC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR E LR U12 LI		[redacted]	[redacted]			[redacted]
NSTAR E LR U11 LI		[redacted]	[redacted]		[redacted]	[redacted]
NSTAR E U1 LI		[redacted]	[redacted]			[redacted]
NSTAR E U2 LI		[redacted]	[redacted]			[redacted]
NSTAR E U3LI		[redacted]	[redacted]			[redacted]
NSTAR E U6-14 LI		[redacted]	[redacted]			[redacted]
NSTAR EU4-14LI		[redacted]	[redacted]			[redacted]
NSTAR E U7-14LI		[redacted]	[redacted]			[redacted]
NSTAR E U10-14LI		[redacted]	[redacted]			[redacted]
NSTAR EU11-14LI		[redacted]	[redacted]			[redacted]
BI-MF12_14NSTARLI		[redacted]	[redacted]			[redacted]
BI-MF11_14NSTARLI		[redacted]	[redacted]			[redacted]
BI-MF10_14NSTARLI		[redacted]	[redacted]			[redacted]
NSTAR E A004-14				[redacted]		[redacted]
NSTAR E A002				[redacted]		[redacted]
NSTAR ELRA11				[redacted]		[redacted]
NSTAR E LR A12				[redacted]		[redacted]
NSTAR E A001				[redacted]		[redacted]
NSTAR E A006-14				[redacted]		[redacted]
NSTAR E A005-14				[redacted]		[redacted]
NSTAR E A007-1`4				[redacted]		[redacted]
NSTAR E A008-14				[redacted]		[redacted]
NSTAR E A009-14				[redacted]		[redacted]
NSTAR E A010-14				[redacted]		[redacted]
NSTAR E A011-14				[redacted]		[redacted]
NSTAR E A003				[redacted]		[redacted]
NAVIGANT CONSULTING INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
446487A					[redacted]	[redacted]
TETRA TECH MA INC.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50814619					[redacted]	[redacted]
50822048					[redacted]	[redacted]
50822066					[redacted]	[redacted]
50825185					[redacted]	[redacted]
50825151					[redacted]	[redacted]
50832042					[redacted]	[redacted]
50832026					[redacted]	[redacted]
50834697					[redacted]	[redacted]
50834645					[redacted]	[redacted]
50848363					[redacted]	[redacted]
50848300					[redacted]	[redacted]
50848687					[redacted]	[redacted]
50860435					[redacted]	[redacted]
50860382					[redacted]	[redacted]
50860350					[redacted]	[redacted]
50861002					[redacted]	[redacted]
50861030					[redacted]	[redacted]
50752422					[redacted]	[redacted]
50773137					[redacted]	[redacted]

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income New Construction

Eversource Electric (NSTAR)

2014 Low-Income New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50789664						
50789655						
50789470						
50789449						
50789479						
50789606						
50800428						
50800457						
50800471						
THE CADMUS GROUP, INC.						
166927						
INV-169706						
INV-63860402-CR						
INV-6386042A-CR						
INV-172302						
INV-175324						
INV-178776						
INV-182770						
INV-188180						
INV-190128						
INV-192096						
INV-194359						
INV-200497						
Urban Edge Housing Copr.						
CSG3681121						
Volunteers of America						
CSG4436121						
Reclassification						
(blank)						
Grand Total						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Single Family Retrofit

Eversource Electric (NSTAR)

2014 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs						[redacted]
ACTION FOR BOSTON COM DEV INC		[redacted]				[redacted]
1601			[redacted]	[redacted]		[redacted]
1602			[redacted]	[redacted]		[redacted]
1604		[redacted]	[redacted]	[redacted]		[redacted]
1605			[redacted]	[redacted]		[redacted]
1606			[redacted]	[redacted]		[redacted]
1607			[redacted]	[redacted]		[redacted]
1608			[redacted]	[redacted]		[redacted]
1609		[redacted]	[redacted]	[redacted]		[redacted]
1610		[redacted]	[redacted]	[redacted]		[redacted]
1611		[redacted]	[redacted]	[redacted]		[redacted]
1612			[redacted]	[redacted]		[redacted]
1613		[redacted]	[redacted]	[redacted]		[redacted]
ABCD14NSTAR		[redacted]				[redacted]
COMPETITIVE RESOURCES INC.				[redacted]		[redacted]
14-804-01				[redacted]		[redacted]
14-804-02				[redacted]		[redacted]
14-804-03				[redacted]		[redacted]
14-804-04				[redacted]		[redacted]
14-804-05				[redacted]		[redacted]
14-804-06				[redacted]		[redacted]
14-804-08				[redacted]		[redacted]
14-804-09				[redacted]		[redacted]
14-804-10				[redacted]		[redacted]
14-804-11				[redacted]		[redacted]
13-804-12				[redacted]		[redacted]
GDS ASSOCIATES INC	[redacted]				[redacted]	[redacted]
0116913	[redacted]					[redacted]
0113496	[redacted]					[redacted]
0112108					[redacted]	[redacted]
0109137	[redacted]					[redacted]
0109974						[redacted]
NAVIGANT CONSULTING INC					[redacted]	[redacted]
446487A					[redacted]	[redacted]
RIVER ENERGY CONSULTANTS CORP- Ansafone, Verizon Business		[redacted]		[redacted]		[redacted]
7270		[redacted]				[redacted]
7632		[redacted]				[redacted]
7922		[redacted]				[redacted]
8059		[redacted]				[redacted]
8559		[redacted]				[redacted]
8757		[redacted]				[redacted]
8059				[redacted]		[redacted]
8757				[redacted]		[redacted]
TETRA TECH MA INC.					[redacted]	[redacted]
50814654					[redacted]	[redacted]
50814619					[redacted]	[redacted]
50822048					[redacted]	[redacted]
50822066					[redacted]	[redacted]
50825185					[redacted]	[redacted]
50825151					[redacted]	[redacted]
50832042					[redacted]	[redacted]
50832026					[redacted]	[redacted]
50834697					[redacted]	[redacted]
50834679					[redacted]	[redacted]
50834645					[redacted]	[redacted]

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Single Family Retrofit

Eversource Electric (NSTAR)

2014 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50848363						
50848300						
50848339						
50848705						
50848687						
50860417						
50860435						
50860453						
50860382						
50860350						
50861021						
50861002						
50861030						
50752422						
50773137						
50789664						
50789655						
50789470						
50789449						
50789479						
50789606						
50800428						
50800457						
50800471						
THE CADMUS GROUP, INC.						
63860402A						
166927						
INV-169706						
INV-63860402-CR						
INV-6386042A-CR						
INV-172302						
INV-175324						
INV-178776						
INV-182770						
INV-188180						
INV-190128						
INV-192096						
INV-194359						
INV-200497						
Woburn Senior Health Fair						
(blank)						
Reclassification						
(blank)						
Grand Total						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Multi-Family Retrofit

Eversource Electric (NSTAR)

2014 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					[redacted]
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs	[redacted]					[redacted]
ACTION FOR BOSTON COM DEV INC		[redacted]				[redacted]
1601		[redacted]				[redacted]
1602		[redacted]				[redacted]
1603		[redacted]				[redacted]
1604		[redacted]				[redacted]
1605		[redacted]				[redacted]
1606		[redacted]				[redacted]
1607		[redacted]				[redacted]
1608		[redacted]				[redacted]
1609		[redacted]				[redacted]
1610		[redacted]				[redacted]
1611		[redacted]				[redacted]
1612		[redacted]				[redacted]
1613		[redacted]				[redacted]
1614		[redacted]				[redacted]
ABCD14NSTAR		[redacted]				[redacted]
COMPETITIVE RESOURCES INC.				[redacted]		[redacted]
14-804-01				[redacted]		[redacted]
14-804-02				[redacted]		[redacted]
14-804-03				[redacted]		[redacted]
14-804-04				[redacted]		[redacted]
14-804-05				[redacted]		[redacted]
14-804-06				[redacted]		[redacted]
14-804-08				[redacted]		[redacted]
14-804-09				[redacted]		[redacted]
14-804-10				[redacted]		[redacted]
14-804-11				[redacted]		[redacted]
13-804-12				[redacted]		[redacted]
GDS ASSOCIATES INC	[redacted]				[redacted]	[redacted]
0116913	[redacted]					[redacted]
0113496	[redacted]					[redacted]
0112108					[redacted]	[redacted]
0109137	[redacted]					[redacted]
0109974	[redacted]					[redacted]
NAVIGANT CONSULTING INC					[redacted]	[redacted]
446487A					[redacted]	[redacted]
RIVER ENERGY CONSULTANTS CORP- Ansafone, Verizon Business		[redacted]				[redacted]
7399		[redacted]				[redacted]
7528		[redacted]				[redacted]
7727		[redacted]				[redacted]
7826		[redacted]				[redacted]
8263		[redacted]				[redacted]
8433		[redacted]				[redacted]
TETRA TECH MA INC.					[redacted]	[redacted]
50814619					[redacted]	[redacted]
50822048					[redacted]	[redacted]
50822066					[redacted]	[redacted]
50825185					[redacted]	[redacted]
50825151					[redacted]	[redacted]
50832042					[redacted]	[redacted]
50832026					[redacted]	[redacted]
50834697					[redacted]	[redacted]
50834645					[redacted]	[redacted]
50848363					[redacted]	[redacted]
50848300					[redacted]	[redacted]

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Multi-Family Retrofit

Eversource Electric (NSTAR)

2014 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50848687						
50860435						
50860382						
50860350						
50861002						
50861030						
50752422						
50773137						
50789664						
50789655						
50789470						
50789449						
50789479						
50789606						
50800428						
50800457						
50800471						
THE CADMUS GROUP, INC.						
63860402A						
166927						
INV-169706						
INV-63860402-CR						
INV-6386042A-CR						
INV-172302						
INV-175324						
INV-178776						
INV-182770						
INV-188180						
INV-190128						
INV-192096						
INV-194359						
INV-200497						
Reclassification						
(blank)						
Grand Total						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2014 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]	[redacted]				[redacted]
All IT Allocated Costs	[redacted]					
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
100 ARLINGTON ACQUISITION CO				[redacted]		
NS13077						
A H A CONSULTING ENGINEERS						
NS13006						
NS14092						
NS14093						
ANDELMAN & LELEK ENGINEER INC						
20132195						
20132188						
20142219						
20142217						
20142218						
20142237						
20142249						
2014-2281						
2014-2276						
2014-2280						
2014-2291						
2014-2290						
2014-2292						
2014-2288						
2014-2302						
2014-2297						
2014-2304						
2014-2298						
2014-2337						
2014-2338						
2014-2323						
2014-2365						
2014-2381						
2014-2382						
2014-2392						
2014-2391						
2014-2394						
2014-2400						
2014-2505						
2014-2506						
2014-2507						
2014-2393						
2014-2521						
2014-2558						
2014-2551						
2014-2552						
2014-2539						
2014-2550						
2014-2561						
2014-2560						
2014-2553						
2014-2593						
2014-2591						
2014-2578						
2014-2605						
2014-2602						
2014-2609						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2014 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
2014-2627				[redacted]		[redacted]
2014-2619						
2014-2617						
2014-2630						
2014-2641						
2014-2642						
2014-2643						
2014-2640						
2014-2660						
2014-2659						
2014-2682						
2014-2676						
2014-2677						
2014-2702						
2014-2693						
2014-2705						
2014-2704						
2014-2692						
2014-2703						
2013-2147						
B2Q ASSOCIATES INC						
13-300-02						
13-300-03						
14-742-01						
BARD RAO & ATHANAS CONSULT ENG						
ES5932						
BOYKO ENGINEERING						
NS14154						
NS14155						
COMPETITIVE RESOURCES INC.	[redacted]		[redacted]			
14-804-04						
13804UP12				[redacted]		
14804UP01						
14-804UP-02						
14-804UP-03						
14-804UP-05						
14-804HV-06						
14-804UP-06						
14-804HV-07						
14-804HV-08			[redacted]			
14-804UP-08						
14804UP-09						
14-804HV-09						
14-804UP-10						
14-804HV-10						
14-804UP-11						
14-804HV-11						
14-804UP-07	[redacted]					
CONSERVATION SERVICE GROUP				[redacted]		
4848						
4884						
DMI INC						
6063						
6316						
6386						
ECOVA INC	[redacted]		[redacted]			
1054502						
1055802						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2014 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
1057302			[redacted]			[redacted]
1059202			[redacted]			[redacted]
1061002			[redacted]			[redacted]
105262A				[redacted]		[redacted]
105452A				[redacted]		[redacted]
105582A				[redacted]		[redacted]
105732A				[redacted]		[redacted]
105922A				[redacted]		[redacted]
106102A				[redacted]		[redacted]
1064002			[redacted]	[redacted]		[redacted]
106402A				[redacted]		[redacted]
1065402			[redacted]	[redacted]		[redacted]
106542A			[redacted]	[redacted]		[redacted]
1067202				[redacted]		[redacted]
106722A				[redacted]		[redacted]
10690NS				[redacted]		[redacted]
106902A				[redacted]		[redacted]
107042A				[redacted]		[redacted]
1062502			[redacted]			[redacted]
106252A	[redacted]					[redacted]
248002			[redacted]			[redacted]
ENERGY EFFICIENCY FUNDING GROU				[redacted]		[redacted]
20150206A				[redacted]		[redacted]
20150203-05A				[redacted]		[redacted]
ENERGY FEDERATION INC.	[redacted]		[redacted]	[redacted]		[redacted]
0897655IN			[redacted]			[redacted]
0909331-IN			[redacted]			[redacted]
0923512-IN			[redacted]			[redacted]
0935074-IN			[redacted]			[redacted]
0946094-IN			[redacted]			[redacted]
0961278-IN			[redacted]			[redacted]
0891243IN				[redacted]		[redacted]
0905275-IN				[redacted]		[redacted]
0917680-IN				[redacted]		[redacted]
0929033-IN				[redacted]		[redacted]
0941104-IN				[redacted]		[redacted]
0955588-IN				[redacted]		[redacted]
0976846-IN				[redacted]		[redacted]
0971624-IN				[redacted]		[redacted]
0981515-IN			[redacted]	[redacted]		[redacted]
0990346-IN				[redacted]		[redacted]
0994224-IN				[redacted]		[redacted]
0104244-IN				[redacted]		[redacted]
0135132-IN				[redacted]		[redacted]
0147610-IN				[redacted]		[redacted]
0157795-IN				[redacted]		[redacted]
0966636-IN	[redacted]					[redacted]
0884224IN			[redacted]			[redacted]
0881511IN				[redacted]		[redacted]
0864457IN				[redacted]		[redacted]
GDS ASSOCIATES INC	[redacted]		[redacted]	[redacted]	[redacted]	[redacted]
0116913	[redacted]		[redacted]	[redacted]		[redacted]
0113496	[redacted]		[redacted]	[redacted]		[redacted]
0112108			[redacted]	[redacted]	[redacted]	[redacted]
0109137	[redacted]		[redacted]	[redacted]		[redacted]
0109974	[redacted]		[redacted]	[redacted]		[redacted]
HESCHONG MAHONE GROUP INC.	[redacted]		[redacted]	[redacted]	[redacted]	[redacted]
11512	[redacted]		[redacted]	[redacted]	[redacted]	[redacted]

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2014 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
11719						
ICF RESOURCES LLC						
NSTAREHRA09						
NSTARCI001						
NSTARC&I002						
NSTARC&I003						
NSTARC&I004-14						
NSTARC&I005-14						
NSTARC&I006-14						
NSTARECI0002						
NSTARC&I007-14						
NSTARC&I008-14						
NSTARC&I009-14						
BIMF1014NSTARCE						
NSTARC&I01014						
BIMF1114NSARCE						
BIMF1114NSARCG						
NSTARC&I011-14						
JACOBSON ENERGY RESEARCH LLC						
050114						
KEMA INC						
20143341						
KEMA INC.						
20140084						
5800396284						
20140522						
20140542						
20140781						
20140843						
20141081						
20141258						
20141540						
20141859						
20141628						
20141725						
20142036						
20142087						
20142326						
20142371						
20142532						
20142669						
20142876						
20133731						
MCGRAW HILL CONSTRUCTION						
08/07/14						
MP FRANKLIN TOWER CO LLC						
NS14067						
NAOMI MERMIN CONSULTING						
214						
NAVIGANT CONSULTING INC						
446487A						
NEW ENGLAND ENERGY MANAGEMENT						
10529						
Northeast Energy Efficiency Partnership						
4954						
4973						
4809						
4861						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2014 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
4897					[redacted]	[redacted]
4763						
4912						
4931						
OPINION DYNAMICS CORPORATION						
7647NSAUG14						
7647NSDEC13						
7647NSJAN14						
7647NSFEB14						
7647NS314						
7647NSAPR14						
ORACLE AMERICA INC	[redacted]					
3067217						
3074096						
PARAGO SERVICES CORP			[redacted]			
0097317IN						
0098010-IN						
4P240180						
4P240282						
4P240310						
4P240366						
RDK ENGINEERS INC				[redacted]		
NS14096						
RISE ENGINEERING-DIV THIELSCH					[redacted]	[redacted]
111218						
120929						
108486						
SECOND LAW ENGINEERS DBA DMI				[redacted]		
5827						
SYMMES MAINI & MCKEE ASSOCIATE						
0040797						
0041144						
0041250						
TETRA TECH MA INC.					[redacted]	[redacted]
50814654						
50814619						
50822048						
50822066						
50825185						
50825151						
50832042						
50832026						
50834697						
50834679						
50834645						
50848363						
50848300						
50848339						
50848705						
50848687						
50860417						
50860435						
50860453						
50860382						
50860350						
50861021						
50861002						
50861030						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2014 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50752422						
50773137						
5077662						
50789664						
50789655						
50789470						
50789449						
50789479						
50789606						
50800428						
50800457						
50800471						
50752407						
50776616						
50789459						
50800442						
50800421						
50814635						
50814597						
50822084						
50825167						
50825133						
50834661						
50834621						
50848319						
50860398						
50860389						
50861012						
50860987						
THE GREEN ENGINEER INC.						
1098						
1331						
1329						
1375						
1373						
1374						
1389						
1437						
1438						
1439						
THIELSCH ENGINEERING INC						
105679						
117372						
117438						
118955						
119828						
TRC						
12052						
VIDARIS INC						
ES6003						
WAYPOINT BUILDING GROUP INC.						
449						
441						
440						
527						
494						
455						
499						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2014 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
485						
WELLER & MICHAL ARCHITECTS INC						
14081						
WORKFLOWONE						
06971862						
WSP FLACK & KURTZ						
NS13068 EX6004 NS14029						
Reclassification						
(blank)						
Grand Total						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2014 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]	[redacted]				[redacted]
All IT Allocated Costs	[redacted]					
All Legal Allocated Costs						
All Marketing Allocated Costs		[redacted]				
ANDELMAN & LELEK ENGINEER INC				[redacted]		
2014-2393						
20132197						
20132196						
20132194						
20142238						
2014-2277						
2014-2329						
2014-2319						
2014-2320						
2014-2361						
2014-2374						
2014-2390						
2014-2589						
2014-2577						
2014-2590						
2014-2601						
2014-2608						
2014-2613						
2014-2618						
2014-2625						
2014-2658						
2014-2657						
2014-2661						
B2Q ASSOCIATES INC						
13-015-44						
1355502						
14-010-01						
14-030-01						
4-030-02						
14-023-01						
14-010-02						
14-030-03						
14-030-04						
14-030-05						
14-030-06						
14-030-07						
14-030-09						
14-647-01						
14-030-08						
14-030-10						
13-015-42						
13-098-04						
1200511						
12-005-11						
CDH ENERGY CORP						
710-21						
710-22						
710-23						
710-24						
710-25						
710-26						
710-27						
710-28						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2014 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
710-29						
710-30						
710-31						
710-32						
COMPLETE RECYCLING SOLUTIONS L						
118889DEC						
119000SM						
119555-FEB						
120121LG						
122022SM-JULY						
122555SM-AUG						
123000SM-SEPT						
123700OCT-SM						
124444SM-NOV						
COSTAR REALTY INFORMATION INC						
102601113						
102632564						
102530755						
102563450						
102504044						
102477592						
DMI INC						
6310						
6164						
6316						
5892						
5893						
5898						
5902						
5901						
5900						
5895						
5899						
5894						
5896						
5984						
5988						
5987						
5985						
5986						
6003						
5720						
5721						
5719						
6064						
6058						
6059						
6060						
6062						
6061						
6166						
6163						
6165						
6169						
6162						
6235						
6231						
6234						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2014 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
6238				[redacted]		[redacted]
6233						
6237						
6230						
6311						
6312						
6313						
6315						
6309						
6317						
6390						
6379						
6380						
6381						
6383						
6378						
6384						
6385						
DUNSKY ENERGY CONSULTING						
14-1691						
14-1673						
14-1707						
14-1718						
14-1727						
14-1735						
ENERGY & RESOURCE SOLUTIO INC						
7022						
7177						
ENERGY EFFICIENCY FUNDING GROU						
20150206A						
20150203-05A						
ENERGY MANAGEMENT ASSOC INC						
58282						
58283						
58284						
58286-CR						
58285						
58287						
58288						
58289						
58291						
58281						
58292						
ENERGY SYSTEMS DESIGN INC.						
NS14054						
ENGINEERED SOLUTIONS INC						
12539						
12632						
12607						
12767						
12911						
13006						
13058						
13085						
12960						
13134						
13184						
13188						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2014 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
13246				[redacted]		[redacted]
13396						
13370						
13346						
13453						
FAIRBANKS ENERGY SERVICES, INC						
10002						
10001						
10003						
10007						
10017						
10020						
GDS ASSOCIATES INC	[redacted]				[redacted]	
0116913						
0113496						
0112108						
0109137						
0109974						
HESCHONG MAHONE GROUP INC.					[redacted]	
11512						
11719						
ICF RESOURCES LLC				[redacted]		
NSTARGCI0002						
JACOBSON ENERGY RESEARCH LLC					[redacted]	
050114						
KEMA INC					[redacted]	
20143341						
KEMA INC.					[redacted]	
20140084						
5800396284						
20140522						
20140542						
20140781						
20140843						
20141081						
20141258						
20141540						
20141859						
20141628						
20141725						
20142036						
20142087						
20142326						
20142371						
20142532						
20142669						
20142876						
20133731						
NAOMI MERMIN CONSULTING				[redacted]		
(blank)						
7807						
NAVIGANT CONSULTING INC					[redacted]	
446487A						
NORTH ATLANTIC ENERGY ADVISORS				[redacted]		
(blank)						
01102014						
030514						
040814						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2014 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
060214				[redacted]		[redacted]
Northeast Energy Efficiency Partnership					[redacted]	[redacted]
4954					[redacted]	[redacted]
4973					[redacted]	[redacted]
4809					[redacted]	[redacted]
4861					[redacted]	[redacted]
4897					[redacted]	[redacted]
4763					[redacted]	[redacted]
4912					[redacted]	[redacted]
4931					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7647NSAUG14					[redacted]	[redacted]
7647NSDEC13					[redacted]	[redacted]
7647NSJAN14					[redacted]	[redacted]
7647NSFEB14					[redacted]	[redacted]
7647NS314					[redacted]	[redacted]
7647NSAPR14					[redacted]	[redacted]
ORACLE AMERICA INC	[redacted]					[redacted]
3067217	[redacted]					[redacted]
3074096	[redacted]					[redacted]
PROCESS ENERGY SERVICES LLC				[redacted]		[redacted]
(blank)				[redacted]		[redacted]
RETROFICIENCY, INC.				[redacted]		[redacted]
(blank)				[redacted]		[redacted]
RISE ENGINEERING-DIV THIELSCH					[redacted]	[redacted]
111218					[redacted]	[redacted]
120929					[redacted]	[redacted]
108486					[redacted]	[redacted]
RIVER ENERGY CONSULTANTS CORP- Committee Meeting				[redacted]		[redacted]
8363				[redacted]		[redacted]
8723				[redacted]		[redacted]
8731				[redacted]		[redacted]
RIVER ENERGY CONSULTANTS CORP- Naomi Mermin Consulting				[redacted]		[redacted]
8524				[redacted]		[redacted]
8415				[redacted]		[redacted]
7957				[redacted]		[redacted]
8640				[redacted]		[redacted]
8280				[redacted]		[redacted]
SECOND LAW ENGINEERS DBA DMI				[redacted]		[redacted]
5827				[redacted]		[redacted]
5498				[redacted]		[redacted]
5497				[redacted]		[redacted]
5491				[redacted]		[redacted]
5492				[redacted]		[redacted]
5493				[redacted]		[redacted]
5494				[redacted]		[redacted]
5565				[redacted]		[redacted]
5569				[redacted]		[redacted]
5564				[redacted]		[redacted]
5566				[redacted]		[redacted]
5638				[redacted]		[redacted]
5640				[redacted]		[redacted]
5635				[redacted]		[redacted]
5636				[redacted]		[redacted]
5637				[redacted]		[redacted]
5718				[redacted]		[redacted]
5823				[redacted]		[redacted]
5825				[redacted]		[redacted]

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2014 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
5824				[redacted]		[redacted]
5826						
SYMMES MAINI & MCKEE ASSOCIATE						
(blank)						
TETRA TECH MA INC.					[redacted]	
50814654						
50814619						
50822048						
50822066						
50825185						
50825151						
50832042						
50832026						
50834697						
50834679						
50834645						
50848363						
50848300						
50848339						
50848705						
50848687						
50860417						
50860435						
50860453						
50860382						
50860350						
50861021						
50861002						
50861030						
50752422						
50773137						
5077662						
50789664						
50789655						
50789470						
50789449						
50789479						
50789606						
50800428						
50800457						
50800471						
50752407						
50776616						
50789459						
50800442						
50800421						
50814635						
50814597						
50822084						
50825167						
50825133						
50834661						
50834621						
50848319						
50860398						
50860389						
50861012						
50860987						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2014 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
THIELSCH ENGINEERING INC						
105679						
117372						
117438						
118955						
119828						
112632						
117652						
TRC						
12052						
VEOLIA ENVIRONMENTAL SERVICES						
12312013LG						
01312014LG						
02282014LG						
03312014LG						
04302014LG						
05312014LG						
06302014LG						
07312014LG						
93202014LG						
10312014LG						
11302013LG						
WALDRON ENG. & CONSTRUCT. INC.						
3672						
WALTER HENRY P.E.						
110						
WORKFLOWONE						
069663552						
Reclassification						
(blank)						
Grand Total						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2014 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
All IT Allocated Costs	[redacted]					[redacted]
All Legal Allocated Costs	[redacted]					[redacted]
All Marketing Allocated Costs		[redacted]				[redacted]
AECOM USA INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37400613	[redacted]	[redacted]				[redacted]
37413279	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37419425	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37422966	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37428030	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37431966	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37435355	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37439993	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37443208	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37448535	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37452402	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37458023	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37458379	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37463062	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37466604	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37472421	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37476264	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37479168	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37483394	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37487473	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37490649	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37490790	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
37397601	[redacted]		[redacted]	[redacted]	[redacted]	[redacted]
37494826	[redacted]		[redacted]	[redacted]	[redacted]	[redacted]
37494562	[redacted]		[redacted]	[redacted]	[redacted]	[redacted]
APPLIED ENERGY MANAGEMENT, INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1213	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR-0114	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR-0214	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR-0314	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR-0414	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR-0514	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR-0614	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR-0714	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR-0814	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR-0914	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR-1014	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR-1114	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR1113	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NSTAR-1214	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
ARTCO	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
R10844	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
COMPLETE RECYCLING SOLUTIONS L	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
119000SM	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
119555-FEB	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
120999SM	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
120888SM	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
121111SM	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
118888DEC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
120120SM	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
ENERGY EFFICIENCY FUNDING GROU	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
20150206A	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
20150203-05A	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2014 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
ENVIRONMENTAL INTEGRITY CO LLC				[redacted]		[redacted]
3853				[redacted]		[redacted]
3889				[redacted]		[redacted]
3989				[redacted]		[redacted]
4028				[redacted]		[redacted]
4100				[redacted]		[redacted]
4115				[redacted]		[redacted]
4185				[redacted]		[redacted]
4186				[redacted]		[redacted]
4243				[redacted]		[redacted]
4308				[redacted]		[redacted]
GDS ASSOCIATES INC	[redacted]				[redacted]	[redacted]
0116913	[redacted]					[redacted]
0113496	[redacted]					[redacted]
0112108					[redacted]	[redacted]
0109137	[redacted]					
0109974	[redacted]					
KEMA INC.					[redacted]	[redacted]
5800396284					[redacted]	[redacted]
20141258					[redacted]	[redacted]
LIME ENERGY		[redacted]				[redacted]
NSTAR-0114		[redacted]				[redacted]
NSTAR-0314		[redacted]				[redacted]
NSTAR-0414		[redacted]				[redacted]
NSTAR-0514		[redacted]				[redacted]
NSTAR-0614		[redacted]				[redacted]
NSTAR-0714		[redacted]				[redacted]
NSTAR-0814		[redacted]				[redacted]
NSTAR-0914		[redacted]				[redacted]
NSTAR-1014		[redacted]				[redacted]
NSTAR-1114		[redacted]				[redacted]
LINGUISTIC SYSTEMS, INC		[redacted]				[redacted]
121424		[redacted]				[redacted]
NATIONAL RESOURCE MANAGEMENT, INC.		[redacted]		[redacted]		[redacted]
BEO121313		[redacted]				[redacted]
BE01312014		[redacted]		[redacted]		[redacted]
BE02282014		[redacted]		[redacted]		[redacted]
BE3312014		[redacted]		[redacted]		[redacted]
BE04302014		[redacted]		[redacted]		[redacted]
BE05312014		[redacted]		[redacted]		[redacted]
BE06302014		[redacted]		[redacted]		[redacted]
BE07312014		[redacted]		[redacted]		[redacted]
BE08312014		[redacted]		[redacted]		[redacted]
BE09302014		[redacted]		[redacted]		[redacted]
BE10312014		[redacted]		[redacted]		[redacted]
BE11302014		[redacted]		[redacted]		[redacted]
BEO113013				[redacted]		[redacted]
BE12122014				[redacted]		[redacted]
NAVIGANT CONSULTING INC					[redacted]	[redacted]
446487A					[redacted]	[redacted]
NORTHERN ENERGY SERVICES		[redacted]				[redacted]
012849		[redacted]				[redacted]
012885		[redacted]				[redacted]
012894		[redacted]				[redacted]
01-2903		[redacted]				[redacted]
01-2917		[redacted]				[redacted]
01-2938		[redacted]				[redacted]
01-2948		[redacted]				[redacted]

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2014 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
01-2956		[redacted]				
01-2966						
01-2975						
01-2984						
01-3003						
01-2997						
01-3010						
01-3034						
01-3051						
01-3062						
01-3069						
01-3075						
01-3091						
01-3101						
012801						
01-3118						
OPINION DYNAMICS CORPORATION						
7647NSAUG14						
7647NSDEC13						
7647NSJAN14						
7647NSFEB14						
7647NS314						
7647NSAPR14						
PRISM ENERGY SERVICES						
NSTARSB97E						
NSTARSB98E						
NSTARSB99E						
NSTARSB100E						
NSTARSB101E						
NSTARSB102E						
NSTARSB103E						
NSTARSB104E						
NSTARSB105E						
NSTARSB106E						
NSTARSB107E						
NSTARSB108E						
NSTARSB109E						
NSTARSB110E						
NSTARSB111E						
NSTARSB112E						
NSTARSB113E						
NSTARSB114E						
NSTARSB115E						
NSTARSB116E						
NSTARSB117E						
NSTARSB96E						
NSTARSB118E						
RETROCOOL ENERGY INC						
13821						
135						
RISE ENGINEERING-DIV THIELSCH						
111729						
111695						
112477						
112519						
112518						
113398						
113394						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2014 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
113399		[redacted]				[redacted]
115312						
115311						
115310						
116201						
116200						
116202						
116917						
117808						
118791						
119864						
120845						
108466						
121440						
SOMERVILLE CHAMBER OF COMMERCE	[redacted]					
2798						
SUBSIDIARY OF LIME ENERGY		[redacted]				
1213						
NSTAR-0214						
TETRA TECH MA INC.					[redacted]	
50814654						
50814619						
50822048						
50822066						
50825185						
50825151						
50832042						
50832026						
50834697						
50834679						
50834645						
50848363						
50848300						
50848339						
50848705						
50848687						
50860417						
50860435						
50860453						
50860382						
50860350						
50861021						
50861002						
50861030						
50752422						
50773137						
5077662						
50789664						
50789655						
50789470						
50789449						
50789479						
50789606						
50800428						
50800457						
50800471						
50752407						
50776616						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2014 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50789459						
50800442						
50800421						
50814635						
50814597						
50822084						
50825167						
50825133						
50834661						
50834621						
50848319						
50860398						
50860389						
50861012						
50860987						
THIELSCH ENGINEERING INC						
114386						
114384						
114385						
TNT ENERGY LLC						
10391591						
10391601						
10391602						
10391-61-1						
10391-61-2						
10391-62-1						
10391-62-2						
10391-63-1						
10391-63-2						
10391-64-1						
10391-64-2						
10391-65-1						
10391-65-2						
10391-66-1						
10391-66-2						
10391-67-1						
10391-67-2						
10391-68-1						
10391-68-2						
10391-69-1						
10391-69-2						
10391-70-1						
10391-70-2						
10391582						
1039155M						
10391562M						
10391-71-1						
VEOLIA ENVIRONMENTAL SERVICES						
01312014SM						
02282014SM						
03312014SM						
05312014SM						
06302014SM						
04302014SM						
07312014SM						
08312014LG						
08312014SM						
09302014SM						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2014 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
10312014SM						
11302014LG						
11302013SM						
WORKFLOWONE						
069663552						
WORLD ENERGY SOLUTIONS, INC.						
121213						
NSTAR12312013EL						
NSTAR02282014						
NSTAR03142014						
NSTAR0331/2014						
NSTAR0430/2014						
NSTAR0530/2014E						
NSTAR06302014EL						
NSTAR0715/2014E						
NSTAR0725/2014						
NSTAR0815/2014E						
NSTAR08292014EL						
NSTAR09302014EL						
NSTAR1031/2014E						
NSTAR11302014EL						
NSTAR11272013EL						
NSTAR1212/2014E						
Reclassification						
(blank)						
Grand Total						

Vendor Invoice Summary Table

2013-2015 Term Report

Notes

Eversource Electric (NSTAR)

• The following tables represents vendor invoices only. They do not include costs that are not paid via an invoice to a vendor, such as internal labor costs, internal expenses, direct incentive payments to participants, or loans repaid by participants as part of multi-year financing opportunities in certain core initiatives. Therefore, the totals in these tables will not match the totals in the Term Report Data tables.

• Allocated costs are those costs that are not specific to each core initiative. Such costs include IT support, legal services, general marketing for the efficiency programs, and other efficiency-related overhead costs provided by third-party vendors. These costs are allocated to each core initiative based on the core initiative's planned percentage of total costs.

• River Energy facilitates payment to other vendors for all PAs in order to minimize the administrative burdens and associated costs of invoicing; River Energy also provides meeting facilitation and other consulting services.

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (NSTAR)

2015 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
All EMV Allocated Costs						
All Legal Allocated Costs	[redacted]					
All IT Allocated Costs						
All Marketing Allocated Costs		[redacted]				
CLEAResult (Conservation Services Group)				[redacted]		
073115-NSTAR-ST						
083115-NSTAR-ST						
103115-NSTAR-ST						
123115-NSTAR-ST						
COMPETITIVE RESOURCES INC.						
14-804-12						
15-804-01						
15-804-02						
15-804-03						
15-804-04						
15-804-05						
15-804-06						
15-804-07						
15-804-08						
15-804-09						
15-804-10						
15-804-11						
Reclassification						
ICF RESOURCES LLC		[redacted]				
2015-020083						
2015-035246						
2015-074089						
BI_MF12_15NSTAR			[redacted]			
BIMF03_15NSTARE						
BIMF0415NSTAR						
BI-MF06_15NSTAR						
BIMF08_15NSTAR						
BIMF1015NSTAR						
NSTAREA001-15		[redacted]		[redacted]		
NSTAREA002-15						
NSTAREA003-15						
NSTAREA004-15						
NSTAREA005-15						
NSTAREA006-15						
NSTAREA007-15						
NSTAREA008-15						
NSTAREA009-15						
NSTAREA010-15						
NSTAREA011-15						
NSTAREA012-14						
NSTARESI03-15NL			[redacted]			
NSTAREU01-15NLI						
NSTAREU02-15NLI						
NSTAREU03-15LI						
NSTAREU03-15NLI						
NSTAREU04-15NLI						
NSTAREU05-15NLI						
NSTAREU06-15NLI						
NSTAREU07-15LI						
NSTAREU07-15NLI						
NSTAREU08-15NLI						
NSTAREU09-15NLI						
NSTAREU10-15NLI						

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (NSTAR)

2015 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
NSTAREU11-15NLI			[redacted]			[redacted]
NSTAREU12-14NLI						
NAVIGANT CONSULTING INC					[redacted]	
454225						
454225R						
455485						
458920						
461976						
465331A						
467067A						
470545A						
473382						
475445						
475446A						
478261A						
449264						
452009						
NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS						
4979						
5026						
5110						
5141						
5162						
5186						
5216						
5236						
5261						
5325						
OPINION DYNAMICS CORPORATION						
7870NSTARE315						
Reclassification						
Reclassification			[redacted]			
(blank)						
RISE ENGINEERING-DIV THIELSCH					[redacted]	
119831						
RIVER ENERGY CONSULTANTS CORP - Naomi Mermin C	[redacted]					
9024						
9177						
9616						
9786						
10244						
10486						
10620						
RIVER ENERGY CONSULTANTS CORP- Marriot					[redacted]	
9006						
9008						
RIVER ENERGY CONSULTANTS CORP- Naomi Mermin C	[redacted]					
9329						
9507						
10072						
10333						
RIVER ENERGY CONSULTANTS CORP- Tabors Caramanis Rudkevich					[redacted]	
8799						
8912						
9434						
TETRA TECH MA INC					[redacted]	
50879243						
50879280						
50879298						

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (NSTAR)

2015 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50889254						
50889271						
50889291						
50889311						
50908872						
50908913						
50908931						
1001G						
1002G						
1003G						
1004G						
1005G						
1006G						
1007G						
THE CADMUS GROUP INC						
INV-203779						
INV-204755						
INV-206055						
INV-207753						
INV-206303						
INV-207920						
INV-208952						
INV-210994						
INV-212651						
INV-214289						
INV-216016						
INV-217418						
INV-218637						
Reclassificaitn						
Grand Total						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (NSTAR)

2015 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					
All EMV Allocated Costs						
All Legal Allocated Costs						
All IT Allocated Costs						
All Marketing Allocated Costs						
BOATHOUSE GROUP INC						
3401982						
CLEAResult (Conservation Services Group)						
073115-NSTAR-ST						
083115-NSTAR-ST						
103115-NSTAR-ST						
123115-NSTAR-ST						
RES_20150101						
RES_20150201						
RES_20150301						
RES_20150401						
RES_20150501						
RES_20150601						
RES_20150701						
RES_20150801						
RES_20150901						
RES_20151101						
RES20151001						
RES_20151201						
COMPETITIVE RESOURCES INC.						
14-804-12						
15-804-01						
15-804-02						
15-804-03						
15-804-04						
15-804-05						
15-804-06						
15-804-07						
15-804-08						
15-804-09						
15-804-10						
15-804-11						
Reclassification						
GREEN PEARL EVENTS						
1168						
NAVIGANT CONSULTING INC						
454225						
454225R						
455485						
458920						
461976						
465331A						
467067A						
470545A						
473382						
475445						
475446A						
478261A						
449264						
452009						
NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS						
4979						
5026						
5110						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (NSTAR)

2015 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
5141					[redacted]	[redacted]
5162						
5186						
5216						
5236						
5261						
5325						
OPINION DYNAMICS CORPORATION						
7870NSTARE315						
Reclassification						
RISE ENGINEERING-DIV THIELSCH				[redacted]		
119831						
123290				[redacted]		
124077						
125141						
126339						
127416						
128670						
129837						
130961						
132203						
133578						
134708						
135539						
Reclassificaitn						
RIVER ENERGY CONSULTANTS CORP - Naomi Mermin C	[redacted]					
9024						
9177						
9616						
9786						
10244						
10486						
10620						
RIVER ENERGY CONSULTANTS CORP- Marriot						
9006						
9008						
RIVER ENERGY CONSULTANTS CORP- Naomi Mermin C	[redacted]					
9329						
9507						
10072						
10333						
RIVER ENERGY CONSULTANTS CORP- Tabors Caramanis Rudkevich						
8799						
8912						
9434						
STANDARD REGISTER COMPANY		[redacted]				
M07222098						
TETRA TECH MA INC						
50879243						
50879280						
50889254						
50889291						
50908872						
50908913						
1001G						
1002G						
1003G						
1004G						
1005G						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (NSTAR)

2015 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
1006G						
1007G						
THE CADMUS GROUP INC						
INV-203779						
INV-204755						
INV-206055						
INV-207753						
INV-206303						
INV-207920						
INV-208952						
INV-210994						
INV-212651						
INV-214289						
INV-216016						
INV-217418						
INV-218637						
Reclassificaitn						
Grand Total						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2015 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					
All EMV Allocated Costs						
All Legal Allocated Costs	[redacted]					
All IT Allocated Costs						
All Marketing Allocated Costs		[redacted]				
BOATHOUSE GROUP INC						
3401982						
COMMONWEALTH OF MASSACHUSETTS	[redacted]					
2015ENERCSASMT0						
COMPETITIVE RESOURCES INC.				[redacted]		
14-804-12						
15-804-01						
15-804-02						
15-804-03						
15-804-04						
15-804-05						
15-804-06						
15-804-07						
15-804-08						
15-804-09						
15-804-10						
15-804-11						
CONSERVATION SERVICE GROUP			[redacted]			
013115NSTAR413						
013115NSTAR416						
013115NSTAR416S						
HONEYWELL INTERNATIONAL BUILDING SOLUTIONS						
5232793414						
NAVIGANT CONSULTING INC					[redacted]	
454225						
454225R						
455485						
458920						
461976						
465331A						
467067A						
470545A						
473382						
475445						
475446A						
478261A						
449264						
452009						
OPINION DYNAMICS CORPORATION						
7647NSEN814						
7870NSTARE315						
7870CONSE1015						
7870CONSE515						
7870CONSE615						
7870CONSE715						
7870CONSE815						
7870CONSE915						
7870NSEEN515						
Reclassification						
RISE ENGINEERING-DIV THIELSCH			[redacted]			
119831						
123583			[redacted]			
124124						
125176						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2015 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
126394			[redacted]			[redacted]
126400						
127536						
127555						
128660						
128661						
129828						
129829						
130954						
130966						
132234						
132236						
133639						
133641						
134861						
134863						
135481						
135483						
RIVER ENERGY CONSULTANTS CORP - Allocation for Energy Savvy		[redacted]				
8963						
RIVER ENERGY CONSULTANTS CORP - Naomi Mermin C	[redacted]					
9024						
9177						
9616						
9786						
10244						
10486						
10620						
RIVER ENERGY CONSULTANTS CORP- Ansafone, River Energy Consultants		[redacted]				
8840						
8991						
9100						
9261						
9489						
9584						
9713						
9944						
10112						
10276						
10428						
10556						
RIVER ENERGY CONSULTANTS CORP- Ansafone, Verizon Business						
9516						
RIVER ENERGY CONSULTANTS CORP- Brainstorms						
9463						
RIVER ENERGY CONSULTANTS CORP- BrainStorms, PrintSynergy						
9921						
RIVER ENERGY CONSULTANTS CORP- Conservation Services Group						
8976						
9702						
9694						
8983						
RIVER ENERGY CONSULTANTS CORP- EnergySavvy						
9588						
9131						
9706						
9275						
RIVER ENERGY CONSULTANTS CORP- Greater Media						
9497						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2015 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
9593		[redacted]				[redacted]
9596						
9719						
9725						
9935						
9950						
10118						
10270						
RIVER ENERGY CONSULTANTS CORP- Marriot					[redacted]	
9006						
9008						
RIVER ENERGY CONSULTANTS CORP- Naomi Mermin C	[redacted]					
9329						
9507						
10072						
10333						
RIVER ENERGY CONSULTANTS CORP- Tabors Caramanis Rudkevich					[redacted]	
8799						
8912						
9434						
STANDARD REGISTER COMPANY		[redacted]				
M07222098						
TETRA TECH MA INC					[redacted]	
50879243						
50879280						
50879298						
50889254						
50889271						
50889291						
50889311						
50908872						
50908913						
50908931						
1001G						
1002G						
1003G						
1004G						
1005G						
1006G						
1007G						
THE CADMUS GROUP INC					[redacted]	
INV-202600						
INV-203779						
INV-204755						
INV-206055						
INV-207753						
INV-202400						
INV-206303						
INV-207920						
INV-208716A						
INV-208952						
INV-210994						
INV-211963A						
INV-212651						
INV-213643A						
INV-214289						
INV-216016						
INV-217418						
INV-218637						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2015 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Reclassificaitn						
UNIVERSAL WILDE, INC.						
10860						
12070						
15160						
Reclassification						
(blank)						
CLEAResult (Conservation Services Group)						
083115-NSTAR-41						
083115-NSTAR-MK						
093015-NSTAR-41						
093015-NSTAR-MK						
103115-NSTAR-41						
103115-NSTAR-MK						
113015-NSTAR-41						
113015-NSTAR-MK						
123115-NSTAR-41						
123115NSTARMKTG						
20151130-NSPI						
20151231-NSPI						
20151231-NSW-FI						
5494						
073115-NSTAR-ST						
083115-NSTAR-ST						
103115-NSTAR-ST						
123115-NSTAR-ST						
013115NSTAR418						
013115NSTARMKTG						
022815NSTAR413						
022815NSTAR416						
022815NSTAR416S						
022815NSTAR418						
022815-NSTAR-MK						
033115NSTAR413						
033115NSTAR416						
033115NSTAR416S						
033115NSTAR418						
033115-NSTAR-MK						
043015-NSTAR416						
043015NSTAR416S						
043015NSTAR418						
053115-NSTAR-41						
053115-NSTAR-MK						
063015-NSTAR-41						
063015NSTARBLDG						
063015-NSTARMKT						
073115-NSTAR-41						
073115NSTAR-413						
073115-NSTAR416						
073115-NSTAR418						
073115-NSTAR-MK						
093014NSTARMKTG						
103114NSTARMKTG						
123014NSTARMKTG						
123114NSTAR413A						
20140106NSPIQUA						
20141231NSPIQUA						
20150630-NSPI						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (NSTAR)

2015 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
123115-NSTAR-416			[redacted]			[redacted]
12312014_NSPI				[redacted]		
Grand Total	[redacted]					

Vendor Invoice Summary Table

1. Residential Whole House

Residential Behavior/Feedback Program

Eversource Electric (NSTAR)

2015 Residential Behavior/Feedback Program						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]				[redacted]	[redacted]
All EMV Allocated Costs						
All Legal Allocated Costs	[redacted]					
All IT Allocated Costs						
CLEAResult (Conservation Services Group)				[redacted]		
103115						
103115-EVERSOUR						
123115-EVERSOUR						
073115-EVVERSOU						
2014-EVERSOURCE						
NAVIGANT CONSULTING INC					[redacted]	
454225						
454225R						
455485						
458920						
461976						
465331A						
467067A						
470545A						
473382						
475445						
475446A						
478261A						
449264						
452009						
OPINION DYNAMICS CORPORATION						
7870NSTARE315						
OPOWER INC				[redacted]		
SI-02525						
SI-02677						
SI-02867						
SI-03061						
RIVER ENERGY CONSULTANTS CORP- Marriot						
9006						
9008						
RIVER ENERGY CONSULTANTS CORP- Tabors Caramanis Rudkevich						
8799						
8912						
9434						
Grand Total	[redacted]			[redacted]	[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (NSTAR)

2015 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					
All EMV Allocated Costs						
All Legal Allocated Costs						
All IT Allocated Costs						
All Marketing Allocated Costs						
APEX ANALYTICS						
435						
449						
469						
492						
513						
533						
550						
570						
588						
605						
618						
629						
Blackhawk Engagement Solutions (Parago)						
4L540529						
4L540632						
4L540732						
4L540830						
4L540932						
4L541032						
4L541126						
4L541226						
4L541322						
4L541430						
4L541521						
4L541620						
4L541720						
4L541820						
4L541920						
5D550468						
5D550569						
5D550669						
5D550771						
5D550869						
5D550973						
5D551073						
5D551165						
5D551265						
5D551363						
5D551469						
5D551562						
5D551659						
5D551859						
5D551961						
5D55ME021						
5D55ME027						
5D55ME033						
5D55ME039						
5D55ME045						
5D55ME051						
5D55ME057						
4L240411						
4L240439						
4L340010						

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (NSTAR)

2015 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
4L540028						
4L540128						
4L540228						
4L540328						
4L540428						
5D250104						
5D250110						
5D350004						
5D550062						
5D550167						
5D550267						
5D55ME003						
5D55ME015						
5D570367						
Reclassification						
CLEAResult (Conservation Services Group)						
073115-NSTAR-ST						
083115-NSTAR-ST						
103115-NSTAR-ST						
123115-NSTAR-ST						
100-CSNSTAR						
101-CSNSTAR						
102-CSNSTAR						
103-CSNSTAR						
104-CSNSTAR						
105-CSNSTAR						
106-CSNSTAR						
107-CSNSTAR						
108_P1-CSNSTAR						
96P2-CSNSTAR						
97-CSNSTAR						
98-CSNSTAR						
99-CSNSTAR						
ENERGY FEDERATION INC						
0161880-IN						
0170267-IN						
0177403-IN						
0177405-IN						
0185333-IN						
0185341-IN						
0211107-IN						
0211178-IN						
0225020-IN						
0226688-IN						
0240072-IN						
0241146-IN						
0253109-CM						
0253110-IN						
0261841-IN						
0261904-IN						
0262227-IN						
0277531-IN						
0283027-IN						
0289762-IN						
0301838-IN						
0309380-IN						
0309386-IN						
0317214-IN						
0317222-IN						

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (NSTAR)

2015 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
0338954-IN			[redacted]	[redacted]		[redacted]
0343745-IN				[redacted]		[redacted]
0374671-IN				[redacted]		[redacted]
0382648-IN			[redacted]	[redacted]		[redacted]
0394516-IN			[redacted]	[redacted]		[redacted]
0394580-IN				[redacted]		[redacted]
KELLIHER SAMETS LTD		[redacted]				[redacted]
018499-0000		[redacted]				[redacted]
LONDECONINTE00064437				[redacted]		[redacted]
(blank)				[redacted]		[redacted]
NAVIGANT CONSULTING INC					[redacted]	[redacted]
454225					[redacted]	[redacted]
454225R					[redacted]	[redacted]
455485					[redacted]	[redacted]
458920					[redacted]	[redacted]
461976					[redacted]	[redacted]
465331A					[redacted]	[redacted]
467067A					[redacted]	[redacted]
470545A					[redacted]	[redacted]
473382					[redacted]	[redacted]
475445					[redacted]	[redacted]
475446A					[redacted]	[redacted]
478261A					[redacted]	[redacted]
449264					[redacted]	[redacted]
452009					[redacted]	[redacted]
NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS					[redacted]	[redacted]
4979					[redacted]	[redacted]
5026					[redacted]	[redacted]
5110					[redacted]	[redacted]
5141					[redacted]	[redacted]
5162					[redacted]	[redacted]
5186					[redacted]	[redacted]
5216					[redacted]	[redacted]
5236					[redacted]	[redacted]
5261					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7870NSTARE315					[redacted]	[redacted]
Reclassification					[redacted]	[redacted]
RISE ENGINEERING-DIV THIELSCH					[redacted]	[redacted]
119831					[redacted]	[redacted]
124327					[redacted]	[redacted]
126346					[redacted]	[redacted]
RIVER ENERGY CONSULTANTS CORP - Naomi Mermin C	[redacted]	[redacted]				[redacted]
9024	[redacted]	[redacted]				[redacted]
9177	[redacted]	[redacted]				[redacted]
9616	[redacted]	[redacted]				[redacted]
9786	[redacted]	[redacted]				[redacted]
10244	[redacted]	[redacted]				[redacted]
10486	[redacted]	[redacted]				[redacted]
10620	[redacted]	[redacted]				[redacted]
RIVER ENERGY CONSULTANTS CORP- Marriot					[redacted]	[redacted]
9006					[redacted]	[redacted]
9008					[redacted]	[redacted]
RIVER ENERGY CONSULTANTS CORP- Naomi Mermin C	[redacted]	[redacted]				[redacted]
9329	[redacted]	[redacted]				[redacted]
9507	[redacted]	[redacted]				[redacted]
10072	[redacted]	[redacted]				[redacted]
10333	[redacted]	[redacted]				[redacted]
RIVER ENERGY CONSULTANTS CORP- Tabors Caramanis Rudkevich					[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (NSTAR)

2015 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
8799						
8912						
9434						
STANDARD REGISTER COMPANY						
M07222098						
TETRA TECH MA INC						
50879243						
50879280						
50879298						
50889254						
50889271						
50889291						
50889311						
50908872						
50908913						
50908931						
1001G						
1002G						
1003G						
1004G						
1005G						
1006G						
1007G						
THE CADMUS GROUP INC						
INV-203779						
INV-204755						
INV-206055						
INV-207753						
INV-206303						
INV-207920						
INV-208952						
INV-210994						
INV-212651						
INV-214289						
INV-216016						
INV-217418						
INV-218637						
Reclassificaitn						
TRISTATDRIL00063684						
Reclassificaitn						
VEGECONTSERV00065212						
Reclassificaitn						
Grand Total						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2015 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs						
All EMV Allocated Costs						
All Legal Allocated Costs						
All IT Allocated Costs						
All Marketing Allocated Costs						
APEX ANALYTICS						
435						
449						
469						
492						
513						
533						
550						
570						
588						
605						
618						
629						
Blackhawk Engagement Solutions (Parago)						
2B520586						
2B520588						
2B520687						
2B520689						
2B520788						
2B520790						
2B520798						
2B520886						
2B520888						
2B520896						
2B520990						
2B520992						
2B521090						
2B52ME021						
2B52ME027						
2B52ME045						
2B52ME051						
2B52ME057						
2B220356						
2B220327						
2B220329						
2B220347						
2B220349						
2B22ME050						
2B320010						
2B320012						
2B520078						
2B520080						
2B520089						
2B520183						
2B520185						
2B520193						
2B520283						
2B520285						
2B520293						
2B520383						
2B520385						
2B520485						
2B520487						
2B52ME003						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2015 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
2B52ME009				[redacted]		[redacted]
2B52ME015						
DCR 41829 Blackhawk lighting incentive			[redacted]			
2B 52ME063				[redacted]		
BOATHOUSE GROUP INC		[redacted]				[redacted]
3401982						
CELTIC ENERGY INC					[redacted]	[redacted]
INV01374						
INV01375						
INV01396						
CLEAResult (Conservation Services Group)				[redacted]		[redacted]
073115-NSTAR-ST						
083115-NSTAR-ST						
103115-NSTAR-ST						
123115-NSTAR-ST						
ENERGY FEDERATION INC		[redacted]				[redacted]
0174182-IN			[redacted]			
0198428-IN						
0215826-IN						
0230967-IN						
0250082-IN						
0268857-IN						
0283002-IN						
0298154-IN						
0310002-IN						
0326350-IN						
0354308-IN						
0388259-IN						
0302809-IN		[redacted]				
0314187-IN			[redacted]			
0316585-IN						
0316660-IN						
0319262-IN						
0320290-IN						
0324624-IN						
0324684-IN						
0329144-IN						
0331625-IN						
0331642-IN						
0336486-IN						
0338896-IN						
0347215-IN						
0347219-IN						
0353290-IN						
0355704-IN						
0371036-IN						
0378173-IN						
0386118-IN						
0393405-IN						
0394086-IN						
0314184-CM						
0318611-IN						
0318613-IN						
0319264-IN						
0328229-IN						
0329146-IN						
0336489-IN						
0338895-IN						
0347221-IN						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2015 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
0353180-IN		[redacted]				
0357050-IN						
0371289-IN						
0385188-IN						
0386120-IN						
0389837-IN						
0393407-IN						
0394079-IN						
0394588-IN						
0389077-IN						
0389848-IN		[redacted]				
LOCKHEED MARTIN CORPORATION						
21569275						
21591799						
21591800						
21601382						
21601383						
21621215						
21621615						
21636001						
21636078						
21649806						
21649807						
21665984						
21665985						
21679347						
21679348						
21695654						
21695655						
21710966						
21710984						
21724922						
21724924						
NAVIGANT CONSULTING INC						
454225						
454225R						
455485						
458920						
461976						
465331A						
467067A						
470545A						
473382						
475445						
475446A						
478261A						
449264						
452009						
NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS						
5026						
OPINION DYNAMICS CORPORATION						
7870NSTARE315						
Reclassification						
RISE ENGINEERING-DIV THIELSCH						
119831						
RIVER ENERGY CONSULTANTS CORP - Naomi Mermin C	[redacted]					
9024						
9177						
9616						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2015 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
9786	[redacted]					[redacted]
10244						
10486						
10620						
RIVER ENERGY CONSULTANTS CORP- Marriot					[redacted]	
9006						
9008						
RIVER ENERGY CONSULTANTS CORP- Naomi Mermin C	[redacted]					
9329						
9507						
10072						
10333						
RIVER ENERGY CONSULTANTS CORP- Tabors Caramanis Rudkevich					[redacted]	
8799						
8912						
9434						
TETRA TECH MA INC						
50879243						
50879280						
50889254						
50889291						
50908872						
50908913						
1001G						
1002G						
1003G						
1004G						
1005G						
1006G						
1007G						
THE CADMUS GROUP INC		[redacted]				
INV-203779						
INV-204755						
INV-206055						
INV-207753						
6615-02-10		[redacted]				[redacted]
INV-202227						
INV-202232						
INV-203430						
INV-203435						
INV-204545						
INV-204550						
INV-205806						
INV-205811						
INV-206863						
INV-206868						
INV-208504						
INV-208509						
INV-210500						
INV-210505						
INV-211615						
INV-211620						
INV-213648						
INV-213653						
INV-215296						
INV-216682						
INV-216687						
INV-218068						
INV-218073						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (NSTAR)

2015 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
INV-206303						
INV-207920						
INV-208952						
INV-210994						
INV-212651						
INV-214289						
INV-216016						
INV-217418						
INV-218637						
Reclassificaitn						
Grand Total						

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2015 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	2	1			1	4
All EMV Allocated Costs					1	1
All Legal Allocated Costs	1					1
All IT Allocated Costs	1					1
All Marketing Allocated Costs		1				1
APEX ANALYTICS					12	12
435					1	1
449					1	1
469					1	1
492					1	1
513					1	1
533					1	1
550					1	1
570					1	1
588					1	1
605					1	1
618					1	1
629					1	1
Blackhawk Engagement Solutions (Parago)		2	31	42		75
1C510407			1			1
1C51ME021				1		1
1C51ME027				1		1
1C51ME033				1		1
1C51ME039				1		1
1C51ME045				1		1
1C51ME051				1		1
1C51ME057				1		1
1M510402			1			1
1M510502			1	1		2
1M510602			1	1		2
1M510702			1	1		2
1M510802			1	1		2
1M510902			1	1		2
1M511002			1	1		2
1M511102			1	1		2
1M511202			1	1		2
1M511301			1	1		2
2B520486			1			1
2B520587			1	1		2
2B520688			1	1		2
2B520789			1	1		2
2B520887			1	1		2
2B520991			1	1		2
1C51ME009				1		1
1C51ME015				1		1
1M210100			1	1		2
1M210106			1	1		2
1M310003			1	1		2
1M510003			1	1		2
1M510102			1	1		2
1M510202			1	1		2
1M510302			1	1		2
2B220328			1	1		2
2B220336		1		1		2
2B220348			1	1		2
2B220356		1				1
2B320011			1	1		2
2B520079			1	1		2
2B520184			1	1		2

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2015 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
2B520284			1	1		2
2B520384			1	1		2
1C 51ME063				1		1
1C 510407				1		1
1M 510402				1		1
2B 520486				1		1
CLEAResult (Conservation Services Group)				4		4
073115-NSTAR-ST				1		1
083115-NSTAR-ST				1		1
103115-NSTAR-ST				1		1
123115-NSTAR-ST				1		1
ENERGY FEDERATION INC			31	25		56
0174183-IN			1			1
0198429-IN			1			1
0215827-IN			1			1
0230968-IN			1			1
0250083-IN			1			1
0268858-IN			1			1
0283003-IN			1			1
0298155-IN			1			1
0310003-IN			1			1
0326351-IN			1			1
0354313-IN			1			1
0388260-IN			1			1
0302809-IN			1	1		2
0314187-IN			1	1		2
0316585-IN			1	1		2
0316660-IN				1		1
0319262-IN			1	1		2
0320290-IN			1	1		2
0324684-IN			1	1		2
0329144-IN			1	1		2
0331625-IN				1		1
0331642-IN			1	1		2
0336486-IN			1	1		2
0338896-IN			1	1		2
0347215-IN			1	1		2
0347219-IN			1	1		2
0353290-IN			1	1		2
0355704-IN				1		1
0371036-IN			1	1		2
0378173-IN			1	1		2
0386118-IN			1	1		2
0389844-IN			1	1		2
0393405-IN			1	1		2
0394086-IN			1	1		2
0394586-IN				1		1
0405109-IN				1		1
0389077-IN				1		1
JACO ENVIRONMENTAL			10	10		20
N4256			1	1		2
N4257			1	1		2
N4258			1	1		2
N4259			1	1		2
N4260			1	1		2
N4261			1	1		2
N4262			1	1		2
N4263			1	1		2
N4264			1	1		2

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2015 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
N4265			1	1		2
JP MORGAN CHASE BANK				4		4
540539937898084				4		4
LOCKHEED MARTIN CORPORATION				21		21
21569275				1		1
21591799				1		1
21591800				1		1
21601382				1		1
21601383				1		1
21621215				1		1
21621615				1		1
21636001				1		1
21636078				1		1
21649806				1		1
21649807				1		1
21665984				1		1
21665985				1		1
21679347				1		1
21679348				1		1
21695654				1		1
21695655				1		1
21710966				1		1
21710984				1		1
21724922				1		1
21724924				1		1
NAVIGANT CONSULTING INC					13	13
454225					1	1
454225R					1	1
455485					1	1
458920					1	1
461976					1	1
465331A					1	1
470545A					1	1
473382					1	1
475445					1	1
475446A					1	1
478261A					1	1
449264					1	1
452009					1	1
NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS					3	3
5026					1	1
5216					1	1
5236					1	1
OPINION DYNAMICS CORPORATION					2	2
7870NSTARE315					1	1
Reclassification					1	1
RISE ENGINEERING-DIV THIELSCH					1	1
119831					1	1
RIVER ENERGY CONSULTANTS CORP - Naomi Mermin C	7					7
9024	1					1
9177	1					1
9616	1					1
9786	1					1
10244	1					1
10486	1					1
10620	1					1
RIVER ENERGY CONSULTANTS CORP- Marriot					2	2
9006					1	1
9008					1	1

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2015 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
RIVER ENERGY CONSULTANTS CORP- Naomi Mermin C	4					4
9329	1					1
9507	1					1
10072	1					1
10333	1					1
RIVER ENERGY CONSULTANTS CORP- Tabors Caramanis Rudkevich					3	3
8799					1	1
8912					1	1
9434					1	1
TETRA TECH MA INC					13	13
50879243					1	1
50879280					1	1
50889254					1	1
50889291					1	1
50908872					1	1
50908913					1	1
1001G					1	1
1002G					1	1
1003G					1	1
1004G					1	1
1005G					1	1
1006G					1	1
1007G					1	1
THC BUSINESS TRUST			1			1
01/15/15			1			1
THE CADMUS GROUP INC		24			23	46
INV-203779					1	1
INV-204755					1	1
INV-206055					1	1
INV-207753					1	1
6615-02-10		1				1
INV-202227		1				1
INV-202232		1				1
INV-203430		1				1
INV-203435		1				1
INV-204545		1				1
INV-204550		1				1
INV-205806		1				1
INV-205811		1				1
INV-206863		1				1
INV-206868		1				1
INV-208504		1				1
INV-208509		1				1
INV-210500		1				1
INV-210505		1				1
INV-211615		1				1
INV-211620		1				1
INV-213648		1				1
INV-213653		1				1
INV-215296		1				1
INV-216682		1				1
INV-216687		1				1
INV-218068		1				1
INV-218073		1				1
INV-206303					2	2
INV-207920					2	2
INV-208952					2	2
INV-210994					2	2
INV-212651					2	2

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (NSTAR)

2015 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
INV-214289					2	2
INV-216016					2	2
INV-217418					2	2
INV-218637					2	2
Reclassificaitn					1	
UNIVERSAL WILDE, INC.		2				2
13270		1				1
13975		1				1
Reclassification			2			2
(blank)			2			2
Grand Total	**13**	**29**	**75**	**106**	**73**	**295**

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income New Construction

Eversource Electric (NSTAR)

2015 Low-Income New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	2	1			1	4
All EMV Allocated Costs					1	1
All Legal Allocated Costs	1					1
All IT Allocated Costs	1					1
All Marketing Allocated Costs		1				1
ICF RESOURCES LLC			10	12		22
BI_MF12_15NSTAR			1			1
NSTAREA001-15				1		1
NSTAREA002-15				1		1
NSTAREA003-15				1		1
NSTAREA004-15				1		1
NSTAREA005-15				1		1
NSTAREA006-15				1		1
NSTAREA007-15				1		1
NSTAREA008-15				1		1
NSTAREA009-15				1		1
NSTAREA010-15				1		1
NSTAREA011-15				1		1
NSTAREA012-14				1		1
BI_MF11_15STAR			1			1
BIMF0415NSTARLI			1			1
BIMF0815NSTARLI			1			1
BIMF1015NSTARLI			1			1
NSTAREU04-15LI			1			1
NSTAREU06-15LI			1			1
NSTAREU08-15LI			1			1
NSTAREU11-15LI			1			1
NSTAREU12-14-LI			1			1
NAVIGANT CONSULTING INC					13	13
454225					1	1
455485					1	1
458920					1	1
461976					1	1
465331A					1	1
467067A					1	1
470545A					1	1
473382					1	1
475445					1	1
475446A					1	1
478261A					1	1
449264					1	1
452009					1	1
OPINION DYNAMICS CORPORATION					2	2
7870NSTARE315					1	1
Reclassification					1	1
RIVER ENERGY CONSULTANTS CORP - Naomi Mermin C	7					7
9024	1					1
9177	1					1
9616	1					1
9786	1					1
10244	1					1
10486	1					1
10620	1					1
RIVER ENERGY CONSULTANTS CORP- Naomi Mermin C	4					4
9329	1					1
9507	1					1
10072	1					1
10333	1					1
TETRA TECH MA INC					13	13

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income New Construction

Eversource Electric (NSTAR)

2015 Low-Income New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50879243					1	1
50879280					1	1
50889254					1	1
50889291					1	1
50908872					1	1
50908913					1	1
1001G					1	1
1002G					1	1
1003G					1	1
1004G					1	1
1005G					1	1
1006G					1	1
1007G					1	1
THE CADMUS GROUP INC					23	23
INV-203779					1	1
INV-204755					1	1
INV-206055					1	1
INV-207753					1	1
INV-206303					2	2
INV-207920					2	2
INV-208952					2	2
INV-210994					2	2
INV-212651					2	2
INV-214289					2	2
INV-216016					2	2
INV-217418					2	2
INV-218637					2	2
Reclassificaitn					1	1
Reclassification			5			5
(blank)			5			5
Grand Total	**13**	**1**	**15**	**12**	**52**	**93**

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Single Family Retrofit

Eversource Electric (NSTAR)

2015 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	2	1			1	4
All EMV Allocated Costs					1	1
All Legal Allocated Costs	1					1
All IT Allocated Costs	1					1
All Marketing Allocated Costs		1				1
ACTION FOR BOSTON		6	12	13		31
1701			1	1		2
1702			1	1		2
1703			1	1		2
1704		1	1	1		3
1705			1	1		2
1706		1	1	1		3
1707		1	1	1		3
1708		1	1	1		3
1709		1	1	1		3
1710			1	1		2
1711			1	1		2
1712		1	1	1		3
1713				1		1
CITY OF WALTHAM		1				1
06/25/15		1				1
CLEAResult (Conservation Services Group)				4		4
073115-NSTAR-ST				1		1
083115-NSTAR-ST				1		1
103115-NSTAR-ST				1		1
123115-NSTAR-ST				1		1
COMPETITIVE RESOURCES INC.				24		24
14-804-12				2		2
15-804-01				2		2
15-804-02				2		2
15-804-03				2		2
15-804-04				2		2
15-804-05				2		2
15-804-06				2		2
15-804-07				2		2
15-804-08				1		1
15-804-09				2		2
15-804-10				2		2
15-804-11				2		2
Reclassification				1		1
FRIENDS HELPING SENIORS		1				1
04/27/15		1				1
NAVIGANT CONSULTING INC					13	13
454225					1	1
455485					1	1
458920					1	1
461976					1	1
465331A					1	1
467067A					1	1
470545A					1	1
473382					1	1
475445					1	1
475446A					1	1
478261A					1	1
449264					1	1
452009					1	1
OPINION DYNAMICS CORPORATION					2	2
7870NSTARE315					1	1
Reclassification					1	1

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Single Family Retrofit

Eversource Electric (NSTAR)

2015 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
RIVER ENERGY CONSULTANTS CORP - Naomi Mermin C	7					7
9024	1					1
9177	1					1
9616	1					1
9786	1					1
10244	1					1
10486	1					1
10620	1					1
RIVER ENERGY CONSULTANTS CORP- Ansafone, Verizon Business		5				5
10148		1				1
8876		1				1
9168		1				1
9768		1				1
10448		1				1
RIVER ENERGY CONSULTANTS CORP- Jeff Lin		1				1
10045		1				1
RIVER ENERGY CONSULTANTS CORP- Naomi Mermin C	4					4
9329	1					1
9507	1					1
10072	1					1
10333	1					1
TETRA TECH MA INC					17	17
50879243					1	1
50879280					1	1
50879298					1	1
50889254					1	1
50889271					1	1
50889291					1	1
50889311					1	1
50908872					1	1
50908913					1	1
50908931					1	1
1001G					1	1
1002G					1	1
1003G					1	1
1004G					1	1
1005G					1	1
1006G					1	1
1007G					1	1
THE CADMUS GROUP INC					23	23
INV-203779					1	1
INV-204755					1	1
INV-206055					1	1
INV-207753					1	1
INV-206303					2	2
INV-207920					2	2
INV-208952					2	2
INV-210994					2	2
INV-212651					2	2
INV-214289					2	2
INV-216016					2	2
INV-217418					2	2
INV-218637					2	2
Reclassificaitn					1	1
Grand Total	**13**	**15**	**12**	**41**	**56**	**137**

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Multi-Family Retrofit

Eversource Electric (NSTAR)

2015 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	2	1			1	4
All EMV Allocated Costs					1	1
All Legal Allocated Costs	1					1
All IT Allocated Costs	1					1
All Marketing Allocated Costs		1				1
ACTION FOR BOSTON			12	13		25
1701			1	1		2
1702			1	1		2
1703			1	1		2
1704			1	1		2
1705			1	1		2
1706			1	1		2
1707			1	1		2
1708			1	1		2
1709			1	1		2
1710			1	1		2
1711			1	1		2
1712			1	1		2
1713				1		1
BOATHOUSE GROUP INC		4				4
3401982		2				2
3401980		2				2
CLEAResult (Conservation Services Group)				4		4
073115-NSTAR-ST				1		1
083115-NSTAR-ST				1		1
103115-NSTAR-ST				1		1
123115-NSTAR-ST				1		1
COMPETITIVE RESOURCES INC.				24		24
14-804-12				2		2
15-804-01				2		2
15-804-02				2		2
15-804-03				2		2
15-804-04				2		2
15-804-05				2		2
15-804-06				2		2
15-804-07				2		2
15-804-08				1		1
15-804-09				2		2
15-804-10				2		2
15-804-11				2		2
Reclassification				1		1
NAVIGANT CONSULTING INC					13	13
454225					1	1
455485					1	1
458920					1	1
461976					1	1
465331A					1	1
467067A					1	1
470545A					1	1
473382					1	1
475445					1	1
475446A					1	1
478261A					1	1
449264					1	1
452009					1	1
OPINION DYNAMICS CORPORATION					2	2
7870NSTARE315					1	1
Reclassification					1	1
RIVER ENERGY CONSULTANTS CORP - Naomi Mermin C	7					7

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Multi-Family Retrofit

Eversource Electric (NSTAR)

2015 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
9024	1					1
9177	1					1
9616	1					1
9786	1					1
10244	1					1
10486	1					1
10620	1					1
RIVER ENERGY CONSULTANTS CORP- Ansafone		1				1
10036		1				1
RIVER ENERGY CONSULTANTS CORP- Ansafone, Verizon Business		5				5
9050		1				1
9359		1				1
9634		1				1
10314		1				1
10567		1				1
RIVER ENERGY CONSULTANTS CORP- Naomi Mermin C	4					4
9329	1					1
9507	1					1
10072	1					1
10333	1					1
RIVER ENERGY CONSULTANTS CORP- One Planet Corporation		1				1
10548		1				1
TETRA TECH MA INC					13	13
50879243					1	1
50879280					1	1
50889254					1	1
50889291					1	1
50908872					1	1
50908913					1	1
1001G					1	1
1002G					1	1
1003G					1	1
1004G					1	1
1005G					1	1
1006G					1	1
1007G					1	1
THE CADMUS GROUP INC					23	23
INV-203779					1	1
INV-204755					1	1
INV-206055					1	1
INV-207753					1	1
INV-206303					2	2
INV-207920					2	2
INV-208952					2	2
INV-210994					2	2
INV-212651					2	2
INV-214289					2	2
INV-216016					2	2
INV-217418					2	2
INV-218637					2	2
Reclassificaitn					1	1
Grand Total	**13**	**12**	**12**	**41**	**52**	**130**

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]				[redacted]	[redacted]
All EMV Allocated Costs						
All Legal Allocated Costs	[redacted]					
All IT Allocated Costs						
All Marketing Allocated Costs		[redacted]				
AHA CONSULTING ENGINEERS INC				[redacted]		
NS13027						
NS14015						
NS14051						
NS15005						
ANDELMAN & LELEK ENGINEER INC						
2015-2645						
2015-2725						
2015-2742						
2015-2764						
2015-2768						
2015-2790						
2015-2799						
2015-2800						
2015-2802						
2015-2823						
2015-2829						
2015-2847						
2015-2855						
2015-2865						
2015-2878						
2015-2891						
2015-2908						
2015-2927						
2015-2929						
2015-2940						
2015-2941						
2015-2950						
2015-2957						
2015-2970						
2015-2971						
2015-2973						
2015-2990						
2015-2991						
2015-2993						
2015-3002						
2015-3003						
2015-3014						
2015-3017						
2015-2928						
2015-2998						
2015-3019						
2015-3041						
2015-3042						
2015-3046						
2015-3047						
2015-3048						
2015-3049						
2015-3058						
2015-3059						
B2Q ASSOCIATES INC						
14-030-12						
14-030-15						
14-030-16						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
14-030-18						
14-193-04						
14-647-02						
14-647-03						
15-038-21						
15-038-22						
15-038-24						
BEHNISCH ARCHITEKTEN						
1241-BS-E1						
BG EVENTS & CATERING						
ES1903						
Blackhawk Engagement Solutions (Parago)						
4P540543						
4P540748						
4P540846						
4P540948						
4P541048						
4P541936						
4P240422						
4P340021						
4P540142						
4P540242						
4P540342						
BOATHOUSE GROUP INC						
3402283						
BOSTON MARRIOTT NEWTON						
367103						
BOYKO ENGINEERING						
NS14170						
NS15022						
NS15022B						
NS15105						
BUROHAPPOLD ENGINEERING						
NS14127						
CLARK RICHARDSON & BISKUP						
0064612						
CLEAResult (Conservation Services Group)						
5494						
5895						
6037						
6074						
4928						
4947						
4992						
5040						
5068						
5175						
5259						
5364						
5410						
5523						
5661						
5707						
5841						
COMPETITIVE RESOURCES INC.						
14-804HV-12						
14-804UP-12						
15-804HV-01						
15-804HV-02						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
15-804HV-03			[redacted]			[redacted]
15-804HV-04						
15-804HV-05						
15-804HV-06						
15-804HV-07						
15-804HV-08						
15-804HV-09						
15-804HV-10						
15-804HV-11						
15-804UP-01						
15-804UP-02						
15-804UP-03						
15-804UP-04						
15-804UP-05						
15-804UP-06						
15-804UP-07						
15-804UP-08						
15-804UP-09						
15-804UP-10						
15-804UP-11						
DMI INC				[redacted]		
7185						
7186						
7187						
7188						
7189						
7190						
6830						
6831						
6832						
6833						
6834						
6835						
6909						
6910						
6911						
6912						
6913						
6914						
6915						
6916						
6917						
7036						
7037						
7038						
7039						
7040						
7041						
7042						
7052						
7053						
7054						
7055						
7056						
7057						
7058						
7059						
7060						
7113						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
7114				[redacted]		[redacted]
7115				[redacted]		[redacted]
7116				[redacted]		[redacted]
7117				[redacted]		[redacted]
7118				[redacted]		[redacted]
7119				[redacted]		[redacted]
7159				[redacted]		[redacted]
DNV GL					[redacted]	[redacted]
Reclassification						[redacted]
ECOVA INC			[redacted]	[redacted]		[redacted]
107232A				[redacted]		[redacted]
10723NS				[redacted]		
107262A				[redacted]		[redacted]
10726NS				[redacted]		
107282A				[redacted]		[redacted]
10728NS				[redacted]		
107432U			[redacted]	[redacted]		[redacted]
107435U			[redacted]	[redacted]		[redacted]
10743NS			[redacted]	[redacted]		[redacted]
107462U				[redacted]		[redacted]
107465U				[redacted]		[redacted]
10746NS				[redacted]		[redacted]
10746WM				[redacted]		
107702U			[redacted]	[redacted]		[redacted]
10770NS			[redacted]	[redacted]		[redacted]
10789NS			[redacted]	[redacted]		[redacted]
107972U			[redacted]	[redacted]		[redacted]
107975U			[redacted]	[redacted]		[redacted]
10798NS			[redacted]	[redacted]		[redacted]
108122A			[redacted]	[redacted]		[redacted]
10812NS			[redacted]	[redacted]		[redacted]
108342U			[redacted]	[redacted]		[redacted]
10834NS			[redacted]	[redacted]		[redacted]
108512U			[redacted]	[redacted]		[redacted]
10851NS			[redacted]	[redacted]		[redacted]
108632U			[redacted]	[redacted]		[redacted]
10863NS			[redacted]	[redacted]		[redacted]
108782U			[redacted]	[redacted]		[redacted]
10878NS			[redacted]	[redacted]		[redacted]
108952U			[redacted]	[redacted]		[redacted]
10895NS			[redacted]	[redacted]		[redacted]
109052U			[redacted]	[redacted]		[redacted]
10905NS			[redacted]	[redacted]		[redacted]
109262U			[redacted]	[redacted]		[redacted]
323302U			[redacted]	[redacted]		[redacted]
335202U			[redacted]	[redacted]		[redacted]
344802U			[redacted]	[redacted]		[redacted]
356902A			[redacted]	[redacted]		[redacted]
LEDFIXTUREPILOT			[redacted]	[redacted]		[redacted]
NC150189			[redacted]			[redacted]
PB-003234			[redacted]	[redacted]		[redacted]
PB-003353			[redacted]	[redacted]		[redacted]
PB-003450			[redacted]	[redacted]		[redacted]
10704NS				[redacted]		
ENERGY & RESOURCE SOLUTIONS				[redacted]		[redacted]
7935				[redacted]		[redacted]
8025				[redacted]		[redacted]
ENERGY EFFICIENCY FUNDING GROU				[redacted]		[redacted]
20150206B				[redacted]		[redacted]

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
ENERGY FEDERATION INC			[redacted]	[redacted]		[redacted]
0164541-IN				[redacted]		[redacted]
0168996-IN				[redacted]		[redacted]
0175784-IN				[redacted]		[redacted]
0184786-IN			[redacted]	[redacted]		[redacted]
0191228-IN				[redacted]		[redacted]
0210337-IN				[redacted]		[redacted]
0215805-IN			[redacted]	[redacted]		[redacted]
0224962-IN			[redacted]	[redacted]		[redacted]
0234073-IN			[redacted]	[redacted]		[redacted]
0240112-IN			[redacted]	[redacted]		[redacted]
0241773-IN			[redacted]	[redacted]		[redacted]
0262216-IN			[redacted]	[redacted]		[redacted]
0268697-IN				[redacted]		[redacted]
0275868-IN			[redacted]	[redacted]		[redacted]
0283041-IN			[redacted]	[redacted]		[redacted]
0288817-IN			[redacted]	[redacted]		[redacted]
0294606-IN			[redacted]	[redacted]		[redacted]
0300105-IN			[redacted]	[redacted]		[redacted]
0309324-IN			[redacted]	[redacted]		[redacted]
0312737-IN			[redacted]	[redacted]		[redacted]
0324678-IN			[redacted]	[redacted]		[redacted]
0329223-IN			[redacted]	[redacted]		[redacted]
0349161-IN			[redacted]	[redacted]		[redacted]
0371932-IN			[redacted]	[redacted]		[redacted]
0387566-IN			[redacted]	[redacted]		[redacted]
0389854-IN			[redacted]	[redacted]		[redacted]
0394511-IN			[redacted]	[redacted]		[redacted]
ENGINEERED SOLUTIONS INC				[redacted]		[redacted]
13531				[redacted]		[redacted]
13532				[redacted]		[redacted]
13735				[redacted]		[redacted]
14005				[redacted]		[redacted]
14223				[redacted]		[redacted]
14299				[redacted]		[redacted]
14332				[redacted]		[redacted]
14363				[redacted]		[redacted]
14194				[redacted]		[redacted]
14449				[redacted]		[redacted]
GDS ASSOCIATES INC				[redacted]		[redacted]
0113054				[redacted]		[redacted]
0133054A				[redacted]		[redacted]
ICF RESOURCES LLC			[redacted]	[redacted]		[redacted]
BI_MF11_15NSTAR			[redacted]			[redacted]
BIMF0315NSTARCE				[redacted]		[redacted]
BIMF0315NSTARCG				[redacted]		[redacted]
BI-MF04_15NSTAR				[redacted]		[redacted]
BIMF0415NSTARCE				[redacted]		[redacted]
BIMF0415NSTARCG				[redacted]		[redacted]
BIMF0815NSTARCE			[redacted]			[redacted]
BIMF1015NSTARCE			[redacted]			[redacted]
NSTARC&I001-15				[redacted]		[redacted]
NSTARC&I002-15				[redacted]		[redacted]
NSTARC&I003-15				[redacted]		[redacted]
NSTARC&I004-15				[redacted]		[redacted]
NSTARC&I005-15				[redacted]		[redacted]
NSTARC&I006-15				[redacted]		[redacted]
NSTARC&I007-15				[redacted]		[redacted]
NSTARC&I008-15				[redacted]		[redacted]

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
NSTARC&I011-15				[redacted]		[redacted]
NSTARC&I012-14						
JP MORGAN CHASE BANK		[redacted]				
540539937898084						
KEMA INCORPORATED					[redacted]	
20143460						
20143857						
20143873						
20150073						
20150289						
20150365						
20150637						
20150839						
20151120						
20151185						
20151196						
20151304						
20151503						
20151567						
20151645						
20151711						
20151957						
20152047						
20152085						
20152096						
20152386						
20152407						
20152413						
20152461						
20152592						
20152678						
20152834						
10002517						
10002522						
10002604						
10002895						
10002920						
10003326						
10003379						
10003415						
10003457						
20152820						
20154001						
20154002						
20154003						
MULTIVIEW INC		[redacted]				
STD144265						
NAVIGANT CONSULTING INC					[redacted]	
454225						
455485						
458920						
461976						
465331A						
467067A						
470545A						
473382						
475445						
475446A						
478261A						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
478703					[redacted]	[redacted]
449264						
452009						
NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS						
4979						
5026						
5110						
5141						
5162						
5186						
5216						
5236						
5261						
5325						
OPINION DYNAMICS CORPORATION						
7870NSTARE315						
Reclassification						
ORACLE AMERICA INC	[redacted]					
3221306						
42947808						
RDK ENGINEERS INC				[redacted]		
NS14134						
RG VANDERWEIL ENGINEERS LLP						
NS13026A						
RISE ENGINEERING-DIV THIELSCH						
118069						
122380						
127706						
128816						
RIST FROST SHUMWAY ENGINEERING						
NS14102						
RIVER ENERGY CONSULTANTS CORP- Marriot						
9006						
9008						
RIVER ENERGY CONSULTANTS CORP- Tabors Caramanis Rudkevich						
8799						
8912						
9434						
SHAWMUT DESIGN & CONSTRUCTION						
05/18/15						
SYMMES MAINI & MCKEE ASSOCIATE						
0042534						
TETRA TECH MA INC						
50879243						
50879280						
50879298						
50889254						
50889271						
50889291						
50889311						
50908872						
50908913						
50908931						
50879228						
50879262						
50908892						
1001G						
1002G						
1003G						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
1004G						
1005G						
1006G						
1007G						
Reclassificaitn						
THE GREEN ENGINEER INC.						
2034						
2035						
2036						
2105						
2106						
2107						
2108						
2109						
2175						
2176						
2177						
1452						
1454						
1458						
1505						
1617						
1724						
1725						
1726						
1741						
1795						
1796						
1857						
1858						
1917						
1981						
1982						
2201						
UNIVERSITY STATION SR HOUSING						
NS14148						
WAYPOINT BUILDING GROUP INC.						
536						
547						
582						
589						
621						
639						
644						
675						
WELLER & MICHAL ARCHITECTS INC						
14127						
WESTON & SAMPSON ENGINEERS INC						
NS14041						
WSP FLACK & KURTZ						
NS13041A						
NS14004						
NS14006						
NS14074						
NS14080						
NS15050						
NS15152						
NS15153						
Reclassification						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (NSTAR)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
(blank)						
Grand Total						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]				[redacted]	[redacted]
All EMV Allocated Costs						
All Legal Allocated Costs	[redacted]					
All IT Allocated Costs						
All Marketing Allocated Costs		[redacted]				
AIR ENERGY INC				[redacted]		
NS14182						
NS14183						
AMERICAN PLANT MAINT, INC						
NS15128						
ANDELMAN & LELEK ENGINEER INC						
2015-2802						
2015-2891						
2015-2908						
2015-2927						
2015-2929						
2015-2940						
2015-2941						
2015-2950						
2015-2957						
2015-2970						
2015-2971						
2015-2973						
2015-2990						
2015-2991						
2015-2993						
2015-3002						
2015-3003						
2015-3014						
2015-3017						
2015-2722						
2015-2723						
2015-2724						
2015-2766						
2015-2846						
2015-2848						
2015-2860						
2015-2928						
2015-2998						
2015-3019						
2015-3041						
2015-3042						
2015-3046						
2015-3047						
2015-3048						
2015-3049						
2015-3058						
2015-3059						
APPLIED ENERGY & COMMISSIONING						
NS14071						
B2Q ASSOCIATES INC						
14-030-15						
14-030-16						
14-030-18						
14-193-04						
15-038-21						
15-038-22						
15-038-24						
14-030-11						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
14-030-13				[redacted]		[redacted]
14-030-14						
14-193-01						
14-193-02						
15-038-20						
BOATHOUSE GROUP INC		[redacted]				
3402283						
BOSTON MARRIOTT LONG WHARF					[redacted]	
215453						
BOSTON MARRIOTT NEWTON						
367103						
BOSTON MEDICAL CENTER						
NS15051						
BOSTON UNIVERSITY MEDICAL						
NS15010						
BOYKO ENGINEERING						
NS15038						
NS15140						
CAMBRIDGE HOUSING AUTHORITY						
NS15004						
CDH ENERGY CORP						
710-33						
710-34						
710-35						
710-36						
710-37						
710-38						
710-39						
710-40						
710-41						
710-42						
CES GROUP LLC						
NS14190						
NS14190A						
COMPLETE RECYCLING SOLUTIONS L						
124444SM-FEB						
124999SM-DEC						
125000SM-JAN						
126000SM-MAR						
126800SM-APRIL						
127100SM-MAY						
128000SM-JULY						
128001SM-JUNE						
128999SM-AUGUST						
129999SM-SEPT						
130111SM-OCT						
130333SM-NOV						
COMPRESSOR ENERGY SERVICES						
NS14059						
NS14196						
COSTAR REALTY INFORMATION INC						
102665038						
102692782						
102726505						
102837522						
102918512						
102978863						
103052509						
103104472						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
103191931				[redacted]		[redacted]
103242611						
103287283						
CUBIST PHARMACEUTICALS INC.						
NS14003						
DMI INC						
7185						
7186						
7187						
7188						
7189						
7190						
6830						
6831						
6832						
6833						
6834						
6835						
6909						
6910						
6911						
6912						
6913						
6914						
6915						
6916						
6917						
7036						
7037						
7038						
7039						
7040						
7041						
7042						
7052						
7053						
7054						
7055						
7056						
7057						
7058						
7059						
7060						
7113						
7114						
7115						
7116						
7117						
7118						
7119						
7159						
6128						
6470						
6471						
6472						
6473						
6474						
6475						
6476						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
6508				[redacted]		[redacted]
6509						
6510						
6512						
6526						
6581						
6582						
6583						
6652						
6653						
6654						
6700						
6701						
6703						
6704						
6705						
6706						
6761						
6762						
6763						
DUNSKY ENERGY CONSULTING						
15-1754						
15-1782						
15-1795						
15-1811						
EMC CORPORATION						
NS15034						
ENERGY & RESOURCE SOLUTIONS						
7935						
8025						
7178						
7223						
7573						
ENERGY EFFICIENCY FUNDING GROU						
20150206B						
ENERGY MANAGEMENT ASSOC INC						
58293						
58294						
58295						
58296						
58297						
58298						
58299						
58300						
58301						
58302						
58303						
58304						
58305						
58306						
58307						
58308						
58309						
58310						
58311						
ENGINEERED SOLUTIONS INC						
14005						
14223						
14299						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
14332				[redacted]		[redacted]
14363						
13201						
13282						
13283						
13357						
13417						
13422						
13487						
13530						
13554						
13568						
13601						
13686						
13688						
13794						
13813						
13864						
13908						
13912						
13943						
13951						
14194						
14449						
ENVIRONMENTAL INTEGRITY CO LLC						
4774						
5187						
GDS ASSOCIATES INC						
0113054						
0133054A						
HILTON DEDHAM HOTEL		[redacted]				
01052015						
HOST HOTELS & RESORTS						
ES5942						
KEMA INCORPORATED					[redacted]	
20142981						
20143460						
20143614						
20143857						
20143873						
20150073						
20150289						
20150365						
20150637						
20150839						
20151120						
20151185						
20151196						
20151304						
20151503						
20151567						
20151645						
20151711						
20151957						
20152047						
20152085						
20152096						
20152386						
20152407						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
20152413						
20152461						
20152592						
20152678						
20152834						
10002517						
10002522						
10002604						
10002895						
10002920						
10003326						
10003379						
10003415						
10003457						
20152820						
20154001						
20154002						
20154003						
KEMA00049342						
Reclassification						
KEMA-00049342-						
Reclassification						
MILTON ACADEMY						
NS13029						
MULTIVIEW INC						
STD144265						
STD145504						
NAVIGANT CONSULTING INC						
454225						
455485						
458920						
461976						
465331A						
467067A						
470545A						
473382						
475445						
475446A						
478261A						
478703						
449264						
452009						
Reclassification						
NORTH ATLANTIC ENERGY ADVISORS						
010915						
031315						
031515						
041416						
050615						
062115						
070915						
090615						
111715						
NORTHEAST ENERGY EFFICIENCY PARTNERSHIPS						
4979						
5026						
5110						
5141						
5162						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
5186						
5216						
5236						
5261						
5325						
5086						
OPINION DYNAMICS CORPORATION						
7870NSTARE315 Reclassification						
ORACLE AMERICA INC						
3221306						
42947808						
PAUL KAZMERCYZ DBA						
5997						
PROCESS ENERGY SERVICES LLC						
MW060915						
RESOURCE & ENERGY CONSULTING						
ES5991						
RISE ENGINEERING-DIV THIELSCH						
118069						
122380						
127706						
128816						
123319						
124253						
125380						
133649						
134793						
RIVER ENERGY CONSULTANTS CORP- C&I Committee Meeting						
10296						
RIVER ENERGY CONSULTANTS CORP- Committee Meetings						
8903						
9129						
9415						
9568						
9658						
9752						
9970						
10209						
10393						
10529						
8895						
9123						
9243						
9405						
9558						
9652						
9746						
9976						
10203						
10387						
10523						
RIVER ENERGY CONSULTANTS CORP- Esource						
9234						
RIVER ENERGY CONSULTANTS CORP- Marriot						
9006						
9008						
RIVER ENERGY CONSULTANTS CORP- Naomi Mermin Consulting						
8813						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
RIVER ENERGY CONSULTANTS CORP- Tabors Caramanis Rudkevich						
8799						
8912						
9434						
SIEMENERAUTO00051098						
Reclassificaitn						
SYSTRA CONSULTING INC						
NS15120						
TETRA TECH MA INC						
50879243						
50879280						
50879298						
50889254						
50889271						
50889291						
50889311						
50908872						
50908913						
50908931						
1001G						
1002G						
1003G						
1004G						
1005G						
1006G						
1007G						
Reclassificaitn						
THE GREEN ENGINEER INC.						
2034						
2035						
2036						
2105						
2106						
2107						
2108						
2109						
2175						
2176						
2177						
1917						
1981						
1982						
2201						
1506						
1549						
THE LANGHAM HOTEL						
NS14139						
TNZ ENERGY CONSULTING INC						
NS14110						
UTS ENERGY ENGINEERING LLC						
1505						
1501						
1502						
VEOLIA ENVIRONMENTAL SERVICES						
05312015SM						
113015LG						
01312015LG						
06302015LG						
07312015SM						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (NSTAR)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
09302015LG						
12312014LG						
WALTER HENRY P.E.						
091115						
10-14-15						
111						
11-11-15						
112						
113						
8-10-15						
WHITEHEAD INSTITUTE						
NS14087						
WSP						
NR14194						
WWGRAING00010816						
Reclassificaitn						
Reclassification						
Grand Total						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2015 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated Costs	[redacted]					
All EMV Allocated Costs						
All Legal Allocated Costs						
All IT Allocated Costs						
All Marketing Allocated Costs						
AECOM USA INC						
3341-15						
3419-15						
3750158						
37502169						
37505587						
37509192						
37512507						
37515813						
37523309						
37527697						
37570843						
37578057						
37586493						
37598027						
37614773						
37626194						
37632286						
37638528						
37644905						
37653582						
37662208						
37671844						
APPLIED ENERGY MANAGEMENT INC						
EVRSC-0215						
EVRSC-0315						
EVRSC-0415						
EVRSC-0515						
EVRSC-0615						
EVRSC-0715						
EVRSC-0815						
EVRSC-0915						
EVRSC-1015						
EVRSC-1115						
EVRSC-1215						
BOATHOUSE GROUP INC						
3402237						
BOSTON MARRIOTT NEWTON						
367103						
EEFG INC						
20150608A						
ENERGY EFFICIENCY FUNDING GROU						
20150206B						
ENVIRONMENTAL INTEGRITY CO LLC						
3990						
4045						
4265						
4596						
4603						
4669						
4670						
4731						
4773						
4774						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2015 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
4792				[redacted]		[redacted]
5022						
5023						
5187						
5272						
5348						
IMPERIAL GRAPHICS		[redacted]				
36564						
NATIONAL RESOURCE MANGMT INC						
BE01312015						
BE02282015						
BE03312015						
BE04302015						
BE05312015						
BE06302015						
BE07312015						
BE08312015						
BE09302015						
BE10312015						
BE11302015						
BE12152015						
NAVIGANT CONSULTING INC					[redacted]	
454225						
455485						
458920						
461976						
465331A						
467067A						
470545A						
473382						
475445						
475446A						
478261A						
478703						
449264						
452009						
NORTHERN ENERGY SERVICES		[redacted]				
01-3145						
01-3152						
01-3155						
01-3160						
01-3166						
01-3169						
01-3180						
01-3186						
01-3191						
01-3196						
01-3202						
01-3208						
01-3223						
01-3228						
01-3239						
01-3242						
01-3251						
01-3257						
01-3266						
01-3279						
01-3286						
01-3300						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2015 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
OPINION DYNAMICS CORPORATION						
7870NSTARE315						
PRISM ENERGY SERVICES						
NSTARSB120E						
NSTARSB121E						
NSTARSB122E						
NSTARSB123E						
NSTARSB124E						
NSTARSB125E						
NSTARSB126E						
NSTARSB127E						
NSTARSB129E						
NSTARSB130E						
NSTARSB131E						
NSTARSB132E						
NSTARSB133E						
NSTARSB134E						
NSTARSB135E						
NSTARSB136E						
NSTARSB138E						
NSTARSB158E						
RETROCOOL ENERGY INC						
13821						
RISE ENGINEERING-DIV THIELSCH						
123196						
124040						
125210						
126351						
127375						
128648						
129431						
130910						
130917						
132220						
133506						
134747						
135417						
RIVER ENERGY CONSULTANTS CORP- Marriot						
9006						
9008						
RIVER ENERGY CONSULTANTS CORP- Tabors Caramanis Rudkevich						
8799						
8912						
9434						
TECHNIART						
1116						
TETRA TECH MA INC						
50879243						
50879280						
50879298						
50889254						
50889271						
50889291						
50889311						
50908872						
50908913						
50908931						
1001G						
1002G						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2015 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
1003G						
1004G						
1005G						
1006G						
1007G						
THE HIRED PENS INC						
EES1						
THREE TWINS PRODUCTIONS INC						
16260						
TNT ENERGY LLC						
10391-72-1						
10391-72-2						
10391-73-1						
10391-73-2						
10391-74-1						
10391-74-2						
10391-75-1						
10391-75-2						
10391-76-1						
10391-76-2						
10391-77-1						
10391-77-2						
10391-78-1						
10391-78-2						
10391-79-1						
10391-79-2						
10391-80-1						
10391-80-2						
10391-81-1						
10391-81-2						
10391-82-1						
10391-82-2						
10391-83-1						
VEOLIA ENVIRONMENTAL SERVICES						
01312015SM						
02282015LG						
02282015SM						
03312015SM						
04302015LG						
04302015SM						
05312015LG						
05312015SM						
06302015SM						
08312015SM						
09302015SM						
10312015SM						
113015						
113015LG						
11302014SM						
12312014SM						
WORLD ENERGY EFFICIENCY						
1030/2015ELE						
1030/2015GAS						
1130/2015ELE						
1130/2015GAS						
1211/2015ELE						
1211/2015GAS						
WORLD ENERGY SOLUTIONS INC						
430/2015ELE						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (NSTAR)

2015 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
EVERSOURCE0331		[redacted]				
EVERSOURCE0531						
EVERSOURCE0613						
EVERSOURCE0629/						
EVERSOURCE313						
EVERSOURCE415/2						
EVERSOURCE51520						
NSTAR0724/2015E						
NSTAR08142015EL						
NSTAR0831/2015E						
NSTAR0914/2015E						
NSTAR09292015EL						
NSTAR10152015EL						
NSTAR1030/2015E						
NSTAR1116/2015E						
NSTAR1130/2015E						
NSTAR1231/2014E						
NSTAR130/2015EL						
Reclassification						
(blank)			[redacted]			
NATIRESOMANG00055114						
NORTHEENERGY00055113						
NORTHEENERGY-00055113-						
PRISENERSERV-00055115-						
Retrocool Invoice						
TNTENR00055116						
TNTENR-00055116-						
WORENEEFFSER-00067895-						
WORLDENERGY00055117						
WORLDENERGY-00055117-						
AECOM USA00055111				[redacted]		
AECOM USA-00055111-						
Grand Total	[redacted]					

APPENDIX F

Western Massachusetts Electric

Invoice Summary Tables

Vendor Invoice Summary Table

2013-2015 Term Report

Notes

Eversource Electric (WMECO)

• The following tables represents vendor invoices only. They do not include costs that are not paid via an invoice to a vendor, such as internal labor costs, internal expenses, direct incentive payments to participants, or loans repaid by participants as part of multi-year financing opportunities in certain core initiatives. Therefore, the totals in these tables will not match the totals in the Term Report Data tables.

• Allocated costs are those costs that are not specific to each core initiative. Such costs include IT support, legal services, general marketing for the efficiency programs, and other efficiency-related overhead costs provided by third-party vendors. These costs are allocated to each core initiative based on the core initiative's planned percentage of total costs.

• River Energy facilitates payment to other vendors for all PAs in order to minimize the administrative burdens and associated costs of invoicing; River Energy also provides meeting facilitation and other consulting services.

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (WMECO)

2013 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated Legal Costs	[redacted]					[redacted]
Allocated IT Costs	[redacted]					[redacted]
Allocated General Expenses	[redacted]					
Competitive Resources				[redacted]		[redacted]
109005500000				[redacted]		[redacted]
150735500000				[redacted]		[redacted]
304454500000				[redacted]		[redacted]
415474500000				[redacted]		[redacted]
675906500000				[redacted]		[redacted]
864585500000				[redacted]		[redacted]
ICF Resources Inc.		[redacted]	[redacted]	[redacted]		[redacted]
69465500000		[redacted]		[redacted]		[redacted]
80874500000			[redacted]	[redacted]		[redacted]
89205500000		[redacted]		[redacted]		[redacted]
110834500000			[redacted]			[redacted]
140686500000				[redacted]		[redacted]
166734500000				[redacted]		[redacted]
181036500000			[redacted]	[redacted]		[redacted]
210995500000				[redacted]		[redacted]
228486500000			[redacted]	[redacted]		[redacted]
240686500000		[redacted]		[redacted]		[redacted]
241575500000		[redacted]		[redacted]		[redacted]
269625500000				[redacted]		[redacted]
273406500000				[redacted]		[redacted]
279205500000				[redacted]		[redacted]
341575500000		[redacted]		[redacted]		[redacted]
345726500000		[redacted]		[redacted]		[redacted]
354926500000				[redacted]		[redacted]
362975500000			[redacted]	[redacted]		[redacted]
373406500000		[redacted]		[redacted]		[redacted]
382715500000				[redacted]		[redacted]
409347500000				[redacted]		[redacted]
443584500000				[redacted]		[redacted]
453856500000			[redacted]	[redacted]		[redacted]
571865500000			[redacted]	[redacted]		[redacted]
582715500000			[redacted]	[redacted]		[redacted]
618205500000				[redacted]		[redacted]
657734500000				[redacted]		[redacted]
671865500000			[redacted]	[redacted]		[redacted]
674856500000		[redacted]		[redacted]		[redacted]
682715500000			[redacted]			[redacted]
718906500000				[redacted]		[redacted]
740347500000			[redacted]	[redacted]		[redacted]
771955500000				[redacted]		[redacted]
774856500000				[redacted]		[redacted]
783725500000			[redacted]	[redacted]		[redacted]
810417500000		[redacted]		[redacted]		[redacted]
824774500000			[redacted]	[redacted]		[redacted]
839044500000				[redacted]		[redacted]
843584500000				[redacted]		[redacted]
855206500000			[redacted]	[redacted]		[redacted]
871865500000				[redacted]		[redacted]
928355500000				[redacted]		[redacted]
944955500000			[redacted]	[redacted]		[redacted]
945317500000			[redacted]	[redacted]		[redacted]

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (WMECO)

2013 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
959465500000		[redacted]		[redacted]		[redacted]
961547500000						
971865500000			[redacted]			
NMR Group Inc					[redacted]	
489975500000						
659544500000						
668355500000						
730894500000						
Northeast Sustainable Energy				[redacted]		
241674500000						
Reclassification			[redacted]			
Grand Total	[redacted]					

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (WMECO)

2013 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated Legal Costs	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
Allocated IT Costs	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated General Expenses	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Center for Ecological Technology	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
82225500000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
257107000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
324927000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
422957000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
459387000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
564618000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
621248000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
651306000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
706645000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
787646000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
801068000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
935775000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
987966000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
776677500000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Competitive Resources	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
935347000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
RISE Engineering	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
33347500000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
261507000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
318957000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
482576000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
590487000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
619595000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
628418000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
709946000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
718765000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
724858000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
865226000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
981927000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
River Energy	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
314858000000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Reclassification	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Grand Total	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (WMECO)

2013 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]			[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated Legal Costs	[redacted]					[redacted]
Allocated General Expenses	[redacted]					
Allocated IT Expenses	[redacted]					[redacted]
Center for Ecological Technology		[redacted]				[redacted]
1067500000			[redacted]	[redacted]		[redacted]
51007500000			[redacted]	[redacted]		[redacted]
130844500000			[redacted]	[redacted]		[redacted]
140865500000				[redacted]		[redacted]
160347500000			[redacted]	[redacted]		[redacted]
209605500000				[redacted]		[redacted]
277345500000			[redacted]	[redacted]		[redacted]
306396500000				[redacted]		[redacted]
314807500000			[redacted]	[redacted]		[redacted]
356994500000			[redacted]	[redacted]		[redacted]
399195500000				[redacted]		[redacted]
421856500000			[redacted]	[redacted]		[redacted]
554474500000			[redacted]	[redacted]		[redacted]
618106500000			[redacted]	[redacted]		[redacted]
621186500000			[redacted]	[redacted]		[redacted]
669915500000			[redacted]	[redacted]		[redacted]
684527500000		[redacted]				[redacted]
726766500000				[redacted]		[redacted]
735044500000				[redacted]		[redacted]
788046500000				[redacted]		[redacted]
927046500000				[redacted]		[redacted]
953874500000				[redacted]		[redacted]
995575500000			[redacted]	[redacted]		[redacted]
Commonwealth of Mass	[redacted]					[redacted]
231674500000	[redacted]					[redacted]
Competitive Resources				[redacted]		[redacted]
109005500000				[redacted]		[redacted]
112844500000				[redacted]		[redacted]
150735500000				[redacted]		[redacted]
188127500000				[redacted]		[redacted]
196496500000				[redacted]		[redacted]
304454500000				[redacted]		[redacted]
415474500000				[redacted]		[redacted]
527655500000				[redacted]		[redacted]
549466500000				[redacted]		[redacted]
675906500000				[redacted]		[redacted]
798057500000				[redacted]		[redacted]
864585500000				[redacted]		[redacted]
935346500000				[redacted]		[redacted]
Conservation Services Group		[redacted]	[redacted]			[redacted]
282267500000		[redacted]				[redacted]
511167500000		[redacted]	[redacted]			[redacted]
611167500000		[redacted]	[redacted]			[redacted]
Customer			[redacted]			[redacted]
763275500000			[redacted]			[redacted]
963275500000			[redacted]			[redacted]
683275500000			[redacted]			[redacted]
41945500000			[redacted]			[redacted]
663275500000			[redacted]			[redacted]
374955500000			[redacted]			[redacted]
463275500000			[redacted]			[redacted]

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (WMECO)

2013 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
583275500000			[redacted]			[redacted]
73275500000						
173275500000						
483275500000						
473275500000						
373275500000						
783275500000						
273275500000						
ERGOGROU				[redacted]		
148774500000						
Experian Marketing Solutions	[redacted]					
28056500000						
359506500000						
Honeywell Building Solutions			[redacted]	[redacted]		
17454500000						
37706500000						
63757500000						
72305500000						
91267500000						
116686500000						
117985500000						
127025500000						
139956500000						
172305500000						
191785500000						
212205500000						
227025500000						
241426500000						
249906500000						
261205500000						
264346500000						
272305500000						
273596500000						
287694500000						
291926500000						
294454500000						
295745500000						
299517500000						
302627500000						
327025500000						
361205500000						
363596500000						
364346500000						
368686500000						
375856500000						
382735500000						
387694500000						
391426500000						
391617500000						
391926500000						
399555500000						
408566500000						
427025500000						
429506500000						
435596500000						
457724500000						
484745500000						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (WMECO)

2013 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
509096500000			[redacted]			[redacted]
519754500000			[redacted]	[redacted]		[redacted]
526466500000			[redacted]			[redacted]
528534500000			[redacted]	[redacted]		[redacted]
529506500000			[redacted]	[redacted]		[redacted]
565745500000			[redacted]	[redacted]		[redacted]
575745500000			[redacted]	[redacted]		[redacted]
626466500000			[redacted]	[redacted]		[redacted]
628956500000			[redacted]	[redacted]		[redacted]
629506500000			[redacted]	[redacted]		[redacted]
637674500000			[redacted]	[redacted]		[redacted]
663015500000			[redacted]	[redacted]		[redacted]
667127500000			[redacted]	[redacted]		[redacted]
751754500000			[redacted]	[redacted]		[redacted]
753956500000			[redacted]	[redacted]		[redacted]
760734500000			[redacted]	[redacted]		[redacted]
763015500000			[redacted]	[redacted]		[redacted]
795454500000			[redacted]	[redacted]		[redacted]
807574500000			[redacted]	[redacted]		[redacted]
818127500000			[redacted]	[redacted]		[redacted]
845674500000			[redacted]	[redacted]		[redacted]
851385500000			[redacted]	[redacted]		[redacted]
863585500000			[redacted]	[redacted]		[redacted]
869096500000			[redacted]	[redacted]		[redacted]
870137500000			[redacted]	[redacted]		[redacted]
884745500000			[redacted]	[redacted]		[redacted]
893655500000			[redacted]	[redacted]		[redacted]
918534500000			[redacted]	[redacted]		[redacted]
924385500000			[redacted]	[redacted]		[redacted]
928915500000			[redacted]	[redacted]		[redacted]
941926500000			[redacted]	[redacted]		[redacted]
945674500000			[redacted]	[redacted]		[redacted]
951157500000			[redacted]	[redacted]		[redacted]
951385500000			[redacted]	[redacted]		[redacted]
951754500000				[redacted]		[redacted]
970137500000			[redacted]	[redacted]		[redacted]
972295500000				[redacted]		[redacted]
977935500000			[redacted]	[redacted]		[redacted]
LAURDECO			[redacted]			[redacted]
863275500000			[redacted]			[redacted]
Northeast Sustainable Energy				[redacted]		[redacted]
241674500000				[redacted]		[redacted]
River Energy - Hitchcock Printing		[redacted]				[redacted]
8826		[redacted]				[redacted]
River Energy - Ansafone, Honeywell, Sprint, River Energy		[redacted]		[redacted]		[redacted]
6486		[redacted]				[redacted]
6300		[redacted]		[redacted]		[redacted]
6629		[redacted]				[redacted]
6184		[redacted]				[redacted]
5838		[redacted]				[redacted]
5924		[redacted]		[redacted]		[redacted]
6044		[redacted]		[redacted]		[redacted]
6411		[redacted]		[redacted]		[redacted]
6753		[redacted]				[redacted]
6834		[redacted]				[redacted]
6992		[redacted]				[redacted]
7092		[redacted]				[redacted]

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (WMECO)

2013 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
River Energy - Brainstorms						
6238						
River Energy - Cenveo						
6938						
River Energy - Cenveo and Soleil						
6816						
River Energy - CET						
5814						
River Energy - Dunsky						
7074						
River Energy - EnergySavvy						
7106						
River Energy - Forefront						
6804						
River Energy - Greater Media						
6938						
5851						
6312						
6442						
6517						
6650						
6748						
6866						
6937						
7046						
6937						
River Energy - Hitchcock Printing						
7116						
River Energy - Jeffrey Warren, Ansafone, Verizon						
6877						
River Energy - PrintSynergy						
6055						
6349						
6202						
River Energy - Waltham Woods						
5974						
Springfield Homes						
283275500000						
383275500000						
WBEC Radio						
242747500000						
442747500000						
WSBS Radio						
542747500000						
WUPE RADIO						
142747500000						
342747500000						
YELLOW BRICK MANAGEMENT						
183275500000						
Reclassification						
Grand Total						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Behavior/Feedback Program

Eversource Electric (WMECO)

2013 Residential Behavior/Feedback Program						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]			[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated Legal Costs	[redacted]					[redacted]
Allocated IT Costs	[redacted]					
Allocated General Expenses	[redacted]					
C3 INC		[redacted]	[redacted]	[redacted]		[redacted]
66916500000		[redacted]	[redacted]	[redacted]		[redacted]
387896500000		[redacted]	[redacted]	[redacted]		[redacted]
399546500000		[redacted]	[redacted]	[redacted]		[redacted]
456917500000		[redacted]	[redacted]	[redacted]		[redacted]
598457500000		[redacted]	[redacted]	[redacted]		[redacted]
809386500000		[redacted]	[redacted]	[redacted]		[redacted]
Efficiency 2.0				[redacted]		[redacted]
772745500000				[redacted]		[redacted]
863634500000				[redacted]		[redacted]
872745500000				[redacted]		[redacted]
992264500000				[redacted]		[redacted]
Infosys Limited				[redacted]		[redacted]
287417500000				[redacted]		[redacted]
Grand Total	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (WMECO)

2013 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Cadmus Group		[redacted]				[redacted]
288534500000						
Helgeson Enterprises Inc			[redacted]			
20025500000						
60025500000						
76175500000						
98975500000						
170844500000						
186574500000						
198975500000						
232915500000						
285774500000						
302565500000						
318934500000						
320805500000						
322725500000						
404874500000						
440255500000						
453725500000						
517945500000						
520634500000						
598205500000						
610294500000						
635335500000						
637605500000						
660025500000						
680264500000						
710294500000						
739005500000						
744935500000						
760025500000						
780264500000						
787954500000						
800425500000						
807845500000						
854184500000						
860025500000						
886965500000						
891844500000						
900425500000						
908434500000						
922745500000						
935335500000						
960025500000						
981565500000						
987454500000						
988975500000						
999635500000						
21956500000						
98756500000						
154585500000						
214036500000						
214085500000						
476246500000						

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (WMECO)

2013 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
586906500000			[redacted]	[redacted]		[redacted]
597646500000			[redacted]	[redacted]		[redacted]
624356500000			[redacted]	[redacted]		[redacted]
633126500000			[redacted]	[redacted]		[redacted]
667895500000			[redacted]	[redacted]		[redacted]
712516500000			[redacted]	[redacted]		[redacted]
724716500000			[redacted]	[redacted]		[redacted]
756206500000			[redacted]	[redacted]		[redacted]
782966500000			[redacted]	[redacted]		[redacted]
890956500000			[redacted]	[redacted]		[redacted]
897885500000			[redacted]	[redacted]		[redacted]
903276500000			[redacted]	[redacted]		[redacted]
911956500000			[redacted]	[redacted]		[redacted]
992136500000			[redacted]	[redacted]		[redacted]
997885500000			[redacted]	[redacted]		[redacted]
Parago Services Corp.			[redacted]	[redacted]		[redacted]
159896500000			[redacted]	[redacted]		[redacted]
219017500000			[redacted]	[redacted]		[redacted]
246857500000			[redacted]	[redacted]		[redacted]
257386500000			[redacted]	[redacted]		[redacted]
311067500000			[redacted]	[redacted]		[redacted]
346857500000			[redacted]	[redacted]		[redacted]
442507500000			[redacted]	[redacted]		[redacted]
446857500000			[redacted]	[redacted]		[redacted]
521486500000			[redacted]	[redacted]		[redacted]
525757500000			[redacted]	[redacted]		[redacted]
546857500000			[redacted]	[redacted]		[redacted]
609676500000			[redacted]	[redacted]		[redacted]
742927500000			[redacted]	[redacted]		[redacted]
819017500000			[redacted]	[redacted]		[redacted]
831627500000			[redacted]	[redacted]		[redacted]
842927500000			[redacted]	[redacted]		[redacted]
858017500000			[redacted]	[redacted]		[redacted]
882576500000			[redacted]	[redacted]		[redacted]
908247500000			[redacted]	[redacted]		[redacted]
Consortium for Energy Efficiency 2.0cy		[redacted]	[redacted]			[redacted]
663116500000		[redacted]	[redacted]			[redacted]
Conservation Services Group		[redacted]	[redacted]	[redacted]		[redacted]
58205500000		[redacted]	[redacted]	[redacted]		[redacted]
284445500000		[redacted]	[redacted]	[redacted]		[redacted]
329157500000		[redacted]	[redacted]	[redacted]		[redacted]
376206500000		[redacted]	[redacted]	[redacted]		[redacted]
425827500000		[redacted]	[redacted]	[redacted]		[redacted]
454596500000		[redacted]	[redacted]	[redacted]		[redacted]
485736500000		[redacted]	[redacted]	[redacted]		[redacted]
594117500000		[redacted]	[redacted]	[redacted]		[redacted]
605874500000		[redacted]	[redacted]	[redacted]		[redacted]
680757500000		[redacted]	[redacted]	[redacted]		[redacted]
744216500000		[redacted]	[redacted]	[redacted]		[redacted]
780076500000		[redacted]	[redacted]	[redacted]		[redacted]
Customer			[redacted]			[redacted]
169556500000			[redacted]			[redacted]
194047500000			[redacted]			[redacted]
131945500000			[redacted]			[redacted]
595086500000			[redacted]			[redacted]
631945500000			[redacted]			[redacted]
729526500000			[redacted]			[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (WMECO)

2013 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Hatfield Village						
29526500000						
431945500000						
598807500000						
Allocated						
Allocated Evaluation Expenses						
Allocated Legal Costs						
Allocated IT Costs						
Allocated General Expenses						
Reclassification						
Grand Total						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (WMECO)

2013 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated						
Allocated Evaluation Expenses						
Allocated General Expenses						
Allocated IT Costs						
Allocated Legal Costs						
Cadmus Group						
2576500000						
9457500000						
79184500000						
179184500000						
196846500000						
203935500000						
220565500000						
226037500000						
326037500000						
367816500000						
384445500000						
428646500000						
432565500000						
498895500000						
610137500000						
621245500000						
634395500000						
710137500000						
855457500000						
862576500000						
867816500000						
891015500000						
975015500000						
Consortium for Energy Efficiency 2.0cy						
779464500000						
Energy Federation Inc.						
87416500000						
165035500000						
203476500000						
284655500000						
303476500000						
304115500000						
352866500000						
359427500000						
397966500000						
488285500000						
612485500000						
652774500000						
875844500000						
977416500000						
Helgeson Enterprises Inc						
62335500000						
89926500000						
126865500000						
150925500000						
162335500000						
169395500000						
200294500000						
226865500000						
289735500000						
308564500000						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (WMECO)

2013 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
324795500000						
364266500000						
369395500000						
371844500000						
376246500000						
408564500000						
427206500000						
486206500000						
520805500000						
528975500000						
535335500000						
542956500000						
583745500000						
617345500000						
721944500000						
733126500000						
752036500000						
754184500000						
768885500000						
782384500000						
789744500000						
790956500000						
809855500000						
824254500000						
835335500000						
882966500000						
950844500000						
982675500000						
991516500000						
Lockheed Martin Services						
1347500000						
30925500000						
42267500000						
142267500000						
172575500000						
200956500000						
279794500000						
299094500000						
315094500000						
392347500000						
405596500000						
407917500000						
429945500000						
525596500000						
676566500000						
731894500000						
901116500000						
905856500000						
922725500000						
938917500000						
NMR Group Inc						
105216500000						
244005500000						
269027500000						
278747500000						
318035500000						
339574500000						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (WMECO)

2013 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
408157500000						
525455500000						
579054500000						
637975500000						
767466500000						
777496500000						
936336500000						
Parago Services Corp.						
55896500000						
144727500000						
163757500000						
174727500000						
175096500000						
211067500000						
326886500000						
358207500000						
489057500000						
500996500000						
650757500000						
659907500000						
707286500000						
791157500000						
945896500000						
958907500000						
TECHNIART						
635325500000						
Reclassification						
Grand Total						

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (WMECO)

2013 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated						
Allocated Evaluation Expenses						
Allocated Legal Costs						
Allocated IT Costs						
Allocated General Expenses						
Cadmus Group						
2576500000						
9457500000						
79184500000						
179184500000						
196846500000						
203935500000						
220565500000						
226037500000						
326037500000						
367816500000						
384445500000						
428646500000						
432565500000						
498895500000						
610137500000						
621245500000						
634395500000						
710137500000						
855457500000						
862576500000						
867816500000						
891015500000						
975015500000						
Helgeson Enterprises Inc						
13276500000						
14085500000						
110554500000						
189735500000						
198756500000						
202634500000						
211156500000						
213725500000						
269395500000						
270844500000						
276246500000						
298756500000						
298975500000						
300194500000						
313725500000						
327206500000						
386206500000						
387625500000						
413264500000						
413725500000						
420805500000						
439855500000						
458345500000						
495664500000						
513725500000						
515774500000						
533126500000						

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (WMECO)

2013 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
534635500000						
613725500000						
620634500000						
624716500000						
642956500000						
654184500000						
668885500000						
682966500000						
690956500000						
698005500000						
700745500000						
735335500000						
764906500000						
797885500000						
832745500000						
881565500000						
882384500000						
887454500000						
939575500000						
964815500000						
979926500000						
JACO Env.						
12276500000						
57705500000						
119836500000						
122516500000						
197044500000						
267885500000						
368855500000						
378896500000						
478625500000						
632137500000						
724394500000						
Lockheed Martin Services						
1347500000						
30925500000						
42267500000						
142267500000						
172575500000						
200956500000						
279794500000						
299094500000						
315094500000						
392347500000						
405596500000						
407917500000						
429945500000						
525596500000						
676566500000						
731894500000						
901116500000						
905856500000						
922725500000						
938917500000						
NMR Group Inc						
105216500000						
244005500000						

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (WMECO)

2013 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
269027500000					[redacted]	[redacted]
278747500000						
318035500000						
339574500000						
408157500000						
525455500000						
579054500000						
637975500000						
767466500000						
777496500000						
936336500000						
Parago Services Corp.			[redacted]			
44727500000						
68907500000						
104686500000						
119017500000						
158207500000						
158686500000						
258207500000						
296096500000						
400996500000						
411067500000						
421876500000						
458647500000						
513486500000						
521876500000						
544786500000						
611637500000						
619057500000						
642927500000						
854067500000						
934727500000						
TOP TEN US		[redacted]				
948625500000						
Reclassification	[redacted]					
Grand Total						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income New Construction

Eversource Electric (WMECO)

2013 Low-Income New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated						
Allocated Evaluation Expenses						
Allocated Legal Costs						
Allocated IT Costs						
Allocated General Expenses						
ICF Resources Inc.						
10834500000						
34774500000						
54955500000						
69465500000						
89205500000						
353856500000						
379205500000						
482715500000						
622206500000						
674856500000						
683725500000						
771865500000						
924774500000						
959465500000						
Springfield Housing Services						
792494500000						
Reclassification						
Grand Total						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Single Family Retrofit

Eversource Electric (WMECO)

2013 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated Legal Costs	[redacted]					[redacted]
Allocated IT Costs	[redacted]					[redacted]
Allocated General Expenses	[redacted]					
Berkshire Community Action Council		[redacted]	[redacted]	[redacted]		[redacted]
ESPMTGS 012213				[redacted]		[redacted]
ESP011813S1			[redacted]	[redacted]		[redacted]
ESP011813S2			[redacted]	[redacted]		[redacted]
ESP013113S1			[redacted]	[redacted]		[redacted]
ESP013113S2			[redacted]	[redacted]		[redacted]
ESP021513S1			[redacted]	[redacted]		[redacted]
ESP021513S2			[redacted]	[redacted]		[redacted]
ESP022813S1 REV			[redacted]	[redacted]		[redacted]
ESP022813S2			[redacted]	[redacted]		[redacted]
ESP030813S1			[redacted]	[redacted]		[redacted]
ESP030813S2			[redacted]	[redacted]		[redacted]
ESPMTGS 032113				[redacted]		[redacted]
ESP040113S1			[redacted]	[redacted]		[redacted]
ESP040113S2			[redacted]	[redacted]		[redacted]
ESP041913S1			[redacted]	[redacted]		[redacted]
ESP041913S2A			[redacted]	[redacted]		[redacted]
ESP050713S1			[redacted]	[redacted]		[redacted]
ESP050713S2		[redacted]	[redacted]	[redacted]		[redacted]
ESP051713S1			[redacted]	[redacted]		[redacted]
ESP051713S2			[redacted]	[redacted]		[redacted]
ESP060613S1			[redacted]	[redacted]		[redacted]
ESP062013S1			[redacted]	[redacted]		[redacted]
ESP062013S2				[redacted]		[redacted]
ESP MTGS 060713				[redacted]		[redacted]
ESP070813S1			[redacted]	[redacted]		[redacted]
ESP070813S2			[redacted]	[redacted]		[redacted]
ESP072213S1			[redacted]	[redacted]		[redacted]
ESP072213S2			[redacted]	[redacted]		[redacted]
071813 Postage		[redacted]				[redacted]
ESP080713S1			[redacted]	[redacted]		[redacted]
ESP080713S2			[redacted]	[redacted]		[redacted]
ESP082813S1			[redacted]	[redacted]		[redacted]
ESPMTGS081413				[redacted]		[redacted]
ESP092313S1			[redacted]	[redacted]		[redacted]
ESP092313S2			[redacted]	[redacted]		[redacted]
ESP100813S1			[redacted]	[redacted]		[redacted]
ESP100813S2			[redacted]	[redacted]		[redacted]
ESP102513S1			[redacted]	[redacted]		[redacted]
ESPMTGS102013				[redacted]		[redacted]
ESP110813S1			[redacted]	[redacted]		[redacted]
ESP110813S2			[redacted]	[redacted]		[redacted]
ESP112113S1			[redacted]	[redacted]		[redacted]
ESP120213S1			[redacted]	[redacted]		[redacted]
ESP122313S2			[redacted]	[redacted]		[redacted]
Cadmus Group					[redacted]	[redacted]
56705500000					[redacted]	[redacted]
67316500000					[redacted]	[redacted]
68534500000					[redacted]	[redacted]
79244500000					[redacted]	[redacted]
118956500000					[redacted]	[redacted]
172336500000					[redacted]	[redacted]

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Single Family Retrofit

Eversource Electric (WMECO)

2013 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
243664500000					[redacted]	[redacted]
289705500000						
343664500000						
365036500000						
804655500000						
836625500000						
Community Action!			[redacted]			
ESP 181-S1						
ESP 181-S2						
ESP 182-S1						
ESP 183-S1						
ESP 183-S2						
ESP 184-S1						
ESP 186-S1						
ESP 185-S1						
ESP 187-S1						
ESP 187-S2						
ESP 188-S2						
ESP 188-S1						
ESP 190-S1						
ESP 192-S1						
ESP 191-S1						
ESP 189-S1						
ESP 193-S1						
ESP 193-S2						
ESP 194-S1						
ESP 194-S2						
ESP 195-S1						
ESP 196-S1						
ESP 197-S1						
ESP 198-S1						
ESP 199-S1						
ESP 189-S2						
ESP 198-S2						
ESP 200-S2						
ESP 200-S1						
ESP 201-S1						
ESP 202-S1						
ESP 201-S2						
ESP 202-S2						
ESP 203-S1						
ESP 203-S2						
ESP 204-S1						
ESP 205-S1						
ESP 205-S2						
ESP 207-S1						
ESP 206-S1						
ESP 209-S1 ELEC HEAT WEATHER						
ESP 210-S1 THERMOSTATS						
ESP 212-S1						
ESP 213-S1						
ESP 210-S2 THERMOSTATS						
ESP 211-S2 THERMOSTATS						
ESP 208-S1 TSTAT BASELOADS						
ESP 211-S1 THERMOSTATS						
ESP 214-S1 THERMOSTATS						
ESP 215-S1 T-STAT RELATED BASE						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Single Family Retrofit

Eversource Electric (WMECO)

2013 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
ESP 213-S2 THERMOSTATS			[redacted]	[redacted]		[redacted]
ESP 216-S1						
ESP 217-S1						
ESP 217-S2						
WRAP ESP MTGS 081413						
WRAP ESP MTGS 103013						
Competitive Resources						
12-807-12						
13-807-3						
13-807-4						
13-807-5						
Hamels Catering		[redacted]				
66241						
Hitchcock Printing						
#45260 LI Liting Brochure						
Postmaster						
INV 032513. AFP 000103097						
River Energy - Ansafone and Verizon						
5871						
6212						
6358						
6460						
6678						
6887						
7156						
River Energy - Hitchcock Printing						
8826						
River Energy - Ansafone, Verizon						
Inv # 5956						
6777						
River Energy - Hitchcock Printing						
7116						
River Energy - Verizon						
6526						
SMOC ENERGY			[redacted]			
WMECO2013-1						
WMECO2013-2						
WMECO2013-3						
WMECO2013-4						
WMECO2013-5						
WMECO2013-6						
WMECO2013-7						
WMECO2013-8						
WMECO2013-9						
WMECO2013-10						
WMECO2013-11						
WMECO2013-12						
WMECO2013-13						
WMECO2013-14						
WMECO2013-15						
WMECO2013-16						
WMECO2013-17						
WMECO2013-18						
WMECO2013-19						
WMECO2013-20						
WMECO2013-21						
WMECO2013-22						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Single Family Retrofit

Eversource Electric (WMECO)

2013 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
WMECO2013-23						
Springfield Partners						
0113SPR-S1						
0113SPR-S2						
0113SPR-S1 B						
0113SPR-S1 C						
0113SPR-S1 D						
0113SPR-S1 E						
0113SPR-S2 B						
0213SPR-S1						
0213SPR-S2						
0213SPR-S1 B						
0213SPR-S1 C						
Mileage						
0313SPR-S1						
0313SPR-S2						
0313SPR-S1 B						
0313SPR-S1 C						
0313SPR-S1 D						
0313SPR-S1 E						
0413SPR-S1						
0413SPR-S1 B						
0413SPR-S1 C						
0413SPR-S1 D						
0413SPR-S2						
0513SPR-S1						
0513SPR-S2						
0513SPR-S1 B						
0513SPR-S2 B						
0513SPR-S1 C						
0513SPR-S1 D						
0513SPR-S2 C						
0513SPR-S1 E						
0613SPR-S1						
0613SPR-S1 B						
0613SPR-S2						
0613SPR-S1 C						
0613SPR-S2 B						
0613SPR-S1 D						
0613SPR-S1 E						
0713SPR-S1						
0713SPR-S1 B						
0713SPR-S2						
0713SPR-S2 B						
0713SPR-S1 C						
0713SPR-S1 D						
0713SPR-Meetings						
0813SPR-S1						
0813SPR-S1 B						
0813SPR-S1 C						
0813SPR-S1 D						
0813SPR-S2						
Forest Park 1-2013						
Forest Park 2-2013						
Forest Park 3-2013						
0913SPR-S1						
0913SPR-S1 B						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Single Family Retrofit

Eversource Electric (WMECO)

2013 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
0913SPR-S1 C						
0913SPR-S1 D						
1013SPR-S1						
1013SPR-S1 B						
1013SPR-S1 C						
1013SPR-S1 D						
1013SPR-S2						
1113SPR-S1						
1113SPR-S2						
1113SPR-S1 B						
1113SPR-S2 B						
1113SPR-S1 C						
1213SPR-S1						
1213SPR-S1 B						
1213SPR-S1 C						
1213SPR-S1 D						
1213SPR-S1 E						
1213SPR-S2						
1213SPR-S1 F						
1213SPR-S2 B						
Valley Opportunity Council						
0513VOC-S1						
0513VOC-S2B						
0713VOC-S1						
0913VOC-S1						
0913VOCS2B						
1013VOC-S1						
1213VOC-S1						
Work Opportunity Center						
#14846						
#14898						
17243						
Grand Total						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Multi-Family Retrofit

Eversource Electric (WMECO)

2013 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]				[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated Legal Costs	[redacted]					
Allocated IT Costs						
Allocated General Expenses						
Berkshire Community Action Council			[redacted]			
ESPLEEHOUSINGS3B						
ESPLEEHOUSINGS3C						
070113-S3 Lee HS Lights						
ESP Lee Housing-S3B						
ESP112013-S3 57 Main						
ESP121313-S3 RIVERVIEW BASE						
ESP123013-S3 57 MAIN LEE FEES						
ESP123113-S3A PROVIDENCECOURT						
ESP123113-S3 PROVIDENCE COURT						
ESP123113-S3B PROVIDENCE COURT Baseload						
ESP123113-S3 PROVIDENCE CT ANNEX						
Community Action!						
ESP 133-S3 Ann Whalen						
ESP 132-S3 CLARK HOUSE AMHERST						
ESP 135-S3 HIGHLAND VILLAGE						
ESP 134-S3 STRATTON MANOR						
ESP 139-S3 HIGHLAND WEATHERIZ						
ESP 140-S3 STRATTON WEATHERIZ						
ESP 141-S3 ASHFIELD BASELOADS						
ESP 136-S3 MT VIEW						
ESP 137-S3 WELDON HOUSE						
ESP 138-S3 TSTATS CAPAWONK						
ESP 143-S3 SQUAKHEAG BULBS						
ESP 142-S3 STOUGHTON BASELOADS						
ESP 148-S3 Highland						
ESP 147-S3 STRATTON THERMOSTAT						
ESP 144-S3 HPHWH STRATTON						
ESP 145-S3 HPHWH CLIFFVIEW						
ESP 150-S3 WELDON LIGHTING						
ESP 149-S3 CLARK LIGHTING						
ESP 146-S3 HIGHLAND HPHWH'S						
Competitive Resources				[redacted]		
13-807-01						
13-807-2						
124079						
13-807-04						
13-708-8						
Con Serve			[redacted]			
5973						
RISE Engineering				[redacted]		
102749						
103429						
104033						
104896						
105637						
106428						
107006						
107758						
108463						
109325						
110140						

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Multi-Family Retrofit

Eversource Electric (WMECO)

2013 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
110601				[redacted]		[redacted]
River Energy - Hitchcock Printing		[redacted]	[redacted]			[redacted]
8826		[redacted]				[redacted]
SMOC ENERGY			[redacted]	[redacted]		[redacted]
WMECO 2013-Sunrise			[redacted]	[redacted]		[redacted]
WMECO 2013-Oxford Place			[redacted]	[redacted]		[redacted]
WMECO 2013-Dickinson Court			[redacted]	[redacted]		[redacted]
WMECO 2013-Lee Lang			[redacted]	[redacted]		[redacted]
WMECO 2013-Southampton 3			[redacted]	[redacted]		[redacted]
WMECO 2013-Brown Memorial Lee HA			[redacted]	[redacted]		[redacted]
WMECO 2013-SHA-Riverview-Service				[redacted]		[redacted]
WMECO 2013-Brown Memorial #2 Lee HA			[redacted]	[redacted]		[redacted]
WMECO 2013-Clark House			[redacted]	[redacted]		[redacted]
WMECO 2013-Independence House			[redacted]	[redacted]		[redacted]
WMECO 2013-Mountain View			[redacted]	[redacted]		[redacted]
WMECO 2013-Tapley Court-2			[redacted]	[redacted]		[redacted]
WMECO 2013-Riverview BCAC			[redacted]	[redacted]		[redacted]
WMECO 2013-Costello House			[redacted]	[redacted]		[redacted]
WMECO 2013-Highland House			[redacted]	[redacted]		[redacted]
WMECO 2013-Outing Park Phase 1			[redacted]	[redacted]		[redacted]
WMECO 2013-Squakheag Village			[redacted]	[redacted]		[redacted]
WMECO 2013-Stoughton Place			[redacted]	[redacted]		[redacted]
WMECO 2013-Stratton			[redacted]	[redacted]		[redacted]
WMECO 2013-Weldon House			[redacted]	[redacted]		[redacted]
WMECO 2013-57 Main St Lee			[redacted]	[redacted]		[redacted]
Springfield Partners			[redacted]	[redacted]		[redacted]
0313SPR-S3			[redacted]			[redacted]
0413SPR-S3			[redacted]	[redacted]		[redacted]
0613SPR-S3 84 BYER ST			[redacted]	[redacted]		[redacted]
0613SPR-S3 AHREND CIR			[redacted]	[redacted]		[redacted]
0613SPR-S3 76 BYERS ST.			[redacted]	[redacted]		[redacted]
0613SPR-S3 Tapley			[redacted]			[redacted]
0613SPR-S3 70 BYER ST			[redacted]	[redacted]		[redacted]
0813SPR-S3				[redacted]		[redacted]
1113SPR-S3 Costello			[redacted]	[redacted]		[redacted]
1113SPR-S3 INDEPENDENCE HOUSE			[redacted]	[redacted]		[redacted]
Universal Electric			[redacted]	[redacted]		[redacted]
123112			[redacted]			[redacted]
SBEA313			[redacted]			[redacted]
Work Opportunity Center		[redacted]	[redacted]			[redacted]
17243		[redacted]				[redacted]
Grand Total	[redacted]					

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (WMECO)

2013 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]				[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated Legal Costs	[redacted]					
Allocated IT Costs						
Allocated General Expenses						
Andelman & Lelek Engineering				[redacted]		
448476500000						
B2Q Associates						
293554500000						
BAKER ENGINEERING						
295664500000						
CLEAR RESULT						
115854500000						
945085500000						
Competitive Resources						
102255500000						
107044500000						
209005500000						
395127500000						
426886500000						
449466500000						
515474500000						
555906500000						
687625500000						
835346500000						
881385500000						
898057500000						
ECOVA INC			[redacted]			
66705500000						
115795500000						
171956500000				[redacted]		
183795500000						
221215500000			[redacted]			
344807500000						
353956500000						
448086500000				[redacted]		
646064500000			[redacted]			
652126500000						
674194500000			[redacted]	[redacted]		
683675500000						
701537500000						
807345500000			[redacted]			
873807500000						
902267500000			[redacted]			
931126500000				[redacted]		
932186500000			[redacted]			
960954500000				[redacted]		
988575500000			[redacted]			
991537500000						
Energy Federation Inc.				[redacted]		
223696500000						
541276500000						
649157500000						
692596500000						
792596500000						
921526500000						
930157500000			[redacted]			

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (WMECO)

2013 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
ERS				[redacted]		[redacted]
356396500000						
359037500000						
456396500000						
459037500000						
556396500000						
576786500000						
656396500000						
756396500000						
799815500000						
Hill Engineering						
107126500000						
674347500000						
KEMA Inc					[redacted]	
1526500000						
10646500000						
11526500000						
31684500000						
41565500000						
41684500000						
57215500000						
80565500000						
101526500000						
131684500000						
141565500000						
149654500000						
157215500000						
176895500000						
180565500000						
201526500000						
231684500000						
241565500000						
249654500000						
257215500000						
269465500000						
276895500000						
280565500000						
286895500000						
289654500000						
301526500000						
313935500000						
328215500000						
331684500000						
349654500000						
357215500000						
365935500000						
376895500000						
386895500000						
389654500000						
401526500000						
428215500000						
431565500000						
431684500000						
449654500000						
456747500000						
457215500000						
465935500000						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (WMECO)

2013 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
476895500000					[redacted]	
483757500000						
486895500000						
489654500000						
519045500000						
528215500000						
531565500000						
531684500000						
549654500000						
555246500000						
557215500000						
565935500000						
576895500000						
586895500000						
619045500000						
628215500000						
630526500000						
631565500000						
631684500000						
649546500000						
649654500000						
657215500000						
665935500000						
667407500000						
676895500000						
686895500000						
696666500000						
701526500000						
719045500000						
728215500000						
730526500000						
731565500000						
731684500000						
749546500000						
749654500000						
765935500000						
776895500000						
786895500000						
801526500000						
830526500000						
831565500000						
831684500000						
840247500000						
849546500000						
849654500000						
865935500000						
876895500000						
886895500000						
890526500000						
900646500000						
901526500000						
921684500000						
931565500000						
931684500000						
947215500000						
949654500000						
965935500000						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (WMECO)

2013 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
970565500000 983757500000 990526500000						
New Buildings Institute						
88615500000						
Grand Total						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (WMECO)

2013 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]				[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated Legal Costs	[redacted]					
Allocated IT Costs						
Allocated General Expenses						
B2Q Associates				[redacted]		[redacted]
412244500000						
Banks II Quan & Assoc.						
88217500000						
188217500000						
435186500000						
535186500000						
Compressed Air Tech						
288816500000						
530255500000						
549027500000						
708917500000						
853874500000						
940196500000						
Costar Realty Information	[redacted]					[redacted]
247447500000						
611617500000						
632196500000						
698856500000						
816666500000						
EDM						
689526500000						
ERS						
356396500000						
359037500000						
456396500000						
459037500000						
556396500000						
576786500000						
656396500000						
756396500000						
799815500000						
541264500000						
606107500000						
Hesnor Engineering Assoc.						
979355500000						
KEMA Inc					[redacted]	[redacted]
1526500000						
10646500000						
11526500000						
31684500000						
41565500000						
41684500000						
57215500000						
80565500000						
101526500000						
131684500000						
141565500000						
149654500000						
157215500000						
176895500000						
180565500000						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (WMECO)

2013 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
201526500000					[redacted]	
231684500000						
241565500000						
249654500000						
257215500000						
269465500000						
276895500000						
280565500000						
286895500000						
289654500000						
301526500000						
313935500000						
328215500000						
331684500000						
349654500000						
357215500000						
365935500000						
376895500000						
386895500000						
389654500000						
401526500000						
428215500000						
431565500000						
431684500000						
449654500000						
456747500000						
457215500000						
465935500000						
476895500000						
483757500000						
486895500000						
489654500000						
519045500000						
528215500000						
531565500000						
531684500000						
549654500000						
555246500000						
557215500000						
565935500000						
576895500000						
586895500000						
619045500000						
628215500000						
630526500000						
631565500000						
631684500000						
649546500000						
649654500000						
657215500000						
665935500000						
667407500000						
676895500000						
686895500000						
696666500000						
701526500000						
719045500000						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (WMECO)

2013 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
728215500000					[redacted]	[redacted]
730526500000						
731565500000						
731684500000						
749546500000						
749654500000						
765935500000						
776895500000						
786895500000						
801526500000						
830526500000						
831565500000						
831684500000						
840247500000						
849546500000						
849654500000						
865935500000						
876895500000						
886895500000						
890526500000						
900646500000						
901526500000						
921684500000						
931565500000						
931684500000						
947215500000						
949654500000						
965935500000						
970565500000						
983757500000						
990526500000						
KLEEMECH				[redacted]		
754557500000						
NICHGROU						
184684500000						
Northeast Sustainable Energy						
562885500000						
WH Fuller						
11847500000						
20194500000						
55207500000						
72174500000						
155906500000						
158246500000						
184585500000						
230395500000						
255906500000						
335774500000						
497646500000						
517495500000						
549155500000						
669705500000						
774036500000						
802876500000						
929855500000						
Reclassification						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (WMECO)

2013 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Grand Total						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]				[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated General Expenses	[redacted]					
Allocated IT Costs						
Allocated Legal Costs						
Advanced Energy Group			[redacted]			
16676500000						
24067500000						
27939400000						0
79446500000						
87557500000						
87674500000						
94067500000						
114067500000						
115057500000						0
115235500000						
124067500000						
140215500000						
145765500000						
158964500000						
164417500000						
171015500000						
179446500000						
187557500000						
187674500000						
194015500000						
206676500000						
207516500000						
215057500000						
215235500000						
236647500000						0
238486500000						
246555500000						
258964500000						
264417500000						
269094500000						
271015500000						
287557500000						
294015500000						
299744500000						
313067500000						
314067500000						
315057500000						
322556500000						
358964500000						
370444500000						
376095500000						
387557500000						
394015500000						
396247500000						
399744500000						
409840500000						0
413067500000						
414067500000						
422556500000						
429765500000						
443926500000						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
458964500000			[redacted]			[redacted]
466745500000						
470945500000						
494015500000						
496247500000				[redacted]		
499825500000						
514067500000						
516676500000						
522556500000						
564417500000						
571067500000						
594015500000						
596247500000				[redacted]		
599825500000						
614067500000						
622556500000						
643926500000						
647215500000						
666745500000						
671015500000						
684067500000				[redacted]		
687674500000						
694015500000						
695647500000						
696247500000				[redacted]		
699825500000						
713067500000						
714067500000						
717895500000						
761015500000						0
769446500000			[redacted]			[redacted]
777674500000						
784015500000						
784067500000				[redacted]		
794015500000						
795647500000						0
796247500000			[redacted]			[redacted]
801506500000						
804067500000						
814067500000						
830215500000				[redacted]		
831557500000						
857674500000						
861015500000						
869094500000						
869446500000				[redacted]		
873954500000						
884015500000						
904067500000				[redacted]		
908734500000						
914067500000				[redacted]		
917895500000						
931557500000						
961015500000						
967067500000						
969446500000				[redacted]		
977674500000						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Advanced Energy Management						
17516500000						
46555500000						
58964500000						
64417500000						
91157500000						
118734500000						
191157500000						
192417500000						
220537500000						
270444500000						
273564500000						
279446500000						
350684500000						
379446500000						
439765500000						
479446500000						
539765500000						
579446500000						
584015500000						
587674500000						
617895500000						
620537500000						
639765500000						
642857500000						
657674500000						
679446500000						
684015500000						
709647500000						
736555500000						
737355500000						
758964500000						
771067500000						
779446500000						
827355500000						
836555500000						
907516500000						
936555500000						
967674500000						
Cadmus Group						
433664500000						
Center for Ecological Technology						
342386500000						
900434500000						
Con Serv Inc						
17054500000						
27355500000						
71015500000						
73564500000						
92604500000						0
177674500000						
200844500000						
224694500000						
227165500000						
241484500000						0
276565500000						
287535500000						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
296516500000						
319895500000						
324694500000						
371015500000						
373564500000						0
425235500000						
450684500000						
477674500000						
481515500000						
487674500000						
488325500000						
491157500000						
509647500000						
520215500000						
540215500000						
558964500000						
606305500000						
676095500000						
696355500000						
732857500000						
796355500000						
807516500000						
863564500000						
864417500000						
907054500000						
930215500000						
963564500000						
984015500000						
994015500000						
Earthlight						
5015500000						
22556500000						
196516500000						
216676500000						
222556500000						
269164500000						
280444500000						
307516500000						
343926500000						
369094500000						
416676500000						
419895500000						
457325500000						
464417500000						
469446500000						
470444500000						
507516500000						
569446500000						
573564500000						
574417500000						
577674500000						
593954500000						
607516500000						
619895500000						
632914500000						0
658964500000						
669446500000						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
693954500000			[redacted]			[redacted]
706676500000						
707516500000						
770444500000						
770726500000						
850684500000						
882254500000						
884067500000						
894015500000						
970444500000						
974417500000						
986516500000						
EO Ross Electric						
42857500000						
72074500000						
94015500000						
96516500000						
98704500000						0
127165500000			[redacted]			[redacted]
142857500000						
216815500000						
242857500000						
327165500000						
427165500000						
442857500000						
471015500000						
506676500000						
513067500000						
513886500000						
571015500000						
596355500000						
606676500000						0
719895500000			[redacted]			[redacted]
822556500000						
896355500000						
987674500000						
996355500000						
(blank)						0
ESCO Energy Services			[redacted]			[redacted]
33935500000						
69116500000						
107516500000						
169446500000						
210844500000						
269446500000						
307054500000						
316755500000						0
334906500000						0
342857500000			[redacted]			[redacted]
357325500000						
369446500000						
405235500000						
416755500000						0
550684500000			[redacted]			[redacted]
650684500000						
667674500000						
750684500000						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
823935500000			[redacted]			[redacted]
823995500000						0
923935500000			[redacted]	[redacted]		[redacted]
Green Energy						
7355500000			[redacted]			[redacted]
14067500000			[redacted]	[redacted]		[redacted]
16815500000			[redacted]			[redacted]
32324500000			[redacted]			[redacted]
100844500000			[redacted]			[redacted]
115635500000			[redacted]			[redacted]
138486500000			[redacted]	[redacted]		[redacted]
291157500000			[redacted]	[redacted]		[redacted]
292417500000			[redacted]	[redacted]		[redacted]
313926500000			[redacted]	[redacted]		[redacted]
320537500000			[redacted]	[redacted]		[redacted]
325426500000			[redacted]	[redacted]		[redacted]
349446500000			[redacted]	[redacted]		[redacted]
391157500000			[redacted]	[redacted]		[redacted]
411966500000			[redacted]	[redacted]		[redacted]
413926500000			[redacted]	[redacted]		[redacted]
439693500000						0
449446500000			[redacted]	[redacted]		[redacted]
465074500000			[redacted]			[redacted]
513926500000			[redacted]	[redacted]		[redacted]
525426500000			[redacted]	[redacted]		[redacted]
527165500000			[redacted]			[redacted]
532857500000			[redacted]	[redacted]		[redacted]
539693500000						0
549446500000			[redacted]	[redacted]		[redacted]
601814500000						0
611445500000			[redacted]			[redacted]
625426500000			[redacted]	[redacted]		[redacted]
632857500000			[redacted]	[redacted]		[redacted]
639693500000						0
663675500000			[redacted]			[redacted]
671067500000			[redacted]	[redacted]		[redacted]
763675500000			[redacted]			[redacted]
807247500000			[redacted]	[redacted]		[redacted]
832857500000			[redacted]	[redacted]		[redacted]
925426500000			[redacted]	[redacted]		[redacted]
929347500000			[redacted]	[redacted]		[redacted]
964417500000			[redacted]	[redacted]		[redacted]
Hanna Electric						
60684500000			[redacted]			[redacted]
69446500000			[redacted]	[redacted]		[redacted]
146555500000			[redacted]			[redacted]
194067500000			[redacted]	[redacted]		[redacted]
520537500000			[redacted]			[redacted]
573954500000			[redacted]			[redacted]
578325500000			[redacted]			[redacted]
844945500000			[redacted]			[redacted]
920564500000			[redacted]			[redacted]
944945500000			[redacted]			[redacted]
950684500000			[redacted]			[redacted]
996516500000			[redacted]	[redacted]		[redacted]
NCO Financial Systems				[redacted]		
620117500000				[redacted]		[redacted]

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
New England Energy Mgmt			[redacted]	[redacted]		[redacted]
5235500000						
7516500000				[redacted]		
10844500000						
74417500000				[redacted]		
105235500000						
110844500000						
119895500000				[redacted]		
157325500000						
160684500000						
219895500000				[redacted]		
260684500000						
360684500000						
372254500000						
396516500000				[redacted]		
432857500000						
472254500000						
496516500000				[redacted]		
519895500000						
554417500000						
563675500000						
572254500000						
625235500000						
627165500000						
654417500000				[redacted]		
696516500000						
754417500000						
764417500000						
800844500000						
818734500000						
896516500000				[redacted]		
900844500000						
918734500000						
954417500000				[redacted]		
973954500000						
NXEGEN Inc				[redacted]		
67674500000						
84015500000						
154417500000				[redacted]		
254417500000						
340215500000						
440215500000						
460684500000						
486745500000						
547325500000						
886516500000				[redacted]		
906676500000						
947325500000						
957674500000						
969094500000						
Paquette Electric				[redacted]		
15635500000						
29765500000						
116676500000				[redacted]		
129765500000						
229765500000						
267674500000						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
329765500000						
407516500000						
446874500000						
473564500000						
484015500000						
542857500000						
560684500000						
576095500000						
609647500000						
659446500000						
681515500000						
689684500000						
732324500000						
759446500000						
805774500000						
809895500000						
858964500000						
859446500000						
874417500000						
889684500000						
905774500000						
919765500000						
932324500000						
959446500000						
TNT Energy						
7247500000						
52067500000						
59446500000						
76095500000						
107247500000						
152067500000						
159446500000						
176095500000						
207247500000						
242067500000						
252067500000						
259446500000						
274417500000						
276095500000						
293267500000						
306676500000						
307247500000						
316676500000						
342067500000						
352067500000						
359446500000						
374417500000						
392417500000						
393267500000						
407247500000						
438486500000						
442067500000						
447325500000						
459446500000						
474417500000						
491067500000						
492417500000						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
493267500000			[redacted]	[redacted]		[redacted]
507247500000			[redacted]	[redacted]		[redacted]
542067500000			[redacted]	[redacted]		[redacted]
543926500000			[redacted]	[redacted]		[redacted]
559446500000			[redacted]	[redacted]		[redacted]
591067500000			[redacted]			[redacted]
593267500000			[redacted]	[redacted]		[redacted]
596516500000			[redacted]	[redacted]		[redacted]
602067500000						0
607247500000			[redacted]	[redacted]		[redacted]
613926500000			[redacted]	[redacted]		[redacted]
619245500000			[redacted]			[redacted]
642067500000						0
664417500000			[redacted]	[redacted]		[redacted]
674417500000			[redacted]			[redacted]
691067500000						0
693267500000			[redacted]	[redacted]		[redacted]
709757500000						0
713926500000			[redacted]	[redacted]		[redacted]
720537500000			[redacted]	[redacted]		[redacted]
722556500000			[redacted]	[redacted]		[redacted]
733024500000			[redacted]			[redacted]
742067500000			[redacted]	[redacted]		[redacted]
774417500000			[redacted]			[redacted]
793267500000			[redacted]	[redacted]		[redacted]
796516500000			[redacted]	[redacted]		[redacted]
806676500000			[redacted]	[redacted]		[redacted]
833024500000			[redacted]			[redacted]
842067500000			[redacted]	[redacted]		[redacted]
854417500000			[redacted]	[redacted]		[redacted]
893267500000			[redacted]	[redacted]		[redacted]
896247500000			[redacted]	[redacted]		[redacted]
932857500000			[redacted]	[redacted]		[redacted]
932914500000			[redacted]			[redacted]
942067500000			[redacted]	[redacted]		[redacted]
949446500000			[redacted]	[redacted]		[redacted]
966095500000			[redacted]	[redacted]		[redacted]
996247500000			[redacted]	[redacted]		[redacted]
(blank)				[redacted]		
Universal Electric			[redacted]			
925500000			[redacted]			[redacted]
17355500000			[redacted]			[redacted]
19895500000			[redacted]	[redacted]		[redacted]
28567500000			[redacted]	[redacted]		[redacted]
29454500000			[redacted]			[redacted]
38567500000			[redacted]	[redacted]		[redacted]
40215500000			[redacted]			[redacted]
82254500000			[redacted]			[redacted]
100925500000			[redacted]			[redacted]
116567500000			[redacted]	[redacted]		[redacted]
116815500000			[redacted]			[redacted]
119757500000						0
122556500000			[redacted]	[redacted]		[redacted]
128567500000			[redacted]	[redacted]		[redacted]
134694500000			[redacted]			[redacted]
138567500000			[redacted]	[redacted]		[redacted]
142067500000			[redacted]	[redacted]		[redacted]

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
174417500000			[redacted]	[redacted]		[redacted]
182254500000			[redacted]			[redacted]
200925500000			[redacted]			[redacted]
209757500000						0
217355500000			[redacted]			[redacted]
228567500000			[redacted]	[redacted]		[redacted]
238567500000			[redacted]			[redacted]
240215500000			[redacted]			[redacted]
253024500000			[redacted]			[redacted]
273675500000			[redacted]			[redacted]
282254500000			[redacted]			[redacted]
287165500000						0
300925500000			[redacted]			[redacted]
307734500000			[redacted]			[redacted]
307925500000			[redacted]			[redacted]
308734500000			[redacted]			[redacted]
316815500000			[redacted]			[redacted]
317355500000			[redacted]			[redacted]
328567500000			[redacted]	[redacted]		[redacted]
337355500000			[redacted]			[redacted]
354417500000			[redacted]	[redacted]		[redacted]
364417500000			[redacted]			[redacted]
376565500000			[redacted]			[redacted]
406676500000			[redacted]	[redacted]		[redacted]
407925500000			[redacted]			[redacted]
408734500000			[redacted]			[redacted]
420537500000			[redacted]	[redacted]		[redacted]
428567500000			[redacted]			[redacted]
443024500000			[redacted]			[redacted]
452067500000						0
454417500000			[redacted]	[redacted]		[redacted]
457269400000			[redacted]			[redacted]
476095500000			[redacted]	[redacted]		[redacted]
476565500000			[redacted]			[redacted]
496355500000			[redacted]			[redacted]
514865500000			[redacted]			[redacted]
524694500000			[redacted]			[redacted]
527355500000			[redacted]			[redacted]
528567500000			[redacted]	[redacted]		[redacted]
543024500000			[redacted]			[redacted]
553646500000			[redacted]	[redacted]		[redacted]
557269400000			[redacted]			[redacted]
608734500000			[redacted]			[redacted]
627355500000			[redacted]			[redacted]
628567500000			[redacted]	[redacted]		[redacted]
643024500000			[redacted]			[redacted]
649446500000			[redacted]	[redacted]		[redacted]
660684500000						0
707247500000			[redacted]	[redacted]		[redacted]
709895500000			[redacted]			[redacted]
724694500000			[redacted]			[redacted]
727165500000			[redacted]			[redacted]
727355500000			[redacted]			[redacted]
728567500000			[redacted]	[redacted]		[redacted]
738367500000			[redacted]			[redacted]
743024500000			[redacted]			[redacted]
749446500000			[redacted]	[redacted]		[redacted]

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2013 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
767674500000			[redacted]			[redacted]
782254500000						
796351500000						0
799825500000			[redacted]			[redacted]
807355500000						
813067500000				[redacted]		
824694500000						
828567500000				[redacted]		
837355500000						
838367500000				[redacted]		
843024500000						0
849446500000			[redacted]	[redacted]		[redacted]
863675500000						
866095500000				[redacted]		
872254500000						
895880500000						
899825500000						
907355500000						
909895500000				[redacted]		
915235500000						
918567500000				[redacted]		
924694500000						0
928567500000			[redacted]	[redacted]		[redacted]
972254500000						
978674500000						
999825500000						
(blank)				[redacted]		
Reclassification			[redacted]	[redacted]		[redacted]
Grand Total	[redacted]					

REDACTED

Vendor Invoice Summary Table

2013-2015 Term Report

Notes

Eversource Electric (WMECO)

• The following tables represents vendor invoices only. They do not include costs that are not paid via an invoice to a vendor, such as internal labor costs, internal expenses, direct incentive payments to participants, or loans repaid by participants as part of multi-year financing opportunities in certain core initiatives. Therefore, the totals in these tables will not match the totals in the Term Report Data tables.

• Allocated costs are those costs that are not specific to each core initiative. Such costs include IT support, legal services, general marketing for the efficiency programs, and other efficiency-related overhead costs provided by third-party vendors. These costs are allocated to each core initiative based on the core initiative's planned percentage of total costs.

• River Energy facilitates payment to other vendors for all PAs in order to minimize the administrative burdens and associated costs of invoicing; River Energy also provides meeting facilitation and other consulting services.

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (WMECO)

2014 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]			[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated IT Expenses	[redacted]					[redacted]
Allocated Legal Expenses	[redacted]					[redacted]
Allocated General Expenses	[redacted]					
COMPETITIVE RESOURCES				[redacted]		[redacted]
14-807-07				[redacted]		[redacted]
14-807-08				[redacted]		[redacted]
14-807-09				[redacted]		[redacted]
14-807-10				[redacted]		[redacted]
14-807-11				[redacted]		[redacted]
29978500000				[redacted]		[redacted]
83239500000				[redacted]		[redacted]
282209500000				[redacted]		[redacted]
568038500000				[redacted]		[redacted]
874458500000				[redacted]		[redacted]
651608500000				[redacted]		[redacted]
CONSERVATION SERVICES GROUP				[redacted]		[redacted]
932639500000				[redacted]		[redacted]
4930				[redacted]		[redacted]
4948				[redacted]		[redacted]
4993				[redacted]		[redacted]
5041				[redacted]		[redacted]
5069				[redacted]		[redacted]
ICF RESOURCES INC		[redacted]	[redacted]	[redacted]		[redacted]
150928500000		[redacted]		[redacted]		[redacted]
250928500000				[redacted]		[redacted]
271487500000				[redacted]		[redacted]
334308500000			[redacted]			[redacted]
406249500000			[redacted]			[redacted]
456968500000			[redacted]	[redacted]		[redacted]
512998500000			[redacted]	[redacted]		[redacted]
612998500000		[redacted]		[redacted]		[redacted]
620087500000			[redacted]			[redacted]
628548500000		[redacted]	[redacted]	[redacted]		[redacted]
730308500000				[redacted]		[redacted]
739439500000		[redacted]		[redacted]		[redacted]
750087500000		[redacted]		[redacted]		[redacted]
830308500000		[redacted]		[redacted]		[redacted]
885968500000		[redacted]		[redacted]		[redacted]
943828500000			[redacted]			[redacted]
WMECOA006-14		[redacted]		[redacted]		[redacted]
WMECOA007-14				[redacted]		[redacted]
WMECOA008-14				[redacted]		[redacted]
WMECOA009-14		[redacted]		[redacted]		[redacted]
WMECOA010-14		[redacted]		[redacted]		[redacted]
WMECOA011-14				[redacted]		[redacted]
WMECOU10-14NLI			[redacted]			[redacted]
WMECOU11-14NLI			[redacted]			[redacted]
WMECOU6-14NLI			[redacted]			[redacted]
WMECOU7-14NLI			[redacted]			[redacted]
WMECOU8-14NLI			[redacted]	[redacted]		[redacted]
WMECOU9-14NLI			[redacted]			[redacted]
NAVIGANT CONSULTING INC					[redacted]	[redacted]
446487					[redacted]	[redacted]
NEEP					[redacted]	[redacted]
4973					[redacted]	[redacted]
4954					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7647WMECAUG14					[redacted]	[redacted]

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (WMECO)

2014 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
River Energy - Baker's Best				[redacted]		[redacted]
8471						
River Energy - Residential Retreat						
8517						
TETRA TECH MA INC					[redacted]	
50860343						
50860375						
50860430						
50861007						
50861035						
50814612						
50822041						
50822061						
50825144						
50825180						
50832019						
50832037						
50834638						
50834692						
50848295						
50848358						
50848682						
50860412						
50860448						
50861026						
50814649						
50834674						
50848334						
50848700						
THE CADMUS GROUP INC2						
INV-192099						
INV-194362						
INV-200500						
INV-200610						
TRCLOCKB						
81868500000						
Reclassification			[redacted]			
(blank)						
Grand Total	[redacted]					

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (WMECO)

2014 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated						
Allocated Evaluation Expenses						
Allocated IT Expenses						
Allocated Legal Expenses						
Allocated General Expenses						
CENTER FOR ECOTECHNOLOGY						
68-20140128WM						
69-20140228WM						
70-20140326WM						
71 - 20140422WM						
72 - 20140529WM						
73-20140701WM						
74-20140801WM						
75-20140902WM						
76-20141001WM						
77-20141101WM						
78-20141201WM						
79-20141216WM						
Commonwealth of Massachusetts						
8.57498E+11						
CRI						
13-807-12						
14-807-01						
14-807-02						
14-807-03						
14-807-04						
14-807-05						
14-807-06						
14-807-07						
14-807-08						
14-807-09						
14-807-10						
14-807-11						
CSG						
053114-WMECO-413						
053114-WMECO-416						
063014-WMECO-413						
063014-WMECO-416						
063014-WMECO-416S						
06304-WMECO-413WL						
073114-WMECO-413						
073114-WMECO-413WL						
073114-WMECO-416						
073114-WMECO-416S						
073114-WMECO-MKTG						
083114-WMECO-413						
083114-WMECO-413WL						
083114-WMECO-416						
083114-WMECO-416S						
083114-WMECO-MKTG						
093014-WMECO-413						
093014-WMECO-413WL						
093014-WMECO-416						
093014-WMECO-416S						
093014-WMECO-MKTG						
103114-WMECO-413						
103114-WMECO-413WL						
103114-WMECo-416						
103114-WMECO-416S						
103114-WMECO-MKTG						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (WMECO)

2014 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
113014-WMECO-413			[redacted]			[redacted]
113014-WMECO-413WL						
113014-WMECo-416						
113014-WMECO-416S						
123114-WMECO-413						
123114-WMECO-416						
123114-WMECO-416S						
62B-WMECO		[redacted]				
Experian Marketing	[redacted]					
3.27889E+11						
2.27889E+11						
Honeywell		[redacted]				
1400003296			[redacted]			
1400003482						
1400003720						
1400004054						
5228310079						
5228518697						
5228651388						
5228954887						
5229180198						
5229474414						
5229821559						
5230114075						
1.86709E+11		[redacted]				
7.47388E+11						
NAVIGANT CONSULTING INC					[redacted]	
446487						
OPINION DYNAMICS CORPORATION						
7647WMECAUG14						
Journal ID 28982						0
Rise			[redacted]			
100139						
118792						
118949						
119384						
119764						
120017						
120689						
121370						
River Energy - Affordable Comfort		[redacted]				
8105						
River Energy - Ansafone Sprint, River Energy				[redacted]		
7237						
7312						
River Energy - Ansafone, Sprint, River Energy						
7448						
7603						
7698						
7795						
7882						
8037						
8210						
8337						
8503						
8700						
River Energy - Baker's Best						
8471						
River Energy - Brainstorms		[redacted]				
7485						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (WMECO)

2014 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
River Energy - CBS Radio		[redacted]				[redacted]
7942						
River Energy - Cenveo and Soleil						
7412						
River Energy - Emerald Graphics						
7422						
River Energy - Energy Savvy				[redacted]		
7232						
7950						
8273						
8452						
River Energy - Greater Media Radio		[redacted]				
7915						
8079						
8242						
8245						
8247						
8353						
8356						
8374						
8543						
8604						
8750						
River Energy - Naomi Mermin				[redacted]		
7625						
7720						
8408						
River Energy - PrintSynergy		[redacted]				
7415						
River Energy - residential meetings				[redacted]		
8224						
River Energy - Residential Retreat						
8517						
TETRA TECH MA INC					[redacted]	
50860343						
50860375						
50860430						
50861007						
50861035						
50814612						
50822041						
50822061						
50825144						
50825180						
50832019						
50832037						
50834638						
50834692						
50848295						
50848358						
50848682						
50860412						
50860448						
50861026						
50814649						
50834674						
50848334						
50848700						
THE CADMUS GROUP INC2						
INV-192099						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (WMECO)

2014 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
INV-194362					[redacted]	[redacted]
INV-200500					[redacted]	[redacted]
INV-200610					[redacted]	[redacted]
Reclassification			[redacted]	[redacted]	[redacted]	[redacted]
(blank)			[redacted]	[redacted]		[redacted]
Journal ID 27237					[redacted]	[redacted]
Journal - Opinion Dynamics					[redacted]	[redacted]
Grand Total	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (WMECO)

2014 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated						
Allocated Evaluation Expenses						
Allocated IT Expenses						
Allocated Legal Expenses						
Allocated General Expenses						
EFI						
897160						
879252						
871310						
908129						
97799						
923056-IN						
0935057-IN						
0946734-IN						
0961225-IN						
0971992-IN						
0979962-IN						
0992817-IN						
0115617-IN						
0155505-IN						
Lockheed Martin						
21394354						
21427811						
21410959						
21427856						
21410254						
21441765						
21441770						
21461691						
21461692						
21475019						
21475020						
21491097						
21491098						
21506885						
21506884						
21521669						
21521668						
21532368						
21529336						
21394365						
NAVIGANT CONSULTING INC						
446487						
NMR						
93308500000						
4.14749E+11						
OPINION DYNAMICS CORPORATION						
7647WMECAUG14						
Parago						
97320						
94765						
94763						
96356						
96354						
97322						
0098185-IN						
97933						
97800						
97935						
98510-IN						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (WMECO)

2014 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
98557-IN			[redacted]	[redacted]		[redacted]
98157-IN			[redacted]	[redacted]		[redacted]
98155-IN			[redacted]	[redacted]		[redacted]
98503-IN			[redacted]	[redacted]		[redacted]
0100616-IN			[redacted]	[redacted]		[redacted]
0097975-IN		[redacted]		[redacted]		[redacted]
0100520-IN				[redacted]		[redacted]
0100630-IN			[redacted]	[redacted]		[redacted]
220018			[redacted]	[redacted]		[redacted]
220020			[redacted]	[redacted]		[redacted]
220059			[redacted]	[redacted]		[redacted]
220057			[redacted]	[redacted]		[redacted]
2D 220076			[redacted]	[redacted]		[redacted]
2D 220039			[redacted]	[redacted]		[redacted]
220041			[redacted]	[redacted]		[redacted]
22ME010				[redacted]		[redacted]
22ME004				[redacted]		[redacted]
2D 220081		[redacted]		[redacted]		[redacted]
2D 220123			[redacted]	[redacted]		[redacted]
2D 220102			[redacted]	[redacted]		[redacted]
2D 220078			[redacted]	[redacted]		[redacted]
22ME016				[redacted]		[redacted]
2D 220142			[redacted]	[redacted]		[redacted]
2D 220100			[redacted]	[redacted]		[redacted]
2D 220121			[redacted]	[redacted]		[redacted]
2D 220161			[redacted]	[redacted]		[redacted]
22ME022				[redacted]		[redacted]
2D 220182			[redacted]	[redacted]		[redacted]
2D 220159			[redacted]	[redacted]		[redacted]
2D 220219			[redacted]	[redacted]		[redacted]
2D 220221			[redacted]	[redacted]		[redacted]
2D 220140			[redacted]	[redacted]		[redacted]
2D 220201			[redacted]	[redacted]		[redacted]
2D 22023			[redacted]	[redacted]		[redacted]
2D 220180			[redacted]	[redacted]		[redacted]
2D 220240			[redacted]	[redacted]		[redacted]
2D 220242			[redacted]	[redacted]		[redacted]
2D 220247		[redacted]		[redacted]		[redacted]
2D 22ME034				[redacted]		[redacted]
2D 22ME028				[redacted]		[redacted]
2D 220285			[redacted]	[redacted]		[redacted]
2D 220266			[redacted]	[redacted]		[redacted]
2D 220283			[redacted]	[redacted]		[redacted]
2D 220264			[redacted]	[redacted]		[redacted]
2D 22ME046				[redacted]		[redacted]
2D 22ME040				[redacted]		[redacted]
2D 220306		[redacted]	[redacted]	[redacted]		[redacted]
2D 220303			[redacted]	[redacted]		[redacted]
2D 220301			[redacted]	[redacted]		[redacted]
2D 220304			[redacted]	[redacted]		[redacted]
River Energy - Baker's Best				[redacted]		[redacted]
8471				[redacted]		[redacted]
River Energy - Residential Retreat				[redacted]		[redacted]
8517				[redacted]		[redacted]
TETRA TECH MA INC					[redacted]	[redacted]
50860343					[redacted]	[redacted]
50860375					[redacted]	[redacted]
50860430					[redacted]	[redacted]
50861007					[redacted]	[redacted]
50861035					[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (WMECO)

2014 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50814612						
50822041						
50822061						
50825144						
50825180						
50832019						
50832037						
50834638						
50834692						
50848295						
50848358						
50848682						
THE CADMUS GROUP INC						
INV-170671						
INV-170666						
INV-173679						
INV-173684						
INV-177249						
INV-177254						
INV-179843						
INV-179848						
INV-183430						
INV-183435						
INV-186075						
INV-186081						
INV-188969						
INV-188963						
INV-191839						
INV-191834						
INV-193361						
INV-193367						
INV-199828						
INV-199834						
INV-188183						
INV-190131						
INV-192099						
INV-194362						
INV-200500						
INV-200610						
1.51449E+11						
1.93819E+11						
2.16288E+11						
2.33899E+11						
3.9125E+11						
5.0443E+11						
6.87869E+11						
8.33098E+11						
Reclassification						
Journal ID 27237						
Grand Total						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Behavior/Feedback Program

Eversource Electric (WMECO)

2014 Residential Behavior/Feedback Program						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]				[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated IT Expenses	[redacted]					[redacted]
Allocated Legal Expenses						
Allocated General Expenses						
C3INC		[redacted]				[redacted]
6.18978E+11						
NAVIGANT CONSULTING INC					[redacted]	[redacted]
446487						
Journal ID 28982						
OPINION DYNAMICS CORPORATION						
7647WMECAUG14						
Journal ID 28982						
OPOWER INC.				[redacted]		
SI-02186						
SI-02294						
S1-01932						
S1-02070						
River Energy - Baker's Best						
8471						
River Energy - Residential Retreat						
8517						
Stephanie Request						
(blank)						
TETRA TECH MA INC					[redacted]	[redacted]
Journal ID 28982						
Reclassification				[redacted]		
(blank)						
Journal - Opinion Dynamics						
Grand Total	[redacted]					

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (WMECO)

2014 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]			[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated IT Expenses	[redacted]					[redacted]
Allocated Legal Expenses						
Allocated General Expenses						
CONSERVATION SERVICES GROUP		[redacted]				[redacted]
406088500000						
554519500000						
584308500000						
625558500000						
863828500000						0
963828500000		[redacted]				[redacted]
973239500000						
67-WMECO						
68-WMECO						
69-WMECO						
70-WMECO						
71-WMECO						
72-WMECO						
Customer			[redacted]			[redacted]
624477500000						
192808500000						
EMILLEUE						
941428500000						
HATFVILL						
524477500000						
841428500000						
JOHNPACI						
529829500000						
JOHNWEND						
853598500000						
KEVIKOMO						
239829500000						
NAVIGANT CONSULTING INC					[redacted]	[redacted]
446487						
28982						
NORMWMOR			[redacted]			[redacted]
151428500000						
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
28982						
PARAGO SERVICES CORP			[redacted]			[redacted]
0097408-IN						
0100557-IN						
0100639-IN						
200015						
240014						
240054						
240085						
244033						
4S240113						
4S240138						
4S240223						
4S2402484524024						
4S240303						
4S240330						
4S240387						
5F250029						
5F250037						
5F250058						
5F250065						

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (WMECO)

2014 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
5F250086			[redacted]	[redacted]		[redacted]
5F250093			[redacted]	[redacted]		[redacted]
5F250100			[redacted]	[redacted]		[redacted]
5F25ME016				[redacted]		[redacted]
5F25ME022				[redacted]		[redacted]
5F25ME040				[redacted]		[redacted]
5F25ME046				[redacted]		[redacted]
5F25ME052				[redacted]		[redacted]
PARASERV			[redacted]	[redacted]		[redacted]
13308500000			[redacted]	[redacted]		[redacted]
49439500000			[redacted]	[redacted]		[redacted]
77928500000			[redacted]	[redacted]		[redacted]
189639500000			[redacted]	[redacted]		[redacted]
206097500000			[redacted]	[redacted]		[redacted]
277928500000			[redacted]	[redacted]		[redacted]
306097500000			[redacted]	[redacted]		[redacted]
347798500000				[redacted]		[redacted]
377928500000			[redacted]	[redacted]		[redacted]
434018500000				[redacted]		[redacted]
477928500000			[redacted]	[redacted]		[redacted]
478278500000			[redacted]	[redacted]		[redacted]
548077500000			[redacted]	[redacted]		[redacted]
578278500000				[redacted]		[redacted]
624209500000			[redacted]	[redacted]		[redacted]
629938500000			[redacted]	[redacted]		[redacted]
676078500000			[redacted]	[redacted]		[redacted]
699387500000				[redacted]		[redacted]
777768500000			[redacted]	[redacted]		[redacted]
837948500000			[redacted]	[redacted]		[redacted]
877768500000			[redacted]	[redacted]		[redacted]
888258500000			[redacted]	[redacted]		[redacted]
907918500000			[redacted]	[redacted]		[redacted]
928498500000			[redacted]	[redacted]		[redacted]
960048500000				[redacted]		[redacted]
RGPENFIE			[redacted]	[redacted]		[redacted]
206188500000			[redacted]			[redacted]
439829500000			[redacted]			[redacted]
539829500000			[redacted]			[redacted]
639829500000			[redacted]			[redacted]
River Energy - Baker's Best				[redacted]		[redacted]
8471				[redacted]		[redacted]
River Energy - Residential Retreat				[redacted]		[redacted]
8517				[redacted]		[redacted]
TETRA TECH MA INC					[redacted]	[redacted]
50860343					[redacted]	[redacted]
50860375					[redacted]	[redacted]
50860430					[redacted]	[redacted]
50861007					[redacted]	[redacted]
50861035					[redacted]	[redacted]
50814612					[redacted]	[redacted]
50822041					[redacted]	[redacted]
50822061					[redacted]	[redacted]
50825144					[redacted]	[redacted]
50825180					[redacted]	[redacted]
50832019					[redacted]	[redacted]
50832037					[redacted]	[redacted]
50834638					[redacted]	[redacted]
50834692					[redacted]	[redacted]
50848295					[redacted]	[redacted]
50848358					[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (WMECO)

2014 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50848682					[redacted]	[redacted]
28982						
THE CADMUS GROUP INC						
27237						
TRANSFOR			[redacted]			
63598500000						
251428500000						
Reclassification						
(blank)						
Journal 27237, 28860,28982						0
Grand Total	[redacted]					

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (WMECO)

2014 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]				[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated IT Expenses	[redacted]					[redacted]
Allocated Legal Expenses						
Allocated General Expenses						
EFI			[redacted]			[redacted]
0908130-IN						
923057-IN						
0935058-IN						
0946735-IN						
0961226-IN						
0971993-IN						
0979963-IN						
0992819-IN						
0155506-IN						
JACO			[redacted]	[redacted]	[redacted]	[redacted]
W246						
W247A						
W248						
W249						
W250						
W251						
W252						
W253						
W254						
W256						
W255						
196387500000						
296387500000						
927977500000						
Lockheed Martin				[redacted]	[redacted]	[redacted]
21394354						
213943365						
21427811						
21410959						
21427856						
21410254						
21441765						
21441770						
21461691						
21461692						
21475019						
21475020						
21491097						
21491098						
21506885						
21506884						
21521669						
21521668						
21532368						
21529336						
62897500000						
89287500000						
251629500000						
NAVIGANT CONSULTING INC					[redacted]	[redacted]
446487						
NEEP					[redacted]	[redacted]
4973						
NMR					[redacted]	[redacted]
93308500000						

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (WMECO)

2014 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
414748500000						
OPINION DYNAMICS CORPORATION						
7647WMECAUG14						
Parago						
96355						
98307-IN						
97934-IN						
098477-IN						
098504-IN						
098156-IN						
098373-IN						
0100514-IN						
0100463-IN						
0100615-IN						
0100748-IN						
21ME004						
220019						
2D 220040						
210004						
210011						
1E 21ME010						
1O 210024						
2D 220122						
1O 210017						
2D 220077						
1E 21ME016						
1O 210035						
2D 220101						
1O 210041						
1E 21ME022						
1O 210047						
2D 220141						
1O 210030						
1O 210053						
1O 210059						
2D 220220						
2D 220181						
1O 210065						
1E 21ME028						
1E 21ME034						
2D 220241						
2D 220202						
2D 220160						
1O 210082						
1E 21ME046						
1E 21ME040						
1O 210071						
1O 210096						
1O 210090						
1E 210076						
2D 220302						
2D 220284						
113308500000						
80797500000						
327687500000						
438918500000						
800928500000						
423129500000						
River Energy - Baker's Best						
8471						

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (WMECO)

2014 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
River Energy - Residential Retreat				[redacted]		[redacted]
8517						
TETRA TECH MA INC					[redacted]	[redacted]
50860343						
50860375						
50860412						
50860430						
50860448						
50861007						
50861026						
50861035						
50814612						
50814649						
50822041						
50822061						
50825144						
50825180						
50832019						
50832037						
50834638						
50834674						
50834692						
50848295						
50848334						
50848358						
50848682						
50848700						
THE CADMUS GROUP INC2		[redacted]		[redacted]		[redacted]
INV-170671						
INV-170666						
INV-173679						
INV-173684						
INV-177249						
INV-177254						
INV-179843						
INV-179848						
INV-183430						
INV-183435						
INV-186075						
INV-186081						
INV-188969						
INV-188963						
INV-191839				[redacted]		
INV-191834						
INV-193361		[redacted]				
INV-193367						
INV-199828						
INV-199834						
INV-188183					[redacted]	[redacted]
INV-190131						
INV-192099						
INV-194362						
INV-200500						
INV-200610						
490218500000		[redacted]				
INV-188963						
INV-199834						
151448500000					[redacted]	[redacted]
193818500000						
216287500000						

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (WMECO)

2014 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
233898500000						
391249500000						
504429500000						
687868500000						
833097500000						
Top Ten USA						
18						
Webster Printing						
85558						
84942						
86050						
84546						
962218500000						
Reclassification						
0115618-IN						
Journal 27237						
NMR Journal						
Grand Total						

Vendor Invoice Summary Table

4. Low-Income Whole House
Low-Income New Construction
Eversource Electric (WMECO)

2014 Low-Income New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]			[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated General Expenses	[redacted]					
Allocated IT Expenses	[redacted]					[redacted]
Allocated Legal Expenses	[redacted]					[redacted]
ICF RESOURCES INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1.50929E+11	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7.30309E+11	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7.50088E+11	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8.30309E+11	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
WMECOU9-14LI	[redacted]	[redacted]	[redacted]		[redacted]	[redacted]
(blank)	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NAVIGANT CONSULTING INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
446487	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
River Energy - Baker's Best	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8471	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
River Energy - Residential Retreat	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8517	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
TETRA TECH MA INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50814612	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50822041	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50822061	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50825144	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50825180	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50832019	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50832037	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50834638	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50834692	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50848295	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50848358	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50848682	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50860343	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50860375	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50860430	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50861007	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
50861035	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
(blank)	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
THE CADMUS GROUP INC2	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
INV-192099	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
INV-194362	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
INV-200500	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
INV-200610	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Reclassification	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Journal 27237, 28982	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Grand Total	**3**		**2**	**7**	**26**	**37**

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Single Family Retrofit

Eversource Electric (WMECO)

2014 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated IT Expenses	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated Legal Expenses	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated General Expenses	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	
ABCD	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
W0001	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
W0002	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
W0003	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
W0004	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
W0005	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
W0006a	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
W0007a	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
W0008	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Affordable Comfort Inc	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8124207	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Berkshire Community Action Agency	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
ESP022514-S1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
ESP022514-S2	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
ESP030614-S1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
ESP032114-S1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
ESP032114-S2	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Community Action!	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
218-S1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
218-S2	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
ESP 219-S1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
ESP 220-S1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Competitive Resources	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
13-807-12	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
14-807-02	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
14-807-04	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
14-807-08	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
14-807-09	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
14-807-10	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
14-807-1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
14-807-5	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
14-807-6	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
14-807-7	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
15-807-11	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
CSG-CLEAResult	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
123115-Nstar Standardization	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NAVIGANT CONSULTING INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
446487	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NU Print Shop	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
52273	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
River Energy - Ansafone, Verizon	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8561	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8759	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7272	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7401	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7530	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7634	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7729	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7828	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7924	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8061	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8265	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8435	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
River Energy - Baker's Best	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8471	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Vendor Invoice Summary Table

4. Low-Income Whole House
Low-Income Single Family Retrofit
Eversource Electric (WMECO)

2014 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
River Energy - Residential Retreat				[redacted]		[redacted]
8517						
River Energy Consultants		[redacted]				
8759						
SMOC Energy			[redacted]			
WMECo2014-1						
WMECo2014-2						
WMECO2014-3						
WMECO2014-4						
WMECO2014-5						
Springfield Partners		[redacted]				
0114SPR-S1						
0114SPR-S1B						
0114SPR-S1C						
0114SPR-S2						
0214SPR-S1						
0214SPR-S1B						
0214SPR-S1C						
0214SPR-S1D						
0214SPR-S1E						
0214SPR-S2						
0214SPR-S2B						
0214SPR-S2D						
0214SPR-S2E						
0214SPR-S2F						
02282014 Mileage						
0314SPR-S1						
0314SPR-S1B						
0314SPR-S1C						
0314SPR-S1D						
0314SPR-S2						
0314SPR-S2B						
00125832						
TETRA TECH MA INC					[redacted]	
50860343						
50860375						
50860412						
50860430						
50860448						
50861007						
50861026						
50861035						
50814612						
50814649						
50822041						
50822061						
50825144						
50825180						
50832019						
50832037						
50834638						
50834674						
50834692						
50848295						
50848334						
50848358						
50848682						
50848700						
THE CADMUS GROUP INC2						
INV-192099						

Vendor Invoice Summary Table

4. Low-Income Whole House
Low-Income Single Family Retrofit
Eversource Electric (WMECO)

2014 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
INV-194362					[redacted]	[redacted]
INV-200500						
INV-200610						
Valley Opportunity Council			[redacted]			
0214VOC-S1						
0214VOC-S2C						
Work Opportunity Center		[redacted]				
16625						
16643						
16722						
16906						
16907						
17062						
Reclassification					[redacted]	
Journal 27237, 28982						
Grand Total	[redacted]					

Vendor Invoice Summary Table

4. Low-Income Whole House
Low-Income Multi-Family Retrofit
Eversource Electric (WMECO)

2014 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]				[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated IT Expenses	[redacted]					[redacted]
Allocated Legal Expenses						
Allocated General Expenses						
ABCD		[redacted]				[redacted]
W0001						
W0002						
W0003						
W0004						
W0005						
W0006a						
W0007a						
W0008						
W0003-CREDIT						
Action, Inc						0
LEAN 2014-1st QTR						0
LEAN 2014-2nd QTR						0
LEAN 2014-3rd QTR						0
LEAN 2014-4th QTR						0
Berkshire Community Action Agency						
ESP032114 S-3 Providence Court Annex						
ESP032114 S-3 Providence Court						
ESP032114 S-3 Riverview Lights						
Community Action!						
ESP 151-S3 Park Villa						
ESP 152-S3 Elm Circle						
Competitive Resources						
14-807-03						
15-807-11						
CSG-CLEAResult						
123115-Nstar Standardization						
NAVIGANT CONSULTING INC						
446487						
Rise Engineering						
115368						
River Energy - Ansafone, Verizon						
8435						
River Energy - Baker's Best						
8471						
River Energy - Residential Retreat						
8517						
SMOC Energy						
2014-Providence Court						
2014-Costello 2						
2014-Independence 3						
2014-Outing Park Phase 2						
2014-Outing Park Phase 2-2						
2014-Outing Park Phase 2-3						
2014-Elm Circle						
Springfield Partners						
00125832						
0314SPR-S3 Audits						
0314SPR-S3 Audits II						
TETRA TECH MA INC						
50860343						
50860375						
50860430						
50861007						
50861035						

Vendor Invoice Summary Table

4. Low-Income Whole House
Low-Income Multi-Family Retrofit
Eversource Electric (WMECO)

2014 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50814612					[redacted]	
50822041						
50822061						
50825144						
50825180						
50832019						
50832037						
50834638						
50834692						
50848295						
50848358						
50848682						

Vendor Invoice Summary Table

4. Low-Income Whole House
Low-Income Multi-Family Retrofit
Eversource Electric (WMECO)

2014 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
THE CADMUS GROUP INC2					[redacted]	[redacted]
INV-192099						
INV-194362						
INV-200500						
INV-200610						
Work Opportunity Center		[redacted]				
16643						
16906						
16907						
Reclassification					[redacted]	
Journal 27237, 28982						
Grand Total	[redacted]					

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (WMECO)

2014 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated IT Expenses	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated Legal Expenses	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated General Expenses	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	
Andelman & Lelek Engineering	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
274788500000				[redacted]		[redacted]
ANDLEMAN & LELEK ENGINEERING	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
(blank)				[redacted]		[redacted]
COMPETITIVE RESOURCES	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
14-807-09					[redacted]	[redacted]
14-807HV-09					[redacted]	[redacted]
37948500000				[redacted]		[redacted]
39898500000				[redacted]		[redacted]
41478500000				[redacted]		[redacted]
382577500000				[redacted]		[redacted]
551608500000				[redacted]		
666829500000				[redacted]		
692038500000				[redacted]		
766829500000				[redacted]		
COMPRESSED AIR TECHNOLOGIES INC					[redacted]	[redacted]
1375						[redacted]
ECOVA INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
18218500000			[redacted]			[redacted]
94368500000			[redacted]			[redacted]
262967500000				[redacted]		[redacted]
449129500000				[redacted]		[redacted]
450198500000				[redacted]		[redacted]
457348500000			[redacted]			[redacted]
461198500000			[redacted]			[redacted]
518218500000				[redacted]		[redacted]
525129500000			[redacted]			[redacted]
649938500000				[redacted]		[redacted]
711418500000			[redacted]			[redacted]
783368500000				[redacted]		[redacted]
877518500000				[redacted]		[redacted]
1062505			[redacted]			[redacted]
106255A				[redacted]		[redacted]
1064005			[redacted]			[redacted]
106405A			[redacted]	[redacted]		[redacted]
1065405			[redacted]			[redacted]
106545A				[redacted]		[redacted]
106725A				[redacted]		[redacted]
106905A				[redacted]		[redacted]
10690WM			[redacted]			[redacted]
ENERGY & RESOURCE SOLUTIONS	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
6721				[redacted]		[redacted]
7164				[redacted]		[redacted]
7206				[redacted]		[redacted]
7231				[redacted]		[redacted]
7337				[redacted]		[redacted]
ENERGY FEDERATION INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
146478500000			[redacted]			[redacted]
158967500000				[redacted]		[redacted]
377268500000				[redacted]		[redacted]
396738500000				[redacted]		[redacted]
465987500000				[redacted]		[redacted]
596219500000				[redacted]		[redacted]
627388500000				[redacted]		[redacted]
744128500000				[redacted]		[redacted]

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (WMECO)

2014 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
811058500000			[redacted]			[redacted]
828777500000			[redacted]			[redacted]
995929500000			[redacted]			[redacted]
997939500000				[redacted]		[redacted]
0104246-IN				[redacted]		[redacted]
0135134-IN			[redacted]			[redacted]
0147607-IN				[redacted]		[redacted]
0157868-IN			[redacted]			[redacted]
0164542-IN			[redacted]			[redacted]
0168998-IN				[redacted]		[redacted]
0971625-IN			[redacted]			[redacted]
0976840-IN				[redacted]		[redacted]
0981516-IN			[redacted]			[redacted]
0990349-IN				[redacted]		[redacted]
0994226-IN			[redacted]			[redacted]
KEMA INCORPORATED					[redacted]	[redacted]
20142089						0
20142328					[redacted]	[redacted]
20142372					[redacted]	[redacted]
20142534					[redacted]	[redacted]
20142670					[redacted]	[redacted]
20142878					[redacted]	[redacted]
20142982					[redacted]	[redacted]
20143343					[redacted]	[redacted]
20143461					[redacted]	[redacted]
20143615					[redacted]	[redacted]
20143859					[redacted]	[redacted]
20143875					[redacted]	[redacted]
55128500000					[redacted]	[redacted]
92498500000					[redacted]	[redacted]
182329500000					[redacted]	[redacted]
483757500000						0
553568500000					[redacted]	[redacted]
572787500000					[redacted]	[redacted]
647918500000					[redacted]	[redacted]
661719500000					[redacted]	[redacted]
679548500000					[redacted]	[redacted]
728249500000					[redacted]	[redacted]
766348500000					[redacted]	[redacted]
810108500000					[redacted]	[redacted]
825149500000					[redacted]	[redacted]
869188500000					[redacted]	[redacted]
983757500000					[redacted]	[redacted]
NAVIGANT CONSULTING INC					[redacted]	[redacted]
446487					[redacted]	[redacted]
NEEP					[redacted]	[redacted]
4973					[redacted]	[redacted]
4954					[redacted]	[redacted]
4931					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7647WMECAUG14					[redacted]	[redacted]
Questline		[redacted]				[redacted]
506249500000		[redacted]				[redacted]
River Energy - Naomi Mermin	[redacted]			[redacted]		[redacted]
7959	[redacted]					[redacted]
8526				[redacted]		[redacted]
8642				[redacted]		[redacted]
River Energy - UMASS Amherst						0
7588						0
TETRA TECH MA INC					[redacted]	[redacted]

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (WMECO)

2014 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50860343						
50860375						
50860412						
50860430						
50860448						
50861007						
50861026						
50861035						
50814612						
50814649						
50822041						
50822061						
50825144						
50825180						
50832019						
50832037						
50834638						
50834674						
50834692						
50848295						
50848334						
50848358						
50848682						
50848700						
50860361						
50860393						
50860990						
50861017						
50814599						
50814630						
50822079						
50825130						
50825162						
50834623						
50834656						
50848314						
Reclassification						
ECOVA						
Grand Total						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (WMECO)

2014 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]			[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated IT Expenses	[redacted]					[redacted]
Allocated Legal Expenses						
Allocated General Expenses						
Advanced Energy Group				[redacted]		[redacted]
507298500000						
Andelman & Lelek Engineering						
812248500000						
Bales Engineering						
895188500000						
COMPRESSED AIR TECHNOLOGIES INC					[redacted]	
1376						
76677500000				[redacted]		
539968500000						
851328500000						
Costar Realty	[redacted]	[redacted]				
86448500000						
264478500000						
366997500000						
452897500000						
804009500000						
EDM				[redacted]		
204249500000						
595188500000						
Energy & Resource Solutions						
229249500000						
FUSS & O'NEILL INC						0
0175608						0
KEMA INCORPORATED					[redacted]	
20142089						
20142328						
20142372						
20142534						
20142670						
20142878						
20142982						
20143343						
20143461						
20143615						
20143859						
20143875						
55128500000						
92498500000						
182329500000						
483757500000						0
553568500000						
572787500000						
647918500000						
661719500000						
679548500000						
728249500000						
766348500000						
810108500000						
825149500000						
869188500000						
983757500000						
NAVIGANT CONSULTING INC						
446487						
NEEP						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (WMECO)

2014 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
4973					[redacted]	[redacted]
4954						
4931						
OPINION DYNAMICS CORPORATION						
7647WMECAUG14						
Questline		[redacted]				
506249500000						
River Energy - C&I meetings				[redacted]		
8731						
River Energy - Naomi Mermin	[redacted]					
7959						
8526				[redacted]		
8642						
8524						
8640						
8282						
River Energy - residential meetings				[redacted]		
8723						
TETRA TECH MA INC					[redacted]	
50860343						
50860375						
50860412						
50860430						
50860448						
50861007						
50861026						
50861035						
50814612						
50814649						
50822041						
50822061						
50825144						
50825180						
50832019						
50832037						
50834638						
50834674						
50834692						
50848295						
50848334						
50848358						
50848682						
50848700						0
50860361					[redacted]	
50860393						
50860990						
50861017						
50814599						
50814630						
50822079						
50825130						
50825162						
50834623						
50834656						
50848314						
Grand Total	[redacted]		[redacted]			

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2014 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]			[redacted]	[redacted]
Allocated Evaluation Expenses						
Allocated IT Expenses	[redacted]					[redacted]
Allocated Legal Expenses	[redacted]					[redacted]
Allocated General Expenses	[redacted]					
ADVANCED ENERGY GROUP INC		[redacted]	[redacted]	[redacted]		[redacted]
1004			[redacted]	[redacted]		[redacted]
1000A			[redacted]	[redacted]		[redacted]
1002			[redacted]	[redacted]		[redacted]
1000			[redacted]	[redacted]		[redacted]
1001A			[redacted]	[redacted]		[redacted]
1001			[redacted]	[redacted]		[redacted]
51918			[redacted]	[redacted]		[redacted]
51923			[redacted]	[redacted]		[redacted]
51933			[redacted]	[redacted]		[redacted]
1005		[redacted]	[redacted]	[redacted]		[redacted]
1006		[redacted]	[redacted]	[redacted]		[redacted]
1007		[redacted]	[redacted]	[redacted]		[redacted]
1008		[redacted]	[redacted]	[redacted]		[redacted]
1009		[redacted]	[redacted]	[redacted]		[redacted]
1010		[redacted]	[redacted]	[redacted]		[redacted]
1011		[redacted]	[redacted]	[redacted]		[redacted]
1012		[redacted]	[redacted]	[redacted]		[redacted]
1013		[redacted]	[redacted]	[redacted]		[redacted]
1014		[redacted]	[redacted]	[redacted]		[redacted]
1015		[redacted]	[redacted]	[redacted]		[redacted]
1016		[redacted]	[redacted]	[redacted]		[redacted]
1017		[redacted]	[redacted]	[redacted]		[redacted]
1018		[redacted]	[redacted]	[redacted]		[redacted]
ADVANCED ENERGY MGMT			[redacted]	[redacted]		[redacted]
MA13-728362			[redacted]	[redacted]		[redacted]
MA13-652097			[redacted]	[redacted]		[redacted]
AECOM TECHNICAL SERVICES INC		[redacted]	[redacted]	[redacted]		[redacted]
37434489			[redacted]	[redacted]		[redacted]
37442692			[redacted]	[redacted]		[redacted]
2819-14			[redacted]	[redacted]		[redacted]
37454847			[redacted]	[redacted]		[redacted]
37417196			[redacted]	[redacted]		[redacted]
37430373			[redacted]	[redacted]		[redacted]
37420911			[redacted]	[redacted]		[redacted]
37438433			[redacted]	[redacted]		[redacted]
37458661		[redacted]	[redacted]	[redacted]		[redacted]
37464702		[redacted]	[redacted]	[redacted]		[redacted]
37467050		[redacted]	[redacted]	[redacted]		[redacted]
37471997		[redacted]	[redacted]	[redacted]		[redacted]
37494039		[redacted]	[redacted]	[redacted]		[redacted]
AM LITHOGRAPHY		[redacted]	[redacted]			[redacted]
769597500000		[redacted]	[redacted]			[redacted]
869597500000		[redacted]	[redacted]			[redacted]
AMLITHOG		[redacted]	[redacted]			[redacted]
769597500000		[redacted]	[redacted]			[redacted]
869597500000		[redacted]	[redacted]			[redacted]
COMPRESSED AIR TECHNOLOGIES INC				[redacted]	[redacted]	[redacted]
1376				[redacted]		[redacted]
1382				[redacted]		[redacted]
CONVERGENT				[redacted]	[redacted]	[redacted]
280629500000				[redacted]		[redacted]
470058500000				[redacted]		[redacted]
570058500000				[redacted]		[redacted]
573278500000				[redacted]		[redacted]

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2014 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
197737				[redacted]		[redacted]
201210						
194218						0
197734				[redacted]		[redacted]
197735						
201208						
CONVOUTS				[redacted]		[redacted]
470058500000						
ENERGY EFFICIENCY FUNDING GROU				[redacted]		[redacted]
20150203-05A						
20150206A						
EO ROSS			[redacted]	[redacted]		[redacted]
1204A						
GREEN ENERGY SOLUTIONS INC		[redacted]	[redacted]	[redacted]		[redacted]
1415						
1416						
2014-04-012						
2014-05-014						
2014-07-015						
2014-09-017						
2014-09-018						
2014-12-021						
2014-12-026						
2014-02-008			[redacted]	[redacted]		[redacted]
2014-04-011						
HANNELIN			[redacted]	[redacted]		[redacted]
MA13-727991						
IMPEGRAP		[redacted]	[redacted]			[redacted]
679219500000						
IMPERIAL GRAPHICS		[redacted]	[redacted]			[redacted]
679219500000						
JP MORGAN CHASE BANK		[redacted]	[redacted]	[redacted]		[redacted]
540539937898084						
NATIONAL RESOURCE MANAGEMENT INC		[redacted]	[redacted]	[redacted]		[redacted]
W02282014						
W03312014						
W04302014						
W05312014						
W06302014						
W07312014						
W08312014						
W10012014						
W10312014						
W11302014						
W12102014						
NAVIGANT CONSULTING INC					[redacted]	[redacted]
446487						
446487						
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7647WMECAUG14						
Questline		[redacted]	[redacted]			[redacted]
506249500000						
976029500000						0
TETRA TECH MA INC					[redacted]	[redacted]
50860343						
50860375						
50860412						
50860430						
50860448						
50861007						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2014 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
50861026					[redacted]	[redacted]
50861035						
50814612						
50814649						
50822041						
50822061						
50825144						
50825180						
50832019						
50832037						
50834638						
50834674						
50834692						
50848295						
50848334						
50848358						
50848682						
50848700						
50860361						
50860393						
50860990						
50861017						
50814599						
50814630						
50822079						
50825130						
50825162						
50834623						
50834656						
50848314						
TNT ENERGY LLC		[redacted]				
WM2014-04-2						
WM2014-05-1						
WM2014-05-2						
WM2014-06-1						
WM2014-06-2						
WM2014-07-1						
WM2014-07-2						
WM2014-08-1						
WM2014-08-2						
WM2014-09-1						
WM2014-09-2						
WM2014-10-1						
WM2014-11-1						
WM2014-11-2						
WM2014-12-1						
MA1402-01						
758127						
WM2014-03-2						
WM2014-04-1						
748995						
713228-1						
UNIVERSAL ELECTRIC CO INC		[redacted]				
04DEC14FIN						
10DEC14FIN						
10DEC14MAIN						
12DEC14FIN						
12DEC14MAIN						
335-392						
DE14ISSUE						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2014 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
DEC14REISSUE		[redacted]				
NOV14MS						
O1DEC14						
O2DEC14FIN						
O2DEC14MAIN						
OCT14FIN						
SBEA082614						
SBEA419						
SBEA494						
SBEAOCT14						
SBEASEPT14						
SSBEA410						
SBEA357						
SBEA383/401						
SBEA393						
SBEA406						
SBEA356						
Grand Total	[redacted]					

REDACTED

Vendor Invoice Summary Table

2013-2015 Term Report

Notes

Eversource Electric (WMECO)

• The following tables represents vendor invoices only. They do not include costs that are not paid via an invoice to a vendor, such as internal labor costs, internal expenses, direct incentive payments to participants, or loans repaid by participants as part of multi-year financing opportunities in certain core initiatives. Therefore, the totals in these tables will not match the totals in the Term Report Data tables.

• Allocated costs are those costs that are not specific to each core initiative. Such costs include IT support, legal services, general marketing for the efficiency programs, and other efficiency-related overhead costs provided by third-party vendors. These costs are allocated to each core initiative based on the core initiative's planned percentage of total costs.

• River Energy facilitates payment to other vendors for all PAs in order to minimize the administrative burdens and associated costs of invoicing; River Energy also provides meeting facilitation and other consulting services.

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (WMECO)

2015 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated General Expenses	[redacted]					[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated IT Costs	[redacted]					[redacted]
Allocated Legal Costs						[redacted]
Allocated Marketing Expenses		[redacted]				[redacted]
Competitive Resources	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
15-807-01	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
15-807-02	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
15-807-03	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
15-807-04	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
15-807-05	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
15-807-06	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
15-807-07	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
15-807-08	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
15-807-09	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
15-807-10	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
15-807-11	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
15-807-12	[redacted]	[redacted]	[redacted]	[redacted]		
JP MORGAN CHASE BANK	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
+++	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
National Seminars Training	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
(blank)	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
NAVIGANT	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
169315	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
449264B	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
452009B	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
454225A	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
454225A1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
455485A	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
458920C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
461976C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
465331C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
467067C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
473381C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
475446C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
478261C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Northeast HERS Alliance	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
90115	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
OPINION DYNAMICS CORPORATION	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7647WMCOEN814	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7870WMECO315	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
River Energy - Marriott	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
9008	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
9008	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
9006	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
River Energy - Naomi Mermin	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
9026	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
9179	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
9509	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
9788	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
9331	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
9618	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
10074	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
10246	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
10335	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
10488	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (WMECO)

2015 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
River Energy - Tabors Caramanis Rudkevich						
8799						
8912						
9434						
TETRA TECH MA INC						
1001J						
1002J						
1003J						
1005J						
1006J						
1004						
1007						
50879247						
50879284						
50879302						
50889251						
50889275						
50889295						
50889315						
50908867						
50908908						
50908926						
ICF RESOURCES INC						
2015-020085						
2015-020085						
2015-035248						
2015-035248						
2015-074091						
BI-MF04_15WMECO						
WMECO A002-15						
WMECO A003-15						
WMECO A01-15						
WMECO A012-14						
WMECO U005-15						
WMECOA004-15						
WMECOA005-15						
WMECOA006-15						
WMECOA007-15						
WMECOA008-15						
WMECOA009-15						
WMECOA010-15						
WMECOA011-15						
WMECOU003-15						
WMECOU01-15 NLI						
WMECOU02-15 NLI						
WMECOU04-15NLI						
WMECOU06-15NLI						
WMECOU07-15NLI						
WMECOU08-15NLI						
WMECOU09-15NLI						
WMECOU10-15NLI						
WMECOU11-15NLI						0
WMECOU12-14 NLI						
THE CADMUS GROUP INC						
INV-203782						
INV-204758						
INV-206058						
INV-207756						
INV-208955						
INV-210997						
INV-212654						

Vendor Invoice Summary Table

1. Residential Whole House

Residential New Construction & Major Renovation

Eversource Electric (WMECO)

2015 Residential New Construction & Major Renovation						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
INV-214292						
INV-216019						
INV-217421						
INV-218640						
INV-219004						
Grand Total						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Multi-Family Retrofit

Eversource Electric (WMECO)

2015 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated General Expenses	[redacted]					[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated IT Costs	[redacted]					[redacted]
Allocated Legal Costs	[redacted]					[redacted]
Allocated Marketing Expenses		[redacted]				[redacted]
CET		[redacted]	[redacted]	[redacted]		[redacted]
2261404 #45				[redacted]		[redacted]
2261404 #46		[redacted]	[redacted]	[redacted]		[redacted]
2261404 #47		[redacted]	[redacted]	[redacted]		[redacted]
2261404 #48		[redacted]	[redacted]	[redacted]		[redacted]
2261404 #49		[redacted]	[redacted]	[redacted]		[redacted]
2261404 #50		[redacted]	[redacted]	[redacted]		[redacted]
2261404 #51		[redacted]	[redacted]	[redacted]		[redacted]
2261404 #52		[redacted]	[redacted]	[redacted]		[redacted]
2261404 #54		[redacted]	[redacted]	[redacted]		[redacted]
2261404 #55			[redacted]	[redacted]		[redacted]
2261404 #56		[redacted]	[redacted]	[redacted]		[redacted]
2261404 #57			[redacted]	[redacted]		[redacted]
2261404 #58			[redacted]	[redacted]		[redacted]
2261404 #59		[redacted]	[redacted]	[redacted]		[redacted]
2261404 #60				[redacted]		[redacted]
Competitive Resources				[redacted]		[redacted]
15-807-01				[redacted]		[redacted]
15-807-03				[redacted]		[redacted]
15-807-04				[redacted]		[redacted]
15-807-05				[redacted]		[redacted]
15-807-08				[redacted]		[redacted]
15-807-09				[redacted]		[redacted]
15-807-10				[redacted]		[redacted]
15-807-11				[redacted]		[redacted]
15-807-02				[redacted]		[redacted]
15-807-06				[redacted]		[redacted]
15-807-07				[redacted]		[redacted]
15-807-12				[redacted]		[redacted]
NAVIGANT					[redacted]	[redacted]
169315					[redacted]	[redacted]
449264B					[redacted]	[redacted]
452009B					[redacted]	[redacted]
454225A					[redacted]	[redacted]
454225A1					[redacted]	[redacted]
455485A					[redacted]	[redacted]
458920C					[redacted]	[redacted]
461976C					[redacted]	[redacted]
465331C					[redacted]	[redacted]
467067C					[redacted]	[redacted]
473381C					[redacted]	[redacted]
475446C					[redacted]	[redacted]
478261C					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7647WMCOEN814					[redacted]	[redacted]
7870WMECO315					[redacted]	[redacted]

Vendor Invoice Summary Table

1. Residential Whole House
Residential Multi-Family Retrofit
Eversource Electric (WMECO)

2015 Residential Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Rise Engineering				[redacted]		[redacted]
123292						
125145						
126341						
127418						
128672						
129839						
130963						
132205						
133580						
134710						
135541						
River Energy - Marriott					[redacted]	
9008						
9006						
River Energy - Naomi Mermin	[redacted]			[redacted]		
9026						
9179						
9509				[redacted]		
9788	[redacted]					
9331						
9618						
10074						
10246						
10335						
10488						
River Energy - Tabors Caramanis Rudkevich					[redacted]	
8799						
8912						
9434						
TETRA TECH MA INC					[redacted]	
1001J						
1002J						
1003J						
1005J						
1006J						
1004						
1007						
50879247						
50879284						
50889251						
50889295						
50908867						
50908908						
THE CADMUS GROUP INC					[redacted]	
INV-203782						
INV-204758						
INV-206058						
INV-207756						
INV-208955						
INV-210997						
INV-212654						
INV-214292						
INV-216019						
INV-217421						
INV-218640						
INV-219004						
Grand Total	[redacted]					

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (WMECO)

2015 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated						
Allocated General Expenses						
Allocated Evaluation Expenses						
Allocated IT Costs						
Allocated Legal Costs						
Allocated Marketing Expenses						
Boathouse Group, Inc						
3401982						
CET						
92						
80						
81						
82						
83						
84						
85						
86						
87						
88						
89						
90						
91						
CLEAResult (Conservation Services Group)						
013115-WMECO-413						
013115-WMECO-413WL						
013115-WMECO-416						
013115-WMECO-416S						
013115-WMECO-MKTG						
022815-WMECO-413						
022815-WMECO-416						
022815-WMECO-416S						
022815-WMECO-MKTG						
033115-WMECO-413W						
033115-WMECO-416S						
033115-WMECO-416W						
033115-WMECO-MKTG						
043015-WMECO-413						
043015-WMECO-416						
043015-WMECO-416S						
043015-WMECO-MKTG						
053115-WMECO-413						
053115-WMECO-416						
053115-WMECO-416S						
053115-WMECO-MKTG						
063015-NSTAR-Standard						
063015-WMECO-413						
063015-WMECO-413WL						
063015-WMECO-416						
063015-WMECO-416S						
063015-WMECO-416WL						
063015-WMECO-MKTG						
073115						
073115-WMECO-413						
073115-WMECO-416						
073115-WMECO-416S						
073115-WMECO-MKTG						
083115						
083115-WMECO-413						
083115-WMECO-416						
083115-WMECO-416S						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (WMECO)

2015 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
083115-WMECO-MKTG		[redacted]		[redacted]		[redacted]
093015-WMECO-413			[redacted]	[redacted]		[redacted]
093015-WMECO-416			[redacted]	[redacted]		[redacted]
093015-WMECO-416S			[redacted]	[redacted]		[redacted]
093015-WMECO-MKTG		[redacted]		[redacted]		[redacted]
103115				[redacted]		[redacted]
103115-WMECO-413			[redacted]	[redacted]		[redacted]
103115-WMECO-416			[redacted]	[redacted]		[redacted]
103115-WMECO-416S			[redacted]	[redacted]		[redacted]
103115-WMECO-MKTG		[redacted]		[redacted]		[redacted]
113015-WMECO-413			[redacted]	[redacted]		[redacted]
113015-WMECO-416			[redacted]	[redacted]		[redacted]
113015-WMECO-416S			[redacted]	[redacted]		[redacted]
113015-WMECO-MKTG		[redacted]		[redacted]		[redacted]
123115				[redacted]		[redacted]
123115-WMECO-413			[redacted]	[redacted]		[redacted]
123115-WMECO-416			[redacted]	[redacted]		[redacted]
123115-WMECO-416S			[redacted]	[redacted]		[redacted]
12312015-WMECO-MKTG		[redacted]		[redacted]		[redacted]
20151231-WMPI				[redacted]		[redacted]
20151231-WMWI-FI				[redacted]		[redacted]
COMMONWEALTH OF MASSACHUSETTS	[redacted]					[redacted]
2015ENERCSASMT0	[redacted]					[redacted]
Competitive Resources				[redacted]		[redacted]
14-807-12				[redacted]		[redacted]
15-807-01				[redacted]		[redacted]
15-807-03				[redacted]		[redacted]
15-807-04				[redacted]		[redacted]
15-807-05				[redacted]		[redacted]
15-807-08				[redacted]		[redacted]
15-807-09				[redacted]		[redacted]
15-807-10				[redacted]		[redacted]
15-807-11				[redacted]		[redacted]
15-807-02				[redacted]		[redacted]
15-807-06				[redacted]		[redacted]
15-807-07				[redacted]		[redacted]
15-807-12				[redacted]		[redacted]
HONEYWELL INTERNATIONAL BUILDING SOLUTIONS					[redacted]	[redacted]
5232793414					[redacted]	[redacted]
NAVIGANT					[redacted]	[redacted]
169315					[redacted]	[redacted]
449264B					[redacted]	[redacted]
452009B					[redacted]	[redacted]
454225A					[redacted]	[redacted]
454225A1					[redacted]	[redacted]
455485A					[redacted]	[redacted]
458920C					[redacted]	[redacted]
461976C					[redacted]	[redacted]
465331C					[redacted]	[redacted]
467067C					[redacted]	[redacted]
473381C					[redacted]	[redacted]
475446C					[redacted]	[redacted]
478261C					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7647WMCOEN814					[redacted]	[redacted]
7870COWM1015					[redacted]	[redacted]
7870COWM515					[redacted]	[redacted]
7870COWM615					[redacted]	[redacted]
7870COWM715					[redacted]	[redacted]
7870COWM815					[redacted]	[redacted]

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (WMECO)

2015 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
7870WMECO						
7870WMECO315						
7870WMEN515						
Rise Engineering						
124135						
125175						
126395						
127535						
128659						
129827						
123321						
130967						
132235						
133640						
134862						
135482						
River Energy - Anasafone, Sprint, River Energy						
8839						
8990						
9099						
9260						
9488						
9583						
9712						
9943						
10111						
10275						
10427						
10555						
River Energy - Brainstorms						
9465						
River Energy - Conservation Services Group						
8985						
9696						
9704						
River Energy - EnergySavvy						
8965						
9132						
9589						
9707						
River Energy - Greater Media						
9499						
9597						
9601						
9722						
9729						
9938						
10122						
10237						
10470						
River Energy - Marriott						
9008						
9006						
River Energy - Naomi Mermin						
9026						
9179						
9509						
9788						
9331						
9618						

Vendor Invoice Summary Table

1. Residential Whole House

Residential Home Energy Services

Eversource Electric (WMECO)

2015 Residential Home Energy Services						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
10074	[redacted]					[redacted]
10246						
10335						
10488						
River Energy - Tabors Caramanis Rudkevich					[redacted]	
8799						
8912						
9434						
TETRA TECH MA INC					[redacted]	
1001J						
1002J						
1003J						
1005J						
1006J						
1004						
1007						
50879247						
50879284						
50879302						
50889251						
50889275						
50889295						
50889315						
50908867						
50908908						
50908926						
THE CADMUS GROUP INC					[redacted]	
INV-203782						
INV-204758						
INV-206058						
INV-207756						
INV-208955						
INV-210997						
INV-212654						
INV-214292						
INV-216019						
INV-217421						
INV-218640						
INV-219004						
Webster Printing		[redacted]				[redacted]
91484						
91940						
92971						
Grand Total	[redacted]					

Vendor Invoice Summary Table

1. Residential Whole House

Residential Behavior/Feedback Program

Eversource Electric (WMECO)

2015 Residential Behavior/Feedback Program						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]				[redacted]	[redacted]
Allocated General Expenses	[redacted]					[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated IT Costs	[redacted]					[redacted]
Allocated Legal Costs	[redacted]					[redacted]
CLEAResult (Conservation Services Group)				[redacted]		[redacted]
073115-EVVERSOU				[redacted]		[redacted]
103115				[redacted]		[redacted]
103115-EVERSOUR				[redacted]		[redacted]
123115-EVERSOUR				[redacted]		[redacted]
2014-EVERSOURCE				[redacted]		[redacted]
NAVIGANT					[redacted]	[redacted]
169315					[redacted]	[redacted]
449264B					[redacted]	[redacted]
452009B					[redacted]	[redacted]
454225A					[redacted]	[redacted]
454225A1					[redacted]	[redacted]
455485A					[redacted]	[redacted]
458920C					[redacted]	[redacted]
461976C					[redacted]	[redacted]
465331C					[redacted]	[redacted]
467067C					[redacted]	[redacted]
473381C					[redacted]	[redacted]
475446C					[redacted]	[redacted]
478261C					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7647WMCOEN814					[redacted]	[redacted]
7870WMECO315					[redacted]	[redacted]
OPOWER INC				[redacted]		[redacted]
SI-02527				[redacted]		[redacted]
SI-02692				[redacted]		[redacted]
SI-02866				[redacted]		[redacted]
S1-03060				[redacted]		[redacted]
Grand Total	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (WMECO)

2015 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated General Expenses	[redacted]					[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated IT Costs	[redacted]					[redacted]
Allocated Legal Costs	[redacted]					[redacted]
Allocated Marketing Expenses		[redacted]				[redacted]
Blackhawk Engagement Solutions (Parago)	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
45541246	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
45541725	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S540637	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S540737	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S540835	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S540937	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S541037	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S541131	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S541231	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S541327	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S541435	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S541526	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S541625	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S541640	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S541825	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S541925	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S542026	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F550571	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F550773	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F550871	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F550975	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F551167	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F551267	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F551365	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F551471	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F551564	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F551661	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F551761	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F551861	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F551963	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F552064	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F55ME029	[redacted]	[redacted]		[redacted]	[redacted]	[redacted]
5F55ME035	[redacted]	[redacted]		[redacted]	[redacted]	[redacted]
5F55ME041	[redacted]	[redacted]		[redacted]	[redacted]	[redacted]
5F55ME047	[redacted]	[redacted]		[redacted]	[redacted]	[redacted]
5F55ME053	[redacted]	[redacted]		[redacted]	[redacted]	[redacted]
5F55ME059	[redacted]	[redacted]		[redacted]	[redacted]	[redacted]
5F55ME065	[redacted]	[redacted]		[redacted]	[redacted]	[redacted]
PYMNT1822	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
SF551075	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F550671	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F55ME023	[redacted]	[redacted]		[redacted]	[redacted]	[redacted]
4S240416	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S240444	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S340015	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S540033	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S540133	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S540233	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S540333	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S540446	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4S540534	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
540433	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5F250044	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (WMECO)

2015 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
5F250072						
5F250079						
5F250106						
5F250112						
5F25ME058						
5F350006						
5F550064						
5F550269						
5F550470						
5F55ME011						
5F55ME017						
5F570369						
CLEAResult (Conservation Services Group)						
073115-NSTAR-ST						
083115-NSTAR-ST						
103115-NSTAR-ST						
123115-NSTAR-ST						
72P2-WMECO						
73-WMECO						
74-WMECO						
75-WMECO						
76-WMECO						
77-WMECO						
78-WMECO						
79-WMECO						
80-WMECO						
81-WMECO						
82-WMECO						
83-WMECO						
84-P1-WMECO						
ENERGY FEDERATION INC						
0161936-IN						
0185335-IN						
0185346-IN						
0211120-IN						
0211180-IN						
0170269-IN						
0225022-IN						
0227347-IN						
0240074-IN						
0261841-IN						
0261906-IN						
0262230-IN						
0277533-IN						
0283029-IN						
0289764-IN						
0301840-IN						
0309382-IN						
0309388-IN						
0317216-IN						
0317224-IN						
0338956-IN						
0343747-IN						
0374685-IN						
0382650-IN						
0394518-IN						
0394583-IN						
KELLIHER SAMETS LTD						
018499-0000						

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (WMECO)

2015 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
NAVIGANT						
169315						
449264B						
452009B						
454225A						
454225A1						
455485A						
458920C						
461976C						
465331C						
467067C						
473381C						
475446C						
478261C						
NEEP						
5142						0
5163						0
5187						0
5217						
5237						
5111						
5262						
5326						0
OPINION DYNAMICS CORPORATION						
7870WMECO315						
River Energy - Marriott						
9008						
9006						
River Energy - Naomi Mermin						
9026						
9509						
9788						
9331						
9618						
10074						
10246						
10335						
10488						
River Energy - Tabors Caramanis Rudkevich						
8799						
8912						
9434						
TETRA TECH MA INC						
1001J						
1002J						
1003J						
1005J						
1006J						
1004						
1007						
50879247						
50879284						
50889251						
50889295						
50908867						
50908908						
THE CADMUS GROUP INC						
INV-203782						
INV-204758						
INV-206058						

Vendor Invoice Summary Table

2. Residential Products

Residential Cooling & Heating Equipment

Eversource Electric (WMECO)

2015 Residential Cooling & Heating Equipment						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
INV-207756						
INV-208955						
INV-210997						
INV-212654						
INV-214292						
INV-216019						
INV-217421						
INV-218640						
Grand Total						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (WMECO)

2015 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated Marketing Expenses		[redacted]				[redacted]
Allocated Legal Costs	[redacted]					[redacted]
Allocated IT Costs	[redacted]					[redacted]
Allocated General Expenses	[redacted]					[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Blackhawk Engagement Solutions (Parago)		[redacted]	[redacted]	[redacted]		[redacted]
2D 52ME065				[redacted]		[redacted]
2D 52ME059				[redacted]		[redacted]
2D 52ME053				[redacted]		[redacted]
2D 52ME047				[redacted]		[redacted]
2D 52ME029				[redacted]		[redacted]
2D 52ME023				[redacted]		[redacted]
2D 52ME017				[redacted]		[redacted]
2D 52ME011				[redacted]		[redacted]
2D 52ME005				[redacted]		[redacted]
2D 521096			[redacted]	[redacted]		[redacted]
2D 520998			[redacted]	[redacted]		[redacted]
2D 520996			[redacted]	[redacted]		[redacted]
2D 520894			[redacted]	[redacted]		[redacted]
2D 520892			[redacted]	[redacted]		[redacted]
2D 520796			[redacted]	[redacted]		[redacted]
2D 520794			[redacted]	[redacted]		[redacted]
2D 520695			[redacted]	[redacted]		[redacted]
2D 520693			[redacted]	[redacted]		[redacted]
2D 520594			[redacted]	[redacted]		[redacted]
2D 520592			[redacted]	[redacted]		[redacted]
2D 520493			[redacted]	[redacted]		[redacted]
2D 520491			[redacted]	[redacted]		[redacted]
2D 520391			[redacted]	[redacted]		[redacted]
2D 520389			[redacted]	[redacted]		[redacted]
2D 520296				[redacted]		[redacted]
2D 520291			[redacted]	[redacted]		[redacted]
2D 520289			[redacted]	[redacted]		[redacted]
2D 520191			[redacted]	[redacted]		[redacted]
2D 520189			[redacted]	[redacted]		[redacted]
2D 520092				[redacted]		[redacted]
2D 520086			[redacted]	[redacted]		[redacted]
2D 520084			[redacted]	[redacted]		[redacted]
2D 320018			[redacted]	[redacted]		[redacted]
2D 320016			[redacted]	[redacted]		[redacted]
2D 22ME052				[redacted]		[redacted]
2D 220359		[redacted]		[redacted]		[redacted]
2D 220354			[redacted]	[redacted]		[redacted]
2D 220352			[redacted]	[redacted]		[redacted]
2D 220335			[redacted]	[redacted]		[redacted]
2D 220333			[redacted]	[redacted]		[redacted]
credit check			[redacted]			[redacted]
Boathouse Group, Inc		[redacted]				[redacted]
3401982		[redacted]				[redacted]
CLEAResult (Conservation Services Group)				[redacted]		[redacted]
123115				[redacted]		[redacted]
103115				[redacted]		[redacted]
83115				[redacted]		[redacted]
73115				[redacted]		[redacted]
ENERGY FEDERATION INC		[redacted]	[redacted]	[redacted]		[redacted]
039408-IN			[redacted]	[redacted]		[redacted]
0389850-IN		[redacted]		[redacted]		[redacted]
0389840-IN			[redacted]	[redacted]		[redacted]
0389080-IN				[redacted]		[redacted]

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (WMECO)

2015 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
0388261-IN						
0385190-IN						
0357146-IN						
0355755-IN						
0354320-IN						
0353465-IN						
0338898-IN						
0331626-IN						
0328237-IN						
0326358-IN						
0324625-IN						
0318613-IN						
0316661-IN						
0310010-IN						
0298162-IN						
0283011-IN						
0268868-IN						
0250094-IN						
0230977-IN						
0215838-IN						
0198444-IN						
0174194-IN						
Lockheed Martin						
21724942						
21724934						
21710998						
21710986						
21695659						
21695658						
21679352						
21679351						
21665989						
21665988						
21649800						
21649799						
21636005						
21636004						
21621221						
21621219						
21601388						
21601384						
21591893						
21591892						
21569410						
NAVIGANT						
478261C						
475446C						
473381C						
467067C						
465331C						
461976C						
458920C						
455485A						
454225A1						
454225A						
452009B						
449264B						
169315						
OPINION DYNAMICS CORPORATION						
7870WMECO315						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (WMECO)

2015 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
7647WMCOEN814						
River Energy - Marriott						
9008						
9006						
River Energy - Naomi Mermin						
10488						
10335						
10246						
10074						
9788						
9618						
9509						
9331						
9179						
9026						
River Energy - Tabors Caramanis Rudkevich						
9434						
8912						
8799						
TETRA TECH MA INC						
1006J						
1005J						
1003J						
1002J						
1001J						
50908908						
50908867						
50889295						
50889251						
50879284						
50879247						
1007						
1004						
THE CADMUS GROUP INC						
INV-218640						
INV-218074						
INV-218069						
INV-217421						
INV-216688						
INV-216683						
INV-216019						
INV-215302						
INV-215297						
INV-214292						
INV-213654						
INV-213649						
INV-212654						
INV-211621						
INV-211616						
INV-210997						
INV-210506						
INV-210501						
INV-208955						
INV-208510						
INV-208505						
INV-207756						
INV-206869						
INV-206864						
INV-206058						
INV-205812						

Vendor Invoice Summary Table

2. Residential Products

Residential Lighting

Eversource Electric (WMECO)

2015 Residential Lighting						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
INV-205807		[redacted]				[redacted]
INV-204758					[redacted]	
INV-204551		[redacted]				
INV-204546						
INV-203782					[redacted]	
INV-203436		[redacted]				
INV-203431						
INV-202233						
INV-202228						
Reclassification					[redacted]	
Grand Total	[redacted]					

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (WMECO)

2015 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	3	1			1	5
Allocated General Expenses	1					1
Allocated Evaluation Expenses					1	1
Allocated IT Costs	1					1
Allocated Legal Costs	1					1
Allocated Marketing Expenses		1				1
Blackhawk Engagement Solutions (Parago)			28	38		66
1E 510408			1	1		2
1E 51ME011				1		1
1E 51ME017				1		1
1E 51ME023				1		1
1E 51ME029				1		1
1E 51ME035				1		1
1E 51ME041				1		1
1E 51ME047				1		1
1E 51ME053				1		1
1E 51ME059				1		1
1E 51ME065				1		1
1O 210102			1	1		2
1O 210108			1	1		2
1O 310005			1	1		2
1O 510005			1	1		2
1O 510104			1	1		2
1O 510204			1	1		2
1O 510304			1	1		2
1O 510404			1	1		2
1o 510503			1	1		2
1O 510604			1	1		2
1o 510704			1	1		2
1O 510804			1	1		2
1O 510904			1	1		2
1O 511004			1	1		2
1O 511104			1	1		2
2D 220353			1	1		2
2D 320017			1	1		2
2D 520085			1	1		2
2D 520190			1	1		2
2D 520290			1	1		2
2D 520390			1	1		2
2D 520492			1	1		2
2D 520593			1	1		2
2D 520694			1	1		2
2D 520795			1	1		2
2D 520893			1	1		2
2D 520997			1	1		2
CLEAResult (Conservation Services Group)				4		4
73115				1		1
83115				1		1
103115				1		1
123115				1		1
ENERGY FEDERATION INC			27	19		46
198445			1			1
388262			1			1
0174195-IN			1			1
02158339-IN			1			1
0230978-IN			1			1
0250095-IN			1			1
0268870-IN			1			1
0283012-IN			1			1
0298163-IN			1			1

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (WMECO)

2015 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
0302810-IN			1	1		2
0310011-IN			1			1
0316586-IN			1	1		2
0316661-IN				1		1
0318603-IN			1	1		2
0319264-IN			1	1		2
0320401-IN			1	1		2
0326359-IN			1			1
0329146-IN			1	1		2
0331626-IN				1		1
0336489-IN			1	1		2
0338899-IN			1	1		2
0347221-IN			1	1		2
0354321-IN			1			1
0355755-IN				1		1
0371289-IN			1	1		2
0386120-IN			1	1		2
0389080-IN				1		1
0393407-IN			1	1		2
0394087-IN			1	1		2
0394588-IN			1	1		2
0405110-IN			1	1		2
JACO			10	10		20
W257			1	1		2
W258			1	1		2
W259			1	1		2
W260			1	1		2
W261			1	1		2
W262			1	1		2
W263			1	1		2
W264			1	1		2
W265			1	1		2
W266			1	1		2
Lockheed Martin				21		21
21569410				1		1
21591892				1		1
21591893				1		1
21601384				1		1
21601388				1		1
21621219				1		1
21621221				1		1
21636004				1		1
21636005				1		1
21649799				1		1
21649800				1		1
21665988				1		1
21665989				1		1
21679351				1		1
21679352				1		1
21695658				1		1
21695659				1		1
21710986				1		1
21710998				1		1
21724934				1		1
21724942				1		1
NAVIGANT					13	13
169315					1	1
449264B					1	1
452009B					1	1
454225A					1	1

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (WMECO)

2015 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
454225A1					1	1
455485A					1	1
458920C					1	1
461976C					1	1
465331C					1	1
467067C					1	1
473381C					1	1
475446C					1	1
478261C					1	1
NEEP					7	7
4979					1	1
5026					1	1
5142					1	1
5163					1	1
5187					1	1
5217					1	1
5237					1	1
OPINION DYNAMICS CORPORATION					2	2
7647WMCOEN814					1	1
7870WMECO315					1	1
River Energy - Marriott					2	2
9008					1	1
9006					1	1
River Energy - Naomi Mermin	9			1		10
9026	1					1
9179	1					1
9509				1		1
9788	1					1
9331	1					1
9618	1					1
10074	1					1
10246	1					1
10335	1					1
10488	1					1
River Energy - Tabors Caramanis Rudkevich					3	3
8799					1	1
8912					1	1
9434					1	1
Royco Printing (JP Morgan)				2		2
Pro-Card				2		2
Staples (JP Morgan)				2		2
Pro-Card				2		2
TETRA TECH MA INC					17	17
1001J					1	1
1002J					1	1
1003J					1	1
1005J					1	1
1006J					1	1
1004					1	1
1007					1	1
50879247					1	1
50879284					1	1
50879302					1	1
50889251					1	1
50889275					1	1
50889295					1	1
50889315					1	1
50908867					1	1
50908908					1	1
50908926					1	1

Vendor Invoice Summary Table

2. Residential Products

Residential Consumer Products

Eversource Electric (WMECO)

2015 Residential Consumer Products						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
THE CADMUS GROUP INC		24			12	36
INV-203782					1	1
INV-204758					1	1
INV-206058					1	1
INV-207756					1	1
INV-208955					1	1
INV-210997					1	1
INV-212654					1	1
INV-214292					1	1
INV-216019					1	1
INV-217421					1	1
INV-218640					1	1
INV-202228		1				1
INV-202233		1				1
INV-203431		1				1
INV-203436		1				1
INV-204551		1				1
INV-205546		1				1
INV-205807		1				1
INV-205812		1				1
INV-206864		1				1
INV-206869		1				1
INV-208505		1				1
INV-208510		1				1
INV-210501		1				1
INV-210506		1				1
INV-211616		1				1
INV-211621		1				1
INV-213649		1				1
INV-213654		1				1
INV-215297		1				1
INV-215302		1				1
INV-216683		1				1
INV-216688		1				1
INV-218069		1				1
INV-218074		1				1
INV-219004					1	1
Webster Printing		4				4
(blank)		1				1
87785		1				1
91003		1				1
92386		1				1
Grand Total	**12**	**29**	**65**	**97**	**57**	**260**

Vendor Invoice Summary Table

4. Low-Income Whole House
Low-Income New Construction
Eversource Electric (WMECO)

2015 Low-Income New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated						
Allocated General Expenses						
Allocated Evaluation Expenses						
Allocated IT Costs						
Allocated Legal Costs						
Allocated Marketing Expenses						
HAP INC						
JMC_NH_11476						
NAVIGANT						
169315						
449264B						
452009B						
454225A						
455485A						
458920C						
461976C						
465331C						
467067C						
473381C						
475446C						
478261C						
OPINION DYNAMICS CORPORATION						
7870WMECO315						
Parsons Limited Partnership						
Various Bldrs						
River Energy - Naomi Mermin						
9026						
9179						
9509						
9788						
9331						
9618						
10074						
10246						
10335						
10488						
TETRA TECH MA INC						
1001J						
1002J						
1003J						
1005J						
1006J						
1004						
1007						
50879247						
50879284						
50889251						
50889295						
50908867						
50908908						
Grand Total						

Vendor Invoice Summary Table

4. Low-Income Whole House
Low-Income Single Family Retrofit
Eversource Electric (WMECO)

2015 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]			[redacted]	[redacted]
Allocated General Expenses	[redacted]					[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated IT Costs	[redacted]					[redacted]
Allocated Legal Costs	[redacted]					[redacted]
Allocated Marketing Expenses		[redacted]				[redacted]
ABCD		[redacted]	[redacted]	[redacted]		[redacted]
W0101			[redacted]	[redacted]		[redacted]
W0102a1			[redacted]	[redacted]		[redacted]
W0103			[redacted]	[redacted]		[redacted]
W0104			[redacted]	[redacted]		[redacted]
W0105			[redacted]	[redacted]		[redacted]
W0106		[redacted]	[redacted]	[redacted]		[redacted]
W0107			[redacted]	[redacted]		[redacted]
W0108			[redacted]	[redacted]		[redacted]
W0109			[redacted]	[redacted]		[redacted]
W0110			[redacted]	[redacted]		[redacted]
W0111			[redacted]	[redacted]		[redacted]
W0112		[redacted]	[redacted]	[redacted]		[redacted]
Boathouse Group, Inc		[redacted]				[redacted]
3401982		[redacted]				[redacted]
Competitive Resources				[redacted]		[redacted]
14-807-12				[redacted]		[redacted]
15-807-01				[redacted]		[redacted]
15-807-03				[redacted]		[redacted]
15-807-04				[redacted]		[redacted]
15-807-05				[redacted]		[redacted]
15-807-08				[redacted]		[redacted]
15-807-09				[redacted]		[redacted]
15-807-10				[redacted]		[redacted]
15-807-11				[redacted]		[redacted]
15-807-2				[redacted]		[redacted]
15-807-6				[redacted]		[redacted]
15-807-7				[redacted]		[redacted]
Fed-X		[redacted]				[redacted]
2-990-34977		[redacted]				[redacted]
JP MORGAN CHASE BANK		[redacted]				[redacted]
N/A		[redacted]				[redacted]
NAVIGANT					[redacted]	[redacted]
169315					[redacted]	[redacted]
449264B					[redacted]	[redacted]
452009B					[redacted]	[redacted]
454225A					[redacted]	[redacted]
455485A					[redacted]	[redacted]
458920C					[redacted]	[redacted]
461976C					[redacted]	[redacted]
465331C					[redacted]	[redacted]
467067C					[redacted]	[redacted]
473381C					[redacted]	[redacted]
475446C					[redacted]	[redacted]
478261C					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION					[redacted]	[redacted]
7870WMECO315					[redacted]	[redacted]
River Energy - Jeff Lin		[redacted]				[redacted]
10047		[redacted]				[redacted]
River Energy - Naomi Mermin	[redacted]			[redacted]		[redacted]
9026	[redacted]					[redacted]
9179	[redacted]					[redacted]
9509				[redacted]		[redacted]
9788	[redacted]					[redacted]

Vendor Invoice Summary Table

4. Low-Income Whole House
Low-Income Single Family Retrofit
Eversource Electric (WMECO)

2015 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
9331	[redacted]					[redacted]
9618						
10074						
10246						
10335						
10488						
River Energy - One Planet Corporation		[redacted]				
10550						
River Energy - Verizon & Ansafone						
8878						
9052						
9170						
9361						
9518						
9636						
9770						
10038						
10150						
10316						
10450						
10569						
Ryan Business Systems						
66011						
66015						
75897						
Soleil Communications, Inc.						
Eversource 03132015						
TETRA TECH MA INC					[redacted]	
1001J						
1002J						
1003J						
1005J						
1006J						
1004						
1007						
50879247						
50879284						
50879302						
50889251						
50889275						
50889295						
50889315						
50908867						
50908908						
50908926						
UPS-Ed materials from Nu Print Shop		[redacted]				
6094-0979-84						
6094-0980-06						
Work Opportunity Center						
17151						
17169						
17243						
17313						
17431						
17452						
17466						
17520						
17567						
17606						
17749						

Vendor Invoice Summary Table

4. Low-Income Whole House
Low-Income Single Family Retrofit
Eversource Electric (WMECO)

2015 Low-Income Single Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
17859						
17908						
17933						
18010						
18079						
18167						
18235						
18239						
Grand Total						

Vendor Invoice Summary Table

4. Low-Income Whole House
Low-Income Multi-Family Retrofit
Eversource Electric (WMECO)

2015 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated General Expenses	[redacted]					[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated IT Costs	[redacted]					[redacted]
Allocated Legal Costs	[redacted]					[redacted]
Allocated Marketing Expenses		[redacted]				[redacted]
ABCD	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
W0101			[redacted]	[redacted]		[redacted]
W0102a1			[redacted]	[redacted]		[redacted]
W0103			[redacted]	[redacted]		[redacted]
W0104			[redacted]	[redacted]		[redacted]
W0105			[redacted]	[redacted]		[redacted]
W0107			[redacted]	[redacted]		[redacted]
W0108			[redacted]	[redacted]		[redacted]
W0109			[redacted]	[redacted]		[redacted]
W0110				[redacted]		[redacted]
W0111			[redacted]	[redacted]		[redacted]
W0112		[redacted]	[redacted]	[redacted]		[redacted]
W0106A		[redacted]	[redacted]	[redacted]		[redacted]
Boathouse Group, Inc	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
3401982		[redacted]				[redacted]
3401981		[redacted]				
CLEAResult (Conservation Services Group)	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
083115-NStar Standardization				[redacted]		[redacted]
103115-Nstar Standardization				[redacted]		[redacted]
123115-Nstar Standardization				[redacted]		[redacted]
073115-NStar Standardization				[redacted]		[redacted]
Competitive Resources	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
15-807-11				[redacted]		[redacted]
15-807-12				[redacted]		[redacted]
NAVIGANT	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
169315					[redacted]	[redacted]
449264B					[redacted]	[redacted]
452009B					[redacted]	[redacted]
454225A					[redacted]	[redacted]
455485A					[redacted]	[redacted]
458920C					[redacted]	[redacted]
461976C					[redacted]	[redacted]
465331C					[redacted]	[redacted]
467067C					[redacted]	[redacted]
473381C					[redacted]	[redacted]
475446C					[redacted]	[redacted]
478261C					[redacted]	[redacted]
OPINION DYNAMICS CORPORATION	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7870WMECO315					[redacted]	[redacted]
Rise Engineering	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
12392				[redacted]		[redacted]
124079				[redacted]		[redacted]
River Energy - Jeff Lin	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
10047		[redacted]				[redacted]
River Energy - Naomi Mermin	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
9026	[redacted]					[redacted]
9179	[redacted]					[redacted]
9509				[redacted]		[redacted]
9788	[redacted]					[redacted]
9331	[redacted]					[redacted]
9618	[redacted]					[redacted]
10074	[redacted]					[redacted]
10246	[redacted]					[redacted]
10335	[redacted]					[redacted]

Vendor Invoice Summary Table

4. Low-Income Whole House
Low-Income Multi-Family Retrofit
Eversource Electric (WMECO)

2015 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
10488	[redacted]					[redacted]
River Energy - One Planet Corporation		[redacted]				[redacted]
10550						[redacted]
River Energy - Verizon & Ansafone		[redacted]				[redacted]
9170		[redacted]				[redacted]
9361		[redacted]				[redacted]
9518		[redacted]				[redacted]
9636		[redacted]				[redacted]
9770		[redacted]				[redacted]
10038		[redacted]				[redacted]
10150		[redacted]				[redacted]
10316		[redacted]				[redacted]
10450		[redacted]				[redacted]
10569		[redacted]				[redacted]
Ryan Business Systems		[redacted]				[redacted]
66011		[redacted]				[redacted]
75897		[redacted]				[redacted]
Soleil Communications, Inc. (AFP)		[redacted]				[redacted]
Eversource 03132015		[redacted]				[redacted]
TETRA TECH MA INC					[redacted]	[redacted]
1001J					[redacted]	[redacted]
1002J					[redacted]	[redacted]
1003J					[redacted]	[redacted]
1005J					[redacted]	[redacted]
1006J					[redacted]	[redacted]
50879247					[redacted]	[redacted]
50879284					[redacted]	[redacted]
50889251					[redacted]	[redacted]
50889295					[redacted]	[redacted]
50908867					[redacted]	[redacted]
50908908					[redacted]	[redacted]
1004					[redacted]	[redacted]
1007					[redacted]	[redacted]
THE CADMUS GROUP INC					[redacted]	[redacted]
INV-203782					[redacted]	[redacted]
INV-204758					[redacted]	[redacted]
INV-206058					[redacted]	[redacted]
INV-207756					[redacted]	[redacted]
INV-208955					[redacted]	[redacted]
INV-210997					[redacted]	[redacted]
INV-212654					[redacted]	[redacted]
INV-214292					[redacted]	[redacted]
INV-216019					[redacted]	[redacted]
INV-217421					[redacted]	[redacted]
INV-218640					[redacted]	[redacted]
Work Opportunity Center		[redacted]				[redacted]
17151		[redacted]				[redacted]
17169		[redacted]				[redacted]
17243		[redacted]				[redacted]
17313		[redacted]				[redacted]
17452		[redacted]				[redacted]
17466		[redacted]				[redacted]
17520		[redacted]				[redacted]
17567		[redacted]				[redacted]
17606		[redacted]				[redacted]
17749		[redacted]				[redacted]
17859		[redacted]				[redacted]
17908		[redacted]				[redacted]
17933		[redacted]				[redacted]
18010		[redacted]				[redacted]

Vendor Invoice Summary Table

4. Low-Income Whole House

Low-Income Multi-Family Retrofit

Eversource Electric (WMECO)

2015 Low-Income Multi-Family Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
18079 18167 18235 18239 17650		[redacted]				[redacted]
Reclassification				[redacted]		
Grand Total	[redacted]					

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (WMECO)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]			[redacted]	[redacted]
Allocated General Expenses	[redacted]					[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated IT Costs	[redacted]					[redacted]
Allocated Legal Costs	[redacted]					[redacted]
Allocated Marketing Expenses		[redacted]				[redacted]
ANDELMAN & LELEK ENGINEERING				[redacted]		[redacted]
2015-2928				[redacted]		[redacted]
2015-2998				[redacted]		[redacted]
2015-3019				[redacted]		[redacted]
2015-3041				[redacted]		[redacted]
2015-3042				[redacted]		[redacted]
2015-3046				[redacted]		[redacted]
2015-3047				[redacted]		[redacted]
2015-3048				[redacted]		[redacted]
2015-3049				[redacted]		[redacted]
2015-3058				[redacted]		[redacted]
2015-3059				[redacted]		[redacted]
WS14011				[redacted]		[redacted]
B2Q ASSOCIATES INC				[redacted]		[redacted]
WS14023				[redacted]		[redacted]
Boathouse Group, Inc				[redacted]		[redacted]
3402283				[redacted]		[redacted]
BOSTON MARRIOTT NEWTON				[redacted]		[redacted]
367103				[redacted]		[redacted]
BOYKO ENGINEERING INC				[redacted]		[redacted]
WS15005				[redacted]		[redacted]
COMENSURA INC				[redacted]		[redacted]
303743				[redacted]		[redacted]
303744				[redacted]		[redacted]
303776				[redacted]		[redacted]
303777				[redacted]		[redacted]
303809				[redacted]		[redacted]
303810				[redacted]		[redacted]
Competitive Resources				[redacted]		[redacted]
14-807HV-12				[redacted]		[redacted]
14-807UP-12				[redacted]		[redacted]
15-807HV-01				[redacted]		[redacted]
15-807HV-02				[redacted]		[redacted]
15-807HV-03				[redacted]		[redacted]
15-807HV-04				[redacted]		[redacted]
15-807HV-05				[redacted]		[redacted]
15-807HV-06				[redacted]		[redacted]
15-807HV-07				[redacted]		[redacted]
15-807HV-08				[redacted]		[redacted]
15-807HV-09				[redacted]		[redacted]
15-807HV-10				[redacted]		[redacted]
15-807HV-11				[redacted]		[redacted]
15-807UP-01				[redacted]		[redacted]
15-807UP-02				[redacted]		[redacted]
15-807UP-03				[redacted]		[redacted]
15-807UP-04				[redacted]		[redacted]
15-807UP-05				[redacted]		[redacted]
15-807UP-06				[redacted]		[redacted]
15-807UP-07				[redacted]		[redacted]
15-807UP-08				[redacted]		[redacted]
15-807UP-09				[redacted]		[redacted]
15-807UP-10				[redacted]		[redacted]
15-807UP-11				[redacted]		[redacted]
DMI				[redacted]		[redacted]

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (WMECO)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
7185						
7186						
7187						
7188						
7189						
7190						
ECOVA INC						
1067205						
107045A						
10704WM						
107235A						
107265A						
107285A						
10728WM						
10743WM						
107705U						
10770WM						
10798WM						
108122A						
108125A						
10812WM						
108345U						
10834WM						
108515U						
10851WM						
108635U						
108785U						
108955U						
323305U						
335205U						
10723WM						
10726WM						
10863WM						
10878WM						
10895WM						
109055U						
10905WM						
10926WM						
344805U						
PB-003235						
PB-003354						
PB-003449						
PB-003570						
ENERGY & RESOURCE SOLUTIONS						
02259677						
7386						
7510						
7540						
7565						
7603						
7755						
7808						
7990						
8022						
8136						
8168						0
WS15001						
ENERGY EFFICIENCY FUNDING GROU						
20150206B						
ENERGY FEDERATION INC						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (WMECO)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
0184789-IN				[redacted]		[redacted]
0210339-IN						
0224964-IN						
0240114-IN						
0262219-IN						
0275870-IN						
0288820-IN						
0300138-IN						
0312739-IN						
0329225-IN						
0372006-IN						
0387567-IN						
0389856-IN						
ENGINEERED ALTERNATIVES INC						
WS14019						
ENGINEERED SOLUTIONS INC						
14194						
14449						
GDS ASSOCIATES INC						
0113054						
0133054A						
JP MORGAN CHASE BANK	[redacted]					
(blank)						
540539937898084				[redacted]		
KEMA INCORPORATED					[redacted]	
10002518						
10002896						
10002921						
10003327						
10003380						
20150075						
20150291						
20150366						
20150639						
20150840						
20150840CREDIT						
20151121						
20151306						
20151502						
20151568						
20151843R						
20151959						
20152048A						
20152388						
20152408						
20152594						
20152596						
20152679						
20152821						
20152835						
20154004						
MULTIVIEW INC		[redacted]				
STD144265						
STD145504						
NAVIGANT					[redacted]	
169315						
449264B						
452009B						
454225A						
455485A						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (WMECO)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
458920C						
461976C						
465331C						
467067C						
473381C						
475446C						
478261C						
478703						
OPINION DYNAMICS CORPORATION						
7647WMCOEN814						
7870WMECO315						
River Energy - Marriott						
9008						
9006						
River Energy - Tabors Caramanis Rudkevich						
8799						
8912						
9434						
TETRA TECH MA INC						
1001J						
1002J						
1003J						
1005J						
1006J						
1004						
1007						
50879226						
50879247						
50879266						
50879284						
50879302						
50889251						
50889275						
50889295						
50889315						
50908867						
50908887						
50908908						
50908926						
THE GREEN ENGINEER INC						
2034						
2035						
2036						
2105						
2106						
2107						
2108						
2109						
2175						
2176						
2177						
THE WEIDT GROUP						
1511273						
WALDRON ENGINEERING & CONSTRUCTION INC						
WS14013						
WELLER & MICHAL ARCHITECTS INC						
14170						
WILSON ARCHITECTS						
WS14021						
YANKEE CANDLE COMPANY						

Vendor Invoice Summary Table

6. C&I New Construction

C&I New Construction

Eversource Electric (WMECO)

2015 C&I New Construction						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
WS15007						
Grand Total						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (WMECO)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Allocated General Expenses	[redacted]					[redacted]
Allocated Evaluation Expenses					[redacted]	[redacted]
Allocated IT Costs	[redacted]					[redacted]
Allocated Legal Costs	[redacted]					[redacted]
Allocated Marketing Expenses		[redacted]				[redacted]
AGRI MARK	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
WS15004	[redacted]	[redacted]	[redacted]	[redacted]		[redacted]
ANDELMAN & LELEK ENGINEERING	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
2015-2928	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
2015-2998	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
2015-3019	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
2015-3041	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
2015-3042	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
2015-3046	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
2015-3047	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
2015-3048	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
2015-3049	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
2015-3058	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
2015-3059	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
B2Q ASSOCIATES INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
15-045-06	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
15-045-07	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
UMASSRX3	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
BAKER ENGINEERING & CONTROLS INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
WS15003	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
WS15016	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
BAYSTATE MEDICAL CENTER INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
WS14022	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Boathouse Group, Inc	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
3402283	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
BOSTON MARRIOTT LONG WHARF	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
215453	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
BOSTON MARRIOTT NEWTON	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
367103	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
COMENSURA INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
303743	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
303744	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
303776	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
303777	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
303809	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
303810	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
COMPRESSED AIR TECHNOLOGIES INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
WS15009	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
WS15013	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
COSTAR REALTY INFORMATION INC	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
102665038	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
102692782	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
102726505	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
102837522	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
102918512	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
102978863	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
103052509	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
103104472	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
103191931	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
103242611	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
103287283	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
DAMIEN E LAPRADE ELECTRICIAN	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
100914	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
DMI	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (WMECO)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
7185				[redacted]		[redacted]
7186						
7187						
7188						
7189						
7190						
ENERGY & RESOURCE SOLUTIONS						
7386						
7510						
7540						
7565						
7603						
7755						
7808						
7990						
8022						
8136						
2259677						
ENERGY EFFICIENCY FUNDING GROU						
20150206B						
ENERGY INSIGHT INC						
WS15008						
ENGINEERED SOLUTIONS INC						
14194						
14449						
GDS ASSOCIATES INC						
113054						
0133054A						
HESNOR ENGINEERING ASSOCIATES						
M-YC01.I3						
WS14016						
KEMA INCORPORATED					[redacted]	
10002518						
10002896						
10002921						
10003327						
10003380						
20150075						
20150291						
20150366						
20150639						
20150840						
20150840CREDIT						
20151121						
20151306						
20151502						
20151568						
20151843R						
20151959						
20152048A						
20152388						
20152408						
20152594						
20152596						
20152679						
20152821						
20152835						
20154004						
M A SELMON CO LLC				[redacted]		
WS15002						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (WMECO)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
MULTIVIEW INC		[redacted]				[redacted]
STD144265						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (WMECO)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
NAVIGANT						
169315						
449264B						
452009B						
454225A						
455485A						
458920C						
461976C						
465331C						
467067C						
473381C						
475446C						
478261C						
478703						
NEEP						
4979						
5026						
5142						
5163						
5187						
5217						
5237						
5111						
5262						
5326						
OPINION DYNAMICS CORPORATION						
7647WMCOEN814						
7870WMECO315						
River Energy - C&I Conference						
10296						
River Energy - C&I Meetings - December						
8903						
River Energy - Committee Meetings						
8895						
9123						
9129						
9243						
9405						
9558						
9568						
9652						
9658						
9746						
9752						
9970						
9976						
10203						
10209						
10387						
10393						
10523						
10529						
River Energy - Committee Meetings						
9415						
River Energy - Esource						
9234						
River Energy - Marriott						
9008						
9006						
River Energy - Tabors Caramanis Rudkevich						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Retrofit

Eversource Electric (WMECO)

2015 C&I Retrofit						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
8799						
8912						
TETRA TECH MA INC						
1001J						
1002J						
1003J						
1005J						
1006J						
1004						
1007						
50879226						
50879247						
50879284						
50879302						
50889251						
50889275						
50889295						
50889315						
50908867						
50908908						
50908926						
THE GREEN ENGINEER INC						
2034						
2035						
2036						
2105						
2106						
2107						
2108						
2109						
2175						
2176						
2177						
THE WEIDT GROUP						
1509040						
1510214						
1511272						
1511274						
1511275						
1511276						
1512314						
1512315						
1512316						
1512317						
YANKEE CANDLE COMPANY						
WS14012						
Reclassification						
Grand Total						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2015 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
Allocated	[redacted]					
Allocated Evaluation Expenses						
Allocated General Expenses						
Allocated IT Costs						
Allocated Legal Costs						
Allocated Marketing Expenses						
Advanced Energy Group						
1020						
1021						
1022						
1023						
1024						
1025						
1026						
1027						
1028						
1029						
1030						
1031						
1032						
1033						
1034						
1035						
1037						
1038						
1039						
1040						
1041						
1042						
1043						
1044						
1045						
1046						
1047						
1048						
1049						
1050						
1036-Revised						
AECOM Energy						
37501921						
37509388						
37514448						
37523344						
37593463						
37608459						
37629751						
37638864						
37643379						
37656424						
37666995						
37671941						
37676394						
37680952						
3325-15						
Boathouse Group, Inc						
3402237						
3402278						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2015 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
COMPRESSED AIR TECHNOLOGIES INC						
1391						
1407						
CONVERGENT						
204759						
207927						
211234						
211235						
215023						
Green Energy						
1773						
2015-01-028						
2015-03-029						
2015-04-030						
2015-06-032						
2015-06-033						
2015-07-034						
2015-07-035						
2015-08-036						
2015-08-037						
2015-09-038						
2015-10-039						
2015-11-040						
2015-11-041						
2015-12-042						
2015-12-043						
2015-12-044						
IMPERIAL GRAPHICS						
36564						
MICHAEL FEIN PHOTOGRAPHY						
150717						
National Resource Management						
W01312015						
W02282015						
W03182015						
W03312015						
W03312015 - LingLing Corp						
W04302015						
W05312015						
W06302015Rev2						
W07312015 or 2271460						
W08312015						
W09302015						
W12012015						
NAVIGANT						
169315						
449264B						
452009B						
454225A						
455485A						
458920C						
461976C						
465331C						
467067C						
473381C						
475446C						
478261C						
478703						
OPINION DYNAMICS CORPORATION						
7647WMCOEN814						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2015 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
7870WMECO315						
PHOTOGRAPHY BY ANATOLY						
2921						
River Energy - Marriott						
9006						
9008						
River Energy - Tabors Caramanis Rudkevich						
8799						
8912						
9434						

Vendor Invoice Summary Table

7. C&I Retrofit

C&I Direct Install

Eversource Electric (WMECO)

2015 C&I Direct Install						
Vendor, Invoice Number	**Program Planning and Administration**	**Marketing and Advertising**	**Participant Incentive**	**Sales, Technical Assistance & Training**	**Evaluation and Market Research**	**Total Program Costs**
TETRA TECH MA INC						
1004						
1007						
50879226						
50879247						
50879284						
50879302						
50889251						
50889275						
50889295						
50889315						
50908867						
50908908						
50908926						
1001J						
1002J						
1003J						
1005J						
1006J						
THE HIRED PENS INC						
EES1						
TNT Energy						
WM2015-01-1						
WM2015-02-1						
WM2015-02-2						
WM2015-03-1						
WM2015-03-2						
WM2015-04-1						
WM2015-04-2						
WM2015-05-1						
WM2015-05-2						
WM2015-06-1						
WM2015-06-2						
WM2015-07-1						
WM2015-07-2						
WM2015-08-1						
WM2015-08-2						
WM2015-09-1						
WM2015-09-2						
WM2015-09-3						
WM2015-10-1						
WM2015-10-2						
WM2015-11-1						
WM2015-11-2						
WM2015-11-3						
WM2015-11-4						
WM2015-12-1						
WM2015-12-2						
WM2015-12-3						
WM2015-12-4						
WM2015-12-5						
Universal Electric						
6032015						
07SBEA15						
SBEA15NOV						
SBEA15NOV3						
SBEA424						
SBEA527						
SBEA534						
Grand Total						

APPENDIX G

Sponsorship and Subscriptions

Summary of 2013-2015 Three-Year Sponsorships and Subscriptions

Sponsored Organization Name	Annual Funding				Cost Category	Registered MA Lobbyist [1]
	2013	2014	2015	2013-2015		
A Better City	$ -	$ -	$ 35,000.00	$ 35,000.00	PP&A	Yes
Affordable Comfort	$ -	$ 10,000.00	$ -	$ 10,000.00	PP&A	No
American Council for an Energy-Efficient Economy (ACEEE) Ally Program	$ 10,000.00	$ 10,000.00	$ 10,000.00	$ 30,000.00	PP&A	No
American Council for an Energy-Efficient Economy (ACEEE) Conferences	$ 40,000.00	$ -	$ 15,000.00	$ 55,000.00	PP&A	No
American Council for an Energy-Efficient Economy (ACEEE) Research	$ 25,000.00	$ 15,000.00	$ -	$ 40,000.00	PP&A	No
American Institute of Architects (AIA)	$ 1,500.00	$ -	$ -	$ 1,500.00	PP&A	Yes
Architecture Boston Expo (ABX)	$ -	$ -	$ 11,605.00	$ 11,605.00	PP&A	No
Association of Energy Engineers (AEE)	$ -	$ 200.00	$ 725.00	$ 925.00	PP&A	No
Association of Energy Engineers New England (AEE-NE)	$ 2,032.95	$ 1,000.00	$ 150.00	$ 3,182.95	PP&A	No
Association of Energy Services Professionals (AESP)	$ -	$ 10,000.00	$ 5,000.00	$ 15,000.00	PP&A	No
AESP-NEEC Annual Conference	$ 13,000.00	$ 2,500.00	$ 2,500.00	$ 18,000.00	PP&A	No
Association for Facility Engineering	$ 195.00	$ -	$ 195.00	$ 390.00	PP&A	No
BisNow	$ 19,500.00	$ -	$ -	$ 19,500.00	PP&A	No
Boston Climate Launch Plan	$ -	$ -	$ 5,000.00	$ 5,000.00	PP&A	No
Boston Green Tourism	$ 295.00	$ -	$ 295.00	$ 590.00	PP&A	Yes
Builders and Remodelers Association	$ 610.00	$ 625.00	$ 325.00	$ 1,560.00	PP&A	No
Building Commissioning Association (BCA)	$ 12,500.00	$ -	$ -	$ 12,500.00	PP&A	No
Building Owners & Managers Association (BOMA)	$ 2,300.00	$ -	$ 500.00	$ 2,800.00	PP&A	No
Cambridge Compact for Sustainable Future	$ -	$ -	$ 2,500.00	$ 2,500.00	PP&A	No
Colleges of the Fenway	$ 5,000.00	$ -	$ -	$ 5,000.00	PP&A	No
Community Labor United	$ 500.00	$ 500.00	$ -	$ 1,000.00	PP&A	No
Compressed Air Challenge	$ 5,000.00	$ 5,000.00	$ 5,000.00	$ 15,000.00	PP&A	No
Consortium for Energy Efficiency (CEE) Benchmarking	$ -	$ -	$ 7,548.52	$ 7,548.52	PP&A	No
Consortium for Energy Efficiency (CEE) Energy Star Survey	$ 3,606.00	$ -	$ 4,672.86	$ 8,278.86	PP&A	No
Consortium for Energy Efficiency (CEE) Lighting for Tomorrow	$ 7,500.00	$ 9,083.00	$ 9,083.00	$ 25,666.00	PP&A	No
Consortium for Energy Efficiency (CEE) Membership	$ 19,057.00	$ 25,140.70	$ 31,017.00	$ 75,214.70	PP&A	No
Consortium for Energy Efficiency (CEE) Summer Meeting	$ 2,169.00	$ -	$ 2,500.00	$ 4,669.00	PP&A	No
ECO Districts/Smart Cities	$ 2,500.00	$ -	$ -	$ 2,500.00	PP&A	No
E-Source	$ 99,464.39	$ 14,500.00	$ 110,544.42	$ 224,508.81	PP&A	No
Facility Managers Association (IFMA)	$ -	$ -	$ 3,000.00	$ 3,000.00	PP&A	No
Foundation for a Green Future	$ 5,000.00	$ 3,000.00	$ 3,250.00	$ 11,250.00	PP&A	No

Summary of 2013-2015 Three-Year Sponsorships and Subscriptions

Sponsored Organization Name	Annual Funding				Cost Category	Registered MA Lobbyist [1]
	2013	2014	2015	2013-2015		
Greenovate Boston	$ -	$ 5,000.00	$ 5,000.00	$ 10,000.00	PP&A	No
Harvard Business Magazine	$ 105.95	$ -	$ -	$ 105.95	PP&A	No
Harvard Green Labs Symposium	$ -	$ 20,000.00	$ -	$ 20,000.00	PP&A	No
Illuminating Engineering Society of NE (IES)	$ 2,750.00	$ 600.00	$ 1,500.00	$ 4,850.00	PP&A	No
John Englander Event	$ 250.00	$ -	$ -	$ 250.00	PP&A	No
Marketing Executive Council	$ 1,900.00	$ 1,900.00	$ 950.00	$ 4,750.00	PP&A	No
Mass Electrical Association (MECA)	$ -	$ 600.00	$ 750.00	$ 1,350.00	PP&A	No
Mass Facilities Administrators Association (MFAA)	$ -	$ -	$ 1,150.00	$ 1,150.00	PP&A	No
Massachusetts Clean Energy Center	$ 2,500.00	$ -	$ -	$ 2,500.00	PP&A	No
Massachusetts Lodging Association	$ 2,500.00	$ -	$ -	$ 2,500.00	PP&A	N/A [2]
Massachusetts Municipal Association (MMA) Exhibit Booth	$ 2,380.78	$ 4,264.57	$ 19,772.82	$ 26,418.17	PP&A	N/A
MIT Center for Energy And Environment Policy Research	$ -	$ 90,000.00	$ 90,000.00	$ 180,000.00	PP&A	No
MIT Partnership	$ -	$ 25,000.00	$ -	$ 25,000.00	PP&A	No
Net Zero Energy Coalition	$ -	$ -	$ 2,500.00	$ 2,500.00	PP&A	No
New England Clean Energy Council	$ -		$ 10,000.00	$ 10,000.00	PP&A	No
New England Energy Efficiency Conference and Expo (NEEECE)	$ 224,715.35	$ 213,109.56	$ 215,125.85	$ 652,950.76	PP&A	No
Newton/Needham Chamber Event	$ -	$ -	$ 600.00	$ 600.00	PP&A	No
Northeast Energy Efficiency Partnerships (NEEP) Summit	$ 26,950.00	$ 550.00		$ 27,500.00	PP&A	No
Northeast Energy Efficiency Partnerships (NEEP) Membership	$ 99,309.00	$ 124,761.00	$ 100,119.00	$ 324,189.00	PP&A	No
Northeast Energy Efficiency Partnerships (NEEP) Design Lights Consortium	$ 29,700.00	$ 37,400.00	$ 37,700.00	$ 104,800.00	PP&A	No
Northeast Sustainable Energy Association (NSEA)	$ 2,500.00	$ 5,000.00	$ 5,000.00	$ 12,500.00	PP&A	No
Pump Systems	$ -	$ -	$ 2,000.00	$ 2,000.00	PP&A	No
Questline	$ -	$ 1,145.00	$ -	$ 1,145.00	PP&A	No
Seaport World Trade Center Event	$ 2,610.58	$ -	$ -	$ 2,610.58	PP&A	No
Small Business Expo	$ -	$ -	$ 8,636.05	$ 8,636.05	PP&A	No
Town of Amherst Sustainability Fair	$ 3,000.00	$ 3,000.00	$ 3,000.00	$ 9,000.00	PP&A	No
UMASS- MAEEP Partnership	$ -	$ 50,000.00	$ 100,000.00	$ 150,000.00	PP&A	No
University of Massachusetts- Campus Sustainability	$ -	$ 1,000.00	$ 2,000.00	$ 3,000.00	PP&A	No
University of Wisconsin-Managing Energy at Wastewater Facilities	$ 12,000.00	$ -	$ -	$ 12,000.00	PP&A	No
US Green Building Council (USGBC) MA Chapter	$ 2,900.00	$ 6,740.00	$ 5,000.00	$ 14,640.00	PP&A	Yes

Summary of 2013-2015 Three-Year Sponsorships and Subscriptions

Sponsored Organization Name	Annual Funding				Cost Category	Registered MA Lobbyist [1]
	2013	2014	2015	2013-2015		
US Green Building Council (USGBC) New England	$ 2,500.00	$ -	$ -	$ 2,500.00	PP&A	Yes
Utility Analytics Institute	$ 9,997.50	$ 9,997.50	$ 9,997.50	$ 29,992.50	PP&A	No
Vermont Energy Investment Corp	$ -	$ 6,666.67	$ -	$ 6,666.67	PP&A	No
Waltham/Weston Chamber Event	$ -	$ 350.00	$ -	$ 350.00	PP&A	No
Western MA Green Consortium	$ 300.00	$ -	$ -	$ 300.00	PP&A	No
Wolters Kluwer Law and Business	$ 700.69	$ 796.31	$ 870.69	$ 2,367.69	PP&A	No
Worcester Business Journal	$ -	$ -	$ 3,000.00	$ 3,000.00	PP&A	No
TOTAL [3]	**$ 706,299.19**	**$ 714,429.31**	**$ 890,082.71**	**2,310,811.21 [4]**		

[1] For sponsorships that are registered Massachusetts lobbyists, the Company is in the process of obtaining the information required by the Department, including the percent of resources devoted to lobbying and legislative activities.

[2] Funds used to sponsor events are intended to support the event and not for general support of the host organization; lobbying status is therefore not applicable.

[3] These totals represent costs associated with sponsorships and subscriptions that Eversource has determined provided the most evident direct energy efficiency-related benefits to Massachusetts ratepayers.

[4] Due to an accounting error, $28,018.40 was accounted for in the S&S HTM line that should have been charged to marketing. These costs are not sponsorship costs.

PURPOSE AND BENEFIT OF 2013-2015 THREE-YEAR SPONSORSHIPS AND SUBSCRIPTIONS

This section includes, for each sponsored organization, (a) description of the organization or item, (b) energy efficiency benefits of the item, and (c) an analysis describing how it provided a direct benefit to Massachusetts' ratepayers, and why the expense was reasonable and prudently incurred.

A Better City (ABC)

Description of Activities:

A Better City coordinates, facilitates, and partners with building owners in the Cities of Boston and Cambridge to help them reduce their energy and greenhouse gas usage. The chief way they interact with building owners to help them do these efforts is through their Challenge for Sustainability. From their website:

A Better City has launched the 2015 Challenge for Sustainability, a voluntary program that encourages building owners and businesses to adopt best practices in energy efficiency and sustainability through a platform of benchmarking and a peer support network. More than 100 facilities are participating in the 2015 Challenge for Sustainability, covering more than 45 million square feet of commercial real estate throughout Greater Boston. Since the program's launch in 2009, Challenge participants have achieved over $7 million in energy savings while reducing greenhouse gas emissions 18%, helping the City of Boston move towards its goal of reducing citywide GHG emissions 25% by 2020.

As part of this effort, building owners who are part of the challenge for sustainability who are looking to undertake energy efficiency as part of their participation in the Challenge for Sustainability are strongly encouraged to get in touch with Eversource to take full advantage of all of the energy efficiency programs that are offered. A Better City also offers periodic forums for their members where best practices on energy efficiency and sustainability and offers updates on the latest programs and relevant topics that may come up during the year.

A sample list of the current Challenge for Sustainability participants:

- Boston Properties
- John Hancock
- Related Beal
- State Street Corp.
- New England Aquarium
- Equity Office Properties

Energy Efficiency Benefits:

Eversource has participated in workshops specifically related to the energy efficiency programs held at, and coordinated by, A Better City. For example, Program Administrator ("PA") staff presented on the tool Eversource developed to allow building owners to access "Whole Building" aggregate energy usage data. This was developed for the city benchmarking ordinances in both Boston and Cambridge. This allowed for further discussions on benchmarking requirements and how building owners could potentially raise their EnergyStar scores by undertaking energy efficiency.

Another way in which the energy efficiency programs benefit is that ABC coordinates and convenes the Commercial Real Estate working group of the Green Ribbon Commission. A representative from Eversource sits in on these meetings and speaks to relevant programs that can help members of the working group continue to engage in energy efficiency. From the Green Ribbon Commission website:

"The Boston Green Ribbon Commission is a group of business, institutional, and civic leaders in Boston working to develop shared strategies for fighting climate change in coordination with the City's Climate Action Plan."

In being a part of this working group, the PA is able to get rapid feedback and dissemination on new programs it is considering rolling out. Two recent examples of this valuable feedback are the rollout of the new commercial tenant-focused energy efficiency programs (Tenant Energy Efficiency and Sustainable Office Design), and the demonstration of the customer engagement platform for the staff at A Better City who then took this knowledge with them when they visited with their Challenge for Sustainability participants.

Direct Benefit to Ratepayers:

Customers in the commercial real estate space in Greater Boston are very interested in understanding how they can maximize the performance of their buildings, but have many other responsibilities that may keep them from doing all they can.

The ability for ABC to coordinate and convene workshops, host working group meetings and have these building owners participate in doing energy efficiency and sustainability in their buildings through their Challenge for Sustainability is valuable. Owners quickly get a sense of what is possible in their buildings and are able to score themselves on their progress towards their goals on an annual basis. As a result of the PA's support and participation in many of these activities, Eversource is able to fine-tune the efficiency programs to maximize the benefit to customers. The PA's continued support and participation also creates valuable opportunities engaging and connecting with new customers in the commercial real estate space who may not have an existing relationship Eversource, and get them to understand and be interested in doing energy efficiency in their buildings.

Partnering with ABC allows the PA the unique opportunity to connect with this target audience through one source, rather than through multiple channels. The key cost savings is the ability to save on travel costs, time, and marketing resources.

July 28, 2016

To whom it may concern:

A Better City is a diverse group of business leaders united around a common goal – to enhance Boston and the region's economic health, competitiveness, vibrancy, sustainability and quality of life. By amplifying the voice of the business community through collaboration and consensus across a broad range of stakeholders, A Better City develops solutions and influences policy in three critical areas central to the Boston region's economic competitiveness and growth: transportation and infrastructure, land use and development, & energy and environment.

From dues paid annually by our members to A Better City we allot 5% for lobbying as recommended by our auditors – see statement we provide our members:

> *Contributions or gifts to ABC are not deductible as charitable contributions for federal income tax purposes. However, dues payments are deductible by members as an ordinary and necessary business expense. In accordance with IRS regulations, we need to inform you that 95% of your annual ABC dues are tax-deductible as a professional expense. The remaining 5% is not tax-deductible, reflecting the proportion of ABC's resources allocated to lobbying efforts for the coming year. This percentage would be considerably higher were it not for the grassroots nature of our involvement, in which individual members co tribute time and if necessary, expense.*

Richard A. Dimino
President & CEO

Affordable Comfort Inc. Conference

Description of Activities:

The Affordable Comfort Inc. ("ACI") held a conference in Springfield in 2014. The conference is a combined educational event and trade show presented by industry leading home performance and weatherization experts. The conference is the only one of its kind and is nationally recognized as the best venue and resource for the latest advancement in weatherization and home performance installation best practices with a specific focus on addressing health and safety barriers. The curriculum of the conference directly ties to the Mass Save® Residential Home Performance program and its weatherization contractor community. It provides significant educational benefits to Program Administrator ("PA") staff managing the weatherization programs as well as the contractor attendees performing the work. It includes classroom education seminars, weatherization workshops, and hands-on installation training.

Energy Efficiency Benefits:

This conference provided energy efficiency program managers the opportunity to attend the various classroom seminars and hands-on training to gain better insight into home performance/weatherization best practices, industry advancements, and the challenges contractors and consumers face due to health and safety barriers. This information is extremely helpful to the PAs' continuous efforts to improve the Mass Save® Home Performance program design (e.g., development of pre-weatherization barrier incentives) as a means to increase consumer participation and overcome pre-weatherization market barriers that ultimately leads to greater consumer and program energy savings.

Direct Benefit to Ratepayers:

Ratepayers gain significant benefits through increased program participation, the opportunity to address pre-weatherization barriers that would otherwise prohibit program participation, better quality contractor workmanship, and maximized energy savings. The sponsorship costs are reasonable as multiple PAs split overall sponsorship costs. As discussed above, the PAs were able to gain benefits from sponsoring this conference that they likely could not gain elsewhere at a similar cost. Please note that while Eversource considered this a sponsorship in 2014, that upon further review it was determined this was actually program marketing and has since been charged to program marketing in 2015.

ACEEE Ally Program

Description of Activity:

Founded in 1980 by leading researchers in the energy efficiency field, the American Council for an Energy-Efficient Economy ("ACEEE") is a non-profit organization that researches and provides information on energy-saving programs and technologies.

ACEEE has a corporate membership program known as the Ally program. Initiated in 2007, the Ally Program provides a forum for energy efficiency colleagues to gather information, learn from each other and help support cutting-edge work to advance energy efficiency. Eversource MA and National Grid MA both participate in this program at the Leader level ($10,000 per year). Half of this membership includes a sponsorship for a conference, so essentially the Ally Program expense is $5,000.

Through this Ally membership, the PAs become an Ally circle member, which includes additional benefits over and above sponsoring a specific ACEEE conference and/or research project. In particular, members receive access to all reports ACEEE produces, not just the specific ones the PA may sponsor. Additionally, members also includes on site meetings with the Executive Director of ACEEE to discuss specific items of interest, strategy and any other pertinent topic in the forefront of energy efficiency policies facing MA.

Energy Efficiency Benefits:

Allies gain access to a national center of expertise as well as unique opportunities to help contribute to and shape the nation's energy efficiency research and program agenda. Allies also learn from networks of peers and other experts about the latest trends and issues in energy efficiency. Additionally, allies receive industry-leading information on energy efficiency markets, technology, and policy. As explained below, these benefits are mostly above and beyond the benefits Allies may receive from participating in ACEEE conferences and research projects.

Allies at the Leader level receive:

- Information about selected ACEEE research, program, and policy directions, and conferences and events through periodic conference calls and emails. Allies also receive advance notice of publications and special briefings on key program, regulatory and policy issues. (Sponsors of individual research projects receive briefings and both draft and advanced copies of reports they sponsor, but Allies receive advanced copies of all final reports [but not draft reports] and the opportunity to participate in all Ally briefings).
- Customized consultation. ACEEE staff will respond to Leader member questions, providing information and referrals to address issues that members are confronting.
- Enhanced conference benefits, including conference sponsorships, free registrations, and extended early bird registration fees, as well as access to a network of energy efficiency experts, leaders, and decision-makers. (Conference sponsors receive some free registrations which are in addition to free registrations available to Allies).

- Annual Ally Circle Retreat and Networking Dinner (for Leader members and above). The Ally Circle meets annually to discuss policy trends, market forecasting, and new developments. This exclusive meeting is intended to provide long-range strategic planning ideas for business and industry leaders. The annual meeting concludes with a networking dinner to further strengthen collegial relationships and provide opportunities to discuss new ventures.
- Ally Circle Research Paper. Once a year, the Ally Circle has the opportunity to choose a strategic topic for an ACEEE research paper.
- Regular e-mail alerts. Leader members receive special e-mail alerts on emerging issues and activities at the local, state, and federal level.

Direct Benefit to Ratepayers:

Massachusetts Program Administrator participation in ACEEE's Ally program allows the PAs to share in the expertise of ACEEE and other Ally members regarding energy efficiency technologies and opportunities that can influence the programs of the future and help PAs improve program delivery. Additionally, participation in the Ally program affords PAs an opportunity to provide input into ACEEE's future research and program direction so that ACEEE work will be useful to PAs in improving and developing programs for Massachusetts customers (research project funders get to provide input into the projects they fund but have many more opportunities to provide input into these projects). Furthermore, as ally members, PAs receive member-only invitations to special events such as webinars and policy briefings. This involvement grants PA staff the capability to learn from and engage with other industry experts from across the nation. The ability to access research, control topics, and target technologies and program approaches that directly impact programs and customers enables PAs to continue to pursue aggressive savings goals using the most cost-effective approach for Massachusetts ratepayers.

These benefits are complementary to the benefits PAs receive from participating in specific ACEEE research projects and specific ACEEE conferences. When PAs participate in a particular research project, they have an opportunity to provide substantial input into that research project as well as the ability to receive early drafts of that research. This exclusive access lets the PAs gain early insight into new research results thereby allowing the PAs to respond faster and maximize the benefits of new information for customers. As an Ally member you get to provide input into ACEEE's overall research agenda (but not into the details of that project) and you receive research reports when they are completed (but not early drafts). With regard to conferences, Ally program membership at the Leader level includes sponsorship of one conference at the Silver Level, which again equals free registrations. Additionally, without the support of its Ally members, ACEEE would not be able to host these important conferences, which are recognized nationally and are a place where best practices are presented and shared. By participating in these conferences, the PAs have the opportunity to not only share best practices and new technologies, but also learn from the successes of other regions of the country.

The cost of this sponsorship is reasonable and prudent because the PAs are able to gain benefits that they could not gain elsewhere at a lower cost. By funding work collectively with other interested parties from across the nation, PAs are able to share costs, which mean that ratepayers will bear a significantly lower share of the cost than if the Massachusetts PAs were funding the work themselves. Ally membership equips the PAs with select access to on-call experts, saving PAs and their customers the costs of doing independent research on these questions. Finally, the partnership with ACEEE grants PAs the opportunity to gain access to a greater amount of useful information at much lower cost than paying vendors and experts individually to research, therefore making the sponsorship a reasonable and prudent investment.

ACEEE Conferences

Description of Activity:

The American Council for an Energy-Efficient Economy ("ACEEE") is a non-profit research organization that researches and provides information on energy-saving programs and technologies. ACEEE was founded in 1980 by leading researchers in the energy-efficiency field. ACEEE's first project was organizing the "1980 Summer Study on Energy Efficiency in Buildings" which brought together leading researchers working on energy efficiency in buildings so they could learn from each other and have opportunities to discuss challenging problems and needed work for the future. Building on this history, one of the major ways that ACEEE provides information to energy efficiency practitioners is through its conferences. ACEEE hosts 5-7 conferences annually.

During the 2013-15 timeframe, Eversource sponsored 5 ACEEE conferences.

In 2013 and 2014, Eversource sponsored the **Energy Efficiency Finance Forum** for $10,000 per year. This conference brings together program administrators, public officials and banks and other financial industry firms to discuss the latest thinking on how energy efficiency finance can complement other program efforts. The Massachusetts Program Administrators offer various financing options for customers and continue to stay abreast of industry financing trends.

In 2013 and 2014, Eversource sponsored the **Summer Study on Energy Efficiency in Industry/Buildings** for $10,000 per year. This is ACEEE's largest conference, bringing together 1200 people from across the country and the world to learn from more than 300 refereed paper presentations as well as many opportunities for informal discussions.

In 2015, Eversource sponsored the **Intelligent Efficiency Conference** for $15,000. This is a relatively new conference that discusses ways to harness the power of data, sensors, controls and information and communications technologies to better identify energy waste and manage energy use.

Energy Efficiency Benefits:

Sponsoring ACEEE conferences allows Massachusetts Program Administrators to learn from the latest research, share experiences with other energy efficiency program implementers, and have discussions on emerging issues with leading experts in the field. Sponsorship includes several complementary registrations for sponsor staff, which helps to offset the expense of PA staff attending pertinent conferences. Conferences feature presentations on best practices around the country and discussion of challenging issues that Massachusetts Program Administrators may be wrestling with. Conferences also include extensive time to talk with other participants to share experiences and discuss innovative approaches being tested in other areas of the country in more detail. Sponsors often get to provide input into the conference program so the material addresses their needs. Sponsors sometimes present at conferences or moderate sessions, providing visibility to Massachusetts and its programs and also opportunities to shape the discussion, thereby maximizing opportunities to gain information pertinent to enhancing Massachusetts

energy efficiency programs. ACEEE's conferences also sometimes provide opportunities for local officials to participate and speak, which enables more focused discussions on Massachusetts and regional issues impacting Massachusetts. For example, the 2016 Finance Forum included keynote talks by the Secretary Matthew Beaton and the Rhode Island State Treasurer.

Direct Benefit to Ratepayers:

Sponsorship of ACEEE conferences directly benefits customers by allowing PA implementation staff to participate in top tier discussions on energy efficiency technologies and opportunities with industry experts that can be used to enhance current programs and influence the programs of the future. This partnership also provides Program Administrators with the ability to foster relationships with industry leaders and experts from across the country who can share experiences and best practices, thereby helping the PAs improve program delivery. Furthermore, sponsorship of these conferences allows PAs to provide input into conference topics and speakers, so the conferences best address issues related to Massachusetts programs. The ability to access research, control topics, and target potential technologies and program approaches by sponsoring ACEEE conferences benefits ratepayers by providing PAs with the best information to continue to pursue aggressive savings goals and provide services with maximum benefit to customers.

The cost of this sponsorship is reasonable and prudent because the Company will gain benefits that they could not gain elsewhere with a similar cost. By funding these conferences collectively with other nationally interested parties, Program Administrators are able to share costs, so ratepayers will bear a significantly lower share of the cost than they would otherwise if Massachusetts Program Administrators were to sponsor their own conferences or workshops. Also, it would be much harder to attract a national audience to learn from if we organized our own meetings. In order to deliver on our commitment to improve programs through innovation absent the partnership with ACEEE, Program Administrators would need to pay another vendor to organize meetings on many of the topics covered during ACEEE conferences. Further, due to the cost sharing benefit achieved through sponsorship of ACEEE conferences, is the Program Administrator is able to take advantage of a larger number of conferences than it would be able to if it was fully funding each conference. The partnership with ACEEE gives the Program Administrator the opportunity to pay less and have staff access a greater number of conferences and discussions, making the sponsorship a reasonable and prudent investment. Further, when selecting sites for conferences, ACEEE considers a region's past history in sponsoring conferences. For example, in part due to Massachusetts PA sponsorship, the 2016 Finance Forum was in Rhode Island and the 2015 Intelligent Efficiency conference was in Boston. Since the conferences were local, the travel costs to attend the conferences were significantly lower than if the conference were held elsewhere.

ACEEE Research Projects

Description of Activity:

The American Council for an Energy-Efficient Economy ("ACEEE") is a non-profit research organization that researches and provides information on energy-saving programs and technologies. ACEEE was founded in 1980 by leading researchers in the energy-efficiency field and publishes more than 30 reports annually.

One of ACEEE's activities is to conduct research projects on important issues facing utility energy-efficiency programs, and on topics related to energy efficiency as a utility system resource. These projects each have multiple sponsors (typically 5-8 per project) allowing all of the sponsors to receive the full value of the project while only paying a fraction of the costs.

During the 2013-15 timeframe, Eversource sponsored three research projects.

In 2013, Eversource sponsored research which included ACEEE National Review of Exemplary Energy Efficiency Programs for $10,000. The outcome of this research recognized energy efficiency programs where success included helping customers increase the efficiency of homes, offices, businesses, and industries, as well as reducing energy costs, improving the environment, and boosting economic development.

Also in 2013, Eversource sponsored a research paper on the Development of a New Extended Motor Product Label for Inclusion in Energy Efficiency Programs for $15,000. The purpose of this research was to develop comparative metrics and labels for three categories of efficient motor-driven products.

In 2014, Eversource sponsored a research paper on Utility Initiatives: Alternative Business Models and Incentive Mechanisms for $15,000 where ACEEE explored many state's new utility business models.

Energy Efficiency Benefits:

Participating in multi-sponsor projects allow Massachusetts Program Administrators to learn from the experience of other programs and the latest thinking across the country on cutting-edge issues specific to energy efficiency. This information can be directly used to improve program offerings in Massachusetts and help inform future program designs.

Project sponsors play a role in helping to shape the project scope so that the research addresses topics most of interest to them. This is accomplished by allowing project sponsors to participate on a study's project advisory board, giving sponsors the opportunity to have input on all stages of the research, from scoping through final deliverable. This ensures that the final product is relevant to the sponsor. Sponsors also receive early drafts of the research and can review interim deliverables, giving them early access to findings and an opportunity to provide input before the research is completed. Upon completion, sponsors receive copies of the final report and opportunities for briefings for their staff.

In addition, sponsors of research projects are polled each summer for input on research topics for the following year, providing a further opportunity to shape research to individual sponsor needs.

Direct Benefit to Ratepayers:

Partnership with ACEEE research projects directly benefits customers in Massachusetts by allowing Program Administrators to participate in top tier research on energy efficiency technologies and opportunities that can save energy and save money for customers while also influencing the programs of the future. This partnership also provides Program Administrators with the ability to learn from industry leaders and experts from across the country whose views are summarized in these reports, thereby helping PAs improve program delivery for Massachusetts customers. Furthermore, participation in these projects allows the Program Administrator to help shape the research and also get early notice of research findings, which can allow PAs to focus research on pertinent issues for Massachusetts and timely implement program changes that benefit customers. The ability to access research at a shared cost, control and shape research topics, and target technologies and program approaches that will benefit ratepayers enables the Program Administrators to continue to efficiently pursue aggressive savings goals and offer cost-effective programs that provide multiple benefits to customers.

The cost of this sponsorship is reasonable and prudent because the Company will gain benefits that they could not gain elsewhere with a similar cost. By funding these projects collectively with other nationally interested parties, the Program Administrator is able to share costs, so ratepayers will bear a significantly lower share of the cost than they would otherwise if the PAs undertook the studies themselves. Absent the partnership with ACEEE, the PA would have to pay another vendor to conduct similar research. Further, due to the cost sharing benefit achieved through sponsorship of ACEEE, the Program Administrator is able to take advantage of a larger number of projects than it would be able to if the Program Administrators were fully funding each research project. In sum, sponsoring the research projects provides the opportunity to pay less and access a greater number of studies, making the sponsorship a reasonable and prudent investment.

AIA Central Massachusetts

Description of Activities:

Participation as Platinum Sponsor in 2013 was in support of a number of customers who were being recognized at the event (MGH, MBTA, Whittier St Healthcare, Boston Properties). This event brings together the excellence in design and provides an opportunity to meet with the architects and designers responsible for producing the new structures to meet/exceed energy efficiency standards.

Energy Efficiency Benefits:

Empowering architects to build energy efficiency structures is key to the future of energy savings. Many times spending a little time on the front prior to build can save much more energy than having to retrofit after the project is completed.

Direct Benefit to Ratepayers:

Members of AIA are increasing the awareness of the value architects bring to the places that we live, work and play. The opportunity to educate them on the incentives in developing energy efficient structures directly benefits the ratepayers who will be using the spaces. Participation in this program was a reasonable cost to honor large customers who were being recognized by the association for their accomplishments. Through recognition the Program Administrator can create replication of preferred behavior.

AIA
Central Massachusetts
A Chapter of the American Institute of Architects

27 July 2016

Emily Buffum
Meeting and Event Planner
Eversource
One NStar Way
Westwood, MA 02090

Dear Emily:

In response to your request for a statement concerning our organization we offer the following:

In 2013 NSTAR/WMECO (now Eversource) was one of several sponsors of an awards program organized by AIA Central Massachusetts. AIA Central Massachusetts received $ 1,500 in sponsorship dollars in 2013. These funds were used to support the Awards Program of the New England Conference of the AIA which was sponsored by AIA Central New England in 2013. No funds were received in the years 2014-2015.

In response to your specific points:

(1) details of the structure and function of the organization;

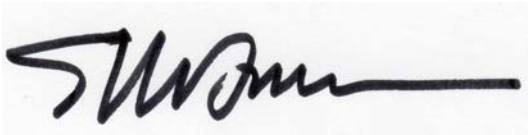
Structure; AIA Central Massachusetts is a Massachusetts Corporation governed by an Executive Committee. AIA Central Massachusetts is a chartered Chapter of the American Institute of Architects and provides educational and other support services to members of the American Institute of Architects and Allied professionals who live or work in the Central Massachusetts geographic area.

(2) percent of resources devoted to lobbying and legislative activities:

0%. AIA CM did not and does not lobby and did not use the 2013 PA money for lobbying. No funds were received in 2014 or 2015 and going forward (2016-2018) if funds are received in future no PA Money will be used to support lobbying activities.

(3) the method used to derive the percentage; AIA Central Massachusetts does not lobby so no expenditures in our annual P&L statements for 3013-2015 were used for lobbying. The percentage of funds used for lobbying is 0%.

Sincerely yours;



Ethan Anthony
Vice President; AIA Central Massachusetts

Architecture Boston Expo (ABX)

Description of Activities:

The ABX is the leading building industry event in the Northeast. Sessions are geared to educate the audience on the latest industry trends. The Program Administrator ("PA") educated the audience on the energy savings around Combined Heat and Power. Over 10,000 people attended the event.

Energy Efficiency Benefits:

Participation allowed Eversource to engage directly with industry professionals. Attendees at this event are seeking to be educated and to identify new technology, making them a desired visitor.

Direct Benefit to Ratepayers:

Sharing information with the audience of builders and designers on how to include CHP into a building design enables attendees to consider the energy savings that can be achieved by planning early in a construction process. The PA was able to interact with a targeted audience of individuals who work on energy efficiency projects each day and can support the energy efficiency cause in a very cost-effective manner.

Association of Energy Engineers- CEM certification

Description of Activities:

The Association of Energy Engineers ("AEE") is a nationally recognized energy engineering professional organization that provides certification, training, and professional development in the areas of energy engineering. The Certified Energy Manager ("CEM"), recognized by the U.S Department of Energy, is one of the AEE's certifications which requires stringent professional development standards and training over a period of three years in order to maintain a designation in good standing.

Energy Efficiency Benefits:

As a direct result of the stringent trainings requirements and criteria necessary to maintain the CEM, energy efficiency staff expand their unique knowledge base of energy efficiency measures, strategies, and various technologies that can be directly utilized for the development of a specific energy efficiency project or implementation program. An individual carrying a CEM is recognized as attaining a certain degree of energy efficiency and technical expertise that allows for influence as it relates to project development with customers and business partners.

Direct Benefit to Ratepayers:

The technical expertise gained through the AEE certification programs has proven to be extremely valuable in the development of the PA personnel skill-set that has directly resulted in a positive impact on energy efficiency project development, providing customers with expertise that facilitates a strategic approach to energy efficiency project implementation. The knowledge gained by PA staff allows for a better informed and trained workforce that promotes the advancement of energy efficiency measures for commercial and industrial customers. The cost of this CEM certification is reasonable and prudent because the Program Administrator will gain benefits that they could not gain elsewhere with a similar cost.

Association of Energy Engineers – New England Chapter Dues

Description of Activities:

Association of Energy Engineers – New England Chapter ("AEE-NE") annual chapter sponsor dues. The AEE–NE Chapter enjoys support of approximately 40 sponsors. Proceeds help AEE-NE host monthly meetings, maintain its website, publish a monthly newsletter, archive technical presentations, and host the Annual Spotlight breakfast.

Energy Efficiency Benefits:

Through AEE-NE, the Program Administrator's staff is able to take advantage of professional trainings offered at technical round-tables, monthly meetings and certification programs. For example, the popular CEM certification is offered to local AEE-NE sponsors at a discounted rate. The monthly meetings provide Program Administrator ("PA") staff with updates on technology and code changes. In addition, the PAs are able to provide up-to-date information about the PA energy efficiency programs to energy efficiency business partners and industry experts. Past presentations are maintained on AEE-NE's website. PA staff is also able to learn and market programs with business leaders and industry experts through networking sessions during each monthly meeting. AEE-NE is well-known for business incubation, information clearinghouse, and informal job fair in a comfortable setting.

Direct Benefit to Ratepayers:

Support of AEE-NE allows for a venue where the PAs can interact with energy efficiency business partners and industry experts to exchange information on new technologies, potential energy efficiency measure implementation impacts and/or approaches, and access to workforce training and educational programs. The knowledge gain and information exchange allow for a better informed and trained workforce that promotes the advancement of energy efficiency measures for commercial and industrial customers. The cost of supporting AEE-NE is reasonable and prudent because the Program Administrator will gain benefits that they could not gain elsewhere with a similar cost.

Association of Energy Service Professionals (AESP)

Description of Activity:

Group membership that provides Program Administrator ("PA") employees engaged in supporting energy efficiency efforts with the opportunity to take advantage of membership benefits that can be realized through the Association of Energy Services Providers ("AESP").

Energy Efficiency Benefits:

AESP is a professional association founded in 1989. AESP provides professional development programs, a network of energy practitioners, and promotes the transfer of knowledge and experience. Members of AESP work in the energy services industry and represent electric and natural gas utilities, public benefits associations, regulatory and non-profit entities, vendors, manufacturers and consulting firms. Currently there are over 2,300 active members.

AESP is a member-driven organization that provides:

- Professional development and Topic Committees with industry leaders sharing thoughts, expertise and opportunities, addressing some of the industry's most pressing issues;
- Tools and information dedicated to advancing "best practices" from service concept through delivery resulting in increased service efficiency and effectiveness;
- National conferences, brown bag webinars, education, training and professional papers for all levels of experience providing tangible, actionable information helping everyone do their jobs more effectively;
- Networking to identify potential opportunities and partnerships;
- Local chapters that support and promote the local needs in the field.

Direct Benefit to Ratepayers:

Active AESP members, PA staff is able to improve their professional skills, become well informed about energy efficiency efforts underway across the US and in Canada, and to learn about what is working well and what may not be working as well as expected in areas outside of Massachusetts. Customers benefit by receiving services from well trained employees and by being able to benefit from services that can take into account lessons learned in other states and provinces. This helps PAs to ensure that programs and services are well designed, delivered well, and evaluated well.

Absent a professional association like AESP, PAs would need to hire vendors to provide needed training. In addition, the PAs would need to hire consultants to regularly conduct a review of energy efficiency efforts underway in other parts of the country and in Canada, to inform us about lessons learned in other areas, and to educate staff about innovations occurring outside of Massachusetts. AESP membership provides value beyond the value that could be captured through consultant studies and also provides a network of professionals from whom the PAs can draw on to ensure that efforts continue to innovate and provide benefits to customers. The PA's Group Membership costs less than it would cost to conduct the above studies.

Association of Energy Services Professionals ("AESP") and Northeast Energy Efficiency Council ("NEEC") - Annual Conference

Description of Conference:

AESP is an international non-profit organization of nearly 2,000 utility executives, consultants, manufacturers, researchers, regulators, and other energy professionals. NEEC is a business association of the energy efficiency industry whose members include firms that manufacture energy efficient products and provide energy efficiency services. AESP and NEEC have been co-hosting an annual conference together for sixteen years and counting. The 2013, 2014, and 2015 conferences examined topics such as the evolution of energy efficiency programs, emerging technologies, data analytics, and increasing business customer engagement.

Energy Efficiency Benefits:

This conference provides a unique professional development opportunity for Program Administrator staff as well as the broader workforce to learn about innovations and trends in the efficiency space. The conference which was locally held in Westborough, allowed the Program Administrators to send staff at a relatively low cost and provides for an excellent learning opportunity.

Direct Benefit to Ratepayers:

As sponsors of the conference, the PAs ensure that this event is able to happen on an annual basis and provide essential professional development opportunities for PA staff. The cost of this sponsorship is reasonable and prudent because the PAs were able to gain benefits that they could not gain elsewhere at a lower cost. The conference provides a unique opportunity for information sharing to happen throughout the New England region between PA and industry experts, which is used to improve program delivery and provide the most effective service to program participants.

BisNow

Description of Activities:

BisNow is the leader in peer-to-peer networking platforms in the $11 trillion commercial real estate industry. Its all-digital publications are followed by over 600k subscribers and more than 60k attended BisNow-hosted events last year. The Program Administrator's partnership with BisNow included the opportunity to table at five events in Boston, host 20 skyscraper advertisements on weekly newsletters, and create three custom content articles.

Energy Efficiency Benefits:

The outreach package provided through our partnership generated over 40k image views and drove deeper engagement with key new and existing customers such as Lincoln Properties, Seaport Realty, and Duffy. These new partnerships ultimately lead to new and greater efficiency projects and savings.

Direct Benefit to Ratepayers:

In addition to the opportunity to meet with over 500 industry professionals and discuss the importance of energy efficiency, the online media campaign itself was reasonable in cost when compared to typical costs for digital media, especially considering that it generated an 11 percent click rate on ads (compared to an average click rate of 0.06 percent.)

Going forward, these costs will be direct-billed to the C&I core initiatives in the marketing cost category, as they are part of the broader marketing strategy that Eversource employs to allow it to reach its energy efficiency goals.

City of Boston Climate Action Plan Launch Event

Description of Activities

This event was the launch of the updated Climate Action Plan for the City of Boston. Greenovate Boston, which is the umbrella brand for energy efficiency efforts within the city of Boston, hosted a launching of the City's updated Climate Action plan on Jan. 15th 2015 at Artists for Humanities in South Boston. Eversource was a sponsor of the event. The Climate Action Plan spells out a number of action steps that the City can take to reach its overarching Greenhouse gas reduction goals (25% by 2020 and 80% by 2050), highlighting the importance of energy efficiency as one of the primary ways Boston can reach these goals.

The Program Administrator ("PA") tabled the event, handing out materials to the attendees on how to save money on their electricity bills, as well as sign up for home energy assessments.

The event was attended by more than 200 guests, and was attended both the former Chief of Environment Energy and Open Space, Brian Swett, and current Chief, Austin Blackmon. Mayor Walsh gave remarks on the importance of the Climate Action Plan, how it demonstrates Boston's progress towards its goals and sets specific targets.

Energy Efficiency Benefits

The PA was able to engage many of the attendees at the event on the importance of energy efficiency in the built environment as a component to Boston's Climate Action Plan goals. This was an audience that Eversource may not have touched through traditional marketing channels, as it was a younger demographic that is increasingly turning to alternate media channels that are challenging for the PAs to penetrate.

The Climate Action Plan contains specific goals related to energy efficiency within the City of Boston, including completing 72,000 energy audits and making significant energy upgrades to 36,000 homes. Both of the goals require that the PA be present at community activities to inform customers of current program offerings.

Direct Benefit to Ratepayers

Sponsoring the event allowed for the PA's energy efficiency services to be positioned as part of the solution to the challenge of reducing greenhouse gas emissions in Boston. By associating the PA with the re-launch of the Climate Action Plan, Eversource was positioned as a 'first stop' for many of the residents of the city to engage in energy efficiency through home energy assessments, energy saving tips and incentive and rebate programs for

Boston Green Tourism (CEEP)

Description of Activities:

Boston Green Tourism (BGT) provides hotels with information and tools that help them improve their environmental performance, cut costs, and attract business. BGT improves hotel environmental performance in the following ways:

- BGT organizes 8 workshops per year at local hotels. Speakers discuss advances in hotel energy efficiency, water efficiency, waste reduction, toxic use reduction, transportation, food and green hotel marketing. The workshops provide an opportunity to network with industry business partners and green vendors.
- BGT publishes and distributes 25 newsletters per year about the cutting edge of the green hotel movement in Boston
- BGT introduces hoteliers to qualified vendors, and connects them with peers who have used the vendors' products and services.

Being members of this organization allows Eversource to directly interact with hotels in the Greater Boston Area

Energy Efficiency/Direct Ratepayer Benefits:

Many of the hotels look to the Program Administrator ("PA") for guidance on incentive programs to reduce energy and become more efficient. BGT meets a number of times throughout the year providing the PA with the ability to meet with the hospitality sector and better explain the energy efficiency programs available to them. The PA also has the opportunity to give annual presentations on the programs offered. This partnership has been instrumental in providing guidance and assistance to the hotel industry.

Membership of Boston Green Tourism provides the Program Administrator with an opportunity to learn about new technologies in the industry that can then be applied to help improve the hotel industry's overall efficiency. Many energy efficiency vendors attend these meetings creating a variety of opportunities for the Program Administrator to meet and partner with new business partner directly resulting in energy efficiency projects. Finally, the cost of this membership was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.

Builders and Remodelers Association of Greater Boston

Description of Activities:

Eversource, as well as the MA Residential New Construction Program ("RNC"), leverages its relationship with the Builders and Remodelers Association of Greater Boston ("BRAGB") to increase overall knowledge of energy efficient construction practices and to increase participation rates in the Mass Save® Programs. The RNC program is a builder incentive program. The new construction program has participated in various BRAGB events including, but not limited to, code training, monthly member dinners, sponsored awards, trainings and has advertised through their various channels. As a member of BRAGB, the Program Administrator ("PA") has direct access to members including builders and trade allies, which allows for targeted recruitment and outreach efforts focused on education and participation in the new construction program.

Energy Efficiency Benefits:

The relationship with BRAGB has resulted in a strong bond with the building community across Massachusetts. This commitment has increased the number of builders participating in the new construction program, thus increasing the number of high performing, energy efficient homes in Massachusetts. The PA's relationship mandates that the builders are receiving the most up to date information on our programs as well as new technologies that the program is promoting. This organization is a resource to the programs on informing us why certain builders do not participate. This allows the RNC to make adjustments to our process to attract more builder participation.

Direct Benefit to Ratepayers:

The Ratepayers are benefitting from this sponsorship as they are working with an educated builder community on the Mass Save® programs. This will ensure Ratepayers are receiving high performing, energy efficient homes which will benefit the customer as well as the Commonwealth of Massachusetts.

The cost of membership in BRAGB is small relative to the relationships the PA and the RNC have built from being a member of this organization. This is a targeted audience interested in being educated on the most recent Mass Save® programs to deliver them to our customers.

Building Commission Association

Description of Activities:

This National Conference was held in New England for the first time in 10 years. The attendees were gathered for educational opportunities. Eversource's sponsorship of the program enabled the Company to be the presenter in several workshops as well as give the keynote address.

Energy Efficiency Benefits:

Educating others on energy efficiency with topics such as Evaluation of Utility EBCx programs and Effective Energy Efficiency programs overview is a benefit to the entire community. Customer case studies were used to tell the story of how working with a utility can support commissioning projects and encourage energy reduction (case study Amherst College).

Direct Benefit to Ratepayers:

Participation at this industry event allowed the ratepayers to hear about successful projects and learn how they too can utilize programs offered through utilities to save energy.

Education was provided to over 200 attendees including Architects, Mechanical Contractors, Design Engineers, Policymakers, Commissioning Authorities, Building Owners. The cost of $62 per person to hear about energy efficiency success and programs is a far lower cost than to meet with them individually.

Building Owners and Managers Association ("BOMA")

Description of Activities:

Building Owners and Managers Association ("BOMA") represents commercial real estate professionals who own, manage or service the established and developing real estate environment.

Energy Efficiency Benefits:

The partnership with BOMA enables the Program Administrator ("PA") the opportunity to develop strong relationships within the key Property Management sector that is key to the Company's go-to-market strategy, particularly because Eversource Electric services Boston. Attendees typically include Boston Properties, JLL, Lincoln Property Co, Federal Reserve Bank and Equity Office. Specific energy efficiency benefits include:

- Enhanced relationships with key customer contacts
- Increased customer knowledge of Large C&I programs
- Increased Eversource knowledge of the energy and general business issues in commercial real estate
- Producing leads on upcoming energy efficiency projects

These relationships are an important asset to the PA, given its relationship-driven sales model. Key relationships have been established and nurtured at this annual event, including with executives at Boston Properties, JLL and Oxford Properties. These relationships are heavily leveraged to drive the PA's business.

Direct Benefit to Ratepayers:

The customers that participate are considered key commercial accounts that are integral to the PA meeting its savings goals. Many customers in this group will agree to a dramatic, multi-year energy reductions, many of which are through Eversource's MOUs. This event allows the PA the opportunity to connect with these key customers and their decision-makers in one location at the same time. The key cost savings is that the ability to save on travel costs, time and resources.

Building Owners and Managers Association ("BOMA") Round Table

Description of Activities:

Building Owners and Managers Association ("BOMA") represents commercial real estate professionals who own, manage or service the established and developing real estate environment. In April 2015, Eversource sponsored BOMA's lunchtime roundtable. The key remarks were made by Austin Blackmon, the City of Boston's Environment and Energy Chief, and were focused on the City and its environmental and energy efficiency efforts.

Energy Efficiency Benefits:

Many of Eversource's customers attended including, JLL, Lincoln Property Co, Federal Reserve Bank and Equity Office. These customers learned about the City of Boston's Building Energy Reporting and Disclosure Ordinance ("BERDO") and the effects this web portal has on their operations. They also learned how Eversource supports BERDO and can help other customers take action to improve their Energy Star® scores. Specific energy efficiency benefits include:

- Increased value of energy efficiency programs (i.e. Eversource can help owners measure/improve Energy Star® scores)
- Enhanced relationships between the Program Administrator, its customers, and the City of Boston.
- Increased customer knowledge of energy issues and BERDO

Direct Benefit to Ratepayers:

The benefit of sponsoring this event was to help this sector of our business, which includes property owners and tenants, understand building labeling and how this labeling impacts energy consumption. This in turn drives the discussion to energy efficiency solutions. These customers are considered key accounts that are integral to Eversource meeting its savings goals. This event educates several customers at one time, and allows Eversource clients from this sector of our business the opportunity to all hear the same message from one of the City of Boston's key Energy Officers. The luncheon is not only an efficient use of time but also very cost effective as it is far less expensive than typical sales calls/visits to each of these customers individually.

Cambridge Compact Membership

Description of Activities:

The Cambridge Compact for a Sustainable Future – through the collaboration of its signatories and community expertise and application of research, innovation, entrepreneurship, and social enterprise – strives to create a more healthy, livable and sustainable Cambridge community by addressing global environmental challenges. As part of the inaugural membership year the Company's support was able to help build and create a governance structure, elect a Board of Directors, Executive Committee, and standing committees to guide the stewardship of the compact. The Cambridge Compact has been able to establish a framework to create and support working groups to leverage expertise of members. This includes the Program Administrator's ("PA") building energy working group which has highlighted and shared best practices and objectives among members.

Energy Efficiency Benefits:

The group has also been able to provide strategic consultation and input as a unique and influential stakeholder group on several initiatives such as the Cambridge Building Energy Use Disclosure Ordinance, Net Zero Emissions Task Force, and Cambridge Climate Vulnerability Assessment.

Direct Benefit to Ratepayers:

The initiatives supported by this membership group are working to create new and additional energy savings opportunities for all residents in the Cambridge area. The lessons the PA learns will be shared and replicated by other energy conscious towns. Finally, the cost of this membership was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.

Colleges of Fenway

Description of Activities:

The Colleges of Fenway annual event promotes sustainability specifically for college and universities. The event was hosted at Wentworth Institute and attended by local colleges' energy managers and sustainability advocates. During the event, industry experts spoke on many topics related to sustainability for college campuses.

Energy Efficiency Benefits:

As a sponsor, the Program Administrator ("PA") was able to speak about the different the energy efficiency programs available to college campuses. The event provided a unique opportunity to explain the PA's approach to addressing the needs of colleges and how energy efficiency can benefit this unique customer segment, including their faculty and students.

Direct Benefit to Ratepayers:

Colleges are a unique customer segment that provides significant opportunities for energy savings. Directly interacting with the key decision-makers of colleges, allows the PA to increase customer participation, learn about potential barriers for this unique segment, and continue to aggressively pursue its energy savings targets. In order to replicate this event and its reach, the PA would have to expend significantly more. Eversource's presence at the event has been substantial in terms of visibility and thought leadership, but at a minimal relative cost.

Community Labor United (CLU)

Description of Activities:

Eversource purchased an advertisement in the Community Labor United ("CLU") program materials informing customers of the energy efficiency programs that are available to them via the Mass Save® programs. CLU includes community-based organizations and labor unions and works to protect and promote the interests of low and middle-income families.

Energy Efficiency/Direct Ratepayer Benefits:

CLU and Eversource have partnered in many activities over the years, including through the Community Mobilization Initiative and Community Based Outreach. This partnership allows the Program Administrator ("PA") to inform a diverse group of customers about the Mass Save® energy efficiency programs. This advertisement highlighted this productive partnership while continuing to "get the message out" regarding the Mass Save® programs to low and moderate-income customers. The advertisement provided a reasonable cost opportunity to market to customers through a trusted organization, increasing awareness of the Mass Save® programs.

Going forward, these costs will be direct-billed to the residential core initiatives in the marketing cost category, as they are part of the broader marketing strategy that the PA employs to allow it to reach its energy efficiency goals.

Compressed Air Challenge

Description of Activities:

The Compressed Air Challenge is a collaboration of industrial end-users, manufacturers, distributors, energy efficiency programs administrators, and others, who promote the efficient utilization of compressed air systems through advancing product efficiency, outreach, and comprehensive training programs for customers, business partners, and end users. Compressed air is one of the most costly utilities. It is estimated that one unit of compressed air is five times the cost of a unit of electricity. It is also recognized in the industry that the majority of compressed air systems are not properly maintained nor effectively operated by end users.

Energy Efficiency Benefits:

Sponsorship of the Compressed Air Challenge helps provide training workshops, which Program Administrator ("PA") staff is able to take advantage of at a reduce cost.

Direct Benefit to Ratepayers:

Sponsoring the Compressed Air Challenge provides workforce development and educational opportunities to PA staff, enabling the PAs to provide knowledgeable and skilled services and strategies to customers. Additionally, this sponsorship allows the PAs to offer specialized educational opportunities directly to customers, several of whom have taken advantage of the training. Both PA and customer training have directly resulted in customer energy efficiency projects. These educational opportunities have also helped PAs develop innovative program offerings, such as the Compressed Air Leak Remediation Initiative, which provides customers, staff, and business partners access to technical expertise, best practice standards, and financial incentives for implementing comprehensive energy efficiency measures and strategies targeting compressed air systems.

The cost of this sponsorship is reasonable and prudent because the PAs was able to gain benefits that they could not gain elsewhere at a lower cost. By funding work collectively with other interested parties from across the nation, PAs are able to share costs, which mean that ratepayers will bear a significantly lower share of the cost than if the Massachusetts PAs were funding the work themselves. Finally, sponsoring the Compressed Air Challenge gives the PAs the opportunity to leverage specialized industry expertise at much lower cost than paying vendors and experts individually to research and train the PA workforce and customers, therefore making the sponsorship a reasonable and prudent investment.

CEE Program Performance Benchmarking Project

Description of Activities:

The Consortium for Energy Efficiency's ("CEE") Program Performance Benchmarking Project provides a credible basis for benchmarking the relative performance of electric and gas efficiency program administrators. Sponsoring CEE's Program Performance Benchmarking Project allows the Program Administrator ("PA") to stay abreast of the best practices in energy efficiency program administration by working jointly with other program administrator to develop a benchmarking approach that yields credible insights regarding relative performance compared to other program administrators. Sponsors work collaboratively to develop modules and metrics that provide further insight into the drivers and inhibitors of program administrator performance. Insights gleaned overtime allow sponsors to develop acceptable industry benchmarks and to analyze trends that highlight effective administration practices.

Energy Efficiency Benefits:

The PA uses insights gained through CEE's Program Performance Benchmarking Project to identify best practices and opportunities to improve and change their internal practices. The Program Administrator is able to leverage findings and lessons learned from other participants to modify internal practices in order to improve overall administrative performance. Also, through performance benchmarking the PAs have the opportunity to learn from fellow energy efficiency program implementers to better understand ways of capturing and reporting performance information and data in a consistent manner. Consistent data, both descriptive and performance based, allows program administrators to use more comparable reporting procedures, terminology, and frameworks in order to identify best practices in energy efficiency.

Direct Benefit to Ratepayers:

Though the PAs have been consistently recognized as a leader in energy efficiency by national organizations such as the American Council for an Energy Efficient Economy (ACEEE), the PAs constantly strives to improve upon its portfolio of energy efficiency programs. Long-term, sponsoring the CEE benchmarking project will allow the Program Administrator to evaluate other non-Massachusetts program administrator's business processes, adopt any previously unidentified best practices to improve program performance, and analyze data across the industry to compare performance measures. In short, the CEE Program Performance Benchmarking Project is one of many tools used by the Program Administrator to ensure it leverages best practices to provide Massachusetts customers with the most cost-effective energy efficiency programs possible. The cost of this was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.

Consortium for Energy Efficiency (CEE)- ENERGY STAR® Survey

Description of Activities:

The Consortium for Energy Efficiency (CEE) conducts an annual survey focused on consumer awareness of the ENERGY STAR® brand and its role in guiding consumers to select energy efficient products. This survey has provided the Massachusetts Program Administrators ("PAs") with intelligence about the value of continuing to rely on ENERGY STAR® in program efforts.

Energy Efficiency Benefits:

National data gathered through this survey, consisting of consumer recognition levels, energy efficiency awareness, and the purchasing influence that occurs due to the ENERGY STAR® label on a household product or appliance, offers critical insight and demonstrated trend lines in maintaining support of the ENERGY STAR® branding at both the federal and state level.

Direct Benefit to Ratepayers:

The survey results help the PAs to understand the value of continuing to rely on the ENERGY STAR® brand as a tool for educating consumers and marketing energy efficient products to them. This helps to ensure that relevant marketing efforts are effective and understood by consumers in the state. A survey such as this would not be cost-effective for the Program Administrator to conduct individually.

Consortium for Energy Efficiency (CEE) - Lighting for Tomorrow

Description of Activities:

Lighting for Tomorrow is a competition organized by the Consortium for Energy Efficiency ("CEE"), the American Lighting Association ("ALA"), and UL. The annual Lighting for Tomorrow competition was created in 2002 and provides manufacturers the opportunity to push the industry forward by introducing high quality, innovative designs that contribute to the greater energy efficiency. Lighting for Tomorrow has a specific goal of increasing the availability and market adoption of ENERGY STAR® certified residential lighting products.

Energy Efficiency Benefits:

The Program Administrator ("PA") has historically sponsored the competition, alongside dozens of other utility partners, to encourage manufacturers to develop high quality energy efficient lighting products, including fixtures, lamps, retrofit kits, and lighting controls, that can ultimately be rolled out to our customers as part of our retail lighting programs. The Lighting for Tomorrow competition aims to continue to increase the number of high quality solid-state lighting product offerings in the market eligible to participate in efficiency programs. After winners are selected and available in retail stores for purchase, the PAs are able to encourage customers to purchase these highly efficient products at a discounted price through its Residential Lighting program, saving customers energy and money.

Direct Benefit to Ratepayers:

Sponsoring the competition helps PAs learn about new, innovative energy efficiency lighting options that can be used to directly benefit customers by meeting their needs and helping customers save money, while also furthering the Commonwealth's energy efficiency goals. Also, sponsoring the competition offers an opportunity to shape the direction of the manufacturers' products in order to encourage the development of cost-effective, efficient, specialized lighting that customers want to adopt. Supporting competitions, such as Lighting for Tomorrow, with other nation leading utilities is an efficient way to encourage manufacturers to innovate and address specific customers' needs.

Consortium for Energy Efficiency-Membership & Summer Program Meeting

Description of Activities:

The Consortium for Energy Efficiency ("CEE") helps Massachusetts Program Administrators ("PAs") achieve maximum cost-effective savings by giving PAs the opportunity to act together with peers to impact the entire American and Canadian market. By leveraging CEE initiatives, Massachusetts PAs accelerate market uptake of efficient products and services in ways that meet program needs and ensure manufacturer and trade ally engagement. To reach national markets, 114 members, each delivering efficiency under different business conditions, hone CEE initiatives from multiple angles. This process, which includes stakeholder input, gives CEE initiatives their credibility, results in regulatory acceptance, and, as members voluntarily adopt initiatives as a basis for their programs, produces market success and public benefit. Membership in CEE gives Massachusetts PAs a seat at the table to help shape these initiatives and ensure that they meet the needs of Massachusetts home owners and businesses.

In addition to market initiatives, CEE is entrusted by members to communicate important consensus positions to relevant parties. CEE members invested early in ENERGY STAR®, the marketing platform for efficiency, building it into the powerhouse brand it is today. Members continue to consult closely with the federal agencies with a goal of keeping the brand strong. CEE also brings the efficiency needs of ratepayers to Air-conditioning, Heating, & Refrigeration Institute, National Electric Manufacturers Association, American Lighting Association, UL, and other industry organizations.

An important aspect of energy efficiency is the development of conservation behaviors and habits. CEE members developed the first behavior framework specifically tied to energy use and based on social science research. This work, complete with case studies and now including two-way communicating devices, moves ratepayers out of the realm of good intention and into changed habits.

As a CEE member, the PAs can take advantage of resources and connections made through the Emerging Technologies Collaborative ("ETC"). One benefit of the ETC is an annual Catalog of ET Assessments, with hundreds of categorized studies, enabling CEE members to identify relevant ET research on new opportunities and more effectively use new product development resources. The ETC is also developing an ET function for the energy efficiency program industry, helping CEE members to fill the program pipeline and deliver new energy savings opportunities to customers more quickly.

CEE members advance consensus work through facilitated topical committees. Topics concern advancing the efficiency of a particular technology, in a particular segment, or using a particular program approach. Working groups support efforts in evaluation, portfolio management, and identified research efforts. PA staff members participate in these committees via telephone and at quarterly in-person meetings. The summer meeting has traditionally been held in Boston in June. At these in-person meetings, the PA staff members have the opportunity to engage with their peers in a trusted, noncommercial environment.

Energy Efficiency Benefits

Membership at CEE means having a seat at the table in discussions with manufacturers and government agencies such as EPA and DOE. Participation at CEE means that we can have a voice in the setting of ENERGY STAR® specifications for a wide variety of products.

CEE also provides development opportunities for PA staff that increases their abilities to increase their effectiveness in delivering energy efficiency in MA. By building connections with efficiency practitioners, sharing ideas, and learning about new developments in the industry, PA employees can make sure that ratepayers receive the most up to date and relevant programs and services. CEE membership is open only to PAs, so all meetings are free from commercial interests, and PA staff has an opportunity to share ideas in an environment free from commercial activity, making the meetings more open, focused and productive.

Direct Benefit to Ratepayers:

Membership in CEE leads to direct benefits for ratepayers in MA. These benefits are discussed below.

CEE committees seek to influence markets via initiatives. These initiatives focus on major end uses in the residential, commercial and industrial sectors. CEE specifications provide national reinforcement for the efficiency levels set by the Massachusetts PAs, and CEE qualified product lists provide publicly available references for consumers about products that qualify for incentives. MA ratepayers benefit by having access to this resource.

Another example of the direct benefit that CEE has for Massachusetts ratepayers is in the development of "Connected Devices." Commonly called "smart," these are the new categories of devices that leverage the internet to gather information and provide energy savings and other amenities to consumers. The best known currently available products are communicating thermostats that allow consumers to optimize energy use by remotely controlling heating and cooling and possibly even lighting. There is also much excitement about how these capabilities could be applied to home appliances in a "smart home" context. In addition to consumer benefit, there are potential utility benefits such as grid balancing and load management, data for program EM&V, and improved customer engagement. Developing an understanding about how customers can use this information and about how evaluation efforts may benefit from access to this data all lead to benefits for MA ratepayers. In addition, conversations related to proprietary consumer data, equipment and software standards can be influenced when working through a binational organization like CEE with more impact as compared to attempting to influence the actions of these key market players when communicating as a PA or a single state.

CEE greatly magnifies the influence that Massachusetts PAs have on critical and emerging market opportunities such as connected devices.

The cost to Massachusetts ratepayers for a PA to independently undertake this work would be prohibitive. By sharing costs across the CEE membership, ratepayers reap the multiple benefits of efficiency binational focus in support of energy efficiency. Membership at CEE provides PA staff with access to peers across the country, the institutional knowledge and experience of an

organization actively engaged in the energy efficiency program industry for 25 years, and influence in meetings with important stakeholders including the U.S. Environmental Protection Agency, the U.S. Department of Energy, Air-conditioning, Heating, & Refrigeration Institute, National Electric Manufacturers Association, American Lighting Association, UL, and other industry organizations.

Sponsoring the 2015 Summer Program Meeting helped to enable an event that brought together PAs from across the U.S. and Canada to discuss a variety of topics of interest to the industry. A sample of the topics covered at this meeting that have contributed to an understanding of services being provided to MA consumers or that are being planned for future offerings included:

- Bringing new technologies to programs
- Health Care programs
- Connected and communicating devices in home energy solutions program & residential products
- Advanced RTU controls & condensing RTUs
- Lighting controls
- Data Centers
- High efficiency clothes dryers

EcoDistricts

Description of Activities:

The EcoDistricts Summit is the world's only conference dedicated to neighborhood- and district-scale sustainability, and is viewed as a "collaborative endeavor, a rare opportunity for thinkers and doers, community activists, policy makers, entrepreneurs, and leaders of all stripes to come together and ask: How can we rebuild our cities from the neighborhood up?"[1] The EcoDistrict summit and the Program Administrator's involvement was a three-way partnership of the City of Cambridge, MIT and Eversource. The activity consisted of manning a tabletop exhibit and conducting discussions with similar entities who are active or pursuing activities nationwide.

Energy Efficiency Benefits:

The benefits to energy efficiency included enhanced partnerships with existing program participants as well as building new relationships with potential participants. Additionally, Program Administrator ("PA") staff learned new information from advanced practitioners around the country that will help improve the development and delivery of the Mass Save® programs.

Direct Benefit to Ratepayers:

Eversource took advantage of the Summit being held in Boston in 2013 to very cost-effectively reach a large audience as well as providing professional development opportunity for the PA's employees that would have cost significantly more if pursued in a more traditional way.

[1] https://ecodistricts.org/wp-content/uploads/2013/04/2013_Summit_Event_Report_web.pdf

E-Source Membership and Services

Description of Activities:

E-Source provides data-driven insights and best practices to assist utilities to solve challenges within the areas of energy efficiency, customer satisfaction, program design, marketing, customer engagement, and sustainability. Membership in E-Source allows Program Administrators ("PA") to access various proprietary analysis and tools developed by E-Source researchers and to connect with others involved in innovative energy efficiency efforts. PAs are able to learn best practices from across North America through events, webinars, research reports, white papers, and other resources, specifically on the topics of Demand Side Management, Technology Assessment, and Marketing and Segmentation.

Energy Efficiency Benefits:

E-Source membership helps the Program Administrators access research, analysis and tools that are used to generate new ideas for program offerings, implementation and EM&V approaches. Using E-Source's services, the PA is also able to benchmark savings and costs against other program administrators across North America. This benchmarking provides valuable insights and compare best practices as we develop new offerings and associated incentive levels for our customers. Membership in E-Source also gives us access to the "Ask E- Source" tool. This member-only feature allows the Program Administrator to submit research questions to E-Source research team. These tools and services free up internal resources to work on other critical tasks while enabling us to leverage valuable research efforts conducted by industry experts.

Specifically, in 2013-2014, Eversource gained insights on the following areas which directly benefited program strategy for the ratepayers:

- Growth opportunities. What are the best opportunities for new value-adding products and services?
- End-use technologies. Which new end-use technologies are going to have the biggest impact? Why are customers interested in home automation, solar, battery storage, and on-site generation?
- New regulatory models. Updates from high-profile state regulatory proceedings such as New York's Reforming the Energy Vision and Minnesota's e21 initiative.
- Customers of the future. How are customer expectations and demands changing? What resources are peers using to better understand their customers? How should Eversource plan for and adapt to meet these changing expectations?
- Innovative partnership opportunities. What innovative ways are utilities partnering with third-party vendors, service providers, and other stakeholders?

Direct Benefit to Ratepayers:

By utilizing E-Source's resources, the Program Administrators are able to develop nation leading programs and strategies that best serve our customers. For example, when designing a new offering for C&I gas water heating equipment, the Program Administrator used the "Ask E-Source" tool and online database to research other leading programs. This included learning about available products and efficiency levels, existing utility incentives and effective go-to-market approaches. Leveraging this information, the Program Administrator developed an upstream initiative which was launched in Q3 2015 targeting restaurant, multifamily and education segments. This initiative has already proven successful in increasing penetration of high-efficiency water heaters and helping gas PAs achieve their energy saving goals by capturing over 70,000 annual therms in less than two quarters.

As another example, in 2015 the PA participated in E-Source's Innovative DSM Programs discussions to learn about new technologies to improve the C&I gas program offerings. This involved benchmarking utility programs and discovering best practices. The findings are being used to refine the existing program on steam traps for industrial and manufacturing customers. Finally, the cost of this membership was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.

International Facility Managers Association ("IFMA") - Boston Chapter

Description of Activities:

The Boston Chapter of International Facility Managers Association ("IFMA") is a group of 700 facility management professionals and supporting associates. The IFMA Chapter holds monthly site meetings to tour new or renovated facilities and concurrently discuss the materials and technologies that have been incorporated in the facilities. In addition, the IFMA Chapter hosts multiple annual events and gatherings to provide members opportunities to connect as well as provide thought leadership.

Energy Efficiency Benefits:

Partnering with IFMA provides the Program Administrator ("PA") the opportunity to educate and market directly to key decision-makers for C&I customers, their facility managers. Through the tours and various events, this target group is educated about opportunities for energy efficiency and strategies to incorporate energy efficient technologies. In addition, IFMA provides workforce development opportunities.

Direct Benefit to Ratepayers:

IFMA provides opportunities for very effective direct contact with facility managers, practitioners and our workforce to increase awareness of the energy efficiency programs, develop leads, and increase participation. Through discussions and demonstrations the PA is able to provide IFMA members information about program changes and new innovative opportunities. This partnership provides a low cost opportunity to directly market to target customers. The cost for the PAs to provide the same targeted marketing and workforce opportunities would be cost prohibitive.

Foundation for a Greener Future – Boston GreenFest

Description of Activities:

Boston GreenFest is an annual summer festival held in Boston and is free to the public to attend. There are all day entertainers and speakers that speak to all aspects of 'green' energy and sustainability. The event attracts an average of 10,000 people each year and provides a great forum for the Program Administrator ("PA") to interact with customers, particularly those interested in sustainability and energy savings.

Energy Efficiency Benefits

The PA sponsors a table at Boston GreenFest to talk to customers about various lighting options available to them. At the table, the PA displays many different lighting products and PA staff talks with customers about the savings involved between a CFL and LED bulb, including demonstrating the amount of energy to light each type using a hands on visual display.

Direct Benefit to Ratepayers:

Eversource's participation in GreenFest provides an opportunity to speak directly to residential customers and demonstrate the various types of LED bulbs and the energy reduction in their use. By tabling the event, the PA is able to increase customer education efforts and market the energy efficiency programs. Due to the high attendance and foot traffic, the PAs are able to provide targeted education and marketing to residential customers at a low cost.

Greenovate Boston Community Summit

Description of Activities:

The Greenovate Boston Community Summit is the flagship event for Greenovate Boston. The daylong conference, attended by more than 250 individuals, was held at Northeastern University and engaged Boston's community-level organizations and individuals on what they can do in their own communities around the City of Boston to make the City more sustainable, energy efficient and liveable. The Summit afforded the Program Administrator ("PA") a unique opportunity to engage with community groups in a forum that spoke directly to challenges and opportunities for energy efficiency at the neighborhood level.

Energy Efficiency Benefits:

Eversource participated as a Bronze Sponsor. That level of sponsorship included such things as:

- Tabling the event to interact with Boston residents and educate the residents on how the Mass Save® programs can help lower their energy bills.
- Signing up attendees for Home Energy Assessments.

During one of the breakout sessions, the PA participated in panel discussions related to sharing best practices for energy efficiency in 2-3 family buildings, and talking about successes of the Whole Building energy efficiency pilot program that had been taking place in Boston. The Mass Save® Whole Building energy efficiency pilot program, which targets homes with 2-4 units for comprehensive weatherization and insulation, began in Boston. This pilot was developed as part of the partnership between the City and Eversource to develop programs that specifically target the residents of cities and was highlighted as an innovative program during the Summit. Through tabling, discussions with residents, and presentations during the Summit, the PA was able to educate residents about this offering and encourage more residents to participate in the energy efficiency programs The Summit also provided a chance to inform residents and local community groups about the opportunity to host Renew Boston residential meetings for their communities and neighborhoods, in which they can sign up for home energy assessments and learn about energy efficiency and smart energy saving strategies in their own home.

Direct Benefit to Ratepayers:

This was a major event that allowed the PA to cost-effectively interact with a large number of customers and get feedback on how well customers understood the programs that were available to them to help reduce their energy usage, and how useful the offerings were. The fact that this feedback took place in a community forum also reinforced the honesty of the discussions that were had among community members and how they experience energy efficiency, resulting in meaningful improvements to the programs.

Harvard Business Journal Subscription

Description of Activities:

The Harvard Business Journal (HBJ) provides the topmost thought in areas of business strategy, management, technology, leadership, HR and innovation. Their top notch research and analysis provides guidance to our management team to build and provide our customers with the best energy efficiency programs and solutions in an ever changing environment.

Energy Efficiency Benefits:

Data gathered from HBJ research and analysis on management challenges and emerging business opportunities provide energy efficiency team members with critical insight and intelligent findings from quantitative and qualitative research and analysis conducted by senior leaders in the energy efficiency arena. This information is relevant to the effectiveness of energy efficiency products and services currently in use and under consideration for future efforts to benefit consumers.

Direct Benefit to Ratepayers:

This subscription helps our management team to add value and provide the most relevant analysis for educating consumers and marketing energy efficiency products and services to them. This single subscription provides a cost effective solution for the energy efficiency management team to have access to the latest research and analysis to effectively service customers.

Green Labs Symposium at Harvard

Description of Activities:

The Boston Green Ribbon Commission's green labs symposium, co-hosted by the GRC Higher Education Working Group (led by Harvard University) and the Health Care Working Group (led by Health Care Without Harm), brought together more than 150 lab experts from the higher education, healthcare, and biotech sectors to explore shared challenges and successes in lab sustainability. As a sponsor, the Program Administrator was able to market its energy efficiency programs and present specifically on its labs initiative.

The event featured presentations and workshops on best practices and success stories, with a technical focus on energy efficiency, lab design, and HVAC strategies. Presenters included UC Irvine, Harvard University, Partners Healthcare, Northeastern University and EMD Millipore among others. Presentations showed that deep reductions in lab energy consumption are not only possible but are repeatable, predictable, low-risk investments that can enhance occupant safety and engagement. Speakers identified key features of successful projects: leadership support, thorough exposure control assessments, stakeholder communication, and the information layer – the intelligent use of building data to optimize and sustain efficiency and operations.

Energy Efficiency Benefits:

Labs consume large quantities of energy – often 3 to 4 times more than offices on a square foot basis. Most of the energy used is due to the lab's heating, ventilation and cooling systems, followed by lab equipment, but energy use is not be tracked at the end-use or equipment level. Additionally, many lab managers are not aware of how they can save energy, or how their energy usage compares to other labs across the nation. This lack of knowledge prevents decision makers from being able to justify the need for energy efficiency upgrades.

The goal of this event was to communicate that energy efficiency can be achieved without compromising lab safety or productivity. Many labs have the ability to reduce their energy usage by 30 percent or more. Capitalizing on these savings can allow for investment in other areas that will improve research capabilities and lab performance. In addition, the assessment process can also reveal malfunctioning components and maintenance issues improving overall lab safety and reliability.

Direct Benefit to Ratepayers:

Sponsoring the event enabled the Program Administrator ("PA") to market its labs initiative that approaches energy efficiency with lab-specific, building-wide assessments to a targeted customer

segment. Our customers were able to learn about best practices tailored to their specific needs through formal presentations workshops and informal networking with peers at this session.

By sponsoring the Symposium, the PAs were positioned as a resource for many lab owners and operators to engage in the PA energy efficiency programs through our labs focused offerings. The cost of this sponsorship is reasonable and prudent because the PAs were able to promote its specialized labs offering to a targeted customer sector. Other marketing strategies would likely not have been as efficient at providing detailed information about the benefits of the PAs' program offerings to this targeted sector.

Illuminating Engineering Society (IES)

Description of Activities:

Each year the Illuminating Engineering Society ("IES") hosts an award ceremony for innovations in the lighting industry. This event draws a large number of lighting vendors and contractors with whom the Program Administrators ("PA") work with through the energy efficiency programs. This event highlights innovations and successes in lighting design, including special awards for energy efficiency and controls. These award winning lighting projects represent the best in the region, and many go on to national and international IES recognition. The PA's participation in this awards ceremony indicates our commitment to excellent project outcomes which leads to broader adoption of innovative energy efficient lighting strategies and technologies.

Energy Efficiency Benefits:

The IES event encourages lighting vendors and contractors to develop and implement new innovative, energy efficient lighting designs and controls, thus accelerating the availability of more efficient products and strategies that meet the needs of Massachusetts customers. The event also provides an opportunity for PA staff to interact with lighting industry experts and discuss new technologies and energy efficiency issues facing customers.

Direct Benefit to Ratepayers:

Customers directly benefit from the development of new, innovative energy efficient technologies. The IES event particularly benefits customers by encouraging the development of higher efficient and creative lighting solutions that could provided enhanced opportunities to customers. Further, the information gained and the relationships fostered through discussions with lighting industry pioneers and contractors help the PAs to adopt new technologies and strategies that provide greater energy savings to customers.

The cost of this participation is reasonable and prudent because the Program Administrator will gain benefits that they could not gain elsewhere with a similar cost. Only with the support of utilities is the association able to continue to push the envelope with lighting designs that are energy efficient.

John Englander Event- Global Warming and its Potential Solutions

Description of Activities:

In June 2013, the Program Administrator ("PA") provided a $250 sponsorship toward funding a presentation by oceanographer and former Cousteau Society CEO John Englander on global warming, sea level rise, and potential solutions to those issues, including energy efficiency.

Energy Efficiency/Direct Ratepayer Benefits:

John Englander has worked for many years to build awareness of how rising sea levels impact our communities, and how strategies like energy efficiency can help. Customers are motivated to participate in energy efficiency programs for different reasons. Environmental stewardship is a key consideration for many of our customers.

This low cost sponsorship was a unique opportunity to building awareness of energy efficiency issues in a way that uses the expertise of a renowned expert in a manner that will appeal to those of our customers for whom environmental stewardship is a priority. The PA can build a connection between those customers' inherent motivation to act, and the potential benefits of the PA's energy efficiency programs, thus increasing participation and energy savings opportunities.

Marketing Executive Conference

Description of Activities:

The Marketing Executive Conference ("MEC") is a forum for executives to meet and discuss current and emerging issues around marketing that will affect both regulated and retail aspects of the energy and energy efficiency industry.

Energy Efficiency Benefits:

Senior executive participation in MEC meetings enables Eversource to learn and stay current on critical energy efficiency industry topics. Networking and brainstorming with other utility industry executives from around the country helps the Program Administrator ("PA") to refine its energy efficiency go to market strategies and better align its marketing with its customers.

Direct Benefit to Ratepayers:

Eversource's participation with MEC directly benefits customers by allowing the PA to learn from other industry leaders regarding marketing issues and strategies specifically tailored for energy efficiency programs. Membership also provides Eversource with the ability to foster relationships with industry leaders and experts from across the country who can share experiences and best practices, thereby helping Eversource improve program delivery. Finally, the cost of this membership is reasonable and prudent because the PA gains benefits that would not be available through comparable events like one-on-one or ad-hoc meetings across the country where costs would be substantially higher.

Massachusetts Facilities Administrators Association ("MFAA") - Conference

Description of Activities:

The Massachusetts Facilities Administrators Association ("MFAA") is an association of men and women responsible for buildings and grounds in cities and towns throughout Massachusetts. Eversource is a proud sponsor of the MFAA Annual Conference / Expo, as it allows the Program Administrator ("PA") Energy Efficiency team to interact directly with the people who manage the buildings for municipal customers.

At this event, the PA had the opportunity to both exhibit on the expo floor, as well as present its energy efficiency programs for retrofit and new construction projects, at a breakout session titled, *The Missing Link: Connecting w/Local Utilities to Fund Energy Efficiency Improvement Projects NGRID, Eversource, Cape Light Compact.*

The breakout session was attended by over 30 facility administrators, representing cities and towns throughout the PA's service territory in Massachusetts, and resulted in much interaction and discussion about opportunities for energy conservation in municipal and school buildings.

Energy Efficiency Benefits:

The PA's exhibit and presentation at the MFAA Annual Conference / Expo, not only stemmed interaction and discussion about opportunities for energy conservation in municipal and school buildings, but also in actual projects that resulted in energy reduction and energy savings in municipal and school buildings for the PA's municipal customers. The opportunity to educate customers and understand customers' needs at the conference was invaluable.

Direct Benefits to Ratepayers:

Participation at the MFAA Annual Conference / Expo, allowed the PA to educate municipal facility administrators about energy efficiency in general, and specifically about the PA's energy efficiency programs and the resources available to municipalities in order to address energy efficiency in their municipal and school facilities. The PA's participation also resulted in actual energy efficiency projects, which produced energy savings for municipalities / ratepayers, as well as reduced energy consumption in municipal and school facilities. Finally, the cost of this sponsorship was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.

MA Clean Energy Center – Global Cleantech Meetup

Description of Activities:

The Global Cleanteach Meetup was an innovative opportunity to meet with individuals, companies, and institutions working on clean energy solutions for a more sustainable global economy. The event brought together both innovators and adopters and showcased clean energy companies, investors, strategic partners, and – differently from other events –major energy and water consumers who are looking to adopt solutions to cut energy use and costs.

Energy Efficiency Benefits:

In 2013, the Company sponsored one track for the Global Cleantech Meetup which focused on new technologies and ways to adopt solutions that cut energy. The track sponsored included speakers such as Harvard Office of Sustainability Director Heather Henriksen, Whole Foods Market Global Leader of Sustainable Engineering and Energy Management Kathy Loftus, MIT Office of Sustainability Deputy Director Steve Lanou and Draper Laboratory Vice President of Civil Programs Jeffrey Bentley. Several hundred industry participants gathered over the three-day program. Through sponsorship Eversource was able to have many PA staff attend sessions and network within this unique community, allowing staff to interact with industry experts to learn about new technologies that could be delivered through future energy efficiency efforts.

Direct Benefit to Ratepayers:

The Global Cleanteach Meetup was a major event that allowed the PA to cost-effectively interact with a large number of clean energy companies, investors, strategic partners and major energy consumers. Ratepayers directly benefit from information gained about new technologies and the potential for integrated solutions, that help the PAs enhance program designs for Massachusetts customers. Further, the event provided opportunities for PA staff to get feedback from major energy consumers and educate these customers about the programs that were available to them to help reduce their energy usage.

Massachusetts Municipal Association (MMA) Annual Meeting/Trade Show

Description of Activities:

The Massachusetts Municipal Association is a nonprofit, nonpartisan association that provides advocacy, training, publications, research and other services to Massachusetts cities and towns. The MMA is the only statewide organization that brings municipal officials together to establish unified policies, to advocate these policies, and to ensure the effective delivery of services to community residents.

The MMA Annual Meeting and Trade Show is the largest regular gathering of Massachusetts local government officials. The two-day event features educational workshops, nationally recognized speakers, awards programs, a large trade show, and an opportunity to network with municipal officials from across the state.

The MMA's Annual Meeting is an opportunity for local officials to:

- Learn about solutions to problems facing their communities
- Meet people who can assist with resources and ideas
- Learn about valuable products and services for cities and towns

The Program Administrator ("PA") purchases exhibit space at this annual event, as it is a great opportunity for PA to meet with representatives from the communities that it serves, engage and present its energy efficiency programs, and to discuss potential opportunities in municipal and school districts throughout the PA's territory in Massachusetts. Members of the PA's Energy Efficiency team are able to meet with various officials (mayors, town managers, directors of facilities, superintendents of schools…) to discuss the energy efficiency programs available for Municipal customers, as well as other resources available to municipalities in order to help them implement energy efficiency projects, and reduce their energy consumption.

Energy Efficiency Benefits:

By exhibiting at the MMA Annual Meeting & Trade Show, the Program Administrator is able to:

- Strengthen the relationship with Municipal customers
- Present Municipal Energy Efficiency programs directly to Municipal customers
- Discuss energy efficiency opportunities with Municipal Customers, in municipal buildings, schools and street lighting
- Develop strategies for implementing energy efficiency projects in cities and towns in the Eversource territory
- Follow up with municipal customers to actually implement energy efficiency projects throughout the year

Direct Benefit to Ratepayers:

Participation in the MMA Annual Meeting and Trade Show benefits ratepayers by directly resulting in energy efficiency projects in the cities and towns in which our ratepayers live, reducing energy consumption and costs for ratepayers in those communities. Finally, the cost of this exhibit booth was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.

MIT Center for Energy and Environmental Policy Research (CEEPR)

Description of Activity:

Partnership with the MIT Center for Energy and Environmental Policy Research ("CEEPR").

Energy Efficiency Benefits:

Partnering with CEEPR enables the Program Administrator ("PA") to engage with MIT center staff to perform energy efficiency related research. This research is tailored specifically to Eversource's needs and can span the gamut from evaluating new go-to-market strategies to the effectiveness of new ideas in the energy efficiency space.

CEEPR promotes rigorous and objective empirical research at MIT on issues related to energy and environmental policy to support decision-making by government and industry. Economics research at CEEPR is integrated with engineering and science in collaboration with faculty throughout MIT. This cross-functional collaboration is valuable to Eversource because it allows for a multi-disciplinary view of high priority energy efficiency issues. Faculty members at MIT are un-paralleled and as such, the research that Eversource receives is of the highest quality.

At its core, this partnership provides strategic engagement that allows for the development of new techniques and opportunities for future energy efficient enhancements.

Direct Benefits to Ratepayers:

The PA's partnership with CEEPR provides a multitude of benefits to ratepayers. It enables Eversource to undertake top tier research while continuing to foster a relationship with a preeminent university in its service territory. It also allows the Center to maintain staff that work on Eversource related projects. Partnering with the thought leaders at CEEPR also allows the PA to remain a thought leader in the industry. This enables Eversource to continue to pursue aggressive savings goals and provide benefits to Massachusetts rate payers.

A current example of ongoing work is determining an effective way to penetrate the C&I microbusiness sector. Various approaches are being considered, including using behavior techniques to help drive microbusinesses to Eversource's Customer Engagement Platform where they can be cost effectively served using a do-it-yourself type approach.

Absent the partnership with CEEPR, Eversource would likely pay another vendor to undertake similar research. While other vendors could conceivably perform the required research, paying a different vendor would not have the ancillary benefits listed above such as fostering innovative solutions being developed locally in Massachusetts.

MIT- Multifamily Strategy Research with Harvey Michaels

Description of Activities:

Harvey Michaels is an Energy Efficiency Lecturer and Research Scientist at MIT. He previously directed the MIT Energy Efficiency Strategy Project, which includes business/policy studies of utility, community, and smart grid-enabled efficiency deployment models. He is affiliated with the MIT Programs in Environmental Policy and Planning, as well as Housing, Communities, and Economic Development. Harvey also participates in the MIT Energy Initiative and the Campus Energy Task Force.

From 1997 to 2007, Harvey led Nexus Energy Software (now Aclara Software) which builds utility efficiency and customer service websites, as well as Meter Data Management systems. Before founding Nexus, Harvey was president of XENERGY (now part of Kema Consulting and Con Edison Solutions), which specialized in efficiency resource studies and analysis systems. Harvey serves on the Boards of Conservation Services Group and E-Meter Corporation, and was a founding member of the New England Clean Energy Council, Northeast Energy Efficiency Council (Vice President), and Association of Energy Services Professionals.

Eversource sponsored Harvey's research efforts, in particular around engaging the multifamily residential sector to help drive awareness of and ultimately implementation of energy efficiency measures.

Energy Efficiency Benefits:

The multifamily residential sector is a uniquely challenging, and potentially fruitful opportunity for energy efficiency because the financial costs and incentives of energy efficiency investments are not aligned in the way they are with an owner-occupant. Harvey's research has been a powerful source of insight and perspective as the Program Administrator ("PA") evolves its strategy to reach this challenging and potentially fruitful sector.

Direct Benefit to Ratepayers:

By improving the PA's ability to reach this sector, there is a direct benefit to the ratepayers who occupy these types of buildings through lower bills and improved comfort. There is also an indirect benefit to the entire Commonwealth as we use this evolving strategy to achieve our goals around energy savings and carbon reduction.

By working directly with an expert in the field whose research and insights prior to the effort were already aligned with the PA's needs, Eversource leveraged Harvey's prior work and avoided the need to fund another entity's efforts to build this foundational knowledge. Harvey also benefits from the resources and access granted by his affiliation with MIT, and the PA's sponsorship produced more benefit at a lower cost because of this affiliation as well.

Net Zero Energy Coalition

Description of Activities:

The Zero Net Energy Coalition event was a networking event held at Artists for Humanity on March 4, 2015. The Artists for Humanity building was selected for the event because of a planned ZNE addition to that building. Attendees of the event were architects, engineers, the BRA, other ZNE interested parties and the Zero Net Energy Coalition.

The purpose of the sponsorship was:

- Associate the Eversource New Construction team with Zero Net Energy buildings and the zero net movement as it begins to unfold across the service territory.
- Show Eversource as a willing and interested party by participating in a visible way at this event for ZNE buildings.
- Interact with the ZNE community/thought leaders and use what was learned through networking to inform Eversource policy on ZNE buildings.

Energy Efficiency Benefits:

Participation in this event began Eversource's engagement with Artists for Humanity on its ZNE project in South Boston, putting the Company in direct contact with a variety architects/engineers and other stakeholders who may be interested in participating in future ZNE projects. Increased Eversource participation in ZNE projects leads to greater savings opportunities.

Direct Benefit to Ratepayers:

The visibility that sponsorship provides, the speaking opportunity, and networking with the ZNE community/thought leaders all help to foster and inform the development of Eversource's ZNE program and associate us with the movement so that project teams will contact us as they embark on ZNE designs. A better feel for the challenges of ZNE buildings and more engagement with key ZNE players will lead to more informed ZNE policies within our EE programs.

Additionally, Eversource was able to present to and network with a group of 150 people, all of whom were specifically interested and engaged in zero net energy efforts across the Commonwealth, which would have cost substantially more if approached individually.

New England Energy Efficiency Conference and Expo - NEEECE

Description of Activities:

The NEECE is Eversource's 'flagship' customer engagement event. Hosted for the last seven years, over 400 people annually attend, representing a wide variety of sectors. The event is an opportunity to bring together Massachusetts C&I customers, business leaders, energy efficiency implementation companies, and utility experts for an informative day of learning, networking, and brainstorming around the latest efficiency technologies, case studies and city/state wide programs.

Energy Efficiency Benefits:

This event directly results in driving new and deeper energy savings opportunities. Providing a day long program for vendors, customers, industry partners, and officials to meet and exchange information while learning from each other is an opportunity that has long lasting effects. By engaging in this type of direct communication with customers, Eversource is able to significantly expand efficiency opportunities, as the relationships developed cannot be replicated with more 'passive' marketing activities.

Direct Benefit to Ratepayers:

The cost for the event cannot be measured in a one day return since the relationships formed and strengthened are leveraged for years to come. The value of this event reflects Eversource's entire marketing view and strategy, which is that energy efficiency is fundamentally a business selling to customers, and that the *way* in which our services are delivered are as important as the *services* themselves. It is a central tenant of marketing that customer relationships, even long-standing ones, are contingent on the last interaction. Therefore, Eversource is constantly working to maintain those relationships and foster new ones, in order to drive the deepest energy savings possible.

Efficiency can be particularly challenging to sell because energy tends to be "out of sight, out of mind" for many customers. When faced with limited capital budgets, customers may have a hard time choosing to invest in efficiency over investments that would grow their core business. Keeping strong relationships with these customers is key to ensuring that efficiency remains a top priority and is allocated those valuable capital funds. Eversource's marketing strategy has enabled the Company to achieve consistently high levels of achievement, for the benefit of the Commonwealth as a whole.

Going forward, this event would be billed across the C&I initiatives in the marketing cost category.

Newton/Needham and Waltham West Chambers of Commerce

Description of Activities:

The Newton Needham Chamber of Commerce is an organization funded by memberships, sponsorships, programming revenue and advertising. The membership is represented by various businesses, start-ups, educational institutions, and non-profits in the Eversource Territory. The Chamber is based in the various commercial districts and village centers throughout Newton and Needham. The Chamber hosts numerous events throughout the year including the Annual Green Breakfast and other green initiatives.

The Waltham West Suburban Chamber of Commerce is an independent organization that represents the business community in the Waltham area and West Suburban region. There are nearly 600 business members who participate in the organization. The Chamber serves as an advocate for government issues, economic development and educational programs.

Energy Efficiency/Direct Ratepayer Benefits:

The events held by the Chambers are an important opportunity to market and educate a large audience about the Program Administrator's energy efficiency initiatives. Additionally, the events are an opportunity for lead generation and subsequently more energy audits. By participating in the Chambers events, Eversource is able to increase customer participation in the energy efficiency programs and achieve significant energy. Marketing at the Chambers' events is a reasonable cost to reach a various businesses and provide targeted information designed to increase customer participation.

Northeast Energy Efficiency Partnerships ("NEEP")

Description of Activities:

Northeast Energy Efficiency Partnerships ("NEEP") is a non-profit organization whose mission is to accelerate energy efficiency in buildings through innovative program strategies and industry partnerships. NEEP's strategy to accomplish this mission focuses on four areas: *Reduce Building Energy Use, Speed Adoption of High Efficiency Products, Make Energy Efficiency Visible,* and *Advance Knowledge & Best Practices.* The support of program administrators and business partners allows NEEP to bring together regional and national industry experts to share experiences, discuss public policy, conduct research into technologies and pertinent issues, and identify best practices.

Energy Efficiency Benefits:

Sponsorship of NEEP gives Program Administrators ("PAs") access to energy efficiency-related events (conferences, workshops, webinars, training, and briefings), publications (case studies, fact sheets, newsletters, reports, web resources, and whitepapers), and EM&V protocols and guidelines. These programs and materials provide the Program Administrators with valuable insights for energy efficiency program implementation, and help the PAs identify strategies to optimize energy savings opportunities. Sponsorship also affords PAs an opportunity to provide input into NEEP's future research and trainings, so that NEEP's work will provide valuable information for the PAs in developing and improving energy efficiency programs in Massachusetts and the Northeast.

By participating in NEEP conferences, workshops, and webinars, the PAs are able to learn from industry experts and energy efficiency program administrators in other jurisdictions about the latest trends, innovations, and issues in energy efficiency. PA staff is also able to take advantage of training opportunities offered by NEEP. Through their publications, NEEP provides the latest research and regional developments to help advance energy efficiency. The PAs are able to access NEEP's online tools, including REED, a database of ten northeastern states' energy efficiency programs, which allows the PAs to compare program efforts to identify best practices and potential proven savings opportunities.

Direct Benefit to Ratepayers:

Massachusetts Program Administrator participation in NEEP allows the PAs to access expertise and new ideas to improve energy efficiency programs and offerings for customers. Through participation, PAs share in the expertise of NEEP's staff and energy efficiency evaluation experts that work with them regarding energy efficiency best practices, and discover opportunities to improve program delivery and drive the programs of the future. With these valuable insights, the PAs are able to improve program implementation, thus providing direct benefits to customers.

Additionally, customers directly benefit from NEEP's efforts to accelerate energy efficiency in buildings and influence markets. These efforts help to improve implementation strategies and encourage the development and adoption of efficient technologies, which ultimately increase customer access to the most efficient measures and strategies.

The cost of this sponsorship is reasonable and prudent because the Program Administrator benefits from working with regional industry experts that they would not otherwise be able to access as cost-effectively. By funding these efforts collectively across multiple jurisdictions with other regional interested parties, the Program Administrator has been able to share costs, so ratepayers bear a significantly lower share of the cost than they would if the PAs undertook these studies and trainings independently. Further, due to the cost sharing benefit achieved through sponsorship of NEEP, the Program Administrator is able to take advantage of a larger number of projects than it would be able to if the Program Administrators were fully funding each effort.

NEEP- Design Lights Consortium (DLC)

Description of Activities:

The Design Lights Consortium ("DLC") promotes high quality, high efficiency commercial lighting solutions through collaboration among its federal, regional, state, utility, and energy efficiency program members, luminaire manufacturers, lighting designers, and other industry stakeholders. The DLC Qualified Products List provides the Massachusetts Program Administrators ("PAs"), customers, business partners, and market actors with a critical information on verified lighting systems and technologies that meet pre-determined standards regarding testing criteria, quality, specification documentation, and efficiency ratings.

Energy Efficiency Benefits:

The Mass Save® PAs support the advancement of lighting system technologies, an energy efficiency measure that is prominent in the energy efficiency programs for our customers, particularly LED technologies. In an effort to advance quality lighting products to the market and expedite the review of this technology through the various customer participation pathways, such as upstream point of purchase and downstream prescriptive/customer programs, the PAs support multiple DLC initiatives, including the Qualified Products List. Collaboration with the DLC helps accelerate adoption of more quality LED fixtures and/or lighting technologies in the market and advance new lighting technologies while providing consistency on how these technologies are measured for standards, testing, efficiency, and other critical technology specific criteria in the market. It is also a critical input for consistency in energy efficiency lighting system analysis and technical review as it pertains to energy savings estimates resulting from the installation of lighting systems and technologies that are accepted on the DLC Qualified Product List. The PA partnership with the DLC has been a necessary resource to cost-effectively and efficiently implement lighting systems as a viable energy efficiency measure within the various program delivery models and customer participation pathways.

Direct Benefit to Ratepayers:

DLC Qualified Products Lists provides customers and business partners with a consistent and industry recognized resource on lighting system technologies that can be leveraged for designing systems and purchasing equipment. Collaboration with the DLC accelerates the adoption of more quality LED fixtures and/lighting technologies in the market thus providing accessible energy savings for customers. The DLC informs the Program Administrators' efficiency programs and the lighting industry by maintaining the leading public list of high quality, high efficiency LED products for the commercial sector. This ensures that Massachusetts' ratepayers are receiving the best quality and efficient products on the market. Finally, the cost of this partnership with the DLC was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.

Northeast Sustainable Energy Association (NESEA)

Description of Activities:

Every year, the Northeast Sustainable Energy Association ("NESEA") puts on a green building conference in the Boston area. Leaders in the green building community, including architects, engineers, building owners, other non profits, and green product manufacturers gather to learn about the latest in green building design techniques, green products, new information on green building standards, like LEED, and other related green building design and construction issues. Funding for green buildings is a key topic for attendees. By sponsoring this annual conference, the Program Administrator ("PA") is able to raise awareness of the Mass Save® program and provide on-going outreach to our chief partners and educate our industry partners and customers about our programs and new enhanced initiatives.

Energy Efficiency Benefits:

The PA can only engage new buildings in the energy efficiency programs to the extent that our customers and their design teams invite us to participate in their projects. The PAs need to be visible with organizations like NESEA so that their conference attendees, who are more likely than other design teams or building owners to engage with the PAs because of their interest in sustainability, are aware of our programs, including any changes or new offerings. By sponsoring NESEA, the PA is able to participate in and directly market at an event that draws customers and industry partners interested in energy efficient buildings.

Direct Benefit to Ratepayers:

The NESEA Building Energy Conference is a major event where the PA highlights its commitment to energy efficient new buildings and engages directly with building owners, as well as architects and engineers who design these buildings, in fruitful discussions about upcoming building projects and our potential program support. By interacting with key green building practitioners and customers the PAs can maximize energy efficiency opportunities and incentives for new construction customers. Engaging Mass Save® in late design or during construction means fewer energy efficiency opportunities at greater customer cost and less opportunity for PA support. Getting this message to architects, in particular, who lead the project teams, engineers, and building owners is very important for maximizing savings potential. It is also less costly for customers to integrate energy efficiency in a new building's design than it is to try to retrofit the building after it is built. Encouraging truly integrated design is the highest benefit/lowest cost solution to energy efficiency with new buildings, but it is only possible if integrated design starts early in the design process. The cost of this sponsorship was reasonable and prudent because the PA is able to market to a targeted community and gain benefits that they could not gain elsewhere with a similar cost.

Pump System Matter Inc

Description of Activities:

The Program Administrator ("PA") held a webinar and workshop to provide technical training on measures that are pertinent to municipal water system operators. This program provided in depth instruction on the methodology and opportunities to increase energy efficiency in pumping systems. The attendees learned how to assess and consider options to improve both efficiency and reliability of pumping systems. Energy assessments and various options for increasing efficiency and determining cost effectiveness were also discussed.

Energy Efficiency/Direct Ratepayer Benefits:

Pumping systems are amongst the highest energy consumers in drinking and wastewater operations and frequently offers one of the greatest energy cost savings opportunity. However, many small municipal facilities lack the funding or knowledge to fully engage in undertaking efficiency measures. By providing facility operators with this training, the PA created new savings opportunities for its customers.

Although categorized originally as a sponsorship, going forward this type of event would be charged to workforce development.

Questline Webinar

Description of Activities:

The Sustainable Office Design ("SOD") program provides high-performance lighting solutions to the leased commercial office market. This enables our customers to achieve higher energy savings by moving beyond basic fixture replacement approaches to a high-performance/human centric design solution that exceeds current energy code

The Program Administrators ("PAs") used Questline to conduct a webinar in 2014 at the program launch to introduce the offering to local area architects, engineers and lighting designers and initiate tenant improvement projects.

Energy Efficiency Benefits:

Even though leased-commercial office represents a significant chunk of the overall commercial real estate (CRE) market, it has been difficult to promote energy efficient solutions due to the complexity of the lease type and the speed of tenant fit-out projects. As a result, there are limited lighting rebates that effectively target this sector and encourage deep energy savings through quality lighting strategies.

Eversource developed and launched the Sustainable Office Design (SOD) initiative as a means of delivering integrated lighting solutions to this market. This program is the first of its kind to directly engage tenants, and in the process, address the all-too-common issues of split-incentives between commercial building owners and tenants.

Direct Benefit to Ratepayers:

The cost of this webinar subscription was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost. This activity is representative of something that would, going forward, be direct-billed to the C&I initiatives in the STAT category, as providing this type of information to the marketplace is critical to meeting efficiency savings targets.

Seaport World Trade Center- Eastern Lighting Peer Exchange

Description of Activities:

In January of 2013, Program Administrators ("PAs") co-hosted the second annual Eastern Lighting Peer Exchange ("ELPE") program. The ELPE is comprised of a group of professionals from both large and small utilities who meet to exchange best practices, as well as to discuss policy, new technologies, program implementation, and future trends in the energy efficiency lighting industry.

Energy Efficiency Benefits:

The program allows for formal and informal conversations between business partners and PAs. Many lighting designers, manufacturing representatives, regulators, and industry professionals are invited to present as guest lecturers and speak about energy efficiency trends in the lighting industry. The input received from different perspectives stimulates creative approaches and solutions to business challenges. The 'out of the box' thinking and skills the PAs can learn from this program not only strengthens the PA's knowledge and understanding of the lighting industry, but also results in stronger relationships with its customers and business partners.

Direct Benefit to Ratepayers:

Eversource's participation in the ELPE directly benefits customers by providing its Energy Efficiency staff with an opportunity to further expand its knowledge and skillsets of the lighting industry. This forum creates a unique opportunity for the PA's staff to learn how to better identify customer needs and the best approaches to meeting those needs. Whether customers are working directly with the PAs or with business partners who deliver the Mass Save® programs on behalf of the PAs, it is important for customers to trust the information they receive. As a result, PAs look to ensure that their staff has a thorough understanding of the industry and technologies offered to each of their customers. The cost of sponsoring this program is reasonable and prudent because the PA gained benefits that it could not gain elsewhere at a similar cost. Although categorized originally as a sponsorship, going forward support of this type of event would be charged to workforce development.

Small Business Expo

Description of Activities:

The Small Business Expo is the Nation's Largest Business to Business Trade Show, Conference & Networking Event. The Small Business Expo is a free, one-day expo that offers networking opportunities, workshops, seminars and presentations from top industry experts. The Expo is an opportunity to educate consumers, develop business leads to participate in the small business energy efficiency program and to network with peers.

Energy Efficiency Benefits:

Participation in this event gives the Company the potential to engage a large number of prospective Eversource customers. By educating and providing marketing materials, Eversource can capture some new leads and subsequent energy audits. Outcomes from this process lead to customer participation in the program adding significant savings of kWh and Therms.

Direct Benefit to Ratepayers:

Participation in the Program Administrator's energy efficiency programs can lead to a reduction in carbon footprint, more efficient operation of small businesses and reduced costs. These saving are often reinvested with new and improved equipment that the customer would not otherwise be able to afford. The cost of a booth at this event was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.

UMASS-Massachusetts Energy Efficiency Partnership (MAEEP)

Description of Activity:

The University of Massachusetts – Amherst leads the implementation of the Massachusetts Energy Efficiency Partnership ("MAEEP") in collaboration with the Program Administrator. MAEEP provides training and education to Program Administrator ("PA") staff, external business partners, and customers. MAAEP organizes the trainings that foster workforce development and facilities implementation of energy efficiency solutions.

Energy Efficiency Benefits:

This partnership enables the PAs to provide training and education on energy efficiency technologies, tools, practices and services that facilitate implementation of energy efficiency and sustainability-focused improvements for our customers. These trainings, workshops and plant tours provide hands-on training for practitioners and supports efforts to make the use the most energy efficient technology or strategy standard practice. MAEEP provides expertise gained through a combination of stakeholder input, technology transfer, education, outreach and research.

The University of Massachusetts Department of Mechanical and Industrial Engineering oversees the Industrial Assessment Center ("IAC") which assists in the implementation of MAEEP. The IAC performs free energy efficiency, waste minimization and productivity audits for industrial customers. The IAC uses the services of faculty, professional auditors, and graduate students, helping to build the contractor infrastructure that is required to achieve Massachusetts' energy policy objectives by acting as a great source of talent for the engineering community. Graduates from the IAC are typically well-trained engineers and several of whom find employment with a Program Administrator.

At its core, this partnership supports infrastructure development efforts that are needed to effectively support state energy policy objects, provides training/education to our customers, provides workforce development, and supports continued innovation in the implementation of energy efficiency services.

Direct Benefit to Ratepayers:

The PAs' partnership with UMASS, provides a multitude of benefits to ratepayers. This partnership facilitates the deployment and use of energy efficiency technologies and practices in our customers' facilities. The PAs are able to increase their outreach capabilities by efficiently disseminating information on new technologies and programs to our trade allies, vendors, and commercial & industrial customers. Local and national experts help educate the PAs' business

partners and customers on these technologies, resulting in quicker adoption of the technologies and efficient implementation. Further this unique partnership with UMASS also provides the opportunity for our business partners to receive Continuing Educational Credits (CEU) offered by UMass Amherst's Continuing & Professional Education Program. This continual workforce development is essential to stay abreast with rapidly evolving technologies and enables the PAs to continue to pursue aggressive savings goals and provide benefits to Massachusetts rate payers.

During 2013-2015, MAEEP organized trainings on key topics such as compressed air systems, retro and monitoring based commissioning, steam system assessments, advanced lighting solutions, building simulation software products, net zero energy, CHP systems. The state-wide training attendance information (i.e., all territories) is as follows:

Program Year	Number of trainings	End User/Customer Attendees	Program Administrator/ Trade Ally Attendees
2013	09	122	162
2014	10	129	244
2015	10	163	131

These trainings were attended by many of our customers and the vendors who work with us to provide engineering services to our customers in support of energy efficiency efforts.

Absent the partnership with UMASS, the PAs would likely need to pay another vendor to undertake similar effort or develop a training and education initiative with internal available resources. While other vendors could conceivably perform the required task, paying a different vendor would not have the ancillary benefits listed above such as leveraging the existing national relationships for trainings and education at subsidized costs and benefiting from the depth of knowledge of IAC staff. Therefore, the cost of this sponsorship is reasonable and prudent because the PAs have gained benefits that they could not gain elsewhere at a similar cost.

UMASS Amherst -Strengthening Ties for Collective Impact

Description of Activities:

Northeast Campus Sustainability Consortium and the New England Campus Sustainability Forum ("NECSF") brought together university professionals, faculty, and students from across the northeast region to discuss sustainability and the responsibility of the universities to support change on campuses. NECSF presented mini-grants of up to $1000 for qualifying projects from student-run organizations at colleges and universities in New England. Grants were awarded to a limited number of projects that will promote and implement sustainability efforts on campus.

Energy Efficiency/Direct Ratepayer Benefits:

Providing sponsorship fees to support the growth and knowledge of sustainability programs benefits energy efficiency by enabling the people with the ideas and knowledge to share and develop new ideas for future advancement of the industry. If the students who attended this program are able to involve each of their friends on campus to take advantage of one energy saving activity offered (i.e. new refrigerators in dorm) the kWh savings opportunity is well more than the dollars spent. Finally, the cost of this sponsorship was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.

University of Wisconsin- Principles and Practices for Managing Energy at Water & Wastewater Facilities

Description of Activities:

The Program Administrators ("PAs") have collaborated with the Mass Department of Environmental Protection ("Mass DEP") and the Department of Energy Resources ("DOER") to promote energy efficiency at drinking water and wastewater treatment facilities since 2008 through a program called Energy Leaders Roundtables. This award-winning collaboration has reached the majority of the large treatment facilities and the facilities with most interest and capacity. Many smaller facilities, however, do not have the capacity to participate in the multiple roundtables offered through the Energy Leaders collaboration. Additionally, due to the focus on promoting program awareness, ways to address barriers, and the implementation of energy efficiency recommendations at the roundtables, there is not time to sufficiently address some of the more detailed process and operational efficiency measures that are relevant to these facilities.

The PAs, Mass DEP and DOER collaborated to promote the 2 day training with cities and towns throughout the Commonwealth of Massachusetts. The 75+ attendees included operators from wastewater treatment and drinking water supply facilities as well as collaborators including staff from Mass DEP and DOER. Continuing Education certificates were issued by MA DEP through the Board of Certification of Operators of Drink Water Supply Facilities (Board) via policy DWB 94-001.

Energy Efficiency/Direct Ratepayer Benefits:

The 'Principles and Practices for Managing Energy at Water & Wastewater Facilities' workshop was offered to provide energy efficiency awareness and education to smaller facilities and to additional staff for facilities participating in the Energy Leaders Roundtables and to provide in-depth training on the efficiency opportunities available through pumping and aeration.
Drinking and wastewater operations are extremely energy-intensive, and offer a great energy savings opportunity. However, many small municipal facilities lack the funding or knowledge to fully engage in undertaking efficiency measures. By providing facility operators with this training, Eversource created new savings opportunities**.** Although categorized originally as a sponsorship, going forward this type of event would be charged to workforce development.

United States Green Building Council ("USGBC"), MA Chapter- LEED Project Showcase

Description of Activities:

The USGBC Massachusetts Chapter's LEED Project Showcase was an event held at Genzyme's headquarters building in Cambridge for architects, engineers, contractors, property managers, and others involved in designing, developing, building and promoting high performance, energy efficient green buildings in the Commonwealth. The event was held to celebrate new building projects that have successfully gone through the rigorous process of becoming LEED certified. The Program Administrator participated in many of the LEED projects that were highlighted at this event, and the energy efficient designs, to which Mass Save® contributed, played a big part in getting these projects LEED certified. The event provided marketing opportunities for the participating PAs, who co-presented our Whole Buildings Program and encouraged design teams and developers to contact Mass Save® early in the design process.

Energy Efficiency Benefits:

The PAs can only engage new buildings in the energy efficiency programs to the extent that our customers and their design team leads bring us into their projects. The PAs need to be visible with organizations like the USGBC so that their members, who are more likely than any other design teams to engage with the PAs because of their interest in sustainability, are aware of our programs, including any changes to them or new offerings. The more visible the PAs are at key events where green building practitioners are congregating, the more projects the PAs can expect to support, leading to greater energy savings across the Commonwealth.

The sponsoring PAs had an opportunity to speak at this event, highlighting the comprehensive Whole Buildings Program and the PA's interest in working with sustainability-minded practitioners. PA staff was able to network with many of the several hundred attendees to further promote the energy efficiency programs. In addition, as part of our sponsorship, we were invited to record a video interview with the New England Real Estate Journal, which was posted on their website, promoting energy efficiency and the Mass Save® New Construction programs.

Direct Benefits to Ratepayers:

The USGBC LEED Project Showcase was a major event where the PAs highlighted their commitment to energy efficient new buildings and engaged directly with architects and engineers who design new buildings in fruitful discussions about upcoming building projects and our potential program support. Sponsoring the event provided the Program Administrators with a unique opportunity to directly market the programs and encourage designers to contact and engage Mass Save® early in the design process. The early engagement message is key to

maximizing energy efficiency opportunities and incentives for our new construction customers. Engaging Mass Save® in late design or during construction means fewer energy efficiency opportunities at greater customer cost and less opportunity for Mass Save® support. Getting this message to architects, in particular, who lead the project teams, is very important for maximizing savings potential.

It is also less costly for customers to integrate energy efficiency in a new building's design than it is to try to retrofit the building after it is built. Encouraging truly integrated design is the highest benefit/lowest cost solution to energy efficiency with new buildings, but it is only possible if integrated design starts early in the design process. The cost of this sponsorship was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.

United States Green Building Council ("USGBC"), Massachusetts Chapter

Description of Activities:

Annual sponsorship of the Massachusetts Chapter of the USGBC

Energy Efficiency Benefits:

USGBC is a driver of green buildings nationally, regionally and globally. At the National Level, USGBC introduced LEED, which is the most widely recognized green building standard in the world, and which is credited with substantially moving the design community towards greener, more sustainable building designs in terms of energy savings, water savings, indoor environmental quality, advanced commissioning and more. Regionally, the Massachusetts Chapter of USGBC has been a strong promoter of energy efficient green buildings. It holds roundtable discussions, regular networking events, various committee meetings, and one or two major events annually, all directed towards promoting more green buildings in Massachusetts.
The goals of the USGBC-MA are aligned with our goals with respect to energy efficiency. We are all driving toward greener, more energy efficient, LEED certified green buildings. Our sponsorship supports the chapter's work toward greener buildings, and it gives us access to its members so that we can raise awareness of our programs and encourage engagement during early design, thereby maximizing energy efficiency opportunities and Mass Save® support.

Direct Benefits to Ratepayers:

Sponsorship of the Massachusetts Chapter of the USGBC gives us access to practitioners who design and build new buildings and who are interested in sustainability. Our goal is to have these thought leaders participate in our energy efficiency programs with each and every project on which they work. Sponsoring the Massachusetts Chapter of USGBC allows the PAs to gain access to as many of these Massachusetts building designers as possible in an attempt to continue to educate them about our new construction programs.

The early engagement message is key to maximizing energy efficiency opportunities and incentives for our new construction customers. Engaging Mass Save® in late design or during construction means fewer energy efficiency opportunities at greater customer cost and less opportunity for Mass Save® support. Getting this message to architects, in particular, who lead the project teams, is very important for maximizing savings potential. It is also less costly for customers to integrate energy efficiency in a new building's design than it is to try to retrofit the building once it is built. Encouraging truly integrated design is the highest benefit/lowest cost solution to energy efficiency with new buildings, but it is only possible if integrated design starts early in the design process. The cost of this sponsorship was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.

United States Green Building Council ("USGBC"), MA Chapter, Earth Day Tech Forum

Description of Activities:

The USGBC Massachusetts Chapter's Earth Day Tech Forum took place in April of 2015. The Chapter brought together companies wanting to showcase new green technologies with designers who specify products (and other interested parties). Attendees were asked to visit each booth to learn about the products. As a sponsor, the Program Administrator participated on a panel where the PA was asked to comment on the products showcased and on the future of the green buildings movement in Massachusetts. As a sponsor, the PA was also able to give a brief talk at the beginning of the event to market the Mass Save® New Construction programs to attendees. Attendees included architects, engineers, contractors, property managers, and others involved in designing, developing and building and promoting high performance, energy efficient green buildings in the Commonwealth.

Energy Efficiency Benefits:

The PAs can only engage new buildings in the energy efficiency programs to the extent that our customers and their design team leads bring us into their projects. The PAs need to be visible with organizations like the USGBC so that their members, who are more likely than any other design teams to engage with the PAs because of their interest in sustainability, are aware of our programs, including any changes to them or new offerings. The more visible the PAs are at key events where green building practitioners are congregating, the more projects the PAs can expect to support, leading to greater energy savings across the Commonwealth.

The Program Administrator had an opportunity to speak at this event, highlighting our comprehensive Whole Buildings Program and our interest in working with sustainability-minded practitioners. PA staff was able to network with many of the several hundred attendees to further promote the energy efficiency programs.

Direct Benefits to Ratepayers:

The USGBC Earth Day Tech Forum was a major event where the PAs highlighted our commitment to energy efficient new buildings and engaged directly with architects and engineers who design these buildings in fruitful discussions about upcoming building projects and our potential program support.

The early engagement message is key to maximizing energy efficiency opportunities and incentives for our new construction customers. Engaging Mass Save® in late design or during

construction means fewer energy efficiency opportunities at greater customer cost and less opportunity for Mass Save® support. Getting this message to architects, in particular, who lead the project teams, is very important for maximizing savings potential.

It is also less costly for customers to integrate energy efficiency in a new building's design than it is to try to retrofit the building once it is built. Encouraging truly integrated design is the highest benefit/lowest cost solution to energy efficiency with new buildings, but it is only possible if integrated design starts early in the design process. The cost of this sponsorship was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.

United States Green Building Council ("USGBC") - Upper Northeast Regional Summit

Description of Activities:

The Upper Northeast Region Summit, brought USGBC Chapter leaders from across New England together for two days of networking and learning to share best practices, explore regional priorities, and build social capital within the industry. The Summit included interactive workshops and training sessions designed to build the region's capacity to "Do the Extraordinary" as green building proponents.

Energy Efficiency Benefits:

The Summit provided an opportunity for Program Administrator ("PA") staff professional development through interactive educational workshops and green building tours. The USGBC Regional Summit also gave the PA an opportunity to highlight the work they have done, informing industry professionals about the Mass Save® programs and the services we offer. These presentations are an essential marketing effort for the PA because the more green building industry professionals are aware of the programs, the more likely the customers will involve the PAs earlier in new construction projects.

Direct Ratepayer Benefits:

This early partnership ensures the PAs are able to influence and improve energy choices for the customer. Engaging the PA in late design or during construction means fewer energy efficiency opportunities at greater customer cost and less opportunity for Mass Save® support. Getting this message to green building industry professionals through the PA's presentations at the Summit is very important for maximizing savings potential in future projects. The presentations, workshops, and networking help to both market our programs, and improve our programs through trainings and discussion with industry leaders. The cost of this conference was reasonable and prudent because the PA gained benefits to help Massachusetts customers that it could not gain elsewhere at a similar cost.

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5/2/16

To Whom It May Concern:

In regards to institutional support of the USGBC Massachusetts Chapter (USGBC MA) by a Massachusetts Program Administrator, USGBC MA deeply values the intrinsic alignment of our missions to help our communities become better places.

We support the energy efficiency goals that Massachusetts Program Administrators work towards while administering the MassSave program.

We are a state-wide 501c3 educational non-profit organization that promotes green buildings, based in Boston. Our staff includes two full-time employees, and we work with over 100 active volunteers. We support various rating systems, including LEED and WELL, which evaluate buildings. We educate professionals on the different techniques necessary to achieve a green building. We promote market adoption of green building practice in order to grow the industry and support our commercial and institutional partners.

No sponsorship funds from any Program Administrator have been used between 2013 and 2016, up to the current time, for lobbying or legislative activities.

USGBC MA understands that the Massachusetts energy efficiency Program Administrators cannot and do not support lobbying activities by organizations sponsored by the Program Administrators.

USGBC MA covenants and agrees that funds provided by any Massachusetts-operating Program Administrator as an energy efficiency or demand savings sponsorship or subscription will not be used for lobbying or other legislative activities.

Program Administrators will see clear results of sponsoring the USGBC MA. These benefits will accrue to Massachusetts ratepayers in the following ways:

- Increased participation in the energy efficiency programs of the Program Manager
- Increased recognition of the Program Manager as a delivery partner
- Increased understanding by ratepayers of the benefits of energy efficiency
- Improved adoption of energy efficiency practices and implementation by building industry professionals

USGBC MA convenes and curates a special audience of building professionals who are eager to support the implementation of the Program Administrator's goals around energy efficiency. Our members and audience are the most likely group to promote energy efficiency in the built environment.

Thank you,

Grey Lee
Executive Director
U.S. Green Building Council, Massachusetts Chapter

Utility Analytics Institute (UAI)

Description of Activity:

Membership in Utility Analytics Institute ("UAI"), enables the Program Administrator ("PA") to cost effectively explore analytic strategies and development of go-to-market plans for energy efficiency programs with a focus on peer-to-peer interactions and knowledge-sharing. Membership gives the PA access to information about analytics technologies, policies, markets, and programs.

Energy Efficiency Benefits:

As a member of UAI, PA staff has access member-only discussion forums, research library, and membership directory. Discussion forums and the membership directory help the PA to find and connect with other members and industry experts to collaborate, learn, network, and solve problems related to the delivery of energy efficiency. Through UAI, the PA can access exclusive member-only research reports, databases, presentations, case studies, and white papers to identify emerging technologies and best practices.

Direct Benefit to Ratepayers:

Membership in UAI directly benefits customers by allowing the PA to leverage industry leading analytics and business intelligence projects and techniques focused on optimizing the delivery of energy efficiency programs. This membership also provides the PA with the ability to foster relationships with industry leaders and experts from across the country who can share experiences and best practices, thereby helping Eversource improve program delivery. The ability to access research reports, case studies and best practices that benefit ratepayers and enables Eversource to continue to pursue aggressive savings goals and provide benefits to customers. Additionally, by sharing the costs of these projects collectively with other nationally interested energy efficiency parties, Eversource ratepayers will bear a significantly lower share of the cost than they would otherwise. The membership with UAI gives the PA the opportunity to pay less and access a greater number of research projects, white papers and case studies.

Vermont Energy Investment Corporation (VEIC)

Description of Activities:

VEIC conceptualized and launched the Super-Efficient Dryer Initiative ("SEDI"), a coalition of North American energy efficiency programs and energy advocates to support the collective efforts of the SEDI sponsors and to advance the market for high efficiency clothes dryers.

Energy Efficiency Benefits:

On behalf of the initiative, VEIC conducted technical research, promoted policy measures, supported energy efficiency program development, and coordinated stakeholder engagement—paving the way for advanced clothes dryer technology to transform the U.S. and Canadian retail market. In 2014, Eversource pledged $10,000 (split between Eastern MA, Western MA and Connecticut) to support the SEDI initiative in order to further the efficiency of the clothes dryer market.

Direct Benefit to Ratepayers:

The Program Administrator was able to offer an incentive to electric customers who purchased clothes dryers that met the qualifications set forth by the SEDI initiative. Customers who purchased super-efficient dryers on the SEDI qualifying product list received a $200 rebate from Eversource. Since the Initiative, the Environmental Protection Agency created a first-ever ENERGY STAR® category for clothes dryers that took effect on January 1, 2015. Finally, the cost of this membership was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.
Going forward, activity such as this would be billed to the Residential Appliances core initiative, in the STAT cost category, as it is directly related to the successful implementation of that initiative.

Western Massachusetts Green Consortium

Description of Activities:

The Western Massachusetts Green Consortium is a non-profit organization working to promote sustainability through community engagement and building awareness. One of the group's primary means of achieving their goals is the monthly "Green Night" programs. These "Green Nights" feature speakers and presentations on a variety of sustainability topics including sustainability success stories and strategies.

The Program Administrator's ("PA") $300 sponsorship in 2013 helped support this Green Night program, including the May 2013 Green Night presentation by a Homeowner who worked with the PA for a Deep Energy Retrofit project.

Energy Efficiency Benefits:

Events like the Green Night program offer a unique opportunity for the PA to engage with local communities, and build program awareness among a group of stakeholders where improved knowledge of the programs offered by the PA, and how those programs can align with their interests, could drive success for our energy efficiency programs.

Direct Benefit to Ratepayers:

The Green Night programs are available to ratepayers, and offer information which could directly benefit a ratepayer either in attendance, or someone who may learn about the PA's programs indirectly with information shared through this community engagement effort. The cost of sponsoring this program is reasonable and prudent because the PA gained benefits that it could not gain elsewhere at a similar cost.

Wolters Klumer & Business

Description of Activities:

Payment to Wolters Klumer & Business is an annual subscription charge for the monthly newsletter “Energy Design Update”.

Energy Efficiency/Direct Ratepayer Benefits:

The newsletter provides monthly updates on energy efficiency housing designs and new construction. Most importantly, the newsletter highlights changes in federal regulations in energy efficiency codes and standards in the housing industry.

The information contained in the newsletter assists the Mass Save® programs, especially the New Construction programs, in adjusting the program to new regulations, informing contractors of the federal mandates and making sure that our customers are being properly informed and served. Finally, the cost of this subscription was reasonable and prudent because the Program Administrator gained benefits that they could not gain elsewhere with a similar cost.
Although this was initially categorized as a sponsorship, going forward this type of cost will be billed to the Residential core initiatives in the STAT cost category, as it is an implementation cost that enables successful program delivery.

Worcester Business Journal – MA Energy Summit

Description of Activities:

As a Supporting Sponsor, the Program Adminsitrator ("PA") was able to participate with a table display and access to the sessions for the 8th Annual Massachusetts Energy Summit meant to bring together leaders from the energy sector and leading business executives from throughout the state to share the latest market intelligence as companies seek to better manage energy line item on their company's budget

Energy Efficiency/Direct Ratepayer Benefits:

The PA's participation was specifically to gain interaction to the Worcester area for additional gas project opportunities. The PAs had hoped to meet with 30-40 contacts but the program attracted 300 attendees!

Ratepayers benefit by PA staff attending these types of programs because Eversource expects to reach new customers and identify new energy savings opportunities. Finally, the cost of this sponsorship was reasonable and prudent because the Program Administrator gained benefits and connections that they could not gain elsewhere at a similar cost.

POLICY ON SPONSORSHIPS & SUBSCRIPTIONS

A. Hard-to Measure "Sponsorships and Subscriptions"

Sponsorships and subscriptions are undertaken by the PAs in order to support the goals of the Green Communities Act ("GCA") and acquire all available cost-effective energy efficiency. Costs included on the Sponsorships and Subscriptions hard-to-measure line items provide direct benefits to customers, but are not directly linked to specific in-the-field energy efficiency measures or services. Sponsorships and subscriptions support the energy efficiency market, encourage workforce education, attract skilled employees to Massachusetts, and promote innovation in both service delivery and the development and testing of energy efficient technologies. In accordance with the Order of the Department of Public Utilities regarding the 2016-2018 Three-Year Energy Efficiency Plan and general accepted practice, each sponsorship and subscription expense must be reasonable, prudently incurred, and provide a direct benefit to Massachusetts customers. Detailed definitions are as follows:

- **Sponsorship**: Payment by or on behalf of a PA to financially support an organization, event, or project directed by a non-PA person or group, in order to gain participation or access to a benefit of sponsorship. The purpose of these costs may include, without limitation, sharing of regional and national best practices, transformation of energy efficiency markets, influencing manufacturers, furthering energy efficiency evaluation techniques and standards, and the ability to network (with customers, contractors, evaluators, or other experts) to learn about additional energy efficiency opportunities and ways in which to improve offered energy efficiency services. These activities all provide benefits to customers and programs generally, but do not focus on a specific initiative. Specific categories of sponsorships enumerated by the Department include:

    1. Energy efficiency forums
    2. Trade associations
    3. National industry associations
    4. Groups that target specific industry sectors
    5. Universities and organizations that develop new technologies
    6. Residential focused groups to educate and engage with the community

    Costs reported in the hard-to-measure line items will be limited to sponsorships that are anticipated to provide benefits to customers but are not associated with a specific program or initiative. Conversely, expenses related to the above categories that directly impact programs will be included in the appropriate program budget (see Section B, below).

- **Subscription**: Payment by or on behalf of a PA to receive or use something related to energy efficiency over a fixed period of time, such as a periodical, a book series, or an informational service.

Costs will be categorized in the appropriate cost category.

Examples and Cost Categorization

1. Membership Dues for Consortium for Energy Efficiency ("CEE") - allows the PAs to provide guidance to manufacturers who make equipment that can be used to increase efficiency or options in the programs, and gives the PAs early insight into new technologies coming to market.
   - *Line item*: Sponsorships & Subscriptions hard-to-measure for each sector
   - *Cost Category*: PP&A

   (Note that other charges from CEE specifically related to programs may be included as program costs; see Section B, below)

2. Membership in Ally Program of American Council for an Energy-Efficient Economy ("ACEEE") - allows PAs to bring awareness to the programs generally and advance Massachusetts' goals throughout the national energy efficiency community. Allies gain access to a national center of expertise as well as unique opportunities to help contribute to and shape the nation's energy efficiency research and program agenda. Allies also learn from networks of peers and other experts about the latest trends and issues in energy efficiency. Additionally, Allies receive industry-leading information on energy efficiency markets, technology, and policy. Participation in ACEEE's Ally program allows the PAs to share in the expertise of ACEEE and other Ally members on energy efficiency technologies and opportunities that can influence the programs of the future and help PAs improve program delivery.
   - *Line item*: Sponsorships & Subscriptions hard-to-measure for each sector
   - *Cost Category*: PP&A

3. Sponsorship of International Energy Program Evaluation Conference ("IEPEC") – allows the PAs to participate in the annual professional conference, which is held for energy program implementers, evaluators of those programs, local, state, national and international representatives, and academic researchers involved in evaluation. The conference provides a forum for the presentation, critique and discussion of objective evaluations of energy programs, and promotes the documentation of unbiased, peer-reviewed evaluations that establish the basis for accurate information and provide credible evidence of program success or failure. In addition, the PAs gain access to information on current issues, market assessments, emerging technologies, and alternatives to traditional centralized supply-side options, as well as educational workshops on relevant topics, including information on evaluation methodologies, vendors, and strategies to continuously improve evaluation of the PAs' programs. In addition, support of IEPEC provides the PAs with the opportunity to learn about new program efforts and how those innovative approaches are working in other areas. This helps the PAs to effectively deliver energy efficiency solutions to customers.
   - *Line item: Sponsorships & Subscriptions hard-to-measure for each sector*
   - *Cost Category: Evaluation and Market Research*

B. Program Expenses (NOT Hard-to-Measure "Sponsorships and Subscriptions")

Expenses paid to directly support a program are program expenses and will be included in and allocated to the appropriate programs/core initiatives where benefits are expected to be realized. *A cost may be included in program line items even if called a sponsorship or subscription because the expense is directly related to the program.* These expenses include:

- **Data Purchase**: Payments made to receive data on a one-time or recurring basis will be included in the programs to which the data relates.

- **Memberships / Employee Training**: Membership fees (group or individual) where the fee is not used to sponsor a conference or event, but rather as a cost-efficient way to obtain multiple individual employee memberships, receive tickets to conferences for learning opportunities for employees, advertise energy efficiency programs to customers/contractors, provide direct access to member lists, and advertise energy efficiency job positions. Employee conference and training attendance enhances employee skills and teaches the employee about new technologies and strategies, helping the employee in his or her job/role and improving the programs. The conference/training must provide an energy efficiency related benefit and the PA should determine if the value of the employee's attendance justifies the costs.

- **Goods or Services**: Expenditures made to pay for a good or service, such as a product table at an event (without otherwise sponsoring the event or organization).

Costs will be categorized in the appropriate cost category.

Examples and Cost Categorization

1. Sponsorship of an HVAC conference where a PA presents on Heating & Cooling energy efficiency in order to market the Mass Save program.
   - *Line item*: Residential Heating & Cooling program core initiatives
   - *Cost Category*: Marketing and Advertising

2. Subscription to or sponsorship of an organization that shares or disseminates data that the PAs use for planning or evaluation.
   - *Line item*: Each affected program/core initiative
   - *Cost Category*: PP&A for planning data or Evaluation and Market Research for evaluation data

3. Sponsorship of a community event at which a PA promotes Mass Save through brochures, banners, and tabling to potential customers.
   - *Line item*: All relevant programs/core initiatives
   - *Cost Category*: Marketing and Advertising

4. Sponsorship of the Design Lights Consortium, which directly impacts the lighting products the PAs offer in C&I programs as well as lighting design practices for C&I customers and program design and implementation.
   - *Line item*: C&I Upstream Lighting and C&I Retrofit core initiatives
   - *Cost Category*: Sales, Technical Assistance & Training

4. Group Membership in Association of Energy Services Professionals, with which the PA gains "points," and uses these points to assign individual memberships to staff members, allowing staff to improve their skills and learn innovate ideas and best practices to improve program delivery and achieve energy savings.
   - *Line item*: All relevant programs/core initiatives
   - *Cost Category*: PP&A

Documentation of Expenditures Included in Program Costs

In 2016-2018, the PAs will contemporaneously document the benefits to customers of expenditures that are or were previously included in the Sponsorships & Subscriptions hard-to-measure line item in 2013-2015, including any sponsorship or membership payment that is made to directly affect programs and is included in program line items. PAs do not intend to provide a detailed explanation of benefits (or contemporaneously document the benefits) associated with costs that were never included in the Sponsorships & Subscriptions line items, including (1) payments solely for goods and services (e.g., tabling), (2) the purchasing of data, (3) conference fees paid for directly by employees, and (4) costs included in other line items (e.g., Residential Education (in-school programs), Workforce Development (third-party trainings)). The PAs will provide detailed information about all costs in the Term Report in accordance with the Term Report template.

C. Lobbying or Engagement in Legislative Activity

For each sponsorship and subscription expenditure, the PA will determine whether the sponsored organization is a registered lobbyist or engages in legislative activity[1]. For all sponsored organizations, whether registered as a lobbyist or not, PAs will seek to obtain a written statement prior to providing monetary support covenanting in substance as follows:

[The Organization] understands that the Massachusetts energy efficiency Program Administrators cannot and do not support lobbying activities by organizations sponsored by the Program Administrators. [The Organization] covenants and agrees that funds provided by [Company] as an energy efficiency or demand savings sponsorship or subscription will not be used for lobbying or other legislative activities.

In the event a PA determines that sponsorship of an organization that is involved in lobbying activities has a direct benefit to Massachusetts customers, the PA will document the benefits and provide evidence of how the funds at issue are used by the sponsored organization. Consistent

[1] In 2016 – 2018, this information will also be obtained for commitments that were included as "Sponsorships and Subscriptions" in 2013-2015 even if the costs are now being directed to specific programs or core initiatives.

with the Department's directives in the 2016-2018 Three-Year Plan Order, the organization must also provide documentation that (1) details the structure and function of the sponsored organization; (2) identifies the percentage of resources devoted to lobbying and legislative activities; and (3) provides the method used to derive the percentage.

PAs expect to sponsor organizations that lobby or advocate for more stringent codes and standards. The PAs will document all spending as noted above, but will work under the presumption that more stringent codes and standards provide a direct benefit to customers.

D. Annual Review Process

Prior to filing the Plan-Year Report or Term Report, each PA will review all sponsorship and subscription spending incurred during the prior program year (including, in 2016-2018, those expenses directly affecting programs and categorized in program line items that were previously included as Sponsorships & Subscriptions hard-to-measure costs in 2013-2015) to determine whether the events or organizations sponsored in the prior year realized the expected benefits (noting that some benefits may take more than a year to accrue, and that many benefits are not quantifiable). Each PA will document actual benefits realized, and verify that each expense was reasonable, prudently incurred, and was intended to provide a direct benefit to customers.

E. Process to Determine Whether to Enter into a Sponsorship or Subscription; Contemporaneous Documentation

Step 1. **Identify** sponsorship or subscription opportunity – may come from staff or vendor.

Step 2. Identify and document the **purpose** of the organization or event to assess whether it is **directly related to energy efficiency**.

Step 3. Identify and document in detail the expected **direct energy efficiency-related benefit to Massachusetts customers** of the expense, which may include: enhanced energy efficiency program delivery, marketing and education opportunities, reaching key industry sectors, sharing of best practices, access to manufacturers, contractors, and/or data and evaluation materials, assisting the PA in achieving savings or satisfying an energy efficiency related statutory mandate, or other benefits. For sponsorships that are being renewed, identify the benefits that were achieved in prior years and their impact on the decision to renew the sponsorship.

Step 4. Assess whether the associated sponsorship costs are **reasonable and prudent** in relation to the expected benefits; determine if the opportunity is the best and most cost-efficient means by which the PA can achieve the expected benefits.

Step 5. Determine whether or not the organization is a registered lobbyist or otherwise **engages in lobbying** (note that an organization can be engaged in lobbying even if it is not required to be a formally registered lobbyist). For organizations that do engage in lobbying, additional scrutiny should be used to determine that the sponsorship funds will not be spent for lobbying purposes. If it is determined that the sponsorship is prudent, ensure that the organization seeking sponsorship signs a statement that organization will not use PA funds for lobbying purposes and gather evidence that: (1) details the structure and function of the sponsored organization (e.g., organization

chart, mission statement); (2) identifies the percentage of resources devoted to lobbying and legislative activities; and (3) provides the method used to derive the percentage.

Step 6. Determine and document how the expenditure will be allocated between a PA's **gas and electric operations** (when applicable), based on the benefits to be realized by each fuel type's customers.

Step 7. Determine and document the **appropriate line item and cost category**, including: whether the expense (1) is a hard-to-measure Sponsorship or Subscription; or (2) directly affects a program, and if so, determine which programs and how the expense will be allocated among the impacted core initiatives. Determine and document the appropriate budget category (PP&A, Marketing, STAT, or Evaluation and Market Research). When appropriate, coordinate with other PAs for consistency.

Step 8. Obtain sign-off from the designated PA staff approving the sponsorship or subscription.

Step 9. Obtain documentation from a manager (or equivalent) of the organization stating that it **will not use PA funds for lobbying purposes**. For organizations that engage in lobbying, ensure that the PA has received all information listed in Step 5.

Step 10. Confirm that all **logos and marketing** materials used in relation to the sponsorship for which the PA will seek cost recovery from energy efficiency are designed to support and promote energy efficiency programs.

Step 11. **Pay invoice** per standard PA procedure.

Step 12. **Review** all costs following completion of sponsored event or program and determine whether and how the expected benefits were realized. Determine whether the PA would sponsor or participate in the organization or event again in the future.

Examples of Statewide Potential Sponsorship & Subscriptions Cost Categories

(*Commencing January 1, 2016*)

Organization Name	Purpose of Funding	Line Items (HTM or programs)	Cost Category	Registered MA Lobbyist
ACCA Contractors Event	Sponsorship	All programs	Marketing	No
Affordable Comfort (Home Performance Coalition)	Exhibit booth at Home Performance Conference	Residential & Low-Income programs	Marketing	No
American Council for an Energy-Efficient Economy (ACEEE)	Membership in the Allies Program	Hard-to-Measure S&S	PP&A	No
American Council for an Energy-Efficient Economy (ACEEE)	Conference Sponsorships	Hard-to-Measure S&S	Marketing	No
American Council for an Energy-Efficient Economy (ACEEE)	Research	All relevant programs	Eval & Market Research	No
Association of Energy Engineers National (AEE)	Membership (corporate/group)	All relevant programs	PP&A	No
Association of Energy Services Professionals (AESP)	Membership (corporate)	All relevant programs	PP&A	No
Association of Energy Services Professionals (AESP) / Northeast Energy Efficiency Council	AESP/NEEC Annual Conference	All relevant programs	PP&A	No
CEE - Consortium for Energy Efficiency	Membership Dues	Hard-to-Measure S&S	PP&A	No
CEE - Consortium for Energy Efficiency	Lighting for Tomorrow Sponsorship	Residential Lighting core initiative	STAT	No
CEE - Consortium for Energy Efficiency	Benchmarking Project	Hard-to-Measure S&S	Eval & Market Research	No
CEE - Consortium for Energy Efficiency	Summer Meeting Sponsorship	All programs	PP&A	No
Compressed Air Challenge	Sponsorship	C&I programs (electric)	STAT	No
Design Lights Consortium (project of NEEP)	Membership	Relevant C&I programs (electric)	STAT	No
Facility Managers Association (IFMA)	Membership	C&I programs	Marketing	No
Harwich Chamber of Commerce	Sponsorship - Lower Cape Home & Garden Expo	Relevant programs	Marketing	No
International Energy Program Evaluation Conference (IEPEC) Conference	Sponsorship	Hard-to-Measure S&S	Eval & Market Research	No
Massachusetts Food Association	Annual Dues	C&I New Construction	Marketing	Yes
Massachusetts Restaurant Association	Annual Sponsorship of Organization	C&I New Construction	Marketing	Yes
Northeast Energy Efficiency Council (NEEC)	Membership/Sponsorship	All programs	PP&A	Yes
Northeast Sustainable Energy Association (NESEA)	Sponsorship of Building Energy Conference	Hard-to-Measure S&S	Marketing	No
PHCC of MA (Plumbing-Heating-Cooling Contractors Association)	Membership dues (trade show)	All programs	Marketing	No
Town of Amherst Sustainability Fair	Local Event Sponsorship	All relevant programs	Marketing	No
US Green Building Council (USGBC)	Membership	All C&I New Construction	Marketing	Yes
Wolters Kluwer Law and Business	Energy Magazine Subscription	All relevant programs	STAT	No

APPENDIX H

NSTAR Electric Company

Performance Incentive Model

2013 - 2015 Energy Effiency Performance Incentives (PI)
($2013)

	Eversource Electric (NSTAR)	Total	Comment
1	Plan Benefits	$ 2,746,471,502	D.P.U. 15-49, Appendix 5A - Performance Incentive Model, Electric Input, Line 5
2	Threshold Benefits	$ 2,059,853,627	Line 1 * 75%
3	Evaluated Benefits	$ 3,181,315,840	Cost-Effectiveness (2013$): Total Evaluated Benefits
4	Savings Payout Rate 2013 - 2015	$ 0.0074088	D.P.U. 15-49, Appendix 5A - Performance Incentive Model, Reallocation, Line 10 (metrics $ reallocated per D.P.U. 13-67)
5	Plan Savings Incentives	$ 20,348,138	Line 1 * Line 4
6	Cap on Savings Incentives	$ 25,435,173	Line 5 * 125%
7	Evaluated Savings Incentives	$ 23,569,826	If Line 3 is greater than or equal to Line 2, Line 3 * Line 4. Otherwise, $0.
8	Claimed Savings Incentives	**$ 23,569,826**	Minimum of lines 6 and 7.
9	Plan Net Benefits Excluding PI	$ 1,940,898,064	D.P.U. 15-49, Appendix 5A - Performance Incentive Model, Electric Input, Line 17
10	Threshold Benefits	$ 1,455,673,548	Line 9 * 75%
11	Evaluated Total Costs	$ 846,671,716	Cost-Effectiveness (2013$): Total Resource Costs (which includes Line 12 below)
12	PI (included in Line 11)	$ -	Estimated Performance Incentive before final
13	Evaluated Net Benefits Excluding PI	$ 2,334,644,124	Line 3 - Line 11 + Line 12
14	Value Payout Rate 2013 - 2015	$ 0.0064938	D.P.U. 15-49, Appendix 5A - Performance Incentive Model, Reallocation, Line 14 (metrics $ reallocated per D.P.U. 13-67)
15	Plan Value Incentives	$ 12,603,817	Line 9 * Line 14
16	Cap on Value Incentives	$ 15,754,771	Line 15 * 125%
17	Evaluated Value Incentives	$ 15,160,728	Line 13 * Line 14 if Line 13 is greater than or equal to Line 10. Otherwise, $0.
18	Claimed Value Incentives	**$ 15,160,728**	Minimum of lines 16 and 17.
19	Total Planned Peformance Incentive	**$ 32,951,955**	Line 5 + Line 15
20	Total Claimed Peformance Incentive	**$ 38,730,553**	Line 8 + Line 18

APPENDIX H

Western Massachusetts Electric Company

Performance Incentive Model

2013 - 2015 Energy Effiency Performance Incentives (PI)
($2013)

	Eversource Electric (WMECO)	Total	Comment
1	Plan Benefits	$ 576,180,745	D.P.U. 15-49, Appendix 5A - Performance Incentive Model, Electric Input, Line 5
2	Threshold Benefits	$ 432,135,559	Line 1 * 75%
3	Evaluated Benefits	$ 653,774,089	Cost-Effectiveness (2013$): Total Evaluated Benefits
4	Savings Payout Rate 2013 - 2015	$ 0.0074088	D.P.U. 15-49, Appendix 5A - Performance Incentive Model, Reallocation, Line 10 (metrics $ reallocated per D.P.U. 13-67)
5	Plan Savings Incentives	$ 4,268,825	Line 1 * Line 4
6	Cap on Savings Incentives	$ 5,336,031	Line 5 * 125%
7	Evaluated Savings Incentives	$ 4,843,701	If Line 3 is greater than or equal to Line 2, Line 3 * Line 4. Otherwise, $0.
8	Claimed Savings Incentives	**$ 4,843,701**	Minimum of lines 6 and 7.
9	Plan Net Benefits Excluding PI	$ 387,551,811	D.P.U. 15-49, Appendix 5A - Performance Incentive Model, Electric Input, Line 17
10	Threshold Benefits	$ 290,663,858	Line 9 * 75%
11	Evaluated Total Costs	$ 196,445,195	Cost-Effectiveness (2013$): Total Resource Costs (which includes Line 12 below)
12	PI (included in Line 11)	$ -	Estimated Performance Incentive before final
13	Evaluated Net Benefits Excluding PI	$ 457,328,894	Line 3 - Line 11 + Line 12
14	Value Payout Rate 2013 - 2015	$ 0.0064938	D.P.U. 15-49, Appendix 5A - Performance Incentive Model, Reallocation, Line 14 (metrics $ reallocated per D.P.U. 13-67)
15	Plan Value Incentives	$ 2,516,687	Line 9 * Line 14
16	Cap on Value Incentives	$ 3,145,858	Line 15 * 125%
17	Evaluated Value Incentives	$ 2,969,805	Line 13 * Line 14 if Line 13 is greater than or equal to Line 10. Otherwise, $0.
18	Claimed Value Incentives	**$ 2,969,805**	Minimum of lines 16 and 17.
19	Total Planned Peformance Incentive	**$ 6,785,511**	Line 5 + Line 15
20	Total Claimed Peformance Incentive	**$ 7,813,506**	Line 8 + Line 18