

# Greater Lawrence Update

Elizabeth Cellucci  
Director, Energy Efficiency  
September 2020



# Completed Installations

## August

## 2020 Year to Date Total

	August		2020 Year to Date Total		
	Participants	Incentives	Participants	Incentives	Therm Savings
Residential	79	\$ 383,540	1,140	\$ 4,641,384	401,794
Low Income	2	\$ 8,134	85	\$ 573,940	124,304
C&I (Small Business)	7	\$ 29,979	38	\$ 143,210	18,353
C&I (Custom)	5	\$ 148,230	14	\$ 391,658	115,370
<b>Total Custom</b>	<b>93</b>	<b>\$ 569,883</b>	<b>1,277</b>	<b>\$ 5,750,192</b>	<b>659,822</b>
Rebates	43	\$ 50,543	459	\$ 647,957	48,068
<b>Total</b>	<b>136</b>	<b>\$ 620,426</b>	<b>1,736</b>	<b>\$ 6,398,149</b>	<b>707,889</b>

# Assessments & Site Visits

	August	2020 YTD	
Residential	49	1071	
Low Income	5	54	
C&I (Small Business)		0	9
C&I (Custom)	0	0	
Total Assessments	54	1134	

## Completed Installations, Comparing 2019 and 2020

	Jan-May 2019	Jan-May 2020
Residential	1,091	1,140
Residential Low Income	136	85
C&I Small	56	38
C&I Custom	13	14
Rebates	890	459

# Residential Summary by Town

## Greater Lawrence Summary Year to Date through August 2020

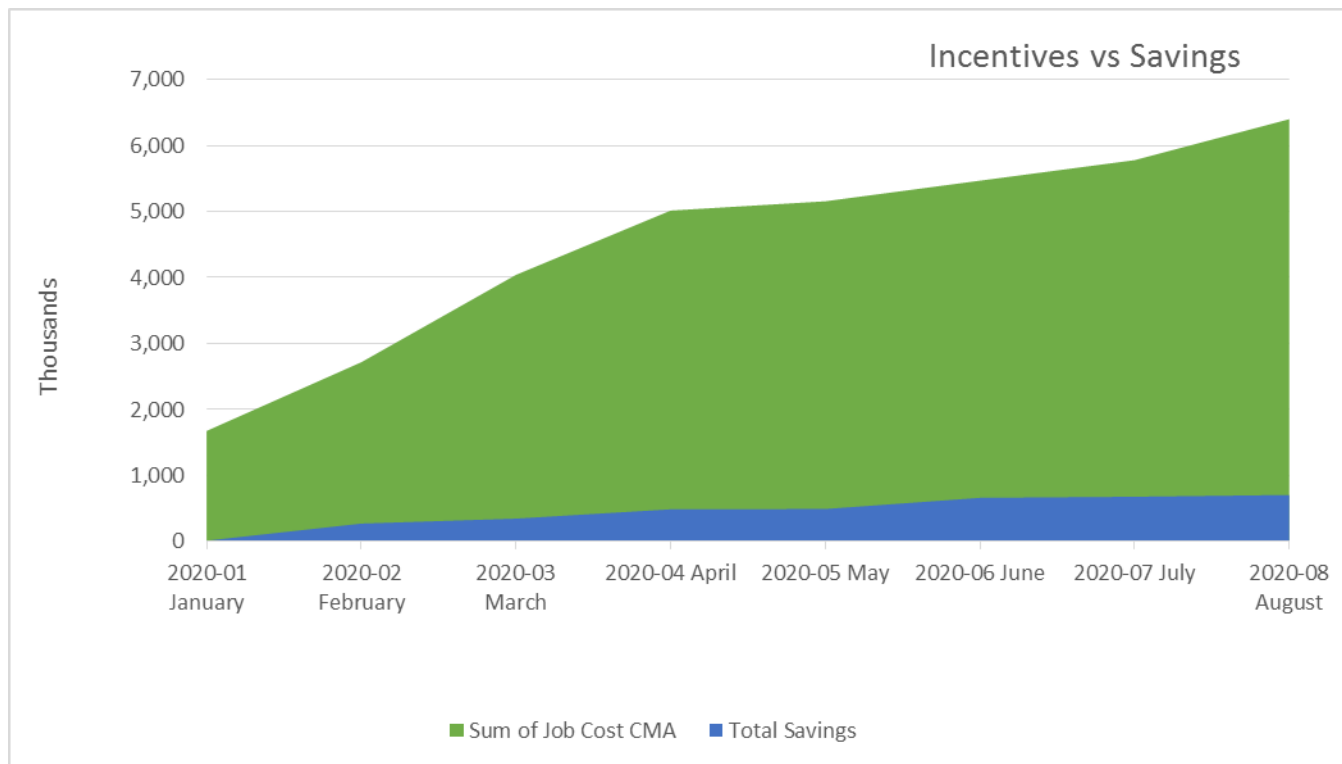
	Residential (Non-Low Income and Low Income, SF + MF)	HEA*	Jobs Completed**	Therm Savings	Incentives	Therms /Job	Cost /Job	Cost /Therm	# of Accounts	% with Audits	% with Jobs
Andover	Non Low-income	748	709	138,715	\$1,988,736	196	\$2,805	\$14.34	7,629	10%	9%
	Low Income	5	5	1,594	\$34,145	319	\$6,829	\$21.42	198	3%	3%
	<b>Total Residential</b>	<b>753</b>	<b>714</b>	<b>140,309</b>	<b>\$2,022,882</b>	<b>197</b>	<b>\$2,833</b>	<b>\$14.42</b>	<b>7,827</b>	<b>10%</b>	<b>9%</b>
Lawrence	Non Low-income	521	493	85,257	\$1,186,156	173	\$2,406	\$13.91	12,271	4%	4%
	Low Income	65	65	24,476	\$458,252	377	\$7,050	\$18.72	6,451	1%	1%
	<b>Total Residential</b>	<b>586</b>	<b>558</b>	<b>109,733</b>	<b>\$1,644,407</b>	<b>197</b>	<b>\$2,947</b>	<b>\$14.99</b>	<b>18,722</b>	<b>3%</b>	<b>3%</b>
North Andover	Non Low-income	545	520	116,683	\$1,677,201	224	\$3,225	\$14.37	5,269	10%	10%
	Low Income	4	4	1,254	\$26,277	314	\$6,569	\$20.95	283	1%	1%
	<b>Total Residential</b>	<b>549</b>	<b>524</b>	<b>117,937</b>	<b>\$1,703,477</b>	<b>225</b>	<b>\$3,251</b>	<b>\$14.44</b>	<b>5,552</b>	<b>10%</b>	<b>9%</b>
<b>Overall Residential Total</b>		<b>1,888</b>	<b>1,796</b>	<b>367,979</b>	<b>\$5,370,766</b>	<b>205</b>	<b>\$2,990</b>	<b>\$14.60</b>	<b>32,101</b>	<b>6%</b>	<b>6%</b>

HEA = Home Energy Assessment, SF only

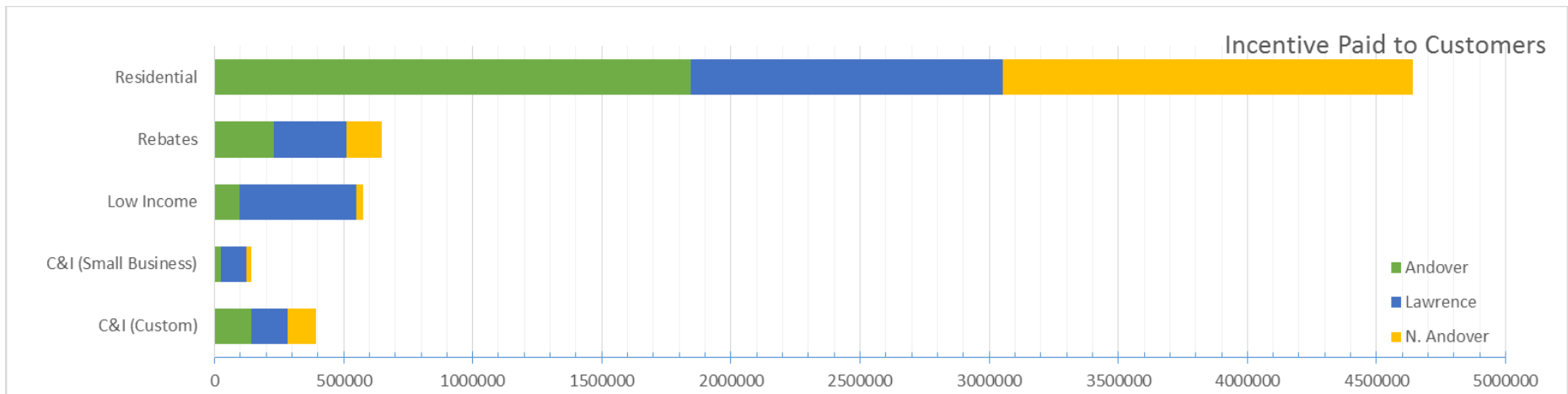
Jobs Completed = Residential customer with any measure installed

- Excludes commercially metered multifamily properties, both market rate and low income.
- HEAs are not tracked separately for multifamily properties, used # of jobs as a proxy.

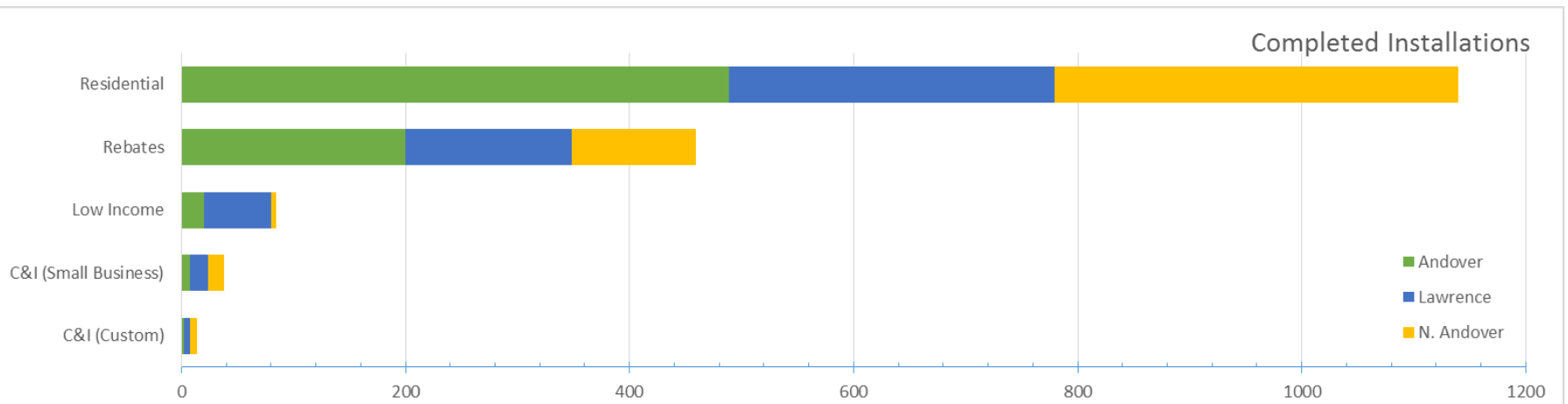
# Total Incentives vs. Total Savings



# Incentives Paid to Customers



# Completed Jobs





# Savings

