

Greater Lawrence Update

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July 2020



Completed Installations

June

2020 Year to Date Total

	Participants		Incentives		Therm Savings	
	Participants	Incentives	Participants	Incentives	Therm Savings	
Residential	13	\$ 198,265	999	\$ 4,066,312	386,266	
Low Income	3	\$ 8,703	75	\$ 397,431	115,092	
C&I (Small Business)	0	\$ -	29	\$ 102,091	14,578	
C&I (Custom)	4	\$ 80,369	11	\$ 361,112	110,316	
Total Custom	20	\$ 287,337	1,114	\$ 4,926,947	626,252	
Rebates	15	\$ 24,891	371	\$ 539,944	37,744	
Total	35	\$ 312,228	1,485	\$ 5,466,891	663,996	

Assessments & Site Visits

	June	2020 YTD
Residential	29	990
Low Income	3	44
C&I (Small Business)	0	9
C&I (Custom)	0	0
Total Assessments	32	1043

Completed Installations, Comparing 2019 and 2020

	Jan-Jun 2019	Jan-Jun 2020
Residential	641	999
Residential Low Income	108	75
C&I Small	41	29
C&I Custom	11	11
Rebates	805	371

Residential Summary by Town

Greater Lawrence Summary Year to Date through June 2020

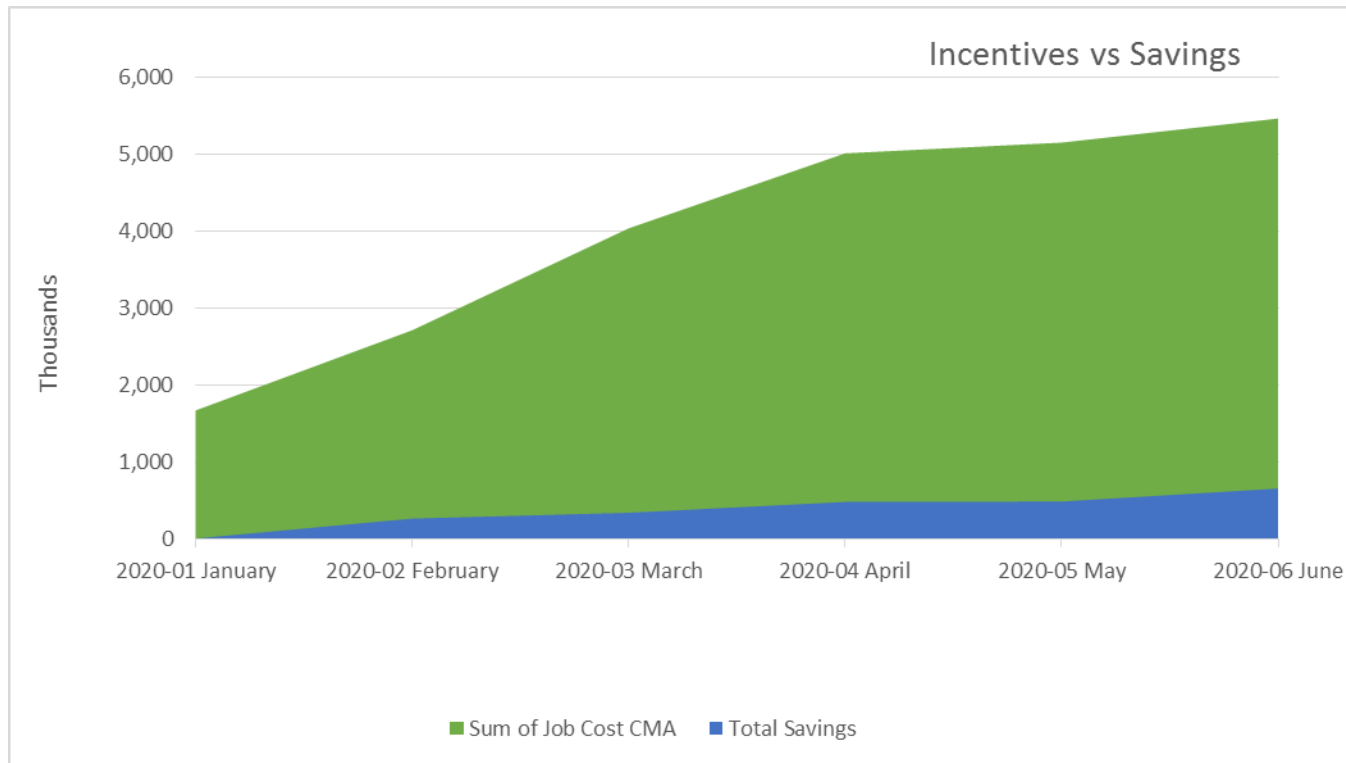
Residential (Non-Low Income and Low Income, SF + MF)		HEA*	Jobs Completed **	Therm Savings	Incentives	Therms /Job	Cost /Job	Cost /Therm	# of Accounts	% with Audits	% with Jobs
Andover	Non Low-income	717	685	175,727	\$1,857,750	257	\$2,712	\$10.57	7,629	9%	9%
	Low Income	3	3	797	\$17,621	266	\$5,874	\$22.11	198	2%	2%
	Total Residential	720	688	176,524	\$1,875,371	257	\$2,726	\$10.62	7,827	9%	9%
Lawrence	Non Low-income	507	484	114,993	\$1,156,855	238	\$2,390	\$10.06	12,271	4%	4%
	Low Income	59	59	16,324	\$304,658	277	\$5,164	\$18.66	6,451	1%	1%
	Total Residential	566	543	131,317	\$1,461,513	242	\$2,692	\$11.13	18,722	3%	3%
North Andover	Non Low-income	509	491	153,277	\$1,596,005	312	\$3,251	\$10.41	5,269	10%	9%
	Low Income	3	3	991	\$19,886	330	\$6,629	\$20.07	283	1%	1%
	Total Residential	512	494	154,268	\$1,615,891	312	\$3,271	\$10.47	5,552	9%	9%
Overall Residential Total		1,798	1,725	462,109	\$4,952,775	268	\$2,871	\$10.72	32,101	6%	5%

HEA = Home Energy Assessment, SF only

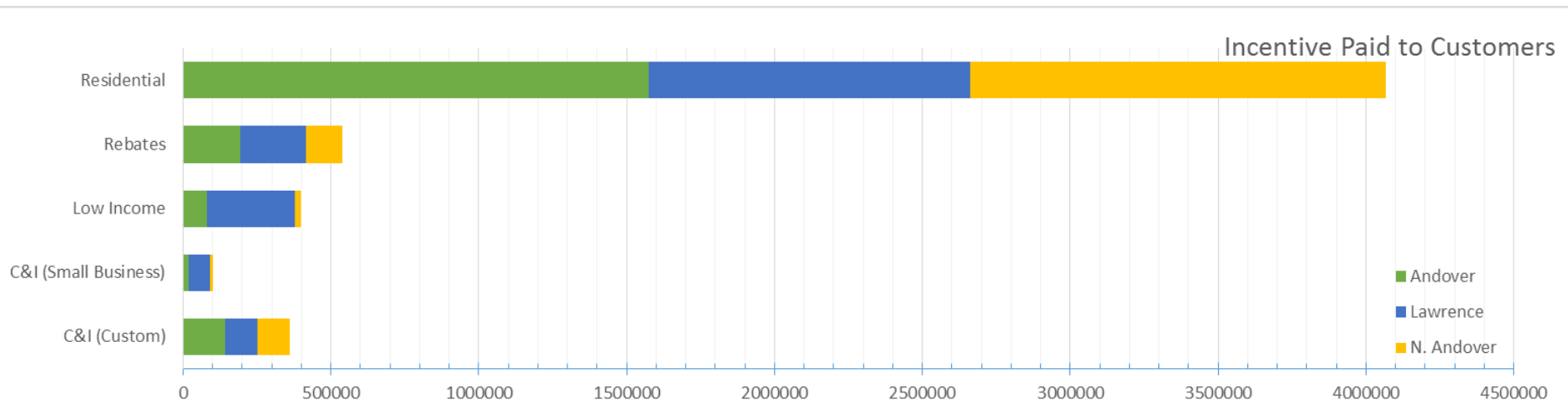
Jobs Completed = Residential customer with any measure installed

- 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.

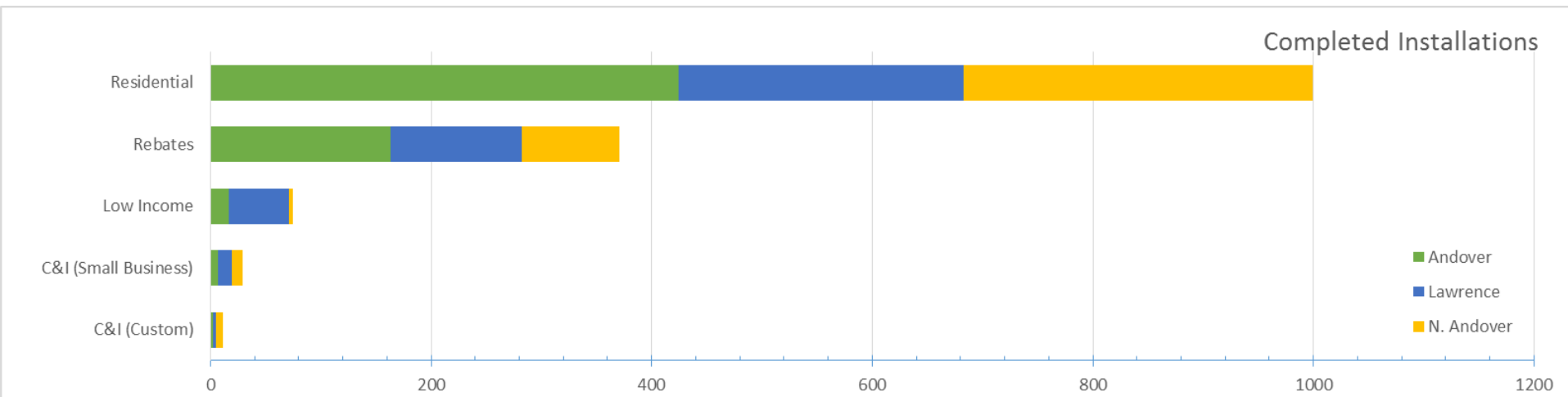
Total Incentives vs. Total Savings



Incentives Paid to Customers



Completed Jobs



Savings

