Greater Lawrence Update

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Completed Installations

	April			2020 Year to Date Total			
	Participants		Incentives	Participants		Incentives	Therm Savings
Residential	149	$	673,981	952	$	3,789,903	310,568
Low Income	9	$	34,021	71	$	377,746	114,077
C&I (Small Business)	13	$	63,024	29	$	102,091	14,578
C&I (Custom)	1	$	911	7	$	280,743	19,984
Total Custom	**172**	**$**	**771,936**	**1,059**	**$**	**4,550,484**	**459,206**
Rebates	139	$	202,345	321	$	464,278	31,023
Total	**311**	**$**	**974,281**	**1,380**	**$**	**5,014,762**	**490,229**

Assessments & Site Visits

	April	2020 YTD
Residential	68	941
Low Income	0	41
C&I (Small Business)	0	9
C&I (Custom)	0	0
Total Assessments	**68**	**991**

Residential Summary by Town

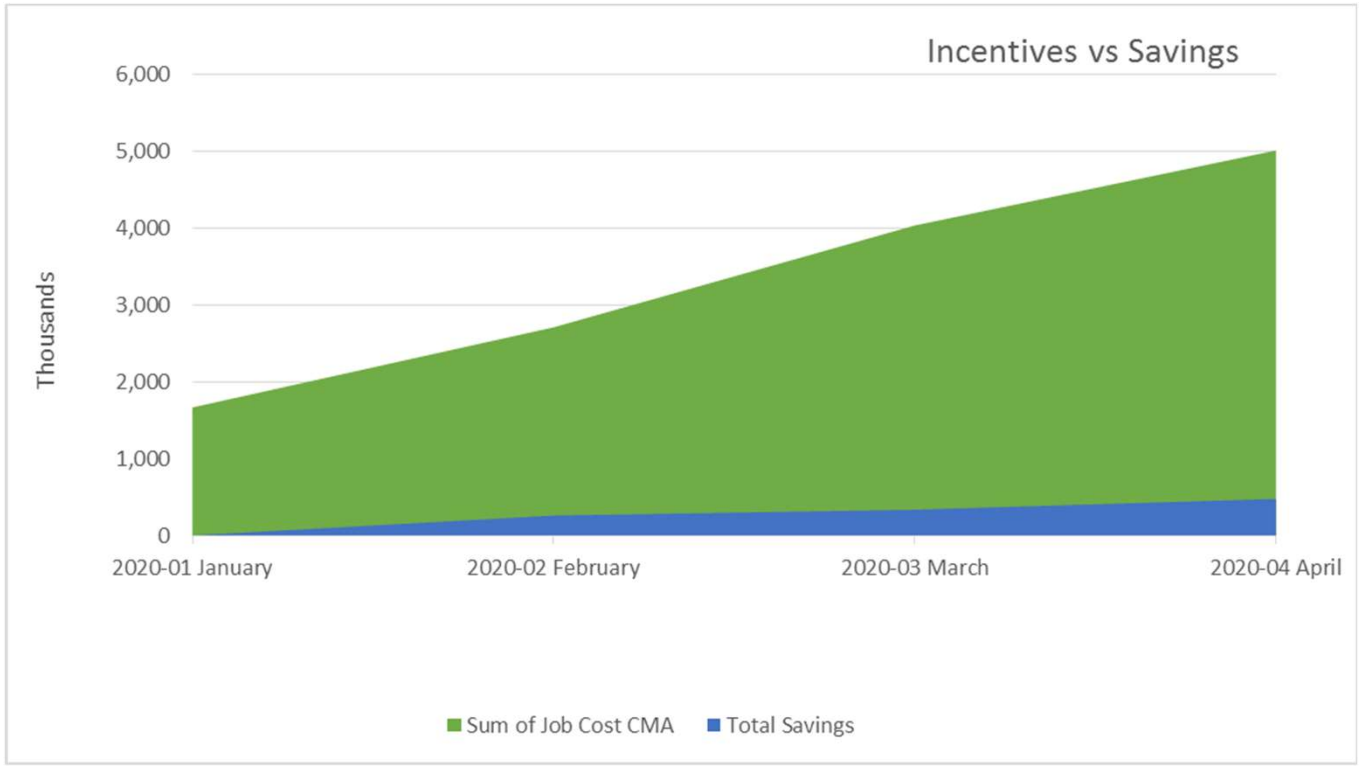
Greater Lawrence Summary
Year to Date through April 2020

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	673	647	140,503	$1,480,113	217	$2,288	$10.53	7,629	9%	8%
	Low Income	3	3	797	$17,621	266	$5,874	$22.11	198	2%	2%
	Total Residential	**676**	**650**	**141,300**	**$1,497,734**	**217**	**$2,304**	**$10.60**	**7,827**	**9%**	**8%**
Lawrence	Non Low-income	464	440	97,496	$1,005,552	222	$2,285	$10.31	12,271	4%	4%
	Low Income	55	55	15,309	$284,973	278	$5,181	$18.61	6,451	1%	1%
	Total Residential	**519**	**495**	**112,805**	**$1,290,525**	**228**	**$2,607**	**$11.44**	**18,722**	**3%**	**3%**
North Andover	Non Low-income	481	456	124,853	$1,335,901	274	$2,930	$10.70	5,269	9%	9%
	Low Income	3	3	991	$19,886	330	$6,629	$20.07	283	1%	1%
	Total Residential	**484**	**459**	**125,844**	**$1,355,787**	**274**	**$2,954**	**$10.77**	**5,552**	**9%**	**8%**
	Overall Residential Total	**1,679**	**1,604**	**379,949**	**$4,144,046**	**237**	**$2,584**	**$10.91**	**32,101**	**5%**	**5%**

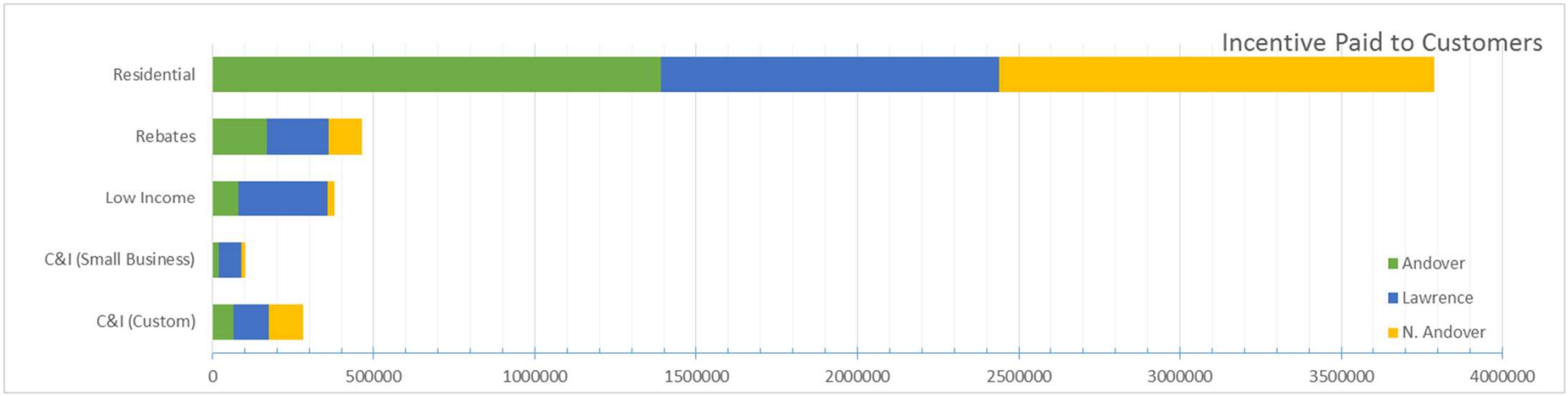
HEA = Home Energy Assessment, SF only
Jobs Completed = Residential customer with any measure installed

- 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.

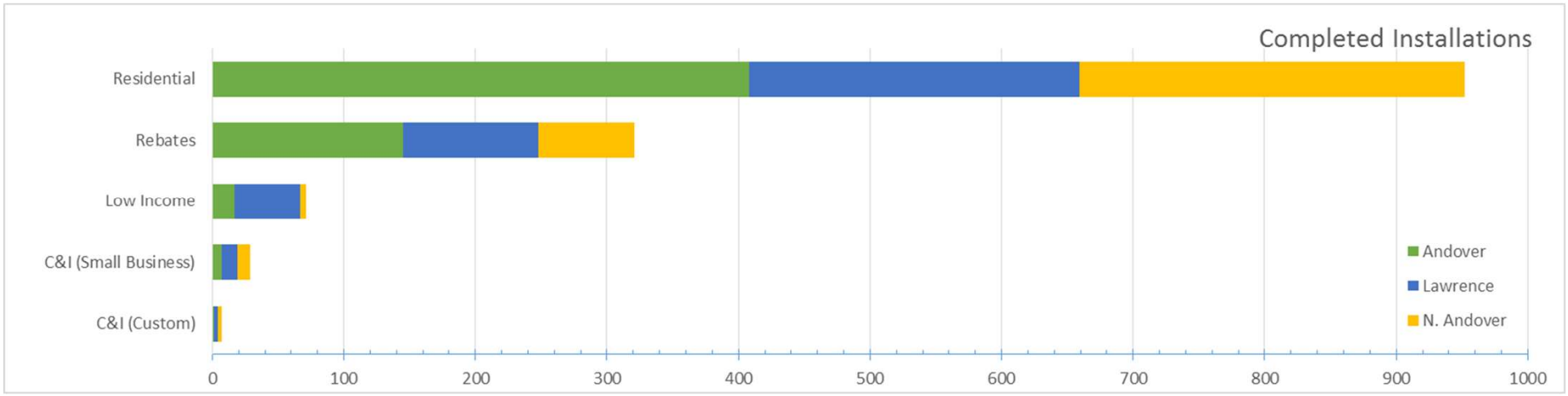
Total Incentives vs. Total Savings



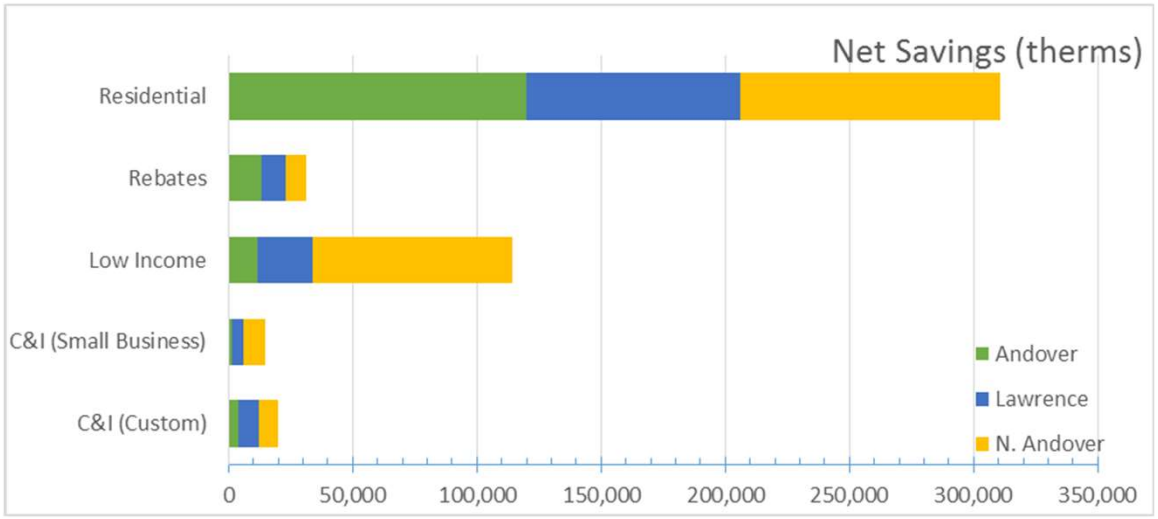
Incentives Paid to Customers



Completed Jobs



Savings


Net Savings (therms)
Residential
Rebates
Low Income
C&I (Small Business)
C&I (Custom)
Andover
Lawrence
N. Andover
0
50,000
100,000
150,000
200,000
250,000
300,000
350,000