



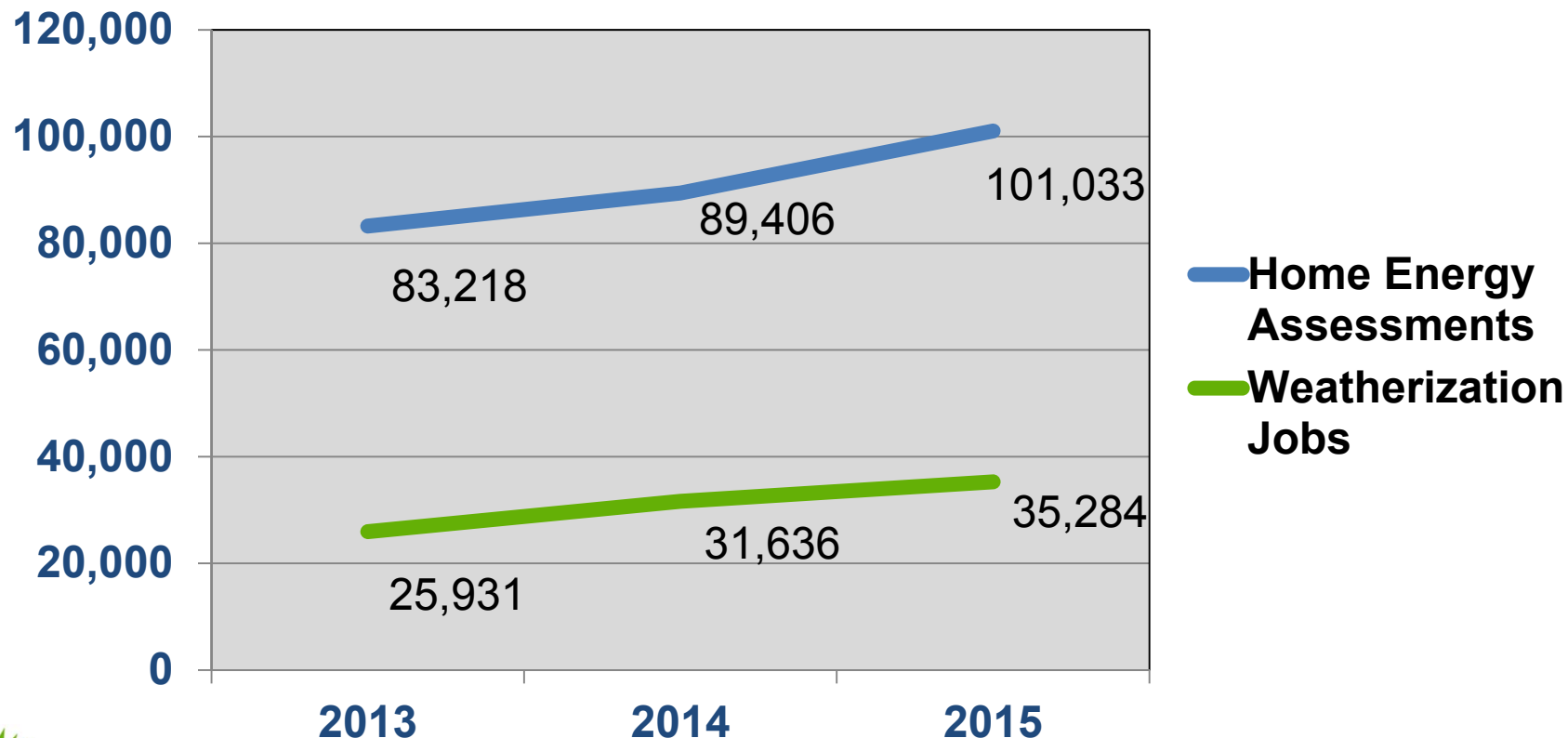
Home Energy Services (HES) Update

May 2016



Phenomenal Success 2013-2015

Statewide HES Activity



**From Mass Save Data*

2016 Targets – Reflect Mature Market

With a mature program, the Program Administrators (PAs) planned carefully for 2016

All Program Administrators	2016 Targets	Q1 2016 Actual*	% of Goal
Home Energy Assessments	88,953	21,262	24%
Weatherization Jobs	33,036	10,332	31%

Please note: the numbers above reflect internal targets used by PAs for planning purposes to achieve filed portfolio goals. Filed goals are based on savings only, not Home Energy Assessment participation.



**Preliminary results*

Unforeseen Challenges to Reach 2016 Goals

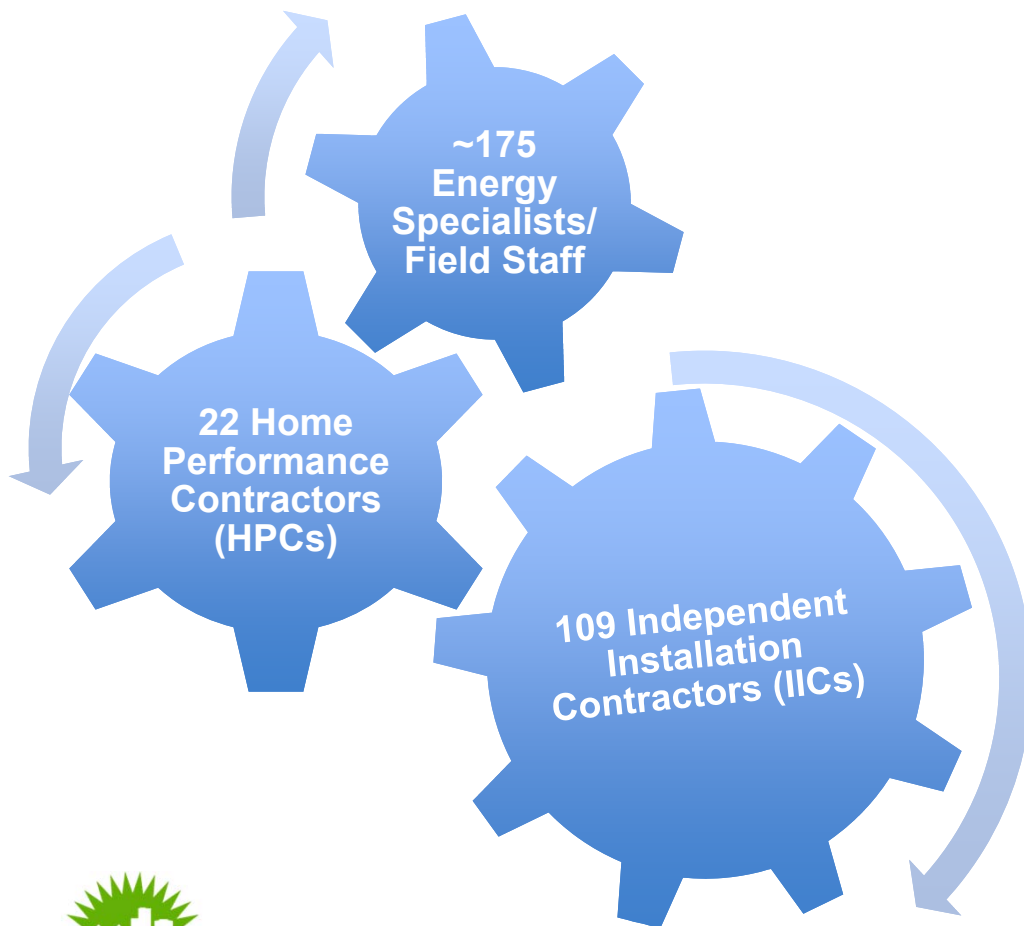
Closure of Next Step Living (NSL)

- By 2015, NSL constituted ~25% of program volume, both HEAs and Weatherization jobs
- PAs forecasted similar volume from NSL in 2016

Warm Winter

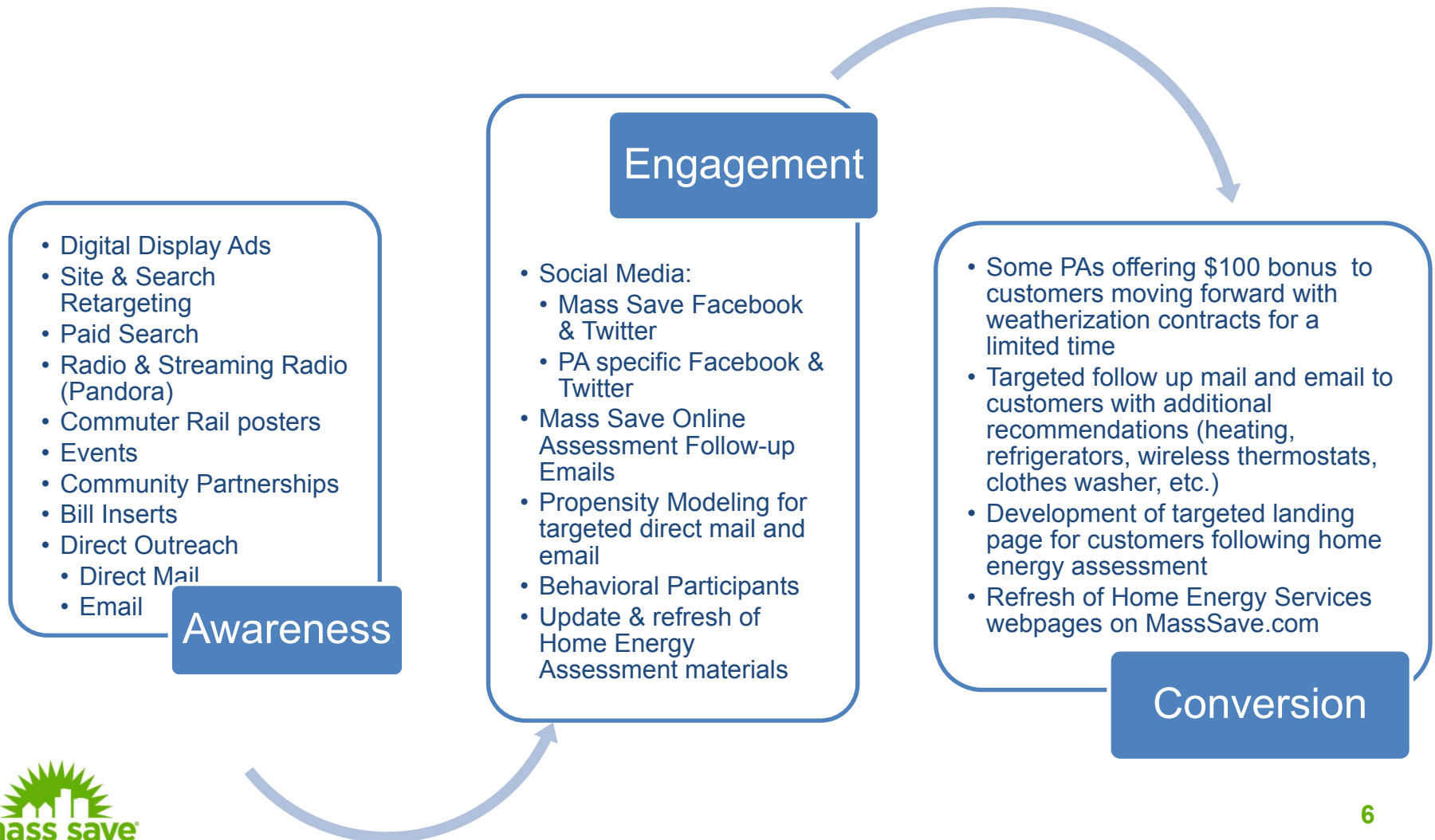
- Few storms and low fuel prices in the winter of 2015 - 2016
- Overall reduced customer HEA demand

PA's Have Strong Delivery Network and Plan to Reach Filed Goals



- PAs are confident that the workforce remains robust
- Next Step Living subcontracted ~50% of weatherization work
 - PAs are confident demand can be met with existing program contractors
- One Lead Vendor held a job fair for NSL employees to promote job openings within the HES Network

Ramping Up HES Marketing



Thank You!

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