KO
LAW, P.C.

ATTORNEYS AT LAW

The Firm has attorneys also admitted to practice in District of Columbia, Idaho and New Hampshire

1337 Massachusetts Ave
Box 301
Arlington, MA 02476

617-644-7681

www.kolawpc.com

June 3, 2024

VIA ELECTRONIC MAIL ONLY

Mark D. Marini, Secretary
Commonwealth of Massachusetts
Department of Public Utilities
One South Station, 3rd Floor
Boston, MA 02110

Re: *Cape Light Compact JPE, D.P.U. 24-65*
2023 Energy Efficiency Plan-Year Report

Dear Secretary Marini:

On behalf of the Cape Light Compact JPE (the "Compact"), enclosed is the Compact's 2023 Energy Efficiency Plan-Year Report for filing with the Department of Public Utilities (the "Department").[1] Plan Year 2023 was the second year of implementation under the *2022-2024 Massachusetts Joint Statewide Electric and Gas Three-Year Energy Efficiency Plan*, as reviewed and approved by the Department in D.P.U. 21-120 – D.P.U. 21-129. Please note that Appendix 3 (Technical Reference Manual-2023 Report Version), Appendix 4 (Evaluation Studies), Appendix 6 (GHG Emissions Reduction), Appendix 7 (Outside Funding), and Appendix 8 (Co-Delivery Strategy) are being provided on a coordinated, statewide basis under separate cover.

In addition, there are several Compact specific appendices filed with the 2023 Energy Efficiency Plan-Year Report. Appendix CLC-1 contains the Compact's required reporting regarding its costs shared between its energy efficiency and operating budgets, including those related to consumer advocacy matters. *Three Year Plans Order*, D.P.U. 18-110 through D.P.U. 18-119 at 142-43 (2019); *Three Year Plans Order*, D.P.U. 21-120 through D.P.U. 21-129 at 293-96 (2022). Appendix CLC-2 contains a detailed description of the Compact's C&I Existing Buildings enhanced incentives, as requested by the Department. D.P.U. 21-120 through D.P.U. 21-129 at n.167. Appendix CLC-3 contains the Compact's Town Activity Reports and Appendix CLC-4 contains the Compact's Energy Education Outreach Activities. The Compact is also filing the testimony of Margaret T. Downey regarding the 2023 implementation of the Cape & Vineyard

[1] This report is being submitted pursuant to the Energy Efficiency Guidelines § 4.2 and Hearing Officer's Memorandum dated May 2, 2014 adopting the Energy Efficiency Plan-Year Report Template in D.P.U. 11-120-A, Phase II. Because June 1, 2024 falls on a Saturday, this report is being file on the next succeeding business day, June 3, 2024. 220 CMR 1.02(2), (4); *see* G.L c. 4, § 9.

Electrification Offering ("CVEO"), as requested by the Department, which includes two additional items for the Department's consideration. *Cape Light Compact JPE*, D.P.U. 22-137 at 36, n.40.

In 2023, the Massachusetts Energy Efficiency Program Administrators[2] (the "Program Administrators") successfully delivered ambitious energy savings for the year as they continued to pivot towards electrification. Statewide, the electric Program Administrators achieved 78 percent of the lifetime total MMBTu savings goal, and 79 percent of planned total benefits. The gas Program Administrators achieved 90 percent of the lifetime total MMBTu savings goal, and 99 percent of planned total benefits statewide. Additionally, for 2023, the electric Program Administrators achieved 79 percent of the GHG emissions reduction annual goal and the gas Program Administrators achieved 104 percent of the GHG emissions reduction annual goal.

These savings and benefits achievements, along with implementation enhancements described further below, demonstrate the Program Administrators' continued commitment throughout 2023 to achieving equitable, cost-effective energy savings and GHG emissions reductions. With the enactment of significant state climate and energy legislation in 2021 and 2022, the energy efficiency plans are shifting focus towards the decarbonization of buildings. Weatherization continues to drive both energy savings and GHG reductions, though in the long-term, electrification of space heating will play a central role in reaching our decarbonization goals. In 2023, the Program Administrators promoted electrification through the use of high-efficiency heat pump technologies, significantly to replace inefficient delivered fuel and electric resistance heating systems. Although the shift towards decarbonization has come with challenges, the Program Administrators found success in 2023 by building on the foundation laid by past plans, and leveraging relationships with customers, contractors, and other vendors and stakeholders to coordinate efforts, share ideas and best practices, and serve customers. In 2023, the Program Administrators weatherized 59,877 homes and installed 21,604 residential heat pumps—exceeding 2023 residential heat pump goals by 5,205.

The Program Administrators also continued the rollout of significant program enhancements aimed at driving equitable outcomes and improving the customer experience. Working closely with the Equity Working Group of the Energy Efficiency Advisory Council, in 2023, the Program Administrators—together with ABCD—launched the Low-income Statewide Client Services Center and expanded low-income service capacity in Eversource and National Grid territories by authorizing certain Home Performance Contractors to serve low-income customers. These enhancements have led to improvements in customer experience and increased service to low-income customers. Additionally, the Program Administrators worked to implement the Strategic Renters Plan, support Community First Partners, issue grants for community education and workforce development, coordinate the Clean Energy Pathways internship program, host two

[2] The Massachusetts Program Administrators are: The Berkshire Gas Company, Eversource Gas Company of Massachusetts, d/b/a Eversource Energy, Fitchburg Gas and Electric Light Company, d/b/a Unitil (Gas Division), Liberty Utilities (New England Natural Gas Company) Corp., d/b/a Liberty, Boston Gas Company, d/b/a National Grid, NSTAR Gas Company, d/b/a Eversource Energy, Cape Light Compact JPE, Fitchburg Gas and Electric Light Company, d/b/a Unitil (Electric Division), Massachusetts Electric Company and Nantucket Electric Company, each d/b/a National Grid, NSTAR Electric Company d/b/a Eversource Energy.

minority- and woman-owned business enterprise summits, and continue assessment of language access needs and recommendations, among other efforts.

Residential efforts in 2023 were notable for successfully deploying heat pumps, exceeding the aggressive annual heat pump installation target for 2023, thanks to robust incentives and the success of market-building efforts like the Heat Pump Installer Network and engagement with heat pump manufacturers and distributors. In the commercial & industrial sector, the Program Administrators held a record number of "Main Streets" events in hard-to-reach communities to reach more small businesses and launched the electrification feasibility process in 2023. Significantly, the commercial & industrial prescriptive heat pump pathway saw rapid growth, increasing by over 200 percent statewide compared to the previous year.

The Program Administrators look forward to continuing to provide energy efficiency opportunities for customers throughout this Plan term and beyond. The Program Administrators thank the many contractors, business partners, governmental agencies and officials, and public stakeholders who have contributed to the many successes achieved in 2023 in delivering the Mass Save® programs.

Very truly yours,

Audrey Eidelman Kiernan

AEK/drb
Enclosures

cc: Jeffrey Leupold, Esq., DPU Hearing Officer (via email only)
Krista Hawley, Esq., DPU Hearing Officer (via email only)
Will Rose, Esq., Office of the Attorney General (via email only)
Rachel Graham Evans, Esq., Department of Energy Resources (via email only)
Jerrold Oppenheim, Esq., Low-Income Energy Affordability Network (via email only)
Margaret T. Downey, Compact Administrator (via email only)

Cape Light Compact JPE

Plan-Year Report on
Energy Efficiency Activities
for 2023

Submitted to the
Massachusetts Department of Public Utilities
and the Massachusetts Department of Energy Resources

June 3, 2024

Cape Light Compact JPE

D.P.U. 24-65

2023 Energy Efficiency Plan-Year Report

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SECTION I
INTRODUCTION AND OVERVIEW

Cape Light Compact JPE Overview

The Cape Light Compact JPE ("Compact" or "CLC") is pleased with the results for the second year ("2023 Plan-Year") of its 2022–2024 Three-Year Energy Efficiency Plan ("2022–2024 Three-Year Plan"), the fifth of such plans envisioned by the Green Communities Act and approved by the Department of Public Utilities ("Department" or "DPU"). The Compact and the other Massachusetts Energy Efficiency Program Administrators ("Program Administrators" or "PAs") diligently implemented their respective plans over the past year, making significant progress towards their three-year goals. The 2023 Plan-Year built on the nationally acclaimed accomplishments of the prior Three-Year Plans, showing remarkable success with respect to goal attainment and achievement of real benefits for the environment and the economy in the Commonwealth of Massachusetts. The Compact is on a trajectory to achieve its greenhouse gas ("GHG") reduction goals.

The results of the second year of the 2022–2024 Three-Year Plan, presented in this 2023 annual report ("Plan-Year Report"), indicate that the Compact is on track to reach its three-year goals by the end of 2024. In 2023, the Compact achieved 112% of its lifetime energy savings goal, achieved 84% of its total benefit goal, and spent 102% of its planned budget.[1] Based on these results plus the planned values for 2024, over the three-year term, the Compact expects to achieve:

- cost-effective programs with a benefit-cost ratio ("BCR") of 1.67;
- net benefits of $139 million;
- avoided CO_2 emission reductions of over 28,000 metric tons in 2030;
- annual energy savings of 45 gigawatt hours ("GWh");
- lifetime energy savings of 566 GWh;
- total benefits of $347 million; and
- program costs of $185 million.

[1] Lifetime energy savings do not include fuel switching or active demand response.

Organization of Plan-Year Report

The Compact's 2023 Plan-Year Report[2] is organized as follows:

- Section I provides an overview of the 2023 Plan-Year.
- Section II provides Compact-specific data tables with data at the core initiative level.
- Appendix 1 provides explanations for (a) significant variances at the core initiative level and (b) any non-cost-effective core initiatives over the three-year term, consistent with the D.P.U. 11-120, Phase II, Energy Efficiency Plan-Year Report Template.
- Appendix 2 provides the Compact's BCR screening tool in Microsoft Excel format.
- Appendix 3 provides the statewide Technical Reference Manual.
- Appendix 4 provides detail on the year's evaluation efforts, including summaries for each statewide evaluation study and a complete copy of each evaluation study.
- Appendix 5 provides the statewide performance incentive model. Since the Compact is a public entity, it does not collect any performance incentives. As such, this section is not applicable to the Compact.
- Appendix 6 provides a statewide summary on the Program Administrators' GHG emissions reduction activities.
- Appendix 7 provides a statewide summary on outside funding efforts for the 2023 Plan-Year.
- Appendix 8 provides a statewide summary on the co-delivery of energy efficiency and renewable energy.
- Appendix CLC-1 provides a Compact-specific summary of shared costs and consumer advocacy matters.
- Appendix CLC-2 provides a Compact-specific summary of commercial and industrial ("C&I") Existing Building incentives.
- Appendix CLC-3 provides the Compact's town activity reports for the 2023 Plan-Year.
- Appendix CLC-4 provides the Compact's Energy Education Outreach activities for the 2023 Plan-Year.

[2] In previous annual reports, the Compact provided information on its financial reports. The Compact continues to provide its financial reports on its website at: www.capelightcompact.org/reports.

SECTION II
CAPE LIGHT COMPACT JPE DATA TABLES

Energy Efficiency Data Tables

Overview

Cape Light Compact
June 3, 2024

DATA OVERVIEW

The following data tables provide a summary of the Program Administrator's benefits, costs, savings, and cost-effectiveness for 2022 through 2024. The planned values are consistent with each Program Administrator's 2022-2024 Three-Year Plan. The 2023 preliminary values are presented here for the first time as part of each Program Administrator's 2023 Plan Year Report.

SUPPORTING INFORMATION

The data included in these tables is based on other supporting models. The primary supporting models used by the Program Administrators in the preparation of this 2023 Plan Year Report are the Benefit-Cost Screening model and the Performance Incentive model. These exhibits should be referenced when looking for more detailed analyses, such as measure-level savings. High-level summaries for each of these models are provided below.

Benefit-Cost Screening Models

The Benefit-Cost Screening model provides measure-level savings and benefits. This model uses the avoided cost values from the 2021 Avoided Energy Supply Cost study prepared by Synapse Energy Economics, Inc.

GHG

The avoided CO2e (metric tons) in the savings table (table IV.D.3.2.i) are calculated consistent with the methodology stipulated by the Massachusetts Executive Office of Energy and Environmental Affairs in Letter from Sec. Theoharides, "Greenhouse Gas Emissions Reduction Goal for Mass Save," July 15, 2021. See: https://www.mass.gov/doc/greenhouse-gas-emissions-reduction-goal-for-mass-save/download

Performance Incentive Model

The Performance Incentive model filed as part of the Joint Statewide Three-Year Plan provides support for the performance incentive dollars proposed for collection by the Program Administrator. Final performance incentive amounts will be based on the three-year term and will be subject to review and final approval in the three-year term report; the amounts shown in the Plan Year Report are based on the data available to date and will change as additional years of data are included. Performance incentives are not applicable to the Cape Light Compact.

EM&V ACTIVITIES

The Evaluation, Monitoring & Verification (EMV) Section of the Joint Statewide Three-Year Plan describes in detail the EM&V activities planned for 2022-2024. The EMV section of each Program Administrator's 2023 Plan Year Report summarizes the evaluation results completed in 2022 and their impact on the 2023 evaluated results. The Technical Reference Library (TRL) has been updated to account for recent evaluation results.

2023 Plan Year Report Data Tables

Template Version: 4/23/2024

PA-Specific Information

CURRENT FILING INFORMATION

Distribution Fuel	Electric
Program Administrator	Cape Light Compact
Date of Filing	June 3, 2024
Name of Filing	2023 Plan Year Report

FILING DATES AND DOCKETS

Reporting Period	Filing Date	DPU Docket Number
2022 Plan	April 1, 2022	D.P.U. 21-126
2023 Plan	April 1, 2022	D.P.U. 21-126
2024 Plan	April 1, 2022	D.P.U. 21-126
2022 Preliminary and Evaluated	June 1, 2023	DPU 23-60
2023 Preliminary and Evaluated	June 3, 2024	DPU 24-65
2024 Preliminary and Evaluated		

RATES FOR ADJUSTMENTS

2023 Nominal Discount Rate	1.98%
2024 Nominal Discount Rate	1.98%

REFERENCED YEARS

Current Plan Year 1	2022
Current Plan Year 2	2023
Current Plan Year 3	2024
GHG Goal Year 1	2025
GHG Goal Year 2	2030

Technical Reference Library

TRL Link	https://etrm.anbetrack.com/#/workarea/home?token=6d6c45766e692f527044

PROGRAM ADMINISTRATORS

PA Name	Distribution Company	2022-2024 Plan Docket Numbers
Cape Light Compact	Electric	D.P.U. 21-126
Eversource Electric	Electric	D.P.U. 21-129
National Grid Electric	Electric	D.P.U. 21-128
Unitil Electric	Electric	D.P.U. 21-127
Berkshire	Gas	D.P.U. 21-120
Eversource Gas (EGMA)	Gas	D.P.U. 21-121
Eversource Gas (NSTAR)	Gas	D.P.U. 21-125
National Grid Gas	Gas	D.P.U. 21-124
Liberty	Gas	D.P.U. 21-123
Unitil Gas	Gas	D.P.U. 21-122
Statewide Electric	Electric	Statewide Electric
Statewide Gas	Gas	Statewide Gas

Color Coding

Formula
PA-specific input
Filing-specific input

Selections for Data Displayed in Tables

2023 Plan Year Report

Cape Light Compact

Use the options in the boxes below to select the data shown and compared in the following data tables.

Tables with Master Data source

Select the PA and corresponding Distribution Company

Program Administrator	*Distribution Company*
Cape Light Compact	Electric
Eversource Electric	Gas
National Grid Electric	
Statewide Electric	
Unitil Electric	
Berkshire	
Eversource Gas (EGMA)	
Eversource Gas (NSTAR)	
Liberty	
National Grid Gas	
Statewide Gas	
Unitil Gas	

Selections PlanYr Tabs

First Comparison	*Second Comparison*	*Year*
Evaluated	Evaluated	2022
Planned	Planned	2023
Preliminary	Preliminary	2024

Note:
Selecting multiple years will cause errors on the Savings PlanYr tab for the ADR core initiative because totals cannot be summed across years.

Selections 3Yr Tabs

2022	*2023*	*2024*
Evaluated	Evaluated	Evaluated
Planned	Planned	Planned
Preliminary	Preliminary	Preliminary

Note:
Preliminary and Evaluated data are not yet available for 2024.

Tables with Master Electrification data source

Select the PA and corresponding Distribution Company

Program Administrator	*Distribution Company*
Cape Light Compact	Electric
Eversource Electric	Gas
National Grid Electric	
Statewide Electric	
Unitil Electric	
Berkshire	
Eversource Gas (EGMA)	
Eversource Gas (NSTAR)	
Liberty	
National Grid Gas	
Statewide Gas	
Unitil Gas	

Selections PlanYr Tabs

First Comparison	*Second Comparison*	*Year*
Evaluated	Evaluated	2022
Planned	Planned	2023
Preliminary	Preliminary	2024

Selections 3Yr Tabs

2022	*2023*	*2024*
Evaluated	Evaluated	Evaluated
Planned	Planned	Planned
Preliminary	Preliminary	Preliminary

Note:
Preliminary and Evaluated data are not yet available for 2024.

Notes

- To select more than one option, press the Control button while clicking on the options.
- If no data is included for a Program Administrator on the MasterData tabs, then the Program Administrator's name and distribution company may not appear in the above boxes. For example, if this a Program Administrator-specific filing, then the other Program Administrators names may not appear in the boxes for selection.

Significant Variances

2022-2024 Significant Variances

Cape Light Compact
June 3, 2024

Variances Summary				
Program	Total Program Cost Variances	Lifetime Electric Savings (MWh) Variances	Total Benefits (2022$) Variances	Total Resource Benefits (2022$) Variances
A - Residential	**-9%**	**10%**	**-23%**	
A1 - Residential New Buildings	-2%	153%	-39%	
A1a - Residential New Homes & Renovations	-2%	153%	-39%	0%
A2 - Residential Existing Buildings	-18%	-1%	-21%	
A2a - Residential Coordinated Delivery	-41%	-48%	-45%	0%
A2b - Residential Conservation Services (RCS)	-38%	0%	0%	
A2c - Residential Retail	20%	97%	9%	0%
A2d - Residential Behavior	0%	0%	0%	
A2e - Residential Active Demand Reduction	-10%		-2%	0%
A3 - Residential Hard-to-Measure	46%	0%	0%	
B - Income Eligible	**91%**	**-11%**	**25%**	
B1 - Income Eligible Existing Buildings	95%	-11%	25%	
B1a - Income Eligible Coordinated Delivery	95%	-11%	25%	-1%
B1b - Income Eligible Active Demand Reduction	-100%		11%	0%
B2 - Income Eligible Hard-to-Measure	7%	0%	0%	
C - Commercial & Industrial	**-39%**	**8%**	**-21%**	
C1 - C&I New Buildings	-50%	6%	3%	
C1a - C&I New Buildings & Major Renovations	-50%	6%	3%	-70%
C2 - C&I Existing Buildings	-40%	9%	-23%	
C2a - C&I Existing Building Retrofit	-40%	-5%	-34%	-3%
C2b - C&I New & Replacement Equipment	-40%	44%	12%	-5%
C2c - C&I Active Demand Reduction	-24%		-61%	-1%
C3 - C&I Hard-to-Measure	-24%	0%	0%	
Grand Total	**-8%**	**7%**	**-18%**	**-2%**

Notes

- Significant variances, which require explanation, are defined as:
  - (1) variances between planned and actual core initiative budget of 15 percent or greater;
  - (2) variances between planned and preliminary core initiative total lifetime savings showing a decrease of 15 percent or greater;
  - (3) variances between planned and preliminary core initiative total benefits showing a decrease of 15 percent or greater; and
- Variances between preliminary and evaluated core initiative total resource benefits are not calculated for the first program year because of prospective evaluation.
- Variances are calculated as a percent of the three-year goal, meaning variance are calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan Year Report year.
- Lifetime kWh savings are displayed without fuel switching or demand response values.
- Cells highlighted in the above tables indicate that a variance is significant enough to require explanation. Refer to the Program Administrator's Plan Year Report for explanations of significant variances.

Significant Variances

2022-2024 Significant Variances

Cape Light Compact
June 3, 2024

Total Program Cost Variances									
	Program Costs ($)								
Program	Planned				Actual		Planned v. Actual (%)		
	2022	2023	2024	2022-2024	2022	2023	Planned 2022 - 2023 % Total Plan	Actual 2022 - 2023 % Total Plan	Planned v Actual (%)
A - Residential	**36,267,091**	**38,349,720**	**47,373,309**	**121,990,120**	**30,891,873**	**36,747,605**	**61%**	**55%**	**-9%**
A1 - Residential New Buildings	2,792,919	2,632,277	8,486,895	13,912,091	3,072,604	2,259,650	39%	38%	-2%
A1a - Residential New Homes & Renovations	2,792,919	2,632,277	8,486,895	13,912,091	3,072,604	2,259,650	39%	38%	-2%
A2 - Residential Existing Buildings	29,163,426	31,280,652	34,219,350	94,663,428	23,184,636	26,337,452	64%	52%	-18%
A2a - Residential Coordinated Delivery	16,365,554	16,879,386	17,787,091	51,032,032	10,132,945	9,316,621	65%	38%	-41%
A2b - Residential Conservation Services (RCS)	1,935,450	1,928,432	1,915,971	5,779,853	1,258,480	1,127,968	67%	41%	-38%
A2c - Residential Retail	10,354,856	11,869,068	13,815,152	36,039,075	11,399,068	15,286,653	62%	74%	20%
A2d - Residential Behavior	-	-	-	-	-	-			0%
A2e - Residential Active Demand Reduction	507,566	603,766	701,136	1,812,468	394,143	606,210	61%	55%	-10%
A3 - Residential Hard-to-Measure	4,310,746	4,436,791	4,667,064	13,414,601	4,634,633	8,150,503	65%	95%	46%
B - Income Eligible	**6,271,581**	**6,869,259**	**7,340,262**	**20,481,103**	**9,402,872**	**15,666,537**	**64%**	**122%**	**91%**
B1 - Income Eligible Existing Buildings	5,951,653	6,529,843	7,001,305	19,482,802	9,068,217	15,297,890	64%	125%	95%
B1a - Income Eligible Coordinated Delivery	5,950,427	6,528,455	6,999,757	19,478,639	9,068,217	15,297,890	64%	125%	95%
B1b - Income Eligible Active Demand Reduction	1,227	1,388	1,548	4,163	-	-	63%	0%	-100%
B2 - Income Eligible Hard-to-Measure	319,928	339,416	338,957	998,301	334,655	368,647	66%	70%	7%
C - Commercial & Industrial	**18,192,937**	**19,476,052**	**19,246,149**	**56,915,139**	**9,414,645**	**13,400,468**	**66%**	**40%**	**-39%**
C1 - C&I New Buildings	801,614	792,507	788,933	2,383,055	406,377	389,728	67%	33%	-50%
C1a - C&I New Buildings & Major Renovations	801,614	792,507	788,933	2,383,055	406,377	389,728	67%	33%	-50%
C2 - C&I Existing Buildings	16,158,989	17,368,214	17,167,653	50,694,856	8,105,308	11,988,145	66%	40%	-40%
C2a - C&I Existing Building Retrofit	12,590,211	13,366,477	12,807,056	38,763,743	6,543,147	8,925,663	67%	40%	-40%
C2b - C&I New & Replacement Equipment	3,292,227	3,662,315	3,916,099	10,870,641	1,352,079	2,806,646	64%	38%	-40%
C2c - C&I Active Demand Reduction	276,551	339,421	444,499	1,060,472	210,082	255,836	58%	44%	-24%
C3 - C&I Hard-to-Measure	1,232,334	1,315,331	1,289,563	3,837,228	902,960	1,022,595	66%	50%	-24%
Grand Total	**60,731,610**	**64,695,031**	**73,959,720**	**199,386,361**	**49,709,390**	**65,814,610**	**63%**	**58%**	**-8%**

Notes
Plan year core initiative significant variance explanations are required for variances between planned and actual core initiative budget of 15 percent or greater.

Significant Variances

2022-2024 Significant Variances

Cape Light Compact
June 3, 2024

Lifetime Electric Savings (MWh) Variances									
Lifetime Electric Savings (MWh), no Fuel Switching or ADR									
Program	Planned				Preliminary		Planned v. Preliminary (%)		
	2022	2023	2024	2022-2024	2022	2023	Planned 2022 - 2023 % Total Plan	Preliminary 2022 - 2023 % Total Plan	Planned v Preliminary (%)
A - Residential	**90,695**	**93,770**	**93,894**	**278,359**	**96,152**	**107,342**	**66%**	**73%**	**10%**
A1 - Residential New Buildings	6,061	7,085	4,618	17,765	12,114	21,104	74%	187%	153%
A1a - Residential New Homes & Renovations	6,061	7,085	4,618	17,765	12,114	21,104	74%	187%	153%
A2 - Residential Existing Buildings	84,633	86,685	89,276	260,594	84,038	86,237	66%	65%	-1%
A2a - Residential Coordinated Delivery	56,250	59,034	63,465	178,749	32,446	27,529	64%	34%	-48%
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-			0%
A2c - Residential Retail	28,388	27,659	25,821	81,869	51,592	58,709	68%	135%	97%
A2d - Residential Behavior	-	-	-	-	-	-			0%
A2e - Residential Active Demand Reduction	(5)	(8)	(10)		-	-	55%	0%	
A3 - Residential Hard-to-Measure	-	-	-	-	-	-			0%
B - Income Eligible	**17,217**	**19,508**	**20,904**	**57,629**	**14,019**	**18,788**	**64%**	**57%**	**-11%**
B1 - Income Eligible Existing Buildings	17,217	19,508	20,904	57,629	14,019	18,788	64%	57%	-11%
B1a - Income Eligible Coordinated Delivery	17,217	19,508	20,904	57,629	14,019	18,788	64%	57%	-11%
B1b - Income Eligible Active Demand Reduction	-	(0)	(0)		-	-	24%	0%	
B2 - Income Eligible Hard-to-Measure	-	-	-	-	-	-			0%
C - Commercial & Industrial	**70,644**	**73,846**	**71,023**	**215,514**	**59,371**	**96,930**	**67%**	**73%**	**8%**
C1 - C&I New Buildings	7,765	12,727	15,716	36,208	8,452	13,204	57%	60%	6%
C1a - C&I New Buildings & Major Renovations	7,765	12,727	15,716	36,208	8,452	13,204	57%	60%	6%
C2 - C&I Existing Buildings	62,880	61,119	55,307	179,305	50,919	83,726	69%	75%	9%
C2a - C&I Existing Building Retrofit	47,067	43,015	37,282	127,363	35,895	49,825	71%	67%	-5%
C2b - C&I New & Replacement Equipment	15,826	18,122	18,053	52,001	15,024	33,901	65%	94%	44%
C2c - C&I Active Demand Reduction	(13)	(18)	(28)		-	-	53%	0%	
C3 - C&I Hard-to-Measure	-	-	-	-	-	-			0%
Grand Total	**178,556**	**187,124**	**185,821**	**551,501**	**169,542**	**223,060**	**66%**	**71%**	**7%**

Notes

- Plan year core initiative significant variance explanations are required for: (2) variances between planned and preliminary core initiative total lifetime savings showing a decrease of 15 percent or greater.
- Total lifetime savings are not calculated for active demand reduction ("ADR") measures. Correspondingly, a variance for total lifetime savings is not calculated for the ADR core initiatives in each sector.

Significant Variances

2022-2024 Significant Variances

Cape Light Compact
June 3, 2024

Total Benefits (2022$) Variances

Total Benefits (2022$)

Program	Planned				Preliminary		Planned v. Preliminary (%)		
	2022	2023	2024	2022-2024	2022	2023	Planned 2022 - 2023 % Total Plan	Preliminary 2022 - 2023 % Total Plan	Planned v Preliminary (%)
A - Residential	**81,885,825**	**89,996,462**	**98,196,647**	**270,078,934**	**66,879,420**	**66,164,640**	**64%**	**49%**	**-23%**
A1 - Residential New Buildings	6,706,798	8,234,108	8,031,411	22,972,317	4,357,723	4,810,138	65%	40%	-39%
A1a - Residential New Homes & Renovations	6,706,798	8,234,108	8,031,411	22,972,317	4,357,723	4,810,138	65%	40%	-39%
A2 - Residential Existing Buildings	75,179,027	81,762,354	90,165,237	247,106,617	62,521,697	61,354,502	64%	50%	-21%
A2a - Residential Coordinated Delivery	42,256,832	44,227,239	46,890,906	133,374,977	25,842,500	21,582,620	65%	36%	-45%
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-			0%
A2c - Residential Retail	31,999,421	36,365,381	41,831,891	110,196,694	35,978,087	38,432,185	62%	68%	9%
A2d - Residential Behavior	-	-	-	-	-	-			0%
A2e - Residential Active Demand Reduction	922,773	1,169,735	1,442,439	3,534,947	701,110	1,339,697	59%	58%	-2%
A3 - Residential Hard-to-Measure	-	-	-	-	-	-			0%
B - Income Eligible	**10,569,099**	**11,027,431**	**11,311,518**	**32,908,048**	**11,982,967**	**15,084,662**	**66%**	**82%**	**25%**
B1 - Income Eligible Existing Buildings	10,569,099	11,027,431	11,311,518	32,908,048	11,982,967	15,084,662	66%	82%	25%
B1a - Income Eligible Coordinated Delivery	10,559,552	11,010,035	11,277,912	32,847,499	11,976,463	15,061,373	66%	82%	25%
B1b - Income Eligible Active Demand Reduction	9,547	17,396	33,605	60,549	6,504	23,289	44%	49%	11%
B2 - Income Eligible Hard-to-Measure	-	-	-	-	-	-			0%
C - Commercial & Industrial	**25,062,117**	**29,074,387**	**33,935,690**	**88,072,195**	**15,625,560**	**27,337,962**	**61%**	**49%**	**-21%**
C1 - C&I New Buildings	2,018,449	3,294,008	4,097,025	9,409,482	2,263,381	3,218,939	56%	58%	3%
C1a - C&I New Buildings & Major Renovations	2,018,449	3,294,008	4,097,025	9,409,482	2,263,381	3,218,939	56%	58%	3%
C2 - C&I Existing Buildings	23,043,668	25,780,380	29,838,665	78,662,713	13,362,179	24,119,023	62%	48%	-23%
C2a - C&I Existing Building Retrofit	16,115,014	17,771,019	21,001,811	54,887,844	8,597,654	13,935,558	62%	41%	-34%
C2b - C&I New & Replacement Equipment	5,851,042	6,659,263	7,015,691	19,525,996	4,338,966	9,668,147	64%	72%	12%
C2c - C&I Active Demand Reduction	1,077,612	1,350,097	1,821,163	4,248,872	425,559	515,318	57%	22%	-61%
C3 - C&I Hard-to-Measure	-	-	-	-	-	-			0%
Grand Total	**117,517,041**	**130,098,281**	**143,443,855**	**391,059,176**	**94,487,947**	**108,587,265**	**63%**	**52%**	**-18%**

Notes
Plan year core initiative significant variance explanations are required for: (3) variances between planned and preliminary core initiative total benefits showing a decrease of 15 percent or greater.

Significant Variances

2022-2024 Significant Variances

Cape Light Compact
June 3, 2024

Total Resource Benefits (2022$) Variances			
Total Resource Benefits (2022$)			
Program	2023		
	Preliminary	Evaluated	Preliminary v. Evaluated (%)
A - Residential			
A1 - Residential New Buildings			
A1a - Residential New Homes & Renovations	4,292,398	4,292,414	0%
A2 - Residential Existing Buildings			
A2a - Residential Coordinated Delivery	17,486,913	17,486,913	0%
A2b - Residential Conservation Services (RCS)	-	-	
A2c - Residential Retail	38,253,752	38,348,912	0%
A2d - Residential Behavior	-	-	
A2e - Residential Active Demand Reduction	1,339,697	1,339,697	0%
A3 - Residential Hard-to-Measure			
B - Income Eligible			
B1 - Income Eligible Existing Buildings			
B1a - Income Eligible Coordinated Delivery	10,531,084	10,474,379	-1%
B1b - Income Eligible Active Demand Reduction	23,289	23,289	0%
B2 - Income Eligible Hard-to-Measure			
C - Commercial & Industrial			
C1 - C&I New Buildings			
C1a - C&I New Buildings & Major Renovations	2,433,357	719,557	-70%
C2 - C&I Existing Buildings			
C2a - C&I Existing Building Retrofit	11,518,855	11,181,136	-3%
C2b - C&I New & Replacement Equipment	6,528,501	6,223,827	-5%
C2c - C&I Active Demand Reduction	515,318	510,701	-1%
C3 - C&I Hard-to-Measure			
Grand Total	**92,923,164**	**90,600,825**	**-2%**

Notes
Plan year core initiative significant variance explanations are required for: (4) variances between preliminary and evaluated core initiative total resource benefits showing a decrease of 15 percent or greater.

Program Administrator Budgets, Plan Year Summary

Planned vs. Evaluated

Cape Light Compact

June 3, 2024

2023 Planned Program Administrator Budget ($)										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	**1,832,326**	**727,739**	**28,219,992**	**6,901,691**	**667,971**	**38,349,720**	**-**	**38,349,720**	**2,659**	**2.17**
A1 - Residential New Buildings	119,484	56,859	2,101,015	354,920	-	2,632,277	-	2,632,277	6,927	2.99
A1a - Residential New Homes & Renovations	119,484	56,859	2,101,015	354,920	-	2,632,277	-	2,632,277	6,927	2.99
A2 - Residential Existing Buildings	1,412,121	471,921	23,548,999	5,847,611	-	31,280,652	-	31,280,652	2,227	2.41
A2a - Residential Coordinated Delivery	731,152	150,460	13,018,339	2,979,436	-	16,879,386	-	16,879,386	5,257	2.27
A2b - Residential Conservation Services (RCS)	99,729	24,182	-	1,804,521	-	1,928,432	-	1,928,432		-
A2c - Residential Retail	538,760	285,846	10,291,473	752,990	-	11,869,068	-	11,869,068	1,399	3.04
A2d - Residential Behavior	-	-	-	-	-	-	-	-		
A2e - Residential Active Demand Reduction	42,479	11,434	239,188	310,665	-	603,766	-	603,766	257	1.94
A3 - Residential Hard-to-Measure	300,721	198,960	2,569,979	699,160	667,971	4,436,791	-	4,436,791		-
A3a - Residential Statewide Marketing	-	137,137	-	-	-	137,137	-	137,137		-
A3b - Residential Statewide Database	1,949	-	-	-	-	1,949	-	1,949		-
A3c - Residential DOER Assessment	134,309	-	-	-	-	134,309	-	134,309		-
A3d - Residential Sponsorships & Subscriptions	-	-	-	-	-	-	-	-		
A3e - Residential Workforce Development	-	-	-	473,403	-	473,403	-	473,403		-
A3f - Residential Evaluation and Market Research	-	-	-	-	667,971	667,971	-	667,971		-
A3g - Residential EEAC Consultants	35,941	-	-	-	-	35,941	-	35,941		-
A3h - Residential R&D and Demonstration	-	-	25,000	10,000	-	35,000	-	35,000		-
A3i - Residential HEAT Loan	128,523	22,823	2,544,979	180,049	-	2,876,374	-	2,876,374		-
A3j - Residential Education	-	39,000	-	35,708	-	74,708	-	74,708		-
B - Income Eligible	**353,938**	**116,387**	**4,958,391**	**1,290,731**	**149,812**	**6,869,259**	**-**	**6,869,259**	**7,025**	**1.03**
B1 - Income Eligible Existing Buildings	281,300	89,063	4,958,391	1,201,089	-	6,529,843	-	6,529,843	6,678	1.08
B1a - Income Eligible Coordinated Delivery	281,177	89,053	4,957,151	1,201,074	-	6,528,455	-	6,528,455	6,894	1.08
B1b - Income Eligible Active Demand Reduction	123	10	1,240	15	-	1,388	-	1,388	45	12.53
B2 - Income Eligible Hard-to-Measure	72,638	27,324	-	89,642	149,812	339,416	-	339,416		-
B2a - Income Eligible Statewide Marketing	-	27,324	-	-	-	27,324	-	27,324		-
B2b - Income Eligible Statewide Database	566	-	-	-	-	566	-	566		-
B2c - Income Eligible DOER Assessment	39,072	-	-	-	-	39,072	-	39,072		-
B2d - Income Eligible Sponsorships & Subscriptions	-	-	-	-	-	-	-	-		
B2e - Income Eligible Workforce Development	-	-	-	89,642	-	89,642	-	89,642		-
B2f - Income Eligible Evaluation and Market Research	-	-	-	-	149,812	149,812	-	149,812		-
B2g - Low-Income Energy Affordability Network (LEAN)	33,000	-	-	-	-	33,000	-	33,000		-
C - Commercial & Industrial	**1,024,216**	**689,614**	**13,921,557**	**3,196,263**	**644,402**	**19,476,052**	**-**	**19,476,052**	**17,010**	**1.14**
C1 - C&I New Buildings	43,029	9,707	562,083	177,689	-	792,507	-	792,507	9,324	3.24
C1a - C&I New Buildings & Major Renovations	43,029	9,707	562,083	177,689	-	792,507	-	792,507	9,324	3.24
C2 - C&I Existing Buildings	878,239	633,268	13,334,473	2,522,233	-	17,368,214	-	17,368,214	16,385	1.13
C2a - C&I Existing Building Retrofit	677,393	486,453	10,183,939	2,018,691	-	13,366,477	-	13,366,477	25,705	1.01
C2b - C&I New & Replacement Equipment	179,737	141,371	2,928,284	412,924	-	3,662,315	-	3,662,315	7,598	1.32
C2c - C&I Active Demand Reduction	21,109	5,444	222,250	90,618	-	339,421	-	339,421	5,852	3.98
C3 - C&I Hard-to-Measure	102,948	46,639	25,000	496,342	644,402	1,315,331	-	1,315,331		-
C3a - C&I Statewide Marketing	-	46,639	-	-	-	46,639	-	46,639		-
C3b - C&I Statewide Database	2,125	-	-	-	-	2,125	-	2,125		-
C3c - C&I DOER Assessment	70,818	-	-	-	-	70,818	-	70,818		-
C3d - C&I Sponsorships & Subscriptions	-	-	-	-	-	-	-	-		
C3e - C&I Workforce Development	-	-	-	486,342	-	486,342	-	486,342		-
C3f - C&I Evaluation and Market Research	-	-	-	-	644,402	644,402	-	644,402		-
C3g - C&I EEAC Consultants	30,006	-	-	-	-	30,006	-	30,006		-
C3h - C&I R&D and Demonstration	-	-	25,000	10,000	-	35,000	-	35,000		-
Grand Total	**3,210,480**	**1,533,740**	**47,099,940**	**11,388,685**	**1,462,185**	**64,695,031**	**-**	**64,695,031**	**3,910**	**1.74**

Program Administrator Budgets, Plan Year Summary

Planned vs. Evaluated

Cape Light Compact

June 3, 2024

2023 Evaluated Program Administrator Budget (%)										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	**1,896,125**	**860,037**	**28,285,453**	**5,038,067**	**667,923**	**36,747,605**		**36,747,605**	**1,995**	**1.67**
A1 - Residential New Buildings	117,143	40,749	1,877,144	224,614	-	2,259,650		2,259,650	3,070	1.90
A1a - Residential New Homes & Renovations	117,143	40,749	1,877,144	224,614	-	2,259,650		2,259,650	3,070	1.90
A2 - Residential Existing Buildings	1,371,377	578,092	20,179,721	4,208,262	-	26,337,452		26,337,452	1,489	2.17
A2a - Residential Coordinated Delivery	716,828	269,163	6,306,056	2,024,574	-	9,316,621		9,316,621	2,048	1.88
A2b - Residential Conservation Services (RCS)	99,514	15,881	-	1,012,573	-	1,127,968		1,127,968	290	-
A2c - Residential Retail	528,206	289,069	13,493,779	975,599	-	15,286,653		15,286,653	2,211	2.51
A2d - Residential Behavior	-	-	-	-	-	-		-		
A2e - Residential Active Demand Reduction	26,829	3,979	379,886	195,516	-	606,210		606,210	259	2.21
A3 - Residential Hard-to-Measure	407,605	241,196	6,228,588	605,191	667,923	8,150,503		8,150,503		-
A3a - Residential Statewide Marketing	-	203,443	-	-	-	203,443		203,443		-
A3b - Residential Statewide Database	-	-	-	-	-	-		-		
A3c - Residential DOER Assessment	221,970	-	-	-	-	221,970		221,970		-
A3d - Residential Sponsorships & Subscriptions	19,421	-	-	-	-	19,421		19,421		-
A3e - Residential Workforce Development	-	2,903	-	412,330	-	415,233		415,233		-
A3f - Residential Evaluation and Market Research	-	-	-	-	667,923	667,923		667,923		-
A3g - Residential EEAC Consultants	40,209	-	-	-	-	40,209		40,209		-
A3h - Residential R&D and Demonstration	-	-	-	-	-	-		-		
A3i - Residential HEAT Loan	126,005	20,521	6,228,588	173,161	-	6,548,275		6,548,275		-
A3j - Residential Education	-	14,329	-	19,700	-	34,029		34,029		-
B - Income Eligible	**338,088**	**98,903**	**12,122,574**	**2,976,174**	**130,798**	**15,666,537**		**15,666,537**	**8,026**	**0.67**
B1 - Income Eligible Existing Buildings	276,298	49,834	12,122,574	2,849,184	-	15,297,890		15,297,890	7,837	0.69
B1a - Income Eligible Coordinated Delivery	276,298	49,834	12,122,574	2,849,184	-	15,297,890		15,297,890	7,976	0.68
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-		-	-	
B2 - Income Eligible Hard-to-Measure	61,790	49,069	-	126,990	130,798	368,647		368,647		-
B2a - Income Eligible Statewide Marketing	-	48,430	-	-	-	48,430		48,430		-
B2b - Income Eligible Statewide Database	-	-	-	-	-	-		-		
B2c - Income Eligible DOER Assessment	36,389	-	-	-	-	36,389		36,389		-
B2d - Income Eligible Sponsorships & Subscriptions	982	224	-	-	-	1,206		1,206		-
B2e - Income Eligible Workforce Development	-	415	-	126,990	-	127,405		127,405		-
B2f - Income Eligible Evaluation and Market Research	-	-	-	-	130,798	130,798		130,798		-
B2g - Low-Income Energy Affordability Network (LEAN)	24,419	-	-	-	-	24,419		24,419		-
C - Commercial & Industrial	**992,387**	**450,163**	**9,574,871**	**1,742,813**	**640,234**	**13,400,468**		**13,400,468**	**8,736**	**1.39**
C1 - C&I New Buildings	37,033	5,121	234,487	113,087	-	389,728		389,728	14,434	1.85
C1a - C&I New Buildings & Major Renovations	37,033	5,121	234,487	113,087	-	389,728		389,728	14,434	1.85
C2 - C&I Existing Buildings	811,607	364,912	9,340,384	1,471,242	-	11,988,145		11,988,145	7,955	1.49
C2a - C&I Existing Building Retrofit	624,608	268,836	7,063,812	968,407	-	8,925,663		8,925,663	12,751	1.25
C2b - C&I New & Replacement Equipment	171,138	93,883	2,179,428	362,197	-	2,806,646		2,806,646	3,548	2.22
C2c - C&I Active Demand Reduction	15,861	2,193	97,144	140,638	-	255,836		255,836	15,990	2.00
C3 - C&I Hard-to-Measure	143,747	80,130	-	158,484	640,234	1,022,595		1,022,595		-
C3a - C&I Statewide Marketing	-	79,301	-	-	-	79,301		79,301		-
C3b - C&I Statewide Database	-	-	-	-	-	-		-		
C3c - C&I DOER Assessment	105,527	-	-	-	-	105,527		105,527		-
C3d - C&I Sponsorships & Subscriptions	4,421	-	-	-	-	4,421		4,421		-
C3e - C&I Workforce Development	-	829	-	158,484	-	159,313		159,313		-
C3f - C&I Evaluation and Market Research	-	-	-	-	640,234	640,234		640,234		-
C3g - C&I EEAC Consultants	33,799	-	-	-	-	33,799		33,799		-
C3h - C&I R&D and Demonstration	-	-	-	-	-	-		-		
Grand Total	**3,226,600**	**1,409,103**	**49,982,898**	**9,757,054**	**1,438,955**	**65,814,610**		**65,814,610**	**3,004**	**1.38**

Program Administrator Budgets, Plan Year Summary

Planned vs. Evaluated

Cape Light Compact

June 3, 2024

2023 Planned v. Evaluated Program Administrator Budget Variances (%)										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	**3%**	**18%**	**0%**	**-27%**	**0%**	**-4%**	**0%**	**-4%**	**-25%**	**-23%**
A1 - Residential New Buildings	-2%	-28%	-11%	-37%	0%	-14%	0%	-14%	-56%	-36%
A1a - Residential New Homes & Renovations	-2%	-28%	-11%	-37%	0%	-14%	0%	-14%	-56%	-36%
A2 - Residential Existing Buildings	-3%	22%	-14%	-28%	0%	-16%	0%	-16%	-33%	-10%
A2a - Residential Coordinated Delivery	-2%	79%	-52%	-32%	0%	-45%	0%	-45%	-61%	-17%
A2b - Residential Conservation Services (RCS)	0%	-34%	0%	-44%	0%	-42%	0%	-42%	0%	0%
A2c - Residential Retail	-2%	1%	31%	30%	0%	29%	0%	29%	58%	-17%
A2d - Residential Behavior	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
A2e - Residential Active Demand Reduction	-37%	-65%	59%	-37%	0%	0%	0%	0%	1%	14%
A3 - Residential Hard-to-Measure	36%	21%	142%	-13%	0%	84%	0%	84%	0%	0%
A3a - Residential Statewide Marketing	0%	48%	0%	0%	0%	48%	0%	48%	0%	0%
A3b - Residential Statewide Database	-100%	0%	0%	0%	0%	-100%	0%	-100%	0%	0%
A3c - Residential DOER Assessment	65%	0%	0%	0%	0%	65%	0%	65%	0%	0%
A3d - Residential Sponsorships & Subscriptions	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
A3e - Residential Workforce Development	0%	0%	0%	-13%	0%	-12%	0%	-12%	0%	0%
A3f - Residential Evaluation and Market Research	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
A3g - Residential EEAC Consultants	12%	0%	0%	0%	0%	12%	0%	12%	0%	0%
A3h - Residential R&D and Demonstration	0%	0%	-100%	-100%	0%	-100%	0%	-100%	0%	0%
A3i - Residential HEAT Loan	-2%	-10%	145%	-4%	0%	128%	0%	128%	0%	0%
A3j - Residential Education	0%	-63%	0%	-45%	0%	-54%	0%	-54%	0%	0%
B - Income Eligible	**-4%**	**-15%**	**144%**	**131%**	**-13%**	**128%**	**0%**	**128%**	**14%**	**-35%**
B1 - Income Eligible Existing Buildings	-2%	-44%	144%	137%	0%	134%	0%	134%	17%	-37%
B1a - Income Eligible Coordinated Delivery	-2%	-44%	145%	137%	0%	134%	0%	134%	16%	-37%
B1b - Income Eligible Active Demand Reduction	-100%	-100%	-100%	-100%	0%	-100%	0%	-100%	-100%	-100%
B2 - Income Eligible Hard-to-Measure	-15%	80%	0%	42%	-13%	9%	0%	9%	0%	0%
B2a - Income Eligible Statewide Marketing	0%	77%	0%	0%	0%	77%	0%	77%	0%	0%
B2b - Income Eligible Statewide Database	-100%	0%	0%	0%	0%	-100%	0%	-100%	0%	0%
B2c - Income Eligible DOER Assessment	-7%	0%	0%	0%	0%	-7%	0%	-7%	0%	0%
B2d - Income Eligible Sponsorships & Subscriptions	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
B2e - Income Eligible Workforce Development	0%	0%	0%	42%	0%	42%	0%	42%	0%	0%
B2f - Income Eligible Evaluation and Market Research	0%	0%	0%	0%	-13%	-13%	0%	-13%	0%	0%
B2g - Low-Income Energy Affordability Network (LEAN)	-26%	0%	0%	0%	0%	-26%	0%	-26%	0%	0%
C - Commercial & Industrial	**-3%**	**-35%**	**-31%**	**-45%**	**-1%**	**-31%**	**0%**	**-31%**	**-49%**	**22%**
C1 - C&I New Buildings	-14%	-47%	-58%	-36%	0%	-51%	0%	-51%	55%	-43%
C1a - C&I New Buildings & Major Renovations	-14%	-47%	-58%	-36%	0%	-51%	0%	-51%	55%	-43%
C2 - C&I Existing Buildings	-8%	-42%	-30%	-42%	0%	-31%	0%	-31%	-51%	32%
C2a - C&I Existing Building Retrofit	-8%	-45%	-31%	-52%	0%	-33%	0%	-33%	-50%	24%
C2b - C&I New & Replacement Equipment	-5%	-34%	-26%	-12%	0%	-23%	0%	-23%	-53%	68%
C2c - C&I Active Demand Reduction	-25%	-60%	-56%	55%	0%	-25%	0%	-25%	173%	-50%
C3 - C&I Hard-to-Measure	40%	72%	-100%	-68%	-1%	-22%	0%	-22%	0%	0%
C3a - C&I Statewide Marketing	0%	70%	0%	0%	0%	70%	0%	70%	0%	0%
C3b - C&I Statewide Database	-100%	0%	0%	0%	0%	-100%	0%	-100%	0%	0%
C3c - C&I DOER Assessment	49%	0%	0%	0%	0%	49%	0%	49%	0%	0%
C3d - C&I Sponsorships & Subscriptions	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
C3e - C&I Workforce Development	0%	0%	0%	-67%	0%	-67%	0%	-67%	0%	0%
C3f - C&I Evaluation and Market Research	0%	0%	0%	0%	-1%	-1%	0%	-1%	0%	0%
C3g - C&I EEAC Consultants	13%	0%	0%	0%	0%	13%	0%	13%	0%	0%
C3h - C&I R&D and Demonstration	0%	0%	-100%	-100%	0%	-100%	0%	-100%	0%	0%
Grand Total	**1%**	**-8%**	**6%**	**-14%**	**-2%**	**2%**	**0%**	**2%**	**-23%**	**-21%**

Notes

- Where not otherwise indicated, budgets for each year are represented in nominal dollars (2022$, 2023$, 2024$).
- Refer to common definitions for allocation of costs.
- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Program Administrator Budgets, Three-Year Total

2022-2024 Program Administrator Budget ($)

Cape Light Compact

June 3, 2024

2022 Evaluated Program Administrator Budget ($)										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	**1,867,880**	**599,236**	**22,944,472**	**4,904,918**	**575,367**	**30,891,873**		**30,891,873**	**1,713**	**1.98**
A1 - Residential New Buildings	133,046	46,461	2,654,917	238,180	-	3,072,604		3,072,604	5,173	1.29
A1a - Residential New Homes & Renovations	133,046	46,461	2,654,917	238,180	-	3,072,604		3,072,604	5,173	1.29
A2 - Residential Existing Buildings	1,402,590	394,841	17,219,988	4,167,217	-	23,184,636		23,184,636	1,329	2.47
A2a - Residential Coordinated Delivery	779,604	163,158	7,274,806	1,915,377	-	10,132,945		10,132,945	1,772	2.08
A2b - Residential Conservation Services (RCS)	105,534	14,044	-	1,138,902	-	1,258,480		1,258,480		-
A2c - Residential Retail	493,273	214,731	9,767,382	923,682	-	11,399,068		11,399,068	1,330	3.12
A2d - Residential Behavior	-	-	-	-	-	-		-		
A2e - Residential Active Demand Reduction	24,179	2,908	177,800	189,256	-	394,143		394,143	125	1.78
A3 - Residential Hard-to-Measure	332,244	157,934	3,069,567	499,521	575,367	4,634,633		4,634,633		-
A3a - Residential Statewide Marketing	-	118,884	-	-	-	118,884		118,884		-
A3b - Residential Statewide Database	1,778	-	-	-	-	1,778		1,778		-
A3c - Residential DOER Assessment	159,153	-	-	-	-	159,153		159,153		-
A3d - Residential Sponsorships & Subscriptions	5,761	15,000	-	-	-	20,761		20,761		-
A3e - Residential Workforce Development	-	4,559	-	305,950	-	310,509		310,509		-
A3f - Residential Evaluation and Market Research	-	-	-	-	575,367	575,367		575,367		-
A3g - Residential EEAC Consultants	30,182	-	-	-	-	30,182		30,182		-
A3h - Residential R&D and Demonstration	-	-	-	-	-	-		-		
A3i - Residential HEAT Loan	135,370	16,318	3,069,567	176,990	-	3,398,245		3,398,245		-
A3j - Residential Education	-	3,173	-	16,581	-	19,754		19,754		-
B - Income Eligible	**328,173**	**84,085**	**7,109,737**	**1,713,222**	**167,654**	**9,402,872**		**9,402,872**	**4,933**	**0.97**
B1 - Income Eligible Existing Buildings	270,604	56,901	7,109,737	1,630,974	-	9,068,217		9,068,217	4,758	1.00
B1a - Income Eligible Coordinated Delivery	270,604	56,901	7,109,737	1,630,974	-	9,068,217		9,068,217	4,852	1.00
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-		-	-	
B2 - Income Eligible Hard-to-Measure	57,569	27,184	-	82,248	167,654	334,655		334,655		-
B2a - Income Eligible Statewide Marketing	-	26,533	-	-	-	26,533		26,533		-
B2b - Income Eligible Statewide Database	306	-	-	-	-	306		306		-
B2c - Income Eligible DOER Assessment	26,091	-	-	-	-	26,091		26,091		-
B2d - Income Eligible Sponsorships & Subscriptions	944	-	-	-	-	944		944		-
B2e - Income Eligible Workforce Development	-	651	-	82,248	-	82,899		82,899		-
B2f - Income Eligible Evaluation and Market Research	-	-	-	-	167,654	167,654		167,654		-
B2g - Low-Income Energy Affordability Network (LEAN)	30,228	-	-	-	-	30,228		30,228		-
C - Commercial & Industrial	**970,350**	**321,828**	**6,114,564**	**1,559,891**	**448,012**	**9,414,645**		**9,414,645**	**7,122**	**1.30**
C1 - C&I New Buildings	40,863	4,487	250,020	111,007	-	406,377		406,377	12,699	4.53
C1a - C&I New Buildings & Major Renovations	40,863	4,487	250,020	111,007	-	406,377		406,377	12,699	4.53
C2 - C&I Existing Buildings	824,906	264,212	5,864,544	1,151,646	-	8,105,308		8,105,308	6,283	1.28
C2a - C&I Existing Building Retrofit	644,744	183,488	4,983,471	731,444	-	6,543,147		6,543,147	10,256	1.02
C2b - C&I New & Replacement Equipment	166,338	79,176	823,402	283,163	-	1,352,079		1,352,079	2,123	2.40
C2c - C&I Active Demand Reduction	13,824	1,548	57,671	137,039	-	210,082		210,082	14,005	2.03
C3 - C&I Hard-to-Measure	104,581	53,129	-	297,238	448,012	902,960		902,960		-
C3a - C&I Statewide Marketing	-	51,826	-	-	-	51,826		51,826		-
C3b - C&I Statewide Database	981	-	-	-	-	981		981		-
C3c - C&I DOER Assessment	75,663	-	-	-	-	75,663		75,663		-
C3d - C&I Sponsorships & Subscriptions	2,739	-	-	-	-	2,739		2,739		-
C3e - C&I Workforce Development	-	1,303	-	297,238	-	298,541		298,541		-
C3f - C&I Evaluation and Market Research	-	-	-	-	448,012	448,012		448,012		-
C3g - C&I EEAC Consultants	25,198	-	-	-	-	25,198		25,198		-
C3h - C&I R&D and Demonstration	-	-	-	-	-	-		-		
Grand Total	**3,166,403**	**1,005,149**	**36,168,773**	**8,178,031**	**1,191,033**	**49,709,390**		**49,709,390**	**2,338**	**1.66**

Program Administrator Budgets, Three-Year Total

2022-2024 Program Administrator Budget ($)

Cape Light Compact

June 3, 2024

2023 Evaluated Program Administrator Budget ($)										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	**1,896,125**	**860,037**	**28,285,453**	**5,038,067**	**667,923**	**36,747,605**		**36,747,605**	**1,995**	**1.67**
A1 - Residential New Buildings	117,143	40,749	1,877,144	224,614	-	2,259,650		2,259,650	3,070	1.90
A1a - Residential New Homes & Renovations	117,143	40,749	1,877,144	224,614	-	2,259,650		2,259,650	3,070	1.90
A2 - Residential Existing Buildings	1,371,377	578,092	20,179,721	4,208,262	-	26,337,452		26,337,452	1,489	2.17
A2a - Residential Coordinated Delivery	716,828	269,163	6,306,056	2,024,574	-	9,316,621		9,316,621	2,048	1.88
A2b - Residential Conservation Services (RCS)	99,514	15,881	-	1,012,573	-	1,127,968		1,127,968	290	-
A2c - Residential Retail	528,206	289,069	13,493,779	975,599	-	15,286,653		15,286,653	2,211	2.51
A2d - Residential Behavior	-	-	-	-	-	-		-		
A2e - Residential Active Demand Reduction	26,829	3,979	379,886	195,516	-	606,210		606,210	259	2.21
A3 - Residential Hard-to-Measure	407,605	241,196	6,228,588	605,191	667,923	8,150,503		8,150,503		-
A3a - Residential Statewide Marketing	-	203,443	-	-	-	203,443		203,443		-
A3b - Residential Statewide Database	-	-	-	-	-	-		-		
A3c - Residential DOER Assessment	221,970	-	-	-	-	221,970		221,970		-
A3d - Residential Sponsorships & Subscriptions	19,421	-	-	-	-	19,421		19,421		-
A3e - Residential Workforce Development	-	2,903	-	412,330	-	415,233		415,233		-
A3f - Residential Evaluation and Market Research	-	-	-	-	667,923	667,923		667,923		-
A3g - Residential EEAC Consultants	40,209	-	-	-	-	40,209		40,209		-
A3h - Residential R&D and Demonstration	-	-	-	-	-	-		-		
A3i - Residential HEAT Loan	126,005	20,521	6,228,588	173,161	-	6,548,275		6,548,275		-
A3j - Residential Education	-	14,329	-	19,700	-	34,029		34,029		-
B - Income Eligible	**338,088**	**98,903**	**12,122,574**	**2,976,174**	**130,798**	**15,666,537**		**15,666,537**	**8,026**	**0.67**
B1 - Income Eligible Existing Buildings	276,298	49,834	12,122,574	2,849,184	-	15,297,890		15,297,890	7,837	0.69
B1a - Income Eligible Coordinated Delivery	276,298	49,834	12,122,574	2,849,184	-	15,297,890		15,297,890	7,976	0.68
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-		-	-	
B2 - Income Eligible Hard-to-Measure	61,790	49,069	-	126,990	130,798	368,647		368,647		-
B2a - Income Eligible Statewide Marketing	-	48,430	-	-	-	48,430		48,430		-
B2b - Income Eligible Statewide Database	-	-	-	-	-	-		-		
B2c - Income Eligible DOER Assessment	36,389	-	-	-	-	36,389		36,389		-
B2d - Income Eligible Sponsorships & Subscriptions	982	224	-	-	-	1,206		1,206		-
B2e - Income Eligible Workforce Development	-	415	-	126,990	-	127,405		127,405		-
B2f - Income Eligible Evaluation and Market Research	-	-	-	-	130,798	130,798		130,798		-
B2g - Low-Income Energy Affordability Network (LEAN)	24,419	-	-	-	-	24,419		24,419		-
C - Commercial & Industrial	**992,387**	**450,163**	**9,574,871**	**1,742,813**	**640,234**	**13,400,468**		**13,400,468**	**8,736**	**1.39**
C1 - C&I New Buildings	37,033	5,121	234,487	113,087	-	389,728		389,728	14,434	1.85
C1a - C&I New Buildings & Major Renovations	37,033	5,121	234,487	113,087	-	389,728		389,728	14,434	1.85
C2 - C&I Existing Buildings	811,607	364,912	9,340,384	1,471,242	-	11,988,145		11,988,145	7,955	1.49
C2a - C&I Existing Building Retrofit	624,608	268,836	7,063,812	968,407	-	8,925,663		8,925,663	12,751	1.25
C2b - C&I New & Replacement Equipment	171,138	93,883	2,179,428	362,197	-	2,806,646		2,806,646	3,548	2.22
C2c - C&I Active Demand Reduction	15,861	2,193	97,144	140,638	-	255,836		255,836	15,990	2.00
C3 - C&I Hard-to-Measure	143,747	80,130	-	158,484	640,234	1,022,595		1,022,595		-
C3a - C&I Statewide Marketing	-	79,301	-	-	-	79,301		79,301		-
C3b - C&I Statewide Database	-	-	-	-	-	-		-		
C3c - C&I DOER Assessment	105,527	-	-	-	-	105,527		105,527		-
C3d - C&I Sponsorships & Subscriptions	4,421	-	-	-	-	4,421		4,421		-
C3e - C&I Workforce Development	-	829	-	158,484	-	159,313		159,313		-
C3f - C&I Evaluation and Market Research	-	-	-	-	640,234	640,234		640,234		-
C3g - C&I EEAC Consultants	33,799	-	-	-	-	33,799		33,799		-
C3h - C&I R&D and Demonstration	-	-	-	-	-	-		-		
Grand Total	**3,226,600**	**1,409,103**	**49,982,898**	**9,757,054**	**1,438,955**	**65,814,610**		**65,814,610**	**3,004**	**1.38**

Program Administrator Budgets, Three-Year Total

2022-2024 Program Administrator Budget ($)

Cape Light Compact

June 3, 2024

2024 Planned Program Administrator Budget ($)										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	**2,090,978**	**759,571**	**36,654,901**	**7,021,181**	**846,679**	**47,373,309**	**-**	**47,373,309**	**3,205**	**1.94**
A1 - Residential New Buildings	367,066	94,583	7,557,027	468,219	-	8,486,895	-	8,486,895	28,056	0.91
A1a - Residential New Homes & Renovations	367,066	94,583	7,557,027	468,219	-	8,486,895	-	8,486,895	28,056	0.91
A2 - Residential Existing Buildings	1,428,966	465,931	26,443,774	5,880,680	-	34,219,350	-	34,219,350	2,364	2.45
A2a - Residential Coordinated Delivery	691,066	139,468	13,978,491	2,978,067	-	17,787,091	-	17,787,091	5,505	2.31
A2b - Residential Conservation Services (RCS)	95,061	22,887	-	1,798,023	-	1,915,971	-	1,915,971		-
A2c - Residential Retail	597,517	291,878	12,159,723	766,033	-	13,815,152	-	13,815,152	1,628	3.01
A2d - Residential Behavior	-	-	-	-	-	-	-	-		
A2e - Residential Active Demand Reduction	45,322	11,698	305,561	338,557	-	701,136	-	701,136	254	2.06
A3 - Residential Hard-to-Measure	294,946	199,058	2,654,100	672,281	846,679	4,667,064	-	4,667,064		-
A3a - Residential Statewide Marketing	-	137,137	-	-	-	137,137	-	137,137		-
A3b - Residential Statewide Database	1,949	-	-	-	-	1,949	-	1,949		-
A3c - Residential DOER Assessment	134,309	-	-	-	-	134,309	-	134,309		-
A3d - Residential Sponsorships & Subscriptions	-	-	-	-	-	-	-	-		
A3e - Residential Workforce Development	-	-	-	455,065	-	455,065	-	455,065		-
A3f - Residential Evaluation and Market Research	-	-	-	-	846,679	846,679	-	846,679		-
A3g - Residential EEAC Consultants	37,019	-	-	-	-	37,019	-	37,019		-
A3h - Residential R&D and Demonstration	-	-	25,000	10,000	-	35,000	-	35,000		-
A3i - Residential HEAT Loan	121,669	20,921	2,629,100	170,509	-	2,942,199	-	2,942,199		-
A3j - Residential Education	-	41,000	-	36,708	-	77,708	-	77,708		-
B - Income Eligible	**362,411**	**115,292**	**5,363,917**	**1,349,072**	**149,569**	**7,340,262**	**-**	**7,340,262**	**10,033**	**1.09**
B1 - Income Eligible Existing Buildings	288,773	87,969	5,363,917	1,260,646	-	7,001,305	-	7,001,305	9,570	1.14
B1a - Income Eligible Coordinated Delivery	288,646	87,958	5,362,522	1,260,631	-	6,999,757	-	6,999,757	10,043	1.14
B1b - Income Eligible Active Demand Reduction	127	11	1,395	15	-	1,548	-	1,548	45	21.71
B2 - Income Eligible Hard-to-Measure	73,638	27,324	-	88,426	149,569	338,957	-	338,957		-
B2a - Income Eligible Statewide Marketing	-	27,324	-	-	-	27,324	-	27,324		-
B2b - Income Eligible Statewide Database	566	-	-	-	-	566	-	566		-
B2c - Income Eligible DOER Assessment	39,072	-	-	-	-	39,072	-	39,072		-
B2d - Income Eligible Sponsorships & Subscriptions	-	-	-	-	-	-	-	-		
B2e - Income Eligible Workforce Development	-	-	-	88,426	-	88,426	-	88,426		-
B2f - Income Eligible Evaluation and Market Research	-	-	-	-	149,569	149,569	-	149,569		-
B2g - Low-Income Energy Affordability Network (LEAN)	34,000	-	-	-	-	34,000	-	34,000		-
C - Commercial & Industrial	**989,746**	**636,624**	**14,517,553**	**2,467,090**	**635,136**	**19,246,149**	**-**	**19,246,149**	**16,366**	**1.36**
C1 - C&I New Buildings	41,733	9,166	559,424	178,609	-	788,933	-	788,933	9,282	4.03
C1a - C&I New Buildings & Major Renovations	41,733	9,166	559,424	178,609	-	788,933	-	788,933	9,282	4.03
C2 - C&I Existing Buildings	844,164	580,819	13,933,129	1,809,542	-	17,167,653	-	17,167,653	15,736	1.34
C2a - C&I Existing Building Retrofit	632,308	434,266	10,368,731	1,371,751	-	12,807,056	-	12,807,056	23,499	1.26
C2b - C&I New & Replacement Equipment	186,337	140,643	3,249,398	339,721	-	3,916,099	-	3,916,099	8,210	1.29
C2c - C&I Active Demand Reduction	25,519	5,911	315,000	98,070	-	444,499	-	444,499	6,442	4.10
C3 - C&I Hard-to-Measure	103,848	46,639	25,000	478,939	635,136	1,289,563	-	1,289,563		-
C3a - C&I Statewide Marketing	-	46,639	-	-	-	46,639	-	46,639		-
C3b - C&I Statewide Database	2,125	-	-	-	-	2,125	-	2,125		-
C3c - C&I DOER Assessment	70,818	-	-	-	-	70,818	-	70,818		-
C3d - C&I Sponsorships & Subscriptions	-	-	-	-	-	-	-	-		
C3e - C&I Workforce Development	-	-	-	468,939	-	468,939	-	468,939		-
C3f - C&I Evaluation and Market Research	-	-	-	-	635,136	635,136	-	635,136		-
C3g - C&I EEAC Consultants	30,906	-	-	-	-	30,906	-	30,906		-
C3h - C&I R&D and Demonstration	-	-	25,000	10,000	-	35,000	-	35,000		-
Grand Total	**3,443,134**	**1,511,488**	**56,536,371**	**10,837,343**	**1,631,384**	**73,959,720**	**-**	**73,959,720**	**4,432**	**1.70**

Program Administrator Budgets, Three-Year Total

2022-2024 Program Administrator Budget ($)

Cape Light Compact

June 3, 2024

2022-2024 Program Administrator Budget ($)										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	**2,090,978**	**2,218,844**	**87,884,826**	**16,964,166**	**2,089,969**	**115,012,787**	**-**	**115,012,787**	**2,304**	**1.86**
A1 - Residential New Buildings	367,066	181,793	12,089,088	931,013	-	13,819,149	-	13,819,149	12,100	1.37
A1a - Residential New Homes & Renovations	367,066	181,793	12,089,088	931,013	-	13,819,149	-	13,819,149	12,100	1.37
A2 - Residential Existing Buildings	1,428,966	1,438,864	63,843,483	14,256,159	-	83,741,438	-	83,741,438	1,727	2.37
A2a - Residential Coordinated Delivery	691,066	571,789	27,559,353	6,918,018	-	37,236,657	-	37,236,657	3,108	2.09
A2b - Residential Conservation Services (RCS)	95,061	52,812	-	3,949,498	-	4,302,419	-	4,302,419	290	-
A2c - Residential Retail	597,517	795,678	35,420,884	2,665,314	-	40,500,873	-	40,500,873	1,723	2.88
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	45,322	18,585	863,247	723,329	-	1,701,489	-	1,701,489	213	2.02
A3 - Residential Hard-to-Measure	294,946	598,188	11,952,255	1,776,993	2,089,969	17,452,200	-	17,452,200	-	-
A3a - Residential Statewide Marketing	-	459,464	-	-	-	459,464	-	459,464	-	-
A3b - Residential Statewide Database	1,949	-	-	-	-	3,727	-	3,727	-	-
A3c - Residential DOER Assessment	134,309	-	-	-	-	515,432	-	515,432	-	-
A3d - Residential Sponsorships & Subscriptions	-	15,000	-	-	-	40,182	-	40,182	-	-
A3e - Residential Workforce Development	-	7,462	-	1,173,345	-	1,180,807	-	1,180,807	-	-
A3f - Residential Evaluation and Market Research	-	-	-	-	2,089,969	2,089,969	-	2,089,969	-	-
A3g - Residential EEAC Consultants	37,019	-	-	-	-	107,410	-	107,410	-	-
A3h - Residential R&D and Demonstration	-	-	25,000	10,000	-	35,000	-	35,000	-	-
A3i - Residential HEAT Loan	121,669	57,760	11,927,255	520,660	-	12,888,719	-	12,888,719	-	-
A3j - Residential Education	-	58,502	-	72,989	-	131,491	-	131,491	-	-
B - Income Eligible	**362,411**	**298,281**	**24,596,229**	**6,038,468**	**448,021**	**32,409,671**	**-**	**32,409,671**	**7,664**	**0.91**
B1 - Income Eligible Existing Buildings	288,773	194,704	24,596,229	5,740,804	-	31,367,412	-	31,367,412	7,388	0.94
B1a - Income Eligible Coordinated Delivery	288,646	194,694	24,594,834	5,740,789	-	31,365,865	-	31,365,865	7,624	0.94
B1b - Income Eligible Active Demand Reduction	127	11	1,395	15	-	1,548	-	1,548	15	21.71
B2 - Income Eligible Hard-to-Measure	73,638	103,577	-	297,664	448,021	1,042,259	-	1,042,259	-	-
B2a - Income Eligible Statewide Marketing	-	102,287	-	-	-	102,287	-	102,287	-	-
B2b - Income Eligible Statewide Database	566	-	-	-	-	872	-	872	-	-
B2c - Income Eligible DOER Assessment	39,072	-	-	-	-	101,552	-	101,552	-	-
B2d - Income Eligible Sponsorships & Subscriptions	-	224	-	-	-	2,150	-	2,150	-	-
B2e - Income Eligible Workforce Development	-	1,066	-	297,664	-	298,730	-	298,730	-	-
B2f - Income Eligible Evaluation and Market Research	-	-	-	-	448,021	448,021	-	448,021	-	-
B2g - Low-Income Energy Affordability Network (LEAN)	88,647	-	-	-	-	88,647	-	88,647	-	-
C - Commercial & Industrial	**989,746**	**1,408,615**	**30,206,988**	**5,769,794**	**1,723,382**	**42,061,262**	**-**	**42,061,262**	**10,741**	**1.35**
C1 - C&I New Buildings	41,733	18,774	1,043,931	402,703	-	1,585,038	-	1,585,038	12,138	3.47
C1a - C&I New Buildings & Major Renovations	41,733	18,774	1,043,931	402,703	-	1,585,038	-	1,585,038	12,138	3.47
C2 - C&I Existing Buildings	844,164	1,209,943	29,138,057	4,432,430	-	37,261,106	-	37,261,106	9,991	1.37
C2a - C&I Existing Building Retrofit	632,308	886,590	22,416,014	3,071,602	-	28,275,866	-	28,275,866	15,502	1.18
C2b - C&I New & Replacement Equipment	186,337	313,702	6,252,228	985,081	-	8,074,824	-	8,074,824	4,627	1.97
C2c - C&I Active Demand Reduction	25,519	9,652	469,815	375,747	-	910,417	-	910,417	12,146	2.71
C3 - C&I Hard-to-Measure	103,848	179,898	25,000	934,661	1,723,382	3,215,118	-	3,215,118	-	-
C3a - C&I Statewide Marketing	-	177,766	-	-	-	177,766	-	177,766	-	-
C3b - C&I Statewide Database	2,125	-	-	-	-	3,106	-	3,106	-	-
C3c - C&I DOER Assessment	70,818	-	-	-	-	252,008	-	252,008	-	-
C3d - C&I Sponsorships & Subscriptions	-	-	-	-	-	7,160	-	7,160	-	-
C3e - C&I Workforce Development	-	2,132	-	924,661	-	926,793	-	926,793	-	-
C3f - C&I Evaluation and Market Research	-	-	-	-	1,723,382	1,723,382	-	1,723,382	-	-
C3g - C&I EEAC Consultants	30,906	-	-	-	-	89,903	-	89,903	-	-
C3h - C&I R&D and Demonstration	-	-	25,000	10,000	-	35,000	-	35,000	-	-
Grand Total	**3,443,134**	**3,925,740**	**142,688,042**	**28,772,428**	**4,261,372**	**189,483,720**	**-**	**189,483,720**	**3,258**	**1.58**

Notes

- Where not otherwise indicated, budgets for each year are represented in nominal dollars (2022$, 2023$, 2024$).
- Refer to common definitions for allocation of costs.

Program Savings, Plan Year Summary
2023 Planned vs. Evaluated
Cape Light Compact
June 3, 2024

2023 Planned Net Savings

Program	# of Participants	Electric						Natural Gas		Deliverable Fuels			
		Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (Source MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**14,424**	**3,369**	**(535)**	**(658)**	**(19,364)**	**(4,362)**	**(109,795)**	**(451)**	**(5,863)**	**60,653**	**1,162,860**	**38,815**	**748,900**
A1 - Residential New Buildings	380	22	44	181	4,482	1,256	26,129	-	-	(745)	(13,662)	5,979	150,497
A1a - Residential New Homes & Renovations	380	22	44	181	4,482	1,256	26,129	-	-	(745)	(13,662)	5,979	150,497
A2 - Residential Existing Buildings	14,044	3,347	(579)	(839)	(23,846)	(5,618)	(135,924)	(451)	(5,863)	61,398	1,176,522	32,836	598,403
A2a - Residential Coordinated Delivery	3,211	319	683	3,153	56,951	21,798	335,261	-	-	28,263	592,787	5,804	121,630
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	8,485	296	(1,262)	(3,985)	(80,789)	(27,346)	(471,116)	(451)	(5,863)	33,135	583,735	27,033	476,773
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	2,348	2,733	-	(8)	(8)	(69)	(69)	-	-	-	-	-	-
B - Income Eligible	**978**	**289**	**299**	**1,597**	**15,676**	**11,059**	**95,031**	**(105)**	**(1,365)**	**2,777**	**52,627**	**1,734**	**30,378**
B1 - Income Eligible Existing Buildings	978	289	299	1,597	15,676	11,059	95,031	(105)	(1,365)	2,777	52,627	1,734	30,378
B1a - Income Eligible Coordinated Delivery	947	250	299	1,597	15,676	11,060	95,033	(105)	(1,365)	2,777	52,627	1,734	30,378
B1b - Income Eligible Active Demand Reduction	31	39	-	(0)	(0)	(1)	(1)	-	-	-	-	-	-
C - Commercial & Industrial	**1,145**	**3,881**	**826**	**7,105**	**77,890**	**49,344**	**481,452**	**(19,318)**	**(151,019)**	**5,939**	**98,338**	**2,713**	**37,677**
C1 - C&I New Buildings	85	129	87	681	12,727	4,732	76,445	(1,853)	(35,997)	(32)	(414)	-	-
C1a - C&I New Buildings & Major Renovations	85	129	87	681	12,727	4,732	76,445	(1,853)	(35,997)	(32)	(414)	-	-
C2 - C&I Existing Buildings	1,060	3,752	739	6,424	65,163	44,611	405,007	(17,465)	(115,022)	5,970	98,752	2,713	37,677
C2a - C&I Existing Building Retrofit	520	761	598	5,089	51,598	35,394	320,972	(16,696)	(110,141)	5,277	85,315	126	2,344
C2b - C&I New & Replacement Equipment	482	134	141	1,354	13,584	9,404	84,222	(769)	(4,881)	693	13,437	2,586	35,333
C2c - C&I Active Demand Reduction	58	2,858	-	(18)	(18)	(187)	(187)	-	-	-	-	-	-
Grand Total	**16,547**	**7,539**	**591**	**8,044**	**74,202**	**56,041**	**466,688**	**(19,874)**	**(158,247)**	**69,369**	**1,313,825**	**43,262**	**816,955**

2023 Evaluated Net Savings

Program	# of Participants	Electric						Natural Gas		Deliverable Fuels			
		Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (Source MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**18,424**	**2,951**	**141**	**39**	**(134)**	**333**	**(1,220)**	**(611)**	**(7,942)**	**58,667**	**1,074,883**	**21,339**	**394,134**
A1 - Residential New Buildings	736	49	251	925	21,104	6,386	122,824	-	-	13	260	852	22,273
A1a - Residential New Homes & Renovations	736	49	251	925	21,104	6,386	122,824	-	-	13	260	852	22,273
A2 - Residential Existing Buildings	17,688	2,902	(110)	(886)	(21,238)	(6,052)	(124,044)	(611)	(7,942)	58,655	1,074,623	20,487	371,861
A2a - Residential Coordinated Delivery	4,550	134	349	1,563	27,529	10,812	162,241	-	-	13,070	265,544	2,552	52,288
A2b - Residential Conservation Services (RCS)	3,884	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	6,915	(36)	(459)	(2,449)	(48,767)	(16,864)	(286,285)	(611)	(7,942)	45,585	809,079	17,935	319,573
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	2,339	2,804	-	-	-	-	-	-	-	-	-	-	-
B - Income Eligible	**1,952**	**170**	**136**	**689**	**4,335**	**4,788**	**27,148**	**(225)**	**(2,925)**	**11,367**	**202,991**	**2,385**	**43,400**
B1 - Income Eligible Existing Buildings	1,952	170	136	689	4,335	4,788	27,148	(225)	(2,925)	11,367	202,991	2,385	43,400
B1a - Income Eligible Coordinated Delivery	1,918	120	136	689	4,335	4,788	27,148	(225)	(2,925)	11,367	202,991	2,385	43,400
B1b - Income Eligible Active Demand Reduction	34	50	-	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	**1,534**	**2,465**	**1,027**	**8,795**	**81,580**	**61,114**	**507,213**	**(10,074)**	**13,891**	**1,559**	**33,127**	**944**	**15,809**
C1 - C&I New Buildings	27	33	35	256	4,159	1,774	25,092	(440)	(6,698)	(62)	(805)	-	-
C1a - C&I New Buildings & Major Renovations	27	33	35	256	4,159	1,774	25,092	(440)	(6,698)	(62)	(805)	-	-
C2 - C&I Existing Buildings	1,507	2,432	993	8,539	77,422	59,340	482,121	(9,634)	20,590	1,620	33,931	944	15,809
C2a - C&I Existing Building Retrofit	700	876	781	5,726	48,824	39,824	306,393	(8,424)	27,833	1,013	20,906	68	925
C2b - C&I New & Replacement Equipment	791	295	211	2,813	28,598	19,516	175,728	(1,210)	(7,244)	607	13,025	876	14,884
C2c - C&I Active Demand Reduction	16	1,260	-	-	-	-	-	-	-	-	-	-	-
Grand Total	**21,910**	**5,586**	**1,304**	**9,523**	**85,782**	**66,235**	**533,140**	**(10,910)**	**3,025**	**71,593**	**1,311,001**	**24,668**	**453,343**

2023 Planned v. Evaluated Net Savings Variances (%)

Program	# of Participants	Electric						Natural Gas		Deliverable Fuels			
		Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (Source MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**28%**	**-12%**	**-126%**	**-106%**	**-99%**	**-108%**	**-99%**	**35%**	**35%**	**-3%**	**-8%**	**-45%**	**-47%**
A1 - Residential New Buildings	**94%**	**125%**	**470%**	**410%**	**371%**	**408%**	**370%**	**0%**	**0%**	**-102%**	**-102%**	**-86%**	**-85%**
A1a - Residential New Homes & Renovations	94%	125%	470%	410%	371%	408%	370%	0%	0%	-102%	-102%	-86%	-85%
A2 - Residential Existing Buildings	**26%**	**-13%**	**-81%**	**6%**	**-11%**	**8%**	**-9%**	**35%**	**35%**	**-4%**	**-9%**	**-38%**	**-38%**
A2a - Residential Coordinated Delivery	42%	-58%	-49%	-50%	-52%	-50%	-52%	0%	0%	-54%	-55%	-56%	-57%
A2b - Residential Conservation Services (RCS)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
A2c - Residential Retail	-19%	-112%	-64%	-39%	-40%	-38%	-39%	35%	35%	38%	39%	-34%	-33%
A2d - Residential Behavior	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
A2e - Residential Active Demand Reduction	0%	3%	0%	-100%	-100%	-100%	-100%	0%	0%	0%	0%	0%	0%
B - Income Eligible	**100%**	**-41%**	**-54%**	**-57%**	**-72%**	**-57%**	**-71%**	**114%**	**114%**	**309%**	**286%**	**38%**	**43%**
B1 - Income Eligible Existing Buildings	**100%**	**-41%**	**-54%**	**-57%**	**-72%**	**-57%**	**-71%**	**114%**	**114%**	**309%**	**286%**	**38%**	**43%**
B1a - Income Eligible Coordinated Delivery	103%	-52%	-54%	-57%	-72%	-57%	-71%	114%	114%	309%	286%	38%	43%
B1b - Income Eligible Active Demand Reduction	11%	28%	0%	-100%	-100%	-100%	-100%	0%	0%	0%	0%	0%	0%
C - Commercial & Industrial	**34%**	**-36%**	**24%**	**24%**	**5%**	**24%**	**5%**	**-48%**	**-109%**	**-74%**	**-66%**	**-65%**	**-58%**
C1 - C&I New Buildings	**-68%**	**-74%**	**-61%**	**-62%**	**-67%**	**-63%**	**-67%**	**-76%**	**-81%**	**95%**	**94%**	**0%**	**0%**
C1a - C&I New Buildings & Major Renovations	-68%	-74%	-61%	-62%	-67%	-63%	-67%	-76%	-81%	95%	94%	0%	0%
C2 - C&I Existing Buildings	**42%**	**-35%**	**34%**	**33%**	**19%**	**33%**	**19%**	**-45%**	**-118%**	**-73%**	**-66%**	**-65%**	**-58%**
C2a - C&I Existing Building Retrofit	35%	15%	31%	13%	-5%	13%	-5%	-50%	-125%	-81%	-75%	-46%	-61%
C2b - C&I New & Replacement Equipment	64%	121%	50%	108%	111%	108%	109%	57%	48%	-12%	-3%	-66%	-58%
C2c - C&I Active Demand Reduction	-72%	-56%	0%	-100%	-100%	-100%	-100%	0%	0%	0%	0%	0%	0%
Grand Total	**32%**	**-26%**	**121%**	**18%**	**16%**	**18%**	**14%**	**-45%**	**-102%**	**3%**	**0%**	**-43%**	**-45%**

Notes

• The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Program Savings, Plan Year Summary
2023 Planned vs. Evaluated
Cape Light Compact
June 3, 2024

Program	2023 Planned Net Savings											
	Other								Total Savings MMBTU		Electric Energy, no Fuel Switching or ADR (MWh)	
	Wood (MMBTU)		Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		Water (Gallons)					
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**-**	**-**	**574**	**4,456**	**-**	**-**	**2,202,987**	**28,534,024**	**95,635**	**1,805,834**	**5,731**	**93,770**
A1 - Residential New Buildings	-	-	-	-	-	-	-	-	6,490	162,963	292	7,085
A1a - Residential New Homes & Renovations	-	-	-	-	-	-	-	-	6,490	162,963	292	7,085
A2 - Residential Existing Buildings	-	-	574	4,456	-	-	2,202,987	28,534,024	89,145	1,642,870	5,439	86,685
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	1,652,441	23,375,035	55,865	1,049,678	3,275	59,034
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	-	-	574	4,456	-	-	550,546	5,158,990	33,350	593,261	2,171	27,659
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-	-	(69)	(69)	(8)	(8)
B - Income Eligible	**-**	**-**	**-**	**-**	**-**	**-**	**695,054**	**8,340,642**	**15,560**	**177,900**	**1,824**	**19,508**
B1 - Income Eligible Existing Buildings	-	-	-	-	-	-	695,054	8,340,642	15,560	177,900	1,824	19,508
B1a - Income Eligible Coordinated Delivery	-	-	-	-	-	-	695,054	8,340,642	15,561	177,901	1,824	19,508
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	(1)	(1)	(0)	(0)
C - Commercial & Industrial	**-**	**-**	**2,208**	**8,210**	**-**	**-**	**224,155**	**2,111,561**	**58,271**	**610,575**	**6,918**	**73,846**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	4,516	72,432	681	12,727
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	4,516	72,432	681	12,727
C2 - C&I Existing Buildings	-	-	2,208	8,210	-	-	224,155	2,111,561	53,755	538,143	6,237	61,119
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	183,262	1,784,421	39,128	397,616	4,517	43,015
C2b - C&I New & Replacement Equipment	-	-	2,208	8,210	-	-	40,892	327,140	14,814	140,714	1,739	18,122
C2c - C&I Active Demand Reduction	-	-	-	-	-	-	-	-	(187)	(187)	(18)	(18)
Grand Total	**-**	**-**	**2,781**	**12,665**	**-**	**-**	**3,122,195**	**38,986,227**	**169,466**	**2,594,308**	**14,472**	**187,124**

Program	2023 Evaluated Net Savings											
	Other								Total Savings MMBTU		Electric Energy, no Fuel Switching or ADR (MWh)	
	Wood (MMBTU)		Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		Water (Gallons)					
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**-**	**-**	**1,555**	**11,380**	**-**	**-**	**2,382,574**	**33,056,615**	**81,834**	**1,478,383**	**6,147**	**107,325**
A1 - Residential New Buildings	-	-	-	-	-	-	-	-	7,251	145,357	925	21,104
A1a - Residential New Homes & Renovations	-	-	-	-	-	-	-	-	7,251	145,357	925	21,104
A2 - Residential Existing Buildings	-	-	1,555	11,380	-	-	2,382,574	33,056,615	74,583	1,333,026	5,222	86,221
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	2,209,331	31,513,988	26,433	480,072	1,563	27,529
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	-	-	1,555	11,380	-	-	173,243	1,542,627	48,150	852,953	3,659	58,692
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
B - Income Eligible	**-**	**-**	**-**	**-**	**-**	**-**	**415,599**	**4,987,188**	**18,517**	**273,246**	**1,539**	**18,788**
B1 - Income Eligible Existing Buildings	-	-	-	-	-	-	415,599	4,987,188	18,517	273,246	1,539	18,788
B1a - Income Eligible Coordinated Delivery	-	-	-	-	-	-	415,599	4,987,188	18,517	273,246	1,539	18,788
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	**-**	**-**	**583**	**3,877**	**-**	**-**	**1,701,547**	**9,170,448**	**63,193**	**561,415**	**9,041**	**85,283**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	1,669	23,618	256	4,159
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	1,669	23,618	256	4,159
C2 - C&I Existing Buildings	-	-	583	3,877	-	-	1,701,547	9,170,448	61,524	537,797	8,786	81,125
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	1,584,323	8,293,761	40,063	331,008	5,726	48,824
C2b - C&I New & Replacement Equipment	-	-	583	3,877	-	-	117,224	876,687	21,461	206,789	3,060	32,301
C2c - C&I Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
Grand Total	**-**	**-**	**2,139**	**15,257**	**-**	**-**	**4,499,719**	**47,214,251**	**163,544**	**2,313,044**	**16,727**	**211,396**

Program	2023 Planned v. Evaluated Net Savings Variances (%)											
	Other								Total Savings MMBTU		Electric Energy, no Fuel Switching or ADR (MWh)	
	Wood (MMBTU)		Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		Water (Gallons)					
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**0%**	**0%**	**171%**	**155%**	**0%**	**0%**	**8%**	**16%**	**-14%**	**-18%**	**7%**	**14%**
A1 - Residential New Buildings	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**12%**	**-11%**	**217%**	**198%**
A1a - Residential New Homes & Renovations	0%	0%	0%	0%	0%	0%	0%	0%	12%	-11%	217%	198%
A2 - Residential Existing Buildings	**0%**	**0%**	**171%**	**155%**	**0%**	**0%**	**8%**	**16%**	**-16%**	**-19%**	**-4%**	**-1%**
A2a - Residential Coordinated Delivery	0%	0%	0%	0%	0%	0%	34%	35%	-53%	-54%	-52%	-53%
A2b - Residential Conservation Services (RCS)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
A2c - Residential Retail	0%	0%	171%	155%	0%	0%	-69%	-70%	44%	44%	69%	112%
A2d - Residential Behavior	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
A2e - Residential Active Demand Reduction	0%	0%	0%	0%	0%	0%	0%	0%	-100%	-100%	-100%	-100%
B - Income Eligible	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**-40%**	**-40%**	**19%**	**54%**	**-16%**	**-4%**
B1 - Income Eligible Existing Buildings	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**-40%**	**-40%**	**19%**	**54%**	**-16%**	**-4%**
B1a - Income Eligible Coordinated Delivery	0%	0%	0%	0%	0%	0%	-40%	-40%	19%	54%	-16%	-4%
B1b - Income Eligible Active Demand Reduction	0%	0%	0%	0%	0%	0%	0%	0%	-100%	-100%	-100%	-100%
C - Commercial & Industrial	**0%**	**0%**	**-74%**	**-53%**	**0%**	**0%**	**659%**	**334%**	**8%**	**-8%**	**31%**	**15%**
C1 - C&I New Buildings	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**-63%**	**-67%**	**-62%**	**-67%**
C1a - C&I New Buildings & Major Renovations	0%	0%	0%	0%	0%	0%	0%	0%	-63%	-67%	-62%	-67%
C2 - C&I Existing Buildings	**0%**	**0%**	**-74%**	**-53%**	**0%**	**0%**	**659%**	**334%**	**14%**	**0%**	**41%**	**33%**
C2a - C&I Existing Building Retrofit	0%	0%	0%	0%	0%	0%	765%	365%	2%	-17%	27%	14%
C2b - C&I New & Replacement Equipment	0%	0%	-74%	-53%	0%	0%	187%	168%	45%	47%	76%	78%
C2c - C&I Active Demand Reduction	0%	0%	0%	0%	0%	0%	0%	0%	-100%	-100%	-100%	-100%
Grand Total	**0%**	**0%**	**-23%**	**20%**	**0%**	**0%**	**44%**	**21%**	**-3%**	**-11%**	**16%**	**13%**

Notes
• The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Program Savings, Three-Year Total

2022-2024 Net Savings

Cape Light Compact

June 3, 2024

2022 Evaluated Net Savings

Program	# of Participants	Electric						Natural Gas		Deliverable Fuels			
		Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (Source MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**18,035**	**1,973**	**253**	**1,571**	**15,147**	**11,108**	**93,870**	**6,329**	**129,939**	**50,235**	**922,740**	**23,257**	**436,701**
A1 - Residential New Buildings	594	29	106	414	8,885	2,898	52,397	-	-	-	-	2,160	51,854
A1a - Residential New Homes & Renovations	594	29	106	414	8,885	2,898	52,397	-	-	-	-	2,160	51,854
A2 - Residential Existing Buildings	17,441	1,944	147	1,157	6,262	8,210	41,473	6,329	129,939	50,235	922,740	21,097	384,847
A2a - Residential Coordinated Delivery	5,717	218	456	2,079	32,446	14,612	193,987	6,546	132,764	15,902	323,983	2,837	58,493
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	8,568	270	(309)	(922)	(26,184)	(6,402)	(152,514)	(217)	(2,825)	34,333	598,757	18,260	326,354
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	3,156	1,456	-	-	-	-	-	-	-	-	-	-	-
B - Income Eligible	**1,906**	**138**	**209**	**976**	**7,993**	**6,858**	**49,747**	**(90)**	**(1,170)**	**5,576**	**99,171**	**5,413**	**84,498**
B1 - Income Eligible Existing Buildings	1,906	138	209	976	7,993	6,858	49,747	(90)	(1,170)	5,576	99,171	5,413	84,498
B1a - Income Eligible Coordinated Delivery	1,869	124	209	976	7,993	6,858	49,747	(90)	(1,170)	5,576	99,171	5,413	84,498
B1b - Income Eligible Active Demand Reduction	37	14	-	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	**1,322**	**1,821**	**924**	**6,894**	**57,287**	**48,533**	**366,158**	**(18,244)**	**(123,293)**	**(96)**	**10,050**	**1,145**	**17,577**
C1 - C&I New Buildings	32	97	92	516	8,452	3,636	51,960	(892)	(17,432)	234	4,758	-	-
C1a - C&I New Buildings & Major Renovations	32	97	92	516	8,452	3,636	51,960	(892)	(17,432)	234	4,758	-	-
C2 - C&I Existing Buildings	1,290	1,724	832	6,378	48,835	44,897	314,198	(17,352)	(105,861)	(330)	5,292	1,145	17,577
C2a - C&I Existing Building Retrofit	638	497	623	4,600	35,895	32,391	231,300	(15,879)	(96,973)	(445)	49	698	9,981
C2b - C&I New & Replacement Equipment	637	241	209	1,778	12,940	12,506	82,898	(1,473)	(8,888)	115	5,243	447	7,596
C2c - C&I Active Demand Reduction	15	986	-	-	-	-	-	-	-	-	-	-	-
Grand Total	**21,263**	**3,932**	**1,386**	**9,441**	**80,427**	**66,499**	**509,775**	**(12,005)**	**5,476**	**55,715**	**1,031,961**	**29,815**	**538,776**

2023 Evaluated Net Savings

Program	# of Participants	Electric						Natural Gas		Deliverable Fuels			
		Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (Source MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**18,424**	**2,951**	**141**	**39**	**(134)**	**333**	**(1,220)**	**(611)**	**(7,942)**	**58,667**	**1,074,883**	**21,339**	**394,134**
A1 - Residential New Buildings	736	49	251	925	21,104	6,386	122,824	-	-	13	260	852	22,273
A1a - Residential New Homes & Renovations	736	49	251	925	21,104	6,386	122,824	-	-	13	260	852	22,273
A2 - Residential Existing Buildings	17,688	2,902	(110)	(886)	(21,238)	(6,052)	(124,044)	(611)	(7,942)	58,655	1,074,623	20,487	371,861
A2a - Residential Coordinated Delivery	4,550	134	349	1,563	27,529	10,812	162,241	-	-	13,070	265,544	2,552	52,288
A2b - Residential Conservation Services (RCS)	3,884	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	6,915	(36)	(459)	(2,449)	(48,767)	(16,864)	(286,285)	(611)	(7,942)	45,585	809,079	17,935	319,573
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	2,339	2,804	-	-	-	-	-	-	-	-	-	-	-
B - Income Eligible	**1,952**	**170**	**136**	**689**	**4,335**	**4,788**	**27,148**	**(225)**	**(2,925)**	**11,367**	**202,991**	**2,385**	**43,400**
B1 - Income Eligible Existing Buildings	1,952	170	136	689	4,335	4,788	27,148	(225)	(2,925)	11,367	202,991	2,385	43,400
B1a - Income Eligible Coordinated Delivery	1,918	120	136	689	4,335	4,788	27,148	(225)	(2,925)	11,367	202,991	2,385	43,400
B1b - Income Eligible Active Demand Reduction	34	50	-	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	**1,534**	**2,465**	**1,027**	**8,795**	**81,580**	**61,114**	**507,213**	**(10,074)**	**13,891**	**1,559**	**33,127**	**944**	**15,809**
C1 - C&I New Buildings	27	33	35	256	4,159	1,774	25,092	(440)	(6,698)	(62)	(805)	-	-
C1a - C&I New Buildings & Major Renovations	27	33	35	256	4,159	1,774	25,092	(440)	(6,698)	(62)	(805)	-	-
C2 - C&I Existing Buildings	1,507	2,432	993	8,539	77,422	59,340	482,121	(9,634)	20,590	1,620	33,931	944	15,809
C2a - C&I Existing Building Retrofit	700	876	781	5,726	48,824	39,824	306,393	(8,424)	27,833	1,013	20,906	68	925
C2b - C&I New & Replacement Equipment	791	295	211	2,813	28,598	19,516	175,728	(1,210)	(7,244)	607	13,025	876	14,884
C2c - C&I Active Demand Reduction	16	1,260	-	-	-	-	-	-	-	-	-	-	-
Grand Total	**21,910**	**5,586**	**1,304**	**9,523**	**85,782**	**66,235**	**533,140**	**(10,910)**	**3,025**	**71,593**	**1,311,001**	**24,668**	**453,343**

Program Savings, Three-Year Total

2022-2024 Net Savings

Cape Light Compact

June 3, 2024

2024 Planned Net Savings

Program	# of Participants	Electric						Natural Gas		Deliverable Fuels			
		Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (Source MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**14,781**	**4,037**	**(1,026)**	**(2,344)**	**(49,073)**	**(14,799)**	**(280,971)**	**(492)**	**(6,396)**	**69,253**	**1,316,868**	**44,165**	**842,115**
A1 - Residential New Buildings	303	15	(15)	(23)	(399)	(142)	(2,131)	-	-	(349)	(5,325)	6,242	154,812
A1a - Residential New Homes & Renovations	303	15	(15)	(23)	(399)	(142)	(2,131)	-	-	(349)	(5,325)	6,242	154,812
A2 - Residential Existing Buildings	14,478	4,022	(1,011)	(2,321)	(48,674)	(14,657)	(278,840)	(492)	(6,396)	69,603	1,322,193	37,923	687,303
A2a - Residential Coordinated Delivery	3,231	423	657	3,190	59,170	20,588	343,834	-	-	29,070	607,050	6,095	126,800
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	8,485	247	(1,668)	(5,500)	(107,834)	(35,166)	(622,594)	(492)	(6,396)	40,533	715,144	31,828	560,503
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	2,762	3,352	-	(10)	(10)	(79)	(79)	-	-	-	-	-	-
B - Income Eligible	**732**	**389**	**219**	**1,345**	**15,293**	**8,715**	**90,584**	**(50)**	**(650)**	**2,426**	**43,880**	**1,917**	**33,411**
B1 - Income Eligible Existing Buildings	732	389	219	1,345	15,293	8,715	90,584	(50)	(650)	2,426	43,880	1,917	33,411
B1a - Income Eligible Coordinated Delivery	697	317	219	1,345	15,293	8,718	90,587	(50)	(650)	2,426	43,880	1,917	33,411
B1b - Income Eligible Active Demand Reduction	35	72	-	(0)	(0)	(3)	(3)	-	-	-	-	-	-
C - Commercial & Industrial	**1,176**	**4,869**	**737**	**7,633**	**90,592**	**49,757**	**548,416**	**(7,900)**	**17,508**	**6,382**	**103,822**	**2,960**	**41,967**
C1 - C&I New Buildings	85	152	106	830	15,716	5,413	93,221	(2,370)	(46,359)	(31)	(401)	-	-
C1a - C&I New Buildings & Major Renovations	85	152	106	830	15,716	5,413	93,221	(2,370)	(46,359)	(31)	(401)	-	-
C2 - C&I Existing Buildings	1,091	4,716	631	6,803	74,876	44,344	455,196	(5,530)	63,867	6,413	104,223	2,960	41,967
C2a - C&I Existing Building Retrofit	545	844	518	5,630	61,892	36,756	376,387	(4,959)	67,266	5,545	88,179	136	2,579
C2b - C&I New & Replacement Equipment	477	111	114	1,200	13,011	7,815	79,037	(571)	(3,399)	868	16,043	2,825	39,388
C2c - C&I Active Demand Reduction	69	3,762	-	(28)	(28)	(228)	(228)	-	-	-	-	-	-
Grand Total	**16,688**	**9,295**	**(70)**	**6,634**	**56,812**	**43,673**	**358,029**	**(8,442)**	**10,462**	**78,062**	**1,464,570**	**49,042**	**917,493**

2022-2024 Net Savings

Program	# of Participants	Electric						Natural Gas		Deliverable Fuels			
		Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (Source MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**51,240**	**8,961**	**(632)**	**(734)**	**(34,060)**	**(3,358)**	**(188,321)**	**5,226**	**115,601**	**178,156**	**3,314,491**	**88,761**	**1,672,951**
A1 - Residential New Buildings	**1,633**	**92**	**342**	**1,316**	**29,591**	**9,142**	**173,090**	**-**	**-**	**(336)**	**(5,065)**	**9,254**	**228,940**
A1a - Residential New Homes & Renovations	1,633	92	342	1,316	29,591	9,142	173,090	-	-	(336)	(5,065)	9,254	228,940
A2 - Residential Existing Buildings	**49,607**	**8,868**	**(974)**	**(2,050)**	**(63,650)**	**(12,500)**	**(361,411)**	**5,226**	**115,601**	**178,492**	**3,319,556**	**79,507**	**1,444,011**
A2a - Residential Coordinated Delivery	13,498	775	1,462	6,832	119,145	46,012	700,062	6,546	132,764	58,041	1,196,576	11,484	237,581
A2b - Residential Conservation Services (RCS)	3,884	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	23,968	481	(2,437)	(8,871)	(182,785)	(58,433)	(1,061,393)	(1,320)	(17,163)	120,451	2,122,980	68,023	1,206,430
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	3,156	3,352	-	-	-	-	-	-	-	-	-	-	-
B - Income Eligible	**4,590**	**697**	**564**	**3,010**	**27,621**	**20,360**	**167,479**	**(365)**	**(4,745)**	**19,369**	**346,043**	**9,715**	**161,309**
B1 - Income Eligible Existing Buildings	**4,590**	**697**	**564**	**3,010**	**27,621**	**20,360**	**167,479**	**(365)**	**(4,745)**	**19,369**	**346,043**	**9,715**	**161,309**
B1a - Income Eligible Coordinated Delivery	4,484	561	564	3,011	27,621	20,364	167,482	(365)	(4,745)	19,369	346,043	9,715	161,309
B1b - Income Eligible Active Demand Reduction	37	72	-	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	**4,032**	**9,155**	**2,688**	**23,322**	**229,459**	**159,404**	**1,421,787**	**(36,218)**	**(91,893)**	**7,845**	**146,999**	**5,049**	**75,353**
C1 - C&I New Buildings	**144**	**283**	**232**	**1,601**	**28,327**	**10,824**	**170,273**	**(3,702)**	**(70,489)**	**142**	**3,553**	**-**	**-**
C1a - C&I New Buildings & Major Renovations	144	283	232	1,601	28,327	10,824	170,273	(3,702)	(70,489)	142	3,553	-	-
C2 - C&I Existing Buildings	**3,888**	**8,872**	**2,456**	**21,720**	**201,133**	**148,580**	**1,251,514**	**(32,516)**	**(21,404)**	**7,703**	**143,446**	**5,049**	**75,353**
C2a - C&I Existing Building Retrofit	1,883	2,217	1,922	15,956	146,611	108,971	914,080	(29,262)	(1,873)	6,113	109,135	902	13,485
C2b - C&I New & Replacement Equipment	1,905	647	534	5,792	54,549	39,837	337,662	(3,254)	(19,531)	1,590	34,311	4,147	61,869
C2c - C&I Active Demand Reduction	69	3,762	-	-	-	-	-	-	-	-	-	-	-
Grand Total	**59,861**	**18,813**	**2,621**	**25,598**	**223,020**	**176,406**	**1,400,945**	**(31,357)**	**18,963**	**205,370**	**3,807,532**	**103,526**	**1,909,613**

Program Savings, Three-Year Total

2022-2024 Net Savings

Cape Light Compact

June 3, 2024

Program	2022 Evaluated Net Savings											
	Other								Total Savings		Electric Energy, no Fuel Switching or ADR (MWh)	
	Wood (MMBTU)		Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		Water (Gallons)		MMBTU			
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**-**	**-**	**1,747**	**12,778**	**-**	**-**	**2,788,130**	**38,527,748**	**86,979**	**1,479,082**	**6,175**	**96,152**
A1 - Residential New Buildings	-	-	-	-	-	-	-	-	5,058	104,251	554	12,114
A1a - Residential New Homes & Renovations	-	-	-	-	-	-	-	-	5,058	104,251	554	12,114
A2 - Residential Existing Buildings	-	-	1,747	12,778	-	-	2,788,130	38,527,748	81,921	1,374,831	5,621	84,038
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	2,518,136	35,855,258	34,005	589,739	2,079	32,446
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	-	-	1,747	12,778	-	-	269,994	2,672,490	47,916	785,092	3,542	51,592
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
B - Income Eligible	**-**	**-**	**-**	**-**	**-**	**-**	**377,383**	**4,528,596**	**17,838**	**233,299**	**1,332**	**14,019**
B1 - Income Eligible Existing Buildings	-	-	-	-	-	-	377,383	4,528,596	17,838	233,299	1,332	14,019
B1a - Income Eligible Coordinated Delivery	-	-	-	-	-	-	377,383	4,528,596	17,838	233,299	1,332	14,019
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	**-**	**-**	**733**	**4,718**	**-**	**-**	**1,181,035**	**6,674,475**	**48,490**	**386,175**	**7,052**	**59,371**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	3,780	54,975	516	8,452
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	3,780	54,975	516	8,452
C2 - C&I Existing Buildings	-	-	733	4,718	-	-	1,181,035	6,674,475	44,710	331,200	6,536	50,919
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	1,103,720	6,055,959	31,056	231,633	4,600	35,895
C2b - C&I New & Replacement Equipment	-	-	733	4,718	-	-	77,315	618,516	13,654	99,567	1,936	15,024
C2c - C&I Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
Grand Total	**-**	**-**	**2,480**	**17,496**	**-**	**-**	**4,346,548**	**49,730,819**	**153,307**	**2,098,556**	**14,559**	**169,542**

Program	2023 Evaluated Net Savings											
	Other								Total Savings		Electric Energy, no Fuel Switching or ADR (MWh)	
	Wood (MMBTU)		Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		Water (Gallons)		MMBTU			
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**-**	**-**	**1,555**	**11,380**	**-**	**-**	**2,382,574**	**33,056,615**	**81,834**	**1,478,383**	**6,147**	**107,325**
A1 - Residential New Buildings	-	-	-	-	-	-	-	-	7,251	145,357	925	21,104
A1a - Residential New Homes & Renovations	-	-	-	-	-	-	-	-	7,251	145,357	925	21,104
A2 - Residential Existing Buildings	-	-	1,555	11,380	-	-	2,382,574	33,056,615	74,583	1,333,026	5,222	86,221
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	2,209,331	31,513,988	26,433	480,072	1,563	27,529
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	-	-	1,555	11,380	-	-	173,243	1,542,627	48,150	852,953	3,659	58,692
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
B - Income Eligible	**-**	**-**	**-**	**-**	**-**	**-**	**415,599**	**4,987,188**	**18,517**	**273,246**	**1,539**	**18,788**
B1 - Income Eligible Existing Buildings	-	-	-	-	-	-	415,599	4,987,188	18,517	273,246	1,539	18,788
B1a - Income Eligible Coordinated Delivery	-	-	-	-	-	-	415,599	4,987,188	18,517	273,246	1,539	18,788
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	**-**	**-**	**583**	**3,877**	**-**	**-**	**1,701,547**	**9,170,448**	**63,193**	**561,415**	**9,041**	**85,283**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	1,669	23,618	256	4,159
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	1,669	23,618	256	4,159
C2 - C&I Existing Buildings	-	-	583	3,877	-	-	1,701,547	9,170,448	61,524	537,797	8,786	81,125
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	1,584,323	8,293,761	40,063	331,008	5,726	48,824
C2b - C&I New & Replacement Equipment	-	-	583	3,877	-	-	117,224	876,687	21,461	206,789	3,060	32,301
C2c - C&I Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
Grand Total	**-**	**-**	**2,139**	**15,257**	**-**	**-**	**4,499,719**	**47,214,251**	**163,544**	**2,313,044**	**16,727**	**211,396**

Program Savings, Three-Year Total

2022-2024 Net Savings

Cape Light Compact

June 3, 2024

2024 Planned Net Savings												
Program	Other								Total Savings MMBTU		Electric Energy, no Fuel Switching or ADR (MWh)	
	Wood (MMBTU)		Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		Water (Gallons)					
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	-	-	574	4,456	-	-	2,202,987	28,534,024	99,144	1,881,828	5,694	93,894
A1 - Residential New Buildings	-	-	-	-	-	-	-	-	5,751	147,356	190	4,618
A1a - Residential New Homes & Renovations	-	-	-	-	-	-	-	-	5,751	147,356	190	4,618
A2 - Residential Existing Buildings	-	-	574	4,456	-	-	2,202,987	28,534,024	93,393	1,734,472	5,504	89,276
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	1,652,441	23,375,035	55,753	1,077,683	3,438	63,465
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	-	-	574	4,456	-	-	550,546	5,158,990	37,719	656,868	2,076	25,821
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-	-	(79)	(79)	(10)	(10)
B - Income Eligible	-	-	-	-	-	-	370,218	4,442,610	13,052	167,810	1,671	20,904
B1 - Income Eligible Existing Buildings	-	-	-	-	-	-	370,218	4,442,610	13,052	167,810	1,671	20,904
B1a - Income Eligible Coordinated Delivery	-	-	-	-	-	-	370,218	4,442,610	13,056	167,813	1,671	20,904
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	(3)	(3)	(0)	(0)
C - Commercial & Industrial	-	-	2,208	8,210	-	-	250,088	2,353,276	60,518	704,165	6,407	71,023
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	5,146	88,184	830	15,716
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	5,146	88,184	830	15,716
C2 - C&I Existing Buildings	-	-	2,208	8,210	-	-	250,088	2,353,276	55,372	615,982	5,577	55,307
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	206,415	2,003,892	41,940	473,871	3,990	37,282
C2b - C&I New & Replacement Equipment	-	-	2,208	8,210	-	-	43,673	349,384	13,659	142,338	1,615	18,053
C2c - C&I Active Demand Reduction	-	-	-	-	-	-	-	-	(228)	(228)	(28)	(28)
Grand Total	-	-	2,781	12,665	-	-	2,823,292	35,329,910	172,714	2,753,804	13,771	185,821

2022-2024 Net Savings												
Program	Other								Total Savings MMBTU		Electric Energy, no Fuel Switching or ADR (MWh)	
	Wood (MMBTU)		Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		Water (Gallons)					
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	-	-	3,876	28,613	-	-	7,373,690	100,118,388	267,957	4,839,293	18,016	297,371
A1 - Residential New Buildings	-	-	-	-	-	-	-	-	18,060	396,965	1,669	37,836
A1a - Residential New Homes & Renovations	-	-	-	-	-	-	-	-	18,060	396,965	1,669	37,836
A2 - Residential Existing Buildings	-	-	3,876	28,613	-	-	7,373,690	100,118,388	249,897	4,442,329	16,347	259,535
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	6,379,907	90,744,281	116,191	2,147,495	7,080	123,440
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	-	-	3,876	28,613	-	-	993,783	9,374,106	133,785	2,294,913	9,277	136,105
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
B - Income Eligible	-	-	-	-	-	-	1,163,200	13,958,394	49,408	674,355	4,542	53,711
B1 - Income Eligible Existing Buildings	-	-	-	-	-	-	1,163,200	13,958,394	49,408	674,355	4,542	53,711
B1a - Income Eligible Coordinated Delivery	-	-	-	-	-	-	1,163,200	13,958,394	49,411	674,359	4,542	53,711
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	-	-	3,524	16,804	-	-	3,132,669	18,198,199	172,200	1,651,755	22,500	215,677
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	10,595	166,777	1,601	28,327
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	10,595	166,777	1,601	28,327
C2 - C&I Existing Buildings	-	-	3,524	16,804	-	-	3,132,669	18,198,199	161,606	1,484,979	20,899	187,351
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	2,894,458	16,353,612	113,060	1,036,512	14,316	122,001
C2b - C&I New & Replacement Equipment	-	-	3,524	16,804	-	-	238,212	1,844,587	48,774	448,694	6,611	65,377
C2c - C&I Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
Grand Total	-	-	7,400	45,418	-	-	11,669,559	132,274,981	489,565	7,165,404	45,057	566,759

Greenhouse Gas Savings, Plan Year Summary

2023 Planned vs. Evaluated

Cape Light Compact

June 3, 2024

2023 Planned GHG Savings				
Program	Avoided CO2e (Metric Tons)			
	2025	2030	First Year	Lifetime
A - Residential	**8,382**	**8,300**	**7,711**	**145,815**
A1 - Residential New Buildings	456	436	465	11,680
A1a - Residential New Homes & Renovations	456	436	465	11,680
A2 - Residential Existing Buildings	7,926	7,864	7,246	134,134
A2a - Residential Coordinated Delivery	3,100	2,781	3,206	59,204
A2b - Residential Conservation Services (RCS)	-	-	-	-
A2c - Residential Retail	4,825	5,083	4,040	74,931
A2d - Residential Behavior	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	0	0
B - Income Eligible	**599**	**426**	**681**	**8,176**
B1 - Income Eligible Existing Buildings	599	426	681	8,176
B1a - Income Eligible Coordinated Delivery	599	426	681	8,176
B1b - Income Eligible Active Demand Reduction	-	-	0	0
C - Commercial & Industrial	**2,531**	**1,241**	**2,881**	**24,733**
C1 - C&I New Buildings	125	61	168	1,634
C1a - C&I New Buildings & Major Renovations	125	61	168	1,634
C2 - C&I Existing Buildings	2,406	1,180	2,713	23,099
C2a - C&I Existing Building Retrofit	1,480	770	1,648	14,978
C2b - C&I New & Replacement Equipment	926	410	1,063	8,119
C2c - C&I Active Demand Reduction	-	-	2	2
Grand Total	**11,512**	**9,967**	**11,273**	**178,723**

2023 Evaluated GHG Savings				
Program	Avoided CO2e (Metric Tons)			
	2025	2030	First Year	Lifetime
A - Residential	**7,431**	**7,319**	**6,771**	**120,040**
A1 - Residential New Buildings	329	220	380	5,499
A1a - Residential New Homes & Renovations	329	220	380	5,499
A2 - Residential Existing Buildings	7,102	7,099	6,391	114,541
A2a - Residential Coordinated Delivery	1,435	1,269	1,492	26,526
A2b - Residential Conservation Services (RCS)	-	-	-	-
A2c - Residential Retail	5,667	5,830	4,899	88,016
A2d - Residential Behavior	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-
B - Income Eligible	**1,202**	**1,124**	**1,199**	**19,382**
B1 - Income Eligible Existing Buildings	1,202	1,124	1,199	19,382
B1a - Income Eligible Coordinated Delivery	1,202	1,124	1,199	19,382
B1b - Income Eligible Active Demand Reduction	-	-	-	-
C - Commercial & Industrial	**2,600**	**873**	**3,104**	**21,425**
C1 - C&I New Buildings	54	14	68	598
C1a - C&I New Buildings & Major Renovations	54	14	68	598
C2 - C&I Existing Buildings	2,546	859	3,036	20,827
C2a - C&I Existing Building Retrofit	1,304	434	1,558	10,625
C2b - C&I New & Replacement Equipment	1,242	425	1,478	10,202
C2c - C&I Active Demand Reduction	-	-	-	-
Grand Total	**11,233**	**9,316**	**11,073**	**160,846**

2023 Planned v. Evaluated Net Savings Variances (%)				
Program	Avoided CO2e (Metric Tons)			
	2025	2030	First Year	Lifetime
A - Residential	**-11%**	**-12%**	**-12%**	**-18%**
A1 - Residential New Buildings	**-28%**	**-49%**	**-18%**	**-53%**
A1a - Residential New Homes & Renovations	-28%	-49%	-18%	-53%
A2 - Residential Existing Buildings	**-10%**	**-10%**	**-12%**	**-15%**
A2a - Residential Coordinated Delivery	-54%	-54%	-53%	-55%
A2b - Residential Conservation Services (RCS)	0%	0%	0%	0%
A2c - Residential Retail	17%	15%	21%	17%
A2d - Residential Behavior	0%	0%	0%	0%
A2e - Residential Active Demand Reduction	0%	0%	-100%	-100%
B - Income Eligible	**101%**	**164%**	**76%**	**137%**
B1 - Income Eligible Existing Buildings	**101%**	**164%**	**76%**	**137%**
B1a - Income Eligible Coordinated Delivery	101%	164%	76%	137%
B1b - Income Eligible Active Demand Reduction	0%	0%	-100%	-100%
C - Commercial & Industrial	**3%**	**-30%**	**8%**	**-13%**
C1 - C&I New Buildings	**-57%**	**-77%**	**-60%**	**-63%**
C1a - C&I New Buildings & Major Renovations	-57%	-77%	-60%	-63%
C2 - C&I Existing Buildings	**6%**	**-27%**	**12%**	**-10%**
C2a - C&I Existing Building Retrofit	-12%	-44%	-5%	-29%
C2b - C&I New & Replacement Equipment	34%	4%	39%	26%
C2c - C&I Active Demand Reduction	0%	0%	-100%	-100%
Grand Total	**-2%**	**-7%**	**-2%**	**-10%**

Notes

Greenhouse gas values presented include GHG in 2025 and 2030, calculated consistently with the Secretary's letter establishing GHG goals for the Mass Save Programs. 2022-2024 Three-Year Plans, D.P.U. 21-120 through D.P.U. 21-129, Exh. 1, App. D. Lifetime GHG values are also presented, consistent with the process outlined in response to information request DPU-Common 3-15 of 2022-2024 Three Year Plans, D.P.U. 21-120 through D.P.U. 21-129. Lifetime values were calculated using emissions factors provided in an independent third-party study; see Appendix 12.

Greenhouse Gas Savings, Three-Year Total

2022-2024 GHG Savings

Cape Light Compact
June 3, 2024

2022 Evaluated GHG Savings				
Program	Avoided CO2e (Metric Tons)			
	2025	2030	First Year	Lifetime
A - Residential	**7,271**	**6,902**	**6,947**	**119,801**
A1 - Residential New Buildings	562	542	589	12,846
A1a - Residential New Homes & Renovations	562	542	589	12,846
A2 - Residential Existing Buildings	6,709	6,360	6,358	106,955
A2a - Residential Coordinated Delivery	1,745	1,557	1,922	32,958
A2b - Residential Conservation Services (RCS)	-	-	-	-
A2c - Residential Retail	4,964	4,803	4,436	73,997
A2d - Residential Behavior	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-
B - Income Eligible	**971**	**876**	**998**	**14,338**
B1 - Income Eligible Existing Buildings	971	876	998	14,338
B1a - Income Eligible Coordinated Delivery	971	876	998	14,338
B1b - Income Eligible Active Demand Reduction	-	-	-	-
C - Commercial & Industrial	**1,705**	**448**	**2,290**	**14,950**
C1 - C&I New Buildings	134	73	171	1,824
C1a - C&I New Buildings & Major Renovations	134	73	171	1,824
C2 - C&I Existing Buildings	1,571	375	2,119	13,126
C2a - C&I Existing Building Retrofit	906	228	1,115	6,946
C2b - C&I New & Replacement Equipment	665	147	1,004	6,180
C2c - C&I Active Demand Reduction	-	-	-	-
Grand Total	**9,947**	**8,226**	**10,235**	**149,089**

2023 Evaluated GHG Savings				
Program	Avoided CO2e (Metric Tons)			
	2025	2030	First Year	Lifetime
A - Residential	**7,431**	**7,319**	**6,771**	**120,040**
A1 - Residential New Buildings	329	220	380	5,499
A1a - Residential New Homes & Renovations	329	220	380	5,499
A2 - Residential Existing Buildings	7,102	7,099	6,391	114,541
A2a - Residential Coordinated Delivery	1,435	1,269	1,492	26,526
A2b - Residential Conservation Services (RCS)	-	-	-	-
A2c - Residential Retail	5,667	5,830	4,899	88,016
A2d - Residential Behavior	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-
B - Income Eligible	**1,202**	**1,124**	**1,199**	**19,382**
B1 - Income Eligible Existing Buildings	1,202	1,124	1,199	19,382
B1a - Income Eligible Coordinated Delivery	1,202	1,124	1,199	19,382
B1b - Income Eligible Active Demand Reduction	-	-	-	-
C - Commercial & Industrial	**2,600**	**873**	**3,104**	**21,425**
C1 - C&I New Buildings	54	14	68	598
C1a - C&I New Buildings & Major Renovations	54	14	68	598
C2 - C&I Existing Buildings	2,546	859	3,036	20,827
C2a - C&I Existing Building Retrofit	1,304	434	1,558	10,625
C2b - C&I New & Replacement Equipment	1,242	425	1,478	10,202
C2c - C&I Active Demand Reduction	-	-	-	-
Grand Total	**11,233**	**9,316**	**11,073**	**160,846**

Greenhouse Gas Savings, Three-Year Total

2022-2024 GHG Savings

Cape Light Compact
June 3, 2024

2024 Planned GHG Savings				
Program	Avoided CO2e (Metric Tons)			
	2025	2030	First Year	Lifetime
A - Residential	**9,278**	**9,382**	**8,519**	**161,597**
A1 - Residential New Buildings	451	449	451	11,722
A1a - Residential New Homes & Renovations	451	449	451	11,722
A2 - Residential Existing Buildings	8,828	8,933	8,068	149,875
A2a - Residential Coordinated Delivery	3,190	2,871	3,130	60,526
A2b - Residential Conservation Services (RCS)	-	-	-	-
A2c - Residential Retail	5,638	6,062	4,937	89,347
A2d - Residential Behavior	-	-	-	-
A2e - Residential Active Demand Reduction	(1)	-	2	2
B - Income Eligible	**571**	**408**	**543**	**7,462**
B1 - Income Eligible Existing Buildings	571	408	543	7,462
B1a - Income Eligible Coordinated Delivery	571	408	542	7,462
B1b - Income Eligible Active Demand Reduction	-	-	0	0
C - Commercial & Industrial	**2,816**	**1,504**	**2,588**	**26,669**
C1 - C&I New Buildings	157	74	152	1,859
C1a - C&I New Buildings & Major Renovations	157	74	152	1,859
C2 - C&I Existing Buildings	2,660	1,430	2,436	24,810
C2a - C&I Existing Building Retrofit	1,671	950	1,514	16,637
C2b - C&I New & Replacement Equipment	991	480	913	8,164
C2c - C&I Active Demand Reduction	(3)	-	10	10
Grand Total	**12,665**	**11,295**	**11,650**	**195,728**

2022-2024 GHG Savings				
Program	Avoided CO2e (Metric Tons)			
	2025	2030	Annual	Lifetime
A - Residential	**23,980**	**23,604**	**22,237**	**401,438**
A1 - Residential New Buildings	**1,342**	**1,212**	**1,420**	**30,067**
A1a - Residential New Homes & Renovations	1,342	1,212	1,420	30,067
A2 - Residential Existing Buildings	**22,639**	**22,392**	**20,817**	**371,371**
A2a - Residential Coordinated Delivery	6,371	5,697	6,543	120,009
A2b - Residential Conservation Services (RCS)	-	-	-	-
A2c - Residential Retail	16,269	16,695	14,272	251,359
A2d - Residential Behavior	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	2	2
B - Income Eligible	**2,744**	**2,408**	**2,739**	**41,181**
B1 - Income Eligible Existing Buildings	**2,744**	**2,408**	**2,739**	**41,181**
B1a - Income Eligible Coordinated Delivery	2,744	2,408	2,739	41,181
B1b - Income Eligible Active Demand Reduction	-	-	0	0
C - Commercial & Industrial	**7,121**	**2,825**	**7,982**	**63,044**
C1 - C&I New Buildings	**344**	**161**	**391**	**4,282**
C1a - C&I New Buildings & Major Renovations	344	161	391	4,282
C2 - C&I Existing Buildings	**6,777**	**2,664**	**7,591**	**58,762**
C2a - C&I Existing Building Retrofit	3,881	1,612	4,187	34,207
C2b - C&I New & Replacement Equipment	2,898	1,052	3,394	24,546
C2c - C&I Active Demand Reduction	-	-	10	10
Grand Total	**33,845**	**28,837**	**32,958**	**505,663**

Program Benefits, Plan Year Summary

2023 Planned vs. Evaluated

Cape Light Compact

June 3, 2024

2023 Planned TRC Benefits ($)											
Program	Electric		Natural Gas	Oil	Propane	Wood	Motor Gasoline	Motor Diesel	Water	Non-Resource Benefits	Total TRC Test Benefits
	Capacity	Energy									
A - Residential	**5,895,416**	**(2,758,138)**	**(8,078)**	**42,440,828**	**37,189,436**	**-**	**141,650**	**-**	**491,068**	**6,604,282**	**89,996,462**
A1 - Residential New Buildings	248,298	559,566	-	(497,756)	7,558,094	-	-	-	-	365,906	8,234,108
A1a - Residential New Homes & Renovations	248,298	559,566	-	(497,756)	7,558,094	-	-	-	-	365,906	8,234,108
A2 - Residential Existing Buildings	5,647,118	(3,317,704)	(8,078)	42,938,584	29,631,342	-	141,650	-	491,068	6,238,375	81,762,354
A2a - Residential Coordinated Delivery	2,815,569	7,235,031	-	21,799,355	6,066,881	-	-	-	402,040	5,908,363	44,227,239
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	1,658,713	(10,549,635)	(8,078)	21,139,229	23,564,461	-	141,650	-	89,028	330,012	36,365,381
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	1,172,835	(3,101)	-	-	-	-	-	-	-	-	1,169,735
B - Income Eligible	**1,493,841**	**2,003,877**	**(1,881)**	**1,916,045**	**1,501,171**	**-**	**-**	**-**	**143,842**	**3,970,536**	**11,027,431**
B1 - Income Eligible Existing Buildings	1,493,841	2,003,877	(1,881)	1,916,045	1,501,171	-	-	-	143,842	3,970,536	11,027,431
B1a - Income Eligible Coordinated Delivery	1,476,391	2,003,932	(1,881)	1,916,045	1,501,171	-	-	-	143,842	3,970,536	11,010,035
B1b - Income Eligible Active Demand Reduction	17,451	(54)	-	-	-	-	-	-	-	-	17,396
C - Commercial & Industrial	**7,488,420**	**9,594,071**	**(256,118)**	**3,285,134**	**1,848,997**	**-**	**257,801**	**-**	**36,511**	**6,819,571**	**29,074,387**
C1 - C&I New Buildings	1,112,239	1,531,042	(60,775)	(13,644)	-	-	-	-	-	725,146	3,294,008
C1a - C&I New Buildings & Major Renovations	1,112,239	1,531,042	(60,775)	(13,644)	-	-	-	-	-	725,146	3,294,008
C2 - C&I Existing Buildings	6,376,181	8,063,029	(195,343)	3,298,778	1,848,997	-	257,801	-	36,511	6,094,426	25,780,380
C2a - C&I Existing Building Retrofit	4,303,331	6,381,930	(187,059)	2,847,307	116,510	-	-	-	30,845	4,278,155	17,771,019
C2b - C&I New & Replacement Equipment	711,915	1,691,937	(8,284)	451,470	1,732,487	-	257,801	-	5,665	1,816,271	6,659,263
C2c - C&I Active Demand Reduction	1,360,935	(10,838)	-	-	-	-	-	-	-	-	1,350,097
Grand Total	**14,877,677**	**8,839,811**	**(266,077)**	**47,642,007**	**40,539,604**	**-**	**399,451**	**-**	**671,420**	**17,394,389**	**130,098,281**

2023 Evaluated TRC Benefits ($)											
Program	Electric		Natural Gas	Oil	Propane	Wood	Motor Gasoline	Motor Diesel	Water	Non-Resource Benefits	Total TRC Test Benefits
	Capacity	Energy									
A - Residential	**2,302,016**	**(103,255)**	**(10,943)**	**39,017,055**	**19,333,761**	**-**	**360,674**	**-**	**568,626**	**7,621,843**	**69,089,779**
A1 - Residential New Buildings	490,361	2,672,546	-	9,556	1,119,952	-	-	-	-	505,736	4,798,150
A1a - Residential New Homes & Renovations	490,361	2,672,546	-	9,556	1,119,952	-	-	-	-	505,736	4,798,150
A2 - Residential Existing Buildings	1,811,656	(2,775,801)	(10,943)	39,007,500	18,213,810	-	360,674	-	568,626	7,116,107	64,291,629
A2a - Residential Coordinated Delivery	1,103,839	3,491,375	-	9,744,050	2,605,658	-	-	-	541,992	4,099,668	21,586,581
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	(631,880)	(6,267,176)	(10,943)	29,263,450	15,608,152	-	360,674	-	26,635	3,016,439	41,365,351
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	1,339,697	-	-	-	-	-	-	-	-	-	1,339,697
B - Income Eligible	**464,563**	**551,999**	**(4,030)**	**7,255,454**	**2,143,674**	**-**	**-**	**-**	**86,008**	**4,872,991**	**15,370,659**
B1 - Income Eligible Existing Buildings	464,563	551,999	(4,030)	7,255,454	2,143,674	-	-	-	86,008	4,872,991	15,370,659
B1a - Income Eligible Coordinated Delivery	441,274	551,999	(4,030)	7,255,454	2,143,674	-	-	-	86,008	4,872,991	15,347,371
B1b - Income Eligible Active Demand Reduction	23,289	-	-	-	-	-	-	-	-	-	23,289
C - Commercial & Industrial	**6,147,142**	**10,286,973**	**20,216**	**1,119,086**	**780,155**	**-**	**122,525**	**-**	**159,126**	**6,131,835**	**24,767,057**
C1 - C&I New Buildings	245,198	512,155	(11,269)	(26,526)	-	-	-	-	-	233,766	953,323
C1a - C&I New Buildings & Major Renovations	245,198	512,155	(11,269)	(26,526)	-	-	-	-	-	233,766	953,323
C2 - C&I Existing Buildings	5,901,944	9,774,818	31,485	1,145,613	780,155	-	122,525	-	159,126	5,898,069	23,813,734
C2a - C&I Existing Building Retrofit	4,095,835	6,144,518	43,779	707,202	45,866	-	-	-	143,935	2,939,115	14,120,251
C2b - C&I New & Replacement Equipment	1,295,408	3,630,299	(12,295)	438,410	734,289	-	122,525	-	15,190	2,958,955	9,182,782
C2c - C&I Active Demand Reduction	510,701	-	-	-	-	-	-	-	-	-	510,701
Grand Total	**8,913,721**	**10,735,717**	**5,243**	**47,391,595**	**22,257,590**	**-**	**483,199**	**-**	**813,760**	**18,626,670**	**109,227,495**

Program Benefits, Plan Year Summary

2023 Planned vs. Evaluated

Cape Light Compact

June 3, 2024

2023 Planned v. Evaluated TRC Benefits Variances (%)											
Program	Electric		Natural Gas	Oil	Propane	Wood	Motor Gasoline	Motor Diesel	Water	Non-Resource Benefits	Total TRC Test Benefits
	Capacity	Energy									
A - Residential	**-100%**	**-100%**	**-100%**	**-100%**	**-100%**	**0%**	**-100%**	**0%**	**-100%**	**-100%**	**-100%**
A1 - Residential New Buildings	**97%**	**378%**	**0%**	**-102%**	**-85%**	**0%**	**0%**	**0%**	**0%**	**38%**	**-42%**
A1a - Residential New Homes & Renovations	97%	378%	0%	-102%	-85%	0%	0%	0%	0%	38%	-42%
A2 - Residential Existing Buildings	**-68%**	**-16%**	**35%**	**-9%**	**-39%**	**0%**	**155%**	**0%**	**16%**	**14%**	**-21%**
A2a - Residential Coordinated Delivery	-61%	-52%	0%	-55%	-57%	0%	0%	0%	35%	-31%	-51%
A2b - Residential Conservation Services (RCS)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
A2c - Residential Retail	-138%	-41%	35%	38%	-34%	0%	155%	0%	-70%	814%	14%
A2d - Residential Behavior	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
A2e - Residential Active Demand Reduction	14%	-100%	0%	0%	0%	0%	0%	0%	0%	0%	15%
B - Income Eligible	**-69%**	**-72%**	**114%**	**279%**	**43%**	**0%**	**0%**	**0%**	**-40%**	**23%**	**39%**
B1 - Income Eligible Existing Buildings	**-69%**	**-72%**	**114%**	**279%**	**43%**	**0%**	**0%**	**0%**	**-40%**	**23%**	**39%**
B1a - Income Eligible Coordinated Delivery	-70%	-72%	114%	279%	43%	0%	0%	0%	-40%	23%	39%
B1b - Income Eligible Active Demand Reduction	33%	-100%	0%	0%	0%	0%	0%	0%	0%	0%	34%
C - Commercial & Industrial	**-18%**	**7%**	**-108%**	**-66%**	**-58%**	**0%**	**-52%**	**0%**	**336%**	**-10%**	**-15%**
C1 - C&I New Buildings	**-78%**	**-67%**	**-81%**	**94%**	**0%**	**0%**	**0%**	**0%**	**0%**	**-68%**	**-71%**
C1a - C&I New Buildings & Major Renovations	-78%	-67%	-81%	94%	0%	0%	0%	0%	0%	-68%	-71%
C2 - C&I Existing Buildings	**-7%**	**21%**	**-116%**	**-65%**	**-58%**	**0%**	**-52%**	**0%**	**336%**	**-3%**	**-8%**
C2a - C&I Existing Building Retrofit	-5%	-4%	-123%	-75%	-61%	0%	0%	0%	367%	-31%	-21%
C2b - C&I New & Replacement Equipment	82%	115%	48%	-3%	-58%	0%	-52%	0%	168%	63%	38%
C2c - C&I Active Demand Reduction	-62%	-100%	0%	0%	0%	0%	0%	0%	0%	0%	-62%
Grand Total	**-40%**	**21%**	**-102%**	**-1%**	**-45%**	**0%**	**21%**	**0%**	**21%**	**7%**	**-16%**

Notes

- Benefits for each year are presented in real dollars (2022$).
- The Compact is a municipal aggregator and public entity that does not collect any performance incentives.

Program Benefits, Plan Year Summary

2023 Planned vs. Evaluated

Cape Light Compact
June 3, 2024

Program	2023 Additional Benefit Information ($)					
	Total Resource Benefits	Resource Benefits per Participant	Non-Embedded GHG Benefits	Performance Incentive Components		
				Standard	Equity	Electrification
A - Residential	**83,392,180**	**5,781**	**18,948,802**	**20,548,844**	**41,667,015**	**27,780,603**
A1 - Residential New Buildings	7,868,202	20,706	1,535,660	1,404,199	5,831,144	998,765
A1a - Residential New Homes & Renovations	7,868,202	20,706	1,535,660	1,404,199	5,831,144	998,765
A2 - Residential Existing Buildings	75,523,978	5,378	17,413,143	19,144,645	35,835,871	26,781,838
A2a - Residential Coordinated Delivery	38,318,875	11,934	10,577,732	14,676,373	28,970,746	580,120
A2b - Residential Conservation Services (RCS)	-		-	-	-	-
A2c - Residential Retail	36,035,369	4,247	6,838,973	3,298,538	6,865,125	26,201,718
A2d - Residential Behavior	-		-	-	-	-
A2e - Residential Active Demand Reduction	1,169,735	498	(3,562)	1,169,735	-	-
B - Income Eligible	**7,056,896**	**7,217**	**1,641,993**	**5,100,342**	**4,689,683**	**1,237,406**
B1 - Income Eligible Existing Buildings	7,056,896	7,217	1,641,993	5,100,342	4,689,683	1,237,406
B1a - Income Eligible Coordinated Delivery	7,039,500	7,433	1,642,056	5,082,946	4,689,683	1,237,406
B1b - Income Eligible Active Demand Reduction	17,396	565	(62)	17,396	-	-
C - Commercial & Industrial	**22,254,816**	**19,437**	**5,331,878**	**18,221,299**	**2,173,621**	**8,679,468**
C1 - C&I New Buildings	2,568,862	30,222	621,573	3,294,008	-	-
C1a - C&I New Buildings & Major Renovations	2,568,862	30,222	621,573	3,294,008	-	-
C2 - C&I Existing Buildings	19,685,954	18,572	4,710,305	14,927,291	2,173,621	8,679,468
C2a - C&I Existing Building Retrofit	13,492,864	25,948	3,488,969	9,193,182	2,173,621	6,404,217
C2b - C&I New & Replacement Equipment	4,842,992	10,048	1,233,359	4,384,012	-	2,275,251
C2c - C&I Active Demand Reduction	1,350,097	23,278	(12,023)	1,350,097	-	-
Grand Total	**112,703,892**	**6,811**	**25,922,673**	**43,870,485**	**48,530,319**	**37,697,477**

Program	2023 Additional Benefit Information ($)					
	Total Resource Benefits	Resource Benefits per Participant	Non-Embedded GHG Benefits	Performance Incentive Components		
				Standard	Equity	Electrification
A - Residential	**61,467,936**	**3,336**	**15,283,412**	**-**	**-**	**-**
A1 - Residential New Buildings	4,292,414	5,832	1,292,582	-	-	-
A1a - Residential New Homes & Renovations	4,292,414	5,832	1,292,582	-	-	-
A2 - Residential Existing Buildings	57,175,522	3,232	13,990,830	-	-	-
A2a - Residential Coordinated Delivery	17,486,913	3,843	4,813,938	-	-	-
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-
A2c - Residential Retail	38,348,912	5,546	9,176,893	-	-	-
A2d - Residential Behavior	-		-	-	-	-
A2e - Residential Active Demand Reduction	1,339,697	573	-	-	-	-
B - Income Eligible	**10,497,668**	**5,378**	**2,708,100**	**-**	**-**	**-**
B1 - Income Eligible Existing Buildings	10,497,668	5,378	2,708,100	-	-	-
B1a - Income Eligible Coordinated Delivery	10,474,379	5,461	2,708,100	-	-	-
B1b - Income Eligible Active Demand Reduction	23,289	685	-	-	-	-
C - Commercial & Industrial	**18,635,221**	**12,148**	**4,686,652**	**-**	**-**	**-**
C1 - C&I New Buildings	719,557	26,650	196,301	-	-	-
C1a - C&I New Buildings & Major Renovations	719,557	26,650	196,301	-	-	-
C2 - C&I Existing Buildings	17,915,664	11,888	4,490,351	-	-	-
C2a - C&I Existing Building Retrofit	11,181,136	15,973	2,749,253	-	-	-
C2b - C&I New & Replacement Equipment	6,223,827	7,868	1,741,098	-	-	-
C2c - C&I Active Demand Reduction	510,701	31,919	-	-	-	-
Grand Total	**90,600,825**	**4,135**	**22,678,164**	**-**	**-**	**-**

Program Benefits, Plan Year Summary

2023 Planned vs. Evaluated

Cape Light Compact

June 3, 2024

Program	2023 Planned v. Evaluated Additional Benefit Variances (%)					
	Total Resource Benefits	Resource Benefits per Participant	Non-Embedded GHG Benefits	Performance Incentive Components		
				Standard	Equity	Electrification
A - Residential	**-100%**	**-100%**	**-100%**	**-100%**	**-100%**	**-100%**
A1 - Residential New Buildings	**-45%**	**-72%**	**-16%**	**-100%**	**-100%**	**-100%**
A1a - Residential New Homes & Renovations	-45%	-72%	-16%	-100%	-100%	-100%
A2 - Residential Existing Buildings	**-24%**	**-40%**	**-20%**	**-100%**	**-100%**	**-100%**
A2a - Residential Coordinated Delivery	-54%	-68%	-54%	-100%	-100%	-100%
A2b - Residential Conservation Services (RCS)	0%	0%	0%	0%	0%	0%
A2c - Residential Retail	6%	31%	34%	-100%	-100%	-100%
A2d - Residential Behavior	0%	0%	0%	0%	0%	0%
A2e - Residential Active Demand Reduction	15%	15%	-100%	-100%	0%	0%
B - Income Eligible	**49%**	**-25%**	**65%**	**-100%**	**-100%**	**-100%**
B1 - Income Eligible Existing Buildings	**49%**	**-25%**	**65%**	**-100%**	**-100%**	**-100%**
B1a - Income Eligible Coordinated Delivery	49%	-27%	65%	-100%	-100%	-100%
B1b - Income Eligible Active Demand Reduction	34%	21%	-100%	-100%	0%	0%
C - Commercial & Industrial	**-16%**	**-37%**	**-12%**	**-100%**	**-100%**	**-100%**
C1 - C&I New Buildings	**-72%**	**-12%**	**-68%**	**-100%**	**0%**	**0%**
C1a - C&I New Buildings & Major Renovations	-72%	-12%	-68%	-100%	0%	0%
C2 - C&I Existing Buildings	**-9%**	**-36%**	**-5%**	**-100%**	**-100%**	**-100%**
C2a - C&I Existing Building Retrofit	-17%	-38%	-21%	-100%	-100%	-100%
C2b - C&I New & Replacement Equipment	29%	-22%	41%	-100%	0%	-100%
C2c - C&I Active Demand Reduction	-62%	37%	-100%	-100%	0%	0%
Grand Total	**-20%**	**-39%**	**-13%**	**-100%**	**-100%**	**-100%**

Notes

- Benefits for each year are presented in real dollars (2022$).
- The Compact is a municipal aggregator and public entity that does not collect any performance incentives.

Program Benefits, Three-Year Total

2022-2024 TRC Benefits ($)

Cape Light Compact
June 3, 2024

2022 Evaluated TRC Benefits ($)											
Program	Electric		Natural Gas	Oil	Propane	Wood	Motor Gasoline	Motor Diesel	Water	Non-Resource Benefits	Total TRC Test Benefits
	Capacity	Energy									
A - Residential	**3,915,704**	**1,743,100**	**226,021**	**32,960,311**	**21,390,599**	**-**	**400,902**	**-**	**664,098**	**5,578,684**	**66,879,420**
A1 - Residential New Buildings	272,066	1,114,895	-	(7)	2,579,643	-	-	-	-	391,126	4,357,723
A1a - Residential New Homes & Renovations	272,066	1,114,895	-	(7)	2,579,643	-	-	-	-	391,126	4,357,723
A2 - Residential Existing Buildings	3,643,638	628,205	226,021	32,960,318	18,810,956	-	400,902	-	664,098	5,187,558	62,521,697
A2a - Residential Coordinated Delivery	1,478,073	4,079,196	229,876	11,736,677	2,890,878	-	-	-	617,912	4,809,887	25,842,500
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	1,464,455	(3,450,991)	(3,855)	21,223,641	15,920,078	-	400,902	-	46,186	377,671	35,978,087
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	701,110	-	-	-	-	-	-	-	-	-	701,110
B - Income Eligible	**376,469**	**1,030,124**	**(1,597)**	**3,490,280**	**4,113,518**	**-**	**-**	**-**	**78,257**	**2,895,915**	**11,982,967**
B1 - Income Eligible Existing Buildings	376,469	1,030,124	(1,597)	3,490,280	4,113,518	-	-	-	78,257	2,895,915	11,982,967
B1a - Income Eligible Coordinated Delivery	369,965	1,030,124	(1,597)	3,490,280	4,113,518	-	-	-	78,257	2,895,915	11,976,463
B1b - Income Eligible Active Demand Reduction	6,504	-	-	-	-	-	-	-	-	-	6,504
C - Commercial & Industrial	**3,865,435**	**7,077,705**	**(207,892)**	**344,101**	**856,274**	**-**	**147,668**	**-**	**116,012**	**3,426,258**	**15,625,560**
C1 - C&I New Buildings	705,470	1,006,007	(29,237)	159,866	-	-	-	-	-	421,275	2,263,381
C1a - C&I New Buildings & Major Renovations	705,470	1,006,007	(29,237)	159,866	-	-	-	-	-	421,275	2,263,381
C2 - C&I Existing Buildings	3,159,965	6,071,698	(178,655)	184,235	856,274	-	147,668	-	116,012	3,004,983	13,362,179
C2a - C&I Existing Building Retrofit	1,802,137	4,450,622	(163,714)	7,749	485,141	-	-	-	105,279	1,910,440	8,597,654
C2b - C&I New & Replacement Equipment	932,269	1,621,076	(14,941)	176,486	371,133	-	147,668	-	10,733	1,094,543	4,338,966
C2c - C&I Active Demand Reduction	425,559	-	-	-	-	-	-	-	-	-	425,559
Grand Total	**8,157,608**	**9,850,929**	**16,532**	**36,794,692**	**26,360,391**	**-**	**548,570**	**-**	**858,367**	**11,900,857**	**94,487,947**

2023 Evaluated TRC Benefits ($)											
Program	Electric		Natural Gas	Oil	Propane	Wood	Motor Gasoline	Motor Diesel	Water	Non-Resource Benefits	Total TRC Test Benefits
	Capacity	Energy									
A - Residential	**2,302,016**	**(103,255)**	**(10,943)**	**39,017,055**	**19,333,761**	**-**	**360,674**	**-**	**568,626**	**7,621,843**	**69,089,779**
A1 - Residential New Buildings	490,361	2,672,546	-	9,556	1,119,952	-	-	-	-	505,736	4,798,150
A1a - Residential New Homes & Renovations	490,361	2,672,546	-	9,556	1,119,952	-	-	-	-	505,736	4,798,150
A2 - Residential Existing Buildings	1,811,656	(2,775,801)	(10,943)	39,007,500	18,213,810	-	360,674	-	568,626	7,116,107	64,291,629
A2a - Residential Coordinated Delivery	1,103,839	3,491,375	-	9,744,050	2,605,658	-	-	-	541,992	4,099,668	21,586,581
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	(631,880)	(6,267,176)	(10,943)	29,263,450	15,608,152	-	360,674	-	26,635	3,016,439	41,365,351
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	1,339,697	-	-	-	-	-	-	-	-	-	1,339,697
B - Income Eligible	**464,563**	**551,999**	**(4,030)**	**7,255,454**	**2,143,674**	**-**	**-**	**-**	**86,008**	**4,872,991**	**15,370,659**
B1 - Income Eligible Existing Buildings	464,563	551,999	(4,030)	7,255,454	2,143,674	-	-	-	86,008	4,872,991	15,370,659
B1a - Income Eligible Coordinated Delivery	441,274	551,999	(4,030)	7,255,454	2,143,674	-	-	-	86,008	4,872,991	15,347,371
B1b - Income Eligible Active Demand Reduction	23,289	-	-	-	-	-	-	-	-	-	23,289
C - Commercial & Industrial	**6,147,142**	**10,286,973**	**20,216**	**1,119,086**	**780,155**	**-**	**122,525**	**-**	**159,126**	**6,131,835**	**24,767,057**
C1 - C&I New Buildings	245,198	512,155	(11,269)	(26,526)	-	-	-	-	-	233,766	953,323
C1a - C&I New Buildings & Major Renovations	245,198	512,155	(11,269)	(26,526)	-	-	-	-	-	233,766	953,323
C2 - C&I Existing Buildings	5,901,944	9,774,818	31,485	1,145,613	780,155	-	122,525	-	159,126	5,898,069	23,813,734
C2a - C&I Existing Building Retrofit	4,095,835	6,144,518	43,779	707,202	45,866	-	-	-	143,935	2,939,115	14,120,251
C2b - C&I New & Replacement Equipment	1,295,408	3,630,299	(12,295)	438,410	734,289	-	122,525	-	15,190	2,958,955	9,182,782
C2c - C&I Active Demand Reduction	510,701	-	-	-	-	-	-	-	-	-	510,701
Grand Total	**8,913,721**	**10,735,717**	**5,243**	**47,391,595**	**22,257,590**	**-**	**483,199**	**-**	**813,760**	**18,626,670**	**109,227,495**

Program Benefits, Three-Year Total

2022-2024 TRC Benefits ($)

Cape Light Compact
June 3, 2024

2024 Planned TRC Benefits ($)											
Program	Electric		Natural Gas	Oil	Propane	Wood	Motor Gasoline	Motor Diesel	Water	Non-Resource Benefits	Total TRC Test Benefits
	Capacity	Energy									
A - Residential	**7,061,866**	**(6,600,584)**	**(8,910)**	**48,543,766**	**42,085,104**	**-**	**143,071**	**-**	**490,039**	**6,482,295**	**98,196,647**
A1 - Residential New Buildings	181,126	(60,182)	-	(193,339)	7,818,714	-	-	-	-	285,092	8,031,411
A1a - Residential New Homes & Renovations	181,126	(60,182)	-	(193,339)	7,818,714	-	-	-	-	285,092	8,031,411
A2 - Residential Existing Buildings	6,880,740	(6,540,401)	(8,910)	48,737,105	34,266,390	-	143,071	-	490,039	6,197,203	90,165,237
A2a - Residential Coordinated Delivery	4,161,922	7,532,206	-	22,545,921	6,364,461	-	-	-	401,198	5,885,199	46,890,906
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	1,272,934	(14,069,162)	(8,910)	26,191,184	27,901,930	-	143,071	-	88,841	312,004	41,831,891
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	1,445,884	(3,445)	-	-	-	-	-	-	-	-	1,442,439
B - Income Eligible	**2,701,541**	**1,944,660**	**(905)**	**1,609,365**	**1,662,334**	**-**	**-**	**-**	**76,456**	**3,318,067**	**11,311,518**
B1 - Income Eligible Existing Buildings	2,701,541	1,944,660	(905)	1,609,365	1,662,334	-	-	-	76,456	3,318,067	11,311,518
B1a - Income Eligible Coordinated Delivery	2,667,791	1,944,805	(905)	1,609,365	1,662,334	-	-	-	76,456	3,318,067	11,277,912
B1b - Income Eligible Active Demand Reduction	33,750	(144)	-	-	-	-	-	-	-	-	33,605
C - Commercial & Industrial	**9,157,270**	**11,157,124**	**26,311**	**3,494,633**	**2,077,755**	**-**	**259,951**	**-**	**40,605**	**7,722,041**	**33,935,690**
C1 - C&I New Buildings	1,369,692	1,905,557	(78,857)	(13,329)	-	-	-	-	-	913,961	4,097,025
C1a - C&I New Buildings & Major Renovations	1,369,692	1,905,557	(78,857)	(13,329)	-	-	-	-	-	913,961	4,097,025
C2 - C&I Existing Buildings	7,787,578	9,251,567	105,168	3,507,962	2,077,755	-	259,951	-	40,605	6,808,079	29,838,665
C2a - C&I Existing Building Retrofit	5,281,488	7,643,526	111,026	2,965,213	129,203	-	-	-	34,567	4,836,788	21,001,811
C2b - C&I New & Replacement Equipment	667,466	1,625,502	(5,857)	542,749	1,948,551	-	259,951	-	6,038	1,971,291	7,015,691
C2c - C&I Active Demand Reduction	1,838,624	(17,461)	-	-	-	-	-	-	-	-	1,821,163
Grand Total	**18,920,676**	**6,501,201**	**16,496**	**53,647,764**	**45,825,193**	**-**	**403,022**	**-**	**607,100**	**17,522,402**	**143,443,855**

2022-2024 TRC Benefits ($)											
Program	Electric		Natural Gas	Oil	Propane	Wood	Motor Gasoline	Motor Diesel	Water	Non-Resource Benefits	Total TRC Test Benefits
	Capacity	Energy									
A - Residential		**(4,960,739)**	**206,169**	**120,521,132**	**82,809,465**	**-**	**904,648**	**-**	**1,722,763**	**19,682,822**	**234,165,846**
A1 - Residential New Buildings		3,727,258	-	(183,790)	11,518,309	-	-	-	-	1,181,954	17,187,284
A1a - Residential New Homes & Renovations		3,727,258	-	(183,790)	11,518,309	-	-	-	-	1,181,954	17,187,284
A2 - Residential Existing Buildings		(8,687,997)	206,169	120,704,923	71,291,156	-	904,648	-	1,722,763	18,500,868	216,978,563
A2a - Residential Coordinated Delivery		15,102,778	229,876	44,026,648	11,860,996	-	-	-	1,561,101	14,794,754	94,319,987
A2b - Residential Conservation Services (RCS)		-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail		(23,787,329)	(23,707)	76,678,274	59,430,160	-	904,648	-	161,662	3,706,114	119,175,329
A2d - Residential Behavior		-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction		(3,445)	-	-	-	-	-	-	-	-	3,483,246
B - Income Eligible		**3,526,783**	**(6,533)**	**12,355,099**	**7,919,527**	**-**	**-**	**-**	**240,721**	**11,086,973**	**38,665,144**
B1 - Income Eligible Existing Buildings		3,526,783	(6,533)	12,355,099	7,919,527	-	-	-	240,721	11,086,973	38,665,144
B1a - Income Eligible Coordinated Delivery		3,526,928	(6,533)	12,355,099	7,919,527	-	-	-	240,721	11,086,973	38,601,746
B1b - Income Eligible Active Demand Reduction		(144)	-	-	-	-	-	-	-	-	63,398
C - Commercial & Industrial		**28,521,802**	**(161,365)**	**4,957,820**	**3,714,183**	**-**	**530,143**	**-**	**315,743**	**17,280,134**	**74,328,306**
C1 - C&I New Buildings		3,423,719	(119,363)	120,010	-	-	-	-	-	1,569,002	7,313,729
C1a - C&I New Buildings & Major Renovations		3,423,719	(119,363)	120,010	-	-	-	-	-	1,569,002	7,313,729
C2 - C&I Existing Buildings		25,098,083	(42,002)	4,837,810	3,714,183	-	530,143	-	315,743	15,711,132	67,014,578
C2a - C&I Existing Building Retrofit		18,238,666	(8,909)	3,680,164	660,210	-	-	-	283,781	9,686,343	43,719,716
C2b - C&I New & Replacement Equipment		6,876,877	(33,093)	1,157,645	3,053,973	-	530,143	-	31,961	6,024,789	20,537,439
C2c - C&I Active Demand Reduction		(17,461)	-	-	-	-	-	-	-	-	2,757,423
Grand Total		**27,087,847**	**38,271**	**137,834,051**	**94,443,175**	**-**	**1,434,791**	**-**	**2,279,227**	**48,049,929**	**347,159,297**

Notes

- Benefits for each year are presented in real dollars (2022$).
- The Compact is a municipal aggregator and public entity that does not collect any performance incentives.

Program Benefits, Three-Year Total

2022-2024 TRC Benefits ($)

Cape Light Compact
June 3, 2024

Program	2022 Additional Benefit Information ($)					
	Total Resource Benefits	Resource Benefits per Participant	Non-Embedded GHG Benefits	Performance Incentive Components		
				Standard	Equity	Electrification
A - Residential	**61,300,737**	**3,399**	**14,826,810**			
A1 - Residential New Buildings	3,966,598	6,678	941,717			
A1a - Residential New Homes & Renovations	3,966,598	6,678	941,717			
A2 - Residential Existing Buildings	57,334,139	3,287	13,885,093			
A2a - Residential Coordinated Delivery	21,032,613	3,679	5,817,953			
A2b - Residential Conservation Services (RCS)	-		-			
A2c - Residential Retail	35,600,416	4,155	8,067,140			
A2d - Residential Behavior	-		-			
A2e - Residential Active Demand Reduction	701,110	222	-			
B - Income Eligible	**9,087,052**	**4,768**	**2,173,004**			
B1 - Income Eligible Existing Buildings	9,087,052	4,768	2,173,004			
B1a - Income Eligible Coordinated Delivery	9,080,548	4,859	2,173,004			
B1b - Income Eligible Active Demand Reduction	6,504	176	-			
C - Commercial & Industrial	**12,199,301**	**9,228**	**3,124,094**			
C1 - C&I New Buildings	1,842,106	57,566	465,153			
C1a - C&I New Buildings & Major Renovations	1,842,106	57,566	465,153			
C2 - C&I Existing Buildings	10,357,195	8,029	2,658,941			
C2a - C&I Existing Building Retrofit	6,687,214	10,482	1,844,913			
C2b - C&I New & Replacement Equipment	3,244,422	5,093	814,028			
C2c - C&I Active Demand Reduction	425,559	28,371	-			
Grand Total	**82,587,090**	**3,884**	**20,123,908**			

Program	2023 Additional Benefit Information ($)					
	Total Resource Benefits	Resource Benefits per Participant	Non-Embedded GHG Benefits	Performance Incentive Components		
				Standard	Equity	Electrification
A - Residential	**61,467,936**	**3,336**	**15,283,412**	**-**	**-**	**-**
A1 - Residential New Buildings	4,292,414	5,832	1,292,582	-	-	-
A1a - Residential New Homes & Renovations	4,292,414	5,832	1,292,582	-	-	-
A2 - Residential Existing Buildings	57,175,522	3,232	13,990,830	-	-	-
A2a - Residential Coordinated Delivery	17,486,913	3,843	4,813,938	-	-	-
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-
A2c - Residential Retail	38,348,912	5,546	9,176,893	-	-	-
A2d - Residential Behavior	-		-	-	-	-
A2e - Residential Active Demand Reduction	1,339,697	573	-	-	-	-
B - Income Eligible	**10,497,668**	**5,378**	**2,708,100**	**-**	**-**	**-**
B1 - Income Eligible Existing Buildings	10,497,668	5,378	2,708,100	-	-	-
B1a - Income Eligible Coordinated Delivery	10,474,379	5,461	2,708,100	-	-	-
B1b - Income Eligible Active Demand Reduction	23,289	685	-	-	-	-
C - Commercial & Industrial	**18,635,221**	**12,148**	**4,686,652**	**-**	**-**	**-**
C1 - C&I New Buildings	719,557	26,650	196,301	-	-	-
C1a - C&I New Buildings & Major Renovations	719,557	26,650	196,301	-	-	-
C2 - C&I Existing Buildings	17,915,664	11,888	4,490,351	-	-	-
C2a - C&I Existing Building Retrofit	11,181,136	15,973	2,749,253	-	-	-
C2b - C&I New & Replacement Equipment	6,223,827	7,868	1,741,098	-	-	-
C2c - C&I Active Demand Reduction	510,701	31,919	-	-	-	-
Grand Total	**90,600,825**	**4,135**	**22,678,164**	**-**	**-**	**-**

Program Benefits, Three-Year Total

2022-2024 TRC Benefits ($)

Cape Light Compact
June 3, 2024

Program	2024 Additional Benefit Information ($)					
	Total Resource Benefits	Resource Benefits per Participant	Non-Embedded GHG Benefits	Performance Incentive Components		
				Standard	Equity	Electrification
A - Residential	**91,714,352**	**6,205**	**20,247,993**	**18,254,609**	**45,322,666**	**34,619,372**
A1 - Residential New Buildings	7,746,318	25,608	1,433,789	716,743	5,379,035	1,935,633
A1a - Residential New Homes & Renovations	7,746,318	25,608	1,433,789	716,743	5,379,035	1,935,633
A2 - Residential Existing Buildings	83,968,034	5,800	18,814,204	17,537,866	39,943,632	32,683,739
A2a - Residential Coordinated Delivery	41,005,708	12,691	11,002,023	13,734,489	32,102,079	1,054,339
A2b - Residential Conservation Services (RCS)	-		-	-	-	-
A2c - Residential Retail	41,519,887	4,893	7,816,342	2,360,938	7,841,553	31,629,400
A2d - Residential Behavior	-		-	-	-	-
A2e - Residential Active Demand Reduction	1,442,439	522	(4,161)	1,442,439	-	-
B - Income Eligible	**7,993,451**	**10,926**	**1,579,245**	**6,045,701**	**3,552,553**	**1,713,264**
B1 - Income Eligible Existing Buildings	7,993,451	10,926	1,579,245	6,045,701	3,552,553	1,713,264
B1a - Income Eligible Coordinated Delivery	7,959,846	11,420	1,579,419	6,012,095	3,552,553	1,713,264
B1b - Income Eligible Active Demand Reduction	33,605	971	(175)	33,605	-	-
C - Commercial & Industrial	**26,213,649**	**22,291**	**6,251,715**	**18,546,298**	**1,904,178**	**13,485,214**
C1 - C&I New Buildings	3,183,063	37,448	775,086	4,097,025	-	-
C1a - C&I New Buildings & Major Renovations	3,183,063	37,448	775,086	4,097,025	-	-
C2 - C&I Existing Buildings	23,030,586	21,110	5,476,629	14,449,273	1,904,178	13,485,214
C2a - C&I Existing Building Retrofit	16,165,023	29,661	4,215,456	8,197,743	1,904,178	10,899,891
C2b - C&I New & Replacement Equipment	5,044,400	10,575	1,280,531	4,430,368	-	2,585,323
C2c - C&I Active Demand Reduction	1,821,163	26,394	(19,358)	1,821,163	-	-
Grand Total	**125,921,452**	**7,546**	**28,078,953**	**42,846,608**	**50,779,397**	**49,817,850**

Program	2022-2024 Additional Benefit Information ($)					
	Total Resource Benefits	Resource Benefits per Participant	Non-Embedded GHG Benefits	Performance Incentive Components		
				Standard	Equity	Electrification
A - Residential	**214,483,025**	**12,940**	**50,358,215**	**18,254,609**	**45,322,666**	**34,619,372**
A1 - Residential New Buildings	16,005,330	38,118	3,668,088	716,743	5,379,035	1,935,633
A1a - Residential New Homes & Renovations	16,005,330	38,118	3,668,088	716,743	5,379,035	1,935,633
A2 - Residential Existing Buildings	198,477,695	12,319	46,690,127	17,537,866	39,943,632	32,683,739
A2a - Residential Coordinated Delivery	79,525,234	20,214	21,633,914	13,734,489	32,102,079	1,054,339
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-
A2c - Residential Retail	115,469,215	14,594	25,060,374	2,360,938	7,841,553	31,629,400
A2d - Residential Behavior	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	3,483,246	1,317	(4,161)	1,442,439	-	-
B - Income Eligible	**27,578,171**	**21,071**	**6,460,348**	**6,045,701**	**3,552,553**	**1,713,264**
B1 - Income Eligible Existing Buildings	27,578,171	21,071	6,460,348	6,045,701	3,552,553	1,713,264
B1a - Income Eligible Coordinated Delivery	27,514,773	21,740	6,460,523	6,012,095	3,552,553	1,713,264
B1b - Income Eligible Active Demand Reduction	63,398	1,832	(175)	33,605	-	-
C - Commercial & Industrial	**57,048,171**	**43,667**	**14,062,461**	**18,546,298**	**1,904,178**	**13,485,214**
C1 - C&I New Buildings	5,744,726	121,664	1,436,540	4,097,025	-	-
C1a - C&I New Buildings & Major Renovations	5,744,726	121,664	1,436,540	4,097,025	-	-
C2 - C&I Existing Buildings	51,303,445	41,027	12,625,921	14,449,273	1,904,178	13,485,214
C2a - C&I Existing Building Retrofit	34,033,373	56,115	8,809,622	8,197,743	1,904,178	10,899,891
C2b - C&I New & Replacement Equipment	14,512,649	23,537	3,835,657	4,430,368	-	2,585,323
C2c - C&I Active Demand Reduction	2,757,423	86,683	(19,358)	1,821,163	-	-
Grand Total	**299,109,368**	**15,565**	**70,881,025**	**42,846,608**	**50,779,397**	**49,817,850**

Notes

- Benefits for each year are presented in real dollars (2022$).
- The Compact is a municipal aggregator and public entity that does not collect any performance incentives.

Cost-Effectiveness
2023 Planned vs. Evaluated
Cape Light Compact
June 3, 2024

2023 Planned Total Resource Cost Test (2022$)

Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	**2.10**	**47,191,704**	**89,996,462**	**37,605,138**	**-**	**5,199,620**	**42,804,758**
A1 - Residential New Buildings	3.40	5,809,957	8,234,108	2,581,170	-	(157,019)	2,424,151
A1a - Residential New Homes & Renovations	3.40	5,809,957	8,234,108	2,581,170	-	(157,019)	2,424,151
A2 - Residential Existing Buildings	2.27	45,732,395	81,762,354	30,673,320	-	5,356,639	36,029,958
A2a - Residential Coordinated Delivery	2.57	27,026,238	44,227,239	16,551,663	-	649,338	17,201,000
A2b - Residential Conservation Services (RCS)	0.00	(1,890,991)	-	1,890,991	-	-	1,890,991
A2c - Residential Retail	2.22	20,019,456	36,365,381	11,638,623	-	4,707,301	16,345,924
A2d - Residential Behavior		-	-	-	-	-	-
A2e - Residential Active Demand Reduction	1.98	577,691	1,169,735	592,043	-	-	592,043
A3 - Residential Hard-to-Measure	0.00	(4,350,648)	-	4,350,648	-	-	4,350,648
B - Income Eligible	**1.64**	**4,291,543**	**11,027,431**	**6,735,889**	**-**	**-**	**6,735,889**
B1 - Income Eligible Existing Buildings	1.72	4,624,369	11,027,431	6,403,063	-	-	6,403,063
B1a - Income Eligible Coordinated Delivery	1.72	4,608,334	11,010,035	6,401,702	-	-	6,401,702
B1b - Income Eligible Active Demand Reduction	12.78	16,035	17,396	1,361	-	-	1,361
B2 - Income Eligible Hard-to-Measure	0.00	(332,826)	-	332,826	-	-	332,826
C - Commercial & Industrial	**1.49**	**9,506,595**	**29,074,387**	**19,097,913**	**-**	**469,879**	**19,567,792**
C1 - C&I New Buildings	4.49	2,560,690	3,294,008	777,120	-	(43,802)	733,318
C1a - C&I New Buildings & Major Renovations	4.49	2,560,690	3,294,008	777,120	-	(43,802)	733,318
C2 - C&I Existing Buildings	1.47	8,235,699	25,780,380	17,031,000	-	513,681	17,544,681
C2a - C&I Existing Building Retrofit	1.34	4,460,999	17,771,019	13,106,959	-	203,061	13,310,020
C2b - C&I New & Replacement Equipment	1.71	2,757,434	6,659,263	3,591,210	-	310,620	3,901,830
C2c - C&I Active Demand Reduction	4.06	1,017,266	1,350,097	332,831	-	-	332,831
C3 - C&I Hard-to-Measure	0.00	(1,289,794)	-	1,289,794	-	-	1,289,794
Grand Total	**1.88**	**60,989,842**	**130,098,281**	**63,438,940**	**-**	**5,669,499**	**69,108,439**

2023 Evaluated Total Resource Cost Test (2022$)

Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	**1.61**	**26,293,081**	**69,089,779**	**36,034,129**	**-**	**6,762,569**	**42,796,698**
A1 - Residential New Buildings	4.19	3,652,559	4,798,150	2,215,778	-	(1,070,187)	1,145,591
A1a - Residential New Homes & Renovations	4.19	3,652,559	4,798,150	2,215,778	-	(1,070,187)	1,145,591
A2 - Residential Existing Buildings	1.91	30,632,778	64,291,629	25,826,095	-	7,832,755	33,658,851
A2a - Residential Coordinated Delivery	2.02	10,929,523	21,586,581	9,135,733	-	1,527,325	10,663,058
A2b - Residential Conservation Services (RCS)	0.00	(1,106,068)	-	1,106,068	-	-	1,106,068
A2c - Residential Retail	1.94	20,070,066	41,365,351	14,989,854	-	6,305,431	21,295,284
A2d - Residential Behavior		-	-	-	-	-	-
A2e - Residential Active Demand Reduction	2.25	745,257	1,339,697	594,440	-	-	594,440
A3 - Residential Hard-to-Measure	0.00	(7,992,256)	-	7,992,256	-	-	7,992,256
B - Income Eligible	**1.00**	**8,297**	**15,370,659**	**15,362,362**	**-**	**-**	**15,362,362**
B1 - Income Eligible Existing Buildings	1.02	369,787	15,370,659	15,000,873	-	-	15,000,873
B1a - Income Eligible Coordinated Delivery	1.02	346,498	15,347,371	15,000,873	-	-	15,000,873
B1b - Income Eligible Active Demand Reduction		23,289	23,289	-	-	-	-
B2 - Income Eligible Hard-to-Measure	0.00	(361,490)	-	361,490	-	-	361,490
C - Commercial & Industrial	**1.80**	**10,971,775**	**24,767,057**	**13,140,290**	**-**	**654,991**	**13,795,281**
C1 - C&I New Buildings	2.00	476,685	953,323	382,161	-	94,477	476,638
C1a - C&I New Buildings & Major Renovations	2.00	476,685	953,323	382,161	-	94,477	476,638
C2 - C&I Existing Buildings	1.93	11,497,831	23,813,734	11,755,388	-	560,514	12,315,903
C2a - C&I Existing Building Retrofit	1.56	5,085,158	14,120,251	8,752,366	-	282,727	9,035,093
C2b - C&I New & Replacement Equipment	3.03	6,152,841	9,182,782	2,752,153	-	277,788	3,029,941
C2c - C&I Active Demand Reduction	2.04	259,832	510,701	250,869	-	-	250,869
C3 - C&I Hard-to-Measure	0.00	(1,002,741)	-	1,002,741	-	-	1,002,741
Grand Total	**1.52**	**37,273,154**	**109,227,495**	**64,536,782**	**-**	**7,417,560**	**71,954,341**

2023 Planned v. Evaluated Total Resource Cost Test (2022$) Variances (%)

Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	**-23%**	**-44%**	**-23%**	**-4%**	**0%**	**30%**	**0%**
A1 - Residential New Buildings	23%	-37%	-42%	-14%	0%	582%	-53%
A1a - Residential New Homes & Renovations	23%	-37%	-42%	-14%	0%	582%	-53%
A2 - Residential Existing Buildings	-16%	-33%	-21%	-16%	0%	46%	-7%
A2a - Residential Coordinated Delivery	-21%	-60%	-51%	-45%	0%	135%	-38%
A2b - Residential Conservation Services (RCS)	0%	-42%	0%	-42%	0%	0%	-42%
A2c - Residential Retail	-13%	0%	14%	29%	0%	34%	30%
A2d - Residential Behavior	0%	0%	0%	0%	0%	0%	0%
A2e - Residential Active Demand Reduction	14%	29%	15%	0%	0%	0%	0%
A3 - Residential Hard-to-Measure	0%	84%	0%	84%	0%	0%	84%
B - Income Eligible	**-39%**	**-100%**	**39%**	**128%**	**0%**	**0%**	**128%**
B1 - Income Eligible Existing Buildings	-41%	-92%	39%	134%	0%	0%	134%
B1a - Income Eligible Coordinated Delivery	-41%	-92%	39%	134%	0%	0%	134%
B1b - Income Eligible Active Demand Reduction	-100%	45%	34%	-100%	0%	0%	-100%
B2 - Income Eligible Hard-to-Measure	0%	9%	0%	9%	0%	0%	9%
C - Commercial & Industrial	**21%**	**15%**	**-15%**	**-31%**	**0%**	**39%**	**-30%**
C1 - C&I New Buildings	-55%	-81%	-71%	-51%	0%	-316%	-35%
C1a - C&I New Buildings & Major Renovations	-55%	-81%	-71%	-51%	0%	-316%	-35%
C2 - C&I Existing Buildings	32%	40%	-8%	-31%	0%	9%	-30%
C2a - C&I Existing Building Retrofit	17%	14%	-21%	-33%	0%	39%	-32%
C2b - C&I New & Replacement Equipment	78%	123%	38%	-23%	0%	-11%	-22%
C2c - C&I Active Demand Reduction	-50%	-74%	-62%	-25%	0%	0%	-25%
C3 - C&I Hard-to-Measure	0%	-22%	0%	-22%	0%	0%	-22%
Grand Total	**-19%**	**-39%**	**-16%**	**2%**	**0%**	**31%**	**4%**

Notes
• Costs and benefits for each year are presented in real dollars (2022$).
• The Total TRC Costs are the sum of the Total Program Costs. Performance Incentives. and Participant Costs.
• The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Cost-Effectiveness, Three-Year Total

2022-2024 Total Resource Cost Test (2022$)

Cape Light Compact

June 3, 2024

2022 Evaluated Total Resource Cost Test (2022$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	**1.73**	**28,321,768**	**66,879,420**	**30,891,873**	**-**	**7,665,779**	**38,557,652**
A1 - Residential New Buildings	2.26	2,431,941	4,357,723	3,072,604	-	(1,146,822)	1,925,782
A1a - Residential New Homes & Renovations	2.26	2,431,941	4,357,723	3,072,604	-	(1,146,822)	1,925,782
A2 - Residential Existing Buildings	1.95	30,524,460	62,521,697	23,184,636	-	8,812,601	31,997,237
A2a - Residential Coordinated Delivery	2.18	13,972,395	25,842,500	10,132,945	-	1,737,160	11,870,105
A2b - Residential Conservation Services (RCS)	0.00	(1,258,480)	-	1,258,480	-	-	1,258,480
A2c - Residential Retail	1.95	17,503,578	35,978,087	11,399,068	-	7,075,441	18,474,509
A2d - Residential Behavior		-	-	-	-	-	-
A2e - Residential Active Demand Reduction	1.78	306,967	701,110	394,143	-	-	394,143
A3 - Residential Hard-to-Measure	0.00	(4,634,633)	-	4,634,633	-	-	4,634,633
B - Income Eligible	**1.27**	**2,576,888**	**11,982,967**	**9,402,872**	**-**	**3,207**	**9,406,079**
B1 - Income Eligible Existing Buildings	1.32	2,911,543	11,982,967	9,068,217	-	3,207	9,071,424
B1a - Income Eligible Coordinated Delivery	1.32	2,905,039	11,976,463	9,068,217	-	3,207	9,071,424
B1b - Income Eligible Active Demand Reduction		6,504	6,504	-	-	-	-
B2 - Income Eligible Hard-to-Measure	0.00	(334,655)	-	334,655	-	-	334,655
C - Commercial & Industrial	**1.46**	**4,947,492**	**15,625,560**	**9,414,645**	**-**	**1,263,423**	**10,678,068**
C1 - C&I New Buildings	4.37	1,745,000	2,263,381	406,377	-	112,004	518,381
C1a - C&I New Buildings & Major Renovations	4.37	1,745,000	2,263,381	406,377	-	112,004	518,381
C2 - C&I Existing Buildings	1.44	4,105,452	13,362,179	8,105,308	-	1,151,419	9,256,727
C2a - C&I Existing Building Retrofit	1.18	1,293,284	8,597,654	6,543,147	-	761,223	7,304,370
C2b - C&I New & Replacement Equipment	2.49	2,596,691	4,338,966	1,352,079	-	390,196	1,742,275
C2c - C&I Active Demand Reduction	2.03	215,477	425,559	210,082	-	-	210,082
C3 - C&I Hard-to-Measure	0.00	(902,960)	-	902,960	-	-	902,960
Grand Total	**1.61**	**35,846,148**	**94,487,947**	**49,709,390**	**-**	**8,932,409**	**58,641,799**

Cost-Effectiveness, Three-Year Total

2022-2024 Total Resource Cost Test (2022$)

Cape Light Compact

June 3, 2024

2023 Evaluated Total Resource Cost Test (2022$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	**1.61**	**26,293,081**	**69,089,779**	**36,034,129**	**-**	**6,762,569**	**42,796,698**
A1 - Residential New Buildings	4.19	3,652,559	4,798,150	2,215,778	-	(1,070,187)	1,145,591
A1a - Residential New Homes & Renovations	4.19	3,652,559	4,798,150	2,215,778	-	(1,070,187)	1,145,591
A2 - Residential Existing Buildings	1.91	30,632,778	64,291,629	25,826,095	-	7,832,755	33,658,851
A2a - Residential Coordinated Delivery	2.02	10,923,523	21,586,581	9,135,733	-	1,527,325	10,663,058
A2b - Residential Conservation Services (RCS)	0.00	(1,106,068)	-	1,106,068	-	-	1,106,068
A2c - Residential Retail	1.94	20,070,066	41,365,351	14,989,854	-	6,305,431	21,295,284
A2d - Residential Behavior		-	-	-	-	-	-
A2e - Residential Active Demand Reduction	2.25	745,257	1,339,697	594,440	-	-	594,440
A3 - Residential Hard-to-Measure	0.00	(7,992,256)	-	7,992,256	-	-	7,992,256
B - Income Eligible	**1.00**	**8,297**	**15,370,659**	**15,362,362**	**-**	**-**	**15,362,362**
B1 - Income Eligible Existing Buildings	1.02	369,787	15,370,659	15,000,873	-	-	15,000,873
B1a - Income Eligible Coordinated Delivery	1.02	346,498	15,347,371	15,000,873	-	-	15,000,873
B1b - Income Eligible Active Demand Reduction		23,289	23,289	-	-	-	-
B2 - Income Eligible Hard-to-Measure	0.00	(361,490)	-	361,490	-	-	361,490
C - Commercial & Industrial	**1.80**	**10,971,775**	**24,767,057**	**13,140,290**	**-**	**654,991**	**13,795,281**
C1 - C&I New Buildings	2.00	476,685	953,323	382,161	-	94,477	476,638
C1a - C&I New Buildings & Major Renovations	2.00	476,685	953,323	382,161	-	94,477	476,638
C2 - C&I Existing Buildings	1.93	11,497,831	23,813,734	11,755,388	-	560,514	12,315,903
C2a - C&I Existing Building Retrofit	1.56	5,085,158	14,120,251	8,752,366	-	282,727	9,035,093
C2b - C&I New & Replacement Equipment	3.03	6,152,841	9,182,782	2,752,153	-	277,788	3,029,941
C2c - C&I Active Demand Reduction	2.04	259,832	510,701	250,869	-	-	250,869
C3 - C&I Hard-to-Measure	0.00	(1,002,741)	-	1,002,741	-	-	1,002,741
Grand Total	**1.52**	**37,273,154**	**109,227,495**	**64,536,782**	**-**	**7,417,560**	**71,954,341**

Cost-Effectiveness, Three-Year Total

2022-2024 Total Resource Cost Test (2022$)

Cape Light Compact

June 3, 2024

2024 Planned Total Resource Cost Test (2022$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	**1.92**	**47,003,811**	**98,196,647**	**45,551,607**	**-**	**5,641,229**	**51,192,836**
A1 - Residential New Buildings	1.00	8,179	8,031,411	8,160,538	-	(137,306)	8,023,232
A1a - Residential New Homes & Renovations	1.00	8,179	8,031,411	8,160,538	-	(137,306)	8,023,232
A2 - Residential Existing Buildings	2.33	51,483,228	90,165,237	32,903,473	-	5,778,535	38,682,009
A2a - Residential Coordinated Delivery	2.63	29,089,814	46,890,906	17,103,103	-	697,989	17,801,092
A2b - Residential Conservation Services (RCS)	0.00	(1,842,294)	-	1,842,294	-	-	1,842,294
A2c - Residential Retail	2.28	23,467,444	41,831,891	13,283,901	-	5,080,547	18,364,448
A2d - Residential Behavior		-	-	-	-	-	-
A2e - Residential Active Demand Reduction	2.14	768,264	1,442,439	674,175	-	-	674,175
A3 - Residential Hard-to-Measure	0.00	(4,487,596)	-	4,487,596	-	-	4,487,596
B - Income Eligible	**1.60**	**4,253,519**	**11,311,518**	**7,057,998**	**-**	**-**	**7,057,998**
B1 - Income Eligible Existing Buildings	1.68	4,579,442	11,311,518	6,732,075	-	-	6,732,075
B1a - Income Eligible Coordinated Delivery	1.68	4,547,325	11,277,912	6,730,587	-	-	6,730,587
B1b - Income Eligible Active Demand Reduction	22.58	32,117	33,605	1,488	-	-	1,488
B2 - Income Eligible Hard-to-Measure	0.00	(325,923)	-	325,923	-	-	325,923
C - Commercial & Industrial	**1.77**	**14,799,771**	**33,935,690**	**18,506,054**	**-**	**629,864**	**19,135,919**
C1 - C&I New Buildings	5.72	3,380,485	4,097,025	758,595	-	(42,056)	716,540
C1a - C&I New Buildings & Major Renovations	5.72	3,380,485	4,097,025	758,595	-	(42,056)	716,540
C2 - C&I Existing Buildings	1.74	12,659,260	29,838,665	16,507,485	-	671,920	17,179,405
C2a - C&I Existing Building Retrofit	1.65	8,276,379	21,001,811	12,314,571	-	410,862	12,725,433
C2b - C&I New & Replacement Equipment	1.74	2,989,125	7,015,691	3,765,508	-	261,058	4,026,566
C2c - C&I Active Demand Reduction	4.26	1,393,757	1,821,163	427,406	-	-	427,406
C3 - C&I Hard-to-Measure	0.00	(1,239,974)	-	1,239,974	-	-	1,239,974
Grand Total	**1.85**	**66,057,102**	**143,443,855**	**71,115,660**	**-**	**6,271,093**	**77,386,753**

Cost-Effectiveness, Three-Year Total

2022-2024 Total Resource Cost Test (2022$)

Cape Light Compact

June 3, 2024

2022-2024 Total Resource Cost Test (2022$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	**1.77**	**101,618,660**	**234,165,846**	**112,477,610**	**-**	**20,069,577**	**132,547,186**
A1 - Residential New Buildings	**1.55**	**6,092,679**	**17,187,284**	**13,448,920**	**-**	**(2,354,315)**	**11,094,605**
A1a - Residential New Homes & Renovations	1.55	6,092,679	17,187,284	13,448,920	-	(2,354,315)	11,094,605
A2 - Residential Existing Buildings	**2.08**	**112,640,466**	**216,978,563**	**81,914,205**	**-**	**22,423,892**	**104,338,097**
A2a - Residential Coordinated Delivery	2.34	53,985,732	94,319,987	36,371,782	-	3,962,474	40,334,256
A2b - Residential Conservation Services (RCS)	0.00	(4,206,842)	-	4,206,842	-	-	4,206,842
A2c - Residential Retail	2.05	61,041,088	119,175,329	39,672,823	-	18,461,418	58,134,241
A2d - Residential Behavior		-	-	-	-	-	-
A2e - Residential Active Demand Reduction	2.09	1,820,488	3,483,246	1,662,758	-	-	1,662,758
A3 - Residential Hard-to-Measure	**0.00**	**(17,114,485)**	**-**	**17,114,485**	**-**	**-**	**17,114,485**
B - Income Eligible	**1.21**	**6,838,704**	**38,665,144**	**31,823,233**	**-**	**3,207**	**31,826,440**
B1 - Income Eligible Existing Buildings	**1.26**	**7,860,771**	**38,665,144**	**30,801,165**	**-**	**3,207**	**30,804,372**
B1a - Income Eligible Coordinated Delivery	1.25	7,798,862	38,601,746	30,799,677	-	3,207	30,802,884
B1b - Income Eligible Active Demand Reduction	42.60	61,910	63,398	1,488	-	-	1,488
B2 - Income Eligible Hard-to-Measure	**0.00**	**(1,022,067)**	**-**	**1,022,067**	**-**	**-**	**1,022,067**
C - Commercial & Industrial	**1.70**	**30,719,039**	**74,328,306**	**41,060,990**	**-**	**2,548,278**	**43,609,268**
C1 - C&I New Buildings	**4.27**	**5,602,170**	**7,313,729**	**1,547,134**	**-**	**164,425**	**1,711,559**
C1a - C&I New Buildings & Major Renovations	4.27	5,602,170	7,313,729	1,547,134	-	164,425	1,711,559
C2 - C&I Existing Buildings	**1.73**	**28,262,543**	**67,014,578**	**36,368,182**	**-**	**2,383,853**	**38,752,035**
C2a - C&I Existing Building Retrofit	1.50	14,654,821	43,719,716	27,610,084	-	1,454,811	29,064,896
C2b - C&I New & Replacement Equipment	2.33	11,738,656	20,537,439	7,869,741	-	929,042	8,798,782
C2c - C&I Active Demand Reduction	3.10	1,869,066	2,757,423	888,357	-	-	888,357
C3 - C&I Hard-to-Measure	**0.00**	**(3,145,674)**	**-**	**3,145,674**	**-**	**-**	**3,145,674**
Grand Total	**1.67**	**139,176,403**	**347,159,297**	**185,361,832**	**-**	**22,621,062**	**207,982,894**

Notes

- Costs and benefits for each year are presented in real dollars (2022$).
- The Total TRC Costs are the sum of the Total Program Costs, Performance Incentives, and Participant Costs.

Core Initiatives, Plan Year Summary

Residential Programs

Cape Light Compact

June 3, 2024

A1 - Residential New Buildings, 2023 Summary

A1a - Residential New Homes & Renovations

Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MMBTU	6,490	7,250	7,251	12%	12%	0%
Lifetime Energy	MMBTU	162,963	145,357	145,357	-11%	-11%	0%
Total Benefits	2022$	8,234,108	4,810,138	4,798,150	-42%	-42%	0%
Total Program Costs	nominal$	2,632,277	2,259,650	2,259,650	-14%	-14%	0%
Total Resource Costs	2022$	2,472,149	1,168,274	1,168,274	-53%	-53%	0%
Benefit Cost Ratio	B/C	3.40	4.20	4.19	24%	23%	0%

A2 - Residential Existing Buildings, 2023 Summary

A2a - Residential Coordinated Delivery

Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MMBTU	55,865	26,433	26,433	-53%	-53%	0%
Lifetime Energy	MMBTU	1,049,678	480,072	480,072	-54%	-54%	0%
Total Benefits	2022$	44,227,239	21,582,620	21,586,581	-51%	-51%	0%
Total Program Costs	nominal$	16,879,386	9,316,621	9,316,621	-45%	-45%	0%
Total Resource Costs	2022$	17,541,580	10,874,187	10,874,187	-38%	-38%	0%
Benefit Cost Ratio	B/C	2.57	2.02	2.02	-21%	-21%	0%

A2c - Residential Retail

Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MMBTU	33,350	48,107	48,150	44%	44%	0%
Lifetime Energy	MMBTU	593,261	850,827	852,953	43%	44%	0%
Total Benefits	2022$	36,365,381	38,432,185	41,365,351	6%	14%	8%
Total Program Costs	nominal$	11,869,068	15,286,653	15,286,653	29%	29%	0%
Total Resource Costs	2022$	16,669,574	21,716,931	21,716,931	30%	30%	0%
Benefit Cost Ratio	B/C	2.22	1.80	1.94	-19%	-13%	8%

A2d - Residential Behavior

Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MMBTU	-	-	-			
Lifetime Energy	MMBTU	-	-	-			
Total Benefits	2022$	-	-	-			
Total Program Costs	nominal$	-	-	-			
Total Resource Costs	2022$	-	-	-			
Benefit Cost Ratio	B/C						

A2e - Residential Active Demand Reduction

Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MMBTU	(69)	-	-	-100%	-100%	
Lifetime Energy	MMBTU	(69)	-	-	-100%	-100%	
Total Benefits	2022$	1,169,735	1,339,697	1,339,697	15%	15%	0%
Total Program Costs	nominal$	603,766	606,210	606,210	0%	0%	0%
Total Resource Costs	2022$	603,766	606,210	606,210	0%	0%	0%
Benefit Cost Ratio	B/C	1.98	2.25	2.25	14%	14%	0%

Core Initiatives, Plan Year Summary

Income Eligible Programs

Cape Light Compact

June 3, 2024

B1 - Income Eligible Existing Buildings, 2023 Summary							
B1a - Income Eligible Coordinated Delivery							
Metric	**Units**	**Planned**	**Preliminary**	**Evaluated**	**Plan v Preliminary**	**Plan v Evaluated**	**Preliminary v Evaluated**
Annual Energy	MMBTU	15,561	18,509	18,517	19%	19%	0%
Lifetime Energy	MMBTU	177,901	273,069	273,246	53%	54%	0%
Total Benefits	2022$	11,010,035	15,061,373	15,347,371	37%	39%	2%
Total Program Costs	nominal$	6,528,455	15,297,890	15,297,890	134%	134%	0%
Total Resource Costs	2022$	6,528,455	15,297,890	15,297,890	134%	134%	0%
Benefit Cost Ratio	B/C	1.72	1.00	1.02	-42%	-41%	2%

B1b - Income Eligible Active Demand Reduction							
Metric	**Units**	**Planned**	**Preliminary**	**Evaluated**	**Plan v Preliminary**	**Plan v Evaluated**	**Preliminary v Evaluated**
Annual Energy	MMBTU	(1)	-	-	-100%	-100%	
Lifetime Energy	MMBTU	(1)	-	-	-100%	-100%	
Total Benefits	2022$	17,396	23,289	23,289	34%	34%	0%
Total Program Costs	nominal$	1,388	-	-	-100%	-100%	
Total Resource Costs	2022$	1,388	-	-	-100%	-100%	
Benefit Cost Ratio	B/C	12.78			-100%	-100%	

Core Initiatives, Plan Year Summary

C&I Programs

Cape Light Compact

June 3, 2024

C1 - C&I New Buildings, 2023 Summary

C1a - C&I New Buildings & Major Renovations

Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MMBTU	4,516	4,660	1,669	3%	-63%	-64%
Lifetime Energy	MMBTU	72,432	74,585	23,618	3%	-67%	-68%
Total Benefits	2022$	3,294,008	3,218,939	953,323	-2%	-71%	-70%
Total Program Costs	nominal$	792,507	389,728	389,728	-51%	-51%	0%
Total Resource Costs	2022$	747,838	486,075	486,075	-35%	-35%	0%
Benefit Cost Ratio	B/C	4.49	6.75	2.00	50%	-55%	-70%

C2 - C&I Existing Buildings, 2023 Summary

C2a - C&I Existing Building Retrofit

Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MMBTU	39,128	40,812	40,063	4%	2%	-2%
Lifetime Energy	MMBTU	397,616	341,143	331,008	-14%	-17%	-3%
Total Benefits	2022$	17,771,019	13,935,558	14,120,251	-22%	-21%	1%
Total Program Costs	nominal$	13,366,477	8,925,663	8,925,663	-33%	-33%	0%
Total Resource Costs	2022$	13,573,558	9,213,988	9,213,988	-32%	-32%	0%
Benefit Cost Ratio	B/C	1.34	1.54	1.56	16%	17%	1%

C2b - C&I New & Replacement Equipment

Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MMBTU	14,814	21,919	21,461	48%	45%	-2%
Lifetime Energy	MMBTU	140,714	216,185	206,789	54%	47%	-4%
Total Benefits	2022$	6,659,263	9,668,147	9,182,782	45%	38%	-5%
Total Program Costs	nominal$	3,662,315	2,806,646	2,806,646	-23%	-23%	0%
Total Resource Costs	2022$	3,979,086	3,089,934	3,089,934	-22%	-22%	0%
Benefit Cost Ratio	B/C	1.71	3.19	3.03	87%	78%	-5%

C2c - C&I Active Demand Reduction

Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MMBTU	(187)	-	-	-100%	-100%	
Lifetime Energy	MMBTU	(187)	-	-	-100%	-100%	
Total Benefits	2022$	1,350,097	515,318	510,701	-62%	-62%	-1%
Total Program Costs	nominal$	339,421	255,836	255,836	-25%	-25%	0%
Total Resource Costs	2022$	339,421	255,836	255,836	-25%	-25%	0%
Benefit Cost Ratio	B/C	4.06	2.05	2.04	-49%	-50%	-1%

Core Initiatives, Three-Year Total

Residential Programs

Cape Light Compact

June 3, 2024

A1 - Residential New Buildings, 2022-2024 Summary

A1a - Residential New Homes & Renovations

Metric	Units	2022 Evaluated	2023 Evaluated	2024 Planned	2022-2024 Total
Annual Energy	MMBTU	5,058	7,251	5,751	18,060
Lifetime Energy	MMBTU	104,251	145,357	147,356	396,965
Total Benefits	2022$	4,357,723	4,798,150	8,031,411	17,187,284
Total Program Costs	nominal$	3,072,604	2,259,650	8,486,895	13,819,149
Total Resource Costs	2022$	1,925,782	1,168,274	8,344,097	11,438,153
Benefit Cost Ratio	B/C	2.26	4.19	1.00	1.50

A2 - Residential Existing Buildings, 2022-2024 Summary

A2a - Residential Coordinated Delivery

Metric	Units	2022 Evaluated	2023 Evaluated	2024 Planned	2022-2024 Total
Annual Energy	MMBTU	34,005	26,433	55,753	116,191
Lifetime Energy	MMBTU	589,739	480,072	1,077,683	2,147,495
Total Benefits	2022$	25,842,500	21,586,581	46,890,906	94,319,987
Total Program Costs	nominal$	10,132,945	9,316,621	17,787,091	37,236,657
Total Resource Costs	2022$	11,870,105	10,874,187	18,512,994	41,257,286
Benefit Cost Ratio	B/C	2.18	2.02	2.63	2.29

A2c - Residential Retail

Metric	Units	2022 Evaluated	2023 Evaluated	2024 Planned	2022-2024 Total
Annual Energy	MMBTU	47,916	48,150	37,719	133,785
Lifetime Energy	MMBTU	785,092	852,953	656,868	2,294,913
Total Benefits	2022$	35,978,087	41,365,351	41,831,891	119,175,329
Total Program Costs	nominal$	11,399,068	15,286,653	13,815,152	40,500,873
Total Resource Costs	2022$	18,474,509	21,716,931	19,098,880	59,290,320
Benefit Cost Ratio	B/C	1.95	1.94	2.28	2.01

A2d - Residential Behavior

Metric	Units	2022 Evaluated	2023 Evaluated	2024 Planned	2022-2024 Total
Annual Energy	MMBTU	-	-	-	-
Lifetime Energy	MMBTU	-	-	-	-
Total Benefits	2022$	-	-	-	-
Total Program Costs	nominal$	-	-	-	-
Total Resource Costs	2022$	-	-	-	-
Benefit Cost Ratio	B/C				#DIV/0!

A2e - Residential Active Demand Reduction

Metric	Units	2022 Evaluated	2023 Evaluated	2024 Planned	2022-2024 Total
Annual Energy	MMBTU	-	-	(79)	(79)
Lifetime Energy	MMBTU	-	-	(79)	(79)
Total Benefits	2022$	701,110	1,339,697	1,442,439	3,483,246
Total Program Costs	nominal$	394,143	606,210	701,136	1,701,489
Total Resource Costs	2022$	394,143	606,210	701,136	1,701,489
Benefit Cost Ratio	B/C	1.78	2.25	2.14	2.05

Core Initiatives, Three-Year Total

Income Eligible Programs

Cape Light Compact

June 3, 2024

B1 - Income Eligible Existing Buildings, 2022-2024 Summary				
B1a - Income Eligible Coordinated Delivery				
Metric	**Units**	**2022 Evaluated**	**2024 Planned**	**2022-2024 Total**
Annual Energy	MMBTU	17,838	13,056	49,411
Lifetime Energy	MMBTU	233,299	167,813	674,359
Total Benefits	2022$	11,976,463	11,277,912	38,601,746
Total Program Costs	nominal$	9,068,217	6,999,757	31,365,865
Total Resource Costs	2022$	9,071,424	6,999,757	31,369,072
Benefit Cost Ratio	B/C	1.32	1.68	1.23

B1b - Income Eligible Active Demand Reduction				
Metric	**Units**	**2022 Evaluated**	**2024 Planned**	**2022-2024 Total**
Annual Energy	MMBTU	-	(3)	(3)
Lifetime Energy	MMBTU	-	(3)	(3)
Total Benefits	2022$	6,504	33,605	63,398
Total Program Costs	nominal$	-	1,548	1,548
Total Resource Costs	2022$	-	1,548	1,548
Benefit Cost Ratio	B/C		22.58	40.96

Core Initiatives, Three-Year Total

C&I Programs

Cape Light Compact

June 3, 2024

C1 - C&I New Buildings, 2022-2024 Summary

C1a - C&I New Buildings & Major Renovations

Metric	Units	2022 Evaluated	2023 Evaluated	2024 Planned	2022-2024 Total
Annual Energy	MMBTU	3,780	1,669	5,146	10,595
Lifetime Energy	MMBTU	54,975	23,618	88,184	166,777
Total Benefits	2022$	2,263,381	953,323	4,097,025	7,313,729
Total Program Costs	nominal$	406,377	389,728	788,933	1,585,038
Total Resource Costs	2022$	518,381	486,075	745,196	1,749,652
Benefit Cost Ratio	B/C	4.37	2.00	5.72	4.18

C2 - C&I Existing Buildings, 2022-2024 Summary

C2a - C&I Existing Building Retrofit

Metric	Units	2022 Evaluated	2023 Evaluated	2024 Planned	2022-2024 Total
Annual Energy	MMBTU	31,056	40,063	41,940	113,060
Lifetime Energy	MMBTU	231,633	331,008	473,871	1,036,512
Total Benefits	2022$	8,597,654	14,120,251	21,001,811	43,719,716
Total Program Costs	nominal$	6,543,147	8,925,663	12,807,056	28,275,866
Total Resource Costs	2022$	7,304,370	9,213,988	13,234,349	29,752,707
Benefit Cost Ratio	B/C	1.18	1.56	1.65	1.47

C2b - C&I New & Replacement Equipment

Metric	Units	2022 Evaluated	2023 Evaluated	2024 Planned	2022-2024 Total
Annual Energy	MMBTU	13,654	21,461	13,659	48,774
Lifetime Energy	MMBTU	99,567	206,789	142,338	448,694
Total Benefits	2022$	4,338,966	9,182,782	7,015,691	20,537,439
Total Program Costs	nominal$	1,352,079	2,806,646	3,916,099	8,074,824
Total Resource Costs	2022$	1,742,275	3,089,934	4,187,597	9,019,806
Benefit Cost Ratio	B/C	2.49	3.03	1.74	2.28

C2c - C&I Active Demand Reduction

Metric	Units	2022 Evaluated	2023 Evaluated	2024 Planned	2022-2024 Total
Annual Energy	MMBTU	-	-	(228)	(228)
Lifetime Energy	MMBTU	-	-	(228)	(228)
Total Benefits	2022$	425,559	510,701	1,821,163	2,757,423
Total Program Costs	nominal$	210,082	255,836	444,499	910,417
Total Resource Costs	2022$	210,082	255,836	444,499	910,417
Benefit Cost Ratio	B/C	2.03	2.04	4.26	3.03

Summary of Electrification, Plan Year Summary

2023 Planned vs. Evaluated

Cape Light Compact

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2023 Planned Savings

Program	Electric						Natural Gas		Deliverable Fuels			
	Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
	Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**(172)**	**(1,650)**	**(6,389)**	**(113,134)**	**(44,044)**	**(666,231)**	**-**	**-**	**32,332**	**571,050**	**26,802**	**476,838**
A1 - Residential New Buildings	(1)	(33)	(110)	(2,603)	(760)	(15,071)	-	-	-	-	1,125	26,725
A1a - Residential New Homes & Renovations	(1)	(33)	(110)	(2,603)	(760)	(15,071)	-	-	-	-	1,125	26,725
A2 - Residential Existing Buildings	(171)	(1,617)	(6,278)	(110,531)	(43,284)	(651,160)	-	-	32,332	571,050	25,676	450,113
A2a - Residential Coordinated Delivery	(6)	(26)	(122)	(2,083)	(846)	(12,350)	-	-	743	12,518	540	8,894
A2c - Residential Retail	(165)	(1,591)	(6,156)	(108,448)	(42,438)	(638,809)	-	-	31,589	558,532	25,136	441,219
B - Income Eligible	**(1)**	**(55)**	**(227)**	**(3,832)**	**(1,565)**	**(22,621)**	**-**	**-**	**1,231**	**20,944**	**1,276**	**21,261**
B1 - Income Eligible Existing Buildings	(1)	(55)	(227)	(3,832)	(1,565)	(22,621)	-	-	1,231	20,944	1,276	21,261
B1a - Income Eligible Coordinated Delivery	(1)	(55)	(227)	(3,832)	(1,565)	(22,621)	-	-	1,231	20,944	1,276	21,261
C - Commercial & Industrial	**40**	**(37)**	**187**	**4,044**	**1,295**	**24,452**	**-**	**-**	**6,701**	**102,212**	**2,586**	**35,333**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	40	(37)	187	4,044	1,295	24,452	-	-	6,701	102,212	2,586	35,333
C2a - C&I Existing Building Retrofit	96	(11)	572	8,583	3,981	52,353	-	-	5,852	87,784	-	-
C2b - C&I New & Replacement Equipment	(55)	(26)	(385)	(4,539)	(2,685)	(27,901)	-	-	849	14,428	2,586	35,333
Grand Total	**(133)**	**(1,741)**	**(6,429)**	**(112,923)**	**(44,314)**	**(664,399)**	**-**	**-**	**40,264**	**694,205**	**30,664**	**533,432**

2023 Evaluated Savings

Program	Electric						Natural Gas		Deliverable Fuels			
	Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
	Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**(242)**	**(1,493)**	**(6,108)**	**(107,459)**	**(42,127)**	**(633,430)**	**-**	**-**	**39,636**	**703,612**	**16,449**	**290,955**
A1 - Residential New Buildings	-	-	-	-	-	-	-	-	-	-	-	-
A1a - Residential New Homes & Renovations	-	-	-	-	-	-	-	-	-	-	-	-
A2 - Residential Existing Buildings	(242)	(1,493)	(6,108)	(107,459)	(42,127)	(633,430)	-	-	39,636	703,612	16,449	290,955
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	(242)	(1,493)	(6,108)	(107,459)	(42,127)	(633,430)	-	-	39,636	703,612	16,449	290,955
B - Income Eligible	**(10)**	**(220)**	**(849)**	**(14,453)**	**(5,853)**	**(85,283)**	**-**	**-**	**8,066**	**136,309**	**1,429**	**24,206**
B1 - Income Eligible Existing Buildings	(10)	(220)	(849)	(14,453)	(5,853)	(85,283)	-	-	8,066	136,309	1,429	24,206
B1a - Income Eligible Coordinated Delivery	(10)	(220)	(849)	(14,453)	(5,853)	(85,283)	-	-	8,066	136,309	1,429	24,206
C - Commercial & Industrial	**(28)**	**(44)**	**(247)**	**(3,703)**	**(1,698)**	**(21,937)**	**-**	**-**	**853**	**14,496**	**876**	**14,884**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	(28)	(44)	(247)	(3,703)	(1,698)	(21,937)	-	-	853	14,496	876	14,884
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	-	-	-	-	-	-
C2b - C&I New & Replacement Equipment	(28)	(44)	(247)	(3,703)	(1,698)	(21,937)	-	-	853	14,496	876	14,884
Grand Total	**(280)**	**(1,757)**	**(7,204)**	**(125,614)**	**(49,678)**	**(740,650)**	**-**	**-**	**48,555**	**854,417**	**18,754**	**330,045**

2022-2024 Planned v. Evaluated Savings Variances (%)

Program	Electric						Natural Gas		Deliverable Fuels			
	Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
	Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**40%**	**-10%**	**-4%**	**-5%**	**-4%**	**-5%**	**0%**	**0%**	**23%**	**23%**	**-39%**	**-39%**
A1 - Residential New Buildings	**-100%**	**-100%**	**-100%**	**-100%**	**-100%**	**-100%**	**0%**	**0%**	**0%**	**0%**	**-100%**	**-100%**
A1a - Residential New Homes & Renovations	-100%	-100%	-100%	-100%	-100%	-100%	0%	0%	0%	0%	-100%	-100%
A2 - Residential Existing Buildings	**41%**	**-8%**	**-3%**	**-3%**	**-3%**	**-3%**	**0%**	**0%**	**23%**	**23%**	**-36%**	**-35%**
A2a - Residential Coordinated Delivery	-100%	-100%	-100%	-100%	-100%	-100%	0%	0%	-100%	-100%	-100%	-100%
A2c - Residential Retail	46%	-6%	-1%	-1%	-1%	-1%	0%	0%	25%	26%	-35%	-34%
B - Income Eligible	**686%**	**302%**	**274%**	**277%**	**274%**	**277%**	**0%**	**0%**	**556%**	**551%**	**12%**	**14%**
B1 - Income Eligible Existing Buildings	**686%**	**302%**	**274%**	**277%**	**274%**	**277%**	**0%**	**0%**	**556%**	**551%**	**12%**	**14%**
B1a - Income Eligible Coordinated Delivery	686%	302%	274%	277%	274%	277%	0%	0%	556%	551%	12%	14%
C - Commercial & Industrial	**-169%**	**20%**	**-232%**	**-192%**	**-231%**	**-190%**	**0%**	**0%**	**-87%**	**-86%**	**-66%**	**-58%**
C1 - C&I New Buildings	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**
C1a - C&I New Buildings & Major Renovations	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
C2 - C&I Existing Buildings	**-169%**	**20%**	**-232%**	**-192%**	**-231%**	**-190%**	**0%**	**0%**	**-87%**	**-86%**	**-66%**	**-58%**
C2a - C&I Existing Building Retrofit	-100%	-100%	-100%	-100%	-100%	-100%	0%	0%	-100%	-100%	0%	0%
C2b - C&I New & Replacement Equipment	-49%	70%	-36%	-18%	-37%	-21%	0%	0%	0%	0%	-66%	-58%
Grand Total	**110%**	**1%**	**12%**	**11%**	**12%**	**11%**	**0%**	**0%**	**21%**	**23%**	**-39%**	**-38%**

Notes

This table is provided in compliance with the Department's Order at 111: "the Program Administrators shall revise the Energy Efficiency Data Tables in a manner that provides the allocated costs, benefits, and savings associated with their electrification offerings by sector. The revised tables shall be submitted as a compliance filing in these proceedings, as well as in future Annual Reports and Term Report proceedings." The PAs note that it is not practically feasible to allocate overhead costs to specific measures; therefore, this table only represents direct incentive costs paid for electrification measures.

Summary of Electrification, Plan Year Summary

2023 Planned vs. Evaluated

Cape Light Compact

June 3, 2024

Program	2023 Planned Savings							
	Other				Total Savings		Avoided CO2e (Metric Tons)	
	Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		MMBTU			
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	2025	2030
A - Residential	**574**	**4,456**	**-**	**-**	**15,663**	**386,112**	**4,113**	**4,795**
A1 - Residential New Buildings	-	-	-	-	365	11,654	77	91
A1a - Residential New Homes & Renovations	-	-	-	-	365	11,654	77	91
A2 - Residential Existing Buildings	574	4,456	-	-	15,298	374,459	4,035	4,704
A2a - Residential Coordinated Delivery	-	-	-	-	437	9,062	74	84
A2c - Residential Retail	574	4,456	-	-	14,861	365,397	3,961	4,619
B - Income Eligible	**-**	**-**	**-**	**-**	**942**	**19,583**	**143**	**162**
B1 - Income Eligible Existing Buildings	-	-	-	-	942	19,583	143	162
B1a - Income Eligible Coordinated Delivery	-	-	-	-	942	19,583	143	162
C - Commercial & Industrial	**2,208**	**8,210**	**-**	**-**	**12,790**	**170,207**	**941**	**854**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	2,208	8,210	-	-	12,790	170,207	941	854
C2a - C&I Existing Building Retrofit	-	-	-	-	9,833	140,137	613	563
C2b - C&I New & Replacement Equipment	2,208	8,210	-	-	2,957	30,070	328	291
Grand Total	**2,781**	**12,665**	**-**	**-**	**29,395**	**575,903**	**5,196**	**5,811**

Program	2023 Evaluated Savings							
	Other				Total Savings		Avoided CO2e (Metric Tons)	
	Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		MMBTU			
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	2025	2030
A - Residential	**1,555**	**11,380**	**-**	**-**	**15,513**	**372,517**	**4,165**	**4,788**
A1 - Residential New Buildings	-	-	-	-	-	-	-	-
A1a - Residential New Homes & Renovations	-	-	-	-	-	-	-	-
A2 - Residential Existing Buildings	1,555	11,380	-	-	15,513	372,517	4,165	4,788
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	-	-
A2c - Residential Retail	1,555	11,380	-	-	15,513	372,517	4,165	4,788
B - Income Eligible	**-**	**-**	**-**	**-**	**3,643**	**75,232**	**617**	**691**
B1 - Income Eligible Existing Buildings	-	-	-	-	3,643	75,232	617	691
B1a - Income Eligible Coordinated Delivery	-	-	-	-	3,643	75,232	617	691
C - Commercial & Industrial	**583**	**3,877**	**-**	**-**	**613**	**11,320**	**150**	**158**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	583	3,877	-	-	613	11,320	150	158
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	-	-
C2b - C&I New & Replacement Equipment	583	3,877	-	-	613	11,320	150	158
Grand Total	**2,139**	**15,257**	**-**	**-**	**19,769**	**459,068**	**4,932**	**5,637**

Program	2022-2024 Planned v. Evaluated Savings Variances (%)							
	Other				Total Savings		Avoided CO2e (Metric Tons)	
	Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		MMBTU			
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	2025	2030
A - Residential	**171%**	**155%**	**0%**	**0%**	**-1%**	**-4%**	**1%**	**0%**
A1 - Residential New Buildings	**0%**	**0%**	**0%**	**0%**	**-100%**	**-100%**	**-100%**	**-100%**
A1a - Residential New Homes & Renovations	0%	0%	0%	0%	-100%	-100%	-100%	-100%
A2 - Residential Existing Buildings	**171%**	**155%**	**0%**	**0%**	**1%**	**-1%**	**3%**	**2%**
A2a - Residential Coordinated Delivery	0%	0%	0%	0%	-100%	-100%	-100%	-100%
A2c - Residential Retail	171%	155%	0%	0%	4%	2%	5%	4%
B - Income Eligible	**0%**	**0%**	**0%**	**0%**	**287%**	**284%**	**332%**	**326%**
B1 - Income Eligible Existing Buildings	**0%**	**0%**	**0%**	**0%**	**287%**	**284%**	**332%**	**326%**
B1a - Income Eligible Coordinated Delivery	0%	0%	0%	0%	287%	284%	332%	326%
C - Commercial & Industrial	**-74%**	**-53%**	**0%**	**0%**	**-95%**	**-93%**	**-84%**	**-82%**
C1 - C&I New Buildings	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**
C1a - C&I New Buildings & Major Renovations	0%	0%	0%	0%	0%	0%	0%	0%
C2 - C&I Existing Buildings	**-74%**	**-53%**	**0%**	**0%**	**-95%**	**-93%**	**-84%**	**-82%**
C2a - C&I Existing Building Retrofit	0%	0%	0%	0%	-100%	-100%	-100%	-100%
C2b - C&I New & Replacement Equipment	-74%	-53%	0%	0%	-79%	-62%	-54%	-46%
Grand Total	**-23%**	**20%**	**0%**	**0%**	**-33%**	**-20%**	**-5%**	**-3%**

Summary of Electrification, Plan Year Summary

2023 Planned vs. Evaluated

Cape Light Compact

June 3, 2024

Program	2023 Planned Benefits										
	Electric		Natural Gas	Oil	Propane	Motor Gasoline	Motor Diesel	Total Resource Benefits	Non-Resource Benefits	Total TRC Test Benefits	Non-Embedded GHG Benefits
	Capacity	Electric Energy									
A - Residential	**(1,388,106)**	**(14,590,334)**	**-**	**20,682,587**	**23,579,383**	**141,650**	**-**	**28,425,179**	**1,222**	**28,426,401**	**5,067,891**
A1 - Residential New Buildings	(8,455)	(332,260)	-	-	1,339,481	-	-	998,765	-	998,765	124,943
A1a - Residential New Homes & Renovations	(8,455)	(332,260)	-	-	1,339,481	-	-	998,765	-	998,765	124,943
A2 - Residential Existing Buildings	(1,379,651)	(14,258,074)	-	20,682,587	22,239,902	141,650	-	27,426,414	1,222	27,427,636	4,942,948
A2a - Residential Coordinated Delivery	(44,652)	(266,286)	-	451,851	438,295	-	-	579,208	911	580,120	113,517
A2c - Residential Retail	(1,334,999)	(13,991,788)	-	20,230,736	21,801,606	141,650	-	26,847,206	310	26,847,516	4,829,430
B - Income Eligible	**(10,439)**	**(496,922)**	**-**	**756,424**	**1,048,282**	**-**	**-**	**1,297,345**	**(59,939)**	**1,237,406**	**233,735**
B1 - Income Eligible Existing Buildings	(10,439)	(496,922)	-	756,424	1,048,282	-	-	1,297,345	(59,939)	1,237,406	233,735
B1a - Income Eligible Coordinated Delivery	(10,439)	(496,922)	-	756,424	1,048,282	-	-	1,297,345	(59,939)	1,237,406	233,735
C - Commercial & Industrial	**580,407**	**487,703**	**-**	**3,399,716**	**1,732,487**	**257,801**	**-**	**6,458,113**	**2,221,355**	**8,679,468**	**1,695,341**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	580,407	487,703	-	3,399,716	1,732,487	257,801	-	6,458,113	2,221,355	8,679,468	1,695,341
C2a - C&I Existing Building Retrofit	690,398	1,040,949	-	2,916,548	-	-	-	4,647,894	1,756,322	6,404,217	1,367,417
C2b - C&I New & Replacement Equipment	(109,991)	(553,246)	-	483,168	1,732,487	257,801	-	1,810,219	465,033	2,275,251	327,924
Grand Total	**(818,138)**	**(14,599,553)**	**-**	**24,838,727**	**26,360,151**	**399,451**	**-**	**36,180,637**	**2,162,638**	**38,343,275**	**6,996,966**

Program	2023 Evaluated Benefits										
	Electric		Natural Gas	Oil	Propane	Motor Gasoline	Motor Diesel	Total Resource Benefits	Non-Resource Benefits	Total TRC Test Benefits	Non-Embedded GHG Benefits
	Capacity	Electric Energy									
A - Residential	**(1,762,526)**	**(13,829,640)**	**-**	**25,481,133**	**14,378,117**	**360,674**	**-**	**24,627,758**	**1,433,878**	**26,061,636**	**5,105,679**
A1 - Residential New Buildings	-	-	-	-	-	-	-	-	-	-	-
A1a - Residential New Homes & Renovations	-	-	-	-	-	-	-	-	-	-	-
A2 - Residential Existing Buildings	(1,762,526)	(13,829,640)	-	25,481,133	14,378,117	360,674	-	24,627,758	1,433,878	26,061,636	5,105,679
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	(1,762,526)	(13,829,640)	-	25,481,133	14,378,117	360,674	-	24,627,758	1,433,878	26,061,636	5,105,679
B - Income Eligible	**(74,553)**	**(1,870,370)**	**-**	**4,921,544**	**1,194,298**	**-**	**-**	**4,170,919**	**(724,599)**	**3,446,320**	**978,041**
B1 - Income Eligible Existing Buildings	(74,553)	(1,870,370)	-	4,921,544	1,194,298	-	-	4,170,919	(724,599)	3,446,320	978,041
B1a - Income Eligible Coordinated Delivery	(74,553)	(1,870,370)	-	4,921,544	1,194,298	-	-	4,170,919	(724,599)	3,446,320	978,041
C - Commercial & Industrial	**(104,754)**	**(477,071)**	**-**	**485,430**	**734,289**	**122,525**	**-**	**760,420**	**767,450**	**1,527,870**	**151,729**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	(104,754)	(477,071)	-	485,430	734,289	122,525	-	760,420	767,450	1,527,870	151,729
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	-	-	-	-	-
C2b - C&I New & Replacement Equipment	(104,754)	(477,071)	-	485,430	734,289	122,525	-	760,420	767,450	1,527,870	151,729
Grand Total	**(1,941,833)**	**(16,177,081)**	**-**	**30,888,107**	**16,306,704**	**483,199**	**-**	**29,559,097**	**1,476,729**	**31,035,826**	**6,235,449**

Program	2022-2024 Planned v. Evaluated Benefits Variances (%)										
	Electric		Natural Gas	Oil	Propane	Motor Gasoline	Motor Diesel	Total Resource Benefits	Non-Resource Benefits	Total TRC Test Benefits	Non-Embedded GHG Benefits
	Capacity	Electric Energy									
A - Residential	**27%**	**-5%**	**0%**	**23%**	**-39%**	**155%**	**0%**	**-13%**	**117264%**	**-8%**	**1%**
A1 - Residential New Buildings	**-100%**	**-100%**	**0%**	**0%**	**-100%**	**0%**	**0%**	**-100%**	**0%**	**-100%**	**-100%**
A1a - Residential New Homes & Renovations	-100%	-100%	0%	0%	-100%	0%	0%	-100%	0%	-100%	-100%
A2 - Residential Existing Buildings	**28%**	**-3%**	**0%**	**23%**	**-35%**	**155%**	**0%**	**-10%**	**117264%**	**-5%**	**3%**
A2a - Residential Coordinated Delivery	-100%	-100%	0%	-100%	-100%	0%	0%	-100%	-100%	-100%	-100%
A2c - Residential Retail	32%	-1%	0%	26%	-34%	155%	0%	-8%	461771%	-3%	6%
B - Income Eligible	**614%**	**276%**	**0%**	**551%**	**14%**	**0%**	**0%**	**221%**	**1109%**	**179%**	**318%**
B1 - Income Eligible Existing Buildings	**614%**	**276%**	**0%**	**551%**	**14%**	**0%**	**0%**	**221%**	**1109%**	**179%**	**318%**
B1a - Income Eligible Coordinated Delivery	614%	276%	0%	551%	14%	0%	0%	221%	1109%	179%	318%
C - Commercial & Industrial	**-118%**	**-198%**	**0%**	**-86%**	**-58%**	**-52%**	**0%**	**-88%**	**-65%**	**-82%**	**-91%**
C1 - C&I New Buildings	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	**0%**
C1a - C&I New Buildings & Major Renovations	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
C2 - C&I Existing Buildings	**-118%**	**-198%**	**0%**	**-86%**	**-58%**	**-52%**	**0%**	**-88%**	**-65%**	**-82%**	**-91%**
C2a - C&I Existing Building Retrofit	-100%	-100%	0%	-100%	0%	0%	0%	-100%	-100%	-100%	-100%
C2b - C&I New & Replacement Equipment	-5%	-14%	0%	0%	-58%	-52%	0%	-58%	65%	-33%	-54%
Grand Total	**137%**	**11%**	**0%**	**24%**	**-38%**	**21%**	**0%**	**-18%**	**-32%**	**-19%**	**-11%**

Summary of Electrification, Plan Year Summary

2023 Planned vs. Evaluated

Cape Light Compact

June 3, 2024

	2023 Planned Costs			2023 Planned Cost-Effectiveness	
Program	Measure Incentives ($)	Participant Cost ($)	TRC Costs (2022$)	Net Benefits (2022$)	Benefit-Cost Ratio
A - Residential	**7,905,525**	**4,816,950**	**12,475,461**	**15,950,940**	**2.28**
A1 - Residential New Buildings	-	-	-	998,765	
A1a - Residential New Homes & Renovations	-	-	-	998,765	
A2 - Residential Existing Buildings	7,905,525	4,816,950	12,475,461	14,952,175	2.20
A2a - Residential Coordinated Delivery	365,200	39,560	396,901	183,218	1.46
A2c - Residential Retail	7,540,325	4,777,390	12,078,560	14,768,956	2.22
B - Income Eligible	**909,000**	**-**	**891,351**	**346,055**	**1.39**
B1 - Income Eligible Existing Buildings	909,000	-	891,351	346,055	1.39
B1a - Income Eligible Coordinated Delivery	909,000	-	891,351	346,055	1.39
C - Commercial & Industrial	**4,301,000**	**139,360**	**4,354,148**	**4,325,320**	**1.99**
C1 - C&I New Buildings	-	-	-	-	
C1a - C&I New Buildings & Major Renovations	-	-	-	-	
C2 - C&I Existing Buildings	4,301,000	139,360	4,354,148	4,325,320	1.99
C2a - C&I Existing Building Retrofit	3,139,000	62,780	3,139,616	3,264,601	2.04
C2b - C&I New & Replacement Equipment	1,162,000	76,580	1,214,533	1,060,719	1.87
Grand Total	**13,115,525**	**4,956,311**	**17,720,961**	**20,622,314**	**2.16**

	2023 Evaluated Costs			2023 Evaluated Cost-Effectiveness	
Program	Measure Incentives ($)	Participant Cost ($)	TRC Costs (2022$)	Net Benefits (2022$)	Benefit-Cost Ratio
A - Residential	**8,473,169**	**4,208,094**	**12,435,049**	**13,626,587**	**2.1**
A1 - Residential New Buildings	-	-	-	-	
A1a - Residential New Homes & Renovations	-	-	-	-	
A2 - Residential Existing Buildings	8,473,169	4,208,094	12,435,049	13,626,587	2.10
A2a - Residential Coordinated Delivery	-	-	-	-	
A2c - Residential Retail	8,473,169	4,208,094	12,435,049	13,626,587	2.10
B - Income Eligible	**6,011,959**	**-**	**5,895,233**	**(2,448,913)**	**0.58**
B1 - Income Eligible Existing Buildings	6,011,959	-	5,895,233	(2,448,913)	0.58
B1a - Income Eligible Coordinated Delivery	6,011,959	-	5,895,233	(2,448,913)	0.58
C - Commercial & Industrial	**474,310**	**(132,096)**	**335,569**	**1,192,301**	**4.55**
C1 - C&I New Buildings	-	-	-	-	
C1a - C&I New Buildings & Major Renovations	-	-	-	-	
C2 - C&I Existing Buildings	474,310	(132,096)	335,569	1,192,301	4.55
C2a - C&I Existing Building Retrofit	-	-	-	-	
C2b - C&I New & Replacement Equipment	474,310	(132,096)	335,569	1,192,301	4.55
Grand Total	**14,959,438**	**4,075,998**	**18,665,852**	**12,369,975**	**1.66**

	022-2024 Planned v. Evaluated Costs Variances (%			Planned v. Evaluated Cost-Effectiveness Va	
Program	Measure Incentives ($)	Participant Cost ($)	TRC Costs (2022$)	Net Benefits (2022$)	Benefit-Cost Ratio
A - Residential	**7%**	**-13%**	**0%**	**-15%**	**-8%**
A1 - Residential New Buildings	**0%**	**0%**	**0%**	**-100%**	**0%**
A1a - Residential New Homes & Renovations	0%	0%	0%	-100%	0%
A2 - Residential Existing Buildings	**7%**	**-13%**	**0%**	**-9%**	**-5%**
A2a - Residential Coordinated Delivery	-100%	-100%	-100%	-100%	-100%
A2c - Residential Retail	12%	-12%	3%	-8%	-6%
B - Income Eligible	**561%**	**0%**	**561%**	**-808%**	**-58%**
B1 - Income Eligible Existing Buildings	**561%**	**0%**	**561%**	**-808%**	**-58%**
B1a - Income Eligible Coordinated Delivery	561%	0%	561%	-808%	-58%
C - Commercial & Industrial	**-89%**	**-195%**	**-92%**	**-72%**	**128%**
C1 - C&I New Buildings	**0%**	**0%**	**0%**	**0%**	**0%**
C1a - C&I New Buildings & Major Renovations	0%	0%	0%	0%	0%
C2 - C&I Existing Buildings	**-89%**	**-195%**	**-92%**	**-72%**	**128%**
C2a - C&I Existing Building Retrofit	-100%	-100%	-100%	-100%	-100%
C2b - C&I New & Replacement Equipment	-59%	-272%	-72%	12%	143%
Grand Total	**14%**	**-18%**	**5%**	**-40%**	**-23%**

Summary of Electrification, Three-Year Total

2022-2024 Electrification

Cape Light Compact
June 3, 2024

2022 Evaluated Savings												
Program	Electric						Natural Gas		Deliverable Fuels			
	Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
	Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**(226)**	**(1,116)**	**(4,603)**	**(81,003)**	**(32,293)**	**(484,298)**	**-**	**-**	**28,852**	**509,305**	**16,228**	**294,288**
A1 - Residential New Buildings	(2)	(41)	(140)	(3,228)	(984)	(18,936)	-	-	-	-	1,423	32,976
A1a - Residential New Homes & Renovations	(2)	(41)	(140)	(3,228)	(984)	(18,936)	-	-	-	-	1,423	32,976
A2 - Residential Existing Buildings	(224)	(1,075)	(4,463)	(77,775)	(31,309)	(465,362)	-	-	28,852	509,305	14,805	261,312
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	(224)	(1,075)	(4,463)	(77,775)	(31,309)	(465,362)	-	-	28,852	509,305	14,805	261,312
B - Income Eligible	**(8)**	**(81)**	**(357)**	**(6,025)**	**(2,502)**	**(36,134)**	**-**	**-**	**3,913**	**65,682**	**4,858**	**73,417**
B1 - Income Eligible Existing Buildings	(8)	(81)	(357)	(6,025)	(2,502)	(36,134)	-	-	3,913	65,682	4,858	73,417
B1a - Income Eligible Coordinated Delivery	(8)	(81)	(357)	(6,025)	(2,502)	(36,134)	-	-	3,913	65,682	4,858	73,417
C - Commercial & Industrial	**(34)**	**(22)**	**(158)**	**(2,083)**	**(1,105)**	**(12,674)**	**-**	**-**	**415**	**7,049**	**447**	**7,596**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	(34)	(22)	(158)	(2,083)	(1,105)	(12,674)	-	-	415	7,049	447	7,596
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	-	-	-	-	-	-
C2b - C&I New & Replacement Equipment	(34)	(22)	(158)	(2,083)	(1,105)	(12,674)	-	-	415	7,049	447	7,596
Grand Total	**(268)**	**(1,219)**	**(5,118)**	**(89,111)**	**(35,900)**	**(533,106)**	**-**	**-**	**33,180**	**582,036**	**21,533**	**375,301**

2023 Evaluated Savings												
Program	Electric						Natural Gas		Deliverable Fuels			
	Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
	Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**(242)**	**(1,493)**	**(6,108)**	**(107,459)**	**(42,127)**	**(633,430)**	**-**	**-**	**39,636**	**703,612**	**16,449**	**290,955**
A1 - Residential New Buildings	-	-	-	-	-	-	-	-	-	-	-	-
A1a - Residential New Homes & Renovations	-	-	-	-	-	-	-	-	-	-	-	-
A2 - Residential Existing Buildings	(242)	(1,493)	(6,108)	(107,459)	(42,127)	(633,430)	-	-	39,636	703,612	16,449	290,955
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	(242)	(1,493)	(6,108)	(107,459)	(42,127)	(633,430)	-	-	39,636	703,612	16,449	290,955
B - Income Eligible	**(10)**	**(220)**	**(849)**	**(14,453)**	**(5,853)**	**(85,283)**	**-**	**-**	**8,066**	**136,309**	**1,429**	**24,206**
B1 - Income Eligible Existing Buildings	(10)	(220)	(849)	(14,453)	(5,853)	(85,283)	-	-	8,066	136,309	1,429	24,206
B1a - Income Eligible Coordinated Delivery	(10)	(220)	(849)	(14,453)	(5,853)	(85,283)	-	-	8,066	136,309	1,429	24,206
C - Commercial & Industrial	**(28)**	**(44)**	**(247)**	**(3,703)**	**(1,698)**	**(21,937)**	**-**	**-**	**853**	**14,496**	**876**	**14,884**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	(28)	(44)	(247)	(3,703)	(1,698)	(21,937)	-	-	853	14,496	876	14,884
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	-	-	-	-	-	-
C2b - C&I New & Replacement Equipment	(28)	(44)	(247)	(3,703)	(1,698)	(21,937)	-	-	853	14,496	876	14,884
Grand Total	**(280)**	**(1,757)**	**(7,204)**	**(125,614)**	**(49,678)**	**(740,650)**	**-**	**-**	**48,555**	**854,417**	**18,754**	**330,045**

Summary of Electrification, Three-Year Total

2022-2024 Electrification

Cape Light Compact
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2024 Planned Savings												
Program	Electric						Natural Gas		Deliverable Fuels			
	Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
	Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**(203)**	**(2,100)**	**(8,037)**	**(142,967)**	**(51,629)**	**(830,812)**	**-**	**-**	**40,758**	**721,060**	**33,007**	**592,641**
A1 - Residential New Buildings	(2)	(64)	(213)	(5,017)	(1,367)	(28,740)	-	-	-	-	2,172	51,480
A1a - Residential New Homes & Renovations	(2)	(64)	(213)	(5,017)	(1,367)	(28,740)	-	-	-	-	2,172	51,480
A2 - Residential Existing Buildings	(201)	(2,036)	(7,824)	(137,950)	(50,262)	(802,072)	-	-	40,758	721,060	30,836	541,161
A2a - Residential Coordinated Delivery	(9)	(58)	(248)	(4,295)	(1,593)	(25,044)	-	-	1,549	26,780	832	14,064
A2c - Residential Retail	(192)	(1,978)	(7,577)	(133,655)	(48,669)	(777,028)	-	-	39,209	694,280	30,004	527,097
B - Income Eligible	**(3)**	**(79)**	**(326)**	**(5,611)**	**(2,093)**	**(32,642)**	**-**	**-**	**1,849**	**32,079**	**1,721**	**29,513**
B1 - Income Eligible Existing Buildings	(3)	(79)	(326)	(5,611)	(2,093)	(32,642)	-	-	1,849	32,079	1,721	29,513
B1a - Income Eligible Coordinated Delivery	(3)	(79)	(326)	(5,611)	(2,093)	(32,642)	-	-	1,849	32,079	1,721	29,513
C - Commercial & Industrial	**203**	**(39)**	**1,226**	**19,569**	**7,998**	**117,524**	**9,957**	**149,359**	**6,837**	**104,517**	**2,825**	**39,388**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	203	(39)	1,226	19,569	7,998	117,524	9,957	149,359	6,837	104,517	2,825	39,388
C2a - C&I Existing Building Retrofit	256	(11)	1,641	24,610	10,710	148,013	9,957	149,359	5,852	87,784	-	-
C2b - C&I New & Replacement Equipment	(53)	(28)	(415)	(5,042)	(2,712)	(30,490)	-	-	984	16,733	2,825	39,388
Grand Total	**(3)**	**(2,218)**	**(7,137)**	**(129,009)**	**(45,725)**	**(745,930)**	**9,957**	**149,359**	**49,443**	**857,656**	**37,553**	**661,542**

2022-2024 Electrification Savings												
Program	Electric						Natural Gas		Deliverable Fuels			
	Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)		(Therms)		Oil (MMBTU)		Propane (MMBTU)	
	Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	**(671)**	**(4,708)**	**(18,748)**	**(331,429)**	**(126,049)**	**(1,948,540)**	**-**	**-**	**109,246**	**1,933,977**	**65,684**	**1,177,883**
A1 - Residential New Buildings	**(4)**	**(105)**	**(353)**	**(8,245)**	**(2,351)**	**(47,676)**	**-**	**-**	**-**	**-**	**3,595**	**84,456**
A1a - Residential New Homes & Renovations	(4)	(105)	(353)	(8,245)	(2,351)	(47,676)	-	-	-	-	3,595	84,456
A2 - Residential Existing Buildings	**(667)**	**(4,604)**	**(18,395)**	**(323,184)**	**(123,698)**	**(1,900,864)**	**-**	**-**	**109,246**	**1,933,977**	**62,089**	**1,093,427**
A2a - Residential Coordinated Delivery	(9)	(58)	(248)	(4,295)	(1,593)	(25,044)	-	-	1,549	26,780	832	14,064
A2c - Residential Retail	(658)	(4,546)	(18,148)	(318,889)	(122,105)	(1,875,821)	-	-	107,697	1,907,197	61,257	1,079,364
B - Income Eligible	**(21)**	**(381)**	**(1,532)**	**(26,089)**	**(10,448)**	**(154,059)**	**-**	**-**	**13,828**	**234,070**	**8,008**	**127,136**
B1 - Income Eligible Existing Buildings	**(21)**	**(381)**	**(1,532)**	**(26,089)**	**(10,448)**	**(154,059)**	**-**	**-**	**13,828**	**234,070**	**8,008**	**127,136**
B1a - Income Eligible Coordinated Delivery	(21)	(381)	(1,532)	(26,089)	(10,448)	(154,059)	-	-	13,828	234,070	8,008	127,136
C - Commercial & Industrial	**141**	**(105)**	**821**	**13,783**	**5,194**	**82,913**	**9,957**	**149,359**	**8,104**	**126,062**	**4,147**	**61,869**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	**141**	**(105)**	**821**	**13,783**	**5,194**	**82,913**	**9,957**	**149,359**	**8,104**	**126,062**	**4,147**	**61,869**
C2a - C&I Existing Building Retrofit	256	(11)	1,641	24,610	10,710	148,013	9,957	149,359	5,852	87,784	-	-
C2b - C&I New & Replacement Equipment	(115)	(94)	(819)	(10,827)	(5,516)	(65,100)	-	-	2,252	38,278	4,147	61,869
Grand Total	**(551)**	**(5,194)**	**(19,459)**	**(343,735)**	**(131,303)**	**(2,019,686)**	**9,957**	**149,359**	**131,179**	**2,294,109**	**77,840**	**1,366,888**

Summary of Electrification, Three-Year Total

2022-2024 Electrification

Cape Light Compact
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Program	2022 Evaluated Savings							
	Other				Total Savings		Avoided CO2e (Metric Tons)	
	Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		MMBTU			
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	2025	2030
A - Residential	**1,747**	**12,778**	**-**	**-**	**14,533**	**332,073**	**3,632**	**4,073**
A1 - Residential New Buildings	-	-	-	-	438	14,040	317	374
A1a - Residential New Homes & Renovations	-	-	-	-	438	14,040	317	374
A2 - Residential Existing Buildings	1,747	12,778	-	-	14,095	318,033	3,315	3,699
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	-	-
A2c - Residential Retail	1,747	12,778	-	-	14,095	318,033	3,315	3,699
B - Income Eligible	**-**	**-**	**-**	**-**	**6,269**	**102,966**	**598**	**629**
B1 - Income Eligible Existing Buildings	-	-	-	-	6,269	102,966	598	629
B1a - Income Eligible Coordinated Delivery	-	-	-	-	6,269	102,966	598	629
C - Commercial & Industrial	**733**	**4,718**	**-**	**-**	**489**	**6,689**	**93**	**68**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	733	4,718	-	-	489	6,689	93	68
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	-	-
C2b - C&I New & Replacement Equipment	733	4,718	-	-	489	6,689	93	68
Grand Total	**2,480**	**17,496**	**-**	**-**	**21,291**	**441,728**	**4,323**	**4,770**

Program	2023 Evaluated Savings							
	Other				Total Savings		Avoided CO2e (Metric Tons)	
	Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		MMBTU			
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	2025	2030
A - Residential	**1,555**	**11,380**	**-**	**-**	**15,513**	**372,517**	**4,165**	**4,788**
A1 - Residential New Buildings	-	-	-	-	-	-	-	-
A1a - Residential New Homes & Renovations	-	-	-	-	-	-	-	-
A2 - Residential Existing Buildings	1,555	11,380	-	-	15,513	372,517	4,165	4,788
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	-	-
A2c - Residential Retail	1,555	11,380	-	-	15,513	372,517	4,165	4,788
B - Income Eligible	**-**	**-**	**-**	**-**	**3,643**	**75,232**	**617**	**691**
B1 - Income Eligible Existing Buildings	-	-	-	-	3,643	75,232	617	691
B1a - Income Eligible Coordinated Delivery	-	-	-	-	3,643	75,232	617	691
C - Commercial & Industrial	**583**	**3,877**	**-**	**-**	**613**	**11,320**	**150**	**158**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	583	3,877	-	-	613	11,320	150	158
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	-	-
C2b - C&I New & Replacement Equipment	583	3,877	-	-	613	11,320	150	158
Grand Total	**2,139**	**15,257**	**-**	**-**	**19,769**	**459,068**	**4,932**	**5,637**

Summary of Electrification, Three-Year Total

2022-2024 Electrification

Cape Light Compact
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Program	2024 Planned Savings							
	Other				Total Savings		Avoided CO2e (Metric Tons)	
	Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		MMBTU			
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	2025	2030
A - Residential	**574**	**4,456**	**-**	**-**	**22,710**	**487,344**	**5,076**	**5,933**
A1 - Residential New Buildings	-	-	-	-	804	22,740	121	143
A1a - Residential New Homes & Renovations	-	-	-	-	804	22,740	121	143
A2 - Residential Existing Buildings	574	4,456	-	-	21,905	464,604	4,954	5,790
A2a - Residential Coordinated Delivery	-	-	-	-	788	15,801	133	153
A2c - Residential Retail	574	4,456	-	-	21,117	448,803	4,821	5,637
B - Income Eligible	**-**	**-**	**-**	**-**	**1,477**	**28,950**	**202**	**229**
B1 - Income Eligible Existing Buildings	-	-	-	-	1,477	28,950	202	229
B1a - Income Eligible Coordinated Delivery	-	-	-	-	1,477	28,950	202	229
C - Commercial & Industrial	**2,208**	**8,210**	**-**	**-**	**20,862**	**284,574**	**1,291**	**1,090**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	2,208	8,210	-	-	20,862	284,574	1,291	1,090
C2a - C&I Existing Building Retrofit	-	-	-	-	17,558	250,733	885	743
C2b - C&I New & Replacement Equipment	2,208	8,210	-	-	3,305	33,842	406	348
Grand Total	**2,781**	**12,665**	**-**	**-**	**45,049**	**800,869**	**6,568**	**7,252**

Program	2022-2024 Electrification Savings							
	Other				Total Savings		Avoided CO2e (Metric Tons)	
	Motor Gasoline (MMBTU)		Motor Diesel (MMBTU)		MMBTU			
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	2025	2030
A - Residential	**3,876**	**28,613**	**-**	**-**	**52,756**	**1,191,934**	**12,873**	**14,794**
A1 - Residential New Buildings	**-**	**-**	**-**	**-**	**1,242**	**36,780**	**438**	**517**
A1a - Residential New Homes & Renovations	-	-	-	-	1,242	36,780	438	517
A2 - Residential Existing Buildings	**3,876**	**28,613**	**-**	**-**	**51,513**	**1,155,154**	**12,435**	**14,277**
A2a - Residential Coordinated Delivery	-	-	-	-	788	15,801	133	153
A2c - Residential Retail	3,876	28,613	-	-	50,725	1,139,353	12,302	14,124
B - Income Eligible	**-**	**-**	**-**	**-**	**11,389**	**207,148**	**1,416**	**1,549**
B1 - Income Eligible Existing Buildings	**-**	**-**	**-**	**-**	**11,389**	**207,148**	**1,416**	**1,549**
B1a - Income Eligible Coordinated Delivery	-	-	-	-	11,389	207,148	1,416	1,549
C - Commercial & Industrial	**3,524**	**16,804**	**-**	**-**	**21,965**	**302,583**	**1,534**	**1,316**
C1 - C&I New Buildings	**-**	**-**	**-**	**-**	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	**3,524**	**16,804**	**-**	**-**	**21,965**	**302,583**	**1,534**	**1,316**
C2a - C&I Existing Building Retrofit	-	-	-	-	17,558	250,733	885	743
C2b - C&I New & Replacement Equipment	3,524	16,804	-	-	4,407	51,850	649	574
Grand Total	**7,400**	**45,418**	**-**	**-**	**86,109**	**1,701,665**	**15,824**	**17,660**

Summary of Electrification, Three-Year Total

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Program	2022 Evaluated Benefits										
	Electric		Natural Gas	Oil	Propane	Motor Gasoline	Motor Diesel	Total Resource Benefits	Non-Resource Benefits	Total TRC Test Benefits	Non-Embedded GHG Benefits
	Capacity	Electric Energy									
A - Residential	**(1,548,713)**	**(10,374,181)**	**-**	**18,177,221**	**14,429,657**	**400,902**	**-**	**21,084,887**	**504**	**21,085,391**	**4,300,094**
A1 - Residential New Buildings	(15,320)	(410,057)	-	-	1,638,193	-	-	1,212,817	-	1,212,817	151,188
A1a - Residential New Homes & Renovations	(15,320)	(410,057)	-	-	1,638,193	-	-	1,212,817	-	1,212,817	151,188
A2 - Residential Existing Buildings	(1,533,393)	(9,964,124)	-	18,177,221	12,791,464	400,902	-	19,872,070	504	19,872,574	4,148,906
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	(1,533,393)	(9,964,124)	-	18,177,221	12,791,464	400,902	-	19,872,070	504	19,872,574	4,148,906
B - Income Eligible	**(61,754)**	**(775,262)**	**-**	**2,336,294**	**3,567,933**	**-**	**-**	**5,067,211**	**(249,248)**	**4,817,963**	**1,069,647**
B1 - Income Eligible Existing Buildings	(61,754)	(775,262)	-	2,336,294	3,567,933	-	-	5,067,211	(249,248)	4,817,963	1,069,647
B1a - Income Eligible Coordinated Delivery	(61,754)	(775,262)	-	2,336,294	3,567,933	-	-	5,067,211	(249,248)	4,817,963	1,069,647
C - Commercial & Industrial	**(115,342)**	**(264,728)**	**-**	**233,775**	**371,133**	**147,668**	**-**	**372,505**	**133,711**	**506,216**	**89,193**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	(115,342)	(264,728)	-	233,775	371,133	147,668	-	372,505	133,711	506,216	89,193
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	-	-	-	-	-
C2b - C&I New & Replacement Equipment	(115,342)	(264,728)	-	233,775	371,133	147,668	-	372,505	133,711	506,216	89,193
Grand Total	**(1,725,809)**	**(11,414,171)**	**-**	**20,747,290**	**18,368,723**	**548,570**	**-**	**26,524,603**	**(115,033)**	**26,409,570**	**5,458,934**

Program	2023 Evaluated Benefits										
	Electric		Natural Gas	Oil	Propane	Motor Gasoline	Motor Diesel	Total Resource Benefits	Non-Resource Benefits	Total TRC Test Benefits	Non-Embedded GHG Benefits
	Capacity	Electric Energy									
A - Residential	**(1,762,526)**	**(13,829,640)**	**-**	**25,481,133**	**14,378,117**	**360,674**	**-**	**24,627,758**	**1,433,878**	**26,061,636**	**5,105,679**
A1 - Residential New Buildings	-	-	-	-	-	-	-	-	-	-	-
A1a - Residential New Homes & Renovations	-	-	-	-	-	-	-	-	-	-	-
A2 - Residential Existing Buildings	(1,762,526)	(13,829,640)	-	25,481,133	14,378,117	360,674	-	24,627,758	1,433,878	26,061,636	5,105,679
A2a - Residential Coordinated Delivery	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	(1,762,526)	(13,829,640)	-	25,481,133	14,378,117	360,674	-	24,627,758	1,433,878	26,061,636	5,105,679
B - Income Eligible	**(74,553)**	**(1,870,370)**	**-**	**4,921,544**	**1,194,298**	**-**	**-**	**4,170,919**	**(724,599)**	**3,446,320**	**978,041**
B1 - Income Eligible Existing Buildings	(74,553)	(1,870,370)	-	4,921,544	1,194,298	-	-	4,170,919	(724,599)	3,446,320	978,041
B1a - Income Eligible Coordinated Delivery	(74,553)	(1,870,370)	-	4,921,544	1,194,298	-	-	4,170,919	(724,599)	3,446,320	978,041
C - Commercial & Industrial	**(104,754)**	**(477,071)**	**-**	**485,430**	**734,289**	**122,525**	**-**	**760,420**	**767,450**	**1,527,870**	**151,729**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	(104,754)	(477,071)	-	485,430	734,289	122,525	-	760,420	767,450	1,527,870	151,729
C2a - C&I Existing Building Retrofit	-	-	-	-	-	-	-	-	-	-	-
C2b - C&I New & Replacement Equipment	(104,754)	(477,071)	-	485,430	734,289	122,525	-	760,420	767,450	1,527,870	151,729
Grand Total	**(1,941,833)**	**(16,177,081)**	**-**	**30,888,107**	**16,306,704**	**483,199**	**-**	**29,559,097**	**1,476,729**	**31,035,826**	**6,235,449**

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Program	2024 Planned Benefits										
	Electric		Natural Gas	Oil	Propane	Motor Gasoline	Motor Diesel	Total Resource Benefits	Non-Resource Benefits	Total TRC Test Benefits	Non-Embedded GHG Benefits
	Capacity	Electric Energy									
A - Residential	**(1,691,485)**	**(18,500,938)**	**-**	**26,411,052**	**29,530,648**	**143,071**	**-**	**35,892,349**	**1,278**	**35,893,627**	**6,408,787**
A1 - Residential New Buildings	(17,415)	(643,195)	-	-	2,596,243	-	-	1,935,633	-	1,935,633	243,708
A1a - Residential New Homes & Renovations	(17,415)	(643,195)	-	-	2,596,243	-	-	1,935,633	-	1,935,633	243,708
A2 - Residential Existing Buildings	(1,674,070)	(17,857,743)	-	26,411,052	26,934,406	143,071	-	33,956,716	1,278	33,957,994	6,165,079
A2a - Residential Coordinated Delivery	(70,911)	(553,713)	-	979,127	698,926	-	-	1,053,429	909	1,054,339	209,917
A2c - Residential Retail	(1,603,159)	(17,304,031)	-	25,431,925	26,235,480	143,071	-	32,903,287	369	32,903,656	5,955,163
B - Income Eligible	**(24,556)**	**(728,685)**	**-**	**1,173,044**	**1,467,373**	**-**	**-**	**1,887,176**	**(173,912)**	**1,713,264**	**348,686**
B1 - Income Eligible Existing Buildings	(24,556)	(728,685)	-	1,173,044	1,467,373	-	-	1,887,176	(173,912)	1,713,264	348,686
B1a - Income Eligible Coordinated Delivery	(24,556)	(728,685)	-	1,173,044	1,467,373	-	-	1,887,176	(173,912)	1,713,264	348,686
C - Commercial & Industrial	**1,803,044**	**2,386,836**	**252,705**	**3,505,693**	**1,948,551**	**259,951**	**-**	**10,156,780**	**3,328,434**	**13,485,214**	**2,680,218**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	1,803,044	2,386,836	252,705	3,505,693	1,948,551	259,951	-	10,156,780	3,328,434	13,485,214	2,680,218
C2a - C&I Existing Building Retrofit	1,905,402	3,006,029	252,705	2,940,768	-	-	-	8,104,903	2,794,987	10,899,891	2,310,612
C2b - C&I New & Replacement Equipment	(102,357)	(619,193)	-	564,925	1,948,551	259,951	-	2,051,876	533,447	2,585,323	369,607
Grand Total	**87,004**	**(16,842,788)**	**252,705**	**31,089,789**	**32,946,573**	**403,022**	**-**	**47,936,305**	**3,155,801**	**51,092,105**	**9,437,691**

Program	2022-2024 Electrification Benefits										
	Electric		Natural Gas	Oil	Propane	Motor Gasoline	Motor Diesel	Total Resource Benefits	Non-Resource Benefits	Total TRC Test Benefits	Non-Embedded GHG Benefits
	Capacity	Electric Energy									
A - Residential	**(5,002,724)**	**(42,704,759)**	**-**	**70,069,406**	**58,338,423**	**904,648**	**-**	**81,604,995**	**1,435,660**	**83,040,655**	**15,814,561**
A1 - Residential New Buildings	**(32,735)**	**(1,053,252)**	**-**	**-**	**4,234,436**	**-**	**-**	**3,148,450**	**-**	**3,148,450**	**394,896**
A1a - Residential New Homes & Renovations	(32,735)	(1,053,252)	-	-	4,234,436	-	-	3,148,450	-	3,148,450	394,896
A2 - Residential Existing Buildings	**(4,969,989)**	**(41,651,507)**	**-**	**70,069,406**	**54,103,987**	**904,648**	**-**	**78,456,544**	**1,435,660**	**79,892,204**	**15,419,665**
A2a - Residential Coordinated Delivery	(70,911)	(553,713)	-	979,127	698,926	-	-	1,053,429	909	1,054,339	209,917
A2c - Residential Retail	(4,899,078)	(41,097,795)	-	69,090,280	53,405,061	904,648	-	77,403,115	1,434,751	78,837,866	15,209,748
B - Income Eligible	**(160,863)**	**(3,374,318)**	**-**	**8,430,882**	**6,229,604**	**-**	**-**	**11,125,305**	**(1,147,758)**	**9,977,547**	**2,396,374**
B1 - Income Eligible Existing Buildings	**(160,863)**	**(3,374,318)**	**-**	**8,430,882**	**6,229,604**	**-**	**-**	**11,125,305**	**(1,147,758)**	**9,977,547**	**2,396,374**
B1a - Income Eligible Coordinated Delivery	(160,863)	(3,374,318)	-	8,430,882	6,229,604	-	-	11,125,305	(1,147,758)	9,977,547	2,396,374
C - Commercial & Industrial	**1,582,949**	**1,645,037**	**252,705**	**4,224,898**	**3,053,973**	**530,143**	**-**	**11,289,705**	**4,229,595**	**15,519,300**	**2,921,140**
C1 - C&I New Buildings	-	-	-	-	-	-	-	-	-	-	-
C1a - C&I New Buildings & Major Renovations	-	-	-	-	-	-	-	-	-	-	-
C2 - C&I Existing Buildings	**1,582,949**	**1,645,037**	**252,705**	**4,224,898**	**3,053,973**	**530,143**	**-**	**11,289,705**	**4,229,595**	**15,519,300**	**2,921,140**
C2a - C&I Existing Building Retrofit	1,905,402	3,006,029	252,705	2,940,768	-	-	-	8,104,903	2,794,987	10,899,891	2,310,612
C2b - C&I New & Replacement Equipment	(322,453)	(1,360,992)	-	1,284,131	3,053,973	530,143	-	3,184,801	1,434,608	4,619,409	610,529
Grand Total	**(3,580,639)**	**(44,434,040)**	**252,705**	**82,725,187**	**67,622,000**	**1,434,791**	**-**	**104,020,004**	**4,517,497**	**108,537,501**	**21,132,075**

Summary of Electrification, Three-Year Total

2022-2024 Electrification

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Program	2022 Evaluated Costs			2022 Evaluated Cost-Effectiveness	
	Measure Incentives ($)	Participant Cost ($)	TRC Costs (2022$)	Net Benefits (2022$)	Benefit-Cost Ratio
A - Residential	**5,472,706**	**4,724,335**	**10,197,041**	**10,888,350**	**2.07**
A1 - Residential New Buildings	-	-	-	1,212,817	
A1a - Residential New Homes & Renovations	-	-	-	1,212,817	
A2 - Residential Existing Buildings	5,472,706	4,724,335	10,197,041	9,675,533	1.95
A2a - Residential Coordinated Delivery	-	-	-	-	
A2c - Residential Retail	5,472,706	4,724,335	10,197,041	9,675,533	1.95
B - Income Eligible	**2,652,112**	**-**	**2,652,112**	**2,165,851**	**1.82**
B1 - Income Eligible Existing Buildings	2,652,112	-	2,652,112	2,165,851	1.82
B1a - Income Eligible Coordinated Delivery	2,652,112	-	2,652,112	2,165,851	1.82
C - Commercial & Industrial	**130,362**	**57,290**	**187,652**	**318,564**	**2.70**
C1 - C&I New Buildings	-	-	-	-	
C1a - C&I New Buildings & Major Renovations	-	-	-	-	
C2 - C&I Existing Buildings	130,362	57,290	187,652	318,564	2.70
C2a - C&I Existing Building Retrofit	-	-	-	-	
C2b - C&I New & Replacement Equipment	130,362	57,290	187,652	318,564	2.70
Grand Total	**8,255,180**	**4,781,625**	**13,036,805**	**13,372,765**	**2.03**

Program	2023 Evaluated Costs			2023 Evaluated Cost-Effectiveness	
	Measure Incentives ($)	Participant Cost ($)	TRC Costs (2022$)	Net Benefits (2022$)	Benefit-Cost Ratio
A - Residential	**8,473,169**	**4,208,094**	**12,435,049**	**13,626,587**	**2.10**
A1 - Residential New Buildings	-	-	-	-	
A1a - Residential New Homes & Renovations	-	-	-	-	
A2 - Residential Existing Buildings	8,473,169	4,208,094	12,435,049	13,626,587	2.10
A2a - Residential Coordinated Delivery	-	-	-	-	
A2c - Residential Retail	8,473,169	4,208,094	12,435,049	13,626,587	2.10
B - Income Eligible	**6,011,959**	**-**	**5,895,233**	**(2,448,913)**	**0.58**
B1 - Income Eligible Existing Buildings	6,011,959	-	5,895,233	(2,448,913)	0.58
B1a - Income Eligible Coordinated Delivery	6,011,959	-	5,895,233	(2,448,913)	0.58
C - Commercial & Industrial	**474,310**	**(132,096)**	**335,569**	**1,192,301**	**4.55**
C1 - C&I New Buildings	-	-	-	-	
C1a - C&I New Buildings & Major Renovations	-	-	-	-	
C2 - C&I Existing Buildings	474,310	(132,096)	335,569	1,192,301	4.55
C2a - C&I Existing Building Retrofit	-	-	-	-	
C2b - C&I New & Replacement Equipment	474,310	(132,096)	335,569	1,192,301	4.55
Grand Total	**14,959,438**	**4,075,998**	**18,665,852**	**12,369,975**	**1.66**

Summary of Electrification, Three-Year Total

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Program	2024 Planned Costs			2024 Planned Cost-Effectiveness	
	Measure Incentives ($)	Participant Cost ($)	TRC Costs (2022$)	Net Benefits (2022$)	Benefit-Cost Ratio
A - Residential	**10,043,725**	**5,546,547**	**14,990,761**	**20,902,866**	**2.39**
A1 - Residential New Buildings	-	-	-	1,935,633	
A1a - Residential New Homes & Renovations	-	-	-	1,935,633	
A2 - Residential Existing Buildings	10,043,725	5,546,547	14,990,761	18,967,233	2.27
A2a - Residential Coordinated Delivery	638,800	63,960	675,736	378,603	1.56
A2c - Residential Retail	9,404,925	5,482,587	14,315,025	18,588,630	2.30
B - Income Eligible	**1,188,000**	**-**	**1,142,316**	**570,948**	**1.50**
B1 - Income Eligible Existing Buildings	1,188,000	-	1,142,316	570,948	1.50
B1a - Income Eligible Coordinated Delivery	1,188,000	-	1,142,316	570,948	1.50
C - Commercial & Industrial	**4,994,000**	**160,209**	**4,956,008**	**8,529,206**	**2.72**
C1 - C&I New Buildings	-	-	-	-	
C1a - C&I New Buildings & Major Renovations	-	-	-	-	
C2 - C&I Existing Buildings	4,994,000	160,209	4,956,008	8,529,206	2.72
C2a - C&I Existing Building Retrofit	3,678,000	73,560	3,607,297	7,292,594	3.02
C2b - C&I New & Replacement Equipment	1,316,000	86,649	1,348,711	1,236,612	1.92
Grand Total	**16,225,725**	**5,706,756**	**21,089,086**	**30,003,019**	**2.42**

Program	2022-2024 Electrification Costs			2022-2024 Electrification Cost-Effectivenes	
	Measure Incentives ($)	Participant Cost ($)	TRC Costs (2022$)	Net Benefits (2022$)	Benefit-Cost Ratio
A - Residential	**23,989,600**	**14,478,976**	**37,622,852**	**45,417,803**	**2.21**
A1 - Residential New Buildings	**-**	**-**	**-**	**3,148,450**	
A1a - Residential New Homes & Renovations	-	-	-	3,148,450	
A2 - Residential Existing Buildings	**23,989,600**	**14,478,976**	**37,622,852**	**42,269,353**	**2.12**
A2a - Residential Coordinated Delivery	638,800	63,960	675,736	378,603	1.56
A2c - Residential Retail	23,350,800	14,415,016	36,947,116	41,890,750	2.13
B - Income Eligible	**9,852,071**	**-**	**9,689,661**	**287,886**	**1.03**
B1 - Income Eligible Existing Buildings	**9,852,071**	**-**	**9,689,661**	**287,886**	**1.03**
B1a - Income Eligible Coordinated Delivery	9,852,071	-	9,689,661	287,886	1.03
C - Commercial & Industrial	**5,598,672**	**85,403**	**5,479,230**	**10,040,070**	**2.83**
C1 - C&I New Buildings	**-**	**-**	**-**	**-**	
C1a - C&I New Buildings & Major Renovations	-	-	-	-	
C2 - C&I Existing Buildings	**5,598,672**	**85,403**	**5,479,230**	**10,040,070**	**2.83**
C2a - C&I Existing Building Retrofit	3,678,000	73,560	3,607,297	7,292,594	3.02
C2b - C&I New & Replacement Equipment	1,920,672	11,843	1,871,933	2,747,476	2.47
Grand Total	**39,440,343**	**14,564,379**	**52,791,742**	**55,745,759**	**2.06**

Calculated Fields

Formulas used in pivot tables

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Field	Formula
B/C Ratio	='Total Benefits '/'Total Resource Costs (First Yr$)'
Net Benefits	='Total Benefits '-'Total Resource Costs (First Yr$)'
Avg Measure Life	=ROUND('Net Lifetime Electric Energy (MWh) No FS or DR'/'Net Annual Electric Energy (MWh) No FS or DR',0)
PA Budget (First Yr$)	='Total Program Costs (First Yr$)'+'Performance Incentive (First Yr$)'
Summer Cost (TRC Cost First Yr$/Summer kW)	='Total Resource Costs (First Yr$)'/'Net Summer Capacity (kW)'
Energy Cost (TRC Cost First Yr$/Annual MWh)	='Total Program Costs (First Yr$)'/'Net Annual Electric Energy (MWh)'
Natural Gas Costs (PA Cost First Yr$/Annual Therm)	='PA Budget (First Yr$)'/'Net Annual Natural Gas (Therms)'
Summer Cost (PA Cost First Yr$/Summer kW)	='PA Budget (First Yr$)'/'Net Summer Capacity (kW)'
Energy Cost (PA Cost First Yr$/Annual MWh)	='PA Budget (First Yr$)'/'Net Annual Electric Energy (MWh)'
Natural Gas Costs (TRC Cost First Yr$/Annual Therm)	='Total Program Costs (First Yr$)'/'Net Annual Natural Gas (Therms)'
Total Savings Cost (PA Cost First Yr$/Annual MMBTU)	='PA Budget (First Yr$)'/'Total Net Annual Adjusted (MMBTU)'
Total Savings Cost (TRC Cost First Yr$/Annual MMBTU)	='Total Resource Costs (First Yr$)'/'Total Net Annual Adjusted (MMBTU)'
Total PA Budget (Programs + PI + Benefit Burden)	='Total Program Costs'+'Performance Incentive'+'Benefit Burden'
Total Resource Benefits per Participant	='Total Resource Benefits'/Participants
Total PA Budget	='Total Program Costs'+'Performance Incentive'
Program Cost per Participant	='Total Program Costs'/Participants
Resource Benefit per Program Cost	='Total Resource Benefits'/'Total Program Costs'
PPA / Total PA Budget	='Program Planning and Administration'/'Total Program Costs'

Notes

- The above calculations are used to prepare the previous data tables.
- This table is provided consistent with the Department's directives in D.P.U. 18-110 through D.P.U. 18-119, at 75 to provide a detailed list of calculated fields used in creating the pivot tables.

APPENDIX 1
SIGNIFICANT CORE INITIATIVE VARIANCES & COST-EFFECTIVENESS

Program Administrator-specific narrative explanations for the Compact are as follows.

On September 14, 2023, the Compact submitted to the Department for review its request for a Mid-Term Modification ("MTM") to its Three-Year Plan. The Compact has experienced greater-than-anticipated demand for services that it projects will lead to expenditures exceeding the Department-approved term budgets for three programs: the Residential Hard-to Measure Program, the Income Eligible Hard-to-Measure Program, and the Income Eligible Existing Buildings Program. In addition, the Compact has experienced lower-than-anticipated demand for services in the C&I sector that it projects will result in the Compact expending less than the Department-approved term budget. On March 14, 2024, the Department stamp approved the Compact's MTM.

I. Residential Programs

A. Residential New Buildings

For the Residential New Buildings program, the 2023 actual BCR is 4.19, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 1.55.

1. Residential New Homes & Renovations

a. Significant Variances

For this core initiative, actual total benefits were significantly less than planned by 39%.

The 2023 variance in total benefits is driven by the continued change in fuel mix for HVAC measures. HVAC measures yielded significantly greater lifetime electric savings in 2022 relative to plan, but achieved less than the planned total benefits for the year. All-electric homes made up a higher portion of participants than planned in 2022. In 2023, this change in fuel mix continued. HVAC measures drive overall savings and benefits for this program, comprising the majority of planned savings and benefits. Therefore, changes in HVAC measures yield significant variances for the core initiative overall and in this case for the variance in total benefits.

In response to this variance, the Compact does not anticipate any changes to program design or implementation. The trends the Compact is seeing align with its goal to increase all-electric homes for the 2022-2024 plan term. The Compact's new all-electric home offering, launched in 2022, has been so successful that the Compact has already reached its all-electric path goals for the 2022-2024 Three-Year Plan.[3] The Compact also saw a higher volume of water heating measures installed than planned.

The Compact does not currently expect this variance will affect its ability to achieve its savings or benefits goals by the end of the three-year term.

b. Cost-Effectiveness

For the Residential New Homes & Renovations core initiative, the 2023 actual BCR is 4.19, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 1.55.

[3] See, D.P.U. 21-126, Exh. 1, 2022-2024 Three-Year Energy Efficiency Plan, pages 88-89.

B. Residential Existing Buildings

For the Residential Existing Buildings program, the 2023 actual BCR is 1.91, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 2.08.

1. Residential Coordinated Delivery

a. Significant Variances

For this core initiative, actual expenditures, savings, and benefits were lower than planned. Program costs were 41% lower than planned, savings were 48% lower than planned, and total benefits were 45% lower than planned.

The decrease in expenditures, savings, and benefits in 2023 were primarily driven by decreased adoption of envelope measures as compared to plan. In addition, the average per-unit incentives, savings, and benefits for the envelope measures were less than planned, yielding a greater decrease in the variance metrics. The decrease in envelope measure adoption in 2022 and 2023 is likely tied to strong demand for envelope measures in the second half of the 2019-2021 plan term, when the Program Administrators offered a 100% incentive for weatherization measures to help recover from the downturn in participation caused by the COVID-19 pandemic.

In addition, the Compact installed fewer heat pumps than planned in 2023 within the multi-family segment. The Compact has continued to look for market rate multifamily sites where vendor guided heat pump conversion projects can be implemented cost-effectively. While no new sites were completed in 2023, at least 2 additional sites have been identified as likely cost-effective applications, and the specifics of those site-wide offers are currently in development and expected to be ready for roll out in Q2 of 2024.

In response to these variances, the Compact will continue to conduct marketing and outreach efforts with a focus on moderate income and renters to drive program participation. The Compact will continue working to identify opportunities and engage customers, and is optimistic that demand for envelope measures will pick up in 2024. The Compact does not anticipate any other changes to program design or implementation.

The Compact does not currently expect these variances will affect its ability to achieve its savings or benefits goals by the end of the three-year term.

b. Cost-Effectiveness

For the Residential Coordinated Delivery core initiative, the 2023 actual BCR is 2.02, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 2.34.

2. Residential Conservation Services

a. Significant Variances

For this core initiative, actual expenditures were significantly less than planned by 38%.

In Residential Conservation Services, the Compact spent less on assessments than originally planned. Part of this reduction was due to fewer assessments than originally planned. After the generous incentives during 2021 for the COVID-19 pandemic, the number of customers that wished to sign up for assessments dropped. Additionally, there were labor shortages that led to longer waits for the assessments themselves. While the labor shortages have been largely resolved, the demand for home energy assessments has not been as high as planned. These factors combined to reduce the overall number of completed assessments.

In response to this variance, the Compact will continue working to identify opportunities and engage customers. The Compact does not anticipate any changes to program design or implementation.

b. Cost-Effectiveness

BCRs are not calculated for the Residential Conservation Services core initiative because benefits are not calculated for this core initiative.

3. Residential Retail

a. Significant Variances

The residential retail initiative, which is driven by rebate application submissions, has seen higher than expected interest, which has translated into program costs 20% higher than planned. These have been driven primarily by HVAC measures such as heat pumps which have higher costs than other measures within this initiative.

b. Cost-Effectiveness

For the Residential Retail core initiative, the 2023 actual BCR is 1.94, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 2.05.

4. Residential Active Demand Reduction

a. Significant Variances

For this core initiative, there are no significant variances.

b. Cost-Effectiveness

For the Residential ADR core initiative, the 2023 actual BCR is 2.25, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 2.09.

II. Income-Eligible Programs

In 2023, the Compact spent 23% of its total budget on the Income-Eligible sector. The Compact's Income-Eligible budget for the full three-year term is expected to be 17% of the three-year total budget, including actual expenditures for 2022 and 2023 and the planned budgets for 2024. Accordingly, the Compact expects to exceed the statutory requirement to spend at least 10% of its budget on the Income-Eligible sector.

The Compact's Income-Eligible spending in 2022 and 2023 marks a notable improvement over the 2019-2021 term, during which the Compact spent 7.7% of its budget on the Income-Eligible sector. This improvement stems largely from successful efforts to mature the Income-Eligible heat pump installation program and its underlying regional infrastructure. In addition, the Compact has been able to achieve improved weatherization results due to the combination of increased R-value guidelines and by addressing more weatherization barriers such as vermiculite and mold, both of which are new to the 2022-2024 plan term. The Compact expects its strong performance in Income-Eligible spending will continue throughout this plan term. As noted earlier, the Compact received stamp approval of its MTM, which requested a total program cost of 193% over the term.

Consistent with the Department's directives,[4] the Compact conducted a third-party study on its remaining potential for serving low-income customers, the results of which were filed with the Department and the EEAC on April 1, 2024 to inform the Compact's 2025-2027 Three-Year Plan.[5]

A. Income-Eligible Existing Buildings

For the Income-Eligible Existing Buildings program, the 2023 actual BCR is 1.02 while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 1.26.

1. Income-Eligible Coordinated Delivery

a. Significant Variances

For this core initiative, actual expenditures were 95% higher than planned. The primary driver of increased program expenditures in 2022 and 2023 was the increase in heat pump installations, combined with the cost of those installations which were more expensive than planned. Because heat pumps made up more than half of planned spending, the increase in per-unit costs had a

[4] D.P.U. 22-137 (2023), pages 42-43.

[5] See D.P.U. 22-137.

significant impact on the total budget. The Department approved the Compact's requested MTM for the Income-Eligible Coordinated Delivery program on March 14, 2024.

As a result of these variances, the Compact does not expect to change the core initiative's design or implementation, as the current design is proving successful at achieving benefits and GHG reductions. The Compact does not currently expect these variances will affect its ability to achieve its savings or benefits goals by the end of the three-year term.

b. Cost-Effectiveness

For the Income-Eligible Coordinated Delivery core initiative, the 2023 actual BCR is 1.02, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 1.26.

2. Income-Eligible Active Demand Reduction

a. Significant Variances

For this core initiative, actual expenditures were 100% lower than planned. As noted previously, the Compact did not assign any costs to this initiative in order to be consistent with the other PAs statewide. Any costs for residential and income-eligible ADR will be assigned to the Residential ADR initiative. In responding to information request DPU 1-3 in D.P.U. 23-60, the Compact realized that it had inadvertently assigned $75 to this core initiative in 2022. The Compact has since corrected this cost to be consistent with the other Program Administrators.

In response to these variances, the Compact does not anticipate any changes to program design or implementation. The Compact only budgeted approximately $1,300 per year for this core initiative, so the decision not to assign any costs to this initiative has a large effect relative to the 2022-2024 Three-Year Plan.

The Compact does not currently expect these variances will affect its ability to achieve its savings or benefits goals by the end of the three-year term.

b. Cost-Effectiveness

For the Income-Eligible ADR core initiative, the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 42.60. Due to there being no costs for this initiative in 2023, there is no BCR for 2023.

III. Commercial Programs

A. C&I New Buildings

For the C&I New Buildings program, the 2023 actual BCR is 2.00, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 4.27.

1. C&I New Buildings & Major Renovations

a. Significant Variances

For this core initiative, actual expenditures were 50% lower than planned and total resource benefits were 70% less than planned.

The primary driver for the decrease in spending compared to the 2022-2024 Three-Year Plan is measure mix. The Compact installed more lighting measures as compared to other, more expensive measures such as HVAC measures. Despite spending less than anticipated, the Compact was able to achieve its planned lifetime electric savings and total benefits.

The nature of new construction is highly variable, and program measure mix relies upon construction choices. These choices are often outside of the Compact's control. The COVID-19 pandemic had a depressing effect on the construction market and may continue to have lingering effects. As described in the 2022–2024 Three-Year Plan, the delivery model for this program has been significantly modified.[6] The Compact also recently received stamp approval for its MTM where an under-expenditure was expected at the sector level.

A significant variance also exists between preliminary and evaluated total resource benefits, with evaluated benefits being 70 percent below planned benefits. This decrease represents a reduction in gross energy savings resulting from an evaluation of the PA code promulgation efforts. The study, Codes and Standards Promulgation Gross Savings Adjustment Study (2022 Plan-Year Report D.P.U. 23-60 Appendix 4D, Study 22-18), updated the expected gross technical potential savings for 2023 for the adopted code amendments proposed by the PAs. The study found that the estimated savings for 2023 have decreased since the MA19X07-B-CDPROMATT study was completed in 2020. Due to the relative production in this core initiative during this plan year, planned savings from the code promulgation efforts were a relatively high share of overall savings

[6] See, D.P.U. 21-126, Exh. 1, 2022-2024 Three-Year Energy Efficiency Plan, pages 158-161.

in this core initiative for the Compact and a reduction to the evaluated savings resulted in a considerable decrease in the overall total resource benefits achieved by the initiative.

Given the variable nature of this core initiative, the Compact does not currently expect to make any significant changes to the core initiative's design or implementation. The Compact expects to utilize the budget (as modified by its approved MTM) and meet the goals for lifetime savings and total benefits in the three-year timeframe.

b. Cost-Effectiveness

For the C&I New Buildings & Major Renovations core initiative, the 2023 actual BCR is 2.00, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 4.27.

B. C&I Existing Buildings

For the C&I Existing Buildings program, the 2023 actual BCR is 1.93, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 1.73.

In D.P.U. 23-58, the Department approved the Compact's MTM for a 24% decrease in the Compact's three-year term budget for the C&I sector, which was due in large part to the variances described below in the C&I Existing Buildings program.

1. C&I Existing Building Retrofit

a. Significant Variances

For this core initiative, actual expenditures and total benefits were significantly lower than planned. Total program costs were 40% lower than planned and total benefits were 34% lower than planned.

The variances in the C&I Existing Building Retrofit core initiative were due mainly to less-than-expected participation and the varied measure mix that was installed. The Compact is still experiencing labor shortages and supply chain issues as a result of the COVID-19 pandemic, which reduced opportunities for customers to invest in energy efficiency during 2022 and 2023.

While generous incentives were introduced in 2022 for the installation of heat pumps, the lack of large heat pump equipment available for large commercial customers impacted the Compact's ability to install the planned number of systems. The Compact is continuously working to identify viable custom electrification opportunities. Also, many of the Compact's commercial customers

have natural gas for heating, which results in many custom electrification opportunities being served and attributed to the gas Program Administrator.

The reduction in total spending and total benefits mirrored the lower participation numbers for residential end use, electrification, and whole initiative sub-offerings. In 2023, the Compact continued customer engagement, marketing, and education on the various measures and offers that are available.

The turnkey offering saw great improvement in 2022 and 2023 relative to the 2019-2021 plan term, with increases in the installation of non-lighting measures and participation, which led the Compact to almost exceed its planned goals for this offering. The Compact is looking forward to 2024 with a suite of planned Main Streets efforts and more comprehensive measures being implemented.

The Compact's MTM, approved in D.P.U. 23-58, noted the impact of material and labor shortages, as well as rising prices for materials and equipment resulting from the COVID-19 pandemic. This resulted in a significant underspend during 2022 and the first part of 2023.

As a result of these variances, the Compact will continue working to identify opportunities and engage customers, but does not intend to change program design or implementation. The Compact does not currently expect these variances will affect its ability to achieve its savings or benefits goals by the end of the three-year term beyond the approved MTM.

b. Cost-Effectiveness

For the C&I Existing Building Retrofit core initiative, the 2023 actual BCR is 1.56, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 1.50.

2. C&I New & Replacement Equipment

a. Significant Variances

For this core initiative, total program costs were lower than planned by 40%.

The Compact underspent the budget in the New & Replacement Equipment core initiative because of changes in expected measure mix. Measures implemented through the midstream pathway dominated participation in this core initiative. Specifically, midstream lighting, HVAC, and food service measures were oversubscribed as compared to the 2022-2024 Three-Year Plan, while measures installed through applications were undersubscribed, specifically electrification measures, e.g., heat pumps and commercial lawn equipment.

Many commercial customers already heat with natural gas and thus would be served by the gas Program Administrator for electrification. Or, if the customer heats with oil, propane or electric resistance, they may opt to switch to natural gas instead of an electric heat pump due to the lower operating costs, despite the energy efficiency incentives offered to offset upfront capital costs. The Compact plans to continue educating consumers about the benefits of electrification and market these offers to the appropriate audiences. However, high electricity costs compared to natural gas costs may continue to reduce the uptake of space and water heating electrification.

For lawn equipment, many of the battery-powered, commercial-grade systems are still prohibitively expensive compared to their gas-powered counterparts. As this is a relatively nascent market, the Compact expects costs to decrease.

As a result of these variances, the Compact will continue working to identify opportunities and engage customers, but does not intend to change program design or implementation. The Compact does not currently expect these variances will affect its ability to achieve its savings or benefits goals by the end of the three-year term.

b. Cost-Effectiveness

For the C&I New & Replacement Equipment core initiative, the 2023 actual BCR is 3.03, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 2.33.

3. C&I Active Demand Reduction

a. Significant Variances

For this core initiative, actual expenditures and total benefits were lower than planned. Total program costs were 24% lower than planned and total benefits were 61% lower than planned. As noted in the Compact's data tables, total lifetime savings are not calculated for ADR measures. Therefore, a variance for total lifetime savings is not calculated for this core initiative.

The Compact's Curtailment Service Providers ("CSPs") continue to have issues recruiting new customers in the Compact's service territory. This is largely due to the lack of large C&I customers with sophisticated enough systems that would allow them to effectively curtail load without impacting necessary processes or customer and/or employee comfort.

Additionally, development of large battery projects continues to be slow. The statewide 150% site load cap on ConnectedSolutions incentives that went into place in 2023 has also impacted the economics of many projects.

Because most of the demand response budget is customer incentives that are directly tied to customer performance, low participation (due to the reasons outlined above) also accounts for lower-than-planned expenditures.

In response to these variances, the Compact launched the Building Management System ("BMS") ADR adder in 2024 which incentivizes customers to add demand response configurations to their new or retro-commissioned BMS system and enroll it in ConnectedSolutions. The Compact continues to work with trade allies to encourage participation when addressing standard efficiency upgrades. In addition, there is a proposal in the 2025-2027 Three-Year Plan to increase the targeted dispatch incentive in hopes of increasing enrollment.

b. Cost-Effectiveness

For the C&I ADR core initiative, the 2023 actual BCR is 2.04, while the BCR for the three-year term after accounting for actual results from 2022 and 2023 and planned values for 2024 is 3.10.

APPENDIX 1A
COST-EFFECTIVENESS OF RESIDENTIAL SECTORS AND PROGRAMS

The cost-effectiveness of the residential sector, programs, and core initiatives are realizing a benefit cost ratio ("BCR") of at or under 1.0 for some Program Administrators. This is predominantly due to electrification projects and measures that have very low BCRs.

The Department is required to review the three-year plans for cost effectiveness. G.L. c. 25, § 21(b)(3). This review ensures that the three-year plans capture energy savings and other benefits with values greater than the cost of deployment. G.L. c. 25, § 21(b)(3). Under the Green Communities Act[7], as amended by the Energy Act of 2018[8] and the Climate Act of 2021[9], for the purposes of cost-effectiveness screening, programs are aggregated by sector. G.L. c. 25, § 21(b)(3). The Department also monitors cost-effectiveness at the program and core initiative level for prudent spending of ratepayer funds. 2019-2021 Three-Year Plans Order, D.P.U.18-110 through D.P.U. 18-119, at 74 (2019).

In determining cost-effectiveness, the Department relies on the Total Resource Cost ("TRC") test. Energy Efficiency Guidelines, § 3.4.3. The TRC test "includes all benefits and costs associated with the energy system, as well as all benefits and costs associated with Program Participants." Id. Additionally, the Climate Act of 2021 requires the Program Administrators to include the benefits associated with the societal value of GHG emissions reductions, except for those resulting from fossil fuel heating or cooling equipment.

The Climate Act of 2021 also established GHG emissions reduction goals for the 2022-2024 Three-Year Plans, which are set by the Secretary of the Executive Office of Energy and Environmental Affairs ("EEA"). Electrification is consistent with the goals of the Climate Act, and the 2022-2024 Three-Year Plans are designed to meet or exceed the EEA Secretary's goal for reducing GHG emissions through the installation of energy efficiency measures, particularly focusing on weatherization and electrification. 2022-2024 Three-Year Plans, D.P.U. 21-120 through D.P.U. 21-129, Exh. 1, at 12 ("Exh. 1"). The PAs are making a concerted effort to promote electrification, particularly in instances in which customer economics and building characteristics are favorable. Exh. 1, at 12. Specifically, customers who currently heat with oil, propane, or electric resistance are more likely to realize reduced heating costs from electrification. Exh. 1, at 13. This is particularly true when electrification is coupled with weatherization, and the Program Administrators are implementing incentives as directed by the Department to encourage

[7] An Act Relative to Green Communities, Acts of 2008, chapter 69.

[8] An Act to Advance Clean Energy, Acts of 2018, chapter 227.

[9] An Act Creating a Next Generation Roadmap for Massachusetts Climate Policy, Acts of 2021, chapter 8.

weatherization with electrification. 2022-2024 Three-Year Plans Order, D.P.U. 21-120 through D.P.U. 21-129, at 108-110 (2022).

Customer economics for electrification of customers using natural gas for heating, however, can be tenuous. Exh. 1, at 13. This is primarily due to the relatively low cost of natural gas compared to electricity prices, resulting in a material chance that an electrification of a natural gas heating source will lead to an increased energy burden for the customer.

Additionally, applying the TRC test to these measures results in a BCR that is well below 1.0, meaning that, in addition to potentially increasing the customer's energy burden, they are not cost-effective in the context of the energy efficiency programs. Nonetheless, as recognized in the 2050 Decarbonization Roadmap, "combustion of natural gas, oil, and propane for building heating is the largest end use contributor to emissions in the buildings sector." Massachusetts 2050 Decarbonization Roadmap (December 2020), at 45. Natural gas customers are also turning to the Mass Save programs for assistance in displacing some or all of their natural gas use with electric heat pump technology, in an effort to decarbonize their homes, in spite of the negative economic impact. Thus, to support the Commonwealth's climate goals and reach the GHG emissions reduction goals for the 2022-2024 Three-Year Plans, the Program Administrators offer incentives for natural gas electrification measures. Exh. 1, at 13.

The Program Administrators have had a stronger than planned demand for incentives for natural gas electrification projects in the current term and the PAs only expect this demand to increase over the remainder of the 2022-2024 term. However, the low BCR of these measures is resulting in lower than planned cost-effectiveness in the residential sector, programs, and core initiatives which for some Program Administrators has resulted in the BCR dropping to or below 1.0.

The Program Administrators seek regulatory guidance from the Department to permit the continued offering of electrification equipment through these Three-Year Plans to achieve the robust and legally mandated GHG emissions reduction goals, regardless of the fact that such offerings may lead to non-cost-effective programs or sectors. Alternatively, the Program Administrators seek clarity from the Department with respect to the relationship between cost-effectiveness and electrification, to better establish strategies for achieving GHG emissions goals for the Program Administrators, their vendors, and their customers. The Program Administrators have GHG emissions reductions goals that are statutorily mandated, but also a requirement to keep cost-effective programs. The Program Administrators want to continue to offer incentives to customers seeking to displace their natural gas through electrification and will strive to do so in a cost-effective manner in order to reach the 2022-2024 Three-Year Plans GHG emissions reduction goals. However, the residential sector and programs are in jeopardy of not being cost effective for at least some PAs.

APPENDIX 2
BENEFIT-COST RATIO SCREENING TOOL

Please see the Microsoft Excel workbook accompanying this report for the BCR screening tool.

APPENDIX 3
STATEWIDE TECHNICAL REFERENCE MANUAL
2023 REPORT VERSION

Please see Statewide Appendix 3: Technical Reference Manual – 2023 Report Version, filed under separate cover and downloadable at: https://richmaylaw.sharepoint.com/:f:/s/25-27Three-YearPlan/Evp5s_4RF-NEuk_zpT8CtIIBqOS8cShIfGPzV349_fF_5Q?e=OQHJmm.

APPENDIX 4
STATEWIDE EVALUATION STUDIES SUMMARY

Please see Statewide Appendix 4: Statewide Evaluation Studies, filed under separate cover and downloadable at: https://richmaylaw.sharepoint.com/:f:/s/25-27Three-YearPlan/EjbbAjbY60dGg0F50PvJImYB4sECSgmlPflRFNI1QQ_Gjw?e=LIhr5s.

APPENDIX 5
PERFORMANCE INCENTIVES

The purpose of this section is to provide detailed supporting documentation on performance incentives that each Program Administrator proposes to collect. The Compact is a municipal aggregator and public entity that does not collect any performance incentives. As such, this section is not applicable to the Compact.

APPENDIX 6
PLAN IMPLEMENTATION TO ACHIEVE THE EEA SECRETARY'S GHG EMISSIONS REDUCTION GOALS

Please see Statewide Appendix 6: Plan Implementation to Achieve the EEA Secretary's GHG Emissions Reduction Goals, filed under separate cover and downloadable at: https://richmaylaw.sharepoint.com/:f:/s/25-27Three-YearPlan/EtGxqGh-pfVMkkb7be9PPZ8BwxGkG-ixV9wJhdPpAmk8UQ?e=qaBI0e.

APPENDIX 7
OUTSIDE FUNDING EFFORTS

Please see Statewide Appendix 7: Outside Funding Efforts, filed under separate cover and downloadable at: https://richmaylaw.sharepoint.com/:f:/s/25-27Three-YearPlan/EvWCa3mbpUBMp13wGHdhHAMBhIPxX1fFqBxdiX9kABajuA?e=cwgzbL.

APPENDIX 8
CO-DELIVERY OF ENERGY EFFICIENCY AND RENEWABLE ENERGY

Please see Statewide Appendix 8: Co-Delivery of Energy Efficiency and Renewable Energy, filed under separate cover and downloadable at: https://richmaylaw.sharepoint.com/:f:/s/25-27Three-YearPlan/EhSwaSymCpBJjHz7sxENVBwB97eBLmtjTZxBV9YMfh0LyQ?e=lrw9dd.

APPENDIX CLC-1
CAPE LIGHT COMPACT JPE
SHARED COSTS AND CONSUMER ADVOCACY MATTERS

The Compact routinely incurs costs that it shares between its energy efficiency activities and its non-energy efficiency activities (e.g., its municipal aggregation power supply program). These costs are allocated between the Compact's energy efficiency and its operating budget. In D.P.U. 18-116, the Department placed new reporting requirements on the Compact for costs: (1) shared between its energy efficiency and operating budget, and (2) related to consumer advocacy matters. D.P.U. 18-116 at 142-143.

I. Shared Costs

A. Background on Shared Costs Allocation Method

In its 2022-2024 Three-Year Plan filing, the Compact proposed to use percentage allocation factors that are the same for all three years of the plan term, are locked in for planning and reporting for the entire three-year term and are the same for all shared costs. The allocation factors are based on actual time that Compact staff spent on energy efficiency or municipal aggregation in 2021 and expected changes in staff over the term. The only shared cost for 2022-2024 that did not, as a default, have a fixed allocation factor tied to the breakdown of staff salaries in 2021 was legal costs (for legal consumer advocacy and other legal shared costs). Those shared legal cost allocations are based on: (1) Governing Board approvals of consumer advocacy worksheets for consumer advocacy matters; (2) allocations to aggregation/operating or energy efficiency based on the subject matter of the legal service provided; or (3) the same fixed percentage breakdown tied to staff salaries as described above because the legal matter is employee related (e.g., certain pension and other post-employment liabilities, or "OPEB" matters, etc.).

The Department found that it is reasonable for the Compact to allocate its shared costs based on employee time spent on energy efficiency versus municipal aggregation over the 2022-2024 Three-Year Plan term. However, rather than establish allocation factors based on Compact employee time measured over a single year, the Department found it is appropriate to measure the Compact's employee time over a period of six years (i.e., 2016 through 2021) for cost allocation purposes. D.P.U. 21-120 through D.P.U. 21-129 Three-Year Plans Order at 290-294 (2022). In addition, the Department determined that the Compact's proposal to establish an allocation factor for shared legal/consumer advocacy costs each year is reasonable. Id. at 296. The Department also required that the Compact present the Department with a detailed study of cost drivers for each category of shared costs as part of the Compact's 2025-2027 Three-Year Energy Efficiency Plan. Id. at 297. This study is underway.

As noted in the Compact's April 1, 2022 Compliance Filing in D.P.U. 21-126 ("Compliance Filing"), Proposed Shared Cost Allocation Factor at 1, the Compact does not have employee time spent on energy efficiency versus municipal aggregation prior to April 2019. In measuring the employee time over the course of April 2019 through December 2021, the sum of hours over that period showed that Compact employees spent 94 percent of their time on energy efficiency matters and 6 percent of their time on non-energy efficiency matters. Thus, for planning and reporting in each year of the 2022-2024 Three-Year Plan, the Compact informed the Department that it will allocate 94 percent of shared costs to energy efficiency. The Department continues to investigate these shared cost allocation factors. *Cape Light Compact JPE*, D.P.U. 22-135 at 8-9 (2022).

The Department has expressed concern that a three-year timeframe may not be an appropriately representative period upon which to set allocation factors, citing specifically to the fact that the Compact's last municipal aggregation power supply procurement occurred in 2018, and thus would not be captured in the 2019-2021 timeframe. D.P.U. 22-135 at n.13. While the Department is correct that there has not been another procurement for the Compact's aggregated electric load since 2018, there are numerous municipal aggregation and power supply related activities that the Compact undertook in 2019-2021. These activities are accounted for in the employee timesheets included with the Compact's Compliance Filing, Proposed Shared Cost Allocation Factor, Attachment 2, and include the following:

- Engaging in day-to-day power supply program management and contract administration activities and exploring options for the long-term inclusion of renewable energy and renewable energy certificates in the Compact's power supply offering.
- Negotiating and executing an amendment to its competitive electric supply agreement.
- Undertaking a retail power supply procurement process for approximately 1500 municipal and other governmental entity electric accounts on the Cape and Vineyard (a service the Compact provides in accordance with its Joint Powers Agreement).
- Contracting with Habitat for Humanity to support the installation of renewable energy systems on low-income housing.
- Participating as a consumer advocate or otherwise in multiple Department dockets on non-energy efficiency matters (e.g., D.P.U. 19-07, D.P.U. 20-46, D.P.U. 20-145, D.P.U. 21-80).

These activities are undertaken by the Compact's Power Supply Planner, with oversight from the Compact Administrator. While there are no timesheets to document individual employee time spent on Compact matters from 2016-2018, the Compact submits there were not significantly more hours dedicated to power supply related activities in 2016-2021 as compared to 2019-2021. For the reasons discussed herein, including those three additional years would not materially alter the cost allocation factors submitted with the Compliance Filing.

B. 2023 Shared Costs

For shared costs, in its Plan-Year reports, the Department requires the Compact to provide a comparison of planned allocations versus actual spent dollars and an explanation of any variance greater than 10% (D.P.U. 18-116 at 142).

The following tables provide, for each shared cost in 2023, (1) the allocation factor methodology, (2) the allocation factors used for planning and reporting, and (3) the planned and actual allocated costs in dollars.

Table 6.A.1. 2022–2024 allocation factor methodology

Shared Cost	**Allocation Factor Methodology**
Legal, Consumer Advocacy	Case-specific, based on Board Consumer Advocacy Allocation Worksheet
Legal, Other	Case-specific
Salary	2019-2021 time spent on energy efficiency or operating activities
Software licenses	Same as salary (weighted average across staff based on time)
Payroll services	Same as salary (weighted average across staff based on time)
Internet	Same as salary (weighted average across staff based on time)
Rent	Same as salary (weighted average across staff based on time)
Custodial	Same as salary (weighted average across staff based on time)
Other Utilities	Same as salary (weighted average across staff based on time)
Auditor	Same as salary (weighted average across staff based on time)
Treasury services	Same as salary (weighted average across staff based on time)
Financial software	Same as salary (weighted average across staff based on time)
Insurance	Same as salary (weighted average across staff based on time)

Table 6.A.2. 2023 shared planned and actual costs and allocation factors

Shared Cost	2022-2024 Plan					2022-2024 Actual				
	Costs ($)			Allocations (%)		Costs ($)			Allocations (%)	
	EE	OP	Total	EE	OP	EE	OP	Total	EE	OP
2023										
Legal, Consumer Advocacy	39,950	130,050	170,000	23.5%	76.5%	6,528	46,116	52,644	12.4%	87.6%
Legal, Other	10,080	420	10,500	96.0%	4.0%	40,599	2,591	43,190	94.0%	6.0%
Salary	3,092,666	197,404	3,290,070	94.0%	6.0%	2,832,682	180,810	3,013,492	94.0%	6.0%
Software licenses	21,128	1,349	22,476	94.0%	6.0%	24,525	1,565	26,090	94.0%	6.0%
Payroll services	4,120	263	4,382	94.0%	6.0%	2,117	135	2,252	94.0%	6.0%
Internet	13,543	864	14,408	94.0%	6.0%	15,828	1,010	16,838	94.0%	6.0%
Rent	101,520	6,480	108,000	94.0%	6.0%	109,267	6,975	116,242	94.0%	6.0%
Custodial	21,388	1,365	22,753	94.0%	6.0%	21,601	1,379	22,980	94.0%	6.0%
Other Utilities	64,799	4,136	68,936	94.0%	6.0%	105,164	6,713	111,877	94.0%	6.0%
Auditor	56,086	3,580	59,666	94.0%	6.0%	57,221	3,652	60,874	94.0%	6.0%
Treasury services	19,587	1,250	20,837	94.0%	6.0%	65,886	4,205	70,092	94.0%	6.0%
Financial software	48,461	3,093	51,554	94.0%	6.0%	44,792	2,859	47,651	94.0%	6.0%
Insurance	56,144	3,584	59,728	94.0%	6.0%	56,768	3,624	60,392	94.0%	6.0%
TOTAL	**3,549,472**	**353,839**	**3,903,310**	**90.9%**	**9.1%**	**3,382,978**	**261,634**	**3,644,612**	**92.8%**	**7.2%**

Table 6.A.3. 2023 planned vs. actual shared costs

Shared Cost	2022-2024 Plan			2022-2024 Actual			Difference			Change		
	Costs ($)			Costs ($)			Costs ($)			Costs ($)		
	EE	OP	Total	EE	OP	Total	EE	OP	Total	EE	OP	Total
2023												
Legal, Consumer Advocacy	39,950	130,050	170,000	6,528	46,116	52,644	(33,422)	(83,934)	(117,357)	-84%	-65%	-69%
Legal, Other	10,080	420	10,500	40,599	2,591	43,190	30,519	2,171	32,690	303%	517%	311%
Salary	3,092,666	197,404	3,290,070	2,832,682	180,810	3,013,492	(259,984)	(16,595)	(276,578)	-8%	-8%	-8%
Software licenses	21,128	1,349	22,476	24,525	1,565	26,090	3,397	217	3,614	16%	16%	16%
Payroll services	4,120	263	4,382	2,117	135	2,252	(2,003)	(128)	(2,131)	-49%	-49%	-49%
Internet	13,543	864	14,408	15,828	1,010	16,838	2,284	146	2,430	17%	17%	17%
Rent	101,520	6,480	108,000	109,267	6,975	116,242	7,747	495	8,242	8%	8%	8%
Custodial	21,388	1,365	22,753	21,601	1,379	22,980	214	14	227	1%	1%	1%
Other Utilities	64,799	4,136	68,936	105,164	6,713	111,877	40,365	2,576	42,941	62%	62%	62%
Auditor	56,086	3,580	59,666	57,221	3,652	60,874	1,135	72	1,208	2%	2%	2%
Treasury services	19,587	1,250	20,837	65,886	4,205	70,092	46,299	2,955	49,255	236%	236%	236%
Financial software	48,461	3,093	51,554	44,792	2,859	47,651	(3,669)	(234)	(3,903)	-8%	-8%	-8%
Insurance	56,144	3,584	59,728	56,768	3,624	60,392	624	40	664	1%	1%	1%
TOTAL	**3,549,472**	**353,839**	**3,903,310**	**3,382,978**	**261,634**	**3,644,612**	**(166,493)**	**(92,205)**	**(258,698)**	**-5%**	**-26%**	**-7%**

As indicated in the above table, actual shared costs were about $260,000 or 7% less than planned costs. Below, the Compact provides an explanation for each shared cost with a significant variance. In general, the reason for most variances is that actual costs reflect total incurred costs, and these sometimes vary from the estimated values. The Compact uses the best available information at the time of planning to estimate costs. This includes historical information as well as the Compact's best estimate of projected costs.

- *Legal, Consumer Advocacy and Other*. See the following section for a discussion on consumer advocacy costs.
- *Software Licenses*. Software license costs increased relative to plan for the following reasons:
    - All Microsoft Office E3 licenses were replaced with Microsoft Business Premium to transition away from the NAS Domain Server in 2024.
    - The number of Microsoft Power BI Pro licenses increased from 1 to 18 to provide all staff with reporting access.
    - The number of Microsoft Exchange licenses increased from 26 to 33 to cover all Compact Board members.
    - 6 new Zoom Power Pack licenses were added to provide Call Center activity visibility.
- *Payroll Services*. Payroll services decreased relative to plan. The Compact likely over-estimated the cost of payroll services in the 2022-2024 Three-Year Plan. Costs for payroll services are the smallest shared cost, so small changes in costs can lead to large percentage changes.
- *Internet*. Internet costs increased relative to plan. The Compact receives internet service under a contract negotiated by the Commonwealth of Massachusetts that is available to all state and municipal organizations. In 2022, the minimum service levels of the contract were increased by the Commonwealth of Massachusetts, so the Compact's bill increased.

Internet costs also increased due to the addition of web-based services not anticipated during the 2022-2024 planning process.

- *Other Utilities*. Other utility costs increased relative to plan because the Compact hired a vendor to assist with IT governance documents identified by prior Financial Audits and IT Risk Assessments. This work has been completed.
- *Treasury Service*s. Treasury services increased relative to plan because of a staff vacancy (i.e., the Comptroller) and the need to contract out these services until the position was filled. The increase in treasury services corresponds with part of the decrease in salaries.

II. Consumer Advocacy Costs related to Energy Efficiency

A. Background on Consumer Advocacy Costs

Where the Compact classifies any consumer advocacy costs as energy efficiency-related, the Department now requires that the Compact be prepared to demonstrate, at the time final cost recovery is sought, that such activities have a direct energy efficiency-related benefit. Accordingly, in each Plan-Year report, the Compact is now required to identify any consumer advocacy costs that were charged to its energy efficiency budget and provide an explanation supporting the direct energy efficiency-related benefit of such activities. D.P.U. 18-116 at 143.

It is important to note that the Compact's involvement in consumer advocacy matters related to energy efficiency often overlaps with its direct energy efficiency program administration activities: it is not always possible for the Compact to expressly isolate one cost from the other. Therefore, the costs identified herein as consumer advocacy costs are conservative (i.e., potentially on the high side), as they may include amounts spent directly on energy efficiency planning and program design in addition to consumer advocacy matters. In addition, Compact staff do not track their time at this level of granularity and so cannot identify actual hours spent on "consumer advocacy." The Compact's Administrator and its Power Supply Planner may have spent time during 2023 communicating with counsel on matters that arose in the dockets identified below as well as reviewing any of the Compact's pleadings and comments in those dockets. No other Compact staff spent time on consumer advocacy matters.

B. 2023 Consumer Advocacy Costs

In 2023, the Compact's consumer advocacy efforts focused on activities associated with D.P.U. 21-90 (NSTAR Electric Company d/b/a Eversource Energy ("Eversource") Petition for Approval of its Phase II Electric Vehicle Infrastructure Program and its Electric Vehicle Demand Charge Alternative Proposal) and D.P.U. 24-10 (Eversource's Petition for Approval of its Electric Sector Modernization Plan).

Proceeding	2023 Costs	Notes
D.P.U. 21-90	$3,918	The consumer advocacy worksheet for D.P.U. 21-90, documenting that costs will be allocated based on the actual subject matter of the service performed (e.g., work related to energy efficiency will be allocated to the energy efficiency budget and work related to non-energy efficiency will be allocated to the operating budget) is included in Attachment A of this appendix.
D.P.U. 24-10	$2,607	The consumer advocacy worksheet for D.P.U. 24-10, documenting that costs will be allocated based on the actual subject matter of the service performed (e.g., work related to energy efficiency will be allocated to the energy efficiency budget and work related to non-energy efficiency will be allocated to the operating budget) is included in Attachment A of this appendix.

2023 Services Related to D.P.U. 21-90: Eversource's Petition for Approval of its Phase II Electric Vehicle Infrastructure Program and its Electric Vehicle Demand Charge Alternative Proposal

For D.P.U. 21-90, the Compact billed $3,918 to the energy efficiency budget in 2023.

Background: Eversource filed its petition for approval of its phase two electric vehicle ("EV") infrastructure program ("EV Plan") and its EV demand charge alternative proposal on July 14, 2021. On August 26, 2021, the Department granted the Compact full party status, determining that the Compact was substantially and specifically affected by the proceeding. See D.P.U. 21-90, Petition to Intervene of the Cape Light Compact JPE (August 12, 2021).

The Department's investigation in this proceeding affected the Compact's energy efficiency programs in that the Compact hoped to ensure that its customers would be able to participate in Eversource's Residential Make-Ready and Charger Rebate program offerings to receive incentives for Electric Vehicle Supply Equipment ("EVSE"). Eversource is requiring customers enrolled in these offerings to also participate in a managed charging program. Since the Compact is the energy efficiency Program Administrator for customers on the Cape and Vineyard, if Eversource were to offer its managed charging program through its energy efficiency program, the Compact would also need to offer a managed charging program through its energy efficiency program in order for its customers to participate in Eversource's Make-Ready program.

The Compact adjudicated issues raised in the proposed Phase II EV Plan related to demand response programs, including enrollment and funding, as well as the coordination necessary

between Eversource and the Compact to carry out the offerings for the benefit of all customers. The Compact sought to clarify how Eversource will report on and track its offerings and installations as well. Issues such as cost recovery and tracking/reporting of EV offerings and installations may affect all of the electric distribution companies ("EDCs") and PAs.

The Compact's participation in this proceeding was necessary to, among other things, clarify how Cape and Vineyard energy efficiency customers would be included in certain offerings, how Eversource intends to coordinate with the Compact as a Program Administrator, and how Eversource intends to handle demand management program enrollment related to its proposed EVSE rebate programs. The Compact sought to ensure that Eversource's proposal will not discriminate against customers participating in a managed charging program offered by the Compact, should the Compact obtain Department approval of such a program.

In 2023, the Compact's activities included review and summary of the Department's Order, compliance and metrics filings, motions for reconsideration, and the Department's post-order motions order. Among other things, the Order approved Eversource's requirement that that residential program customers enroll in the Company's managed-charging program, ConnectedSolutions, for at least one year, with an option to opt out after the first year. Eversource must show in its EE annual report how it is not including this make ready for EE incentives. The Department encouraged Eversource to "work cooperatively with the Compact" for the residential offering. Eversource will consider whether the Compact's program includes comparable elements to its ConnectedSolutions program.

2023 Services Related to D.P.U. 24-10: Petition of NSTAR Electric Company d/b/a Eversource Energy, pursuant to G.L. c. 164, § 92B, for Approval by the Department of Public Utilities of its Electric Sector Modernization Plan

For D.P.U. 24-10, the Compact billed $2,607 to the energy efficiency budget in 2023.

Background: In 2022, "An Act Driving Clean Energy and Offshore Wind" (the "Climate Law") required the electric distribution companies to file an electric sector modernization plan ("ESMP"). On September 1, 2023, Eversource filed its draft ESMP with the Grid Modernization Advisory Council (the "GMAC"), which is made up of a wide array of entities. The GMAC reviewed the draft ESMP and provided recommendations on November 20, 2023. On January 29, 2024, Eversource filed its ESMP with the Department, which commenced an ongoing adjudicatory proceeding.

The ESMP includes energy efficiency and demand response in its five-year and ten-year forecasting, in its gas-electric integration working group, and as a part of the solution to meet 2050 climate goals.

In 2023, the Compact's work included review of the draft ESMP and identification of issues of interest related to energy efficiency. The Compact provided written and oral comments to the GMAC in November 2023, and presented on the draft ESMP for its Governing Board. The Compact also reviewed the GMAC recommendations.

The Compact's participation in this proceeding was necessary to clarify Eversource's use of and plans for energy efficiency and demand response in the ESMP. How the ESMP incorporates energy efficiency and demand response will likely have a direct impact on the Compact's own energy efficiency and demand response programs. Specifically, the Compact's questions included whether the ESMP's forecasting includes the Compact's energy efficiency data, how the ESMP may create new opportunities for energy efficiency and demand response, whether the ESMP contains costs for energy efficiency, and how Eversource will interface with the energy efficiency Program Administrators, including the Compact. In addition, the Compact is eager to participate in the proposed gas-electric integration working group that may come out of this proceeding, and thus sought to better understand the purpose and operation of that working group.

The Compact is currently participating as a full party in the ESMP adjudicatory proceeding in D.P.U. 24-10.

Consumer Advocacy Allocation Worksheet

Parties involved:
Parties include Eversource, the Cape Light Compact, Attorney General's Office, Department of Energy Resources, Acadia Center, GECA, ChargePoint, FreeWire Technology, and National Grid as a limited party.

Description of the Matter or Proceeding:
The Department of Public Utilities will investigate Eversource's Phase II petition for approval of its Phase II electric vehicle infrastructure program ("EV Plan") and its electric vehicle demand charge alternative proposal on July 14, 2021. These investigations are held in furtherance of the Department's responsibilities pursuant to Grid Modernization – Phase II, D.P.U. 20-69-A (May 21, 2021) and Section 29 of Chapter 383 of the Acts of 2020, An Act Authorizing and Accelerating Transportation Investment ("Transportation Act").

Docket Number (if any):
D.P.U. 21-90

1. Does this proceeding raise issues that may impact the Compact's administration of its three-year energy efficiency plan? If yes, please explain.
   Yes, the Compact intends to offer an incentive for Electric Vehicle Supply Equipment ("EVSE") enrolled in the Compact's Connected Solutions Demand Response program in the next three-year (2022-2024) Energy Efficiency Plan. Eversource is the distribution company providing service in the Compact's service territory and thus its EV Plan may affect the Compact's offerings. The Compact is participating in this proceeding both as a consumer advocate for ratepayers on Cape Cod and Martha's Vineyard and as an energy efficiency program and demand response administrator (G.L. c. 25, §21) because of potential impacts and precedents that this proceeding may have on its energy efficiency and other programs. As the Commonwealth's only municipal aggregator program administrator, the Compact can offer its unique expertise and point of view to the Department as it relates to energy efficiency and demand response matters relevant to this proceeding.

2. Does this proceeding raise issues regarding the general administration of energy efficiency in Massachusetts? Are other Program Administrators parties or otherwise intervening? Other stakeholders? If yes, please explain.
   Yes, Eversource Energy (a PA) filed the proposed EV Plan that resulted in this proceeding. The Compact has actively participated in other EV-related dockets, including as a full party in the investigation into Eversource's rate case in D.P.U. 17-05, as a full party in Eversource's grid modernization plan in D.P.U. 15-122, and the Department's investigation into targeted EV rates in D.P.U. 20-69. Each electric

distribution company (also PAs) submitted EV plans and demand charge alternative rate structures as required pursuant to Section 29 of Chapter 383 of the Acts of 2020. National Grid (also a PA) is also participating as a limited party in this docket.

3. Does this proceeding raise issues regarding the Compact's administration of active demand response programs/initiatives/measures? If yes, please explain.
   Yes, the Compact intends to pursue issues raised in the proposed Phase II EV Plan related to demand response programs, including enrollment and funding, as well as the coordination necessary between Eversource and the Compact to carry out the offerings for the benefit of all customers. The Compact wants to clarify how Eversource will report and track on its offerings and installations as well.

4. Does this proceeding raise issues regarding the general administration of active demand response in Massachusetts? Are other program administrators parties or otherwise intervening? Other stakeholders? If yes, please explain.
   Yes, this proceeding directly impacts Eversource's administration of ADR since it involves Eversource's own EV program. Eversource's proposal may, among other things, expand its current managed charging program, ConnectedSolutions, which does not currently directly promote access to at-home charging. National Grid is a limited party in this proceeding. National Grid and Unitil have EV plans under consideration in related dockets. Issues such as cost recovery and tracking/reporting of EV offerings and installations may affect all of the electric distribution companies/PAs.

5. Does this proceeding concern the efficient utilization of energy in Massachusetts? Are other Program Administrators parties or otherwise intervening? Other stakeholders? If yes, please explain.
   Yes, Eversource's petition provides that its Phase II EV Plan advances its Phase I Electric Vehicle Infrastructure Program "by building the infrastructure required to support statewide EV adoption, and helping to enable the Commonwealth's broader transition to a clean transportation future." Widespread EV adoption will help the Commonwealth meet its clean energy goals. As noted above, Eversource is the main party in this docket and National Grid is a limited party to the proceeding (both PAs). The Attorney General's Office, DOER, the Compact and other parties are participating as well.

6. Describe the direct energy efficiency benefit resulting from the Compact's participation in this proceeding.
   The Compact needs to investigate Eversource's proposals in this docket to, among other things, clarify how Cape and Vineyard customers would be included in certain offerings, how Eversource intends to coordinate with the Compact as a program administrator, and how Eversource intends to handle demand management program enrollment related to its

proposed EVSE rebate programs. The Compact needs to ensure that Eversource's proposal will not discriminate against customers participating in the Compact's managed charging program.

7. Is the described benefit quantifiable? If yes, please explain and provide any supporting documentation.
   Not at present, given that Eversource's proposals are subject to an adjudicatory proceeding and thus may not be approved or may be modified over the course of the proceeding.

8. Will the Compact's participation assist its planning for future energy efficiency plans and/or programs?
   Yes. The Department may modify Eversource's EV Plan in this proceeding based on the Compact's and other parties' input. The EV Plan will affect EV development in Eversource's service territory for the next four years. The issues raised by the Compact in Question 6 above will affect the Compact's future energy efficiency plans and programs.

9. Is the Compact's participation in this proceeding a reasonable use of energy efficiency ratepayer funds? Please explain.
   Yes, it is necessary for the Compact to participate given the direct impact the outcome will have on the Compact and its energy efficiency customers. Eversource's EV Plan has the potential to allow the Compact to coordinate rebate offerings for its energy efficiency customers, or it may limit Eversource's offerings only to Eversource's managed customer program customers. The outcome of such an issue in this proceeding is likely to set a precedent and affect Eversource's future EV plans. The Compact will seek to ensure consistent opportunities across energy efficiency service territories.

10. Does this proceeding involve other non-energy efficiency issues? If yes, please explain.
    The Compact has not yet identified non-energy efficiency issues in this proceeding. However, it is possible that they may arise during the course of the proceeding.

11. What is the initial estimate of the percentage allocation between energy efficiency and non-energy efficiency issues, as set forth in this worksheet?
    The costs for this proceeding will be allocated based on the actual subject matter, meaning that any work related to energy efficiency will be allocated as such and any work related to non-energy efficiency will be allocated as such.

12. Discuss any other factors as may be appropriate.
    It is important for the Compact to be involved in this proceeding as Eversource's EV

efforts will be ongoing for years to come.

13. **To be completed at the conclusion of the proceeding/matter or every 12 months, which ever comes first,** a summary of the actual total costs associated with the Compact's participation and costs recovered through energy efficiency ratepayer funds and operating funds. A brief narrative should accompany any readjustment to the percentage allocation explaining the basis for the reallocation.

Please attach:

1. Initial Petition (attached)
2. Notice of Proceeding (attached)
3. Compact's Petition to Intervene (attached)
4. Agreements with Expert Consultants, if any

Consumer Advocacy Allocation Worksheet: DPU 24-10

Parties involved:
The electric sector modernization plan ("ESMP") will be reviewed first by the Grid Modernization Advisory Council ("GMAC"), which is made up of a wide array of entities, including the Attorney General's Office, Department of Energy Resources ("DOER"), Massachusetts Clean Energy Center, Green Energy Consumers Alliance, Acadia Center, New Leaf Energy (distributed generation ("DG") representative), and ENGIE (storage representative). It is currently too early to know the parties other than Eversource in the DPU proceeding. Parties to previous proceedings related to grid modernization included the Cape Light Compact, Attorney General's Office, Department of Energy Resources, Acadia Center, and National Grid as a limited party. Those parties may again participate in this docket.

Description of the Matter or Proceeding:
The ESMPs were required by "An Act Driving Clean Energy and Offshore Wind" ("Climate Law") in 2022. The electric distribution companies ("EDCs") filed their draft ESMPs with the GMAC on September 1, 2023. The GMAC will provide feedback and recommendations by November 20, 2023. The DPU adjudicatory proceeding will commence by January 29, 2024, in DPU 24-10.

Through the ESMPs, the EDCs must seek to upgrade the distribution system and meet certain objectives, including:

- Improve grid reliability, communications, and resiliency;
- Enable increased, timely adoption of renewable energy and DERs;
- Promote energy storage and electrification technologies for decarbonization;
- Prepare for climate-driven impacts on T&D systems;
- Accommodate transportation and building electrification, and other new loads;
- Minimize or mitigate impacts on ratepayers; and
- Provide benefits to low-income customers.

Docket Number (if any):
D.P.U. 24-10 (Eversource Energy)

1. Does this proceeding raise issues that may impact the Compact's administration of its three-year energy efficiency plan? If yes, please explain.
   Yes, the ESMP may affect the Compact's energy efficiency program because it is considering the role of energy efficiency in three planning horizons (five year, ten year and 2035-2050) to help the Commonwealth reach its 2050 climate goals. How Eversource positions energy efficiency in its planning horizons may affect the Compact's future Three Year Plans. For example, the GMAC has noted that Eversource has not

adequately factored demand management into its 2035-2050 planning horizon. Generally, the Compact is concerned that the ESMP is too focused on building new or upgrading existing substations and other utility facilities, rather than effectively considering how energy efficiency could best be used in targeted situations to relieve constraints.

In addition, Eversource has proposed a Gas-Electric Integrated Planning working group, which the Compact will want to monitor the development of to ensure that it may be considered for a role on it. The Compact should be involved in any integrated planning related to Cape Cod and Martha's Vineyard. The objectives of the working group include providing recommendations for how the three-year energy efficiency program process should align with integrated gas-electric planning. The Compact is concerned about how the working group may overlap with and affect energy efficiency planning.

Specific to the Compact, the ESMP notes the Compact's role as a program administrator, but the plan does not mention working in partnership with the Compact to bring about demand response and least-cost alternatives, nor having the Compact participate as part of the newly proposed Joint Utility Planning Working Group discussed in Section 11. DOER recommendation #114 from October 26th provided that the EDCs should "identify initial potential locations for pilot programs to start the transition from gas to electric in their overlapping gas and electric service territories." The Compact has commented to the GMAC that it would welcome integrated planning and participation in pilot programs to be part of the solution by developing targeted programs to assist with meeting the Commonwealth's climate goals.

2. Does this proceeding raise issues regarding the general administration of energy efficiency in Massachusetts? Are other Program Administrators parties or otherwise intervening? Other stakeholders? If yes, please explain.
Yes. Eversource Energy (a PA) filed its Draft ESMP with the GMAC and will file its ESMP with the DPU. The other EDCs will likewise file ESMPs. It would be typical for National Grid (also a PA) to participate as a limited party in Eversource's DPU 24-10 proceeding. The ESMPs consider how energy efficiency and demand response may be used to help meet the Commonwealth's 2050 climate goals. See Section 1 above. Eversource has made assumptions regarding the use of energy efficiency and demand response in its three planning horizons that have been called into question by the GMAC and will be further explored in the DPU proceeding.

3. Does this proceeding raise issues regarding the Compact's administration of active demand response programs/initiatives/measures? If yes, please explain.

Yes, the proceeding raises active demand response ("ADR") issues for the Compact. Eversource's ESMP recognizes that, by 2028, all customers will have advanced metering with access to their usage information and more tools to engage in demand response and clean energy programs. Advanced metering would enable time-varying rates ("TVR") for residential and small business customers, which has the potential to both increase the level of participation in the Compact's ADR programs and reduce the per-participant participation incentive funded by energy efficiency. In addition, the Compact will explore whether there may be opportunities to build on CVEO. For example, the GMAC has called for strengthening of the MassSave/weatherization programs for Environmental Justice/Low Income housing and for combining them with electric heat incentives.

4. Does this proceeding raise issues regarding the general administration of active demand response in Massachusetts? Are other program administrators parties or otherwise intervening? Other stakeholders? If yes, please explain.
   Yes, this proceeding directly affects Eversource's administration of ADR in Massachusetts. National Grid may also be a limited party in the DPU's investigation. See response to #3 regarding availability of advanced metering by 2028. The GMAC has raised questions regarding Eversource's lack of detail related to TVR in the ESMP. Further, the GMAC has questioned Eversource's assumptions in the ESMP related to demand response so that will be explored in the DPU proceeding (e.g., discounting the potential of winter demand response).

5. Does this proceeding concern the efficient utilization of energy in Massachusetts? Are other Program Administrators parties or otherwise intervening? Other stakeholders? If yes, please explain.
   Yes, the Climate Act required the ESMPs to consider how to improve grid reliability, communications and resiliency. As noted above, Eversource is the main party in this docket and National Grid may become a limited party to the proceeding. As noted above, the Attorney General's Office, DOER, the Compact and other parties (especially those that participated in D.P.U. 21-80 (grid modernization)) may participate as well.

6. Describe the direct energy efficiency benefit resulting from the Compact's participation in this proceeding.
   Eversource's Draft ESMP includes modeling assumptions related to energy efficiency and demand response for three planning horizons. How the ESMP ultimately incorporates energy efficiency and demand response will likely have a direct impact on the Compact's energy efficiency and demand response programs. The Compact has concerns related to how energy efficiency and demand response are included in the ESMP in terms of how it may impact the Compact's administration of an energy efficiency plan on the Cape and Vineyard. The Compact supports GMAC

recommendations asking for more detail. The Compact also needs to monitor development of any new working group related to electric-gas integration planning in the Cape Cod and Martha's Vineyard service territory. See also Section 8 below.

7. Is the described benefit quantifiable? If yes, please explain and provide any supporting documentation.
   Not at present, given that Eversource's proposals are subject to an adjudicatory proceeding and thus may not be approved or may be adjusted over the course of the proceeding.

8. Will the Compact's participation assist its planning for future energy efficiency plans and/or programs?
   Yes. There will be overlap between the ESMPs and energy efficiency in the Commonwealth. Understanding Eversource's ESMP, especially those sections related to energy efficiency and demand response, will assist the Compact in its own future energy efficiency plans and programs. Eversource's proposed investments along with already approved upgrades to its facilities (e.g., advanced metering, DERMS) may create new opportunities for energy efficiency and demand response. The Compact may also be able to participate in a gas-electric integration working group that may come out of this proceeding.

9. Is the Compact's participation in this proceeding a reasonable use of energy efficiency ratepayer funds? Please explain.
   Yes, the ESMP seeks to provide a pathway to meeting the Commonwealth's 2050 climate goals, including through energy efficiency and demand response programs. It is necessary for the Compact to participate to ensure its understanding of the ESMP, be able to ask questions in discovery to clarify the ESMP, and to consider how and where its own energy efficiency programs may be involved. Eversource's ESMP has the potential to provide the Compact with opportunities to enhance its energy efficiency offerings by targeting areas of constraints. The Compact will also seek to ensure the integration of its own programs and consistent opportunities across energy efficiency service territories.

10. Does this proceeding involve other non-energy efficiency issues? If yes, please explain.
    Yes, the proceeding also implicates power supply concerns, including time-varying rates, the CIP dockets, substation upgrades and other investments on Cape Cod and Martha's Vineyard, rate design, peak shaving, metrics, and double poles. In particular, the Compact is concerned with the lack of creativity in the ESMP in terms of how Eversource might partner with municipal aggregations to create solutions to system constraints. The Compact needs to participate here to better understand Eversource's

proposals and what the impacts may be on the Compact's power supply, including its ability to offer TVR supply rates to its aggregation customers.

11. What is the initial estimate of the percentage allocation between energy efficiency and non-energy efficiency issues, as set forth in this worksheet?
    The costs for this proceeding will be allocated based on the actual subject matter, meaning that any work related to energy efficiency will be allocated as such and any work related to non-energy efficiency will be allocated as such.

12. Discuss any other factors as may be appropriate.
    It is important for the Compact to be involved in this proceeding as it is Eversource's first ESMP and will apply for the next five years. This proceeding will set the stage for how future ESMPs will be considered as well.

13. **To be completed at the conclusion of the proceeding/matter or every 12 months, which ever comes first,** a summary of the actual total costs associated with the Compact's participation and costs recovered through energy efficiency ratepayer funds and operating funds. A brief narrative should accompany any readjustment to the percentage allocation explaining the basis for the reallocation.

Please attach:

1. Initial Petition (attached)
2. Notice of Proceeding (not yet available)
3. Compact's Petition to Intervene (not yet available)
4. Agreements with Expert Consultants, if any

APPENDIX CLC-2
CAPE LIGHT COMPACT JPE
C&I EXISTING BUILDINGS INCENTIVES

For the 2022-2024 Three-Year Plan, the Department approved the Compact's C&I enhanced incentive (up to 100% for weatherization, electrification and lighting measures) for municipal, small non-profits, small businesses and micro-businesses. The Department requested that the Compact identify with specificity in its Plan-Year Report who qualifies for this enhanced incentive in the C&I Existing Buildings Program. D.P.U. 21-126 at n.167. Below is a detailed description of the customers eligible for the enhanced incentive.

Municipalities: to be eligible the municipality must have (1) an active electric account number in the municipality's name or show proof of ownership, and (2) that account must be within the Cape or Vineyard territory.

Small Non-Profits: to be eligible: (1) the non-profit must own the building or have a long-term lease (typically greater than the measure life of the measures being installed); (2) the non-profit must be a charitable 501(c)(3) organization and have been in operation for at least 5 years on the Cape or Vineyard; (3) active electric accounts must be in the non-profit's name; and (4) the annual electric usage for all accounts on the site must not exceed 100,000 kilowatt-hour ("kWh") in the previous 12 months.

In addition, the non-profit must provide documentation satisfying one of the following categories: (1) unrestricted annual operating revenue of less than $15 million for an organizational purpose to provide service to the low-income (defined as up to 60% of the state median income) population; (2) unrestricted annual operating revenue of less than $2 million for an organizational purpose of either (i) promoting and advancing economic development; (ii) social services that are open to all members of the public; or (iii) cultural services that increase access to arts, science, history and heritage.

Small Businesses: to be eligible, the business must use less than 1.5 million kWh annually. These customers often participate in the Compact's program as part of the Main Streets efforts that the Compact holds in Environmental Justice Communities or communities that have had lower participation rates.

Micro-businesses: to be eligible: (1) the business must have occupied its current location for more than 12 months (or 36 months if the business is in a month-to-month lease); (2) the business must have at least 12 months remaining on its current lease (if applicable); (3) the electric accounts at the site must be in the name of the business; (4) the business' annual electric usage for all accounts on the site must not exceed 30,000 kWh in the prior 12 months; (5) other than the lessor/lessee

relationship, the business must be a party unrelated to the owner of the building and the building owner and the micro-business lessee must sign the Compact's program participation application. While some eligible micro-businesses may be building owners, this incentive is specifically designed for micro-business tenants who are unable to make improvements to the building without landlord approval.

APPENDIX CLC-3
CAPE LIGHT COMPACT JPE
TOWN ACTIVITY REPORTS

The following are the 2023 Town Activity Reports for the Compact.

Energy Efficiency Program Activity by Town

Town Name: All
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	226,131.81	$365,655.44	85	1,356,493.91	$1,911,807.11	728	$0.00	0.00%
A2a - Residential Coordinated Delivery	257,179.00	$1,014,905.01	842	2,278,159.60	$7,695,708.65	4,541	$14,802,520.59	51.99%
A2b - Residential Conservation Services (RCS)	0.00	$78,819.80	347	0.00	$923,433.37	3,885	$1,760,000.00	52.47%
A2c - Residential Retail	-963,713.41	$3,306,588.56	1,049	-1,860,300.31	$13,118,029.77	6,763	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$892,198.87	405	0.00	$5,471,980.97	1,890	$0.00	0.00%
Res Subtotal	**-480,402.60**	**$5,658,167.68**	**2,728.00**	**1,774,353.19**	**$29,120,959.87**	**17,807**	**$16,562,520.59**	
Res % of Total	**-22.27%**	**50.60%**	**76.50%**	**9.64%**	**55.43%**	**83.88%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	177,720.12	$3,395,428.57	557	2,866,596.75	$14,049,431.51	1,920	$6,129,551.03	229.21%
IE Subtotal	**177,720.12**	**$3,395,428.57**	**557.00**	**2,866,596.75**	**$14,049,431.51**	**1,920**	**$6,129,551.03**	
IE % of Total	**8.24%**	**30.36%**	**15.62%**	**15.57%**	**26.74%**	**9.04%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	19,508.08	$2,916.11	2	468,178.00	$185,384.44	18	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	13,871.00	$4,855.00	1	84,824.00	$37,448.00	9	$0.00	0.00%
C2a - C&I Existing Building Retrofit	1,012,535.93	$999,713.23	86	5,611,716.56	$5,565,611.66	629	$8,128,289.21	68.47%
C2a - C&I Existing Building Retrofit - Municipal	202,419.00	$266,303.89	33	1,191,318.91	$1,358,284.73	64	$0.00	0.00%
C2b - C&I New & Replacement Equipment	1,211,081.35	$855,839.77	159	6,413,815.65	$2,217,192.62	781	$0.00	0.00%
C&I Subtotal	**2,459,415.36**	**$2,129,628.00**	**281.00**	**13,769,853.12**	**$9,363,921.45**	**1,501**	**$8,128,289.21**	
C&I % of Total	**114.03%**	**19.04%**	**7.88%**	**74.79%**	**17.82%**	**7.07%**	**26.37%**	
Total	**2,156,732.88**	**$11,183,224.25**	**3,566**	**18,410,803.06**	**$52,534,312.83**	**21,228**	**$30,820,360.83**	

***Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month**
****All information presented is preliminary and subject to change.**

Energy Efficiency Program Activity by Town

Town Name: AQUINNAH
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	0.00	$0.00	0	5,181.41	$4,569.00	2	$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	$0.00	0	1,277.00	$25,972.40	10	$19,243.28	134.97%
A2b - Residential Conservation Services (RCS)	0.00	$0.00	0	0.00	$4,505.00	17	$2,288.00	196.90%
A2c - Residential Retail	148.08	$18,675.00	8	-4,581.22	$58,249.50	16	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$35.00	1	0.00	$21,185.54	5	$0.00	0.00%
Res Subtotal	**148.08**	**$18,710.00**	**9.00**	**1,877.19**	**$114,481.44**	**50**	**$21,531.28**	
Res % of Total	**0.52%**	**23.70%**	**20.00%**	**3.79%**	**19.96%**	**56.82%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	32,732.48	$50,223.50	35	51,821.88	$447,394.06	36	$7,968.42	5614.59%
IE Subtotal	**32,732.48**	**$50,223.50**	**35.00**	**51,821.88**	**$447,394.06**	**36**	**$7,968.42**	
IE % of Total	**114.60%**	**63.63%**	**77.78%**	**104.63%**	**77.99%**	**40.91%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	0.00	$0.00	0	149.24	$1,786.87	1	$10,566.78	16.91%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2b - C&I New & Replacement Equipment	-4,319.06	$9,999.96	1	-4,319.06	$9,999.96	1	$0.00	0.00%
C&I Subtotal	**-4,319.06**	**$9,999.96**	**1.00**	**-4,169.82**	**$11,786.83**	**2**	**$10,566.78**	
C&I % of Total	**-15.12%**	**12.67%**	**2.22%**	**-8.42%**	**2.05%**	**2.27%**	**26.37%**	
Total	**28,561.50**	**$78,933.46**	**45**	**49,529.25**	**$573,662.33**	**88**	**$40,066.47**	

***Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month**
****All information presented is preliminary and subject to change.**

Energy Efficiency Program Activity by Town

Town Name: BARNSTABLE
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	2,502.48	$2,363.94	5	53,050.75	$90,543.15	36	$0.00	0.00%
A2a - Residential Coordinated Delivery	42,900.00	$93,347.26	151	228,703.80	$597,613.06	575	$2,879,090.25	20.76%
A2b - Residential Conservation Services (RCS)	0.00	$7,105.00	32	0.00	$64,740.86	281	$342,320.00	18.91%
A2c - Residential Retail	-37,481.62	$155,597.97	84	154,068.64	$1,087,579.23	862	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$130,233.08	73	0.00	$888,517.79	334	$0.00	0.00%
Res Subtotal	**7,920.86**	**$388,647.25**	**345.00**	**435,823.19**	**$2,728,994.09**	**2,088**	**$3,221,410.25**	
Res % of Total	**1.27%**	**37.18%**	**67.25%**	**9.17%**	**37.47%**	**76.34%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	30,232.72	$328,821.66	107	78,603.65	$1,869,778.82	346	$1,192,197.68	156.83%
IE Subtotal	**30,232.72**	**$328,821.66**	**107.00**	**78,603.65**	**$1,869,778.82**	**346**	**$1,192,197.68**	
IE % of Total	**4.86%**	**31.46%**	**20.86%**	**1.65%**	**25.67%**	**12.65%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	19,508.08	$1,248.61	1	381,895.00	$69,629.34	5	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$1,108.50	1	$0.00	0.00%
C2a - C&I Existing Building Retrofit	79,391.78	$143,064.11	29	1,749,816.02	$1,554,042.97	146	$1,580,952.25	98.30%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$26,100.00	1	686,322.12	$722,027.19	13	$0.00	0.00%
C2b - C&I New & Replacement Equipment	485,422.09	$157,361.52	30	1,422,429.10	$337,338.01	136	$0.00	0.00%
C&I Subtotal	**584,321.96**	**$327,774.24**	**61.00**	**4,240,462.23**	**$2,684,146.01**	**301**	**$1,580,952.25**	
C&I % of Total	**93.87%**	**31.36%**	**11.89%**	**89.18%**	**36.86%**	**11.01%**	**26.37%**	
Total	**622,475.54**	**$1,045,243.15**	**513**	**4,754,889.07**	**$7,282,918.92**	**2,735**	**$5,994,560.18**	

***Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month**
****All information presented is preliminary and subject to change.**

Energy Efficiency Program Activity by Town

Town Name: BOURNE
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	4,509.41	$2,800.00	4	79,139.04	$44,991.93	67	$0.00	0.00%
A2a - Residential Coordinated Delivery	34,547.00	$74,075.33	59	100,182.00	$356,793.88	269	$1,258,214.25	28.36%
A2b - Residential Conservation Services (RCS)	0.00	$6,059.80	25	0.00	$44,625.23	196	$149,600.00	29.83%
A2c - Residential Retail	-102,407.29	$201,994.50	78	-100,180.19	$797,477.95	504	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$54,513.81	27	0.00	$252,724.25	104	$0.00	0.00%
Res Subtotal	**-63,350.88**	**$339,443.44**	**193.00**	**79,140.85**	**$1,496,613.24**	**1,140**	**$1,407,814.25**	
Res % of Total	**-38.96%**	**48.90%**	**75.10%**	**5.27%**	**42.32%**	**78.95%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	-20,788.05	$244,251.05	18	-20,827.33	$1,361,138.47	146	$521,011.84	261.25%
IE Subtotal	**-20,788.05**	**$244,251.05**	**18.00**	**-20,827.33**	**$1,361,138.47**	**146**	**$521,011.84**	
IE % of Total	**-12.79%**	**35.19%**	**7.00%**	**-1.39%**	**38.49%**	**10.11%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$3,000.00	1	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	101,953.00	$86,424.85	9	442,138.18	$520,443.27	44	$690,904.58	75.33%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$5,320.00	12	2,490.80	$7,745.56	13	$0.00	0.00%
C2b - C&I New & Replacement Equipment	144,773.12	$18,718.86	25	999,050.27	$147,324.59	100	$0.00	0.00%
C&I Subtotal	**246,726.12**	**$110,463.71**	**46.00**	**1,443,679.26**	**$678,513.42**	**158**	**$690,904.58**	
C&I % of Total	**151.75%**	**15.91%**	**17.90%**	**96.12%**	**19.19%**	**10.94%**	**26.37%**	
Total	**162,587.19**	**$694,158.20**	**257**	**1,501,992.78**	**$3,536,265.13**	**1,444**	**$2,619,730.67**	

***Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month**
****All information presented is preliminary and subject to change.**

Energy Efficiency Program Activity by Town

Town Name: BREWSTER
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	1,327.95	$2,500.50	1	67,313.50	$82,113.40	78	$0.00	0.00%
A2a - Residential Coordinated Delivery	16,287.00	$63,359.27	40	123,791.40	$435,593.69	215	$626,146.62	69.57%
A2b - Residential Conservation Services (RCS)	0.00	$6,525.00	29	0.00	$51,964.69	223	$74,448.00	69.80%
A2c - Residential Retail	18,276.47	$177,549.50	59	-12,027.94	$936,748.19	384	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$22,223.66	9	0.00	$277,663.70	86	$0.00	0.00%
Res Subtotal	**35,891.42**	**$272,157.93**	**138.00**	**179,076.96**	**$1,784,083.67**	**986**	**$700,594.62**	
Res % of Total	**52.22%**	**69.32%**	**91.39%**	**38.62%**	**67.15%**	**93.37%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	14,810.72	$113,881.94	11	11,031.13	$707,015.16	35	$259,280.01	272.68%
IE Subtotal	**14,810.72**	**$113,881.94**	**11.00**	**11,031.13**	**$707,015.16**	**35**	**$259,280.01**	
IE % of Total	**21.55%**	**29.01%**	**7.28%**	**2.38%**	**26.61%**	**3.31%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	69,804.01	$47,405.60	3	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	0.00	$0.00	0	47,011.00	$55,278.19	8	$343,826.63	16.08%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	0.00	$1,622.48	2	$0.00	0.00%
C2b - C&I New & Replacement Equipment	18,033.80	$6,550.00	2	156,791.09	$61,519.71	22	$0.00	0.00%
C&I Subtotal	**18,033.80**	**$6,550.00**	**2.00**	**273,606.10**	**$165,825.98**	**35**	**$343,826.63**	
C&I % of Total	**26.24%**	**1.67%**	**1.32%**	**59.00%**	**6.24%**	**3.31%**	**26.37%**	
Total	**68,735.94**	**$392,589.87**	**151**	**463,714.19**	**$2,656,924.81**	**1,056**	**$1,303,701.26**	

***Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month**
****All information presented is preliminary and subject to change.**

Energy Efficiency Program Activity by Town

Town Name: CHATHAM
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	3,426.12	$3,008.00	3	55,031.32	$65,647.50	28	$0.00	0.00%
A2a - Residential Coordinated Delivery	6,190.00	$16,490.29	23	45,628.00	$196,825.42	126	$390,786.54	50.37%
A2b - Residential Conservation Services (RCS)	0.00	$1,155.00	5	0.00	$20,379.79	83	$46,464.00	43.86%
A2c - Residential Retail	-12,630.54	$55,375.00	21	-3,970.90	$328,869.11	209	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$37,926.28	11	0.00	$215,439.30	53	$0.00	0.00%
Res Subtotal	**-3,014.42**	**$113,954.57**	**63.00**	**96,688.43**	**$827,161.12**	**499**	**$437,250.54**	
Res % of Total	**-4.74%**	**57.95%**	**84.00%**	**30.23%**	**80.41%**	**87.54%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	3,411.00	$5,477.10	5	14,195.00	$22,474.59	16	$161,820.15	13.89%
IE Subtotal	**3,411.00**	**$5,477.10**	**5.00**	**14,195.00**	**$22,474.59**	**16**	**$161,820.15**	
IE % of Total	**5.36%**	**2.79%**	**6.67%**	**4.44%**	**2.18%**	**2.81%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	11,522.00	$6,657.75	3	58,423.69	$57,423.87	25	$214,586.84	26.76%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	12,909.52	$11,720.46	3	$0.00	0.00%
C2b - C&I New & Replacement Equipment	51,720.28	$70,550.00	4	137,649.70	$109,893.44	27	$0.00	0.00%
C&I Subtotal	**63,242.28**	**$77,207.75**	**7.00**	**208,982.91**	**$179,037.77**	**55**	**$214,586.84**	
C&I % of Total	**99.38%**	**39.26%**	**9.33%**	**65.33%**	**17.40%**	**9.65%**	**26.37%**	
Total	**63,638.86**	**$196,639.42**	**75**	**319,866.34**	**$1,028,673.48**	**570**	**$813,657.53**	

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Energy Efficiency Program Activity by Town

Town Name: CHILMARK
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	0.00	$0.00	0	36,327.02	$46,875.50	8	$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	$7,111.41	1	15,368.00	$123,078.17	29	$54,769.33	224.72%
A2b - Residential Conservation Services (RCS)	0.00	$0.00	0	0.00	$17,240.00	65	$6,512.00	264.74%
A2c - Residential Retail	-43,637.12	$46,750.00	13	-119,727.94	$237,522.75	64	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$22,220.57	3	0.00	$95,211.46	12	$0.00	0.00%
Res Subtotal	**-43,637.12**	**$76,081.98**	**17.00**	**-68,032.91**	**$519,927.88**	**178**	**$61,281.33**	
Res % of Total	**100.00%**	**100.00%**	**100.00%**	**89.09%**	**81.01%**	**98.34%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	0.00	$0.00	0	-11,777.32	$120,870.60	1	$22,679.34	532.95%
IE Subtotal	**0.00**	**$0.00**	**0.00**	**-11,777.32**	**$120,870.60**	**1**	**$22,679.34**	
IE % of Total	**0.00%**	**0.00%**	**0.00%**	**15.42%**	**18.83%**	**0.55%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	0.00	$0.00	0	0.00	$0.00	0	$30,074.67	0.00%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	0.00	$775.00	1	$0.00	0.00%
C2b - C&I New & Replacement Equipment	0.00	$0.00	0	3,446.00	$200.00	1	$0.00	0.00%
C&I Subtotal	**0.00**	**$0.00**	**0.00**	**3,446.00**	**$975.00**	**2**	**$30,074.67**	
C&I % of Total	**0.00%**	**0.00%**	**0.00%**	**-4.51%**	**0.15%**	**1.10%**	**26.37%**	
Total	**-43,637.12**	**$76,081.98**	**17**	**-76,364.23**	**$641,773.48**	**181**	**$114,035.34**	

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Energy Efficiency Program Activity by Town

Town Name: DENNIS
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	6,650.27	$6,903.50	3	53,231.78	$45,490.50	41	$0.00	0.00%
A2a - Residential Coordinated Delivery	18,086.00	$86,316.45	57	182,600.00	$532,725.53	306	$904,434.01	58.90%
A2b - Residential Conservation Services (RCS)	0.00	$4,900.00	22	0.00	$50,283.21	214	$107,536.00	46.76%
A2c - Residential Retail	-21,632.51	$174,872.50	66	-15,598.08	$729,308.65	474	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$57,877.09	28	0.00	$441,246.12	153	$0.00	0.00%
Res Subtotal	**3,103.76**	**$330,869.54**	**176.00**	**220,233.69**	**$1,799,054.01**	**1,188**	**$1,011,970.01**	
Res % of Total	**6.88%**	**66.04%**	**88.89%**	**22.11%**	**67.52%**	**85.71%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	27,007.20	$150,471.60	14	83,438.14	$491,334.20	109	$374,515.57	131.19%
IE Subtotal	**27,007.20**	**$150,471.60**	**14.00**	**83,438.14**	**$491,334.20**	**109**	**$374,515.57**	
IE % of Total	**59.90%**	**30.03%**	**7.07%**	**8.38%**	**18.44%**	**7.86%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	16,479.00	$5,768.00	1	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$103.50	1	$0.00	0.00%
C2a - C&I Existing Building Retrofit	9,553.00	$6,982.50	3	140,288.73	$152,895.14	39	$496,638.47	30.79%
C2a - C&I Existing Building Retrofit - Municipal	6,153.00	$5,820.94	1	83,020.13	$74,497.28	3	$0.00	0.00%
C2b - C&I New & Replacement Equipment	-731.60	$6,905.00	4	452,548.59	$140,662.54	45	$0.00	0.00%
C&I Subtotal	**14,974.40**	**$19,708.44**	**8.00**	**692,336.45**	**$373,926.46**	**89**	**$496,638.47**	
C&I % of Total	**33.21%**	**3.93%**	**4.04%**	**69.51%**	**14.03%**	**6.42%**	**26.37%**	
Total	**45,085.36**	**$501,049.58**	**198**	**996,008.28**	**$2,664,314.67**	**1,386**	**$1,883,124.05**	

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Energy Efficiency Program Activity by Town

Town Name: EASTHAM
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	0.00	$0.00	0	32,631.04	$24,372.00	20	$0.00	0.00%
A2a - Residential Coordinated Delivery	10,766.00	$65,122.58	32	121,926.40	$457,827.42	195	$315,293.69	145.21%
A2b - Residential Conservation Services (RCS)	0.00	$4,555.00	21	0.00	$47,407.66	211	$37,488.00	126.46%
A2c - Residential Retail	-96,293.76	$259,318.83	61	-204,168.81	$782,027.16	247	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$32,916.27	17	0.00	$234,819.91	72	$0.00	0.00%
Res Subtotal	**-85,527.76**	**$361,912.68**	**131.00**	**-49,611.38**	**$1,546,454.15**	**745**	**$352,781.69**	
Res % of Total	**330.46%**	**79.51%**	**94.24%**	**-25.48%**	**74.51%**	**91.98%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	-5,861.65	$87,000.03	5	21,548.70	$405,042.50	41	$130,559.44	310.24%
IE Subtotal	**-5,861.65**	**$87,000.03**	**5.00**	**21,548.70**	**$405,042.50**	**41**	**$130,559.44**	
IE % of Total	**22.65%**	**19.11%**	**3.60%**	**11.07%**	**19.52%**	**5.06%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$6,944.50	1	$0.00	0.00%
C2a - C&I Existing Building Retrofit	3,132.00	$360.50	2	12,611.89	$15,776.39	10	$173,132.56	9.11%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2b - C&I New & Replacement Equipment	62,376.00	$5,887.50	1	210,175.06	$101,153.50	13	$0.00	0.00%
C&I Subtotal	**65,508.00**	**$6,248.00**	**3.00**	**222,786.95**	**$123,874.39**	**24**	**$173,132.56**	
C&I % of Total	**-253.11%**	**1.37%**	**2.16%**	**114.41%**	**5.97%**	**2.96%**	**26.37%**	
Total	**-25,881.41**	**$455,160.71**	**139**	**194,724.27**	**$2,075,371.04**	**810**	**$656,473.69**	

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Energy Efficiency Program Activity by Town

Town Name: EDGARTOWN
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	5,025.68	$7,113.00	2	30,455.28	$31,474.50	10	$0.00	0.00%
A2a - Residential Coordinated Delivery	3,543.00	$43,767.44	6	80,292.00	$318,220.20	108	$260,524.36	122.15%
A2b - Residential Conservation Services (RCS)	0.00	$920.00	4	0.00	$48,930.00	185	$30,976.00	157.96%
A2c - Residential Retail	-38,228.72	$111,742.00	40	-113,766.83	$493,104.50	214	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$12,097.09	6	0.00	$42,872.05	18	$0.00	0.00%
Res Subtotal	**-29,660.04**	**$175,639.53**	**58.00**	**-3,019.55**	**$934,601.25**	**535**	**$291,500.36**	
Res % of Total	**-217.10%**	**48.86%**	**82.86%**	**-0.85%**	**55.13%**	**89.77%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	762.00	$2,219.00	2	-12,593.40	$141,823.14	10	$107,880.10	131.46%
IE Subtotal	**762.00**	**$2,219.00**	**2.00**	**-12,593.40**	**$141,823.14**	**10**	**$107,880.10**	
IE % of Total	**5.58%**	**0.62%**	**2.86%**	**-3.52%**	**8.37%**	**1.68%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$749.00	1	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$1,926.00	1	$0.00	0.00%
C2a - C&I Existing Building Retrofit	21,419.42	$30,794.50	7	172,378.53	$242,718.18	30	$143,057.89	169.66%
C2a - C&I Existing Building Retrofit - Municipal	19,029.00	$150,600.00	1	159,552.91	$369,143.27	2	$0.00	0.00%
C2b - C&I New & Replacement Equipment	2,111.83	$240.00	2	40,949.26	$4,190.00	17	$0.00	0.00%
C&I Subtotal	**42,560.25**	**$181,634.50**	**10.00**	**372,880.70**	**$618,726.45**	**51**	**$143,057.89**	
C&I % of Total	**311.52%**	**50.53%**	**14.29%**	**104.37%**	**36.50%**	**8.56%**	**26.37%**	
Total	**13,662.22**	**$359,493.03**	**70**	**357,267.75**	**$1,695,150.84**	**596**	**$542,438.35**	

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Energy Efficiency Program Activity by Town

Town Name: FALMOUTH
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	51,673.45	$129,826.50	21	386,576.81	$704,659.30	154	$0.00	0.00%
A2a - Residential Coordinated Delivery	32,883.00	$117,475.96	122	236,463.80	$755,580.43	647	$2,008,702.04	37.62%
A2b - Residential Conservation Services (RCS)	0.00	$11,320.00	50	0.00	$95,977.13	421	$238,832.00	40.19%
A2c - Residential Retail	-85,309.60	$303,213.50	114	-64,592.80	$1,233,571.37	895	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$119,030.60	48	0.00	$770,726.97	245	$0.00	0.00%
Res Subtotal	**-753.15**	**$680,866.56**	**355.00**	**558,447.80**	**$3,560,515.20**	**2,362**	**$2,247,534.04**	
Res % of Total	**-0.46%**	**55.87%**	**67.49%**	**33.48%**	**57.86%**	**85.64%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	-1,666.67	$316,357.24	149	-63,756.14	$1,707,702.97	234	$831,780.07	205.31%
IE Subtotal	**-1,666.67**	**$316,357.24**	**149.00**	**-63,756.14**	**$1,707,702.97**	**234**	**$831,780.07**	
IE % of Total	**-1.02%**	**25.96%**	**28.33%**	**-3.82%**	**27.75%**	**8.48%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$45,123.50	2	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	71,534.66	$188,717.18	7	590,911.61	$640,202.65	68	$1,103,008.85	58.04%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	60,362.43	$62,249.35	2	$0.00	0.00%
C2b - C&I New & Replacement Equipment	93,711.13	$32,650.00	15	522,003.13	$138,062.36	90	$0.00	0.00%
C&I Subtotal	**165,245.79**	**$221,367.18**	**22.00**	**1,173,277.18**	**$885,637.86**	**162**	**$1,103,008.85**	
C&I % of Total	**101.49%**	**18.17%**	**4.18%**	**70.34%**	**14.39%**	**5.87%**	**26.37%**	
Total	**162,825.97**	**$1,218,590.98**	**526**	**1,667,968.84**	**$6,153,856.03**	**2,758**	**$4,182,322.96**	

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Energy Efficiency Program Activity by Town

Town Name: HARWICH
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	11,689.24	$21,016.50	6	50,936.76	$95,135.73	43	$0.00	0.00%
A2a - Residential Coordinated Delivery	14,298.00	$71,513.78	51	77,920.20	$422,520.13	231	$780,092.84	54.16%
A2b - Residential Conservation Services (RCS)	0.00	$3,295.00	15	0.00	$37,864.26	164	$92,752.00	40.82%
A2c - Residential Retail	-91,317.71	$159,669.50	49	-100,524.13	$568,108.13	382	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$62,466.88	31	0.00	$331,265.06	130	$0.00	0.00%
Res Subtotal	**-65,330.47**	**$317,961.66**	**152.00**	**28,332.84**	**$1,454,893.31**	**950**	**$872,844.84**	
Res % of Total	**-28.40%**	**65.60%**	**64.41%**	**3.40%**	**55.60%**	**73.36%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	24,137.39	$119,558.17	74	177,690.73	$883,868.31	275	$323,027.34	273.62%
IE Subtotal	**24,137.39**	**$119,558.17**	**74.00**	**177,690.73**	**$883,868.31**	**275**	**$323,027.34**	
IE % of Total	**10.49%**	**24.67%**	**31.36%**	**21.34%**	**33.78%**	**21.24%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	207,288.90	$35,795.41	4	381,025.76	$225,875.85	35	$428,360.84	52.73%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	0.00	$9,500.00	1	$0.00	0.00%
C2b - C&I New & Replacement Equipment	63,926.25	$11,355.00	6	245,570.16	$42,644.55	34	$0.00	0.00%
C&I Subtotal	**271,215.15**	**$47,150.41**	**10.00**	**626,595.92**	**$278,020.40**	**70**	**$428,360.84**	
C&I % of Total	**117.91%**	**9.73%**	**4.24%**	**75.26%**	**10.62%**	**5.41%**	**26.37%**	
Total	**230,022.07**	**$484,670.24**	**236**	**832,619.49**	**$2,616,782.02**	**1,295**	**$1,624,233.02**	

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****All information presented is preliminary and subject to change.**

Energy Efficiency Program Activity by Town

Town Name: MASHPEE
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	26,369.68	$17,447.00	14	94,648.57	$61,907.00	74	$0.00	0.00%
A2a - Residential Coordinated Delivery	23,823.00	$42,364.33	103	193,392.20	$258,059.15	310	$892,591.99	28.91%
A2b - Residential Conservation Services (RCS)	0.00	$4,275.00	19	0.00	$20,937.33	94	$106,128.00	19.73%
A2c - Residential Retail	-5,771.97	$165,042.50	49	94,182.19	$460,005.85	304	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$38,833.00	24	0.00	$323,055.87	125	$0.00	0.00%
Res Subtotal	**44,420.71**	**$267,961.83**	**209.00**	**382,222.96**	**$1,123,965.20**	**907**	**$998,719.99**	
Res % of Total	**44.87%**	**58.70%**	**88.56%**	**37.45%**	**59.61%**	**87.21%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	26,229.88	$182,805.33	18	51,648.22	$597,428.81	80	$369,611.93	161.64%
IE Subtotal	**26,229.88**	**$182,805.33**	**18.00**	**51,648.22**	**$597,428.81**	**80**	**$369,611.93**	
IE % of Total	**26.49%**	**40.04%**	**7.63%**	**5.06%**	**31.69%**	**7.69%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$2,992.50	1	$0.00	0.00%
C2a - C&I Existing Building Retrofit	1,049.62	$1,791.89	1	33,360.97	$41,892.12	13	$490,135.84	8.55%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2b - C&I New & Replacement Equipment	27,308.94	$3,948.00	8	553,487.69	$119,183.40	39	$0.00	0.00%
C&I Subtotal	**28,358.56**	**$5,739.89**	**9.00**	**586,848.66**	**$164,068.02**	**53**	**$490,135.84**	
C&I % of Total	**28.64%**	**1.26%**	**3.81%**	**57.49%**	**8.70%**	**5.10%**	**26.37%**	
Total	**99,009.15**	**$456,507.05**	**236**	**1,020,719.84**	**$1,885,462.03**	**1,040**	**$1,858,467.76**	

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Energy Efficiency Program Activity by Town

Town Name: OAK BLUFFS
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	2,450.97	$3,963.00	2	49,002.29	$59,344.60	18	$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	$38,808.71	4	36,657.00	$308,157.30	117	$288,649.15	106.76%
A2b - Residential Conservation Services (RCS)	0.00	$1,105.00	4	0.00	$54,365.00	205	$34,320.00	158.41%
A2c - Residential Retail	-20,836.89	$147,011.50	31	-201,257.08	$478,419.87	125	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$19,159.44	6	0.00	$95,514.70	40	$0.00	0.00%
Res Subtotal	**-18,385.92**	**$210,047.65**	**47.00**	**-115,597.79**	**$995,801.47**	**505**	**$322,969.15**	
Res % of Total	**-72.43%**	**63.17%**	**92.16%**	**-930.40%**	**61.03%**	**83.06%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	-6,449.35	$67,114.67	1	-562.87	$484,448.13	67	$119,526.25	405.31%
IE Subtotal	**-6,449.35**	**$67,114.67**	**1.00**	**-562.87**	**$484,448.13**	**67**	**$119,526.25**	
IE % of Total	**-25.41%**	**20.18%**	**1.96%**	**-4.53%**	**29.69%**	**11.02%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$1,667.50	1	0.00	$6,331.50	1	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	26,769.61	$30,977.85	1	70,065.73	$100,117.37	17	$158,501.64	63.16%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	8,800.00	$3,450.00	3	$0.00	0.00%
C2b - C&I New & Replacement Equipment	23,451.10	$22,700.00	1	49,719.42	$41,545.00	15	$0.00	0.00%
C&I Subtotal	**50,220.71**	**$55,345.35**	**3.00**	**128,585.15**	**$151,443.87**	**36**	**$158,501.64**	
C&I % of Total	**197.83%**	**16.64%**	**5.88%**	**1034.93%**	**9.28%**	**5.92%**	**26.37%**	
Total	**25,385.44**	**$332,507.67**	**51**	**12,424.49**	**$1,631,693.47**	**608**	**$600,997.04**	

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Energy Efficiency Program Activity by Town

Town Name: ORLEANS
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	4,709.27	$10,312.50	2	38,930.72	$44,765.00	20	$0.00	0.00%
A2a - Residential Coordinated Delivery	6,316.00	$39,471.74	23	121,001.40	$524,416.14	191	$374,503.77	140.03%
A2b - Residential Conservation Services (RCS)	0.00	$4,810.00	22	0.00	$45,016.92	191	$44,528.00	101.10%
A2c - Residential Retail	-49,368.07	$125,746.00	45	-80,081.54	$491,766.86	204	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$46,070.29	10	0.00	$178,341.15	43	$0.00	0.00%
Res Subtotal	**-38,342.80**	**$226,410.53**	**102.00**	**79,850.59**	**$1,284,306.07**	**649**	**$419,031.77**	
Res % of Total	**197.31%**	**83.13%**	**91.89%**	**20.71%**	**71.96%**	**90.90%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	2,058.00	$41,860.54	5	20,324.75	$355,910.20	21	$155,077.64	229.50%
IE Subtotal	**2,058.00**	**$41,860.54**	**5.00**	**20,324.75**	**$355,910.20**	**21**	**$155,077.64**	
IE % of Total	**-10.59%**	**15.37%**	**4.50%**	**5.27%**	**19.94%**	**2.94%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$1,621.25	1	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	70,953.00	$19,250.50	1	$0.00	0.00%
C2a - C&I Existing Building Retrofit	0.00	$0.00	0	90,448.36	$95,323.16	13	$205,645.72	46.35%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$1,450.00	1	624.00	$2,351.19	3	$0.00	0.00%
C2b - C&I New & Replacement Equipment	16,852.04	$2,620.00	3	123,444.68	$25,966.70	26	$0.00	0.00%
C&I Subtotal	**16,852.04**	**$4,070.00**	**4.00**	**285,470.04**	**$144,512.80**	**44**	**$205,645.72**	
C&I % of Total	**-86.72%**	**1.49%**	**3.60%**	**74.02%**	**8.10%**	**6.16%**	**26.37%**	
Total	**-19,432.76**	**$272,341.07**	**111**	**385,645.38**	**$1,784,729.07**	**714**	**$779,755.13**	

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Energy Efficiency Program Activity by Town

Town Name: PROVNCTOWN
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	26,714.95	$31,707.50	7	50,857.02	$88,202.50	24	$0.00	0.00%
A2a - Residential Coordinated Delivery	1,697.00	$2,421.46	5	240,013.00	$319,047.64	149	$187,992.01	169.71%
A2b - Residential Conservation Services (RCS)	0.00	$2,285.00	10	0.00	$31,600.00	140	$22,352.00	141.37%
A2c - Residential Retail	-59,111.61	$230,905.00	59	-194,829.68	$721,638.50	224	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$11,889.83	7	0.00	$59,379.72	20	$0.00	0.00%
Res Subtotal	**-30,699.66**	**$279,208.79**	**88.00**	**96,040.34**	**$1,219,868.36**	**557**	**$210,344.01**	
Res % of Total	**-86.02%**	**45.24%**	**80.73%**	**22.72%**	**65.48%**	**87.30%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	1,714.00	$30,524.77	9	5,024.85	$174,306.77	29	$77,845.30	223.91%
IE Subtotal	**1,714.00**	**$30,524.77**	**9.00**	**5,024.85**	**$174,306.77**	**29**	**$77,845.30**	
IE % of Total	**4.80%**	**4.95%**	**8.26%**	**1.19%**	**9.36%**	**4.55%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$3,000.00	1	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	20,039.19	$116,007.00	7	96,319.91	$165,182.37	22	$103,229.27	160.02%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2b - C&I New & Replacement Equipment	44,633.83	$191,391.10	5	225,334.09	$300,586.78	29	$0.00	0.00%
C&I Subtotal	**64,673.02**	**$307,398.10**	**12.00**	**321,654.01**	**$468,769.15**	**52**	**$103,229.27**	
C&I % of Total	**181.22%**	**49.81%**	**11.01%**	**76.09%**	**25.16%**	**8.15%**	**26.37%**	
Total	**35,687.36**	**$617,131.66**	**109**	**422,719.20**	**$1,862,944.28**	**638**	**$391,418.58**	

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Energy Efficiency Program Activity by Town

Town Name: SANDWICH
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	10,917.63	$35,446.50	4	48,021.21	$99,487.00	28	$0.00	0.00%
A2a - Residential Coordinated Delivery	18,165.00	$89,840.10	53	111,558.00	$593,441.92	323	$1,317,424.33	45.05%
A2b - Residential Conservation Services (RCS)	0.00	$4,095.00	18	0.00	$67,618.00	290	$156,640.00	43.17%
A2c - Residential Retail	-92,803.07	$269,677.73	71	-186,429.39	$932,252.63	481	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$97,041.39	47	0.00	$473,582.19	164	$0.00	0.00%
Res Subtotal	**-63,720.44**	**$496,100.72**	**193.00**	**-26,850.18**	**$2,166,381.74**	**1,286**	**$1,474,064.33**	
Res % of Total	**-23.32%**	**63.45%**	**83.19%**	**-2.01%**	**54.48%**	**83.94%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	-4,030.30	$168,790.30	11	-8,282.12	$875,978.13	139	$545,530.04	160.57%
IE Subtotal	**-4,030.30**	**$168,790.30**	**11.00**	**-8,282.12**	**$875,978.13**	**139**	**$545,530.04**	
IE % of Total	**-1.47%**	**21.59%**	**4.74%**	**-0.62%**	**22.03%**	**9.07%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$1,016.50	1	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	123,851.93	$12,669.67	2	767,852.03	$643,812.99	37	$723,417.74	89.00%
C2a - C&I Existing Building Retrofit - Municipal	177,237.00	$76,387.95	16	177,237.00	$78,077.95	16	$0.00	0.00%
C2b - C&I New & Replacement Equipment	39,948.35	$27,873.00	10	424,557.47	$211,202.74	53	$0.00	0.00%
C&I Subtotal	**341,037.28**	**$116,930.62**	**28.00**	**1,369,646.50**	**$934,110.18**	**107**	**$723,417.74**	
C&I % of Total	**124.79%**	**14.96%**	**12.07%**	**102.63%**	**23.49%**	**6.98%**	**26.37%**	
Total	**273,286.54**	**$781,821.64**	**232**	**1,334,514.20**	**$3,976,470.05**	**1,532**	**$2,743,012.11**	

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Energy Efficiency Program Activity by Town

Town Name: TISBURY
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	1,516.83	$2,602.00	1	33,112.95	$44,209.00	18	$0.00	0.00%
A2a - Residential Coordinated Delivery	1,310.00	$28,031.95	5	42,086.00	$333,123.83	95	$251,642.85	132.38%
A2b - Residential Conservation Services (RCS)	0.00	$1,305.00	5	0.00	$48,628.50	184	$29,920.00	162.53%
A2c - Residential Retail	-28,260.04	$105,308.00	26	-134,535.70	$396,923.50	144	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$28,366.67	10	0.00	$70,634.42	27	$0.00	0.00%
Res Subtotal	**-25,433.21**	**$165,613.62**	**47.00**	**-59,336.75**	**$893,519.25**	**468**	**$281,562.85**	
Res % of Total	**-86.85%**	**11.91%**	**40.87%**	**-22.58%**	**31.89%**	**77.48%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	64,812.00	$1,060,990.03	47	23,039.27	$1,493,516.95	57	$104,202.37	1433.29%
IE Subtotal	**64,812.00**	**$1,060,990.03**	**47.00**	**23,039.27**	**$1,493,516.95**	**57**	**$104,202.37**	
IE % of Total	**221.32%**	**76.33%**	**40.87%**	**8.77%**	**53.30%**	**9.44%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$1,739.75	1	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$160.50	1	$0.00	0.00%
C2a - C&I Existing Building Retrofit	0.00	$0.00	0	128,544.73	$191,501.42	35	$138,180.92	138.59%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$625.00	1	0.00	$625.00	1	$0.00	0.00%
C2b - C&I New & Replacement Equipment	-10,094.57	$162,834.03	20	170,566.31	$221,220.06	41	$0.00	0.00%
C&I Subtotal	**-10,094.57**	**$163,459.03**	**21.00**	**299,111.04**	**$415,246.73**	**79**	**$138,180.92**	
C&I % of Total	**-34.47%**	**11.76%**	**18.26%**	**113.81%**	**14.82%**	**13.08%**	**26.37%**	
Total	**29,284.22**	**$1,390,062.68**	**115**	**262,813.57**	**$2,802,282.93**	**604**	**$523,946.13**	

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Energy Efficiency Program Activity by Town

Town Name: TRURO
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	19,508.09	$29,030.50	2	76,795.54	$125,924.00	13	$0.00	0.00%
A2a - Residential Coordinated Delivery	4,474.00	$19,561.62	10	48,531.00	$292,839.66	107	$127,301.68	230.04%
A2b - Residential Conservation Services (RCS)	0.00	$2,780.00	13	0.00	$37,138.83	163	$15,136.00	245.37%
A2c - Residential Retail	-56,669.13	$182,013.04	40	-211,274.81	$573,908.54	168	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$1,992.02	3	0.00	$59,123.47	23	$0.00	0.00%
Res Subtotal	**-32,687.04**	**$235,377.18**	**68.00**	**-85,948.28**	**$1,088,934.50**	**474**	**$142,437.68**	
Res % of Total	**352.19%**	**57.82%**	**91.89%**	**11489.72%**	**74.45%**	**93.49%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	-10,517.40	$128,619.29	3	14,160.40	$321,630.40	22	$52,714.14	610.14%
IE Subtotal	**-10,517.40**	**$128,619.29**	**3.00**	**14,160.40**	**$321,630.40**	**22**	**$52,714.14**	
IE % of Total	**113.32%**	**31.59%**	**4.05%**	**-1892.99%**	**21.99%**	**4.34%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	348.00	$14,653.25	2	2,996.00	$16,267.75	6	$69,903.29	23.27%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2b - C&I New & Replacement Equipment	33,575.36	$28,469.80	1	68,043.83	$35,769.80	5	$0.00	0.00%
C&I Subtotal	**33,923.36**	**$43,123.05**	**3.00**	**71,039.83**	**$52,037.55**	**11**	**$69,903.29**	
C&I % of Total	**-365.51%**	**10.59%**	**4.05%**	**-9496.73%**	**3.56%**	**2.17%**	**26.37%**	
Total	**-9,281.08**	**$407,119.52**	**74**	**-748.05**	**$1,462,602.45**	**507**	**$265,055.10**	

***Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month**
****All information presented is preliminary and subject to change.**

Energy Efficiency Program Activity by Town

Town Name: WELLFLEET
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	17,645.02	$28,350.00	3	41,591.72	$52,592.00	13	$0.00	0.00%
A2a - Residential Coordinated Delivery	6,728.00	$67,267.62	28	96,167.20	$362,574.99	132	$174,669.74	207.58%
A2b - Residential Conservation Services (RCS)	0.00	$6,840.00	30	0.00	$57,750.43	250	$20,768.00	278.07%
A2c - Residential Retail	-128,000.30	$236,789.50	52	-392,235.09	$905,211.17	216	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$24,251.84	9	0.00	$130,722.45	46	$0.00	0.00%
Res Subtotal	**-103,627.28**	**$363,498.96**	**122.00**	**-254,476.18**	**$1,508,851.04**	**657**	**$195,437.74**	
Res % of Total	**94.17%**	**86.43%**	**89.71%**	**112.58%**	**85.13%**	**93.19%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	5,136.00	$45,351.36	10	26,936.92	$225,946.64	31	$72,328.70	312.39%
IE Subtotal	**5,136.00**	**$45,351.36**	**10.00**	**26,936.92**	**$225,946.64**	**31**	**$72,328.70**	
IE % of Total	**-4.67%**	**10.78%**	**7.35%**	**-11.92%**	**12.75%**	**4.40%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	0.00	$38.00	3	6,110.35	$13,012.36	10	$95,913.81	13.57%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2b - C&I New & Replacement Equipment	-11,548.63	$11,675.00	1	-4,617.69	$24,645.00	7	$0.00	0.00%
C&I Subtotal	**-11,548.63**	**$11,713.00**	**4.00**	**1,492.66**	**$37,657.36**	**17**	**$95,913.81**	
C&I % of Total	**10.49%**	**2.79%**	**2.94%**	**-0.66%**	**2.12%**	**2.41%**	**26.37%**	
Total	**-110,039.91**	**$420,563.32**	**136**	**-226,046.60**	**$1,772,455.04**	**705**	**$363,680.26**	

***Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month**
****All information presented is preliminary and subject to change.**

Energy Efficiency Program Activity by Town

Town Name: WEST TISBURY
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	25,486.31	$28,709.50	3	60,751.19	$85,117.00	13	$0.00	0.00%
A2a - Residential Coordinated Delivery	2,528.00	$9,625.43	2	36,724.00	$143,358.52	74	$174,669.74	82.07%
A2b - Residential Conservation Services (RCS)	0.00	$1,140.00	4	0.00	$39,340.00	145	$20,768.00	189.43%
A2c - Residential Retail	-26,187.76	$67,839.50	15	-55,688.48	$268,756.97	102	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$13,801.46	4	0.00	$72,361.13	20	$0.00	0.00%
Res Subtotal	**1,826.55**	**$121,115.89**	**28.00**	**41,786.72**	**$608,933.62**	**354**	**$195,437.74**	
Res % of Total	**-15.67%**	**82.83%**	**84.85%**	**64.12%**	**64.88%**	**92.91%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	486.00	$1,291.20	2	-9,962.05	$245,841.56	10	$72,328.70	339.89%
IE Subtotal	**486.00**	**$1,291.20**	**2.00**	**-9,962.05**	**$245,841.56**	**10**	**$72,328.70**	
IE % of Total	**-4.17%**	**0.88%**	**6.06%**	**-15.29%**	**26.20%**	**2.62%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2a - C&I Existing Building Retrofit	0.00	$0.00	0	29,978.54	$36,881.02	5	$95,913.81	38.45%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	0.00	$14,500.00	1	$0.00	0.00%
C2b - C&I New & Replacement Equipment	-13,968.24	$23,810.00	3	3,366.70	$32,330.00	11	$0.00	0.00%
C&I Subtotal	**-13,968.24**	**$23,810.00**	**3.00**	**33,345.24**	**$83,711.02**	**17**	**$95,913.81**	
C&I % of Total	**119.84%**	**16.28%**	**9.09%**	**51.17%**	**8.92%**	**4.46%**	**26.37%**	
Total	**-11,655.69**	**$146,217.09**	**33**	**65,169.90**	**$938,486.20**	**381**	**$363,680.26**	

***Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month**
****All information presented is preliminary and subject to change.**

Energy Efficiency Program Activity by Town

Town Name: YARMOUTH
Program Period: 2023
Current Dates: 12/1/2023 - 12/31/2023
Cumulative Dates: 1/1/2023 - 12/31/2023

	Current Period			Cumulative Period				
Program Initiative	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Annual kWh Savings**	**Actual Expenditures**	**Participants**	**Budget**	**Actual % of Budget**
A1a - Residential New Homes & Renovations	4,008.45	$2,555.00	2	12,907.99	$14,386.50	20	$0.00	0.00%
A2a - Residential Coordinated Delivery	12,638.00	$38,932.28	67	137,877.20	$337,939.17	332	$1,515,778.11	22.29%
A2b - Residential Conservation Services (RCS)	0.00	$4,350.00	19	0.00	$37,120.53	163	$180,224.00	20.60%
A2c - Residential Retail	13,809.75	$111,497.49	68	86,919.47	$636,579.34	544	$0.00	0.00%
A2d - Residential Behavior	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
A3i - Residential HEAT Loan	0.00	$59,252.60	31	0.00	$437,593.72	170	$0.00	0.00%
Res Subtotal	**30,456.20**	**$216,587.37**	**187.00**	**237,704.65**	**$1,463,619.26**	**1,229**	**$1,696,002.11**	
Res % of Total	**5.90%**	**25.29%**	**77.27%**	**5.84%**	**41.92%**	**77.78%**	**53.74%**	
B1a - Income Eligible Coordinated Delivery	-6,495.85	$249,819.79	31	2,414,894.34	$1,115,981.10	215	$627,666.03	177.80%
IE Subtotal	**-6,495.85**	**$249,819.79**	**31.00**	**2,414,894.34**	**$1,115,981.10**	**215**	**$627,666.03**	
IE % of Total	**-1.26%**	**29.17%**	**12.81%**	**59.31%**	**31.96%**	**13.61%**	**19.89%**	
C1a - C&I New Buildings & Major Renovations	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	13,871.00	$4,855.00	1	13,871.00	$4,962.00	2	$0.00	0.00%
C2a - C&I Existing Building Retrofit	334,682.82	$324,778.77	6	791,285.27	$795,177.72	65	$832,336.82	95.54%
C2a - C&I Existing Building Retrofit - Municipal	0.00	$0.00	0	0.00	$0.00	0	$0.00	0.00%
C2b - C&I New & Replacement Equipment	143,899.32	$60,301.00	17	613,619.84	$111,754.48	69	$0.00	0.00%
C&I Subtotal	**492,453.14**	**$389,934.77**	**24.00**	**1,418,776.11**	**$911,894.20**	**136**	**$832,336.82**	
C&I % of Total	**95.36%**	**45.53%**	**9.92%**	**34.85%**	**26.12%**	**8.61%**	**26.37%**	
Total	**516,413.50**	**$856,341.93**	**242**	**4,071,375.10**	**$3,491,494.56**	**1,580**	**$3,156,004.95**	

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APPENDIX CLC-4
CAPE LIGHT COMPACT JPE
ENERGY EDUCATION OUTREACH ACTIVITIES

The Compact is committed to energy education outreach across the Cape and Vineyard. The Compact continues to support community efforts to develop a deeper and broader knowledge of energy efficiency technology and practices, moving towards an energy-literate society.

In 2023 the Compact returned to offering in-person, hands-on education training to educators. Partnering with the Program Administrators and its vendor National Energy Education Development Project ("NEED"), the Compact participated in the 2023 Massachusetts Energy Conference for Educators in Sturbridge. Over 150 educators from across Massachusetts attended the three-day training which focused on energy efficiency and the science of energy.[10]

Additionally, the Compact held an Energy Carnival for over 400 students at the Dennis-Yarmouth Mattacheese Middle School.

The Compact provided the following energy education materials to support its Cape and Vineyard teachers:

- 200 Energy House kits for students
- 4 Hydro kits for teachers
- 125 Solar Panel kits for students

[10] See, https://www.capelightcompact.org/parentteacherresources/.

COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES

2023 Energy Efficiency Plan Year Report	)	D.P.U. 24-65

PRE-FILED TESTIMONY OF

MARGARET T. DOWNEY

ON BEHALF OF

CAPE LIGHT COMPACT JPE

I. INTRODUCTION TO TESTIMONY

Q. Ms. Downey, please state your name, business address and employer.

A. My name is Margaret T. Downey. My business address is c/o Cape Light Compact JPE (the "Compact"), 261 Whites Path, Unit 4, South Yarmouth, MA 02664. I am employed by the Compact and serve as the Compact Administrator. I have served in this position since the Compact's inception in 1997.

Q. Have you previously testified before this or any other Commission?

A. Yes. I have previously testified before the Department of Public Utilities (the "Department" or "DPU") on behalf of the Compact in its 2013-2015, 2016-2018, 2019-2021 and 2022-2024 Energy Efficiency Plan proceedings. These proceedings were docketed, respectively, as *Cape Light Compact*, D.P.U. 12-107, *Cape Light Compact*, 15-166, *Cape Light Compact JPE*, D.P.U. 18-116 and *Cape Light Compact JPE*, D.P.U. 21-126. I have also testified before the Department in various energy efficiency proceedings related to the three-year plans, such as *Cape Light Compact JPE*, D.P.U. 19-96, *Cape Light Compact JPE*, D.P.U. 22-116, *Cape Light Compact JPE*, D.P.U. 22-137, Cape *Light Compact JPE*, D.P.U. 23-58 and *Cape Light Compact JPE*, D.P.U. 23-135.

Q. Please summarize the testimony in this document.

A. The testimony is responsive to the Department's directive in the order approving the Cape & Vineyard Electrification Offering ("CVEO") that the Compact, "include testimony and exhibits addressing the implementation of the CVEO, including actual costs, benefits, variances, cost effectiveness, and all other information Program

Administrators are required to report for core initiatives and programs." D.P.U. 22-137, n.40.

Q. Have you previously testified to the status of the Compact's implementation of CVEO?

A. Yes. As required by the Department as part of its approval order for CVEO, I testified in the Compact's 2024 energy efficiency surcharges dockets (initial and revised), *Cape Light Compact JPE,* D.P.U. 23-135 (2023) and *Cape Light Compact JPE,* D.P.U. 24-51 regarding the Compact's projected and actual Massachusetts Alternative Energy Portfolio Standard ("APS") incentives and Massachusetts Renewable Energy Portfolio Standard ("RPS") revenues associated with installed CVEO technologies.

Q. Can you briefly describe CVEO?

A. Yes. CVEO is the Compact's strategic electrification and energy optimization demonstration project approved by the Department in D.P.U. 22-137 pursuant to St. 2022, c. 179, §87A ("Section 87A"). Through CVEO, the Compact plans to support 100 low- and moderate-income customers to: (1) convert their oil, propane or electric resistance heat to cold climate air source heat pumps ("heat pumps"); and (2) install solar photovoltaic ("PV") systems to support electrification of their heating systems. A portion of these customers will also receive battery energy storage systems for demand response and resiliency. In accordance with Section 87A, customers will also fully displace their fossil fuel cooking appliances (excluding outdoor grills) with electric or induction stoves.

II. THE COMPACT'S IMPLEMENTATION OF CVEO

Q. Please describe the Compact's implementation of CVEO since the Department's approval in January 2023.

A. The Compact has diligently pursued implementation of CVEO. During 2023, the Compact prepared the various contracts and terms and conditions for the offering and coordinated this effort with Thielsch Engineering, Inc. d/b/a RISE Engineering ("RISE"), its lead vendor for CVEO.

The Compact met with public and not-for-profit housing entities on Cape Cod and Martha's Vineyard and held two general information sessions regarding CVEO. The Compact also gave a presentation on CVEO to the Boards of Selectmen in the towns of Truro, Wellfleet, Eastham, Bourne, Chatham, Dennis, Brewster, Orleans, Falmouth, Tisbury, West Tisbury, Oak Bluffs, Edgartown, Aquinnah and Chilmark. As of the end of May 2024, the Compact had 183 inquiries regarding participation in CVEO.

After fielding the inquiries and accounting for program qualification (e.g., some interested customers could not enroll because they did not satisfy the income requirements of CVEO and some could not enroll because they heated their homes with natural gas), the Compact has currently enrolled 84 participants for an initial CVEO home energy assessment. The Compact has approved 48 participants for CVEO, and 38 participants have fully executed contracts to proceed with the installation of CVEO technologies.

In addition, RISE has contracted four solar contractors and 12 heat pump contractors to install the respective CVEO technologies.

The installation of CVEO technologies commenced in January of 2024. As of the end of April 2024, 10 CVEO participants have completed installation of their respective CVEO technologies. The Compact estimates that 55 of the 84 enrolled participants will

complete installation of their respective CVEO technologies by the end of 2024. Throughout 2023, the Compact periodically updated the Program Administrators regarding the status of CVEO.

III. ACTUAL CVEO COSTS, BENEFITS, VARIANCES, COST EFFECTIVENESS, AND OTHER RELATED INFORMATION FOR 2023

Q. What is the Department approved budget for CVEO?

A. In D.P.U. 22-137 the Department approved a CVEO budget of approximately 6 million dollars.

Q. Does the Compact have actual costs, benefits, variances, cost effectiveness, and other related plan year report information to report on for CVEO in 2023?

A. No. The budget approved for CVEO does not include Sales, Technical Assistance & Training ("STAT") costs associated with the initial tasks of performing home energy assessments ("HEA") or home weatherization activities for CVEO participants that did occur in 2023. See D.P.U. 22-137, Attachment DPU 5-7(a). Therefore, these costs are accounted for in the Compact's reporting in its 2023 Plan Year Report. Also, the Compact's Evaluation & Market Research costs were budgeted for 2024.[1] *Id*. Further, the installation of CVEO technologies did not begin until 2024. Thus, the participant incentives associated with these technologies and the STAT and marketing and advertising costs in the CVEO budget for solar and battery technologies, respectively,

[1] Although the $300,000 in approved evaluation costs were budgeted for 2024, the Compact did receive an invoice in November 2023 from its evaluation vendor for $19,068.10 for services associated with finalizing its work plan for the CVEO evaluation (e.g., the vendor's stage 3 plan) and an invoice in February of 2024 for $4,530.00 in services performed during the fourth quarter of 2023 associated with interviewing the Compact's CVEO implementation staff so that the vendor could learn more about CVEO program management.

were not expended in 2023 and will be captured in the Compact's required CVEO reporting for 2024.

IV. ADDITIONAL IMPLEMENTATION DETAILS

Q. Does the Compact wish to provide the Department with any additional detail regarding its implementation of CVEO to date?

A. Yes. There are two aspects of the Compact's implementation of CVEO that were not expressly addressed during the Department's review and approval of CVEO in D.P.U. 22-137. First, is the installation of heat pump hot water heaters for certain CVEO participants. Second, is the variance in income eligibility for CVEO customers living in affordable, deed-restricted housing. These CVEO implementation issues are discussed in more detail below.

Q. Please describe how heat pump hot water heaters are installed in connection with implementation of CVEO.

A. Section 87A authorizes "whole building efficiency, electrification and greenhouse gas emission reduction offerings" and requires "full displacement of fossil fuel heating and cooling equipment…" St. 2022, c. 179, §87A. In certain CVEO participant homes, fossil fuels are used to heat their hot water. In many cases the hot water heater is part of the heating system and must be removed as part of the full displacement of the fossil fuel heating system. In other cases, there are independent hot water systems also heated by fossil fuels. The Compact believes that because Section 87A is a whole building electrification offering, those fossil fuel hot water systems need to be removed as well. In these instances where fossil fuel hot water systems are removed, the CVEO participant needs a new heating system for hot water. Thus, where possible, those fossil fuel systems

are replaced with a heat pump hot water heater and if the home configuration does not support installation of a heat pump hot water heater, an electric hot water heater is installed.

Q. Does the record in D.P.U. 22-137 discuss installation of heat pump hot water heaters for the scenarios you just described?

A. Not expressly. The Compact's prefiled testimony noted that heat pump water heaters would be recommended to customers as part of a HEA and noted that all CVEO participants would be required to first implement all recommendations from a HEA before installing the CVEO technologies. D.P.U. 22-137, Exhibit MTD at 14 and n.3. However, the record does not contain incentive information associated with installation of heat pump hot water heaters.

Q. What are the incentives for heat pump hot water heaters for low- and moderate-income customers in the 2022-2024 Three-Year Plan?

A. Income eligible customers receive a 100% incentive for the installation of heat pump hot water heaters as part of the Income-Eligible Coordinated Delivery program. Moderate income customers receive a rebate of $750 as part of the Residential Coordinated Delivery program.

Q. What is the heat pump hot water heater incentive difference for low- and moderate-income customers participating in CVEO and those not participating in CVEO?

A. There are no differences for income eligible customers. For moderate income CVEO participants residing in deed restricted properties, the customer receives a 100% incentive for installation of the heat pump hot water heater consistent with the CVEO model to provide higher incentives for customers living in deed restricted properties,

whereas a non-CVEO moderate income customer in deed-restricted housing would receive a $750 rebate.

Q. Does the Compact need to adjust the CVEO budget to address the heat pump hot water heater implementation issue you just described?

A. No. The Compact accounts for heat pump hot water heater incentives outside of the CVEO budget approved in D.P.U. 22-137.

Q. What is the Program Administrator defined income level for moderate income customers under the 2022-2024 Three-Year Plan?

A. Moderate income is defined as 61-80% of state or area median income ("SMI" and "AMI"), whichever is deemed most beneficial to the customer.

Q. Please describe the limited instance in CVEO implementation where the Compact has identified that the affordable housing income restrictions are different from the Program Administrator defined income level for moderate income customers.

A. Two CVEO participants in Edgartown, one participant in Oak Bluffs and one participant in West Tisbury reside in affordable housing where the income restriction for the housing is set at 140% of SMI. One CVEO participant in Tisbury resides in affordable housing where the income restriction for the housing is set at 120% of SMI.

Q. Has the Compact verified the income level for these five CVEO participants?

A. Not yet. Given that the customers were residing in deed restricted housing, the Compact did not undertake an initial income screen for these customers. The Compact recently asked for income verification data from these five participants but to date it has not received the data.

Q. What will the pending income verification data mean for CVEO implementation in this limited instance?

A. If the data confirms the customer is within the Program Administrator defined income level for income eligible or moderate-income customers, there is no issue for CVEO implementation. If the data confirms that the customer's income level is higher than the Program Administrator defined income level for moderate income (but within the income limit for the affordable housing), the Compact would like to offer the customer CVEO incentives consistent with the CVEO model approved by the Department. The CVEO model provides a higher incentive to CVEO participants residing in deed restricted property because the deed restriction ensures that the CVEO technologies will continue to benefit income-constrained customers for the duration of the technology's life. D.P.U. 22-137, Exhibit MTD at 11.

Q. Will the CVEO implementation issue you just described extend beyond these five CVEO customers?

A. No. Going forward, the Compact will income screen those customers in deed restricted properties above 80% SMI/AMI to ensure that all customers residing in deed restricted properties authorized to participate in CVEO are either income eligible or moderate-income customers as those terms are defined by the Program Administrators.

V. CONCLUSION

Q. Does this conclude your testimony?

A. Yes, it does.

THE COMMONWEALTH OF MASSACHUSETTS

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AFFIDAVIT OF MARGARET T. DOWNEY

Margaret T. Downey does hereby depose and say as follows:

I, Margaret T. Downey, certify that the Pre-Filed Testimony submitted on behalf of the Cape Light Compact JPE in the above-captioned proceeding, which bears my name, was prepared by me or under my supervision and is true and accurate to the best of my knowledge and belief.

Signed under pains and penalties of perjury.

Margaret T. Downey
Administrator, Cape Light Compact JPE

Dated: June 3, 2024

THE COMMONWEALTH OF MASSACHUSETTS

DEPARTMENT OF PUBLIC UTILITIES

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NOTICE OF APPEARANCE OF COUNSEL

The undersigned attorney hereby gives notice of appearance as counsel on behalf of the Cape Light Compact JPE in the above-captioned proceeding.

Respectfully submitted,

CAPE LIGHT COMPACT JPE

By its attorney,

Audrey Eidelman Kiernan, Esq.
akiernan@kolawpc.com
KO Law, P.C.
1337 Massachusetts Avenue, Box 301
Arlington, MA 02476
(617) 644-7681 (Phone)

Dated: June 3, 2024

THE COMMONWEALTH OF MASSACHUSETTS

DEPARTMENT OF PUBLIC UTILITIES

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CERTIFICATE OF SERVICE

I hereby certify that I have this day served the foregoing documents upon all parties of record in this proceeding in accordance with the requirements of 220 CMR 1.05(1) (Department's Rules of Practice and Procedure).

Dated this 3rd day of June, 2024.

Audrey Eidelman Kiernan, Esq.
akiernan@kolawpc.com
KO Law, P.C.
1337 Massachusetts Avenue, Box 301
Arlington, MA 02476
(617) 644-7681 (Phone)