

Mid-Term Modifications 2019-2021

April 14, 2021

WE ARE MASS SAVE®:



National Grid Electric: C&I New Buildings



MTM Request

- C&I New Buildings Program
- 38% Budget Increase
- Increase of \$9.03 million

Term Projections (Program Level)

- 138% of Budget
- 139% of Lifetime Savings
- 114% of Benefits

Initiative Level Drivers

- Numerous large commercial projects
- Large CHP project completed in 2019
 - Robust forecast for new construction projects to be completed in 2021

National Grid Gas: Residential Existing Buildings



MTM Request

- Residential Existing Buildings Program
- 20% Budget Increase
- Increase of \$44.64 million

Term Projections (Program Level)

- 119% of Budget
- 118% of Lifetime Savings
- 123% of Benefits

Initiative Level Drivers

- Residential Coordinated Delivery
- Higher than planned spend in participant incentive cost category.
 - Participation higher than planned.
 - Weatherization costs slightly higher than planned.
- Residential Retail
- Higher than planned participation

Eversource Electric: Residential Existing Buildings



MTM Request

- Residential Existing Buildings Program
- 24% Budget Increase
- Increase of \$51.9 million

Term Projections (Sector Level)

- 111% of Annual Savings
- 101% of Lifetime Savings
- 111% of Benefits

Initiative Level Drivers

- Customer demand increased across all measures, including weatherization, lighting, and heating systems.

Eversource Electric: Residential New Buildings



MTM Request

- Residential New Buildings Program
- 32% Budget Decrease
- Decrease of \$9.1 million

Term Projections (Sector Level)

- 111% of Annual Savings
- 101% of Lifetime Savings
- 111% of Benefits

Initiative Level Drivers

- New offering for Renovations & Additions had lower costs associated with it than planned.
- Strong participation in offering and program overall.

Eversource Electric: C&I New Buildings



MTM Request

- C&I New Buildings Program
- 40% Budget Decrease
- Decrease of \$14.18 million

Term Projections (Sector Level)

- 85% of Annual Savings
- 83% of Lifetime Savings
- 90% of Benefits

Initiative Level Drivers

- Less participation than planned in New Buildings & Major Renovations.
- More participation than planned in the New & Replacement Equipment initiative (part of the C&I Existing Buildings Program).

Eversource (NSTAR Gas): Income Eligible Hard-to-Measure



MTM Request

- Income Eligible Hard-to-Measure Program
- 32% Budget Decrease
- Decrease of \$382,491

Term Projections (Sector Level)

- 76% of Annual Savings
- 77% of Lifetime Savings
- 77% of Benefits

Initiative Level Drivers

- Lower than planned evaluation costs.

Eversource (NSTAR Gas): C&I New Buildings



MTM Request

- C&I New Buildings Program
- 30% Budget Decrease
- Decrease of \$1.95 million

Term Projections (Sector Level)

- 52% of Annual Savings
- 53% of Lifetime Savings
- 48% of Benefits

Initiative Level Drivers

- The amount of new construction in the NSTAR Gas service territory was less than planned.

Eversource (NSTAR Gas): C&I Existing Buildings



MTM Request

- C&I Existing Buildings Program
- 32% Budget Decrease
- Decrease of \$12.05 million

Term Projections (Sector Level)

- 52% of Annual Savings
- 53% of Lifetime Savings
- 48% of Benefits

Initiative Level Drivers

- Lower-than-expected customer demand for gas C&I programs.

Eversource (EGMA): Residential Existing Buildings



MTM Request

- Residential Existing Buildings Program
- 40% Budget Increase
- Increase of \$32.1 million

Term Projections (Sector Level)

- 82% of Annual Savings
- 106% of Lifetime Savings
- 108% of Benefits

Initiative Level Drivers

- Primarily due to extraordinary incentives offered in the Greater Lawrence area.

Eversource (EGMA): C&I New Buildings



MTM Request

- C&I New Buildings Program
- 59% Budget Decrease
- Decrease of \$3 million

Term Projections (Sector Level)

- 48% of Annual Savings
- 44% of Lifetime Savings
- 55% of Benefits

Initiative Level Drivers

- The amount of new construction in the EGMA service territory was less than planned.

Eversource (EGMA): C&I Existing Buildings



MTM Request

- C&I Existing Buildings Program
- 27% Budget Decrease
- Decrease of \$8.46 million

Term Projections (Sector Level)

- 48% of Annual Savings
- 44% of Lifetime Savings
- 55% of Benefits

Initiative Level Drivers

- Lower-than-expected customer demand for gas C&I programs.

Unitil Electric: Residential New Buildings



MTM Request

- Residential New Buildings Program
- 40% Budget Increase
- Increase of \$125,000

Term Projections (Program Level)

- 146% of Annual Savings
- 180% of Lifetime Savings
- 108% of Benefits

Initiative Level Drivers

- Significant increase in demand during the current 2019-2021 term.

Unitil Gas: C&I New Buildings



MTM Request

- C&I New Buildings Program
- 30% Budget Increase
- Increase of \$155,000

Term Projections (Program Level)

- 193% of Annual Savings
- 202% of Lifetime Savings
- 112% of Benefits

Initiative Level Drivers

- Very large project in 2020 that exceeded planned budget for the term year by 87%.
- Continued robust activity expected in 2021.

Unitil Gas: C&I Existing Buildings



MTM Request

- C&I Existing Buildings Program
- 30% Budget Increase
- Increase of \$245,000

Term Projections (Sector Level)

- 150% of Annual Savings
- 160% of Lifetime Savings
- 124% of Benefits

Initiative Level Drivers

- More steady activity to-date and surge in activity expected as business returns to normal.

Unitil Gas: C&I Hard-to-Measure



MTM Request

- C&I Hard-to-Measure Program
- 31% Budget Decrease
- Decrease of \$70,000

Term Projections (Sector Level)

- 150% of Annual Savings
- 160% of Lifetime Savings
- 124% of Benefits

Initiative Level Drivers

- Program has not experienced the same level of spending as planned.

Liberty: Residential Existing Buildings



MTM Request

- Residential Existing Buildings Program
- 34% Budget Increase
- Increase of \$2.27 million

Term Projections (Sector Level)

- 77% of Annual Savings
- 103% of Lifetime Savings
- 109% of Benefits

Initiative Level Drivers

- Residential Coordinated Delivery
 - Increased demand in 2019
 - Increased incentives/costs for weatherization in 2020
 - Strong demand continues in 2021 for weatherization work.
- Residential Retail
 - Extremely high demand for heating systems, water heating systems, and wi-fi thermostats

Liberty: Residential New Buildings



MTM Request

- Residential New Buildings Program
- 29% Budget Increase
- Increase of \$107,010

Term Projections (Sector Level)

- 77% of Annual Savings
- 103% of Lifetime Savings
- 109% of Benefits

Initiative Level Drivers

- More steady activity to-date and surge in activity expected as business returns to normal.

Liberty: C&I New Buildings



MTM Request

- C&I New Buildings Program
- 270% Budget Increase
- Increase of \$483,500

Term Projections (Sector Level)

- 114% of Annual Savings
- 139% of Lifetime Savings
- 110% of Benefits

Initiative Level Drivers

- Increase in new construction activity likely due to the construction of the South Coast rail project.
- A majority of increased spending is due to two very large projects that were not anticipated.

Berkshire Gas: Residential Existing Buildings



MTM Request

- Residential Existing Buildings Program
- 171% Budget Increase
- Increase of \$3.98 million

Term Projections (Sector Level)

- 65% of Annual Savings
- 118% of Lifetime Savings
- 111% of Benefits

Initiative Level Drivers

- This MTM will also need to be filed with DPU, as it triggers the 2% bill impact.
- Increase in Residential Coordinated Delivery due to enhanced incentives following COVID-19, and increased weatherization costs.
- Residential Retail increase in demand, especially with regards to heating systems.

Berkshire Gas: Residential New Buildings



MTM Request

- Residential New Buildings Program
- 52% Budget Decrease
- Decrease of \$358,168

Term Projections (Sector Level)

- 65% of Annual Savings
- 118% of Lifetime Savings
- 111% of Benefits

Initiative Level Drivers

- Lack of activity in the multi-family new construction building projects in service territory.
 - Projections were based on high multi-family participation in the 2016-2018 term.

Berkshire Gas: C&I Hard-to-Measure



MTM Request

- C&I Hard-to-Measure Program
- 231.8% Budget Increase
- Increase of \$295,880.69

Term Projections (Sector Level)

- 75% of Annual Savings
- 82% of Lifetime Savings
- 75% of Benefits

Initiative Level Drivers

- Higher evaluation costs and evaluation activity than anticipated.

Thank you

WE ARE MASS SAVE®:

