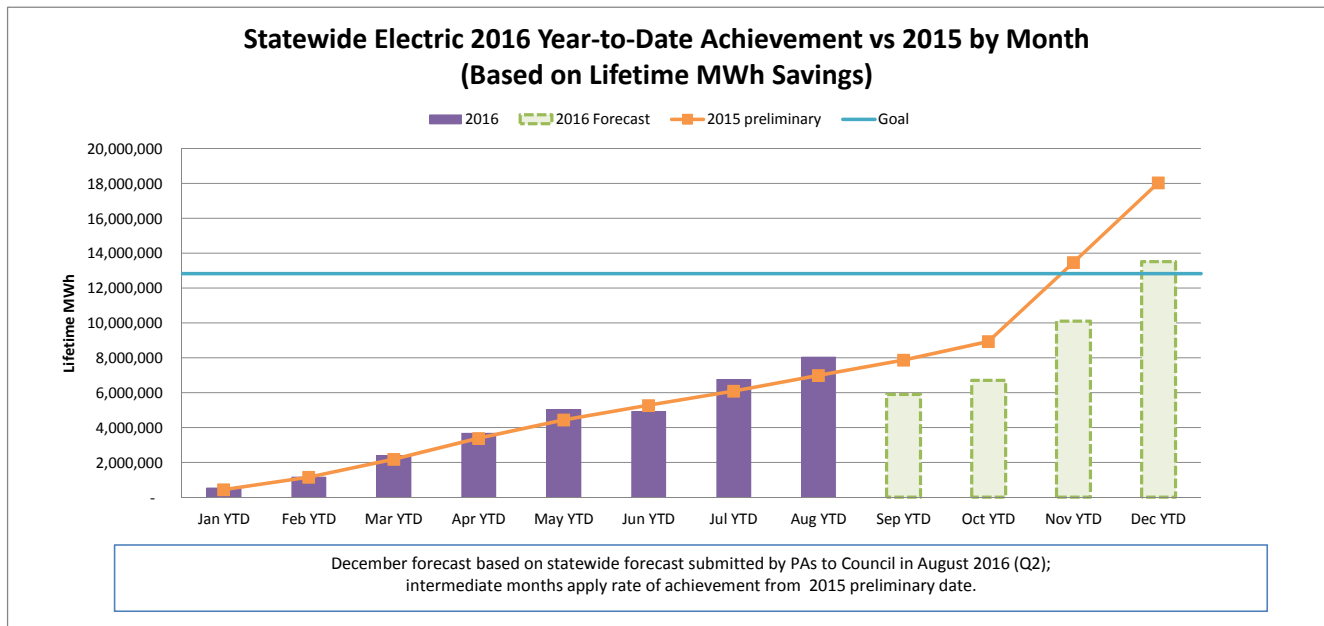
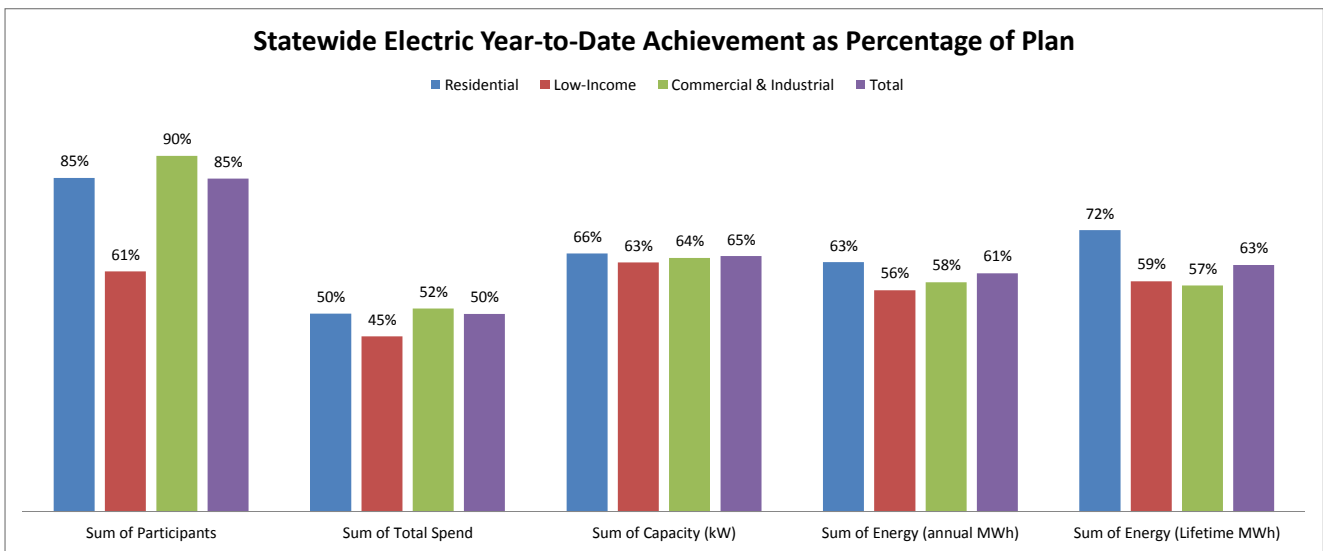


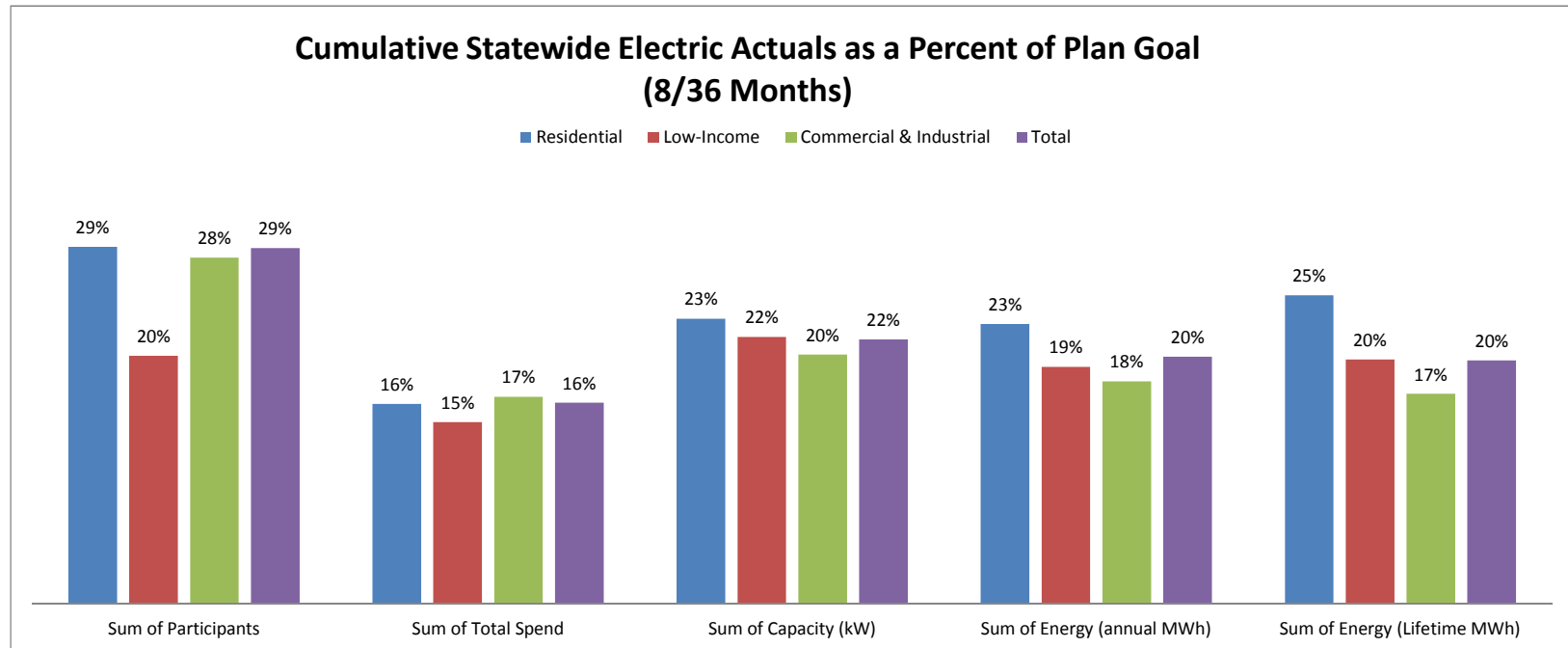
# OCTOBER 2016 STATEWIDE ELECTRIC DATA DASHBOARD - FROM JAN 1, 2016 THROUGH AUG 31, 2016

| Row Labels              | Values              |                       |                      |                            |                              |
|-------------------------|---------------------|-----------------------|----------------------|----------------------------|------------------------------|
|                         | Sum of Participants | Sum of Total Spend    | Sum of Capacity (kW) | Sum of Energy (annual MWh) | Sum of Energy (Lifetime MWh) |
| <b>Electric</b>         |                     |                       |                      |                            |                              |
| <b>Goal</b>             | <b>3,750,058</b>    | <b>\$ 599,092,724</b> | <b>192,033</b>       | <b>1,372,871</b>           | <b>12,834,066</b>            |
| Residential             | 3,695,475           | 262,032,395           | 83,864               | 627,510                    | 4,695,770                    |
| Low-Income              | 31,829              | 67,636,035            | 4,847                | 40,560                     | 354,191                      |
| Commercial & Industrial | 22,754              | 269,424,294           | 103,322              | 704,801                    | 7,784,105                    |
| <b>Aug YTD</b>          | <b>3,171,312</b>    | <b>301,090,417</b>    | <b>124,649</b>       | <b>831,534</b>             | <b>8,040,783</b>             |
| Residential             | 3,131,311           | 131,793,756           | 54,995               | 397,796                    | 3,357,619                    |
| Low-Income              | 19,433              | 30,166,841            | 3,070                | 22,825                     | 207,439                      |
| Commercial & Industrial | 20,568              | 139,129,820           | 66,585               | 410,913                    | 4,475,725                    |
| <b>YTD as % of goal</b> | <b>85%</b>          | <b>50%</b>            | <b>65%</b>           | <b>61%</b>                 | <b>63%</b>                   |
| Residential             | 85%                 | 50%                   | 66%                  | 63%                        | 72%                          |
| Low-Income              | 61%                 | 45%                   | 63%                  | 56%                        | 59%                          |
| Commercial & Industrial | 90%                 | 52%                   | 64%                  | 58%                        | 57%                          |



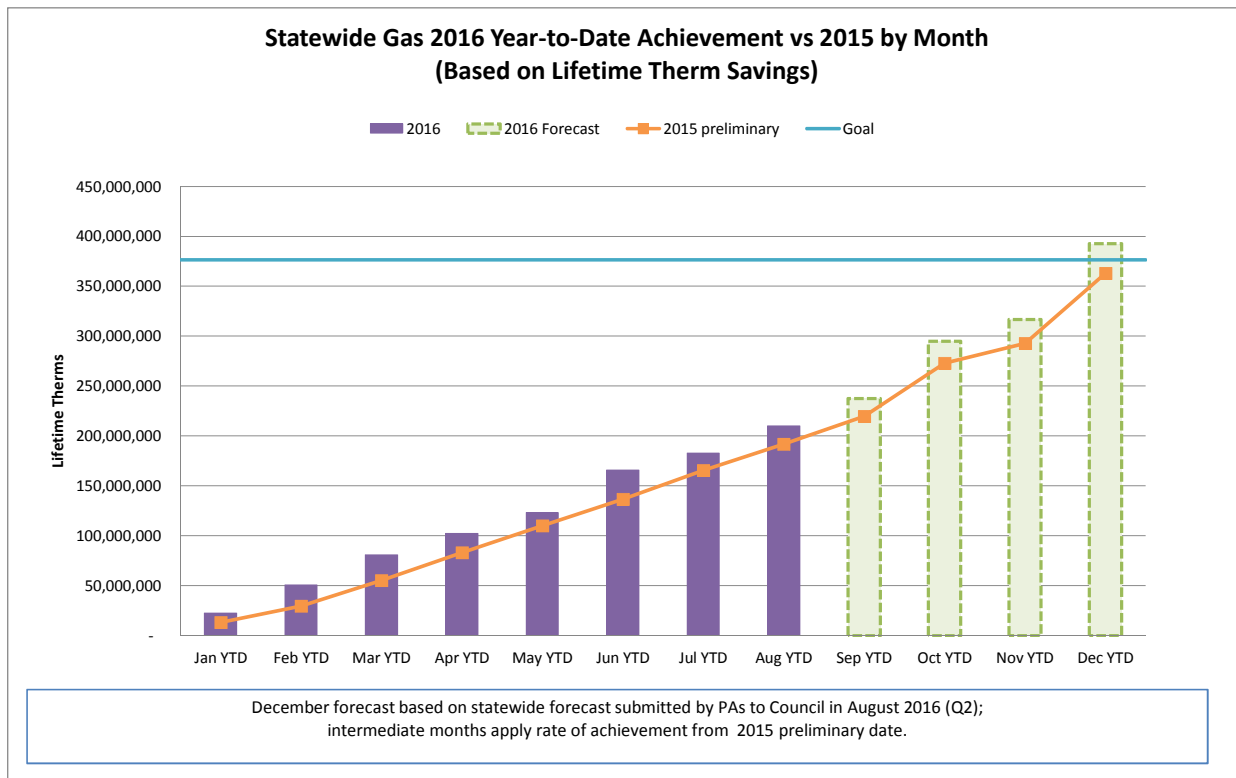
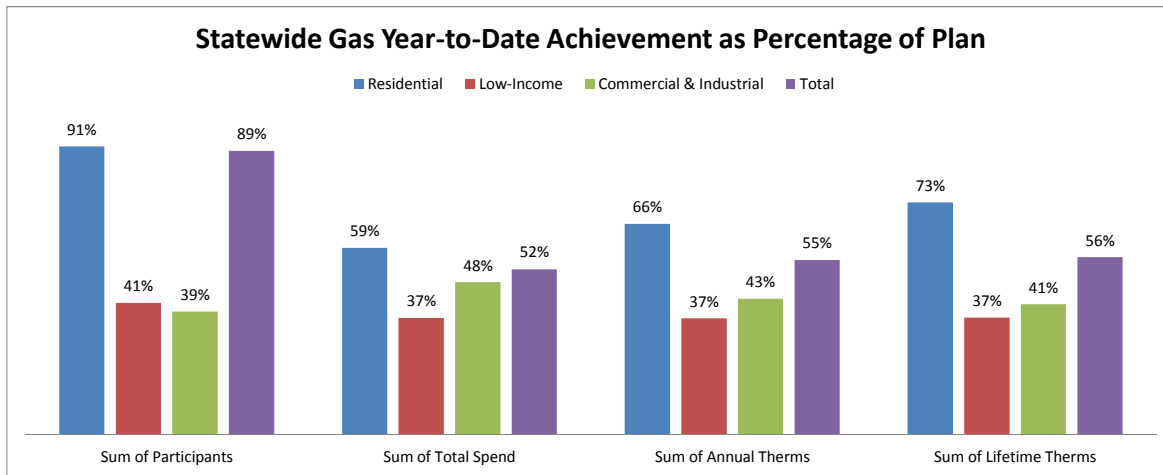
## CUMULATIVE STATEWIDE ELECTRIC DATA DASHBOARD - FROM JAN 1, 2016 THROUGH AUG 31, 2016 (8/36 MONTHS)

| Row Labels              | Values              |                         |                      |                            |                              |
|-------------------------|---------------------|-------------------------|----------------------|----------------------------|------------------------------|
|                         | Sum of Participants | Sum of Total Spend      | Sum of Capacity (kW) | Sum of Energy (annual MWh) | Sum of Energy (Lifetime MWh) |
| <b>Electric</b>         |                     |                         |                      |                            |                              |
| <b>Goal</b>             | <b>10,905,877</b>   | <b>\$ 1,834,538,576</b> | <b>577,296</b>       | <b>4,122,145</b>           | <b>40,483,538</b>            |
| Residential             | 10,737,170          | \$ 807,804,353          | 236,134              | 1,740,656                  | 13,323,450                   |
| Low-Income              | 95,967              | \$ 203,573,751          | 14,079               | 117,973                    | 1,039,872                    |
| Commercial & Industrial | 72,740              | \$ 823,160,472          | 327,083              | 2,263,516                  | 26,120,216                   |
| <b>Aug YTD</b>          | <b>3,171,312</b>    | <b>301,090,417</b>      | <b>124,649</b>       | <b>831,534</b>             | <b>8,040,783</b>             |
| Residential             | 3,131,311           | 131,793,756             | 54,995               | 397,796                    | 3,357,619                    |
| Low-Income              | 19,433              | 30,166,841              | 3,070                | 22,825                     | 207,439                      |
| Commercial & Industrial | 20,568              | 139,129,820             | 66,585               | 410,913                    | 4,475,725                    |
| <b>YTD as % of goal</b> | <b>29%</b>          | <b>16%</b>              | <b>22%</b>           | <b>20%</b>                 | <b>20%</b>                   |
| Residential             | 29%                 | 16%                     | 23%                  | 23%                        | 25%                          |
| Low-Income              | 20%                 | 15%                     | 22%                  | 19%                        | 20%                          |
| Commercial & Industrial | 28%                 | 17%                     | 20%                  | 18%                        | 17%                          |



# OCTOBER 2016 STATEWIDE GAS DATA DASHBOARD - FROM JAN 1, 2016 THROUGH AUG 31, 2016

| Row Labels              | Values              |                       |                      |                        |
|-------------------------|---------------------|-----------------------|----------------------|------------------------|
|                         | Sum of Participants | Sum of Total Spend    | Sum of Annual Therms | Sum of Lifetime Therms |
| <b>Gas</b>              |                     |                       |                      |                        |
| <b>Goal</b>             | <b>587,136</b>      | <b>\$ 217,209,003</b> | <b>28,094,852</b>    | <b>376,308,951</b>     |
| Residential             | 570,157             | \$ 128,442,097        | 15,104,655           | 179,262,960            |
| Low-Income              | 10,696              | \$ 44,617,918         | 2,054,910            | 40,776,120             |
| Commercial & Industrial | 6,283               | \$ 44,148,988         | 10,935,287           | 156,269,871            |
| Aug YTD                 | 524,546             | 113,211,437           | 15,462,568           | 210,219,605            |
| Residential             | 517,675             | 75,591,009            | 10,030,813           | 131,059,948            |
| Low-Income              | 4,436               | 16,401,602            | 753,449              | 15,014,228             |
| Commercial & Industrial | 2,435               | 21,218,826            | 4,678,306            | 64,145,429             |
| <b>YTD as % of goal</b> | <b>89%</b>          | <b>52%</b>            | <b>55%</b>           | <b>56%</b>             |
| Residential             | 91%                 | 59%                   | 66%                  | 73%                    |
| Low-Income              | 41%                 | 37%                   | 37%                  | 37%                    |
| Commercial & Industrial | 39%                 | 48%                   | 43%                  | 41%                    |



## CUMULATIVE STATEWIDE GAS DATA DASHBOARD - FROM JAN 1, 2016 THROUGH AUG 31, 2016 (8/36 MONTHS )

| Row Labels              | Values              |                       |                      |                        |
|-------------------------|---------------------|-----------------------|----------------------|------------------------|
|                         | Sum of Participants | Sum of Total Spend    | Sum of Annual Therms | Sum of Lifetime Therms |
| <b>Gas</b>              |                     |                       |                      |                        |
| <b>Goal</b>             | <b>1,761,720</b>    | <b>\$ 666,852,036</b> | <b>85,809,615</b>    | <b>1,149,211,385</b>   |
| Residential             | 1,709,969           | \$ 395,557,580        | 45,811,091           | 549,588,367            |
| Low-Income              | 32,276              | \$ 135,400,869        | 6,192,804            | 122,879,252            |
| Commercial & Industrial | 19,475              | \$ 135,893,587        | 33,805,720           | 476,743,766            |
| Aug YTD                 | 524,546             | 113,211,437           | 15,462,568           | 210,219,605            |
| Residential             | 517,675             | 75,591,009            | 10,030,813           | 131,059,948            |
| Low-Income              | 4,436               | 16,401,602            | 753,449              | 15,014,228             |
| Commercial & Industrial | 2,435               | 21,218,826            | 4,678,306            | 64,145,429             |
| <b>YTD as % of goal</b> | <b>30%</b>          | <b>17%</b>            | <b>18%</b>           | <b>18%</b>             |
| Residential             | 30%                 | 19%                   | 22%                  | 24%                    |
| Low-Income              | 14%                 | 12%                   | 12%                  | 12%                    |
| Commercial & Industrial | 13%                 | 16%                   | 14%                  | 13%                    |

