



# PA Summary of 2016-2018 Term Report

August 21, 2019



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# Statewide PA Achievements & Highlights



## Deeper Savings

- Emphasized building code education and compliance improvement in the Codes & Standards initiatives
- Piloted thermostat control strategies
- Eliminated caps on residential insulation incentives
- Transitioned to exclusively supporting LEDs

## Reaching More Customers

- Developed renter and landlord-specific home energy assessments
- Increased focus on non-English speakers and low-income customers in statewide marketing
- Significantly expanded the scope of Upstream and Midstream delivery pathways
- Partnered w/ AEE, MAEEP and others to train trade allies and business partners on lighting controls, HVAC controls, Industrial Process, and Small Business Auditing

## Innovative Programs

- Piloted residential demand response through thermostat control
- Tested renovations and additions model through new construction program
- Launched the Mass Save Application Portal for online C&I project application submittal and processing

# Recognitions



- #1 on ACEEE State Scorecard 8 years running
  - Massachusetts received a perfect score for utility and public benefits programs in 2018, and near perfect in 2016 and 2017
- ENERGY STAR® Partner of the Year Award
  - “Sustained Excellence”
- PAs nationally recognized for LED giveaway program

# PAAs Exceeded Many 2016-2018 Goals



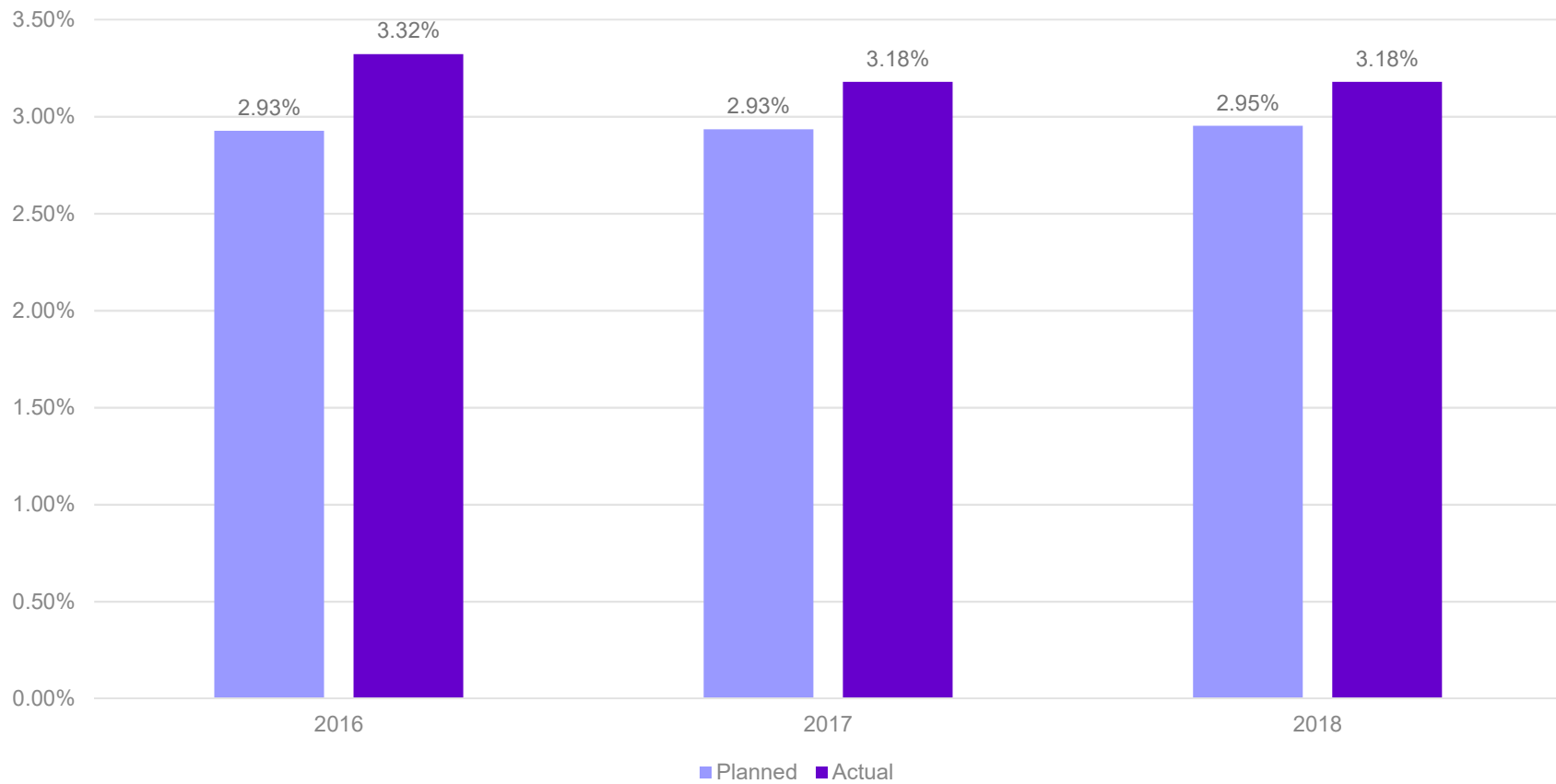
<b>Electric</b>	<b>Goal</b>	<b>Achieved</b>	<b>Percent to Goal</b>
Annual Savings (MWh)	4,122,144	4,528,417	110%
Lifetime Savings (MWh)	40,483,537	42,615,134	105%
Summer (kW)	577,295	667,327	116%
Benefits (\$)	\$6.225 B	\$6.381 B	103%
Expenditures (\$)	\$1.858 B	\$1.651 B	89%

<b>Gas</b>	<b>Goal</b>	<b>Achieved</b>	<b>Percent to Goal</b>
Annual Savings (Therms)	19,648,619	19,998,643	102%
Lifetime Savings (Therms)	267,389,560	264,210,380	99%
Benefits (\$)	\$378.6 M	\$363.9 M	96%
Expenditures (\$)	\$145.3 M	\$131.3 M	90%

# Increasing Electric Challenges Over Term



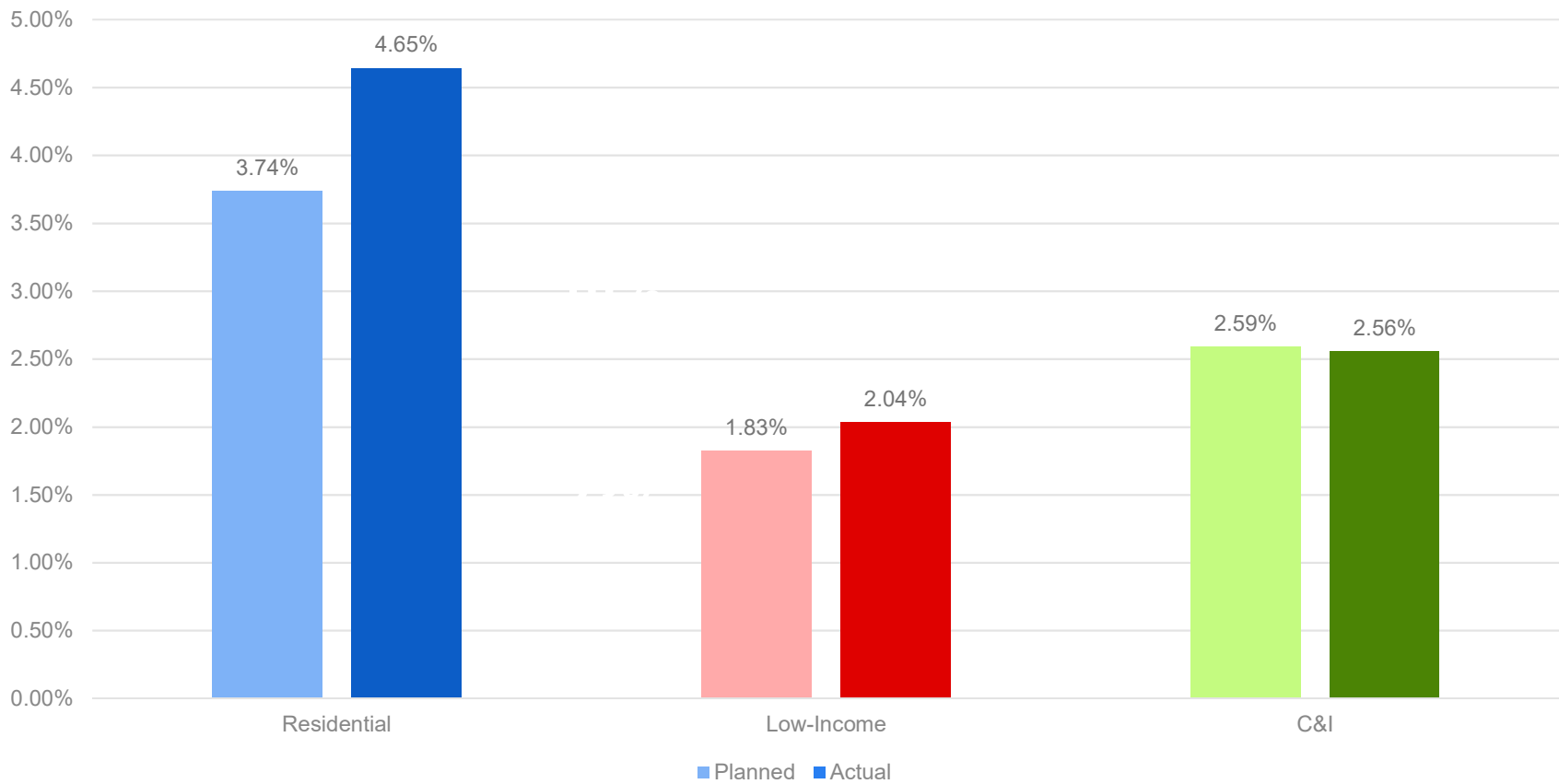
Electric Percent of Sales



# Statewide Achievement by Sector



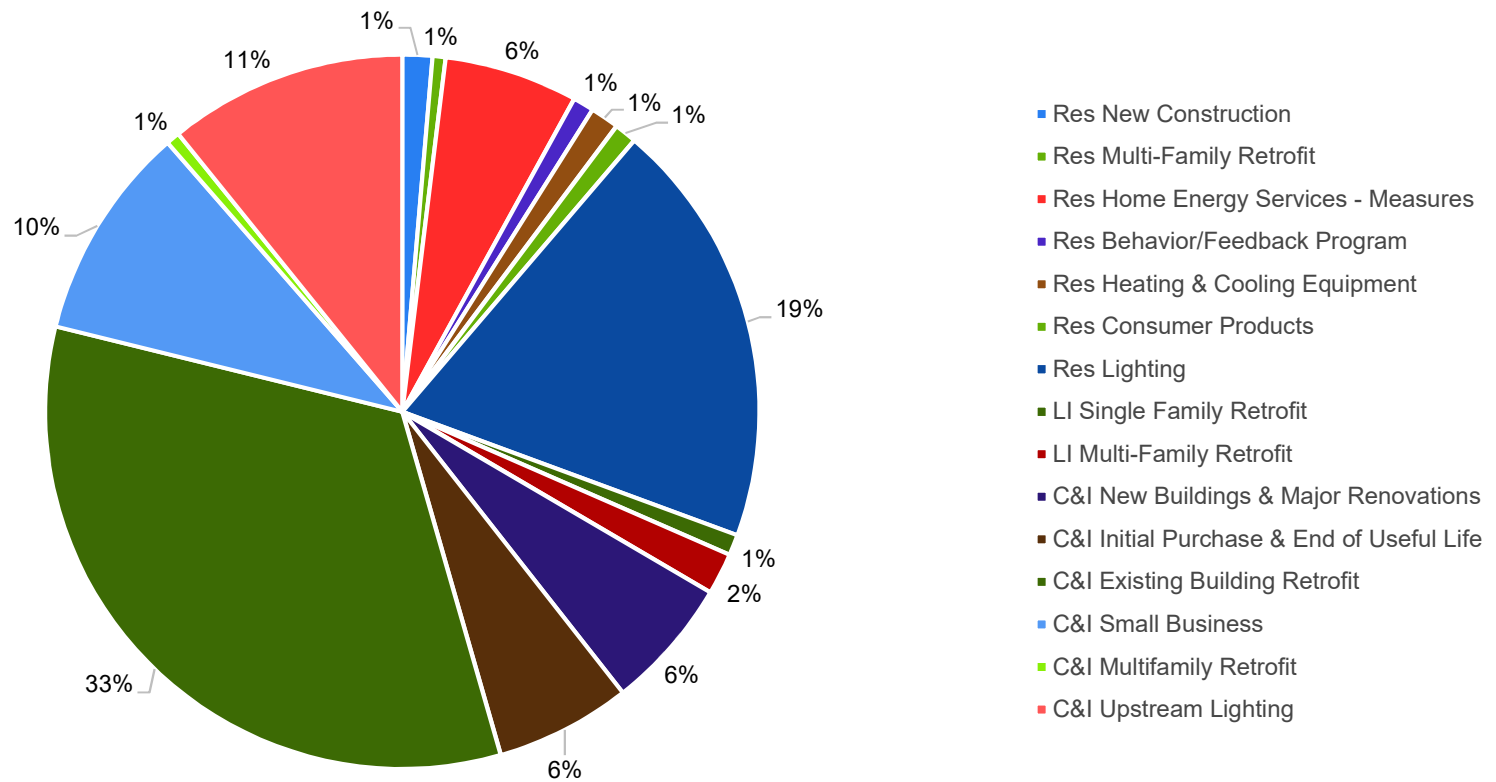
## Electric Percent of Sales



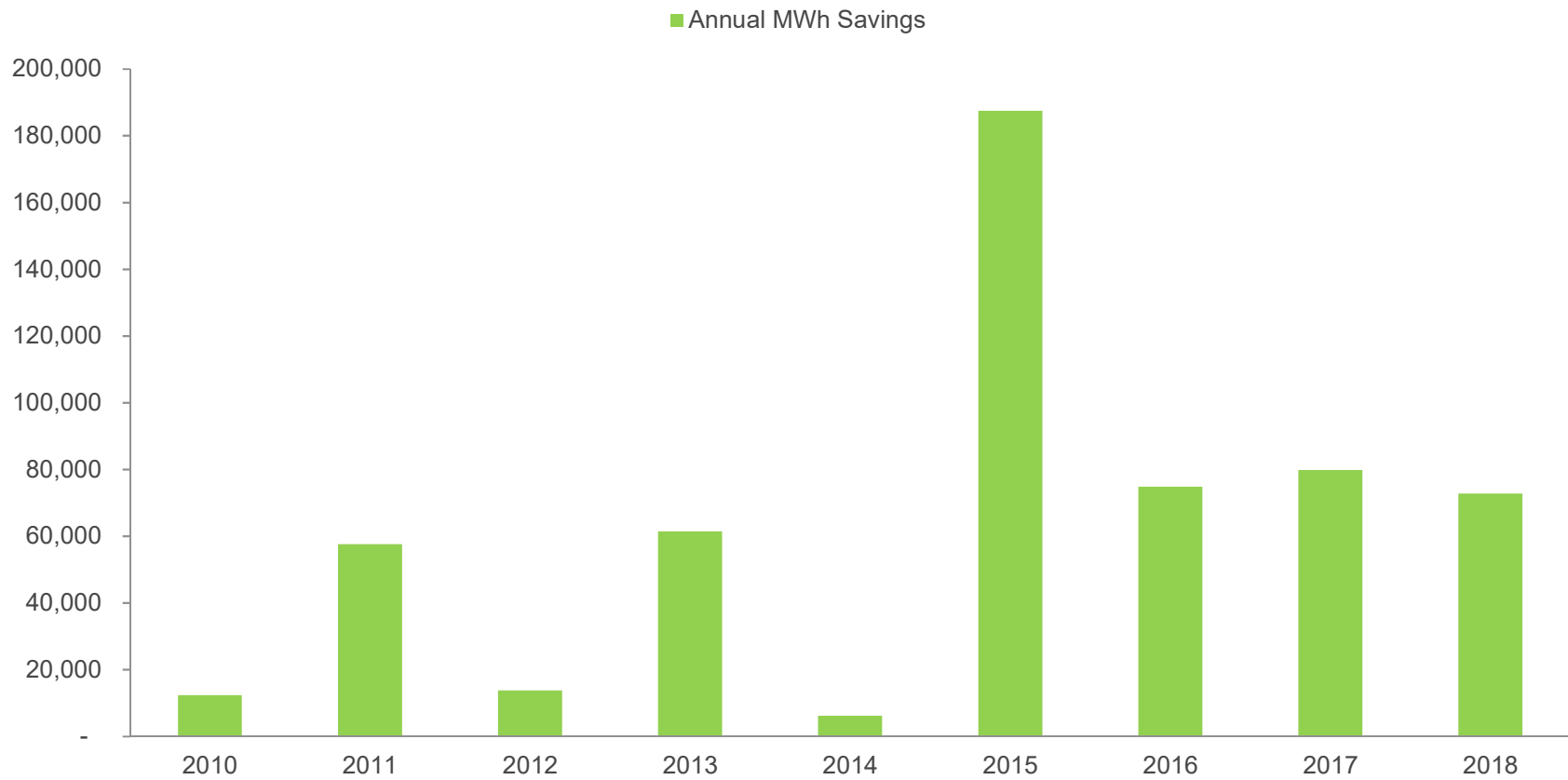
# Electric Savings Breakdown



**Net Lifetime MWh by Initiative**



## Statewide CHP Trends

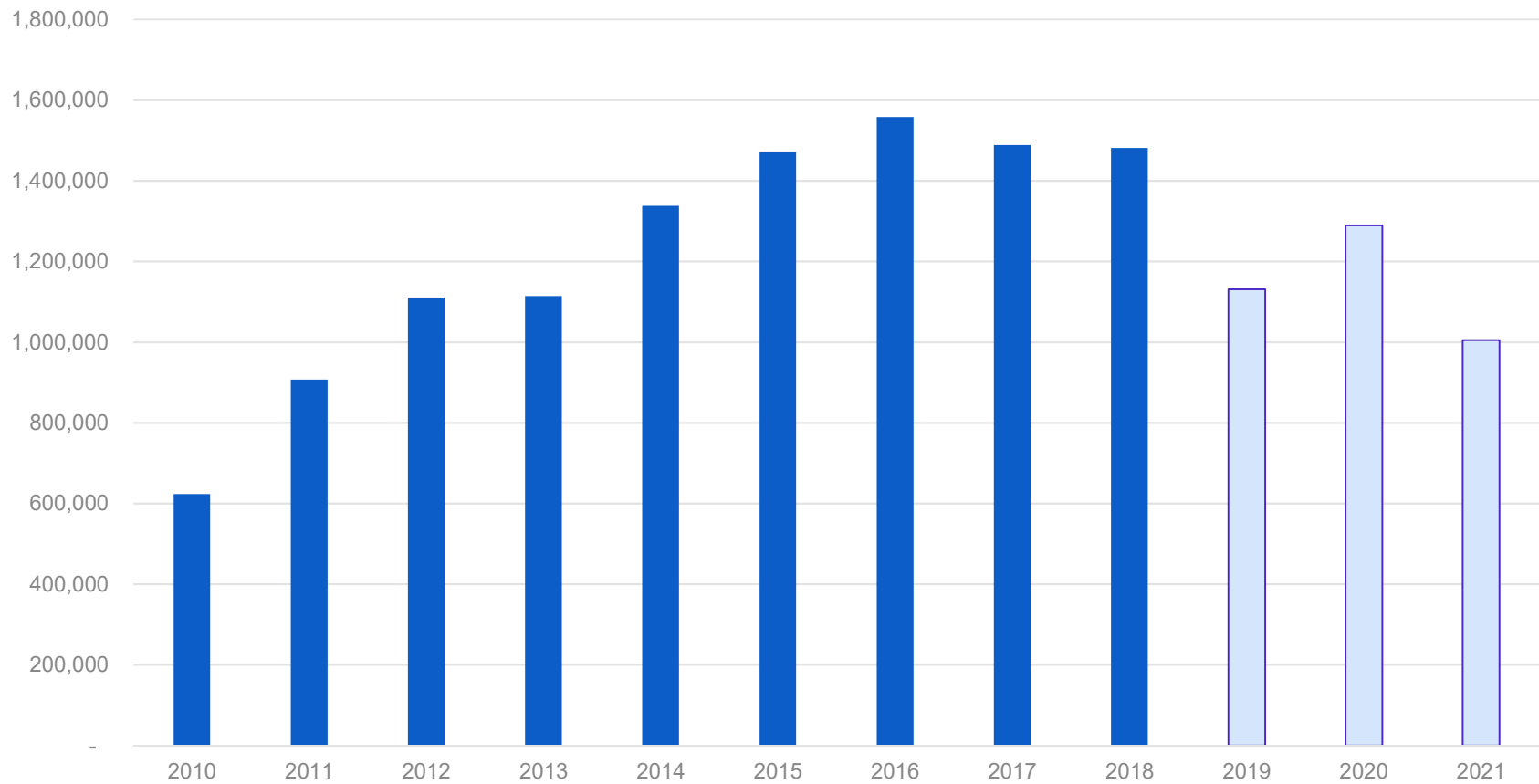




# Looking Forward - Electric



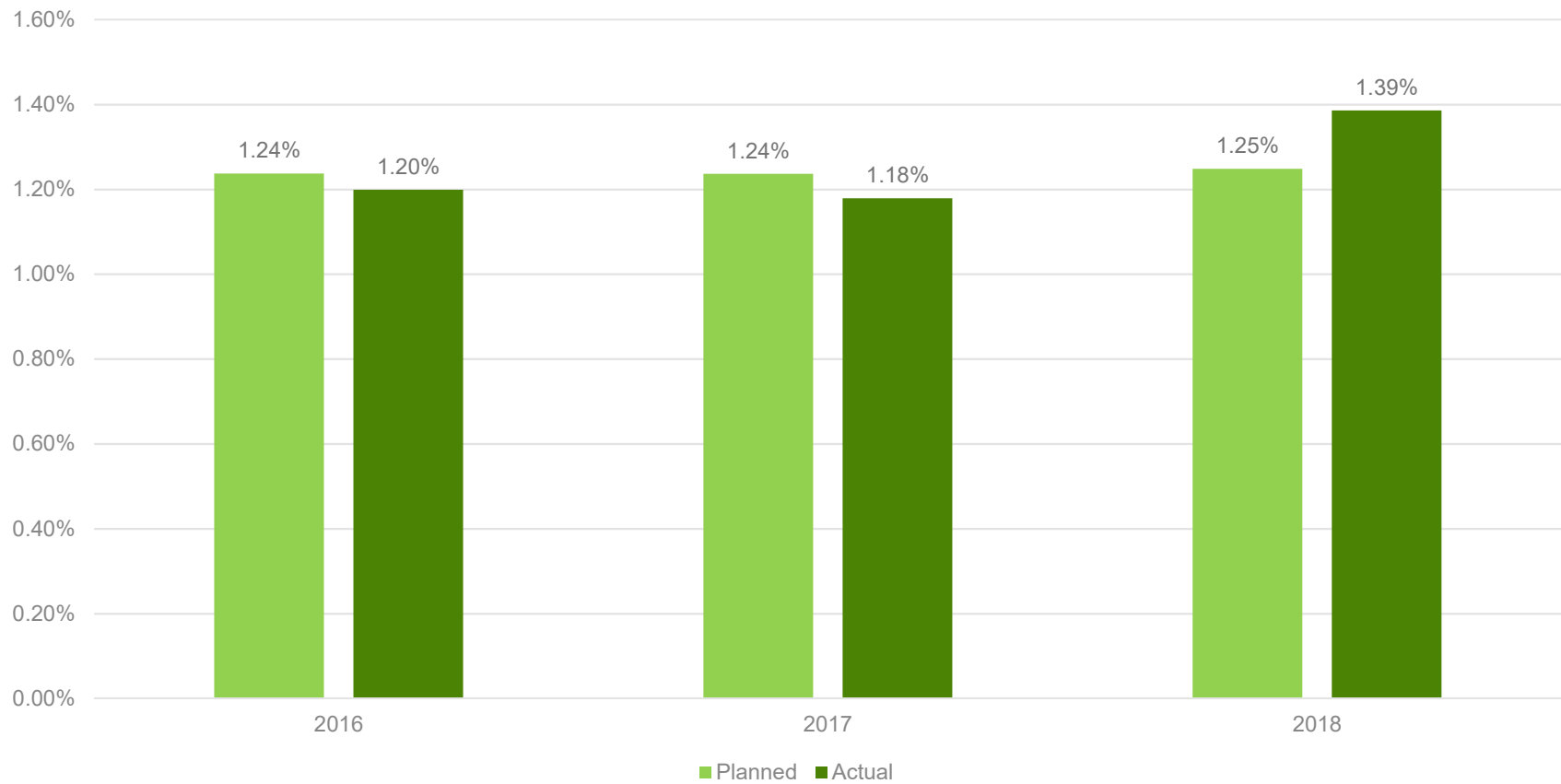
Statewide Electric Savings (Annual MWh)



# Gas Performance Ramping Over Term



Gas Percent of Sales



# Looking Forward - Gas



Statewide Annual Gas Savings (therms)

