



# Third Quarter 2017 YTD Performance

Presentation by the PAs to the EEAC

December 20, 2017



BLACKSTONE  
GAS COMPANY



Columbia Gas  
of Massachusetts  
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# 2017 Comparison to 2015 and 2016 Q3 YTD



## Electric

	2015		2016		2017	
Lifetime MWh	6,782,490	51%	7,684,754	60%	7,592,039	57%
Annual MWh	739,952	60%	917,794	67%	974,039	71%
Spending	\$273,279,967	55%	\$343,462,032	57%	\$338,843,827	55%
Benefits	Did not Report		1,257,106,458	62%	\$1,233,528,795	60%

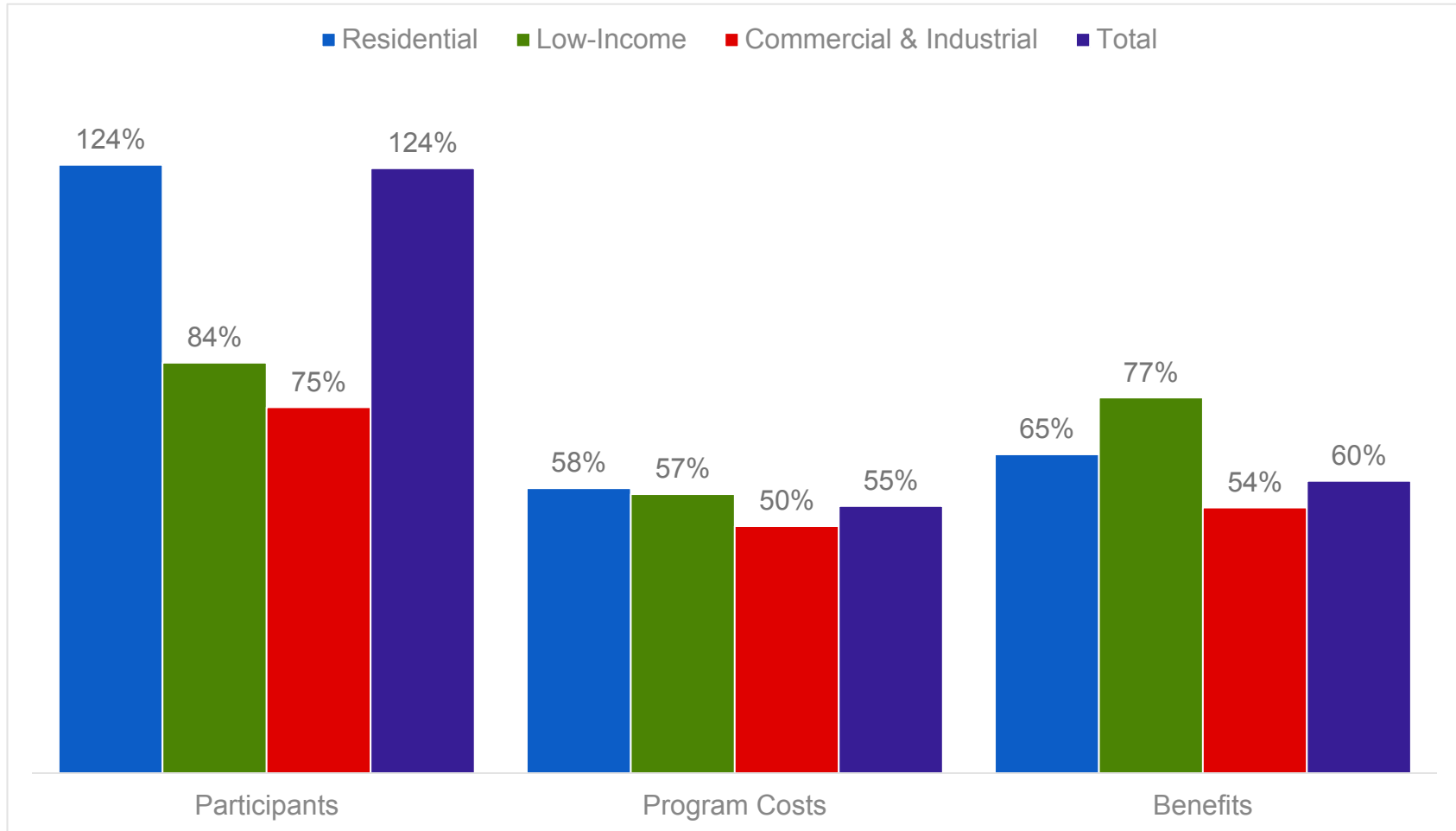
## Gas

	2015		2016		2017	
Lifetime therms	195,404,989	62%	234,678,759	62%	202,343,668	53%
Annual therms	15,979,206	65%	16,794,560	60%	15,266,603	54%
Spending	\$96,167,112	55%	\$127,816,391	59%	\$129,501,263	58%
Benefits	Did not Report		\$347,578,802	64%	\$335,646,967	62%

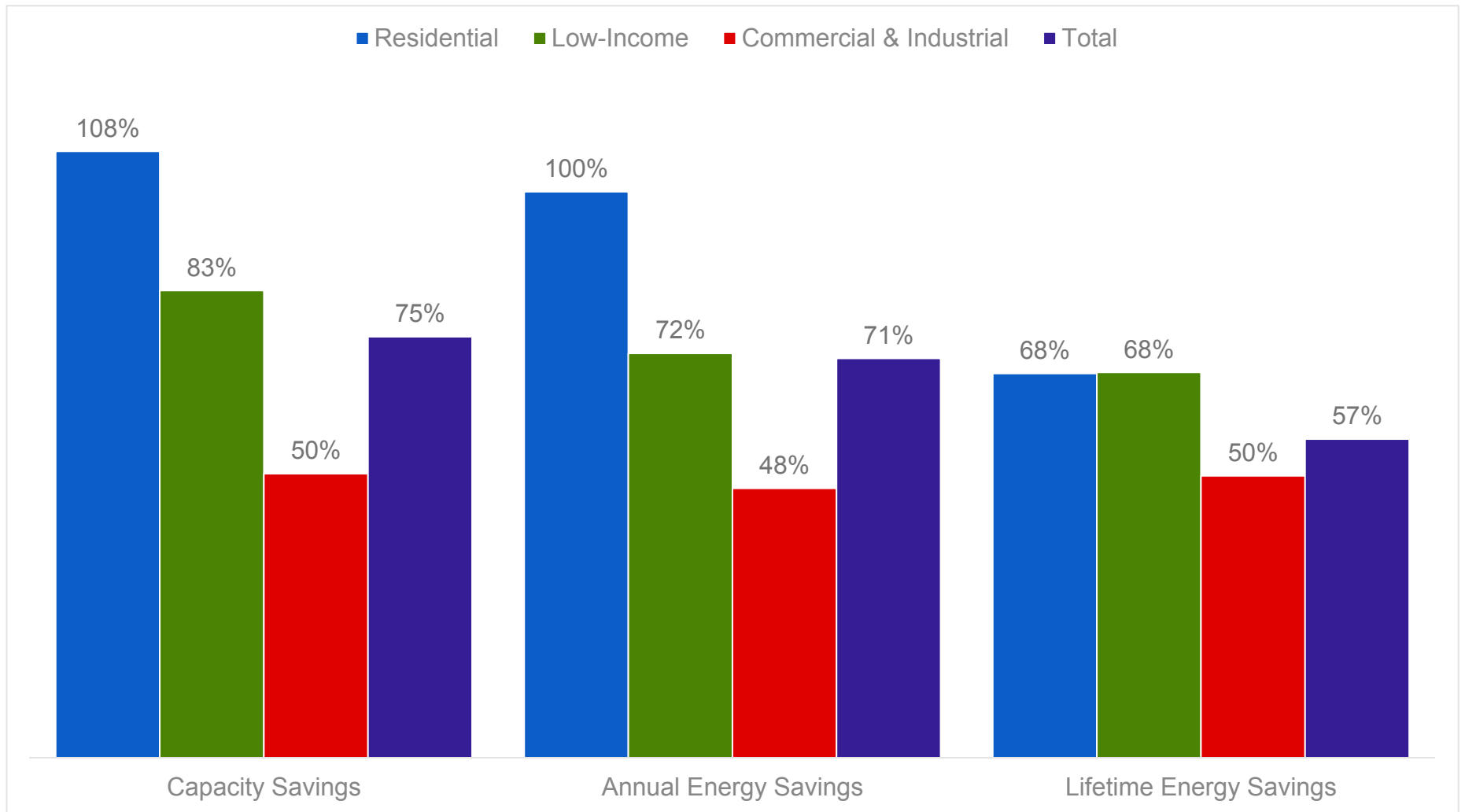


# **Q3 Electric Performance**

# Statewide Achievements as Percent of 2017 Planned Goal (9/12 Months, 75% of Plan Year)



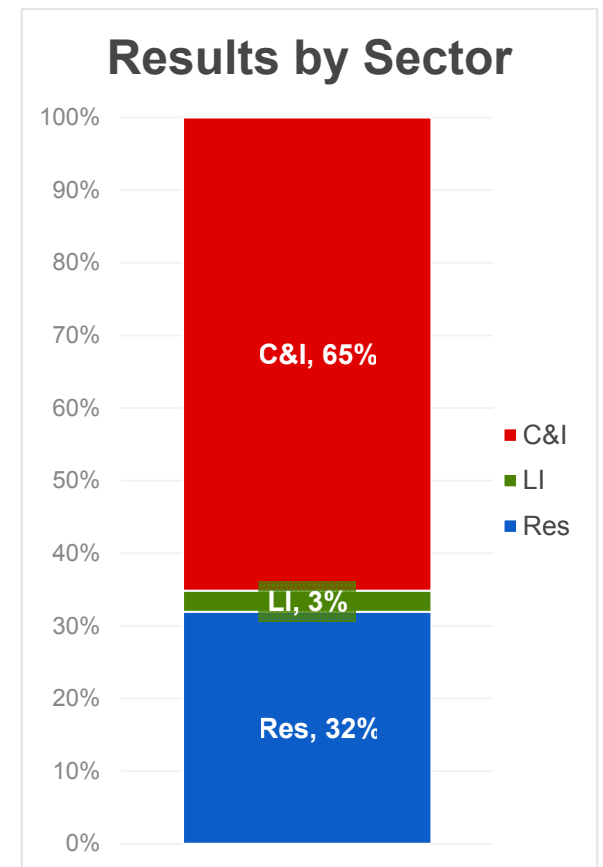
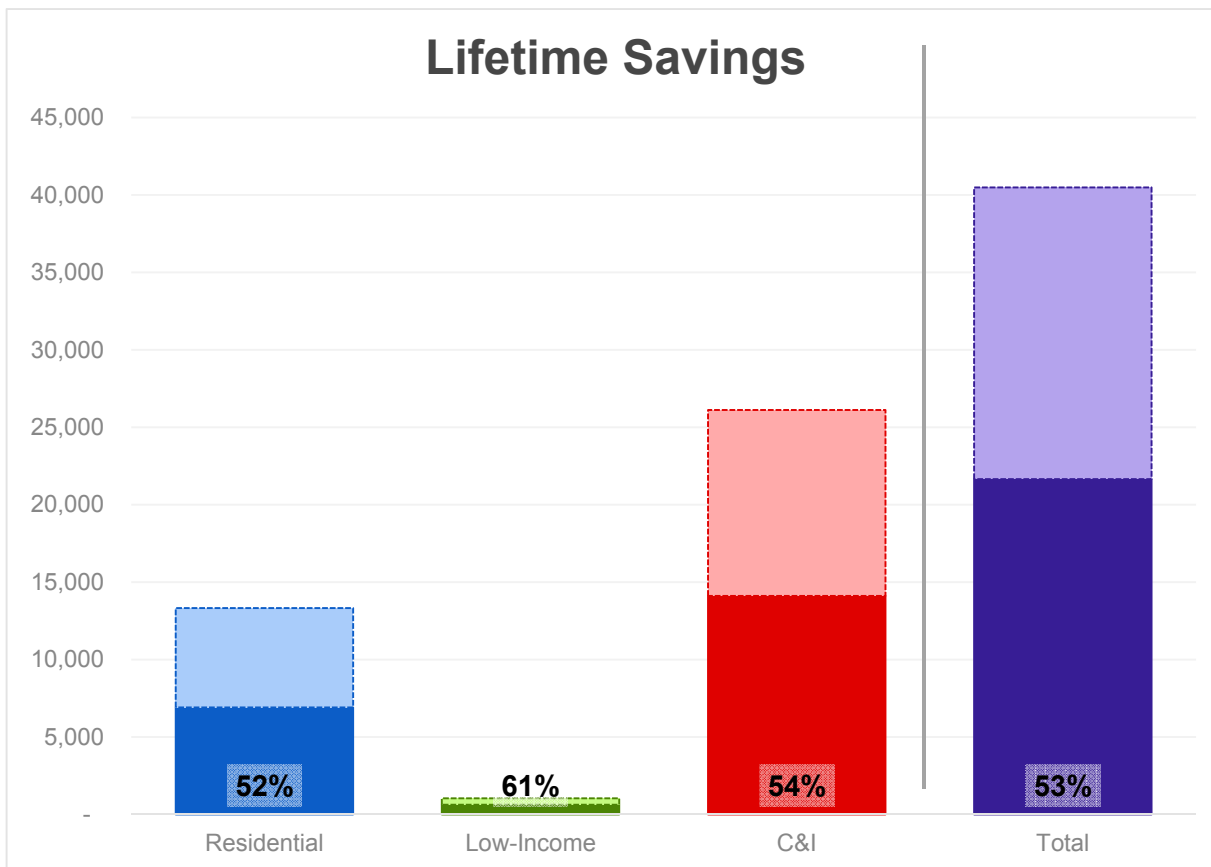
# Statewide Achievements as Percent of 2017 Planned Goal (9/12 Months, 75% of Plan Year)



# Electric Cumulative Lifetime Savings



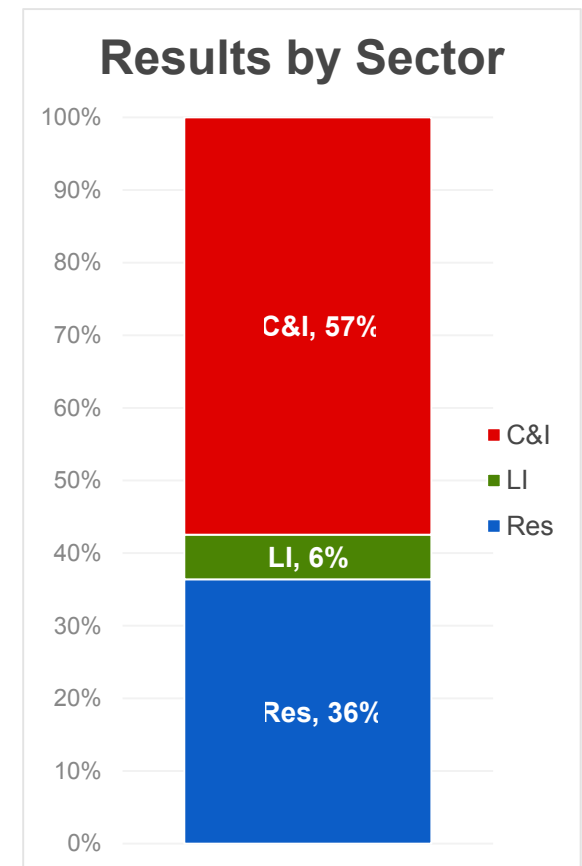
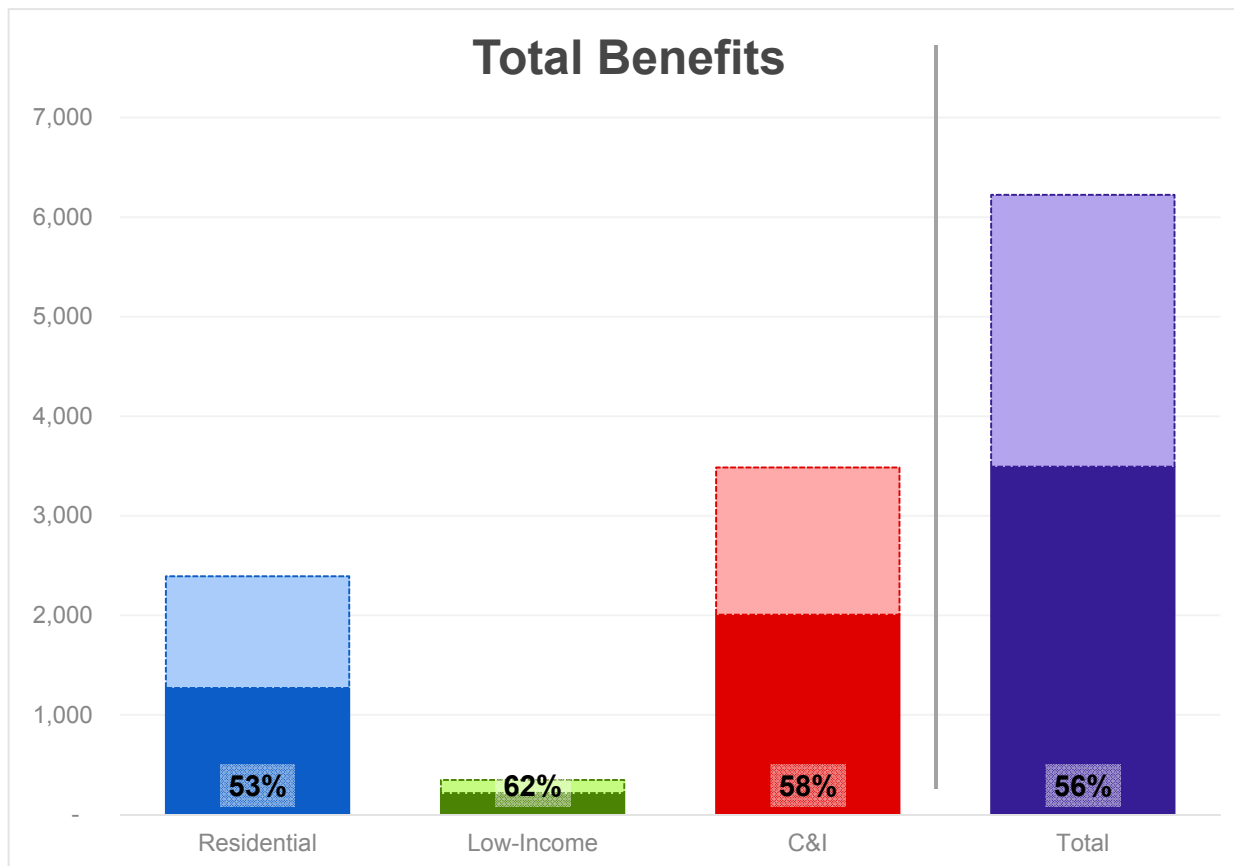
Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal  
(21/36 Months) 58% of Term



# Electric Cumulative Total Benefits



Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal  
(21/36 Months) 58% of Term





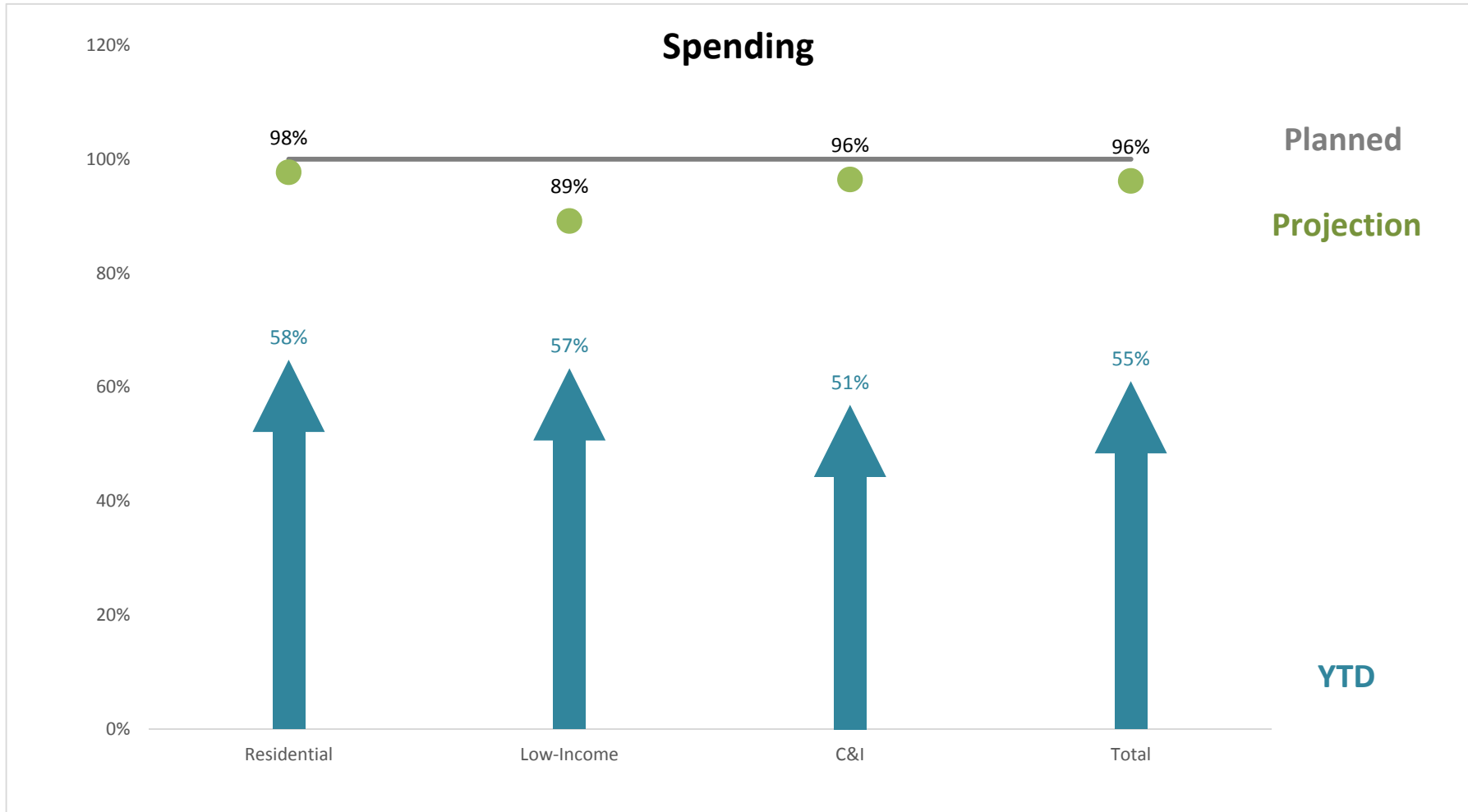
# Electric Forecasts



# Electric 2017 Year End Savings Forecasts



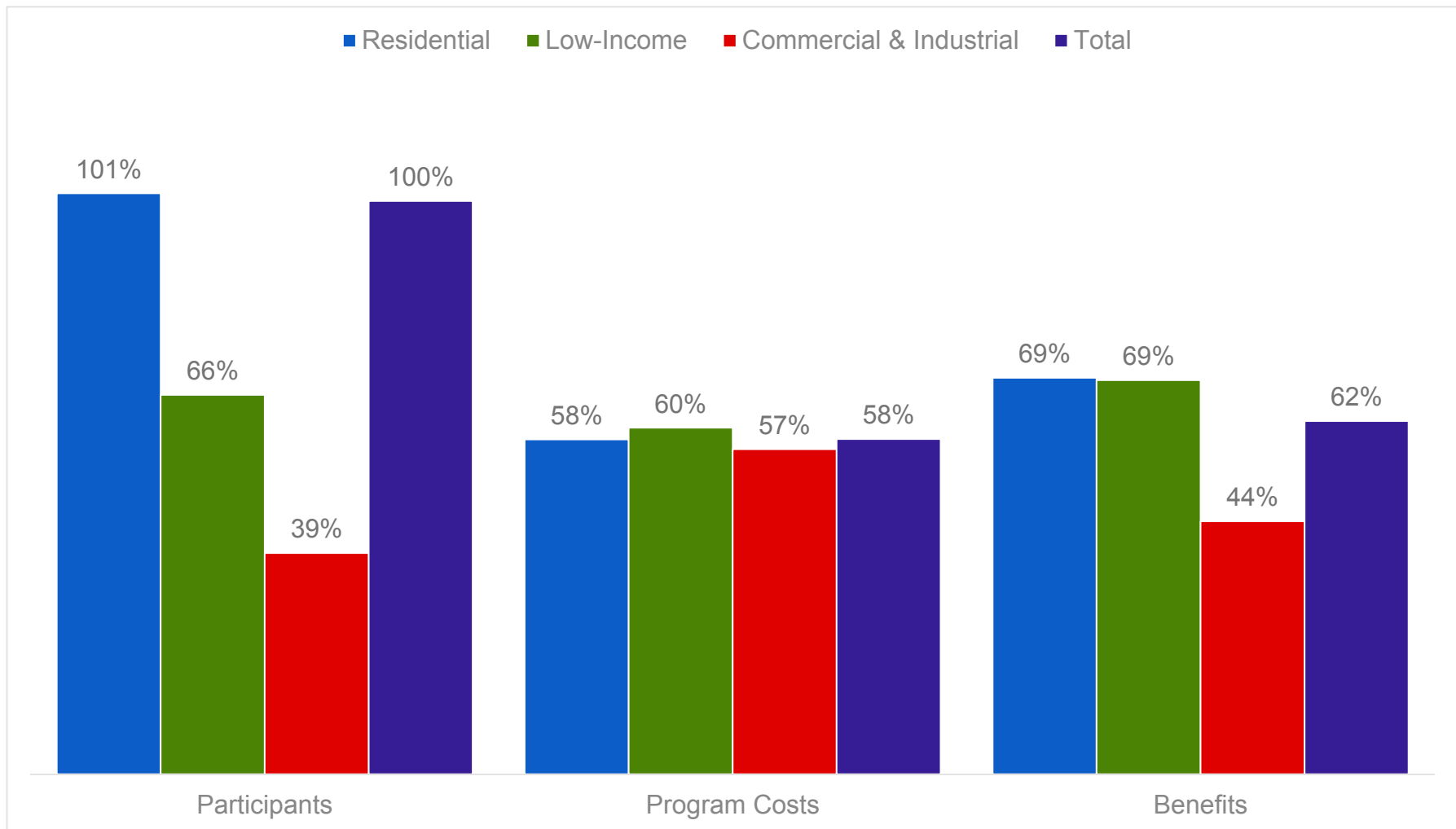
# Electric 2017 Year End Spending Forecasts



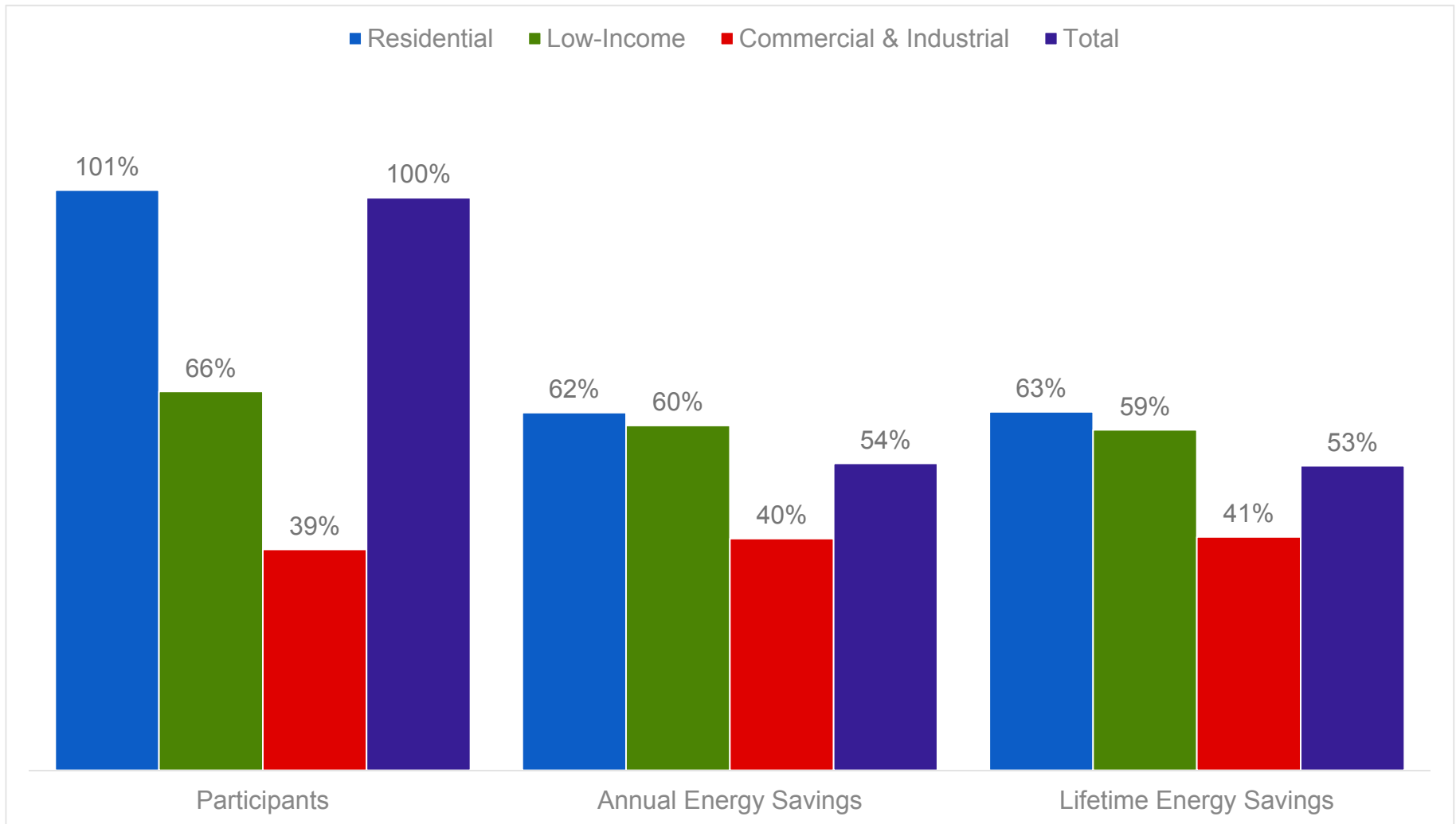


# Q3 Gas Performance

# Statewide Achievements as Percent of 2017 Planned Goal (9/12 Months, 75% of Plan Year)



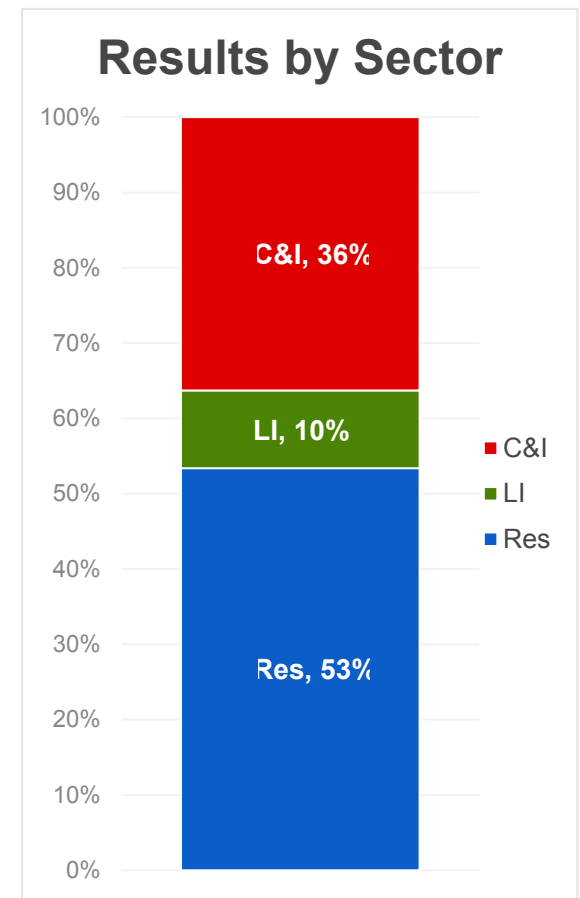
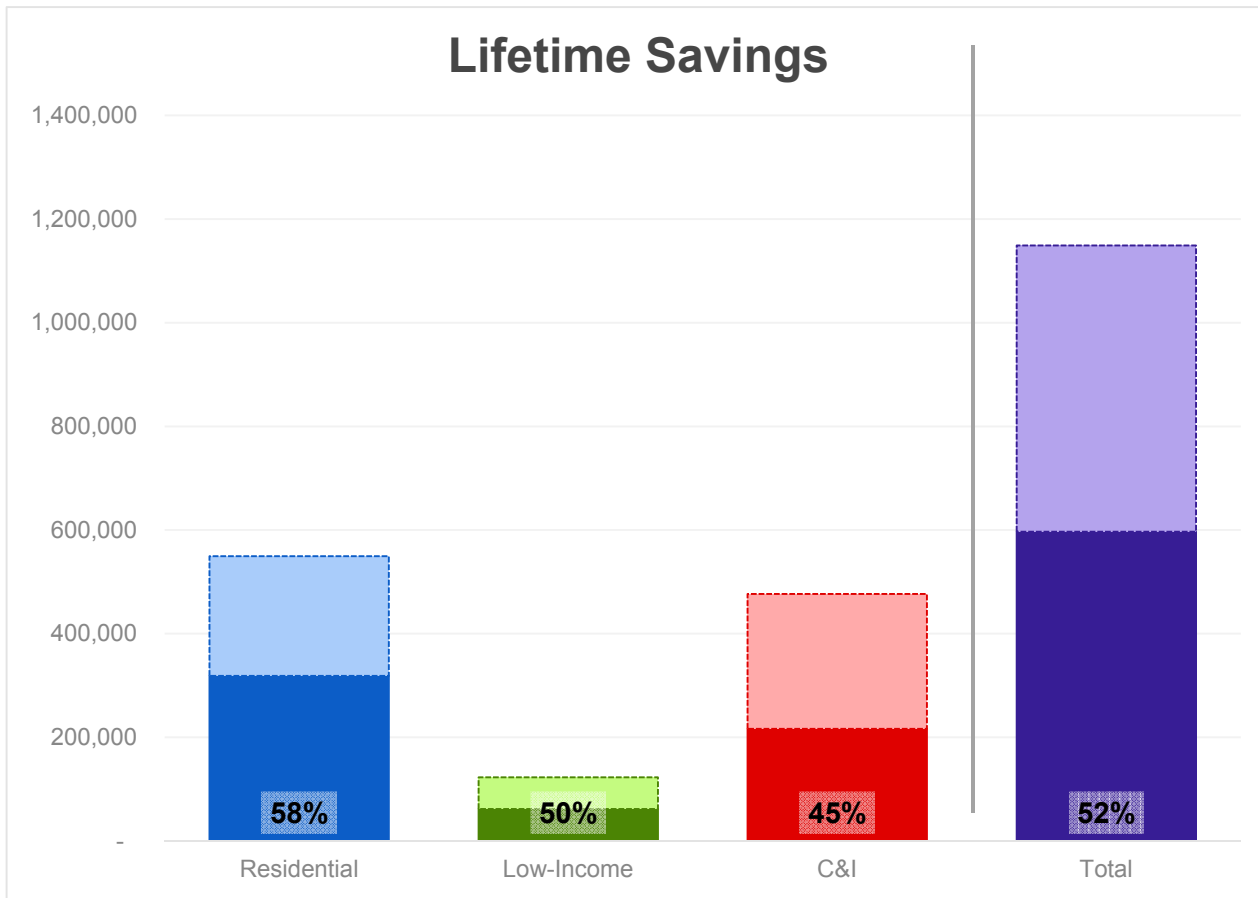
# Statewide Achievements as Percent of 2017 Planned Goal (9/12 Months, 75% of Plan Year)



# Gas Cumulative Lifetime Savings



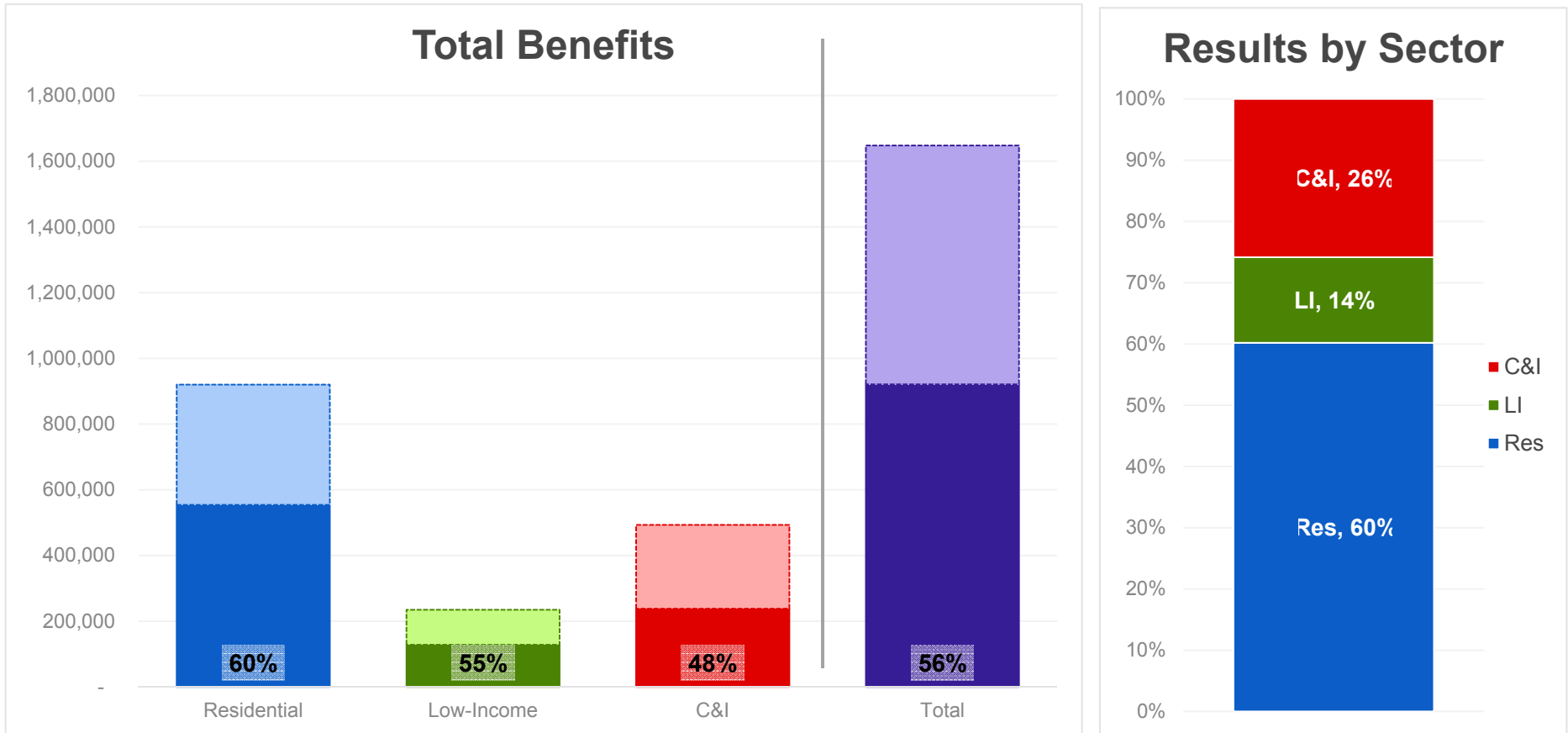
Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal  
(21/36 Months) 58% of Term



# Gas Cumulative Total Benefits



Cumulative Statewide Achievements as Percent of 2016-2018 Planned Goal  
(21/36 Months) 58% of Term



# Greenhouse Gas Reductions



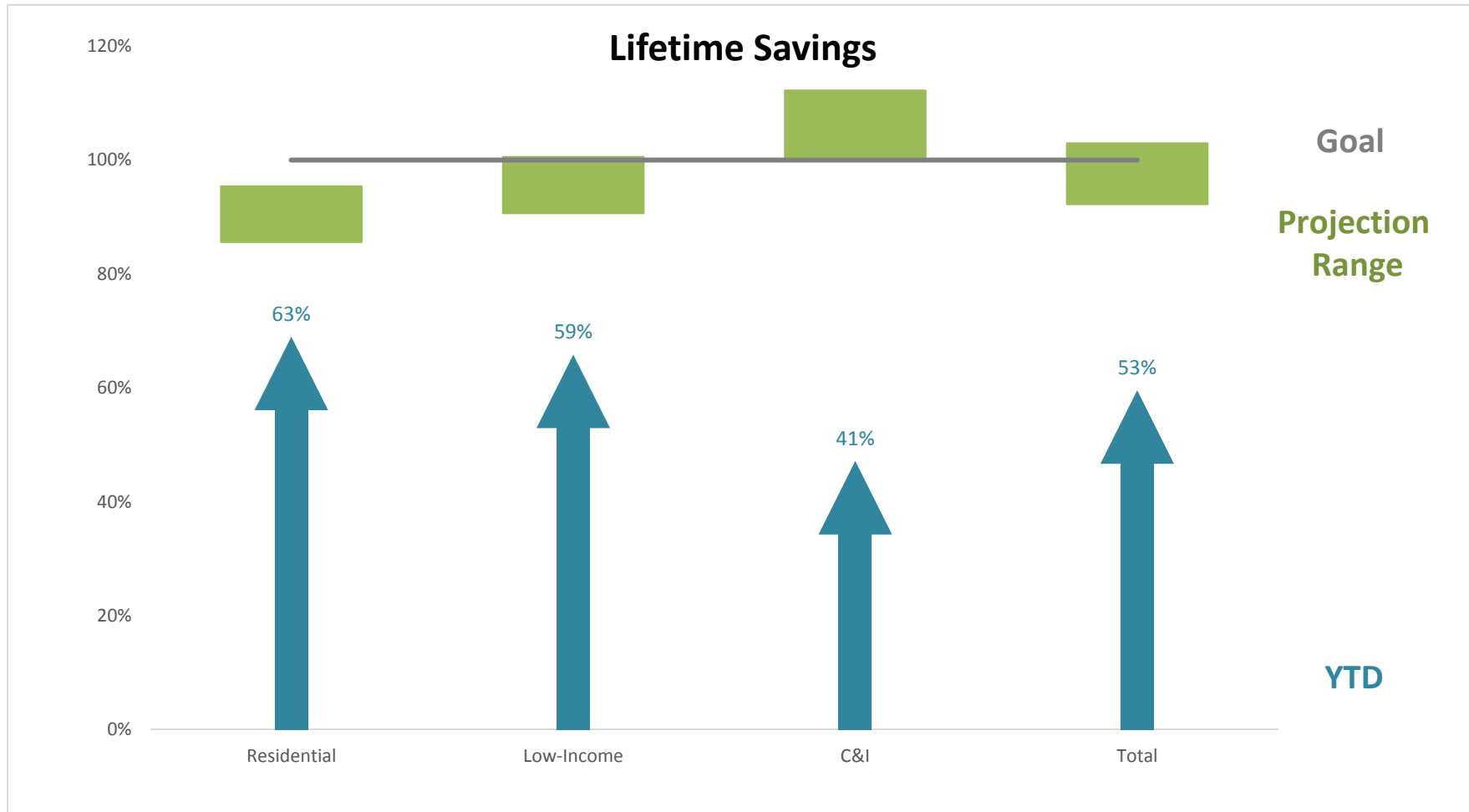
## Three-Year Cumulative Greenhouse Gas Emissions Reductions (January 1, 2016 through June 30, 2017) 21/36 months; 58% of term complete

Sector	Net Annual Energy (MWh)	Net Annual Natural Gas (Therms)	Net Annual Oil (MMBTU)	NOX	SO2	CO2
<b>2016-2018 Planned</b>	<b>4,151,386</b>	<b>58,446,676</b>	<b>567,471</b>	<b>838</b>	<b>407</b>	<b>2,165,214</b>
A - Residential	1,767,618	34,900,670	826,732	401	195	1,076,556
B - Low-Income	120,239	6,193,762	284,777	22	11	106,837
C - Commercial & Industrial	2,263,529	17,352,244	(544,038)	415	202	981,821
<b>Cumulative Plan-Term to Date (Q3 2017)</b>	<b>2,548,105</b>	<b>28,993,943</b>	<b>(215,742)</b>	<b>488</b>	<b>237</b>	<b>1,188,280</b>
A - Residential	1,266,250	16,230,275	36,116	263	128	633,684
B - Low-Income	75,501	3,162,453	124,950	14	7	58,426
C - Commercial & Industrial	1,206,355	9,601,215	(376,808)	212	103	496,170
<b>Cumulative Plan-Term to Date % of Planned</b>	<b>61%</b>	<b>50%</b>	<b>-38%</b>	<b>58%</b>	<b>58%</b>	<b>55%</b>
A - Residential	72%	47%	4%	66%	66%	59%
B - Low-Income	63%	51%	44%	63%	63%	55%
C - Commercial & Industrial	53%	55%	69%	51%	51%	51%

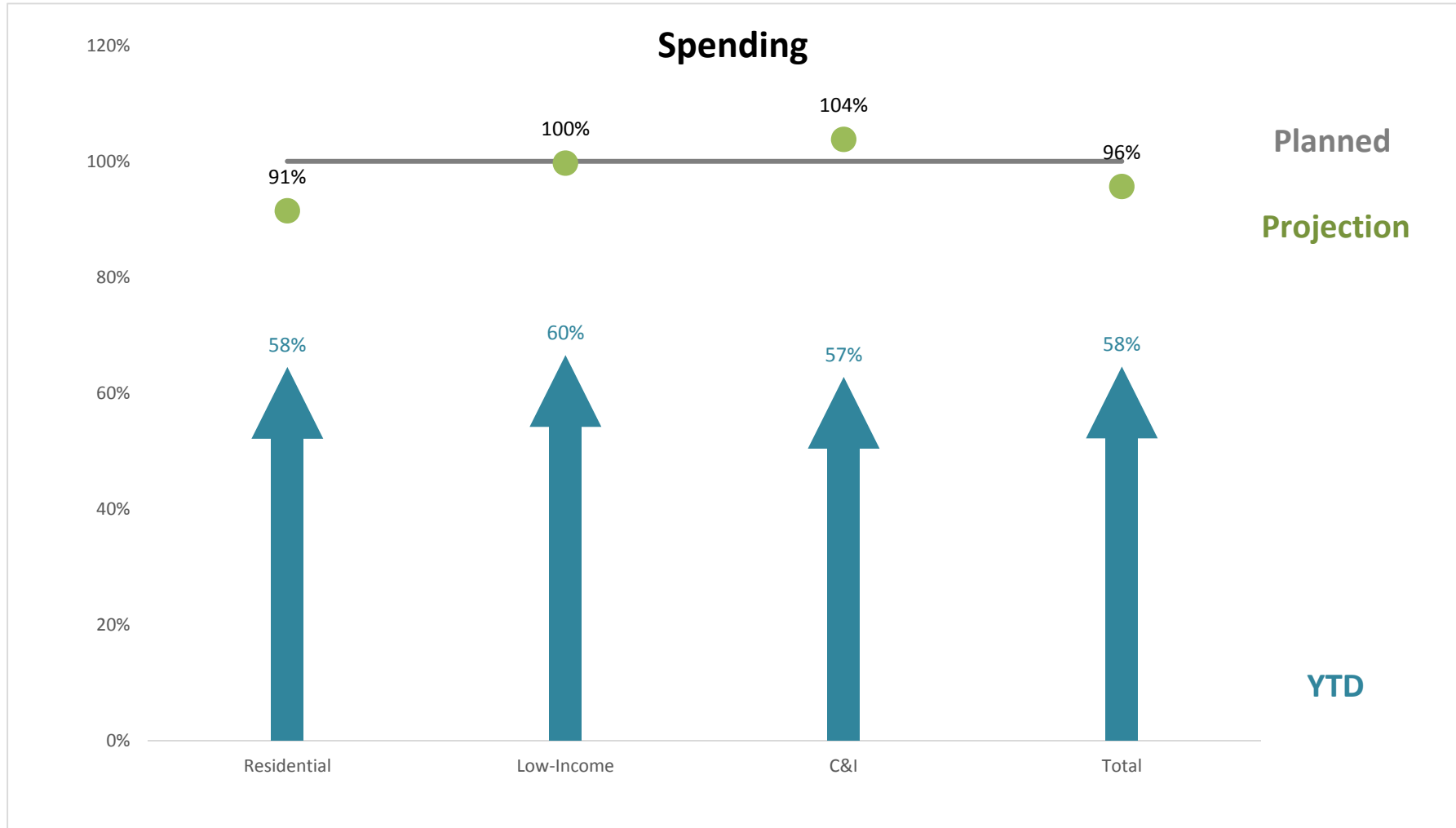


# Gas Forecasts

# Gas 2017 Year End Savings Forecasts



# Gas 2017 Year End Spending Forecasts



# Key EEAC Priority Updates from Q3

# Priority 1: 2016-2018 Plan



## **Priority 1: 2016-2018 Plan: Monitor progress and provide input into priority commitments and new program initiatives included in the 10-26-15 Council Resolution and the 2016-2018 Three-Year Plan.**

- PAs presented on small business offerings and turnkey delivery program models.
- PAs presented on their approach to capturing energy efficiency opportunities created during limited window of home renovation or addition, Integrated Community Grant Initiative, High Performance/Zero Energy Workshops, Appliance Standards & Technical Assistance, Mass Landlords Association Partnership among other exploratory projects.
- The Massachusetts Technology Assessment Committee (“MTAC”) approved Advanced Oxidation Secondary Pool-Water Disinfection.
- PAs provided data on moderate income and renter initiative KPIs in the Q3 report.

## Priority 2: 2019-2021 Planning



**Priority 2: 2019-2021 planning: Identify key factors affecting the programs' ability to maintain high goals and cost-efficient program delivery and explore possible impacts on the 2019-2021 Three Year Plan.**

- PA C&I teams held multi-day planning sessions with PAs from across the country for an exchange of best practices ideas, while residential teams engaged in 2019-2021 planning sessions.
- The residential PAs also kicked off Q3 with a full day off-site meeting focused on 2019- 2021 planning efforts. Additionally, the first 2019-2021 EEAC Residential Workshop was held on September 26.
- PAs presented on encouraging the transformation of the residential new construction market including implication of the updated User Defined Reference Home (UDRH) baseline.
- PAs and other stakeholders continued to be engaged in ongoing discussions about changes that will affect the 2019-2021 Plan.

## Priority 3: Equitable customer participation



### **Priority 3: Equitable customer participation: Ensure equal access to energy efficiency programs through enhanced delivery models.**

- PAs shared information on the multi-family retrofit initiatives including process maps and common measures installed.
- The PAs presented a case study on how a multi-family high rise building interacts with Mass Save.
- The PAs continue to monitor progress of the Renter and Moderate Income offers, and make adjustments as needed; PAs look forward to the final results of the current evaluation and any considerations and recommendations for modifications that would encourage increased customer participation.

## Priority 4: Data transparency



### **Priority 4: Data transparency: Advance transparency, availability and effectiveness of data and information to assess and improve energy efficiency programs.**

- PAs held a session walking through the MassSave.com redesign that focused on customers' interactions with the website.
- The PAs shared monthly data dashboard presentations and reports to the EEAC along with second quarter data and a related presentation.
- The enhancements to MassSaveData.com were discussed in a presentation to the EEAC. New Time Series now allows user to look at quarterly or annual data over time, HEAT Loan data is now available on MSD, and geographic data can be viewed in a map or table.



# Priority 5: Integrated Approach to Demand Side Management



**Priority 5: Identify opportunities for advancing an integrated approach to demand side management for the 2019-2021 Plan, including peak load reduction, integration of distributed resources and planning in a manner that decreases costs, increases resilience and reliability, supports innovation, and improves both the environment and the economy.**

- The PAs continue to implement their Demand Response Demonstration Projects, and have been working with various demand response consultants, equipment vendors, installers, and other vendors.
- Passive demand reductions through normal energy efficiency measures achieved 144,195 KW of summer capacity demand savings across the electric portfolio through August 2017 for calendar year 2017. Passive demand reduction occurs every day after installation of energy efficiency equipment, depending on load shape, and does not require customers take additional actions as in peak shaving Demand Response Demonstration Projects.

# Thank you

