



# 2018 YTD Performance & Year-End/Term Forecast

Presentation by the PAs to the EEAC

December 19, 2018



BLACKSTONE  
GAS COMPANY



Columbia Gas

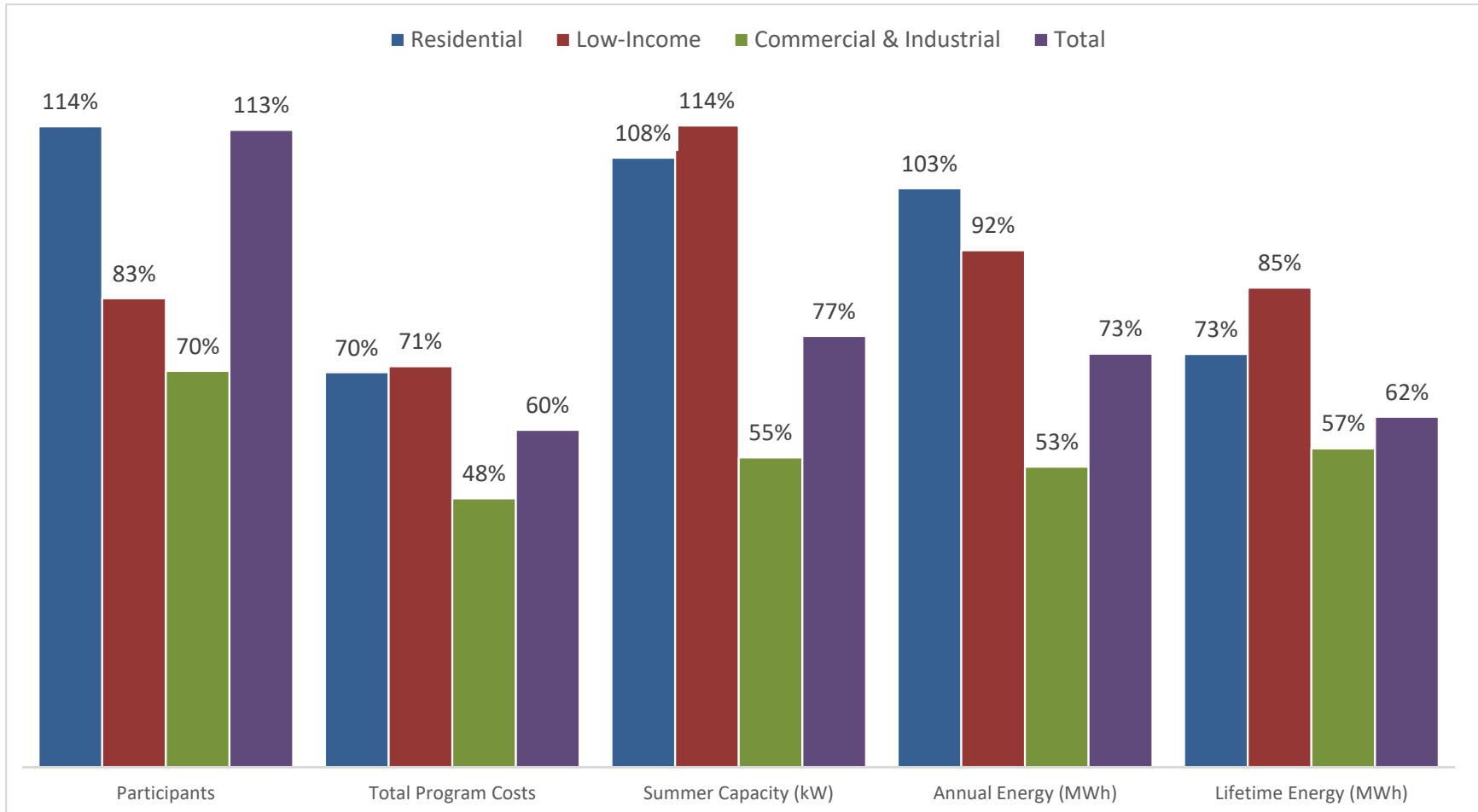
EVERSOURCE

Liberty Utilities

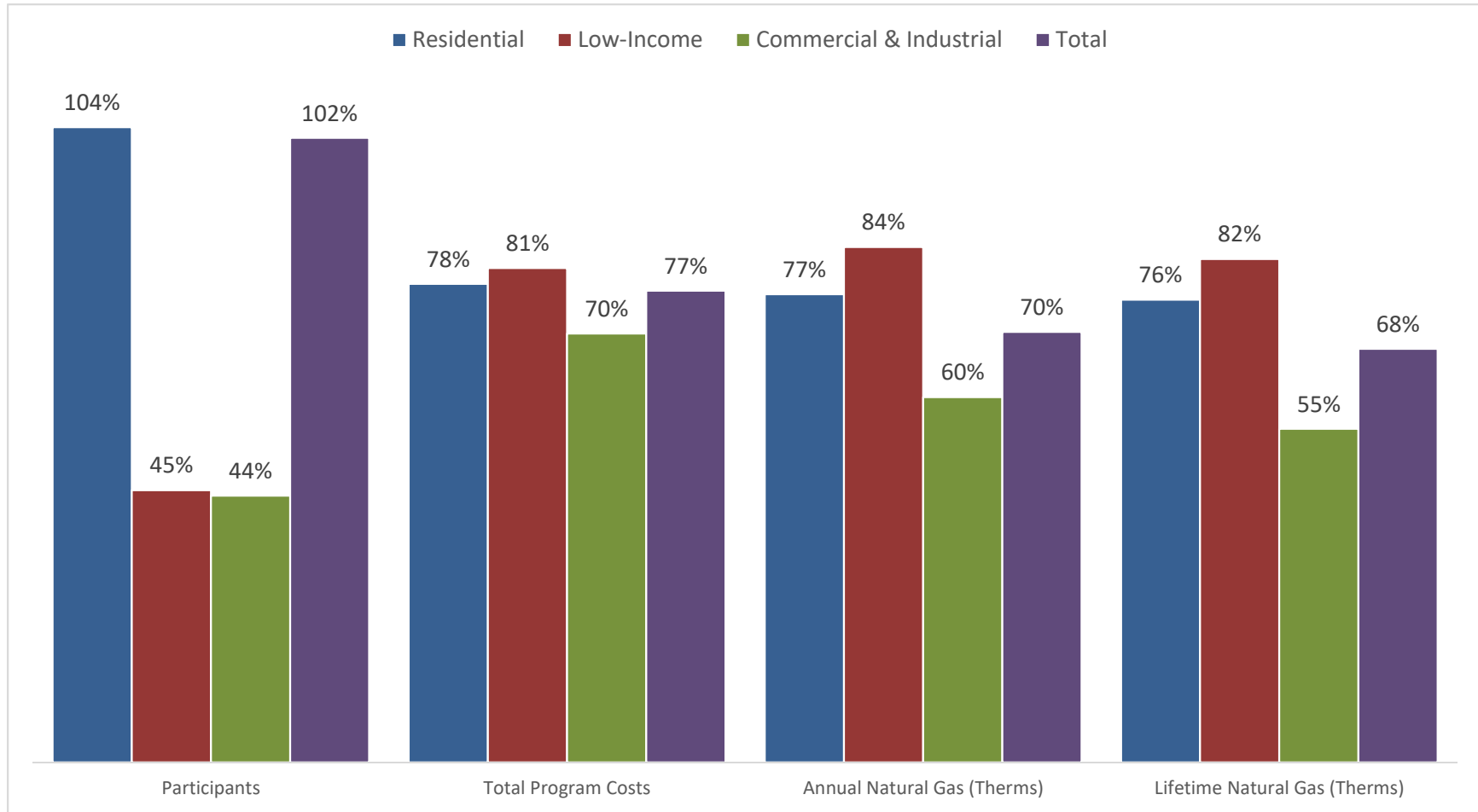
nationalgrid

Unitil  
energy for life

# 2018 October Dashboard – Electric YTD Results



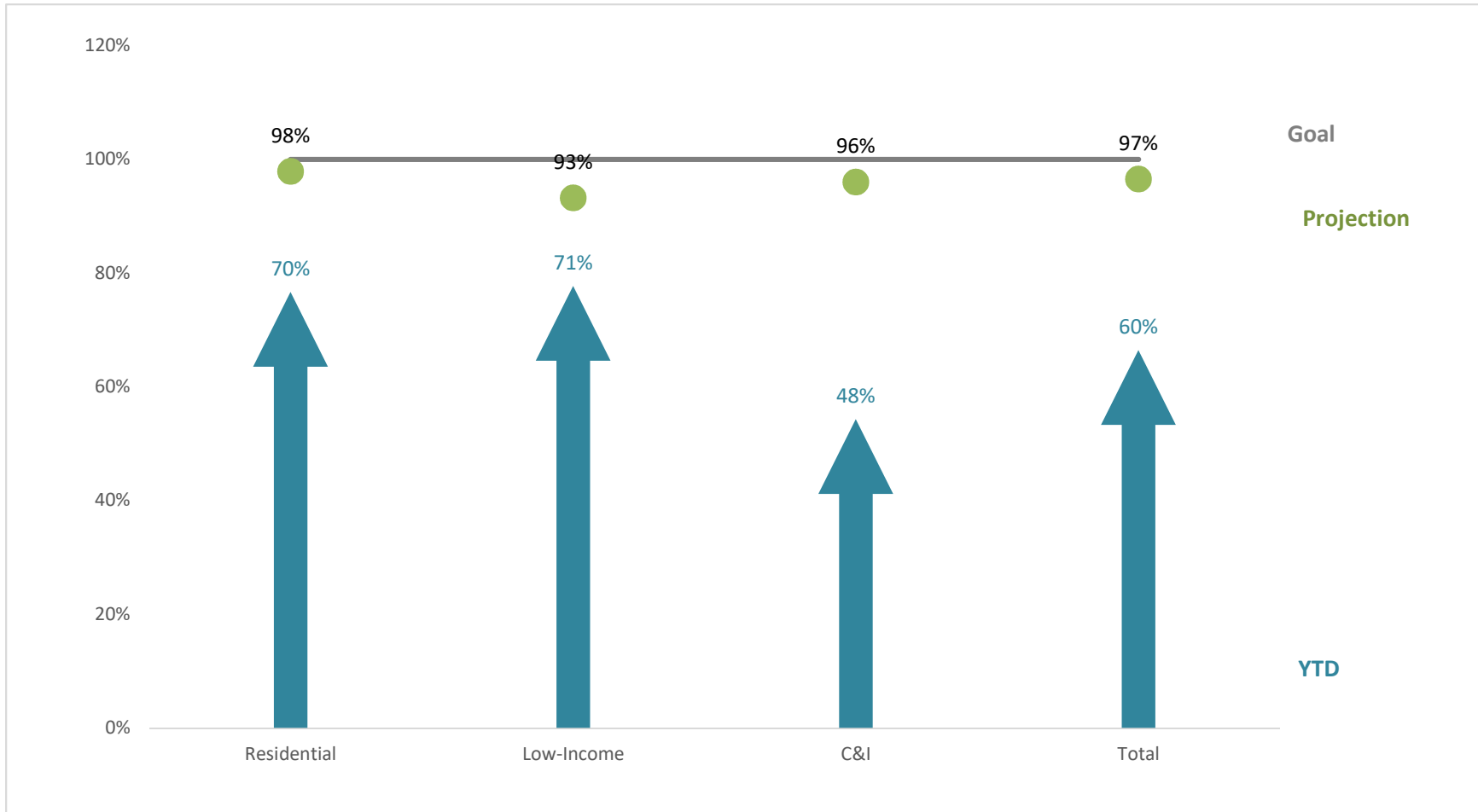
# 2018 October Dashboard – Gas YTD Results



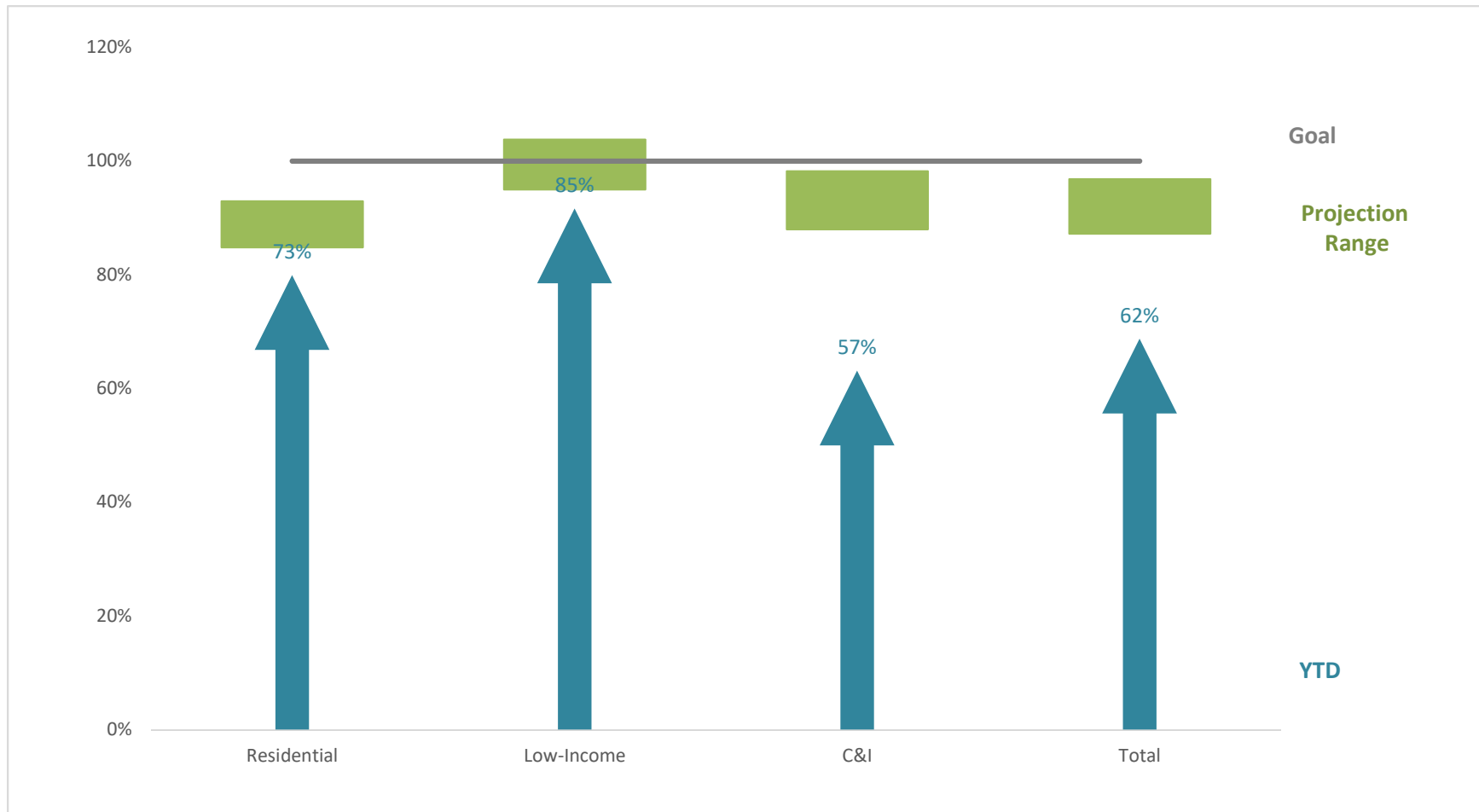


# Annual Forecasts

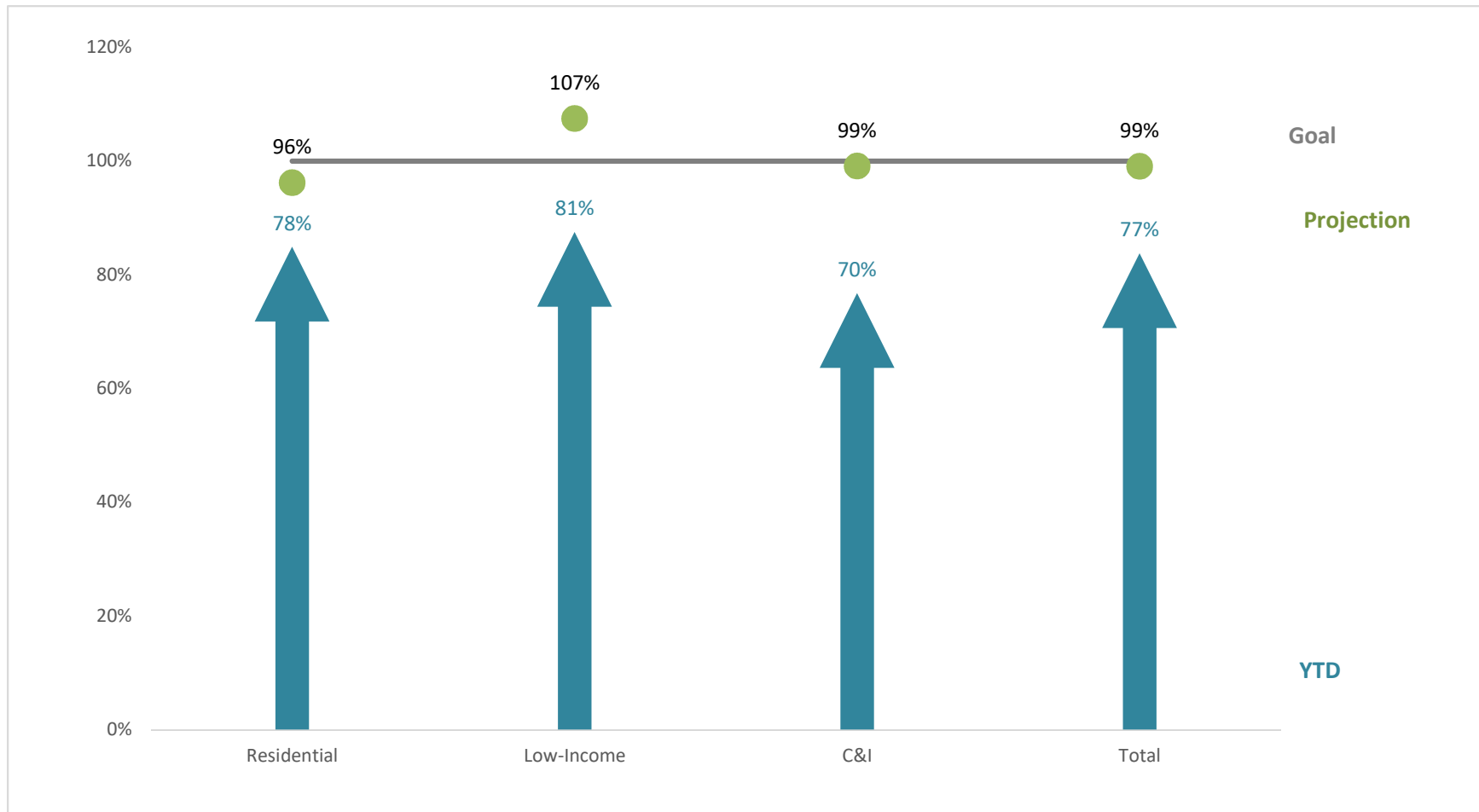
# 2018 Forecasted Electric Spending



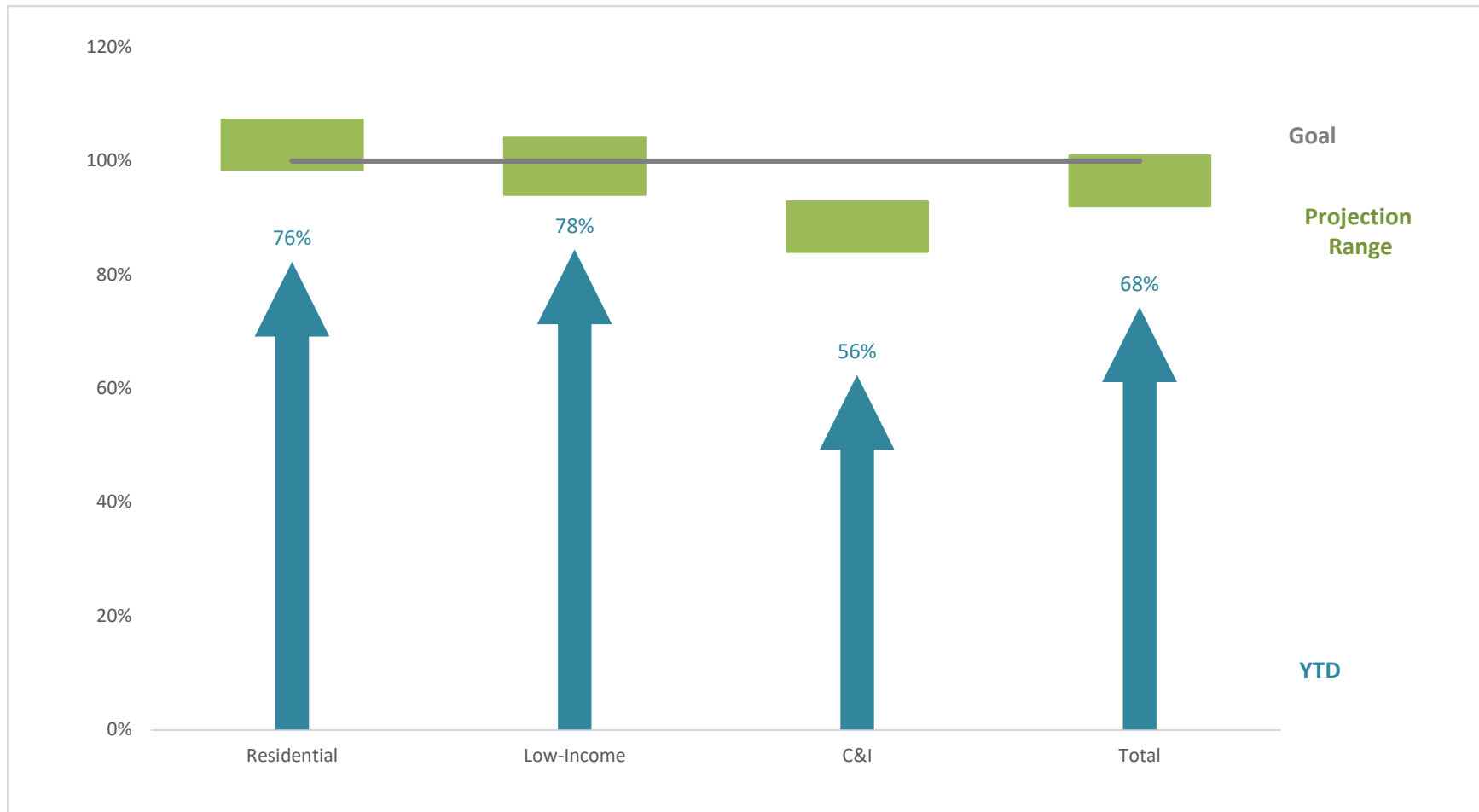
# 2018 Forecasted Lifetime Mwh



# 2018 Forecasted Gas Spending



# 2018 Forecasted Lifetime Therms





# High Level 2018 Results



- High annual MWh performance due to lighting push
- Lower than planned lifetime MWh due to multiple evaluation results
- Lifetime therms trending above goal
- Spending slightly below planned for both electric and gas

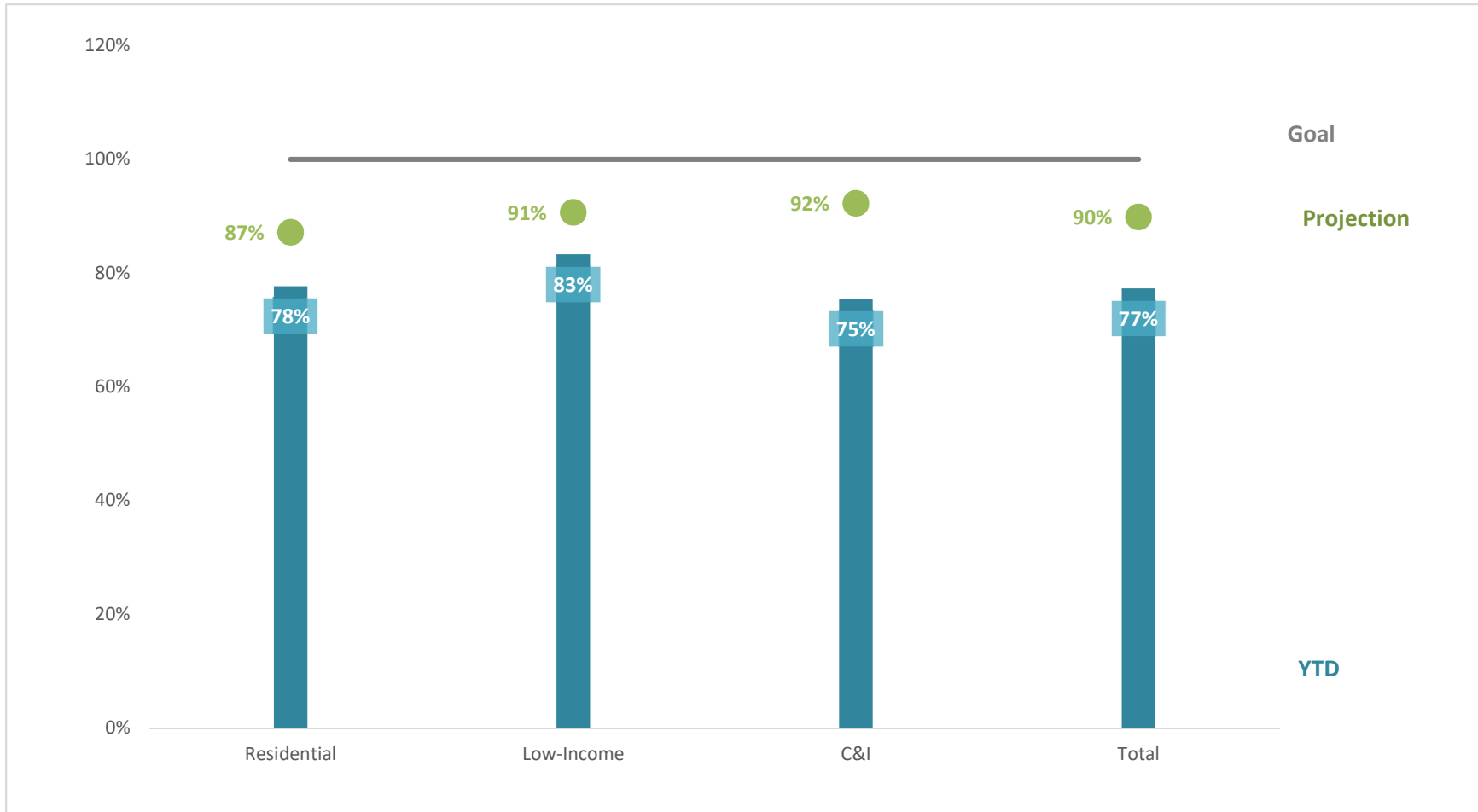
# Term Forecasts

# Term Goals

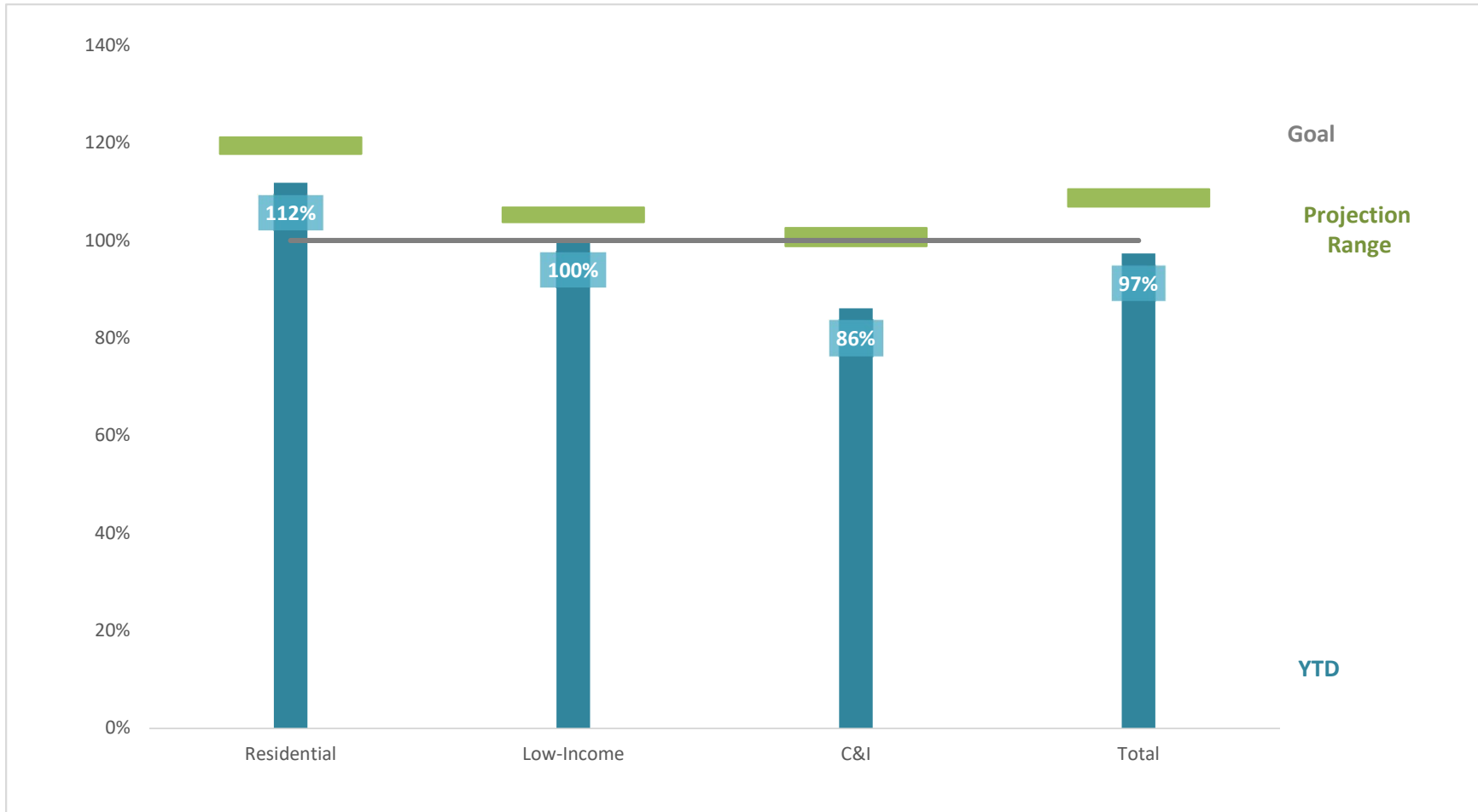


- Highest-ever goals nationwide
  - 2.94% of Sales Electric
  - 1.24% of Sales Gas
- Cost to Achieve well below the cost of energy, creating substantial value to ratepayers

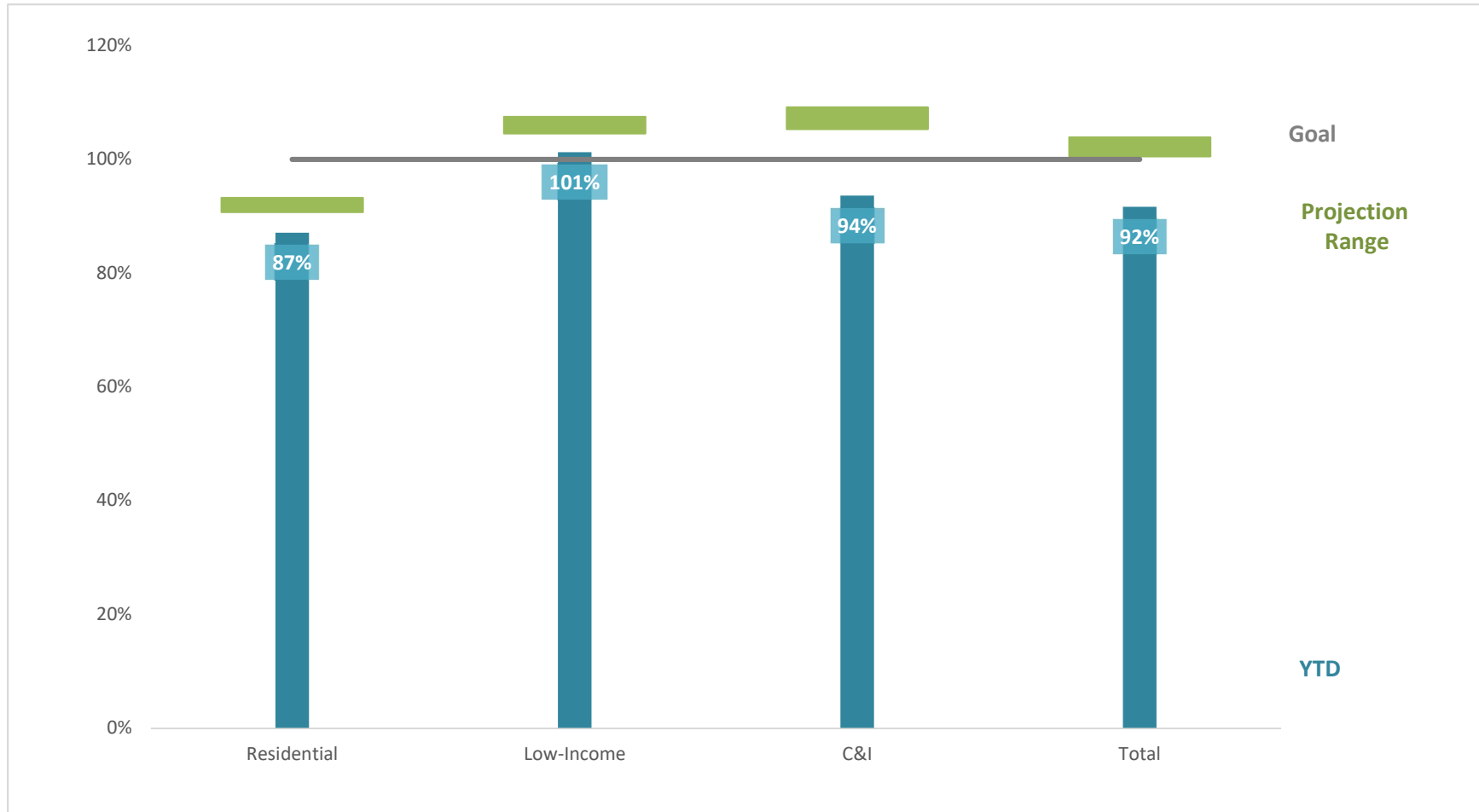
# Electric Term Spending



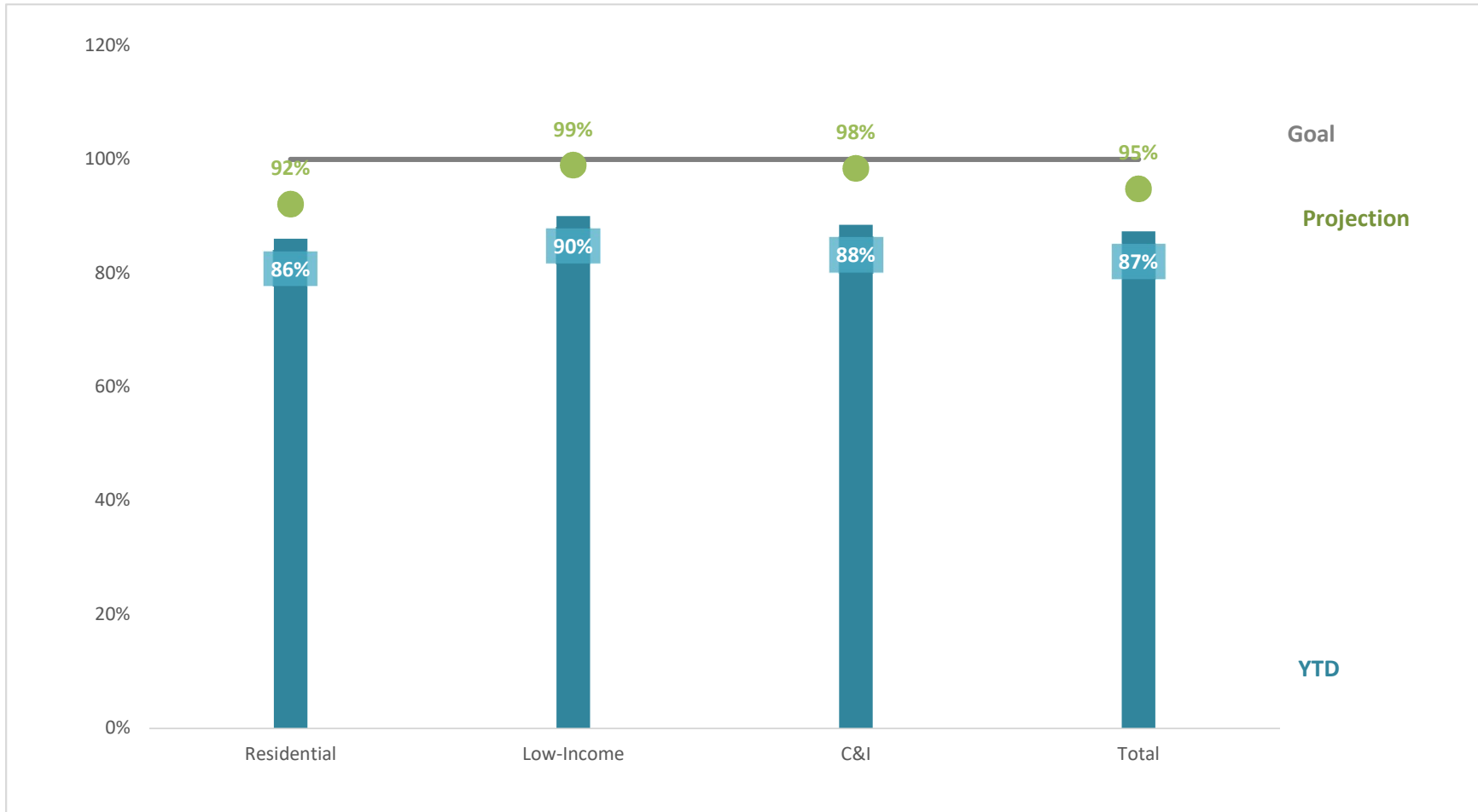
# Electric Annual Savings



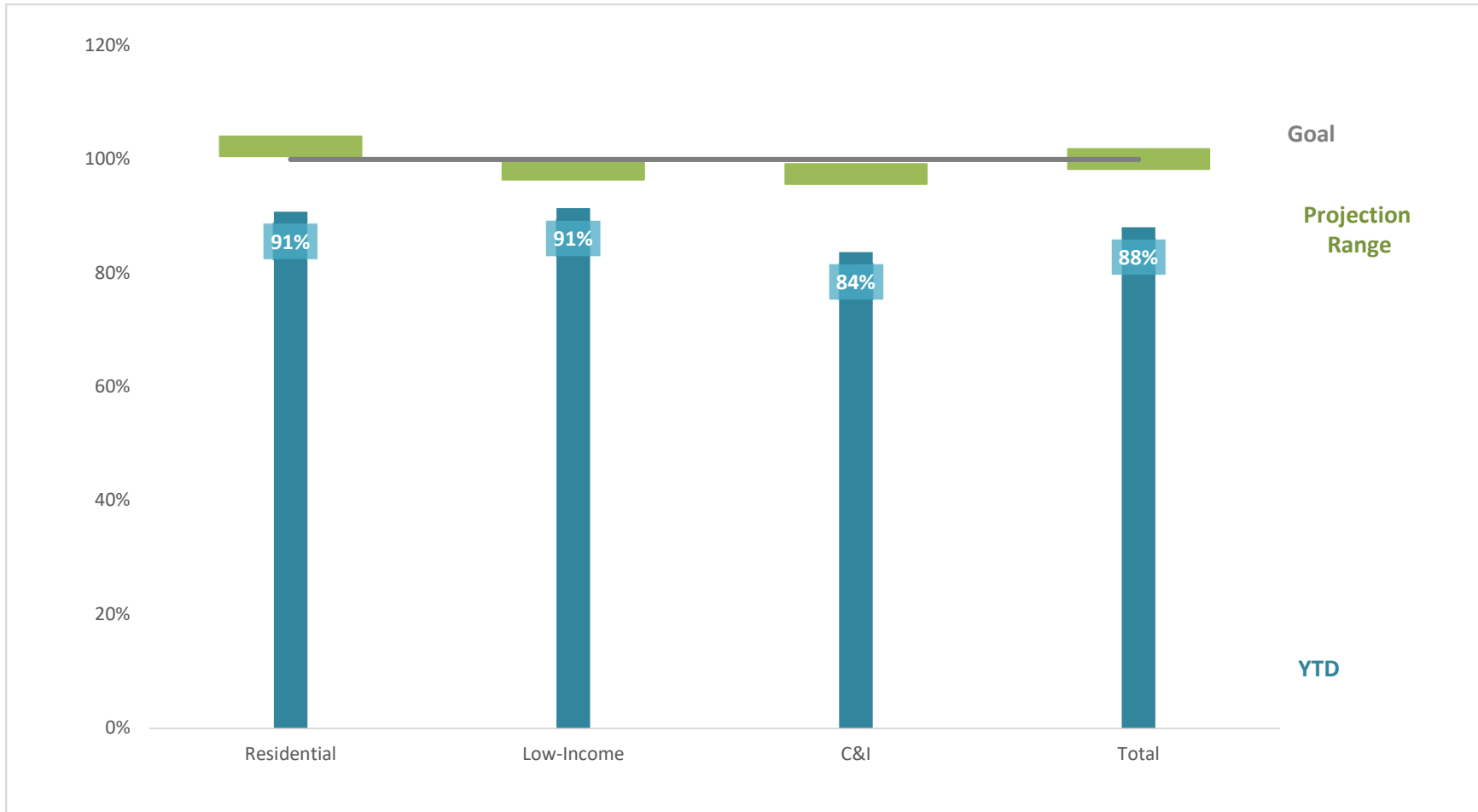
# Electric Lifetime Savings



# Gas Term Spending

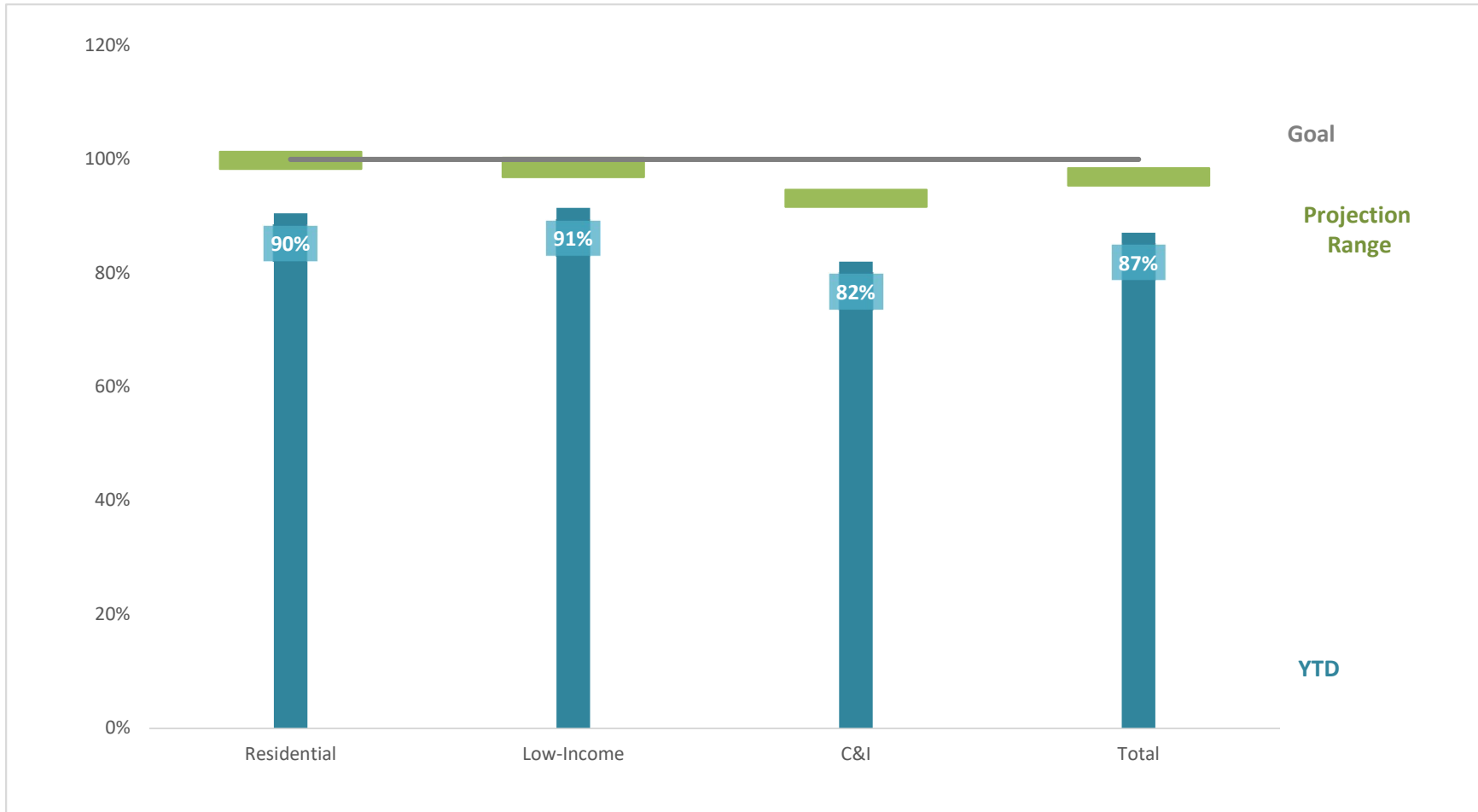


# Gas Annual Savings





# Gas Lifetime Savings



# Term Outlook



- Strong electric performance on both annual MWh and lifetime MWh
  - Seeing downward trend in electric savings due to evaluation results (especially lighting), previous success and market penetration, and resulting decreases in claimable savings opportunities
- Annual therms trending above goal, lifetime therms just a shade below (large projects could push above 100%)
- Efficient spending for the ratepayers