



# Second Quarter 2019 YTD Performance

Presentation by the PAs to the EEAC

August 21, 2019



BLACKSTONE  
GAS COMPANY



Columbia Gas

EVERSOURCE



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# Quarterly Report Format



- The Q2 quarterly report includes:
  - Updates on the Detailed 2019 Council Priorities
  - Program Highlights
  - MTAC Update
  - Evaluation Highlights – streamlined to be more user-friendly
  - Regulatory Update
  - Columbia Gas – Greater Lawrence Update
  - Case Studies – TD Garden, residential customer (English and Spanish)
  - 2019-2021 Reporting Data: Key Performance Indicators
  - 2019-2021 Reporting Data: Biannual data from Term Sheet
  - Quarterly Report Data Tables

# 2019 Comparison to 2017 and 2018 Q2 YTD



## Electric

	2017		2018		2019	
Lifetime MWh	5,199,270	39%	4,722,616	33%	3,021,483	28%
Annual MWh	636,838	46%	576,848	42%	389,567	34%
Spending	\$222.6M	36%	\$212.8	33%	\$230.4M	36%
Benefits	\$816.9M	40%	\$759.6M	36%	\$659.3M	30%

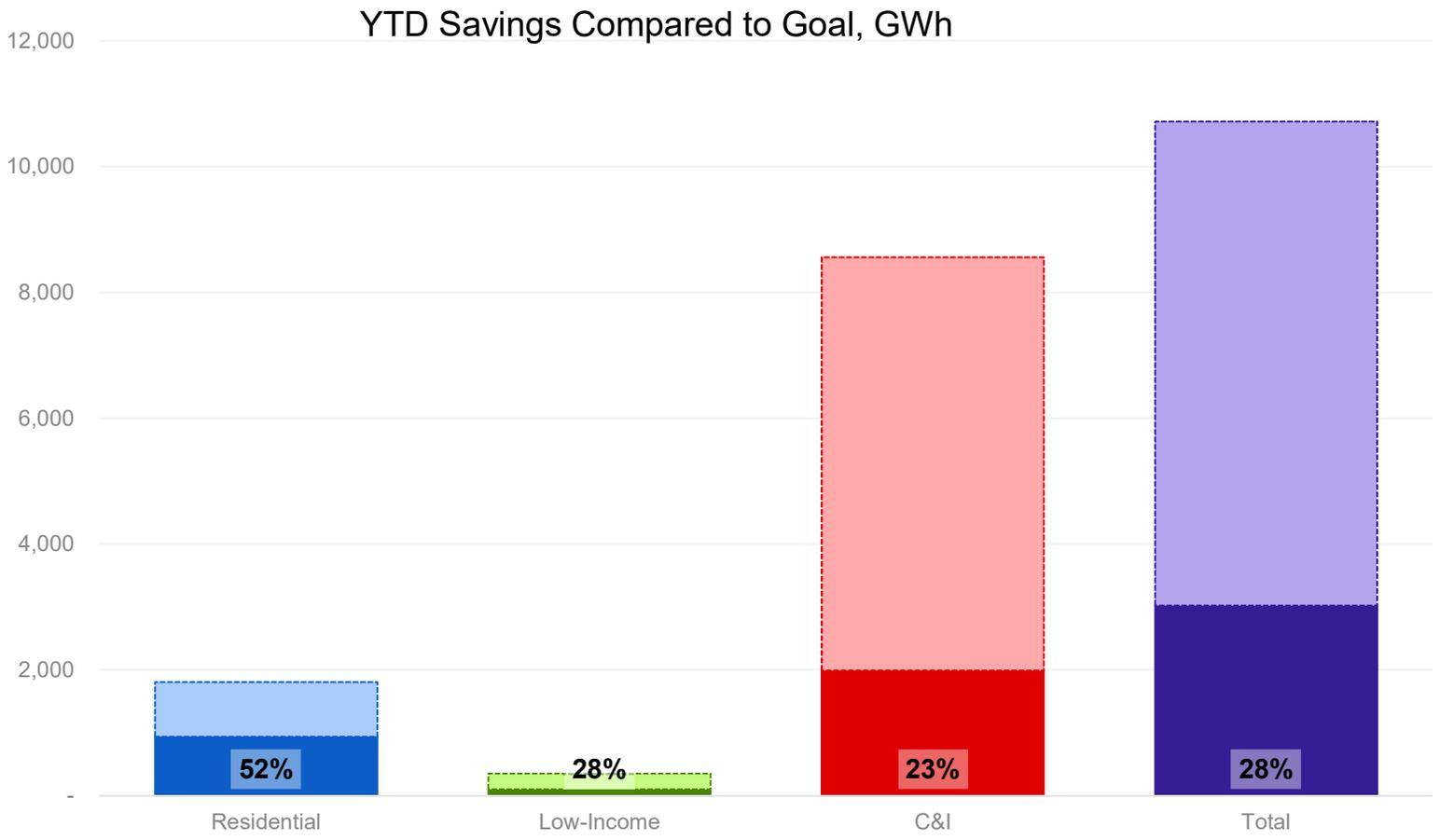
## Gas

	2017		2018		2019	
Lifetime therms	132,348,909	35%	141,016,213	36%	155,612,269	38%
Annual therms	11,085,975	39%	12,255,260	42%	14,195,045	45%
Spending	\$80.8M	36%	\$98.6M	43%	\$106.7M	41%
Benefits	\$214.3M	39%	\$221.3M	40%	\$293.5M	39%

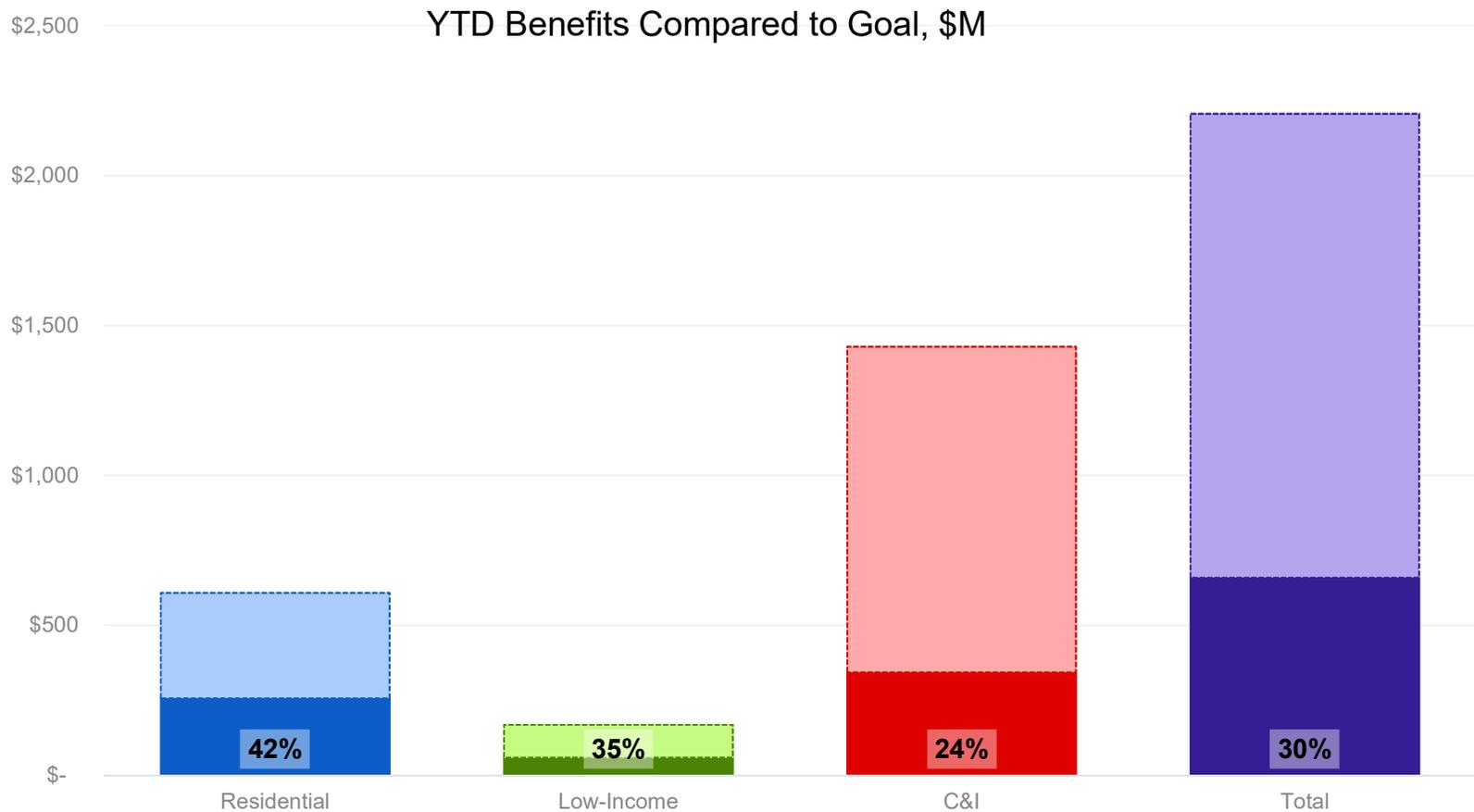


# Q2 Electric Performance

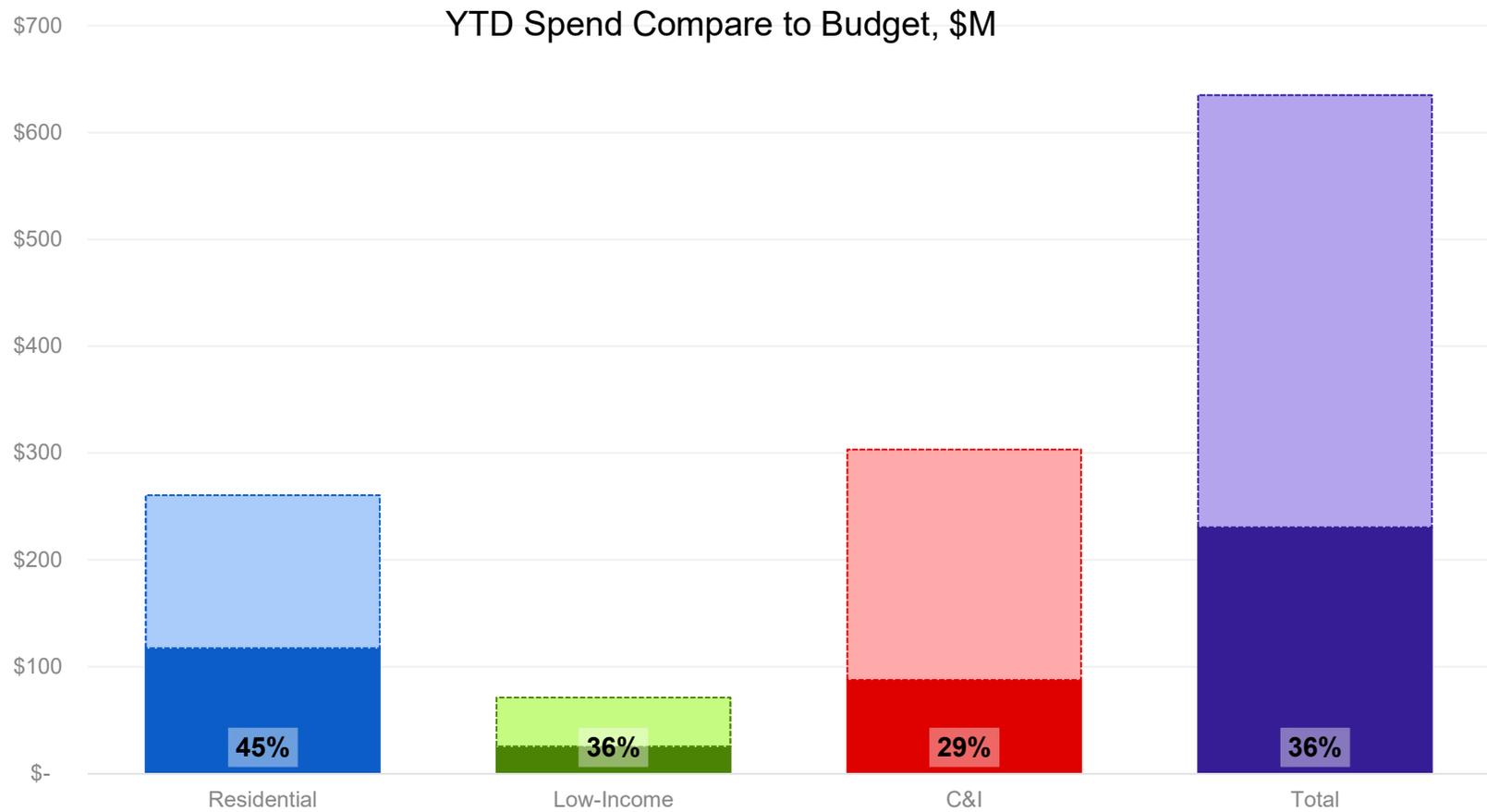
# Electric Lifetime Savings by Sector



# Electric Total Benefits by Sector



# Electric Total Spend by Sector



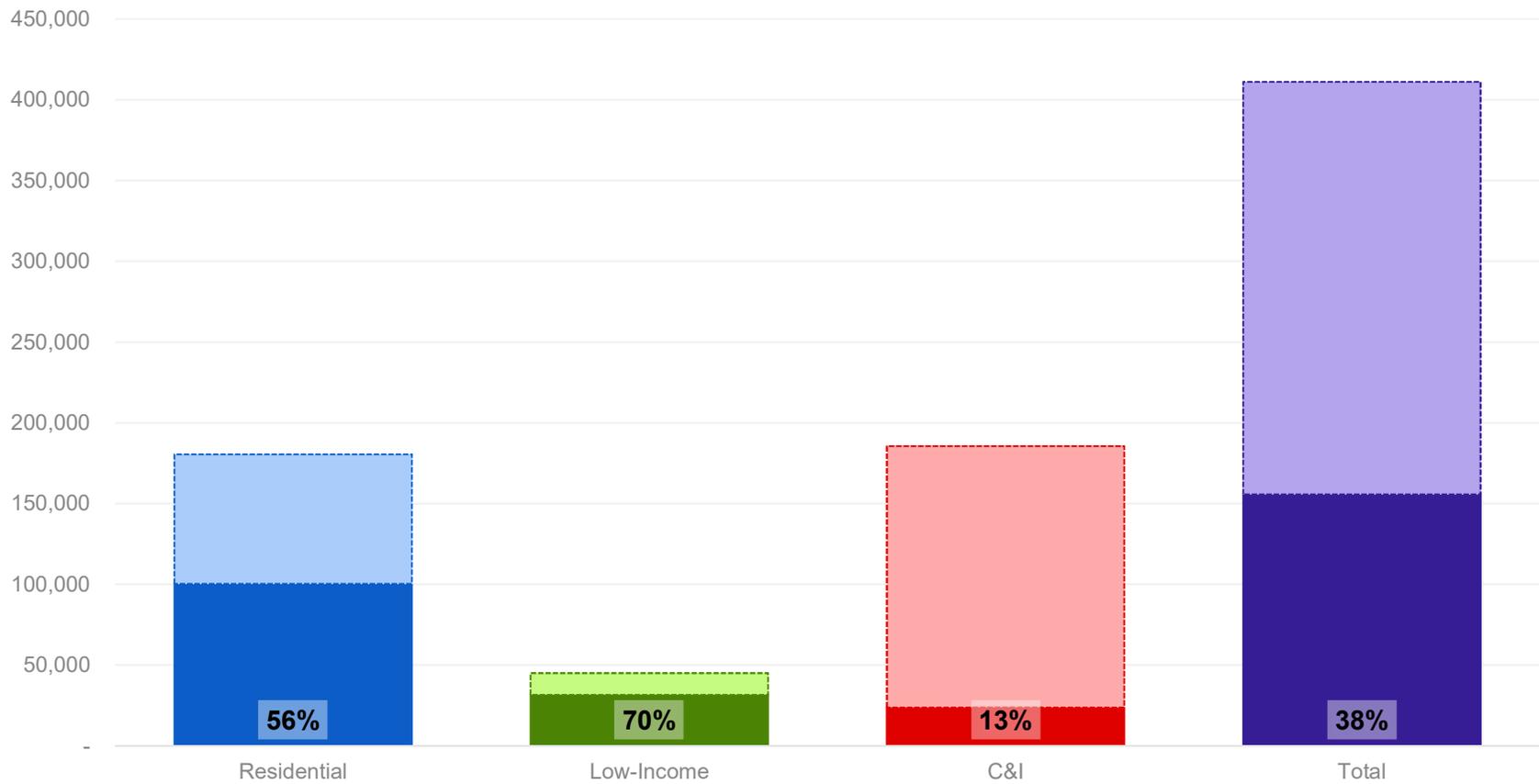


# Q2 Gas Performance

# Gas Lifetime Savings by Sector



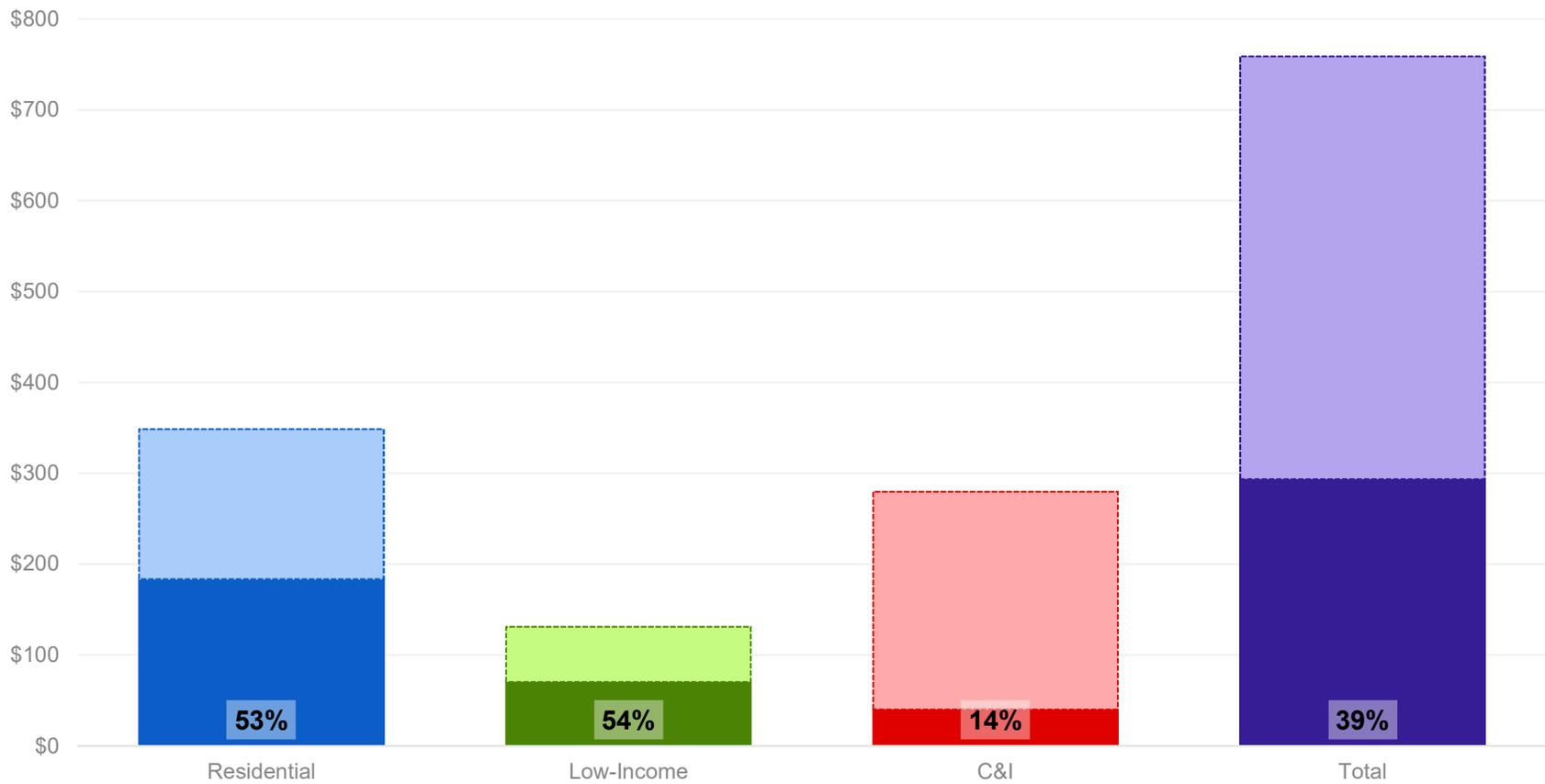
YTD Lifetime Savings Compared to Goal, Thousand Therms



# Gas Total Benefits by Sector



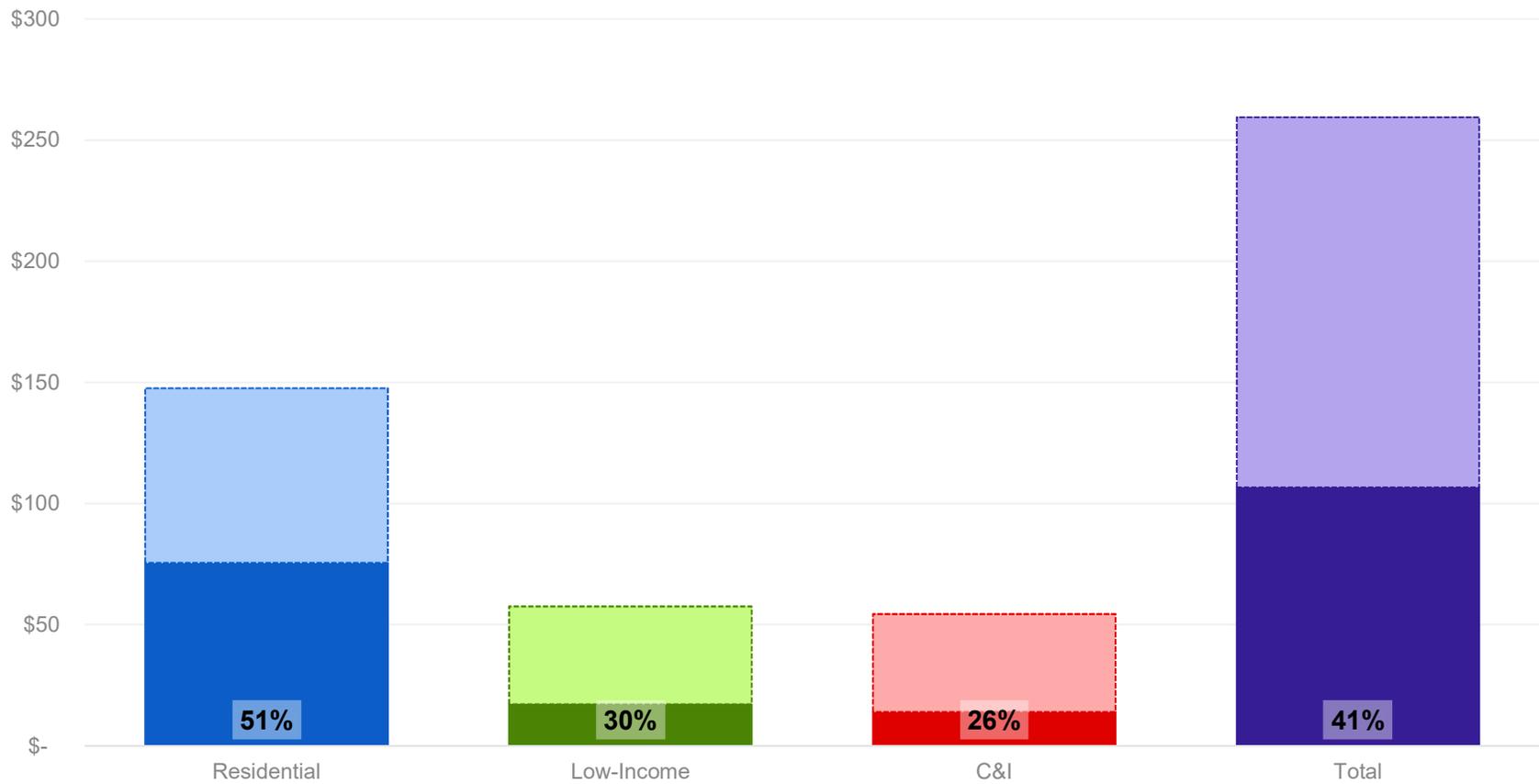
YTD Benefits Compared to Goal, \$M



# Gas Total Spend by Sector



YTD Spend Compared to Budget, \$M



# Key Performance Indicators and Biannual Data

# Key Performance Indicators ("KPIs")



- As set forth in the Term Sheet, PAs will report on up to six 6 KPIs as mutually agreed upon by the PAs and by the Council and as can be reported without material associated costs
- PAs, EEAC consultants and DOER discussed and agreed to all six KPIs
- KPIs are new, and some of the data tracking and reporting may need to be refined over time
  - Training is occurring with vendors to track data, but will take time
  - PAs reviewing data to understand inconsistencies in methodologies and will work toward consistency where possible

- Residential KPIs to be discussed in September EEAC meeting
  - KPI #1 - recommendation to installation conversion rate for air sealing, insulation, duct sealing, and duct insulation from residential HEAs
  - KPI #2 - measures quantities in the residential and income eligible sectors provided by PA
  - KPI #3 - number of recommendations of heating systems by fuel type at HEAs

- KPI #4 : Ratio of projects that include lighting controls projects to the total number of lighting projects
- KPI #5: Electric and gas net lifetime savings from custom HVAC projects and number of projects by PA
- KPI #6: For electric C&I turnkey initiative, % of savings from non-lighting measures; for gas C&I turnkey initiative, % of savings from non-aerators

# Biannual Reporting Data from Term Sheet



1. Active and passive demand savings
2. Active demand reduction participation by approach
3. Number of heat pump installations, including specifying the number of heat pumps related to fuel switching
4. Number of approved applicants within the moderate income initiative
5. Number of approved applicants within the moderate income initiative that result in weatherization jobs
6. Number of participants (excluding upstream and behavior) by zip code broken out by: (a) residential sector initiatives subtracting moderate income offering participants; (b) moderate income offering; and (c) low income initiatives.
7. Small business savings, budgets, and participation across all C&I initiatives.
8. Report on streetlight conversions



# Select Program Updates

# Integrated Residential Program Design and Enhancements



- Enhancing the PAs' Interactive Voice Response (“IVR”) System
  - Shift towards a single phone line for customers to access all offers
  - Improve voice prompts to more seamlessly direct customer calls
  - Avoid duplicative questions and prompts
- Implementing Phase 2 of alternative to in-home energy assessments
  - Continue to roll-out no-costs tailored packages, including LED bulbs, thermostats, smart strips, and water saving devices
  - Phase 2 includes developing a platform for customers to customize the quantities and measures in their package to better suit their needs – will fully launch in Q3 2019
  - One of the enhancements to reach renters and integrate energy optimization philosophy into programs (tailoring measures to meet customer needs)

# Advancing Controls in C&I Sector



- Utilizing multiple training pathways for advanced lighting controls
  - Hosted several in-person training sessions
    - Two sessions with MAEEP
    - Two sessions with IBEW Local 103
  - Working with Design Lights Consortium to develop an online training
  
- Began implementation of new Equipment & System Performance Optimization pathway
  - Designed to obtain deeper savings through optimizing operations and maintenance-related services
  - Discussed in July EEAC meeting

# Active Demand Reduction and Streetlight Conversions



- Peak Demand Reduction Roll-Out
  - Summer demand reduction offers are being implemented at scale
  - 2019 projected performance is on track to meet (likely exceed) plan levels – over 130 MWs
- Ramping up Streetlight Conversions
  - In the last year the PAs have seen a 20% increase in the number of streetlights converted to LEDs
  - 46% of all streetlights are now LEDs
  - PAs are continuing to contact each municipality that has not completed conversions of streetlights to promote the PA conversion offers

# Program Administrators Recognized for HVAC Efforts



- PAs continue to enhance marketing, customer portals (e.g., MAP), and work with partners to emphasize and promote adoption of more efficient HVAC equipment
- The Mass Save C&I HVAC upstream offer, which encourages distributors to keep efficient equipment stocked to prevent unnecessary delays in delivery that may lead businesses to install less efficient units, won an award from the Better Buildings Alliance's Advanced Rooftop Unit Campaign – a U.S. DOE initiative - for a second year in a row
- PAs appreciate the recognition of their efforts to place more emphasis on high-efficiency RTUs, which is one strategy for maintaining high energy savings as claimable lighting savings decrease

# Highlights of Evaluation Completed in Quarter



- Residential Baseline Study 2018 Comprehensive Report
  - Collected saturation, penetration, characterization, and usage data for all major electric and gas appliances and equipment.
  - Produced data that supports energy and peak demand savings calculations for program evaluation and design and provided additional insight into the savings potential in the existing residential buildings market
- 2017 Residential Customer Profile Study and 2016 Residential Customer Profile Stakeholder Summary
  - Analyzed billing and tracking data to explore trends
- Impact Evaluations of 2016 C&I Custom Electric and Gas Installations
  - Produced realization rates (e.g., statewide values are 92.4% lighting, 67.0% non-lighting electric, and 82.0% gas) that the PAs used to adjust their gross savings for PY2018.
- Several PA-Specific Demand Reduction studies, including:
  - Evaluation of 2018 Demand Response Demonstration: C&I Connected Solutions; 2018 Residential Wi-Fi Thermostat Demand Response Evaluation; Cost-Effectiveness of Electric Demand Response for Residential End-Uses

# Thank you

