

# 2010-2012 Achievements

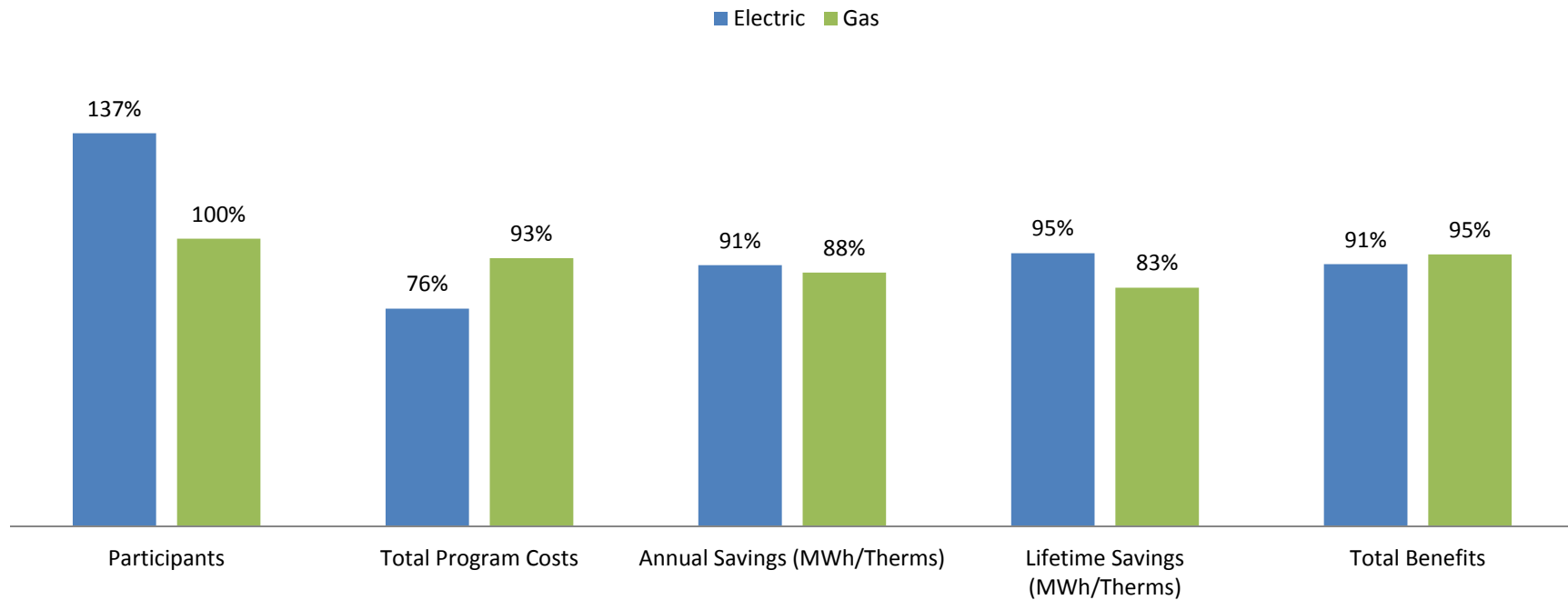
Massachusetts program administrator achievements for the completion of their first three year plan.

# Overall PA Achievements

- Massachusetts Program Administrators achieved 92 percent of benefits of highest goals set in the country
- Achieved historic savings and benefits goals while driving costs lower than planned
- Residential and Low-Income sectors exceeded 100% of planned benefits
- Cost per C&I savings were the lowest cost sector and also exceeded threshold goals
- PAs completed over 200,000 Home Energy Audits in 2010-2012
- Savings are the equivalent to removing a 300 MW power plant from production at 0.037 cents a kWh

# Statewide Snapshot

## 2010-2012 Evaluated Actual compared to Goal



## By Performance Category

### Performance Incentives

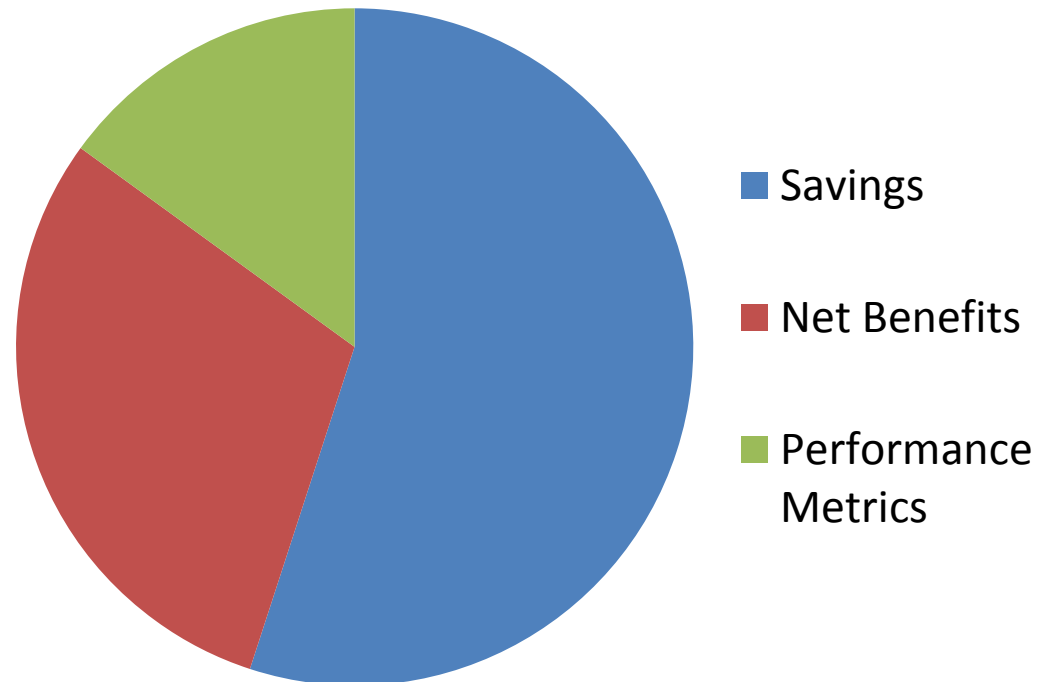
Performance incentives are one of the best ways to look at a Company's overall performance.

The Savings component measures PA performance on maximizing total benefits achieved, compared to goal.

Value or Net Benefits component measures how the PAs managed their costs through the plan year in an effort to maximize net benefits.

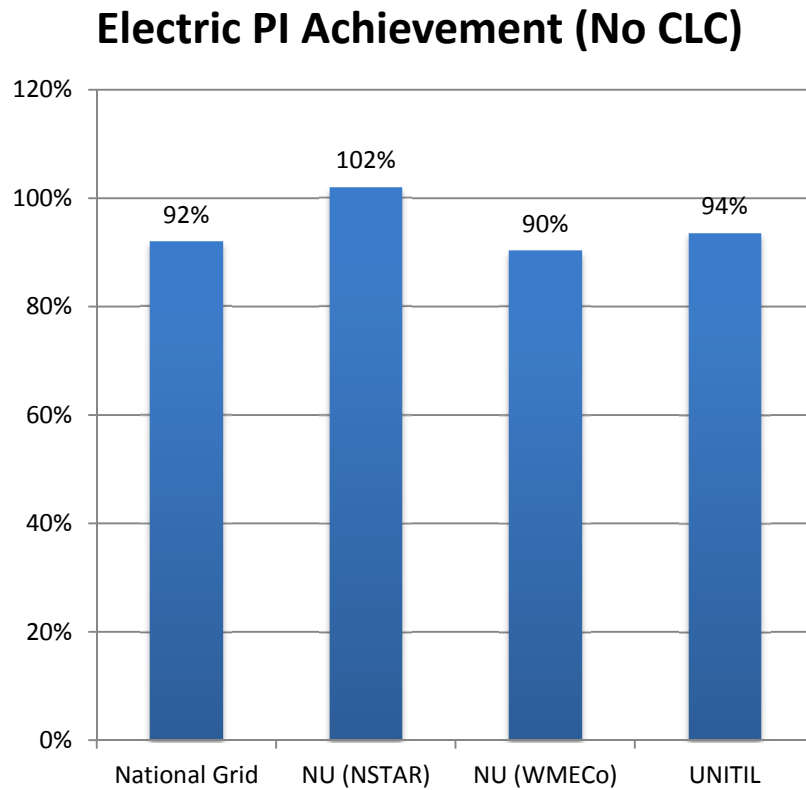
Performance metrics rewards PA specific efforts that are in line with the goals of the Green Communities act and are not expected to provide benefits beyond those captured above.

CLC does not receive performance incentives.

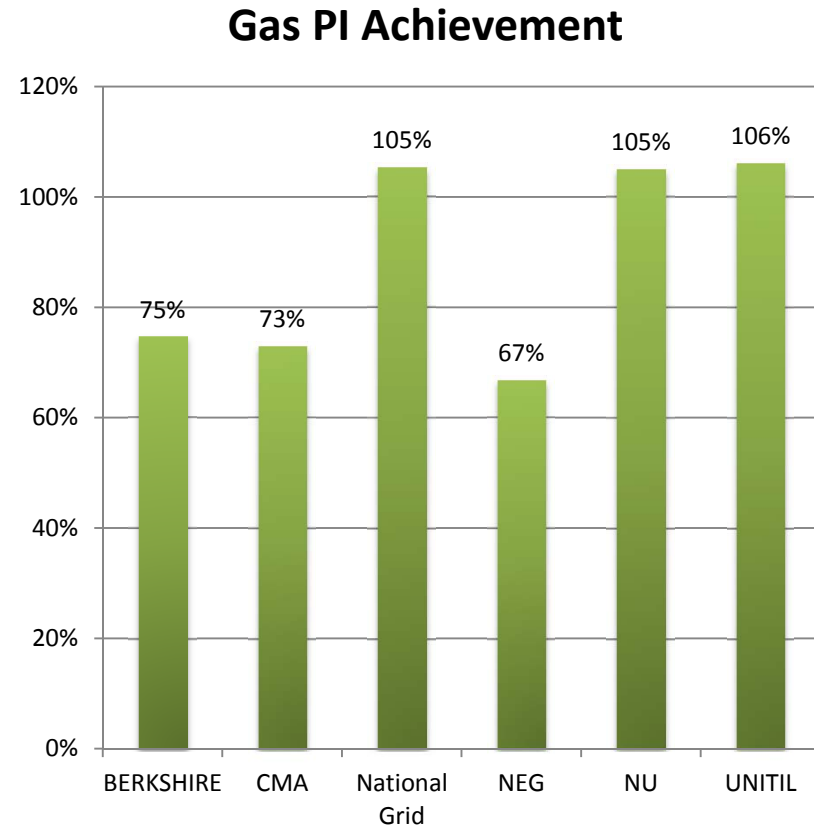


# Performance Incentive Achievement 2010-2012

- Electric PAs



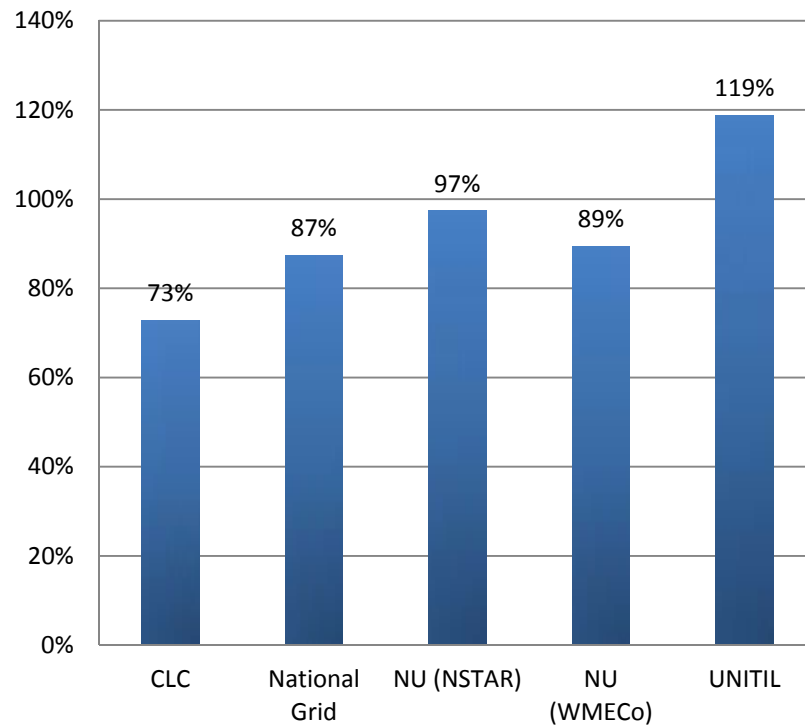
- Gas PAs



# Total Benefits Achieved by PA

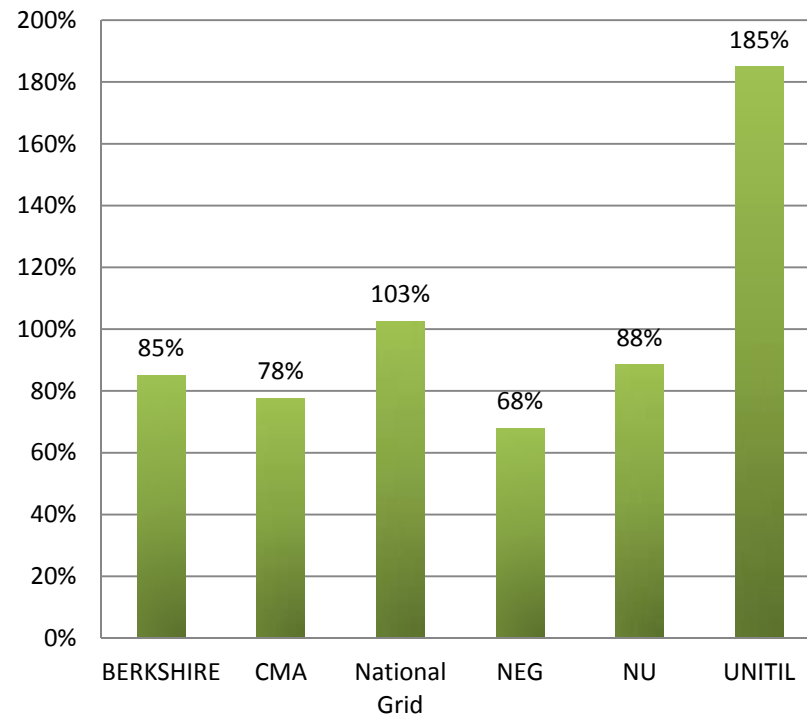
- Electric PAs

Electric 2010-2012 Benefits by PA\*



- Gas PAs

Gas 2010-2012 Benefits by PA

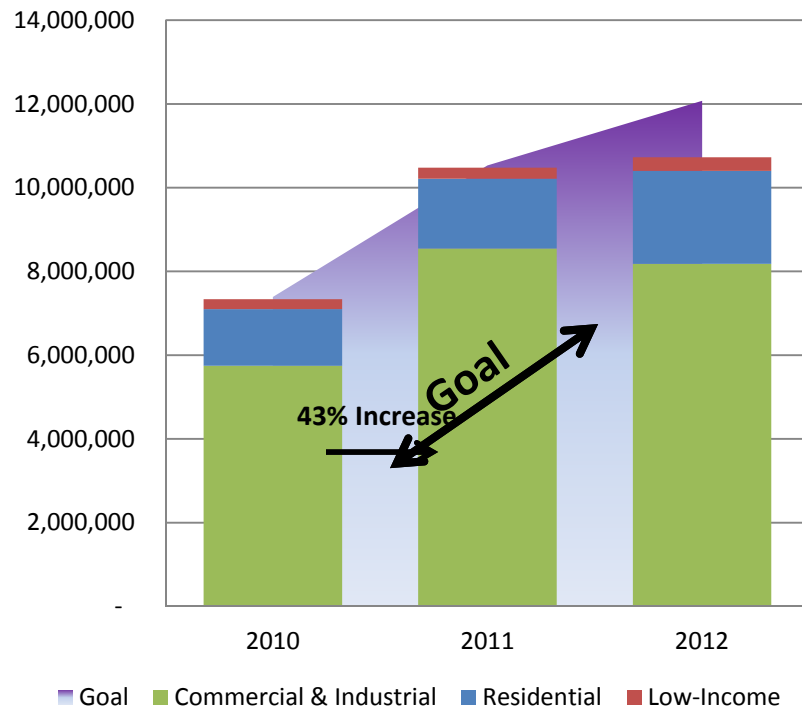


\* CLC revised its 3 Year Goal to account for 2010 results. With this goal adjustment, CLC reached 82% of its 3 Year Goal

# Lifetime Savings 2010-2012

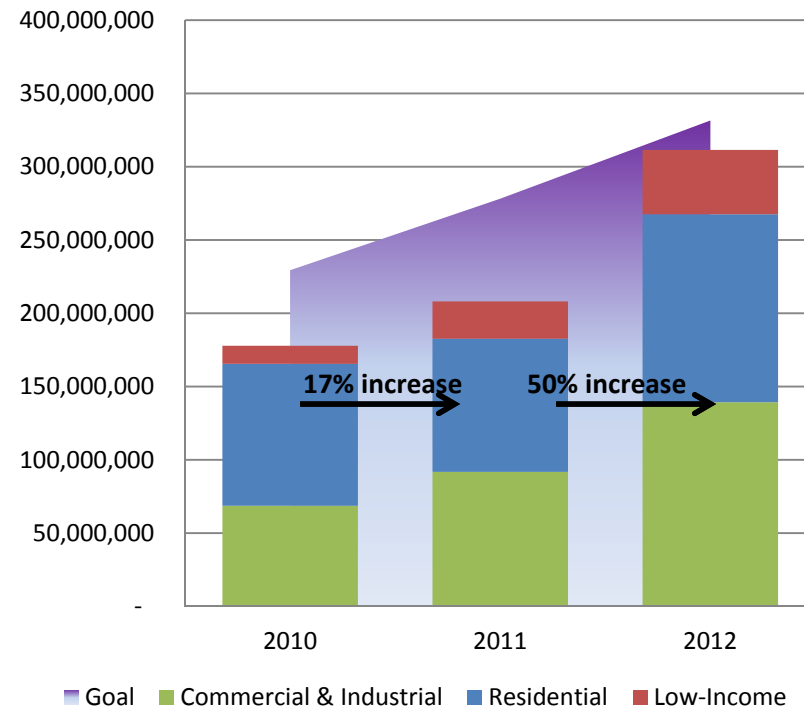
## Electric PAs

### 2010-2012 Lifetime MWh



## Gas PAs

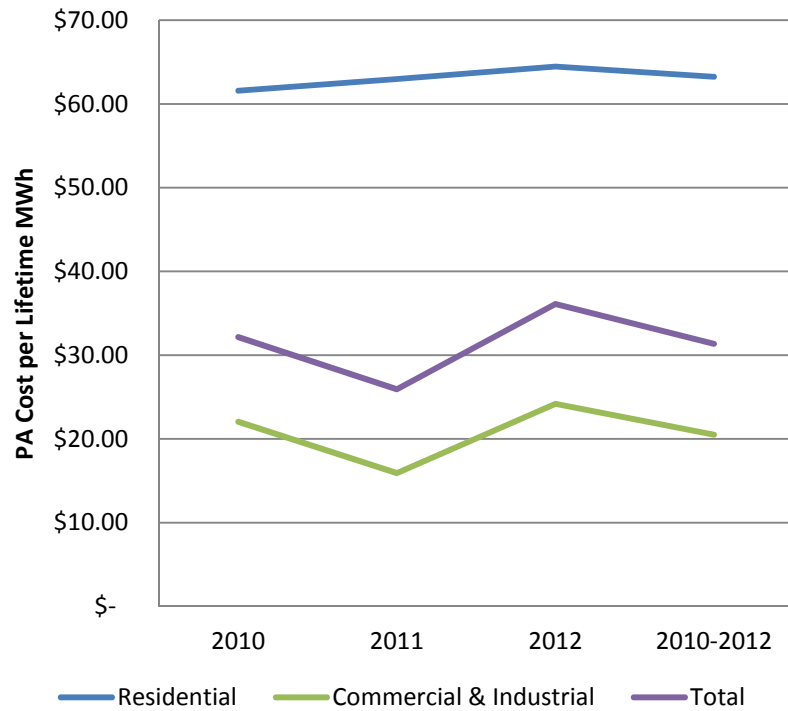
### 2010-2012 Lifetime Therms



# Lifetime Cost of Savings 2010-2012

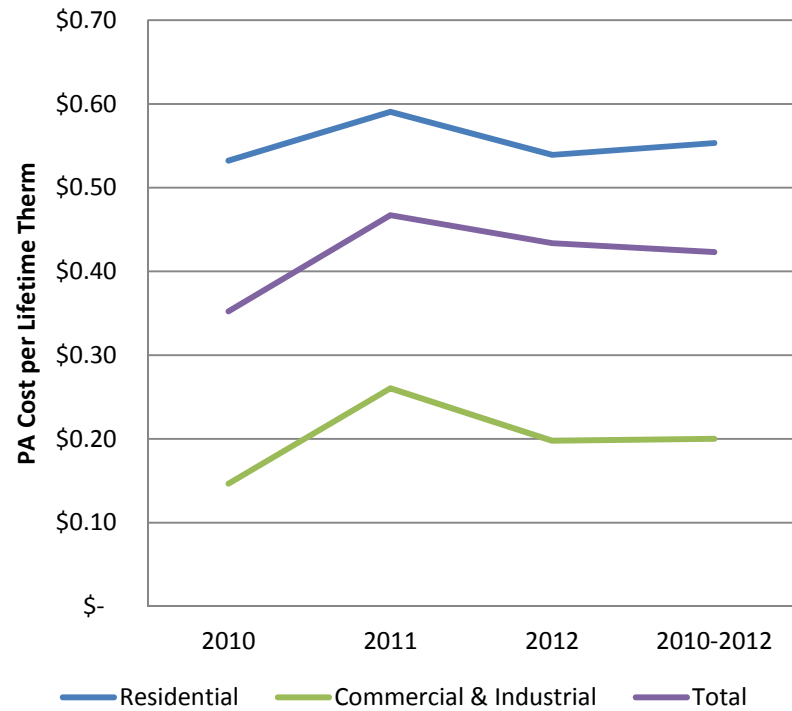
## Electric

### Electric Cost of Savings



## Gas

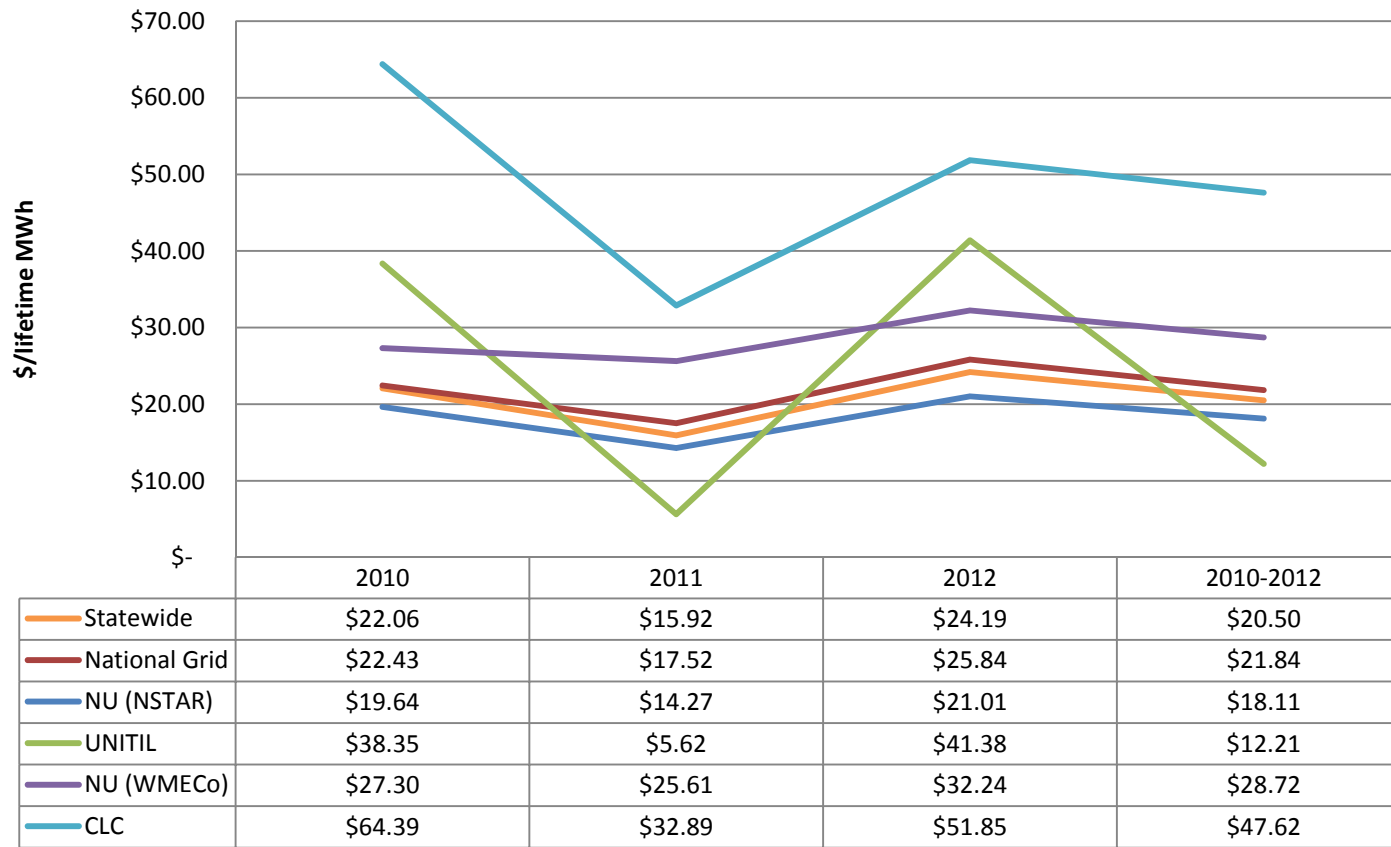
### Gas Cost of Savings





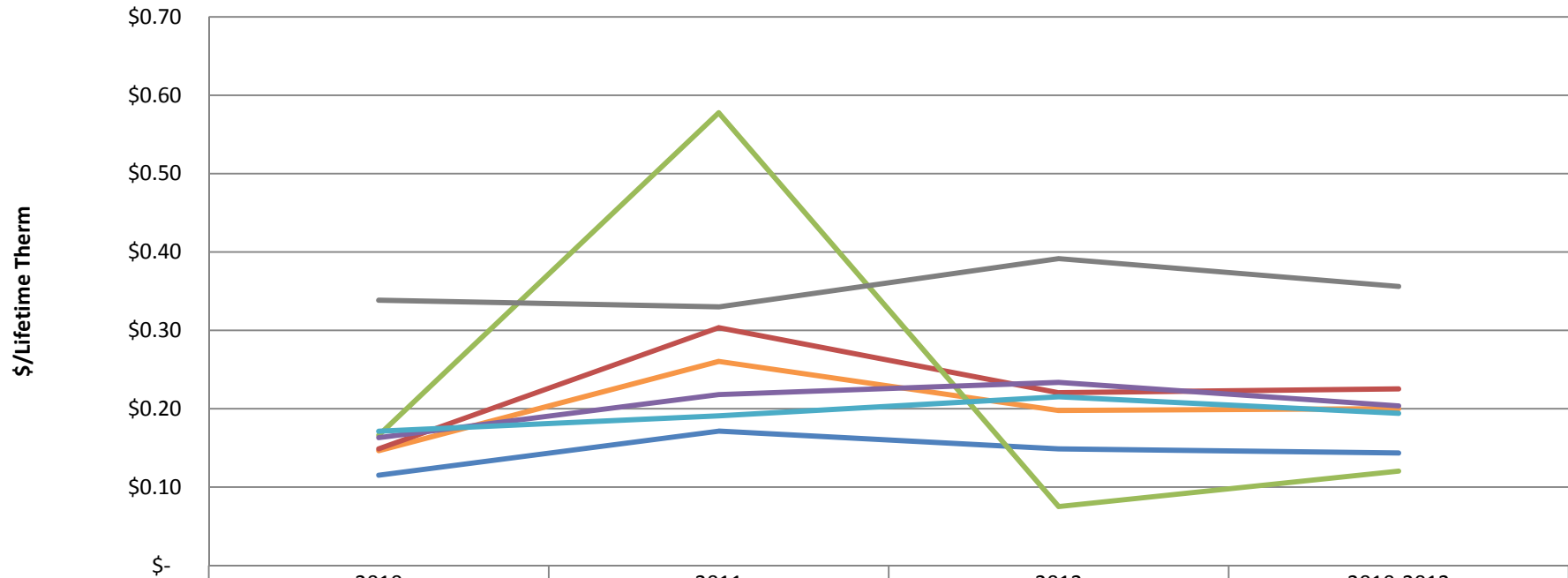
# Electric PA Cost of lifetime savings (C&I)

## C&I Electric Cost of Savings by PA



# Gas PA Cost of lifetime savings (C&I)

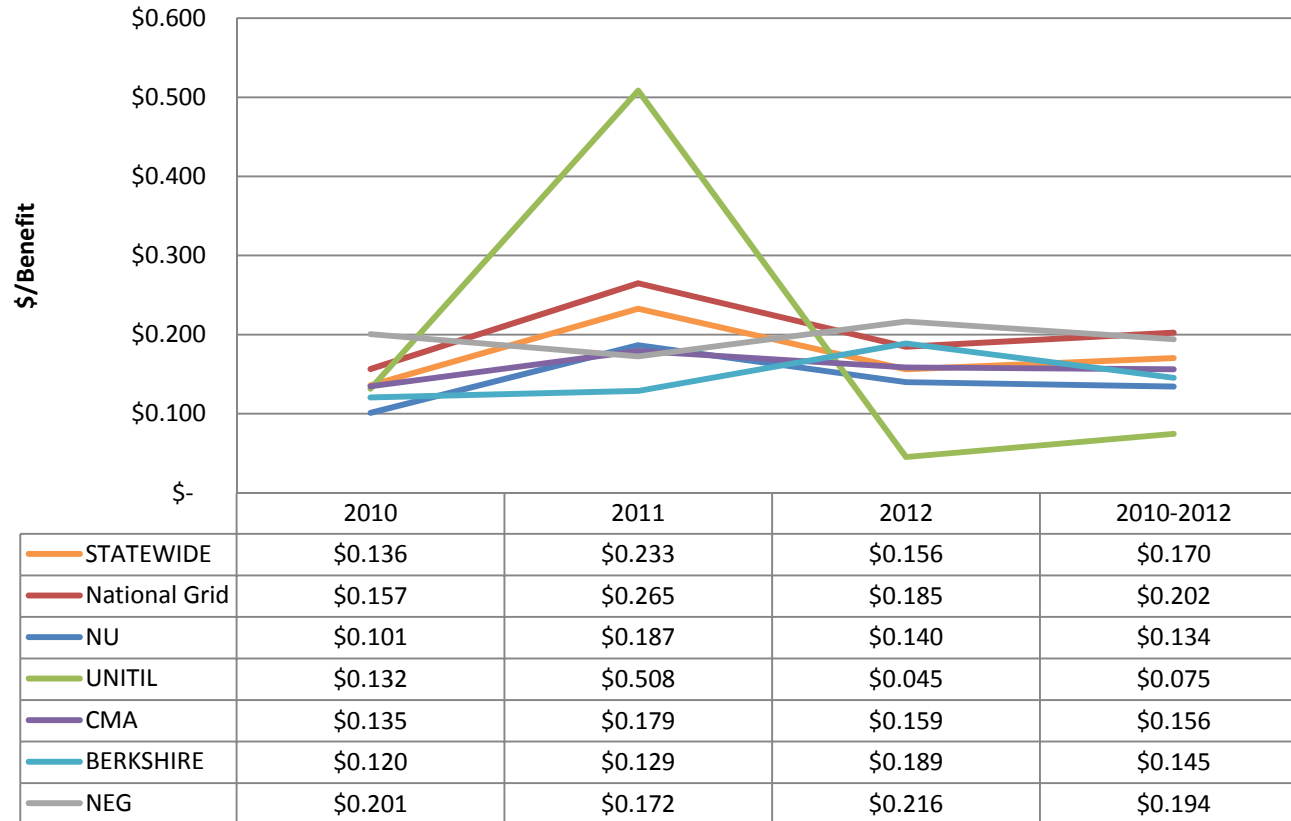
## C&I Gas Cost of Savings by PA



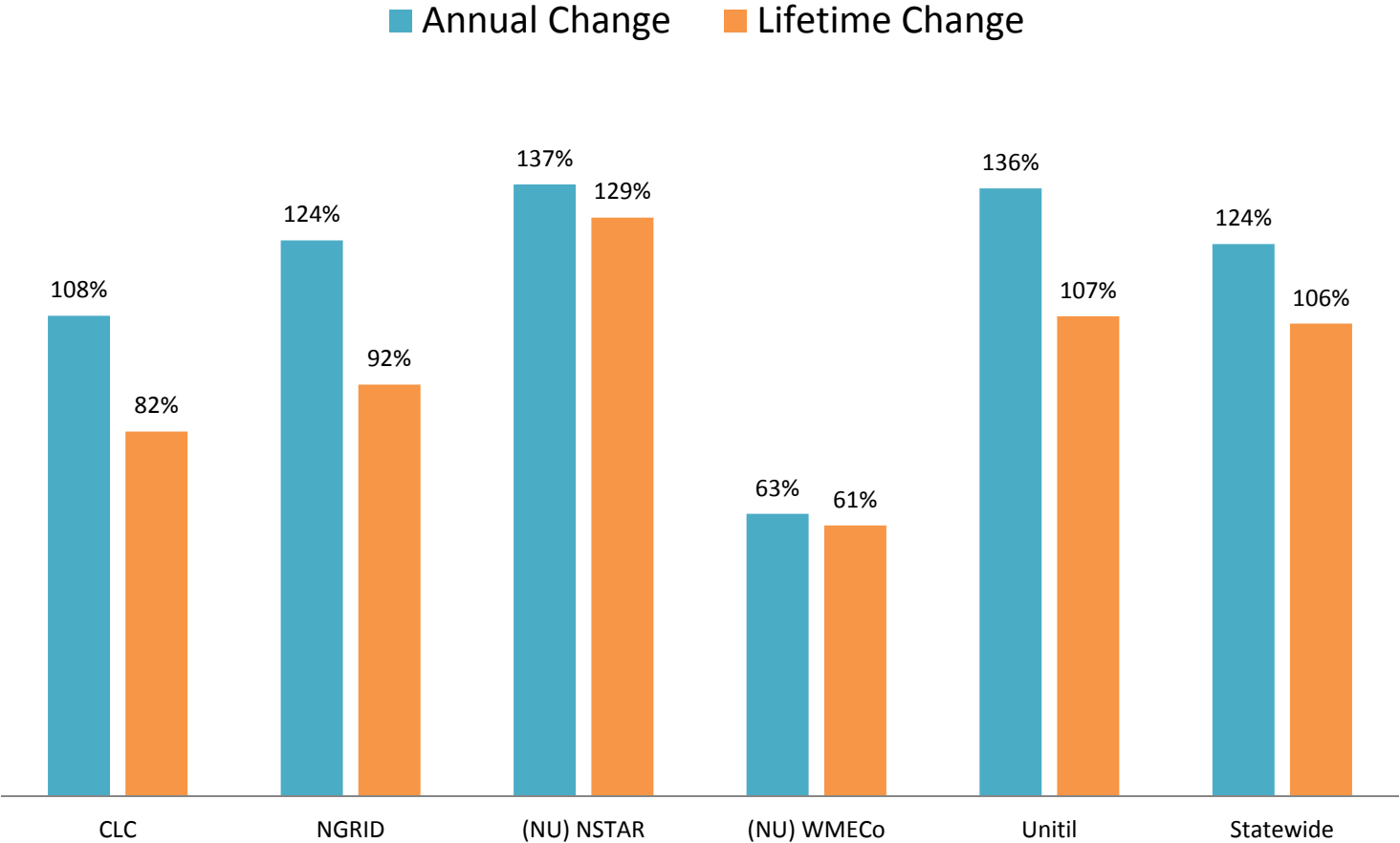
	2010	2011	2012	2010-2012
STATEWIDE	\$0.15	\$0.26	\$0.20	\$0.20
National Grid	\$0.15	\$0.30	\$0.22	\$0.23
NU	\$0.12	\$0.17	\$0.15	\$0.14
UNITIL	\$0.17	\$0.58	\$0.08	\$0.12
CMA	\$0.16	\$0.22	\$0.23	\$0.20
BERKSHIRE	\$0.17	\$0.19	\$0.22	\$0.19
NEG	\$0.34	\$0.33	\$0.39	\$0.36

# C&I Gas Large Retrofit

## Gas C&I Retrofit Cost per \$ Benefit



# Percent Change in Savings for Electric PAs – Comparing 2009 to 2012



# What We Did & How We Did It

- Doubled savings on a statewide basis from 2009 to 2012!



## NEW MEASURES

- LEDs
- Early Boiler Replacement
- Heat Pump Water Heaters
- Ductless Mini Splits
- Gas Efficiency From 90% to 96%
- CHP

## NEW INITIATIVES

- C&I Upstream Lighting
- Renew Boston
- Community Mobilization Initiatives
- SEMP/MOUs
- Behavioral Pilots/Programs
- Statewide Marketing



- ZERO% Financing
- Loan available up to \$15,000
- Repayment Terms up to 7 years



**Improvements that Qualify for the HEAT Loan Include:**

- Attic, Wall and Basement Insulation
- High Efficiency Heating Systems
- High Efficiency Domestic Hot Water Systems
  - Solar Hot Water Systems
  - ENERGY STAR® Windows

*Click here for more information*

## REMOVING BARRIERS

- Gas & Electric Integration
- Pre-Weatherization
- Low-Income Multifamily Launch
- Expansion of HERS raters into New Construction Market
- Massive increase to HEAT Loan Financing

# HES Program Highlights

## PROGRAM ENHANCEMENTS

- Pre-weatherization measures
- Home Performance Contractor open market
- Early Boiler Replacements
- Gas/Electric Integration and statewide marketing efforts
- Creation of contractor best practices working group

## COMPLETED MORE AUDITS THAN EVER

- Completed about 45,000 audits in 2010, 69,000 in 2011, and 87,000 in 2012
- Over 1/3 of customers installed major measures

## CONTRACTOR TRAINING

- 1,000 technicians representing 216 companies and organizations went through the statewide contractor boot camp training, completing a total of 2,648 classes

## FINANCING

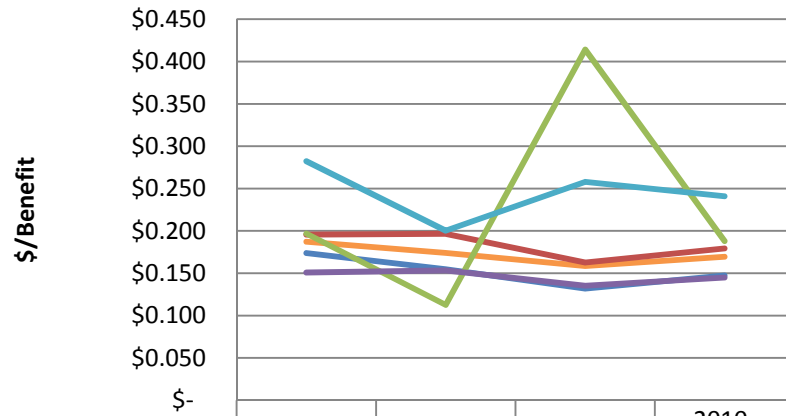
- Heat Loan Financing increased from \$28 million in 2010 to \$60 million in 2012. The average loan size also increase each year, indicating the average customer financing deeper measures

# HES

Added enhancements, but kept costs even.

## Electric

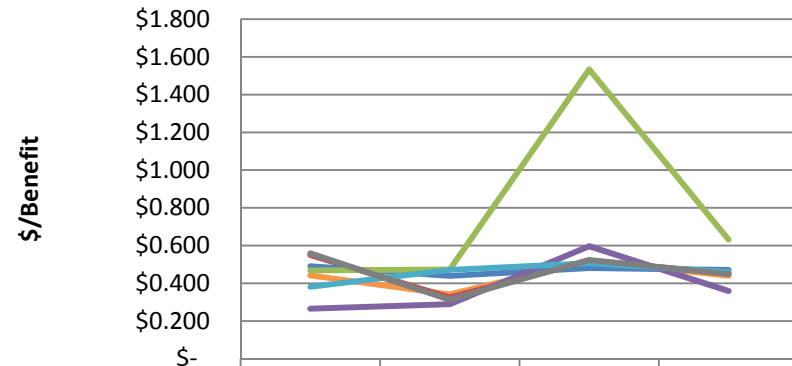
### Electric HES Cost per \$ Benefit



	2010	2011	2012	2010-2012
STATEWIDE	\$0.187	\$0.174	\$0.159	\$0.169
National Grid	\$0.196	\$0.196	\$0.163	\$0.179
NU (NSTAR)	\$0.174	\$0.155	\$0.132	\$0.147
UNITIL	\$0.197	\$0.113	\$0.414	\$0.188
NU (WMECo)	\$0.151	\$0.153	\$0.135	\$0.145
CLC	\$0.282	\$0.200	\$0.258	\$0.241

## Gas

### Gas HES Cost per \$ Benefit



	2010	2011	2012	2010-2012
STATEWIDE	\$0.441	\$0.342	\$0.519	\$0.440
National Grid	\$0.550	\$0.324	\$0.521	\$0.451
NU	\$0.491	\$0.438	\$0.481	\$0.470
UNITIL	\$0.468	\$0.473	\$1.534	\$0.632
CMA	\$0.265	\$0.289	\$0.596	\$0.359
BERKSHIRE	\$0.381	\$0.471	\$0.506	\$0.460
NEG	\$0.558	\$0.313	\$0.523	\$0.449

# Appendix

End of Presentation

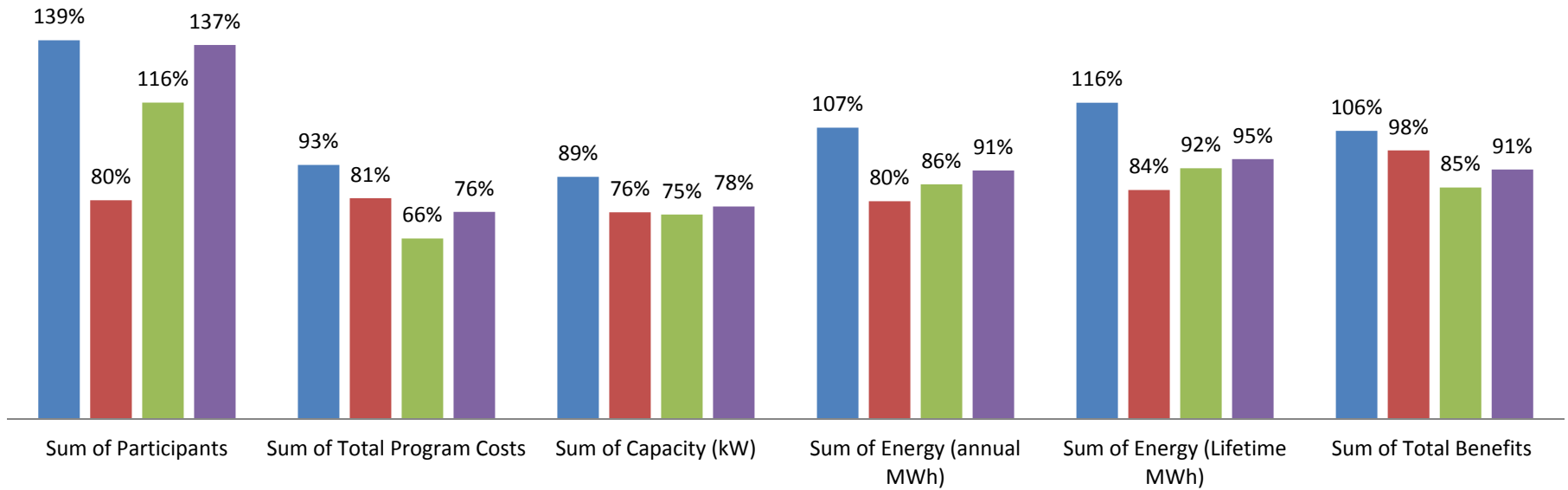
**Questions?**



# Electric Snapshot

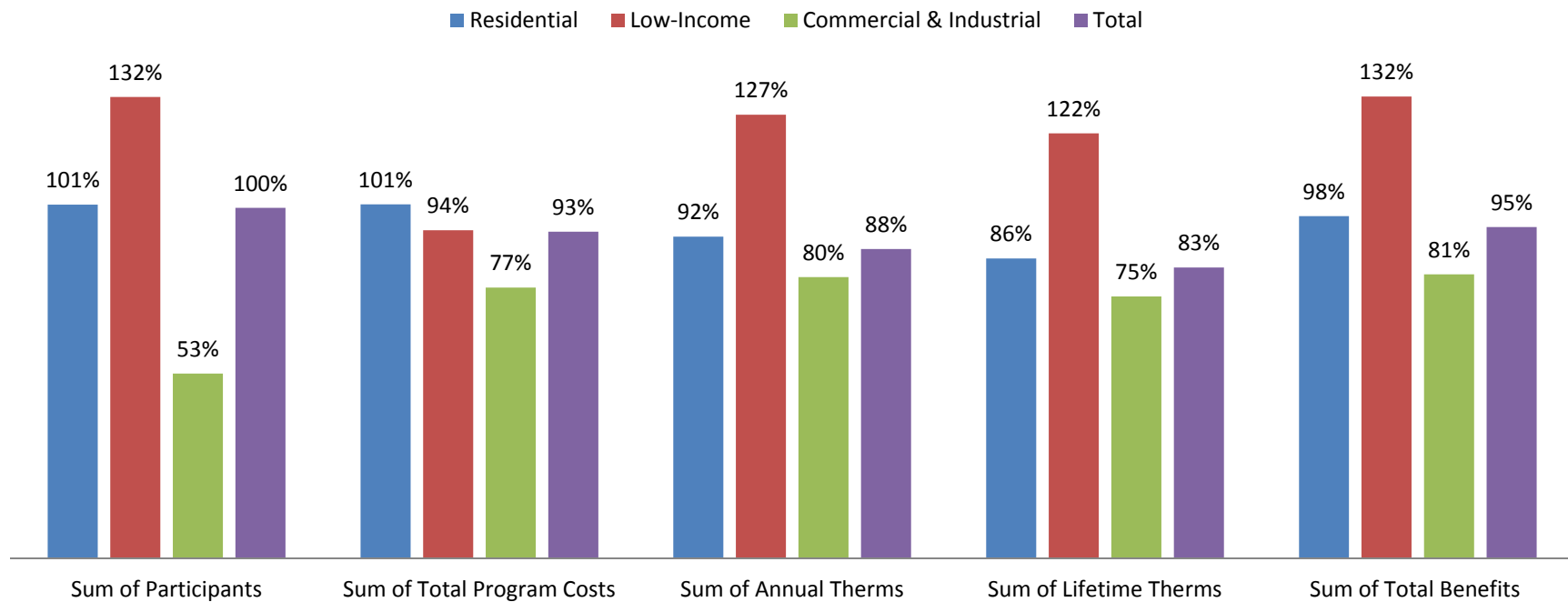
## 2010-2012 Evaluated Actuals Compared to Goal

■ Residential ■ Low-Income ■ Commercial & Industrial ■ Total



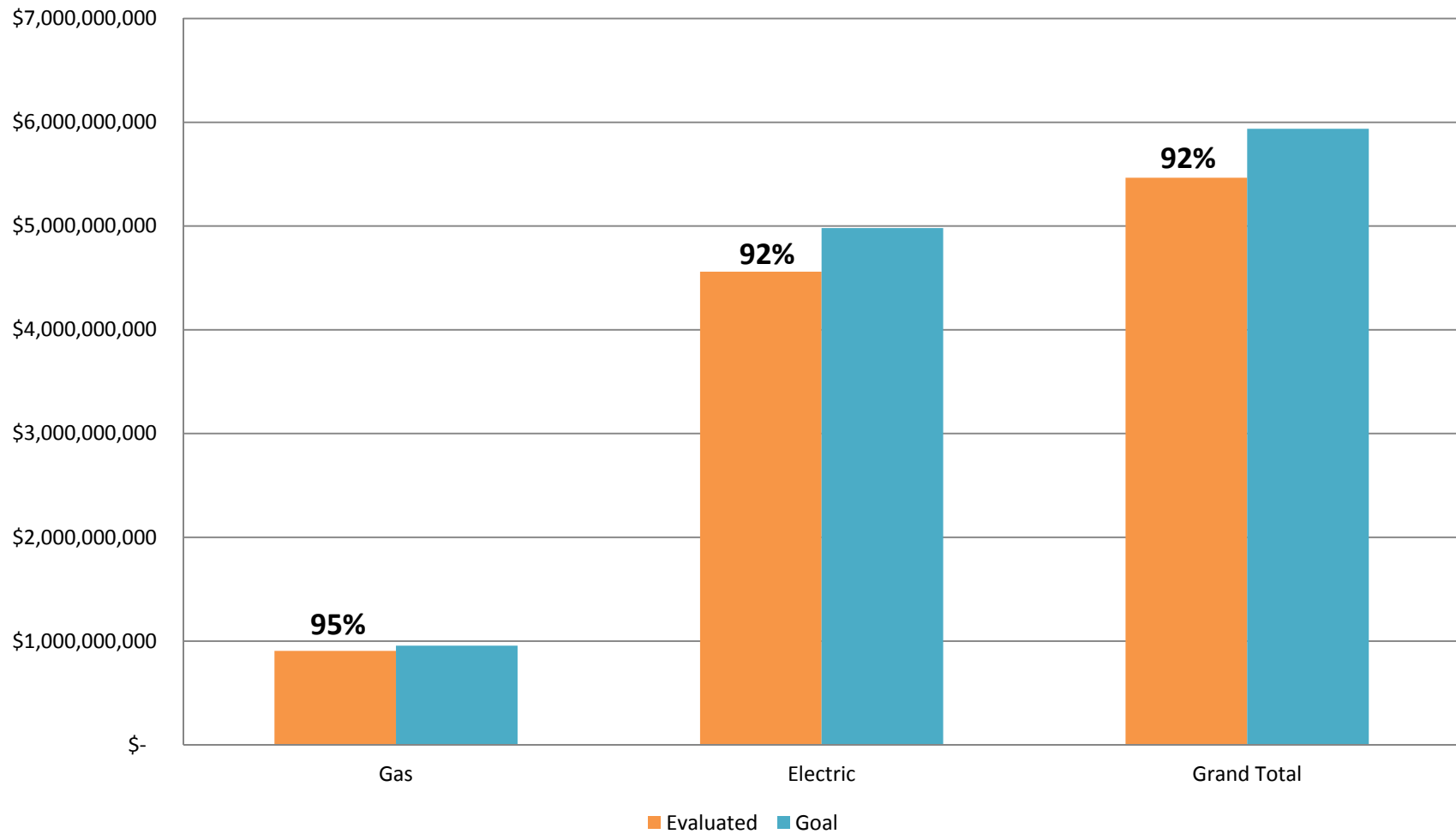
# Gas Snapshot

## 2010-2012 Evaluated Actual compared to Goal



# Benefit Achievement 2010-2012

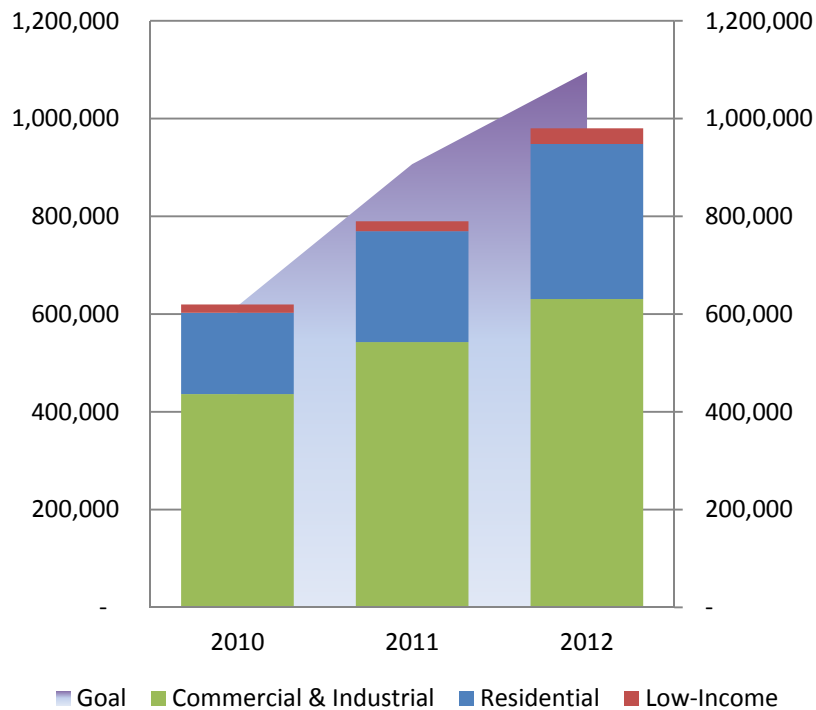
## Gas and Electric



# Annual Savings 2010-2012

## Electric PAs

### 2010-2012 Annual MWh



## Gas PAs

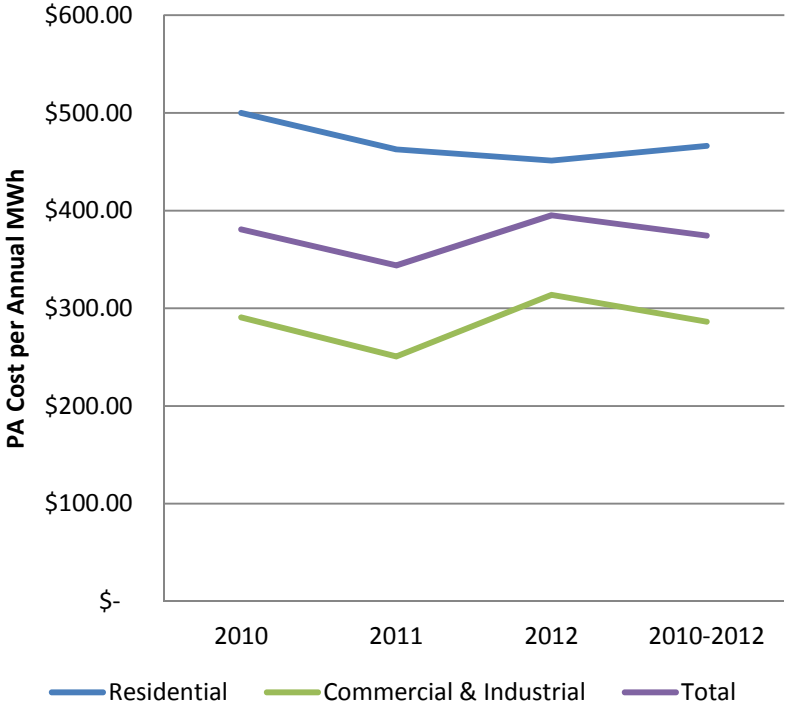
### 2010-2012 Annual Therms



# Cost of Savings Savings 2010-2012

## Electric Annual

### Electric Cost of Savings



## Gas Annual

### Gas Cost of Savings

