

# **Quarterly Report Electric PA Update**

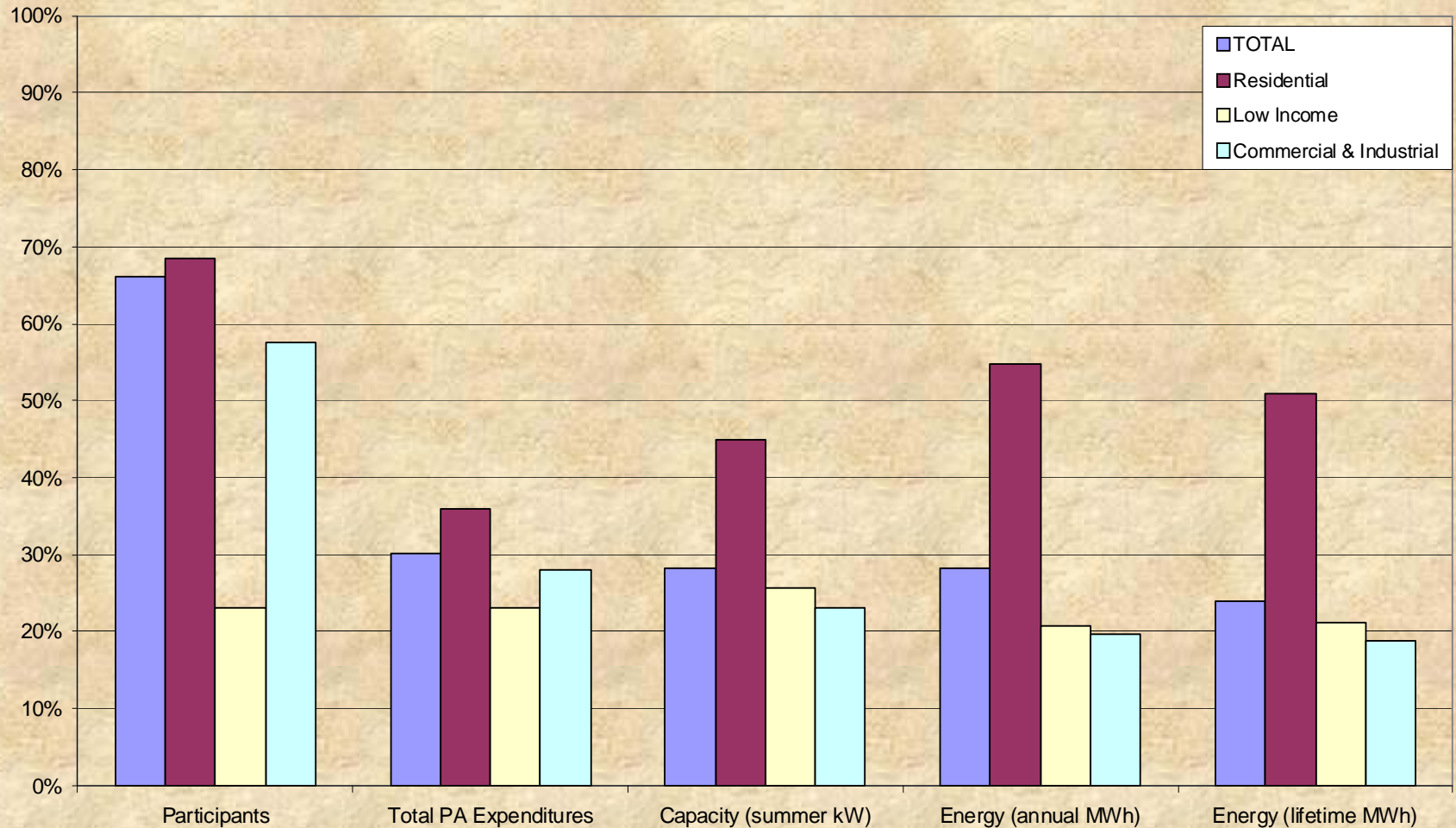
2nd Quarter Overview

August 10, 2010

# Portfolio Summary - Statewide

- Overall - Electric
  - Participation - 66%
  - Spending - 30%
  - Summer kW - 28%
  - Annual MWh - 28%
  - Lifetime MWh - 24%
  - Electric Benefits - 26%
  - Non-Electric Benefits - 33%
  - Total Benefits - 28%

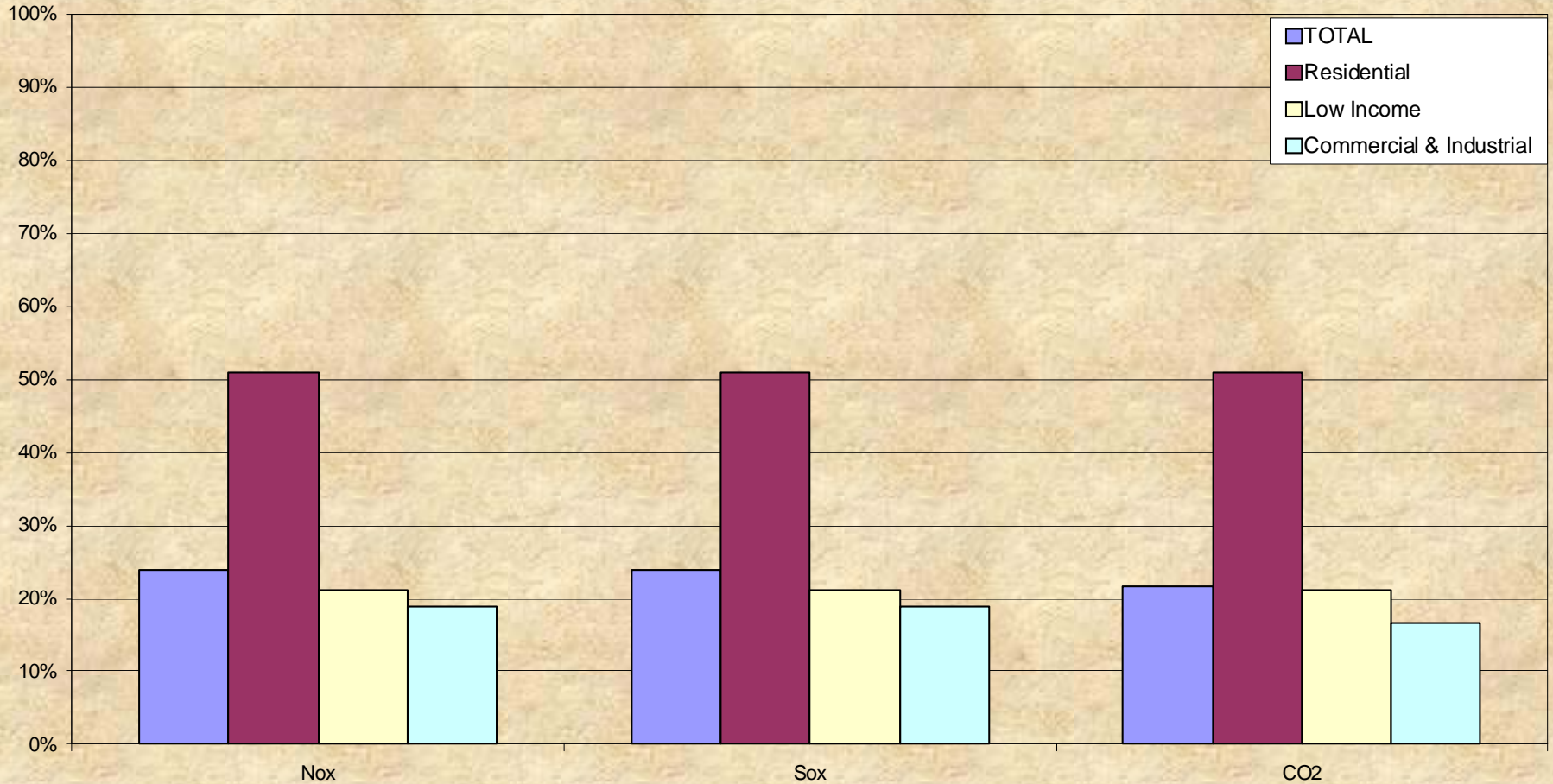
**Statewide Electric Programs - Q2, 2010**  
**YTD Preliminary Actuals as a Percent of Plan Goal**



NOTES: Some Quarter 1 data has been updated. This data is preliminary and subject to revision and check. Costs and savings will not align until year end and it is important to understand that savings and costs do not accrue linearly throughout the program year.

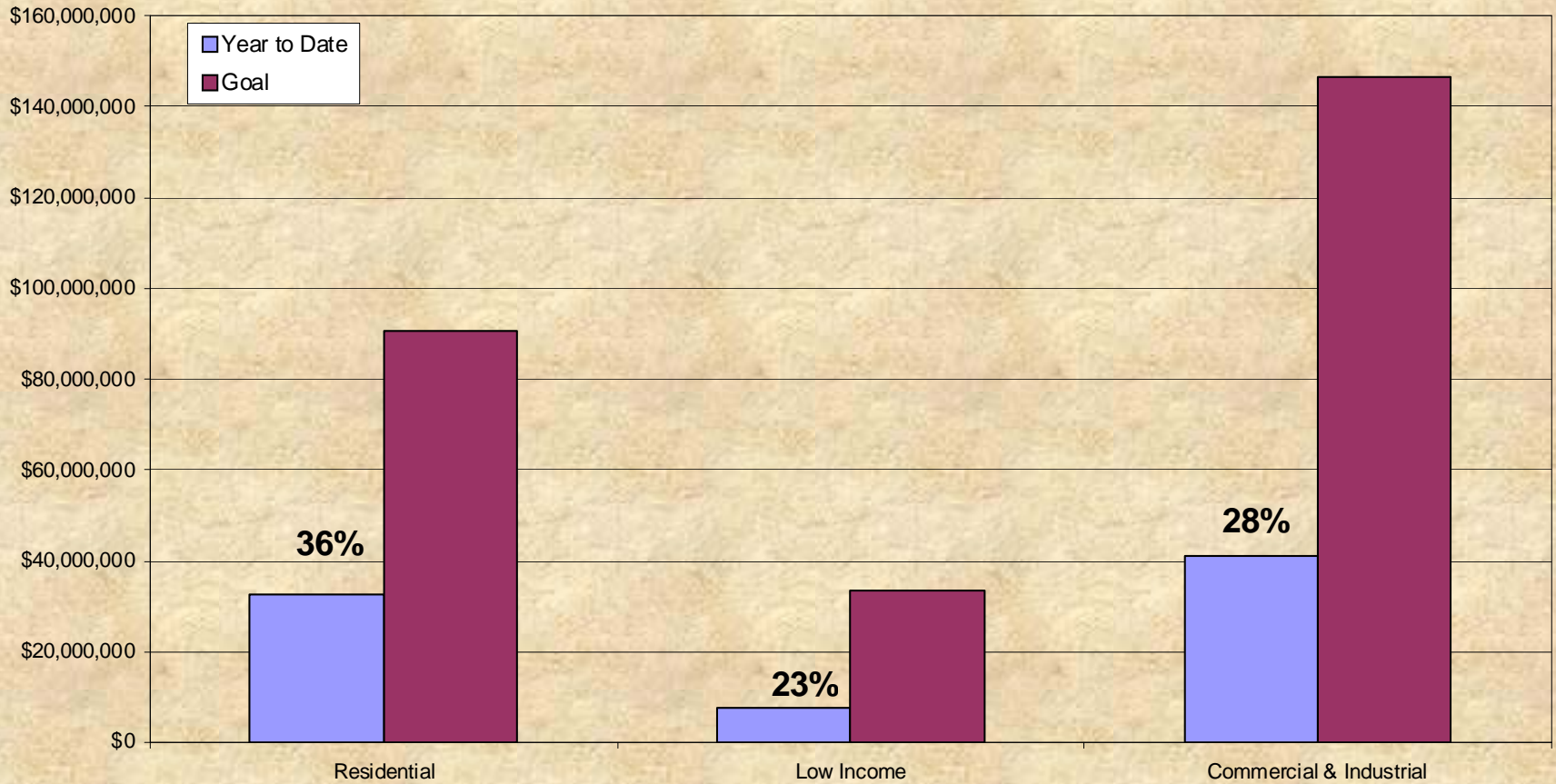
# Statewide Electric Programs - Q2, 2010

## YTD Preliminary Actual GHG as a Percent of Plan Goal



NOTES: This data is preliminary and subject to revision and check.

### Statewide Electric Programs - Q2, 2010 YTD Preliminary Costs as compared to Plan Budget



NOTES: Costs are those booked for PPA, Marketing, Customer Incentive, STAT, and Evaluation. General Administration costs (DOER assessment, EEAC consultant fees, LEAN costs) have been removed from this table as the EEAC and DPU will be receiving separate updates on the status of those costs. Not all PAs were able to break out specific second quarter expenses vs. YTD. This data is preliminary and subject to revision and check.



# Residential Program Roll-Up Summary

## % of Goal

- Participation - 68%
- Spending - 36%
- Summer kW – 45%
- Annual MWh – 55%
- Lifetime MWh – 51%
- Electric Benefits – 54%
- Non-Electric Benefits – 42%
- Total Benefits – 47%
- Overall – Good second quarter, on track to meet goals

# Residential Program Specific Overview

- New Construction
  - Very Strong Participation
  - 123% of Lifetime MWH Goal but Only 54% Spent
    - Variance due to large number of less expensive multi-family units completed
- Cooling & Heating (CoolSMART)
  - At or above Target: 88% Lifetime MWH goal, 53% kW goal, 39% Spent
  - Participation Strong From Ductless Heat Pumps -

# Residential Program Specific Overview

- Multi-Family
  - Behind 2<sup>nd</sup> Quarter Targets
  - 19% Participation – 20% Spent
  - Lag Not Unusual Because of Long Project Lead Times
  - Expected Ramp-Up
  - New Marketing Integrator RFP Just Awarded
    - Rise Engineering
- Mass Save (Home Assessments)
  - On target- 53% Participation    40% Spent  
                  45% Total Benefits    47% Lifetime MWH



# Residential Program Specific Overview

- Lighting
  - Very Strong 2<sup>nd</sup> Quarter
  - 62% Lifetime MWH – 30% Spent
    - Variance primarily due to less expensive bulbs (Spirals) reaching targeted goals sooner than Specialty and Hard to Reach Targets
- Appliances
  - Slightly Behind Targets
  - 39% Participation, 45% Spent, 38% Lifetime MWH

# Residential Electric

## Other Points of Interest

- Heat Loan Participation Continues Strong (e.g. NSTAR 58% spent)
- New MassSAVE Website
  - Working well and being actively promoted
  - Headed into Phase II – further enhancements/refinements
- Metrics – Still Pending Approval by DPU
  - PA's still actively moving forward with them
- Very strong focus on Mass Save redesign for 2011
  - Steering Committee developed & leading efforts
- All budgets and production being closely monitored
- Multi-family market integrator in place

# Residential Low-Income Roll-Up Summary

## % of Goal

- Participation - 23%
- Spending - 23%
- Summer kW – 26%
- Annual MWh – 21%
- Lifetime MWh – 21%
- Electric Benefits – 24%
- Non-Electric Benefits – 34%
- Total Benefits – 31%
- Overall - Behind in 2<sup>nd</sup> Quarter Targets, agencies struggling to spend \$ due to ARRA funding

# L/I Program Specific Overview

- New Construction
  - On Target
  - 69% Participation – 32% Spent
- 1-4 Family
  - Little Behind 1<sup>st</sup> Quarter Targets
  - 29% Participation – 31% Spent
  - Expected Ramp-Up
- Multi-Family
  - Behind 1<sup>st</sup> Quarter Targets
  - 16% Participation – 12% Spent
  - Once Again, Expected Ramp-Up



# C&I Program Summary

## % of Goal

- Participation – 58%
- Spending – 28%
- Summer kW – 23%
- Annual MWh – 20%
- Lifetime MWh – 19%
- Electric Benefits – 20%
- Total Benefits – 19%
  
- Anomalous NEBs results – appears as if goals were overstated, however actual YTD data is correct.



# C&I Program Specific Overview

- Large C&I Retrofit
  - Lagging behind targets to meet goal
  - Typically majority of projects completed in 2<sup>nd</sup> half
    - “Hockey Stick effect”
  - 21% Spent
  - 15% kW
  - 14% Lifetime MWH

# C&I Program Specific Overview

- New Construction and Major Renovation
  - Running behind
  - Should see pick-up in results for Q3-Q4
  - Economic Conditions continue to impact participation
  - 23% Spent , 20% kW goal, 15% Lifetime MWH

# C&I Program Specific Overview

- Small C&I Retrofit
  - On Target for Year End Goals
  - 73% Participation
  - 50% Spent
  - 52% kW goal
  - Slower than expected Gas measure integration

# Other C&I Points of Interest

- CHP Program (under Large Retrofit Umbrella)
  - Strong Interest
  - Continued Outreach to Customers/Consultants/Vendors
  - Many studies underway
  - Long project lead times
    - Large portion 2010 work will be installed in 2011

# Performance Metrics Update

Many Metrics have baselines based on previous years, making predictions between threshold, design and exemplary difficult at mid year

- Residential
  - Most are on target
  - Mass Save Independent Auditors at Design level
- Low Income
  - New Measures metric at Design level
  - Other metric efforts scheduled for Q3-Q4



# Performance Metrics Update

- C&I
  - Small B gas integration – behind schedule
  - Targeted customer segments, CHP, Retrofit Depth of Savings, and Comprehensive New Construction all Tracking toward Design levels
- Outside Funding and Financing
  - PAs are actively engaged in pursuing sources of money; difficult to predict actual outcomes at this time