

February 12, 2016

BY E-MAIL

Ms. Judith Judson, Commissioner
Department of Energy Resources
100 Cambridge St., Suite 1020
Boston, MA 02114

Mr. Mark D. Marini, Secretary
Commonwealth of Massachusetts
Department of Public Utilities
One South Station
Boston, MA 02110

Re: 2013-2015 Three-Year Energy Efficiency Plans, D.P.U. 12-100 - D.P.U. 12-111
Quarterly Report – Fourth Quarter, 2015

Dear Commissioner Judson and Secretary Marini:

On behalf of Bay State Gas Company, d/b/a Columbia Gas of Massachusetts; The Berkshire Gas Company; Blackstone Gas Company; Boston Gas Company, Colonial Gas Company, Massachusetts Electric Company and Nantucket Electric Company each d/b/a National Grid; Cape Light Compact; Fitchburg Gas and Electric Light Company d/b/a Unitil; NSTAR Electric Company, NSTAR Gas Company and Western Massachusetts Electric Company, each d/b/a Eversource Energy; and Liberty Utilities (New England Natural Gas Company) Corp. d/b/a Liberty Utilities (the “Program Administrators”), please find the Program Administrators’ Quarterly Report for the Fourth Quarter of 2015. This quarterly report is being submitted in accordance with An Act Relative to Green Communities (“Green Communities Act”), codified as G.L. c. 25, § 22(d), and with the Program Administrators’ 2013-2015 Three-Year Energy Efficiency Plans (the “Plans”), each approved by the Department of Public Utilities (the “Department”) by its Order, dated January 31, 2013, in dockets D.P.U. 12-100 through 12-111 (the “Order”).

This report contains a narrative summary of activities undertaken by the Program Administrators in the fourth quarter of 2015, along with quantitative quarterly report information included in the report at Attachment A.

Judith Judson, DOER
Mark D. Marini, DPU
February 12, 2016
Page 2

Should you have any questions with respect to the Quarterly Report, please do not hesitate to contact any of the undersigned.

Very truly yours,

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Company

Enclosure

cc: Energy Efficiency Advisory Council (via website posting)

Quarterly Report of the Program Administrators

Fourth Quarter, 2015

February 12, 2016

nationalgrid

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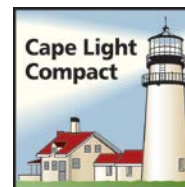
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**QUARTERLY REPORT TO THE EEAC
2015 FOURTH QUARTER**

February 12, 2016

I.	Introduction	1
II.	2015 Council Priorities Update	2
III.	Gas and Electric Program Highlights	5
IV.	Massachusetts Technology Assessment Committee	14
V.	Marketing, Education, Outreach Highlights.....	14
VI.	Evaluation, Measurement, and Verification Highlights.....	16
VII.	Regulatory Updates	18
VIII.	Special Focus Topic: Codes & Standards	18

I. Introduction

Pursuant to the requirements of the Green Communities Act (“GCA”), codified at G.L. c. 25, § 22(d), “The electric and natural gas distribution companies and municipal aggregators shall provide quarterly reports to the council on the implementation of their respective plans. The reports shall include a description of the program administrator’s progress in implementing the plan, a summary of the savings secured to date and such other information as the council shall determine.”

Building upon this legislative mandate, as well as the Order of the Department of Public Utilities (“Department”) in 2013-2015 Energy Efficiency Plans, D.P.U. 12-100 to D.P.U. 12-111 dated January 31, 2013, approving Three-Year Energy Efficiency Plans (the “Plans”) for each Program Administrator (“PA”), this document serves to report on PA activities throughout the Commonwealth during the fourth quarter of 2015.¹ This document presents narrative status updates regarding program implementation and specific areas of interest as requested by the Energy Efficiency Advisory Council (“EEAC” or “Council”), followed by quantitative data set forth at Attachment A. This data will also be available on <http://www.masssavedata.com>.

The attached data tables show that the **PAs have met or exceeded 2015 savings goals and the three-year goals of the 2013-2015 Plan**. For 2015, electric PAs achieved 130% of lifetime savings and 116% of annual savings, at 105% of spending. On a three-year basis, electric PAs achieved 108% of lifetime savings and 106% of annual savings, at 98% of spending. For 2015, gas PAs achieved 113% of lifetime savings and 104% of annual savings, at 103% of spending. On a three-year basis, gas PAs achieved 114% of lifetime savings and 110% of annual savings, at 97% of spending.

¹ The PAs are required to file these Quarterly Reports with the Department of Public Utilities for informational purposes. 2010-2012 Energy Efficiency Plans, D.P.U. 09-116 – D.P.U. 09-120 and D.P.U. 09-121 – D.P.U. 09-128 (January 28, 2010).

II. 2015 Council Priorities Update

1. ***Design and Develop a Statewide Database.*** *The Council maintains that designing and developing a comprehensive, accessible, secure statewide database is a top priority. The DPU released Order 14-141 calling for an operational database in 2015.*

ACTION: The PAs remain committed to a comprehensive, accessible and secure statewide database. In the fourth quarter of 2015, the PAs continued work on updating and improving Mass Save Data (www.masssavedata.com) (“MSD”), the PAs’ online statewide energy efficiency database, which improves public and stakeholder access to the extensive data reported by the PAs. MSD provides quantitative data similar to that in the PAs’ public reports, including information related to participants, expenditures, annual and lifetime savings, electric capacity, and benefits. MSD provides data on both a PA-specific and statewide basis and allows the public to download data to Excel or PDF formats. In Q4 the PAs added measure level data, with comprehensive data at the measure level now available by PA for the 2016-2018 Plan (<http://www.masssavedata.com/Public/MeasuresDetails>). This data matches BCR screening models filed with the 2016-2018 Plan. The database is now populated with data from 2010 through 2018, and includes various data that is updated monthly, quarterly, or annually. In Q4, as part of the 2016-2018 Plan, the PAs reiterated their desire to collaborate with stakeholders to continue making enhancements to MSD. The Program Administrators are also working on adding additional information, including geographic reporting, which will provide savings and usage data by town (with considerations for customer confidentiality), and is expected to be live in Q1 2016. The PAs plan to continue to identify other needed improvements as they work with the data in MSD.

2. ***Achieve Savings and Benefits Goals during final year of the 2013-2015 Three-Year Plan, particularly in the C&I sector.*** *C&I savings goals were not met in 2011, 2012, and 2013, and the Council understands that the Program Administrators may fall short in 2014. The C&I electric shortfall must be accounted for in 2015 if the PAs are to meet their 2013- 2015 three-year plan goals. In addition, the Council seeks to investigate opportunities to smooth out the rate at which savings are finalized throughout the year (i.e., mitigating the “hockey stick” effect).*

ACTION: In Q4, the Program Administrators continued to work diligently toward achieving the 2015 savings and benefits goals, particularly in C&I. The PAs successfully delivered on the goals for 2015 and for the three-years of the Plan, meeting or exceeding lifetime and annual goals for 2015 and for the 2013-2015 Plan. Electric PAs achieved 130% of lifetime savings for 2015 and 108% of lifetime savings over the three years. Gas PAs achieved 113% of lifetime savings for 2015 and 114% of lifetime savings over the three years. The PAs put in very strong efforts in the C&I sector in 2015, with a very strong push in Q4. In 2015, electric PAs achieved 109% of lifetime goals for C&I, clearly demonstrating the success of their

2015 C&I efforts. Overall, for the three years, electric PAs achieved 92% of the lifetime goals for C&I. On the gas side, PAs achieved 77% of lifetime goals for C&I; for the three years, gas PAs achieved 82% of C&I goal. In Q4 2015, while working to complete projects in the C&I sector for the end of year and the end of the Plan, PAs also engaged in numerous activities through C&I subcommittees. Activities included vendor training, discussion of possible tablet based tools, reviewing potential changes to incentive levels, updates to 2016 incentive application forms, and review and analysis of certain upstream offerings. Additionally, the lighting subcommittee members continued to meet with various manufacturers and distributors regarding new products, partnering opportunities, market direction, and product cost trends. The PAs have discussed C&I programming and the “hockey stick” with councilors at workshops, and have explained that the “hockey stick” is a reliably predictable phenomenon that the PAs factor into their forecasting efforts. The PAs have noted that this pattern is related to the financial and operating constraints that influence customer decision-making.

- 3. *Improve Customer Access to and Use of Energy Efficiency Programs.*** *Clearly define, standardize, measure, and benchmark participation, identify any missed opportunities, develop and implement strategies for improving customer access to existing energy efficiency programs while encouraging deeper savings with participants.*

ACTION: The PAs have continued to improve customer access to and use of the energy efficiency programs through program design, implementation strategies, and marketing efforts in Q4. In order to understand customers and participation, the PAs continued to analyze data available in Residential and C&I Customer Profile Studies, and to work on improvements to those studies going forward. The PAs note that multiple years of data will allow for more meaningful analysis through these studies. PAs have also sought to reach customers through their awareness marketing campaign. During the fourth quarter, Mass Save® connections media ran on varied platforms, including digital display, mobile advertising (smartphones & tablets), pre-roll video, Facebook, paid search, radio, billboards, and business publications. The PAs are also seeking to identify ways to encourage deeper savings through programming and evaluation research. In Q4, residential and C&I implementers continued to meet to coordinate activities. PAs also commenced work on new delivery models planned for 2016, including moderate income incentives and the renter offering, which are designed to encourage additional participation and address missed opportunities. Additionally in Q4, PAs continued regular meetings of the management committees and other committees, such as the Multi-Family Working Group, the Low-Income Best Practices, and the Contractor Best Practices Working Group, which continue to discuss and share opportunities, strategies, and identify ways to encourage deeper savings through the programs.

4. **Analyze and determine council recommendation on a fully integrated and distinct Multi-family effort, and explore establishment of a new Multi-family initiative.** Utilize consultant support to analyze the results of creating a fully integrated and distinct Multi-family effort, possibly including a new initiative in the 2016-2018 Three-Year Plans. Evaluate and determine Council position.

ACTION: The PAs explored recommendations related to multi-family initiatives in 2016-2018 in Q4 while developing the next Three-Year Plan. The final Plan for 2016-2018 included core initiatives with data table line items for multi-family retrofit for the residential, low-income, and C&I sectors. This is expected to increase visibility into multi-family going forward. The Multi-Family Working Group (including residential and C&I program management staff and vendors) continued to meet in the fourth quarter. Through this group, the PAs, in collaboration with stakeholders including LEAN, EEAC Councilors, and DOER, will continue to ensure that a mix of regional best practices and cutting-edge strategies are used to address the needs of the Massachusetts multi-family retrofit market.

5. **Inform, review, and finalize the 2016-2018 Three-Year Plans.** Relay clear Council priorities and recommendations to the Program Administrators for inclusion in the 2016-2018 Three-Year Plans. Review and finalize the 2016- 2018 Three-Year Plans.

ACTION: In Q4, the PAs continued intensive work on the 2016-2018 Three-Year Plan, including collaborating with the Council, its consultants, and other stakeholders. PAs and Council members discussed Council priorities for the 2016-2018 Plan and reviewed Plan drafts. This work culminated in the Council's October Resolution approving the statewide Three-Year Plan, and the submission of the statewide Three-Year Plan and PA-specific filings to the Department on October 30, 2015. During the fourth quarter the PAs also fully participated in the Plan review process before the Department, including responding to information requests, participating in evidentiary hearings, and preparing briefs. In accordance with its 90 day review period, the Department approved the Plan on January 28, 2016, with limited directives. The PAs will continue to work closely with the Council, its consultants, DOER, the Attorney General, LEAN, and many other stakeholders in the coming months and years on the 2016-2018 Plan.

III. Gas and Electric Program Highlights

Since the Department of Public Utilities (“Department”) approved the Gas and Electric Three-Year Energy Efficiency Plans on January 31, 2013, the Program Administrators have been proceeding with the implementation of their EEAC-endorsed 2013-2015 Plans.

In Attachment A, the PAs present quantitative cost and savings data, along with other data.

RESIDENTIAL SECTOR

Residential New Construction (“RNC”)

The Program Administrators continued to focus on outreach and recruitment throughout the fourth quarter of 2015 in order to build a strong pipeline for 2016 and beyond. The RNC program was present at 13 events throughout the quarter.

The statewide vendor continued to work closely with the PAs to forecast unit completions for the end of the 2015 program year by working with builders and HERS Raters to maintain an accurate pipeline. Most PAs estimate that they have met or exceeded their 2015 goals. During the fourth quarter, the PAs, their statewide vendor, and the HERS Rater Panel met for the quarterly meeting.

Residential Electric New Construction

At the end of the fourth quarter of 2015, the electric PAs completed 3,475 units statewide year to date. The PAs have a strong pipeline going forward into the 2016 program year.

Residential Gas New Construction

During the fourth quarter of 2015, the gas PAs continued the trend of high participation rates seen throughout the first half of the year. At the end of December, the gas PAs had 2,703 unit completions.

Residential High-Rise New Construction

At the end of the fourth quarter of 2015, 37 projects with 4,632 units completed the High-Rise program path year to date including 249 low-income units and 4,383 non-low income units. Recruitment efforts among the most active multi-family developers continued throughout the quarter.

C&I Coordination

Quarterly meetings were held with C&I and Residential program managers of Eversource and National Grid to review and qualify projects for participation in the High-Rise Path. The meetings are focused on identifying all cost-effective energy saving opportunities and preventing the double counting of savings for projects that have submitted custom measures.

Multi-Family Retrofit

Through the conclusion of the fourth quarter, most PAs met or exceeded goals.

The Multi-Family Market Integrator (“MMI”) received just under than 9,800 incoming calls in 2015, a 17% increase in volume compared to 2014.

The PAs attended and staffed a Mass Save® booth at the Community Associations Institute–New England Chapter (“CAI-NE”) on October 24th in Burlington. This event had record high attendance, with over 500 attendees.

The Multi-Family Working Group continued to meet regularly through the fourth quarter. As the PAs look forward toward the next three-year energy efficiency plan, feedback and collaboration with stakeholders including LEAN, EEAC Councilors, and DOER will continue to ensure that a mix of regional best practices and cutting-edge strategies are used to address the needs of the Massachusetts multi-family retrofit market.

Home Energy Services and HEAT Loan

All Program Administrators estimate that they have met or exceeded savings goals as of the fourth quarter of 2015.

Home Energy Services (“HES”)

The PAs have been diligently focused on implementation strategies for new initiatives in 2016. In Q4 the RFP process for the income verification vendor for the 2016 Moderate Income Incentive was completed. The PAs have begun implementation discussions that will continue through Q1 2016.

PAs also began initial preparation of materials and implementation strategies for the upcoming Renter Offer also to be launched in Q1 of 2016.

The PAs competitively procured a statewide Rebate Processing Vendor for HES, COOLSMART, GasNetworks®, and lighting and products. Through Q4, all PAs have been working together to transition the processing of all rebates to the new vendor. The anticipated launch date is in January 2016.

Those PAs offering the Wireless Enabled Thermostat Installation Incentive continued to increase marketing efforts through Q4 and have noticed an increasing trend of uptake. Offering PAs continue to look for opportunities to streamline this offering to customers at the Home Energy Assessment.

The early replacement offers for boilers and furnaces to customers ended in the third quarter of 2015; however, eligible customers were able to complete installs and submit documentation for most PAs through October. Most PAs will offer the early heating replacement incentives year round in 2016. PAs began preparing forms and strategies for this implementation effort in Q4.

Marketing

Through the fourth quarter, the HES working group has continued to work on revising the Home Energy Assessment packet and the included materials to streamline information provided to customers. The PAs anticipate release of the new materials in mid-2016. Additionally, the PAs have been working on enhancements to related webpages and will continue to do so through the first quarter of 2016.

Contractor Best Practices Working Group (“BPWG”)

The PAs and contractors have created a new working group to update the statewide Materials and Installation Standards. This will be a collaborative effort to ensure that the installations reflect current conditions and materials. Progress continues through the fourth quarter.

HEAT Loan

Through the fourth quarter, central AC and heating equipment have been the primary measures financed.

Residential Lighting

The PAs drafted a letter to the US Environmental Protection Agency (“EPA”) expressing their concerns about the proposed LED specification update. The letter specifically addressed concerns about including products that may have less stringent requirements for directionality and felt it was a step backwards and would lead to consumer dissatisfaction.

In October, the PA vendor continued working with manufacturers to either restart or launch new lighting Negotiated Cooperative Promotions (“NCPs”). One notable NCP that relaunched was Cree’s markdown at the Home Depot stores. Cree’s participation in the Massachusetts program was on hiatus since May due to manufacturer funding overages. The manufacturer’s new NCP features 11 of their bestselling LED bulb and fixture models. Other noteworthy NCPs launched this month include Feit’s LED markdown with Rocky’s ACE stores in Massachusetts and Rhode Island, and Leedarson’s markdown of EcoSmart A-Line LED four-packs at Massachusetts Home Depot stores.

“Person on the street” videos were filmed promoting ENERGY STAR[®] and focusing on efficient lighting options. The videos are available on the Mass Save[®] website.

The PAs again supported the Ellie Fund for the third year in a row. The PAs worked with lighting manufacturer Greenlite to sell online a 4-pack of pink-based, 9 watt LEDs for \$10.00. Of the total retail price, \$5.00 of every sale went to the Ellie Fund, a Massachusetts-based nonprofit that provides services to families of people battling breast cancer. The promotion launched October 30th and was promoted through email, website banners and buttons, Facebook and Twitter posts, Facebook and Twitter advertising, and a Mass Save[®] blog post. When the promotion ended, 2,028 packs were sold, which generated a \$10,140 donation for the Ellie Fund.

A fourth quarter promotion was held with Walmart and TCP bulbs. A-Lines were available for \$1.88 and BR30's for \$2.88 and were displayed in aisle pallets.

The PAs had multiple conversations with evaluators to discuss 2016 Lighting offerings. New categories will be introduced in 2016 (*e.g.*, LED Reflectors and LED Hard to Reach bulbs), while others will be dropped (specialty CFLs). Many discussions were held regarding the new "ish" bulbs that are in the market. These LED bulbs are very inexpensive, yet do not meet the stringent ENERGY STAR[®] qualifications. The PAs working in implementation and evaluation continue to discuss ways to compete with these bulbs in retail stores in order to make sure customers know the value of choosing the right bulb, regardless of price. The PAs intend to be aggressive with incentives in order to compete with these bulbs in 2016.

Residential Consumer Products

There were two important events concerning refrigerator recycling vendor, JACO in Q4. First, the PAs reached a milestone, having recycled 75,000 units since the program's inception in 2009. Also, the PAs received an email notification just before Thanksgiving that JACO had gone into receivership. The vendor JACO would be unable to fulfill their obligation to pick up any more refrigerators or freezers, and it was also revealed that although the PAs had paid JACO for past services rendered, JACO had not been issuing rebates since August. The PAs worked quickly to obtain a new rebate processor, EFI, and through diligent efforts of PAs and EFI, were able to issue checks to customers within five weeks of being notified of JACO's situation.

A tier-two advanced power strip promotion was held online in September. Over four hundred units were sold via this online promotion.

The PAs continued their marketing efforts in Q4. During the month of October, a ten-day online promotion was held for Febreze air cleaners. This effort was supported through social media Facebook and Twitter, as well as email blasts, and resulted in over six hundred air cleaner sales.

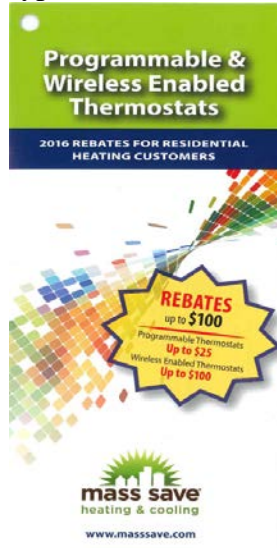
The PAs submitted an application for the ENERGY STAR[®] award for Energy Efficiency Partner Delivery.

The PAs also participated in the NEEP submission for the ENERGY STAR[®] award. After much analysis and input from Evaluation team, the PAs decided to drop refrigerators and freezers from 2016 offering. TVs will also not be offered in 2016.

Residential Gas Heating and Water Heating

At the close of 2015, the residential GasNetworks[®] Program Administrator specialists estimate that over 31,000 incentives were processed for customers in Massachusetts in 2015. At the close of Q4, most PAs report they will likely be meeting or exceeding their goals for the three-year plan.

In preparation for 2016, the GasNetworks[®] statewide working group has collaborated with the Home Energy Services working group to create a combined Thermostat Rebate form that will continue to be available at retail outlets. In 2016, this integrated form will be available to all residential customers who are served by a Mass Save[®] sponsoring service provider, regardless of heating fuel type.



In Q4 2015, the GasNetworks[®] vendor for providing supply house outreach conducted over 1,500 supply house visits, which include counter days, sales training, and replenishing of program rebate forms and marketing literature.

As a follow up to September's 15th Annual GasNetworks[®] Conference, conference evaluations were distributed to all conference attendees. Respondents were asked a series of questions, which the PAs hope will help guide the planning of future conferences. Overall, 80 attendees, representing 53 different companies, completed a conference evaluation. Of the respondents, 30 reported they were attending the conference as first time attendees.

As seen in previous years, "The Roots of Radiant" session was very popular among attendees. Additionally, the PAs offered sessions on the "Importance of Outdoor Reset Controls" to help bring awareness to the impacts that improperly installed Outdoor Reset Controls have on boiler efficiency, which was also well attended.

Residential Electric Cooling and Heating

As the year drew to a close, much preparation was done for the rebranding of COOL SMART to Mass Save[®] Electric Heating and Cooling, and of Quality Installation Verification (QIV) to Airflow and Charge Check ("AC Check") in 2016. This was done to avoid customer confusion about what measures are included in the program (not only cooling), to emphasize the connection with Mass Save[®], and to clarify the extent of the verification done for central AC and heat pump systems.

CLEAResult conducted a survey to find out contractors' reasons for choosing to participate in

the AC Check training. It also served to promote the training to contractors who may not have been aware of it.

The annual COOL Talk contractor breakfast was held December 2. Contractors were informed about program changes for 2016, and PAs heard feedback from contractors on various issues.

CLEAResult is testing a procedure for checking newly installed mini-split heat pump systems (similar to the AC Check for central systems). Progress has been made in identifying common installation issues in cooling mode, and they will be testing a similar method in heating mode when the weather allows.

PAs estimate that more than 17,500 incentives have been processed in 2015. Budgets and savings vary by PA; however, preliminary results indicate that the all PAs have exceeded savings goals for the year, as well as for the 2013-2015 plan.

LOW-INCOME SECTOR

Low-Income Single Family

Preliminary budgets and savings for the Low-Income Single Family initiative at the end of fourth quarter of 2015 vary by PA. Some PAs have exceeded savings goals for the year as well as for the 2013-2015 Plan, while others were under as some PAs reallocated funding toward Low-Income Multi-Family based upon customer demand.

The Low-Income Assistance Brochure and Lighting and Energy Saving Tips Brochure continue to be provided by the CAP agencies to customers as an educational piece and have been translated into multiple languages. In addition, the Portuguese and Spanish versions have been added to the Mass Save[®] website.

Additionally, the PAs continue to participate in the Best Practices Working Group to coordinate statewide on all aspects of the Low-Income Retrofit Program in coordination with the WAP and HEARTWAP federal programs, and review any new measures for possible inclusion within the program.

Low-Income Multi-Family Retrofit

The Low-Income Multi-Family budgets and savings vary by PA; however, as of quarter four 2015, preliminary results indicate that the majority of PAs have exceeded savings goals while reaching or exceeding budgets for the year as well as for the 2013-2015 Plan. The demand in some PA territories for Multi-Family was higher in comparison to the funding that was available; therefore, some PAs reallocated Low-Income Single Family funding to Low-Income Multi-Family in order to serve more customers. Demand remains very strong and the program is expected to be highly subscribed in future years.

The Low-Income Multifamily Initiative Impact Evaluation study was finalized and results will be utilized for the upcoming 2016-2018 Plan. The main objectives of the study were to develop

a set of statewide savings estimates for non-custom measures, verify the impacts of the natural gas initiative, including weatherization, heating, and water heating measures, as well as verify the impacts of common area lighting measures. While specific results of the study differ by PA, overall the program has achieved high realization rates and has been accurately estimating annual energy savings.

The Low-Income Assistance Brochure and Lighting and Energy Saving Tips Brochure continue to be provided by the CAP agencies to customers in several languages, as noted above.

The WEGOWise Multi-Family Benchmarking tool continues to help to identify the least-efficient buildings among all those eligible for funding and to aid in prioritizing energy efficiency projects to make the most of the budgets.

The PAs continue to coordinate statewide on all aspects of the Low-Income Retrofit Program through participation in the Low-Income Advisory Committee and Best Practices Working Group.

Low-Income New Construction

At the end of the fourth quarter of 2015, low-income new construction had 332 Low-Rise electric unit completions year-to-date. The initiative continues to target the low-income market across the state.

COMMERCIAL AND INDUSTRIAL SECTOR

In Q4, the Program Administrators continued to work diligently toward achieving the 2015 savings goals, as well as the cumulative 2013-2015 Three-Year Plan goals, while actively exploring opportunities to expand offerings, enhance strategies and to encourage participation throughout the year.

Highlights

During Q4, PAs' efforts were focused on finalizing and filing the 2016-2018 Three-Year Plan, while subsequently responding to information requests from the Department regarding the Plan and preparing for and participating in hearings at the Department. In addition to those activities associated with the Three-Year Plan, the PAs were also working diligently to successfully finish the 2015 program year as well as the final quarter of the 2013-2015 Three-Year Plan.

Subcommittee Activities

The various C&I Subcommittees discussed a number of issues and areas for possible improvement during Q4, as well as having discussions on new and continuing initiatives and equipment offerings. Details for each Subcommittee are as follows:

Natural Gas

- **Upstream Water Heaters**

This quarter constituted months 2 through 4 of the PAs' upstream initiative for C&I Water Heaters, providing equipment that was previously offered on a prescriptive basis. Also, PAs continue to offer larger equipment on a custom basis.

- **Changes to High Efficiency Heating Equipment offerings for 2016**

Faucet aerator, showerhead and Wi-Fi Thermostat incentives were added to PA offerings for 2016. These products have previously been, and will continue to be, offered in Direct Install/Small Business offerings and will now be available to larger customers as well.

- **Steam Traps**

Work is underway to align steam trap offerings, processes and tools across all PAs with an expected re-launch timeframe of Q2 of 2016. In addition, a discussion has begun regarding the possibility of offering steam traps of certain sizes and pressure ratings using an upstream delivery model. PAs have reviewed research that shows the possibility of increased participation and savings from such an approach. Energy Solutions, the PAs third party upstream program manager, has been commissioned to provide a proposal for a market assessment and preliminary program design that will help PAs determine the market potential.

- **Upcoming Topics of Discussion in 2016**

- Vendor Auditor Training for Small Business/Direct Install Vendors for gas measures
- Possible development of a tablet-based Audit Tool
- Food Service Equipment upstream market test
- Changes to Fryolator incentive levels

Electric Non-Lighting

- The Electric, Non-lighting Subcommittee has completed all the updates to the 2016 incentive application forms. Changes were minor with the exception of the Compressed Air eligibility.
- Work is underway to assemble the supporting documentation on pricing and energy savings related to creation of an upstream offering for hydronic circulation pumps with fractional horse power ECM motors. This ECM currently exists in the residential market. The goal is to get these into the market late in the first quarter of 2016.
- The Commonwealth of Massachusetts Board of Building Regulations and Standards ("BBRS") has released a statement indicating that IECC 2015, with the Massachusetts Amendments, will become code between now and January 1, 2017 with no period of concurrency with the previous standards. The PAs will apply and use the existing standards as the basis for savings and incentive calculations for the entirety of 2016 and will transition to the new standards effective January 1, 2017.

- Given the forthcoming changes in standards, PAs have begun a review and analysis of the upstream commercial HVAC offerings to determine whether they will continue to be cost-effective.
- Working in concert with the other PA C&I subcommittees, discussions have begun regarding the creation of a statewide baseline document for custom projects that will account for the upcoming code changes.

Lighting

A summary of the topics and discussions from the fourth quarter are outlined below:

- The subcommittee finalized program and incentive application changes for 2016. Adjustments implemented and other topics include:
 - Category additions and deletions (new LED products)
 - Incentive adjustments (eliminated Fluorescent \$)
 - Integration of new DLC Structure Version 3.1 (Standard & Premium) with a higher incentive for Premium products (higher lumens/watt)
 - Impact of new State Building Code (IECC 2015)
- Upstream lighting topics reviewed and addressed in Q4 included:
 - LED Fixture Initiative with an enhanced incentive for integrated controls
 - Initial fixture initiative ended on October 31st for most PAs
 - Reviewed participation data and program costs
 - Analyzed both initial and revised incentive levels in comparison to estimated savings figures
 - Fixture cost data reviewed in order to gauge cost trends and incentive levels
 - Plan to revise offering and implement revisions on April 1st 2016 (incentive reductions, language clarifications, etc.)
 - GX23 base lamp (CFL Replacement)
 - Added to Upstream portfolio in Q4
 - Lighting Design Lab's qualified product list was used for product screening since no Energy Star or DLC categories exist
 - Planning for 2016
 - Reduction in fluorescent lamp incentive (similar to prescriptive)
 - Elimination of fluorescent offerings by 2017 consistent with new Code and Evaluation data
 - Reduction in TLED incentive (from \$5 to \$4) by April 1st driving market to new fixtures and/or fixture kits with control capabilities
 - Addition of LED Fixtures on April 1st

- Selective new lamp and fixture offerings in 2016
- Networked Lighting Controls Initiative
 - Presentation on October 27th in Connecticut.
 - Phase 2: Manufacturer’s specifications were re-reviewed
 - Commercial Advanced Lighting Control (“CALC”) – savings calculation tools was tested
 - Continued work on demonstration projects
 - Planning for full deployment in 2016
- Design Lights Consortium (“DLC”)
 - Lighting Subcommittee members on the DLC Committees continued to meet and review specifications for new LED categories
 - Adoption of the Technical Requirements Table V3.1 (11/20/2015)

Lighting subcommittee members continued to meet with various manufacturers and distributors regarding new products, partnering opportunities, market direction, and product cost trends. Some of the manufacturer, distributor and representative meetings during Q4 included CREE/Echelon/OmniLite, Aron Lighting with Reflex, LG, RAB, and Philips.

IV. Massachusetts Technology Assessment Committee

The statewide Massachusetts Technology Assessment Committee (“MTAC”) evaluates new technologies for inclusion in the energy efficiency programs. MTAC provides a consistent statewide venue for evaluation of the savings potential of new energy efficiency technologies.

MTAC reviewed three technologies in the fourth quarter of 2015:

1. TSO logic (data center control)
2. Wattstopper (emergency lighting control); and
3. Fanwall (fan array system).

TSO logic and Wattstopper technologies are currently in review phase. Fanwall (fan array system) has been referred to C&I Electric, Non-lighting Subcommittee for implementation (retrofit projects only) using a custom approach. The subcommittee has also developed a measurement and verification plan to verify energy savings related to Fanwall projects.

V. Marketing, Education, Outreach Highlights

During the Fourth Quarter, the majority of Mass Save[®] connections media ran in October. Digital display, mobile advertising (smartphones & tablets), pre-roll video, Facebook, paid search, radio, billboards, and business publications were in-market. In November, Facebook and paid search were live.

The following is a detailed summary of the media channels in market in Q4 2015:

Radio (3 weeks, Weeks of 10/5, 10/12, 10/26)

- Residential, Low Income, Multicultural and Commercial & Industrial audiences; Radio spots ran in English, Spanish and Portuguese
- A mix of :30 and :60 ads run on top-rated stations in the Berkshires, Boston, Cape Cod, New Bedford-Fall River, Springfield and Worcester markets

Digital Display (October 1 – October 31)

- Geo-targeted flash banners for Residential, Commercial & Industrial and Multicultural audiences

Pre-Roll Video (October 1 – October 31)

- Geo-targeted :30-second video; Residential audience

Mobile Advertising (October 1 – October 31)

- Geo-targeted banner ads; Residential and Commercial & Industrial audiences
- Advertising on Smartphones and Tablets

Facebook (October 1 – November 22)

- Geo-targeted ads; Residential audience

Paid Search (October 1 – November 22)

- Search ads on top two search networks, Residential and Commercial & Industrial audiences
- Paid search campaign for the Residential audience included ad groups and keywords to promote posts from the *Mass Saver* blog

Business, Landlord Association & Chamber of Commerce Publications (October 1 – November 30)

- Ads ran in 15 business magazines, landlord association newsletters and chamber of commerce newsletters
- A mix of ¼ Page 4C and ½ Page 4C ads

Out-of-Home (October 1 – October 31)

- Residential, Commercial & Industrial and Low Income target audiences
- Billboards (October 1 – October 31) situated on major thoroughfares in Boston, New Bedford, Pittsfield, Springfield and Worcester

Optimizations

The PAs' lead marketing vendor worked with all vendors to meet and exceed energy vertical benchmarks for click-through-rate and video-completion-rate, as well as to deliver engaged visitors to the Mass Save® website.

Facebook and Paid Search campaigns were monitored in Q4 to ensure that maximum impression volume and clicks were realized. On-site metrics, such as average page views and average session duration, were reviewed and allowed PAs to optimize ad delivery to best performing creative and keywords.

VI. Evaluation, Measurement, and Verification Highlights

During the fourth quarter of 2015, the evaluation team completed almost all of its ongoing studies in all three research areas - Residential, Commercial & Industrial, and Special and Cross Sector. These studies were completed in preparation for and support of the 2016-2018 Three-Year Plan filed with the Department in October 2015. The evaluation team has now shifted focus to new studies for 2016.

To help share best practices and streamline the evaluation process, the Program Administrators and the Council's consultants continued monthly meetings of the Evaluation Management Committee and coordination with the Residential and Commercial & Industrial Management Committees.

The following summary includes only new studies that have reached at least the detailed scoping phase. There are other studies in the early scoping phase that are not included. Because these studies are still being scoped, description detail is not yet available. In Q1 2016, the PAs expect to have a complete list of all approved studies with timetables and expected completion dates.

New Residential Research Area

The Residential research area has been divided into three areas;

- Residential Retrofit and Heating and Cooling;
- Lighting, Products, and New Construction;
- Data Management

The Evaluation team is currently awarding these contracts to the winning bidders, but the contracting process is not final.

The following studies are currently being scoped

- HEHE Condensing Equipment Barriers - Impact
- Lighting Onsite Saturation and Consumer Survey – Market Assessment
- New York Comparison Area – Market Assessment

Once contracting is completed, additional studies will be added.

New Commercial & Industrial Research Area

The Program Administrators and Council's consultants are in the process of vetting a series of Stage 3 work plans with the intention of beginning several new studies in early 2016. It is anticipated that the following studies will commence in the first quarter of 2016.

- Impact Evaluation of 2013 Prescriptive Gas Installations - Impact
- Lighting and Controls Market Effects Study - Market Effects
- 2015 PA Differences - Process
- Process Evaluation of the Upstream HVAC Initiative - Process
- Custom CDA Gas & Electric - Impact
- Impact Evaluation of Upstream Lighting Programs - Impact
- Prescriptive/ Custom Gas Steam Trap Measure Phase 2 Evaluation - Impact
- CHP Process Evaluation - Process
- Assessment of the Share of Incentivized High Efficiency Equipment - Market Assessment
- Refinements of Gross Impact Evaluation Framework - Impact
- Articulating Baseline Policy and Practice - Impact
- Enhanced Customer-Level Database Capabilities -Market Assessment
- Drivers of NTG - Market Effects

New Special and Cross-Sector Research Area

The Program Administrators and Council's consultants are in the process of vetting a series of Stage 3 work plans with the intention of beginning several new studies in early 2016. It is anticipated that these studies will cover a variety of special and cross-cutting topics such as:

- Assessment of Combined Behavior and Wi-Fi Tstat Program - Impact/Process
- CBP Design and Marketing Effectiveness - Process
- Effects of PA Initiatives on New Construction Efficiency in Stretch Code Communities - Market Assessment
- Net-to-Gross Methodology - Impact
- Top-Down Modeling Additional Investigation of the Municipal Model – Impact
- Market-Rate Rental Property NEIs - Impact

VII. Regulatory Updates

In Q4, the PAs continued intensive work on the 2016-2018 Three-Year Plan, including collaborating with the Council, its consultants, and other stakeholders, culminating in the Council's October Resolution approving the statewide Three-Year Plan, and the submission of the statewide Three-Year Plan and PA-specific filings to the Department on October 30, 2015. During the fourth quarter the PAs also fully participated in the Plan review process before the Department, including responding to information requests, participating in evidentiary hearings, and preparing briefs. In accordance with its 90-day review period, the Department approved the Plan on January 28, 2016, with limited directives.

In December, the Department also released a proposal to modify its Energy Efficiency Guidelines and sought comment on proposed revisions to the mid-term modification ("MTM") process. In the Department's Order approving the Three-Year Plan, the Department stated it would address the MTM proposal in a separate proceeding. The Department, however, issued directives reversing the process regarding fixed energy efficiency surcharges. The Department directed the PAs to file annual energy efficiency surcharges. The Department also issued Orders approving individual PA "Category 2" MTMs (MTMs that must be filed for Department approval following Council review). The Department also approved a proposal for National Grid to implement energy efficiency programs on behalf of Blackstone Gas Company.

VIII. Special Focus Topic: Codes & Standards

The Massachusetts Code Compliance Support Initiative ("CCSI") delivered 14 classroom trainings in the fourth quarter of 2015, with a total of 343 attendees. Six residential trainings were held, resulting in 131 residential attendees. Eight commercial trainings were held, resulting in 212 commercial attendees. Trainings during the fourth quarter were held in Boston, Braintree, Brockton, Lenox, Milford, Natick, Townsend, Springfield, Waltham, Westborough, and Worcester. CCSI conducted one 90-minute residential webinar during the fourth quarter with a total of 10 attendees. There were five residential and five commercial Circuit Rider phone calls that were received and responded to during the fourth quarter.

2015 Year-End Update

The CCSI delivered 34 classroom trainings in 2015 with a total of 1,146 attendees. Nineteen residential trainings were held resulting in 653 residential attendees. Fifteen commercial trainings were held resulting in 493 commercial attendees. CCSI conducted 12 hours of residential webinars during 2015 with a total of 150 attendees. There were 46 residential and 20 commercial Circuit Rider phone calls that were received and responded to during 2015.

ATTACHMENT A
QUANTITATIVE REPORT

Q4 2015 Statewide Electric Budgets (January 1, 2015 through December 31, 2015)

	Total Sum of Program Planning and Administration	Total Sum of Marketing and Advertising	Total Sum of Participant Incentive	Total Sum of Sales, Technical Assistance & Training	Total Sum of Evaluation and Market Research	Total Sum of Total Spend
<i>Row Labels</i>						
Electric						
Planned	\$ 27,780,278	\$ 18,557,885	\$ 383,012,186	\$ 73,209,504	\$ 16,534,595	\$ 519,094,446
Residential	\$ 6,301,336	\$ 11,447,839	\$ 116,763,207	\$ 31,186,517	\$ 5,624,093	\$ 171,322,993
Residential Whole House	\$ 3,307,784	\$ 3,927,211	\$ 78,540,347	\$ 22,423,031	\$ 3,989,600	\$ 112,187,974
Residential Products	\$ 1,527,788	\$ 4,581,194	\$ 29,214,213	\$ 6,265,354	\$ 1,489,760	\$ 43,078,307
Residential Hard-to-Measure	\$ 1,465,764	\$ 2,939,434	\$ 9,008,647	\$ 2,498,132	\$ 144,733	\$ 16,056,712
Low-Income	\$ 3,238,860	\$ 1,088,461	\$ 40,927,999	\$ 9,648,454	\$ 2,009,355	\$ 56,913,126
Low-Income Whole House	\$ 1,825,406	\$ 823,949	\$ 40,927,999	\$ 9,633,604	\$ 1,970,023	\$ 55,180,979
Low-Income Hard-to-Measure	\$ 1,413,455	\$ 264,511	\$ -	\$ 14,850	\$ 39,332	\$ 1,732,147
Commercial & Industrial	\$ 18,240,081	\$ 6,021,585	\$ 225,320,980	\$ 32,374,533	\$ 8,901,147	\$ 290,858,327
C&I New Construction	\$ 3,635,741	\$ 1,374,106	\$ 39,048,392	\$ 8,235,128	\$ 2,019,505	\$ 54,312,870
C&I Retrofit	\$ 11,827,253	\$ 3,503,379	\$ 186,272,588	\$ 24,139,405	\$ 6,669,641	\$ 232,412,267
C&I Hard-to-Measure	\$ 2,777,087	\$ 1,144,100	\$ -	\$ -	\$ 212,002	\$ 4,133,189
Q4	\$ 24,168,593	\$ 13,887,599	\$ 429,969,408	\$ 65,937,858	\$ 13,365,912	\$ 547,329,370
Residential	\$ 6,238,219	\$ 10,080,651	\$ 161,442,634	\$ 30,705,242	\$ 4,685,476	\$ 213,152,221
Residential Whole House	\$ 3,408,302	\$ 3,042,250	\$ 104,746,361	\$ 22,208,297	\$ 2,539,771	\$ 135,944,980
Residential Products	\$ 1,459,032	\$ 4,128,278	\$ 42,748,556	\$ 4,604,793	\$ 1,976,505	\$ 54,917,164
Residential Hard-to-Measure	\$ 1,370,885	\$ 2,910,123	\$ 13,947,716	\$ 3,892,152	\$ 169,200	\$ 22,290,076
Low-Income	\$ 2,427,636	\$ 613,673	\$ 48,598,164	\$ 8,929,120	\$ 1,004,178	\$ 61,572,770
Low-Income Whole House	\$ 1,770,569	\$ 420,442	\$ 48,598,164	\$ 8,925,603	\$ 996,467	\$ 60,711,245
Low-Income Hard-to-Measure	\$ 657,067	\$ 193,230	\$ -	\$ 3,518	\$ 7,711	\$ 861,525
Commercial & Industrial	\$ 15,502,738	\$ 3,193,276	\$ 219,928,611	\$ 26,303,496	\$ 7,676,258	\$ 272,604,379
C&I New Construction	\$ 2,855,457	\$ 296,296	\$ 60,682,319	\$ 7,901,374	\$ 2,226,632	\$ 73,962,078
C&I Retrofit	\$ 9,600,905	\$ 1,745,305	\$ 159,246,292	\$ 18,394,774	\$ 5,416,154	\$ 194,403,430
C&I Hard-to-Measure	\$ 3,046,376	\$ 1,151,675	\$ -	\$ 7,347	\$ 33,472	\$ 4,238,871

YTD as Percentage to Planned	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Spend
Electric	87%	75%	112%	90%	81%	105%
Residential	99%	88%	138%	98%	83%	124%
1. Residential Whole House	103%	77%	133%	99%	64%	121%
2. Residential Products	95%	90%	146%	73%	133%	127%
3. Residential Hard-to-Measure	94%	99%	155%	156%	117%	139%
Low-Income	75%	56%	119%	93%	50%	108%
4. Low-Income Whole House	97%	51%	119%	93%	51%	110%
5. Low-Income Hard-to-Measure	46%	73%	0%	24%	20%	50%
Commercial & Industrial	85%	53%	98%	81%	86%	94%
6. C&I New Construction	79%	22%	155%	96%	110%	136%
7. C&I Retrofit	81%	50%	85%	76%	81%	84%
8. C&I Hard-to-Measure	110%	101%	0%	0%	16%	103%

Q4 2015 Statewide Electric Savings (January 1, 2015 through December 31, 2015)

	Total Sum of Participants	Total Sum of Capacity (kW)	Total Sum of Energy (annual MWh)	Total Sum of Energy (Lifetime MWh)
Electric				
Planned	2,350,052	179,574	1,274,647	13,863,793
Residential	2,306,349	47,314	380,446	1,985,571
Residential Whole House	942,277	25,839	209,363	690,144
Residential New Construction	5,119	746	4,517	47,003
Residential Multi-Family Retrofit	26,646	1,013	16,746	183,102
Residential Home Energy Services	52,800	3,444	31,701	303,640
Residential Behavior/Feedback	857,712	20,636	156,399	156,399
Residential Products	1,364,072	21,475	171,083	1,295,428
Residential Cooling & Heating Equipment	12,778	3,340	5,897	78,471
Residential Lighting	1,251,552	15,826	148,216	1,084,983
Residential Consumer Products	99,742	2,309	16,970	131,973
Low-Income	27,106	3,245	26,795	254,311
Low-Income Whole House	27,106	3,245	26,795	254,311
Low-Income New Construction	1,571	108	1,000	10,135
Low-Income Single Family Retrofit	10,646	1,649	11,485	111,720
Low-Income Multi-Family Retrofit	14,889	1,488	14,310	132,456
Commercial & Industrial	16,597	129,015	867,406	11,623,911
C&I New Construction	3,423	30,005	174,844	2,502,291
C&I New Construction	3,423	30,005	174,844	2,502,291
C&I Retrofit	13,174	99,010	692,562	9,121,620
C&I Retrofit	4,166	71,596	549,843	7,493,130
C&I Direct Install	9,008	27,414	142,720	1,628,490
Q4	4,553,363	222,395	1,472,726	18,038,691
Residential	4,497,726	69,351	518,679	4,717,675
Residential Whole House	923,290	36,401	275,530	1,917,181
Residential New Construction	4,072	3,904	9,286	147,968
Residential Multi-Family Retrofit	31,685	1,089	23,485	262,972
Residential Home Energy Services	46,350	17,417	125,938	1,389,419
Residential Behavior/Feedback	841,183	13,992	116,821	116,821
Residential Products	3,574,436	32,950	243,150	2,800,495
Residential Cooling & Heating Equipment	249,369	1,388	10,925	156,819
Residential Lighting	3,264,394	28,536	218,661	2,529,028
Residential Consumer Products	60,673	3,026	13,564	114,647
Low-Income	41,511	5,407	52,249	597,530
Low-Income Whole House	41,511	5,407	52,249	597,530
Low-Income New Construction	336	150	496	8,490
Low-Income Single Family Retrofit	13,390	3,216	17,264	188,650
Low-Income Multi-Family Retrofit	27,785	2,041	34,489	400,391
Commercial & Industrial	14,126	147,637	901,798	12,723,485
C&I New Construction	5,426	59,202	346,774	4,354,587
C&I New Construction	5,426	59,202	346,774	4,354,587
C&I Retrofit	8,700	88,435	555,024	8,368,898
C&I Retrofit	2,657	67,627	437,666	6,933,208
C&I Direct Install	6,043	20,808	117,357	1,435,691

YTD as Percentage to Planned	Participants	Capacity (kW)	Energy (annual MWh)	Energy (Lifetime MWh)
Electric	194%	124%	116%	130%
Residential	195%	147%	136%	238%
Residential Whole House	98%	141%	132%	278%
Residential New Construction	80%	523%	206%	315%
Residential Multi-Family Retrofit	119%	107%	140%	144%
Residential Home Energy Services	88%	506%	397%	458%
Residential Behavior/Feedback	98%	68%	75%	75%
Residential Products	262%	153%	142%	216%
Residential Cooling & Heating Equipment	1952%	42%	185%	200%
Residential Lighting	261%	180%	148%	233%
Residential Consumer Products	61%	131%	80%	87%
Low-Income	153%	167%	195%	235%
Low-Income Whole House	153%	167%	195%	235%
Low-Income New Construction	21%	139%	50%	84%
Low-Income Single Family Retrofit	126%	195%	150%	169%
Low-Income Multi-Family Retrofit	187%	137%	241%	302%
Commercial & Industrial	85%	114%	104%	109%
C&I New Construction	159%	197%	198%	174%
C&I New Construction	159%	197%	198%	174%
C&I Retrofit	66%	89%	80%	92%
C&I Retrofit	64%	94%	80%	93%
C&I Direct Install	67%	76%	82%	88%

Q4 2015 Statewide Electric Benefits (January 1, 2015 through December 31, 2015)

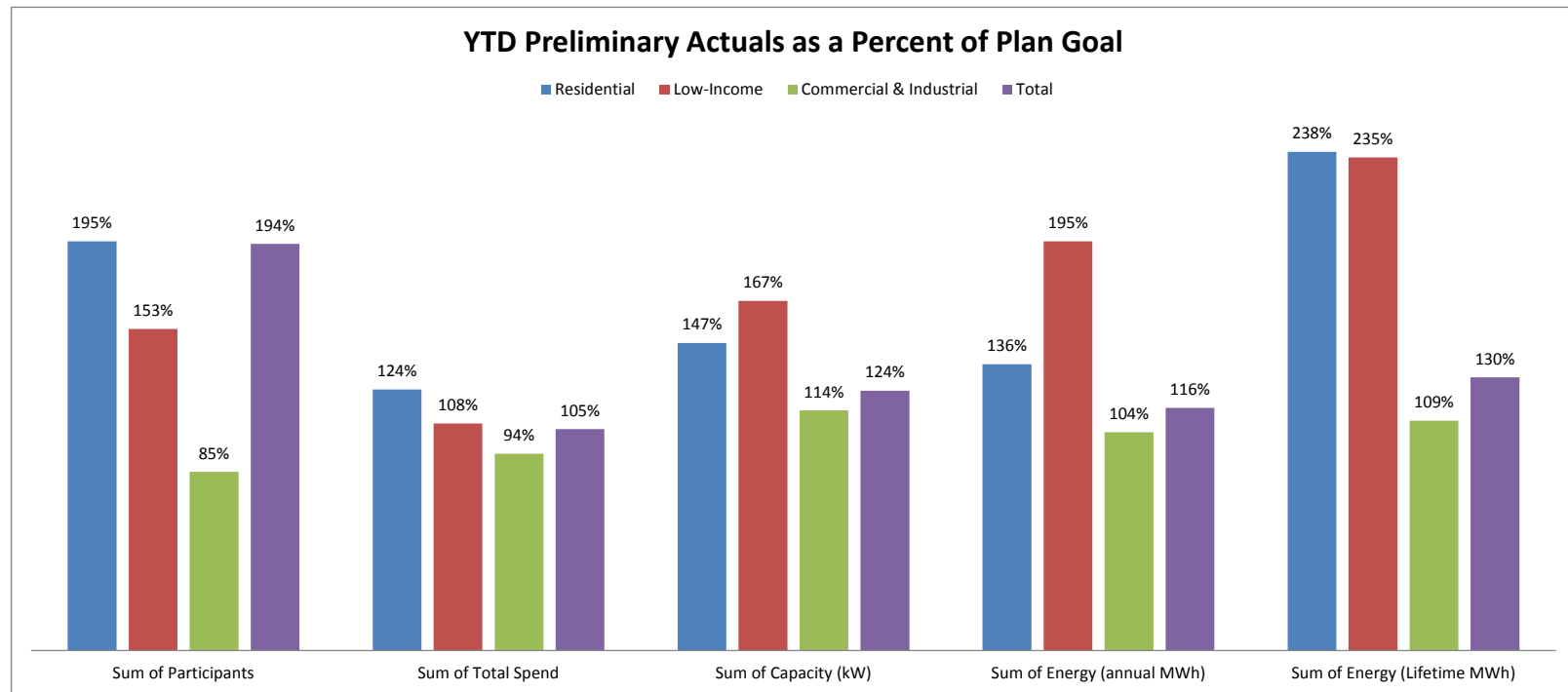
Row Labels	Total Sum of Total Electric Benefits	Total Sum of Total Other Resource Benefits	Total Sum of Total Gas Benefits	Total Sum of Total Non Resource Benefits	Total Sum of Total Benefits
Electric					
Planned	1,852,427,496	247,389,543	(156,461,209)	433,784,975	2,377,140,806
Residential	252,879,137	223,347,192	4,377,153	229,278,504	709,881,986
Residential Whole House	85,198,850	223,353,425	4,817,427	217,605,398	530,975,100
Residential New Construction	7,609,271	3,721,264	1,031,697	10,023,136	22,385,369
Residential Multi-Family Retrofit	20,164,162	1,654,216	19,023	32,647,353	54,484,754
Residential Home Energy Services	42,364,016	217,977,945	3,766,706	174,934,909	439,043,576
Residential Behavior/Feedback	15,061,401	-	-	-	15,061,401
Residential Products	167,680,287	(6,233)	(440,274)	11,673,106	178,906,886
Residential Cooling & Heating Equipment	17,367,582	(6,233)	(440,274)	1,697,384	18,618,460
Residential Lighting	133,225,369	-	-	9,975,722	143,201,091
Residential Consumer Products	17,087,336	-	-	-	17,087,336
Low-Income	33,338,125	43,065,773	997,186	40,956,251	118,357,335
Low-Income Whole House	33,338,125	43,065,773	997,186	40,956,251	118,357,335
Low-Income New Construction	1,317,560	463,179	981,927	7,647,646	10,410,312
Low-Income Single Family Retrofit	15,896,307	41,624,041	15,259	14,742,863	72,278,470
Low-Income Multi-Family Retrofit	16,124,257	978,554	-	18,565,742	35,668,553
Commercial & Industrial	1,566,210,235	(19,023,423)	(161,835,547)	163,550,221	1,548,901,485
C&I New Construction	350,870,597	(5,682,242)	(2,880,903)	460,238	342,767,691
C&I New Construction	350,870,597	(5,682,242)	(2,880,903)	460,238	342,767,691
C&I Retrofit	1,215,339,638	(13,341,181)	(158,954,644)	163,089,982	1,206,133,794
C&I Retrofit	972,861,664	(15,388,346)	(144,128,993)	131,060,828	944,405,153
C&I Direct Install	242,477,974	2,047,165	(14,825,652)	32,029,154	261,728,641
Q4	2,490,166,951	305,189,330	(321,526,364)	379,326,620	2,853,156,538
Residential	647,250,990	285,769,122	21,436,700	232,449,838	1,186,906,651
Residential Whole House	266,641,294	279,796,807	21,792,807	217,164,158	785,395,066
Residential New Construction	36,445,928	32,250,282	73,506	4,764,873	73,534,589
Residential Multi-Family Retrofit	28,258,164	451,991	52,528	13,922,026	42,684,708
Residential Home Energy Services	190,519,135	247,094,534	21,666,772	198,477,260	657,757,701
Residential Behavior/Feedback	11,418,067	-	-	-	11,418,067
Residential Products	380,609,696	5,972,315	(356,107)	15,285,680	401,511,585
Residential Cooling & Heating Equipment	20,097,929	(3,923)	(665,677)	898,249	20,326,579
Residential Lighting	342,420,650	-	-	14,387,431	356,808,081
Residential Consumer Products	18,091,117	5,976,238	309,570	-	24,376,925
Low-Income	74,775,225	33,947,679	812,396	32,399,382	141,934,682
Low-Income Whole House	74,775,225	33,947,679	812,396	32,399,382	141,934,682
Low-Income New Construction	1,655,255	69,626	803,860	492,199	3,020,940
Low-Income Single Family Retrofit	27,985,173	33,745,546	8,536	15,664,136	77,403,391
Low-Income Multi-Family Retrofit	45,134,797	132,507	-	16,243,407	61,510,351
Commercial & Industrial	1,768,140,735	(14,527,470)	(343,775,460)	114,477,400	1,524,315,205
C&I New Construction	620,547,839	(13,902,342)	(105,110,530)	43,932,614	545,467,581
C&I New Construction	620,547,839	(13,902,342)	(105,110,530)	43,932,614	545,467,581
C&I Retrofit	1,147,592,896	(625,128)	(238,664,930)	70,544,786	978,847,623
C&I Retrofit	940,882,850	(313,070)	(217,341,412)	31,564,223	754,792,591
C&I Direct Install	206,710,046	(312,059)	(21,323,518)	38,980,562	224,055,032

YTD as Percentage to Planned

	Electric Benefits	Other Resource Benefits	Gas Benefits	Non Resource Benefits	Sum of Total Benefits
Electric	134%	123%	205%	87%	120%
Residential	256%	128%	490%	101%	167%
Residential Whole House	313%	125%	452%	100%	148%
Residential New Construction	479%	867%	7%	48%	328%
Residential Multi-Family Retrofit	140%	27%	276%	43%	78%
Residential Home Energy Services	450%	113%	575%	113%	150%
Residential Behavior/Feedback	76%	0%	0%	0%	76%
Residential Products	227%	-95818%	81%	131%	224%
Residential Cooling & Heating Equipment	116%	63%	151%	53%	109%
Residential Lighting	257%	0%	0%	144%	249%
Residential Consumer Products	106%	0%	0%	0%	143%
Low-Income	224%	79%	81%	79%	120%
Low-Income Whole House	224%	79%	81%	79%	120%
Low-Income New Construction	126%	15%	82%	6%	29%
Low-Income Single Family Retrofit	176%	81%	56%	106%	107%
Low-Income Multi-Family Retrofit	280%	14%	0%	87%	172%
Commercial & Industrial	113%	76%	212%	70%	98%
C&I New Construction	177%	245%	3649%	9546%	159%
C&I New Construction	177%	245%	3649%	9546%	159%
C&I Retrofit	94%	5%	150%	43%	81%
C&I Retrofit	97%	2%	151%	24%	80%
C&I Direct Install	85%	-15%	144%	122%	86%

Q4 2015 Statewide Electric Summary (January 1, 2015 through December 31, 2015)

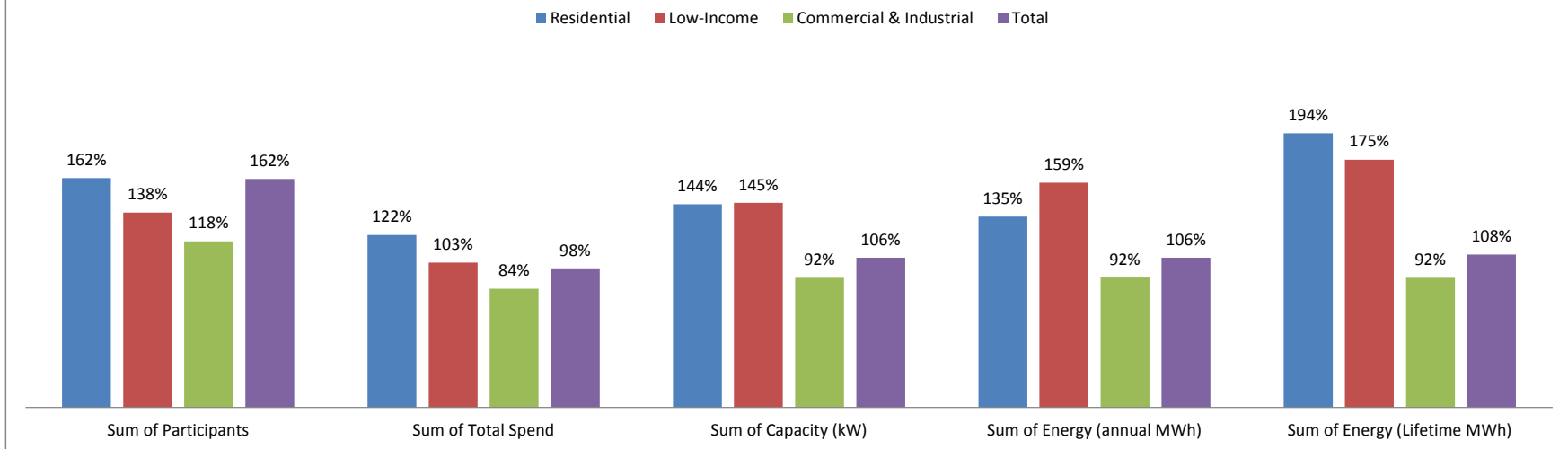
Values					
Row Labels	Sum of Participants	Sum of Total Spend	Sum of Capacity (kW)	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)
Electric					
Planned	2,350,052	519,094,446	179,574	1,274,647	13,863,793
Residential	2,306,349	171,322,993	47,314	380,446	1,985,571
Low-Income	27,106	56,913,126	3,245	26,795	254,311
Commercial & Industrial	16,597	290,858,327	129,015	867,406	11,623,911
Q4	4,553,363	547,329,370	222,395	1,472,726	18,038,691
Residential	4,497,726	213,152,221	69,351	518,679	4,717,675
Low-Income	41,511	61,572,770	5,407	52,249	597,530
Commercial & Industrial	14,126	272,604,379	147,637	901,798	12,723,485
YTD as % of Planned	194%	105%	124%	116%	130%
Residential	195%	124%	147%	136%	238%
Low-Income	153%	108%	167%	195%	235%
Commercial & Industrial	85%	94%	114%	104%	109%



Cumulative Statewide Electric Summary (January 1, 2013 through December 31, 2015)

Values					
Row Labels	Sum of Participants	Sum of Total Spend	Sum of Capacity (kW)	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)
Electric					
Planned	6,858,617	1,496,975,555	530,621	3,706,432	40,279,049
Residential	6,726,690	487,957,883	135,871	1,074,808	5,830,295
Low-Income	82,473	165,973,663	9,823	83,391	779,384
Commercial & Industrial	49,454	843,044,009	384,927	2,548,232	33,669,371
Q4	11,095,596	1,473,924,173	562,991	3,927,876	43,591,429
Residential	10,923,725	595,949,544	195,448	1,453,047	11,312,295
Low-Income	113,723	170,345,681	14,231	132,643	1,367,678
Commercial & Industrial	58,148	707,628,948	353,312	2,342,187	30,911,456
YTD as % of Planned	162%	98%	106%	106%	108%
Residential	162%	122%	144%	135%	194%
Low-Income	138%	103%	145%	159%	175%
Commercial & Industrial	118%	84%	92%	92%	92%

Cumulative Statewide Achievements as Percent of 2013-2015 Planned Goal (36/36 Months)

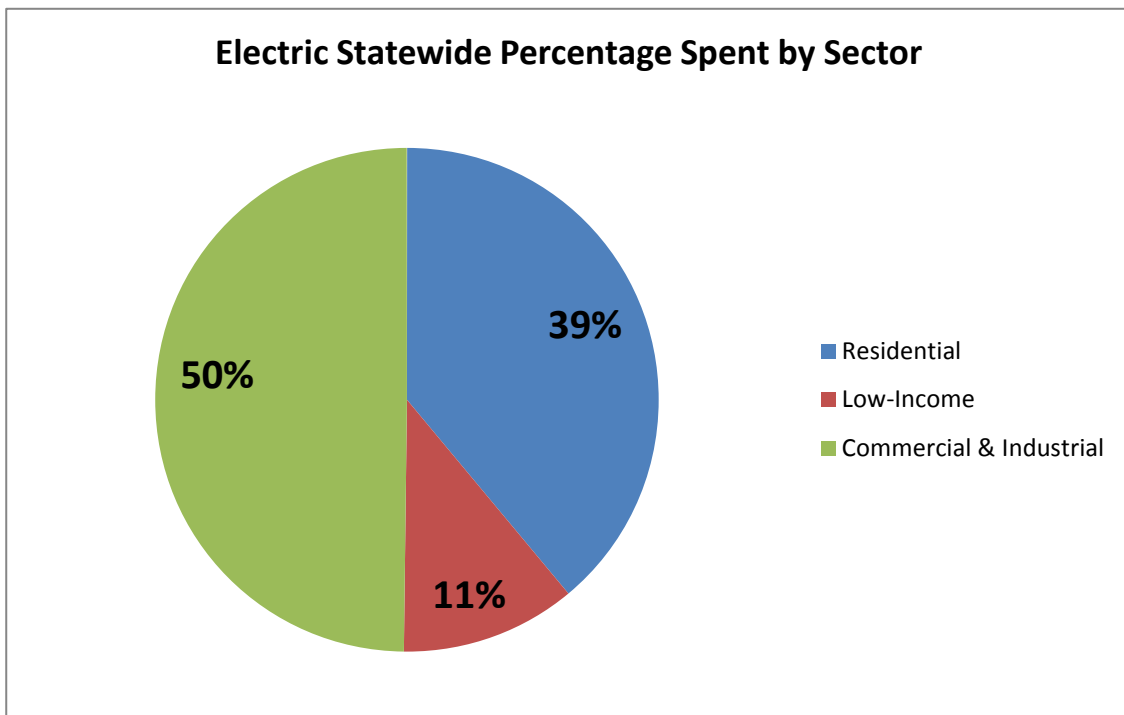
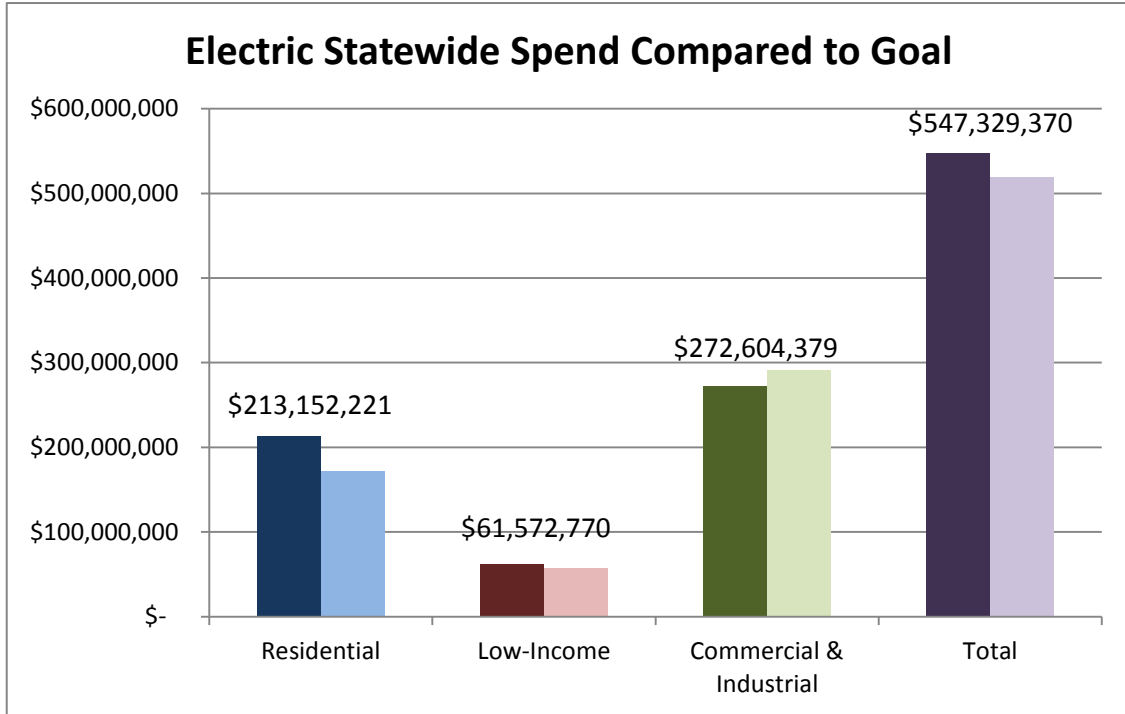


Q4 2015 Statewide Electric Summary by PA (January 1, 2015 through December 31, 2015)

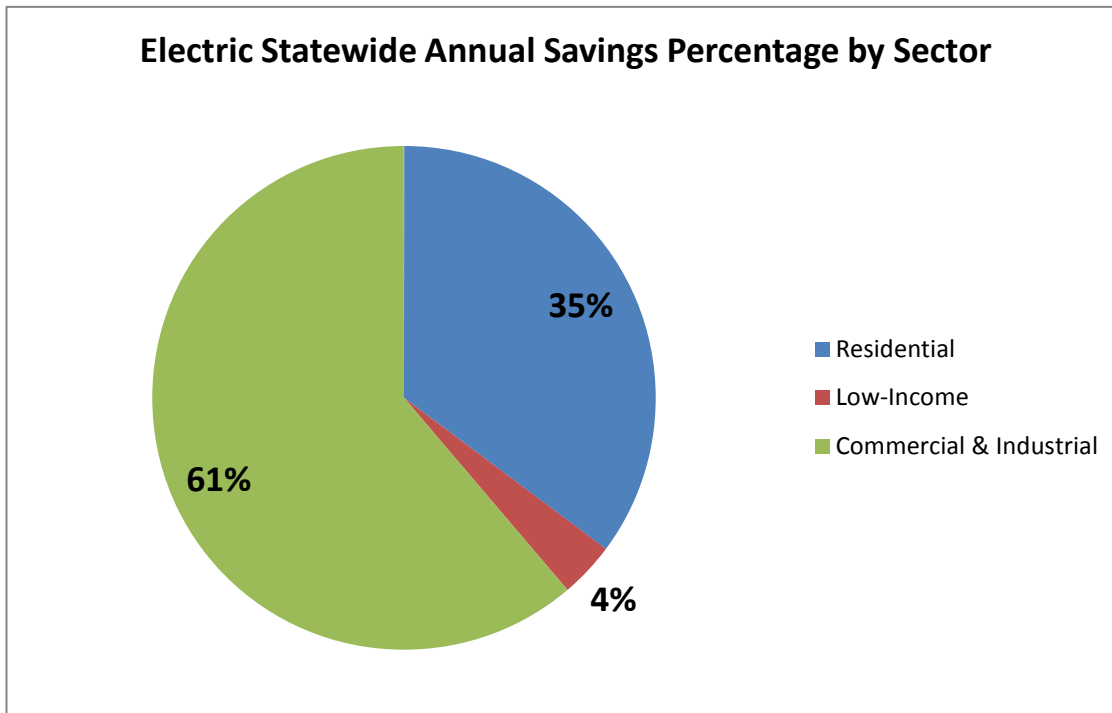
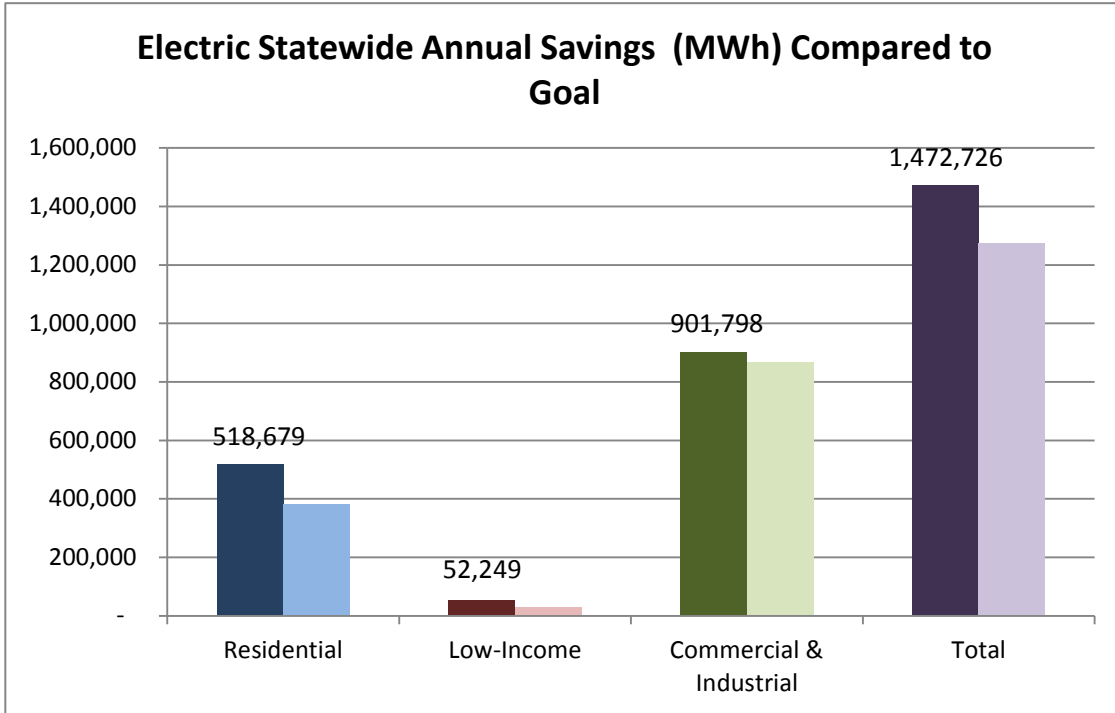
Sum of Energy (Lifetime MWh)	Column Labels	UNITIL	CLC	Eversource (NSTAR)	Eversource (WMECO)	Grand Total
Row Labels	National Grid					
Electric						
Planned	6,073,835	99,121	385,265	6,311,704	993,869	13,863,793
Residential	921,079	8,716	156,226	709,393	190,158	1,985,571
Residential Whole House	339,450	1,432	72,291	216,650	60,322	690,144
Residential New Construction	24,485	490	3,069	17,007	1,952	47,003
Residential Multi-Family Retrofit	95,684	358	21,197	61,566	4,297	183,102
Residential Home Energy Services	105,733	584	47,326	108,924	41,073	303,640
Residential Behavior/Feedback	113,547		699	29,153	13,000	156,399
Residential Products	581,629	7,284	83,935	492,743	129,836	1,295,428
Residential Cooling & Heating Equipmen	27,164	359	12,326	32,438	6,184	78,471
Residential Lighting	494,393	5,721	57,629	411,199	116,041	1,084,983
Residential Consumer Products	60,072	1,204	13,980	49,106	7,611	131,973
Residential Hard-to-Measure						
Low-Income	112,763	3,323	14,330	87,052	36,843	254,311
Low-Income Whole House	112,763	3,323	14,330	87,052	36,843	254,311
Low-Income New Construction	4,615	249	292	3,872	1,107	10,135
Low-Income Single Family Retrofit	51,294	873	11,615	35,177	12,761	111,720
Low-Income Multi-Family Retrofit	56,854	2,201	2,423	48,003	22,975	132,456
Low-Income Hard-to-Measure						
Commercial & Industrial	5,039,993	87,082	214,709	5,515,258	766,869	11,623,911
C&I New Construction	1,068,586	11,439	72,284	1,213,001	136,981	2,502,291
C&I New Construction	1,068,586	11,439	72,284	1,213,001	136,981	2,502,291
C&I Retrofit	3,971,407	75,643	142,425	4,302,257	629,888	9,121,620
C&I Retrofit	3,489,788	50,735	67,240	3,631,644	253,724	7,493,130
C&I Direct Install	481,619	24,908	75,185	670,614	376,164	1,628,490
C&I Hard-to-Measure						
Q4	7,555,384	107,208	667,534	8,481,486	1,227,079	18,038,691
Residential	2,260,112	34,935	346,769	1,645,976	429,884	4,717,675
Residential Whole House	897,421	14,706	174,934	685,815	144,305	1,917,181
Residential New Construction	54,128	974	13,255	67,523	12,088	147,968
Residential Multi-Family Retrofit	134,837	4,063	26,833	92,096	5,142	262,972
Residential Home Energy Services	630,923	9,669	134,846	499,151	114,830	1,389,419
Residential Behavior/Feedback	77,533		-	27,044	12,245	116,821
Residential Products	1,362,692	20,229	171,835	960,161	285,579	2,800,495
Residential Cooling & Heating Equipmen	67,252	1,925	17,875	49,486	20,281	156,819
Residential Lighting	1,236,166	17,535	147,085	873,325	254,918	2,529,028
Residential Consumer Products	59,274	769	6,874	37,351	10,379	114,647
Residential Hard-to-Measure						
Low-Income	270,967	3,072	21,033	148,678	153,780	597,530
Low-Income Whole House	270,967	3,072	21,033	148,678	153,780	597,530
Low-Income New Construction	2,495	125	1,407	3,834	629	8,490
Low-Income Single Family Retrofit	89,699	1,377	16,834	44,407	36,333	188,650
Low-Income Multi-Family Retrofit	178,772	1,570	2,792	100,438	116,818	400,391
Low-Income Hard-to-Measure						
Commercial & Industrial	5,024,305	69,201	299,733	6,686,831	643,415	12,723,485
C&I New Construction	1,415,600	29,496	151,426	2,489,008	269,057	4,354,587
C&I New Construction	1,415,600	29,496	151,426	2,489,008	269,057	4,354,587
C&I Retrofit	3,608,705	39,705	148,307	4,197,823	374,358	8,368,998
C&I Retrofit	3,061,507	14,363	82,647	3,511,642	283,149	6,933,208
C&I Direct Install	547,198	25,441	65,660	686,182	111,210	1,435,691
C&I Hard-to-Measure						

Year	National Grid	Unitil	CLC	Eversource (NSTAR)	Eversource (WMECO)	Grand Total
YTD as Percentage to Planned						
Electric	124%	108%	173%	134%	123%	130%
Residential	245%	401%	222%	232%	226%	238%
1. Residential Whole House	264%	1027%	242%	317%	239%	278%
1a. Residential New Construction	221%	199%	432%	397%	619%	315%
1b. Residential Multi-Family Retrofit	141%	1135%	127%	150%	120%	144%
1c. Residential Home Energy Services	597%	1656%	285%	458%	280%	458%
1d. Residential Behavior/Feedback	68%	0%	0%	93%	94%	75%
2. Residential Products	234%	278%	205%	195%	220%	216%
2a. Residential Cooling & Heating Equipme	248%	536%	145%	153%	328%	200%
2b. Residential Lighting	250%	306%	255%	212%	220%	233%
2c. Residential Consumer Products	99%	64%	49%	76%	136%	87%
3. Residential Hard to Measure	0%	0%	0%	0%	0%	0%
Low-Income	240%	92%	147%	171%	417%	235%
4. Low-Income Whole House	240%	92%	147%	171%	417%	235%
4a. Low-Income New Construction	54%	50%	482%	99%	57%	84%
4b. Low-Income Single Family Retrofit	175%	158%	145%	126%	285%	169%
4c. Low-Income Multi-Family Retrofit	314%	71%	115%	209%	508%	302%
5. Low Income Hard to Measure	0%	0%	0%	0%	0%	0%
Commercial & Industrial	100%	79%	140%	121%	84%	109%
6. C&I New Construction	132%	258%	209%	205%	196%	174%
6a. C&I New Construction	132%	258%	209%	205%	196%	174%
7. C&I Retrofit	91%	52%	104%	98%	59%	92%
7a. C&I Retrofit	88%	28%	123%	97%	104%	93%
7b. C&I Direct Install	114%	102%	87%	102%	30%	88%
8. C&I Hard to Measure	0%	0%	0%	0%	0%	0%

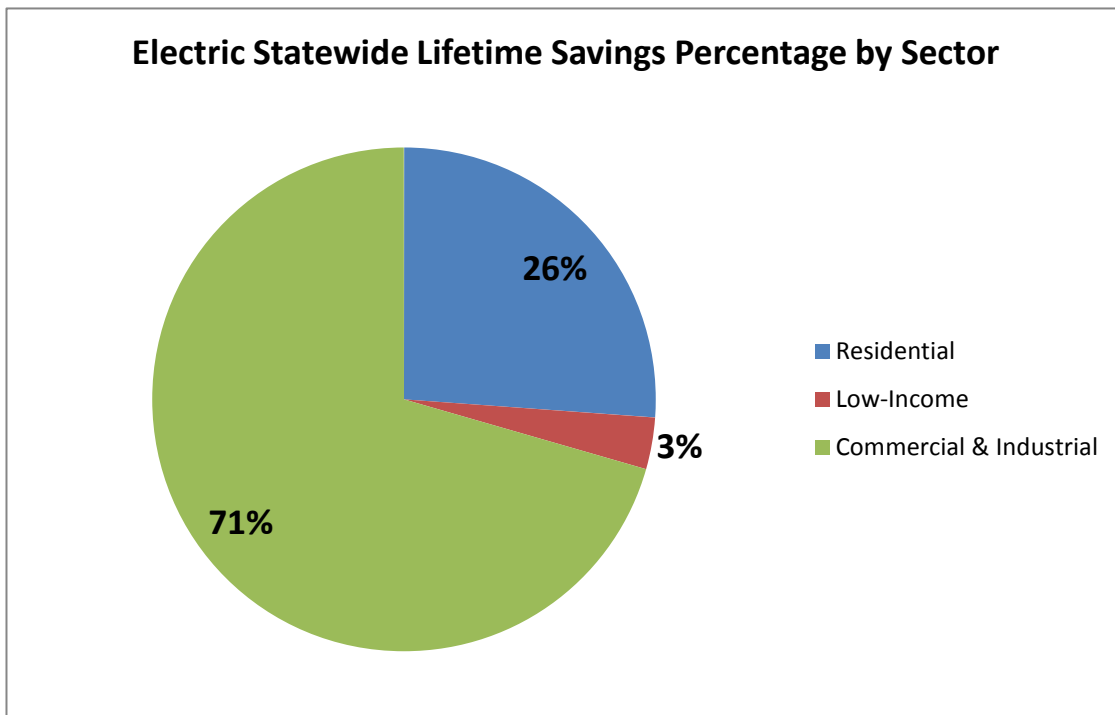
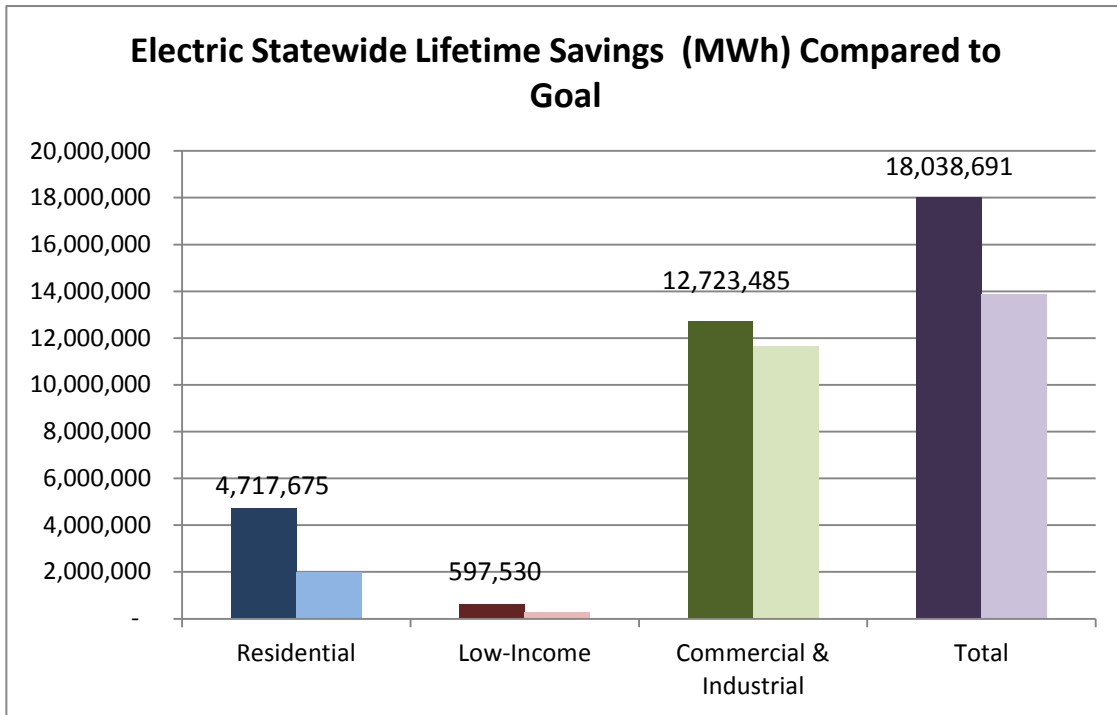
ELECTRIC STATEWIDE BUDGETS, Q4 2015



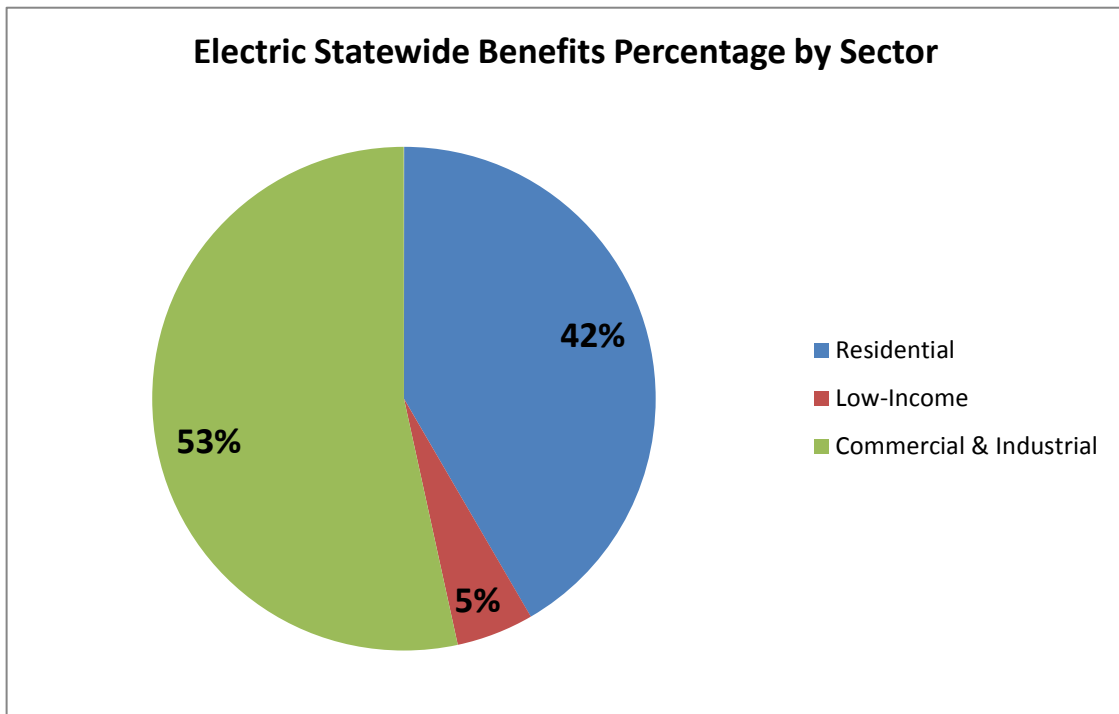
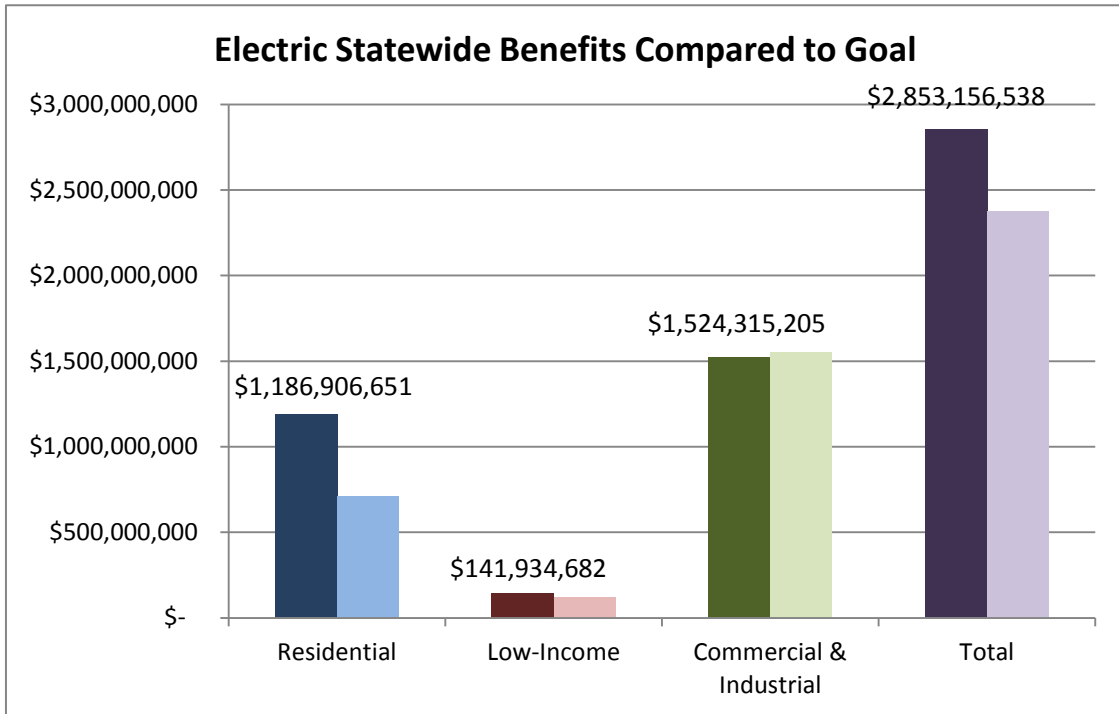
ANNUAL ELECTRIC STATEWIDE SAVINGS, Q4 2015



LIFETIME ELECTRIC STATEWIDE SAVINGS, Q4 2015



ELECTRIC STATEWIDE BENEFITS, Q4 2015



Q4 2015 Statewide Gas Budgets (January 1, 2015 through December 31, 2015)

Row Labels	Total Sum of Program Planning and Administration	Total Sum of Marketing and Advertising	Total Sum of Participant Incentive	Total Sum of Sales, Technical Assistance & Training	Total Sum of Evaluation and Market Research	Total Sum of Total Spend
Gas						
Planned	\$ 9,305,105	\$ 9,597,556	\$ 125,519,945	\$ 28,260,545	\$ 7,471,000	\$ 180,154,151
Residential	\$ 4,434,388	\$ 4,966,226	\$ 60,372,476	\$ 15,324,174	\$ 3,674,412	\$ 88,771,676
Residential Whole House	\$ 2,496,871	\$ 1,775,568	\$ 39,658,983	\$ 12,913,226	\$ 2,453,835	\$ 59,298,483
Residential Products	\$ 1,064,668	\$ 2,269,323	\$ 19,554,963	\$ 2,081,045	\$ 1,100,485	\$ 26,070,484
Residential Hard-to-Measure	\$ 872,850	\$ 921,335	\$ 1,158,530	\$ 329,903	\$ 120,092	\$ 3,402,710
Low-Income	\$ 2,313,491	\$ 2,100,426	\$ 25,375,586	\$ 6,499,530	\$ 1,554,952	\$ 37,843,985
Low-Income Whole House	\$ 1,474,949	\$ 1,924,470	\$ 25,375,586	\$ 6,499,530	\$ 1,519,671	\$ 36,794,205
Low-Income Hard-to-Measure	\$ 838,542	\$ 175,956	\$ -	\$ -	\$ 35,281	\$ 1,049,779
Commercial & Industrial	\$ 2,557,226	\$ 2,530,904	\$ 39,771,883	\$ 6,436,841	\$ 2,241,636	\$ 53,538,490
C&I New Construction	\$ 826,503	\$ 945,881	\$ 15,537,829	\$ 1,893,684	\$ 820,793	\$ 20,024,689
C&I Retrofit	\$ 1,337,630	\$ 1,082,593	\$ 24,234,054	\$ 4,499,194	\$ 1,361,662	\$ 32,515,133
C&I Hard-to-Measure	\$ 393,093	\$ 502,431	\$ -	\$ 43,963	\$ 59,181	\$ 998,668
Q4	\$ 8,684,214	\$ 7,479,243	\$ 130,814,496	\$ 33,190,342	\$ 5,363,658	\$ 185,531,953
Residential	\$ 4,032,512	\$ 3,690,479	\$ 79,523,487	\$ 19,974,190	\$ 1,679,654	\$ 108,900,322
Residential Whole House	\$ 2,273,680	\$ 1,246,776	\$ 58,021,224	\$ 18,299,233	\$ 988,100	\$ 80,829,012
Residential Products	\$ 949,192	\$ 1,702,919	\$ 20,560,714	\$ 1,231,837	\$ 360,916	\$ 24,805,578
Residential Hard-to-Measure	\$ 809,640	\$ 740,784	\$ 941,549	\$ 443,121	\$ 330,638	\$ 3,265,732
Low-Income	\$ 1,790,341	\$ 650,918	\$ 30,052,996	\$ 6,275,580	\$ 566,028	\$ 39,335,862
Low-Income Whole House	\$ 1,411,492	\$ 433,540	\$ 30,052,996	\$ 6,275,510	\$ 557,631	\$ 38,731,169
Low-Income Hard-to-Measure	\$ 378,849	\$ 217,377	\$ -	\$ 70	\$ 8,397	\$ 604,693
Commercial & Industrial	\$ 2,861,361	\$ 3,137,847	\$ 21,238,013	\$ 6,940,572	\$ 3,117,976	\$ 37,295,770
C&I New Construction	\$ 792,468	\$ 1,019,681	\$ 8,425,470	\$ 3,008,391	\$ 1,194,905	\$ 14,440,915
C&I Retrofit	\$ 1,335,366	\$ 1,588,044	\$ 12,812,544	\$ 3,937,894	\$ 1,906,362	\$ 21,580,210
C&I Hard-to-Measure	\$ 733,527	\$ 530,122	\$ -	\$ (5,713)	\$ 16,709	\$ 1,274,645

YTD AS PERCENTAGE OF Planned	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Spend
Gas	93%	78%	104%	117%	72%	103%
Residential	91%	74%	132%	130%	46%	123%
1. Residential Whole House	91%	70%	146%	142%	40%	136%
2. Residential Products	89%	75%	105%	59%	33%	95%
3. Residential Hard-to-Measure	93%	80%	81%	134%	275%	96%
Low-Income	77%	31%	118%	97%	36%	104%
4. Low-Income Whole House	96%	23%	118%	97%	37%	105%
5. Low-Income Hard-to-Measure	45%	124%	0%	0%	24%	58%
Commercial & Industrial	112%	124%	53%	108%	139%	70%
6. C&I New Construction	96%	108%	54%	159%	146%	72%
7. C&I Retrofit	100%	147%	53%	88%	140%	66%
8. C&I Hard-to-Measure	187%	106%	0%	-13%	28%	128%

Q4 2015 Statewide Gas Savings (January 1, 2015 through December 31, 2015)

	Total Sum of Participants	Total Sum of Annual Therms	Total Sum of Lifetime Therms
Gas			
Planned	572,756	24,951,085	320,982,418
Residential	560,562	11,605,485	115,703,916
Residential Whole House	531,812	9,649,097	79,083,614
Residential New Construction	1,794	326,191	7,654,901
Residential Multi-Family Retrofit	9,045	572,517	9,906,372
Residential Home Energy Services	35,290	2,901,292	55,673,244
Residential Behavior/Feedback	485,683	5,849,097	5,849,097
Residential Products	28,749	1,956,387	36,620,302
Residential Heating & Water Heating	28,749	1,956,387	36,620,302
Low-Income	7,009	1,486,113	29,327,841
Low-Income Whole House	7,009	1,486,113	29,327,841
Low-Income Single Family Retrofit	2,521	839,279	17,108,297
Low-Income Multi-Family Retrofit	4,488	646,834	12,219,544
Commercial & Industrial	5,185	11,859,487	175,950,661
C&I New Construction	1,790	3,970,000	79,559,845
C&I New Construction	1,790	3,970,000	79,559,845
C&I Retrofit	3,395	7,889,487	96,390,816
C&I Retrofit	2,217	7,553,114	93,156,710
C&I Direct Install	1,178	336,373	3,234,106
Q4	585,810	25,891,053	363,006,954
Residential	568,347	15,247,331	187,202,529
Residential Whole House	538,457	12,600,458	140,507,149
Residential New Construction	2,695	1,432,778	33,866,298
Residential Multi-Family Retrofit	13,517	621,859	10,447,616
Residential Home Energy Services	37,744	4,780,233	90,427,647
Residential Behavior/Feedback	484,501	5,765,588	5,765,588
Residential Products	29,890	2,646,873	46,695,380
Residential Heating & Water Heating	29,890	2,646,873	46,695,380
Low-Income	11,181	2,034,453	40,181,010
Low-Income Whole House	11,181	2,034,453	40,181,010
Low-Income Single Family Retrofit	2,663	660,906	13,108,515
Low-Income Multi-Family Retrofit	8,518	1,373,547	27,072,495
Commercial & Industrial	6,282	8,609,269	135,623,416
C&I New Construction	930	3,199,618	66,626,016
C&I New Construction	930	3,199,618	66,626,016
C&I Retrofit	5,352	5,409,651	68,997,400
C&I Retrofit	4,693	5,203,599	66,774,192
C&I Direct Install	659	206,052	2,223,208

YTD AS PERCENTAGE OF Planned	Participants	Annual Therms	Lifetime Therms
Gas	102%	104%	113%
Residential	101%	131%	162%
Residential Whole House	101%	131%	178%
Residential New Construction	150%	439%	442%
Residential Multi-Family Retrofit	149%	109%	105%
Residential Home Energy Services	107%	165%	162%
Residential Behavior/Feedback	100%	99%	99%
Residential Products	104%	135%	128%
Residential Heating & Water Heating	104%	135%	128%
Low-Income	160%	137%	137%
Low-Income Whole House	160%	137%	137%
Low-Income Single Family Retrofit	106%	79%	77%
Low-Income Multi-Family Retrofit	190%	212%	222%
Commercial & Industrial	121%	73%	77%
C&I New Construction	52%	81%	84%
C&I New Construction	52%	81%	84%
C&I Retrofit	158%	69%	72%
C&I Retrofit	212%	69%	72%
C&I Direct Install	56%	61%	69%

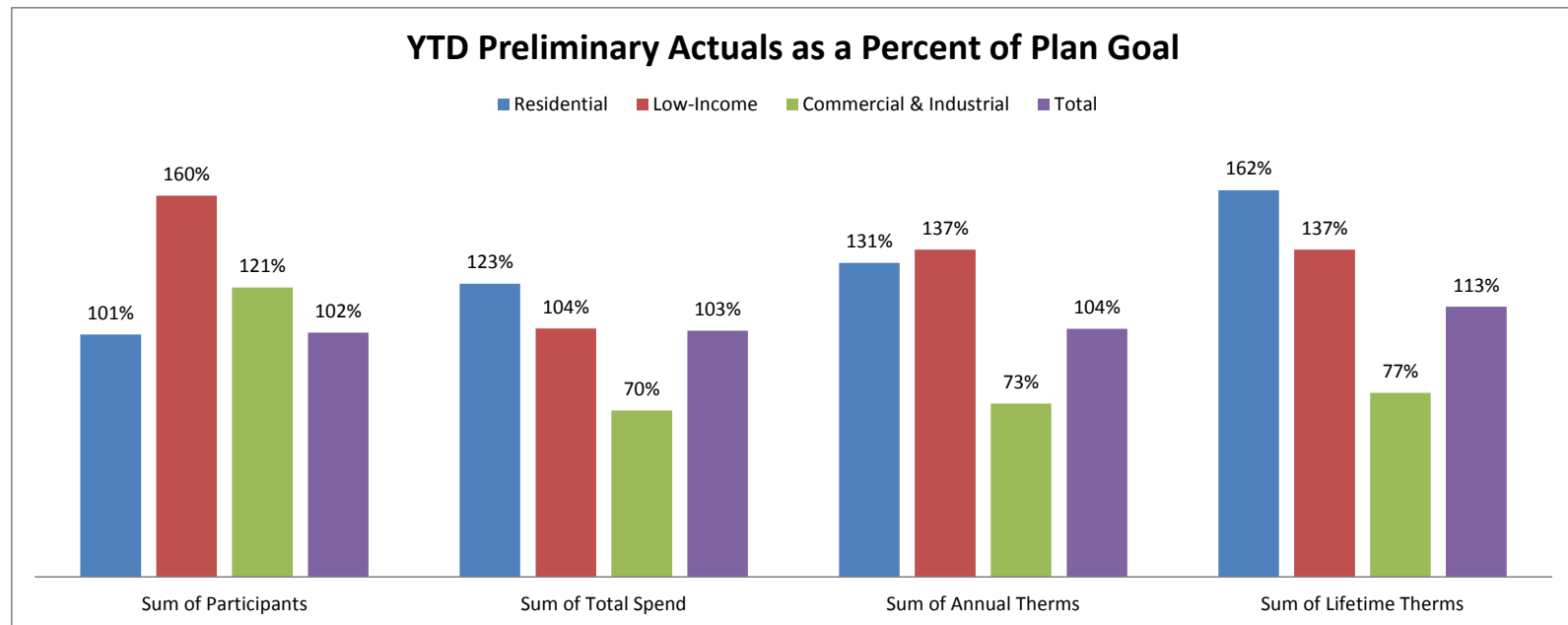
Q4 2015 Statewide Gas Benefits (January 1, 2015 through December 31, 2015)

	Total Sum of Total Gas Benefits	Total Sum of Total Electric Benefits	Total Sum of Total Other Resource Benefits	Total Sum of Total Non Resource Benefits	Total Sum of Total Benefits
Gas					
Planned	\$ 312,042,618	\$ 21,677,057	\$ 11,819,182	\$ 131,219,441	\$ 479,686,379
Residential	\$ 117,456,445	\$ 17,717,083	\$ 4,307,963	\$ 83,538,576	\$ 225,948,149
Residential Whole House	\$ 81,319,982	\$ 16,248,193	\$ 4,307,963	\$ 43,756,664	\$ 148,371,304
Residential New Construction	\$ 7,612,753	\$ 1,358,003	\$ 64,491	\$ 8,004,836	\$ 17,317,876
Residential Multi-Family Retrofit	\$ 10,148,500	\$ 293	\$ 2,259,598	\$ 9,692,927	\$ 22,101,318
Residential Home Energy Services	\$ 57,045,453	\$ 14,889,897	\$ 1,983,874	\$ 26,058,902	\$ 102,438,835
Residential Behavior/Feedback	\$ 6,513,276	\$ -	\$ -	\$ -	\$ 6,513,276
Residential Products	\$ 36,136,463	\$ 1,468,890	\$ -	\$ 39,781,913	\$ 77,576,845
Residential Heating & Water Heating	\$ 36,136,463	\$ 1,468,890	\$ -	\$ 39,781,913	\$ 77,576,845
Low-Income	\$ 29,628,525	\$ 3,844,916	\$ 532,276	\$ 25,460,958	\$ 59,466,674
Low-Income Whole House	\$ 29,628,525	\$ 3,844,916	\$ 532,276	\$ 25,460,958	\$ 59,466,674
Low-Income Single Family Retrofit	\$ 17,283,290	\$ 3,844,045	\$ 790	\$ 12,876,496	\$ 34,004,621
Low-Income Multi-Family Retrofit	\$ 12,345,235	\$ 872	\$ 531,485	\$ 12,584,462	\$ 25,462,054
Commercial & Industrial	\$ 164,957,648	\$ 115,057	\$ 6,978,944	\$ 22,219,907	\$ 194,271,555
C&I New Construction	\$ 73,598,717	\$ 112,442	\$ 445,601	\$ -	\$ 74,156,760
C&I New Construction	\$ 73,598,717	\$ 112,442	\$ 445,601	\$ -	\$ 74,156,760
C&I Retrofit	\$ 91,358,930	\$ 2,615	\$ 6,533,343	\$ 22,219,907	\$ 120,114,795
C&I Retrofit	\$ 88,285,340	\$ 2,615	\$ 4,308,996	\$ 20,616,677	\$ 113,213,628
C&I Direct Install	\$ 3,073,590	\$ -	\$ 2,224,347	\$ 1,603,230	\$ 6,901,167
Q4	\$ 374,493,828	\$ 37,998,208	\$ 20,781,771	\$ 135,417,781	\$ 568,691,588
Residential	\$ 199,500,021	\$ 33,627,278	\$ 7,500,190	\$ 76,255,843	\$ 316,883,331
Residential Whole House	\$ 150,185,971	\$ 28,112,891	\$ 7,306,911	\$ 63,989,765	\$ 249,595,538
Residential New Construction	\$ 35,535,765	\$ 3,887,917	\$ 94,666	\$ 11,622,121	\$ 51,140,469
Residential Multi-Family Retrofit	\$ 11,242,040	\$ 459,751	\$ 1,463,652	\$ 10,495,391	\$ 23,660,833
Residential Home Energy Services	\$ 96,306,890	\$ 23,765,223	\$ 5,748,593	\$ 41,872,253	\$ 167,692,959
Residential Behavior/Feedback	\$ 7,101,276	\$ -	\$ -	\$ -	\$ 7,101,276
Residential Products	\$ 49,314,049	\$ 5,514,387	\$ 193,280	\$ 12,266,078	\$ 67,287,794
Residential Heating & Water Heating	\$ 49,314,049	\$ 5,514,387	\$ 193,280	\$ 12,266,078	\$ 67,287,794
Low-Income	\$ 41,491,282	\$ 3,559,004	\$ 555,985	\$ 34,996,609	\$ 80,602,880
Low-Income Whole House	\$ 41,491,282	\$ 3,559,004	\$ 555,985	\$ 34,996,609	\$ 80,602,880
Low-Income Single Family Retrofit	\$ 13,808,378	\$ 3,559,004	\$ 142,169	\$ 9,957,378	\$ 27,466,929
Low-Income Multi-Family Retrofit	\$ 27,682,905	\$ -	\$ 413,816	\$ 25,039,231	\$ 53,135,951
Commercial & Industrial	\$ 133,502,525	\$ 811,926	\$ 12,725,595	\$ 24,165,329	\$ 171,205,377
C&I New Construction	\$ 64,387,116	\$ 324,897	\$ 1,320,190	\$ 62,823	\$ 66,095,028
C&I New Construction	\$ 64,387,116	\$ 324,897	\$ 1,320,190	\$ 62,823	\$ 66,095,028
C&I Retrofit	\$ 69,115,408	\$ 487,028	\$ 11,405,405	\$ 24,102,505	\$ 105,110,349
C&I Retrofit	\$ 66,946,721	\$ 487,028	\$ 9,425,056	\$ 23,660,881	\$ 100,519,687
C&I Direct Install	\$ 2,168,687	\$ -	\$ 1,980,349	\$ 441,625	\$ 4,590,662

YTD AS PERCENTAGE OF Planned	Total Sum of Total Gas Benefits	Total Sum of Total Electric Benefits	Total Sum of Total Other Resource Benefits	Total Sum of Total Non Resource Benefits	Total Sum of Total Benefits
Gas	120%	175%	176%	103%	119%
Residential	170%	190%	174%	91%	140%
Residential Whole House	185%	173%	170%	146%	168%
Residential New Construction	467%	286%	147%	145%	295%
Residential Multi-Family Retrofit	111%	156912%	65%	108%	107%
Residential Home Energy Services	169%	160%	290%	161%	164%
Residential Behavior/Feedback	109%	0%	0%	0%	109%
Residential Products	136%	375%	0%	31%	87%
Residential Heating & Water Heating	136%	375%	0%	31%	87%
Low-Income	140%	93%	104%	137%	136%
Low-Income Whole House	140%	93%	104%	137%	136%
Low-Income Single Family Retrofit	80%	93%	17986%	77%	81%
Low-Income Multi-Family Retrofit	224%	0%	78%	199%	209%
Commercial & Industrial	81%	706%	182%	109%	88%
C&I New Construction	87%	289%	296%	0%	89%
C&I New Construction	87%	289%	296%	0%	89%
C&I Retrofit	76%	18624%	175%	108%	88%
C&I Retrofit	76%	18624%	219%	115%	89%
C&I Direct Install	71%	0%	89%	28%	67%

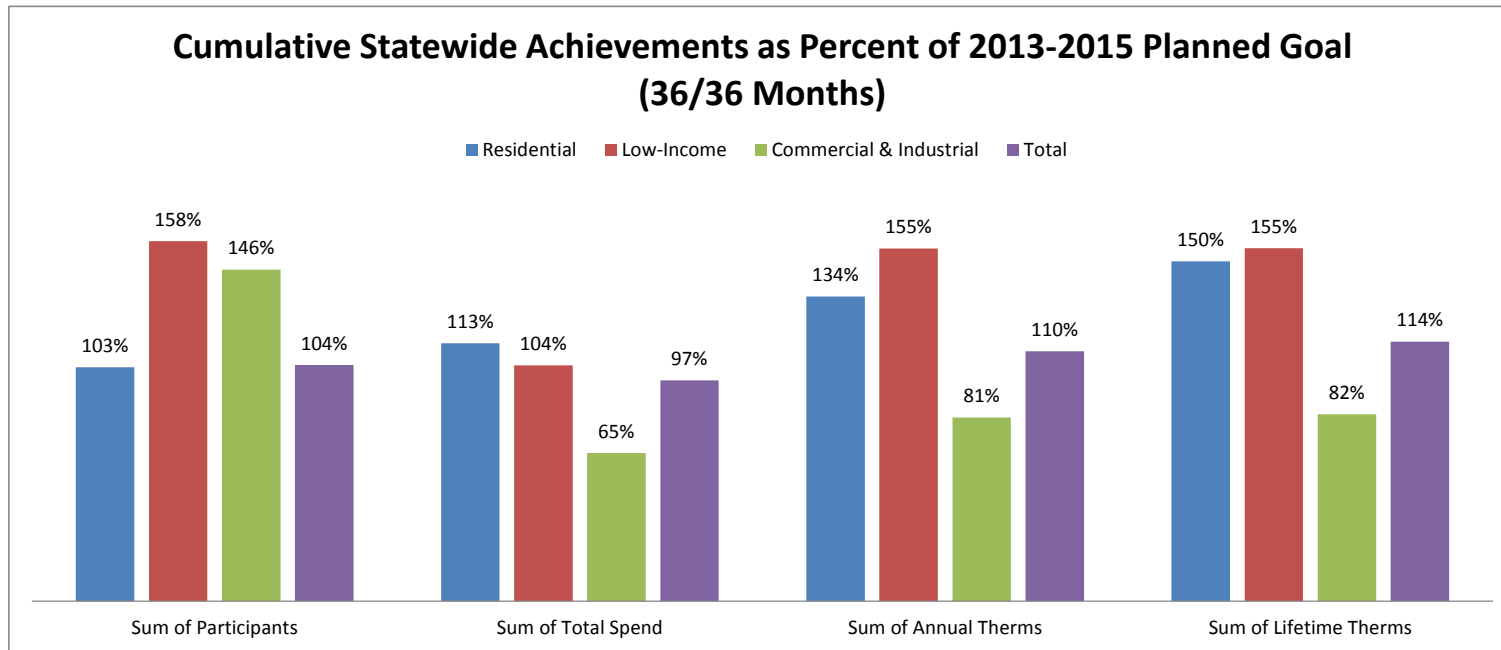
Q4 2015 Statewide Gas Summary (January 1, 2015 through December 31, 2015)

Row Labels	Values			
	Sum of Participants	Sum of Total Spend	Sum of Annual Therms	Sum of Lifetime Therms
Gas				
Planned	572,756	\$ 180,154,151	24,951,085	320,982,418
Residential	560,562	\$ 88,771,676	11,605,485	115,703,916
Low-Income	7,009	\$ 37,843,985	1,486,113	29,327,841
Commercial & Industrial	5,185	\$ 53,538,490	11,859,487	175,950,661
Q4	585,810	185,531,953	25,891,053	363,006,954
Residential	568,347	108,900,322	15,247,331	187,202,529
Low-Income	11,181	39,335,862	2,034,453	40,181,010
Commercial & Industrial	6,282	37,295,770	8,609,269	135,623,416
YTD as % of Planned	102%	103%	104%	113%
Residential	101%	123%	131%	162%
Low-Income	160%	104%	137%	137%
Commercial & Industrial	121%	70%	73%	77%

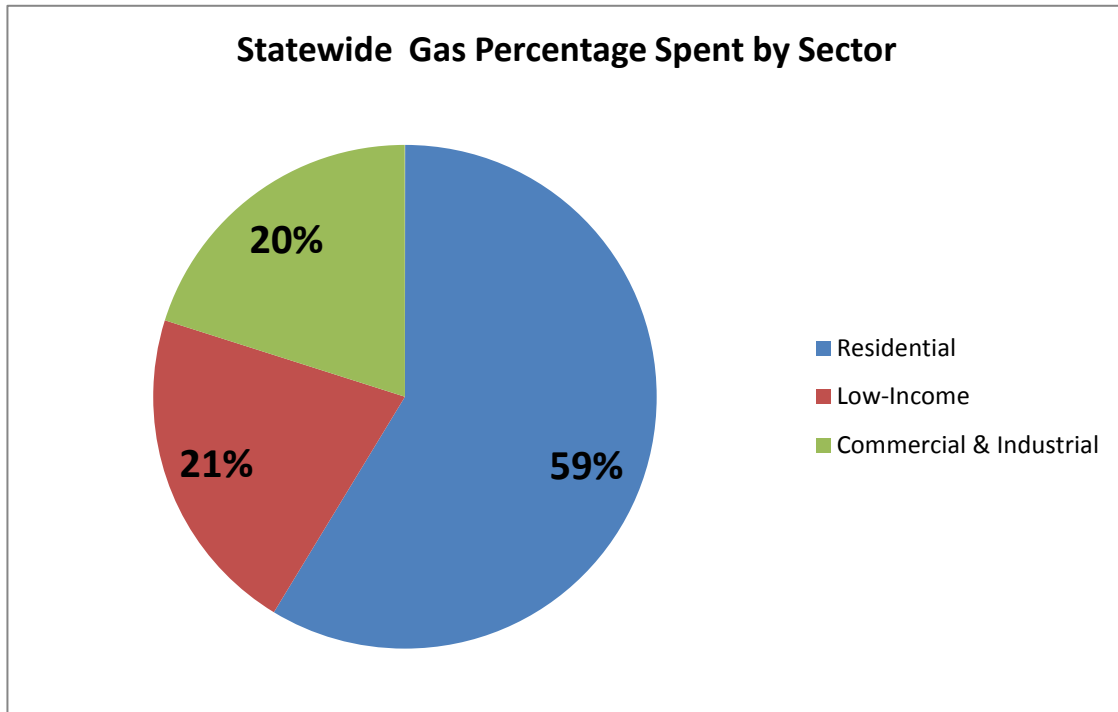
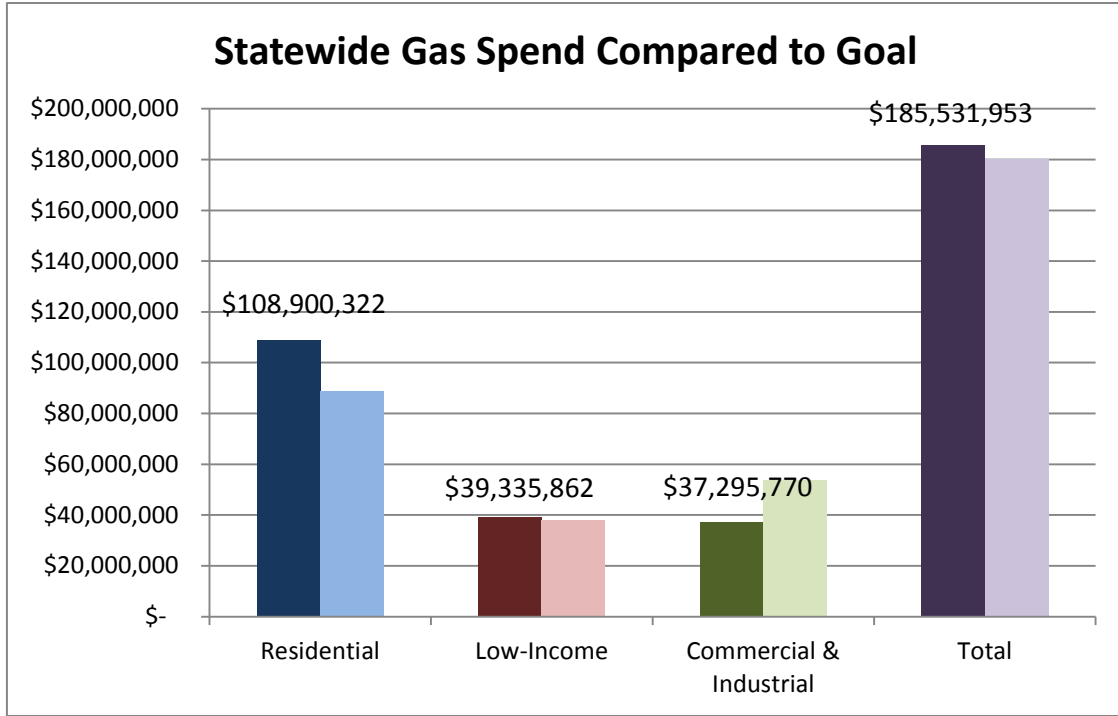


Cumulative Statewide Gas Summary (January 1, 2013 through December 31, 2015)

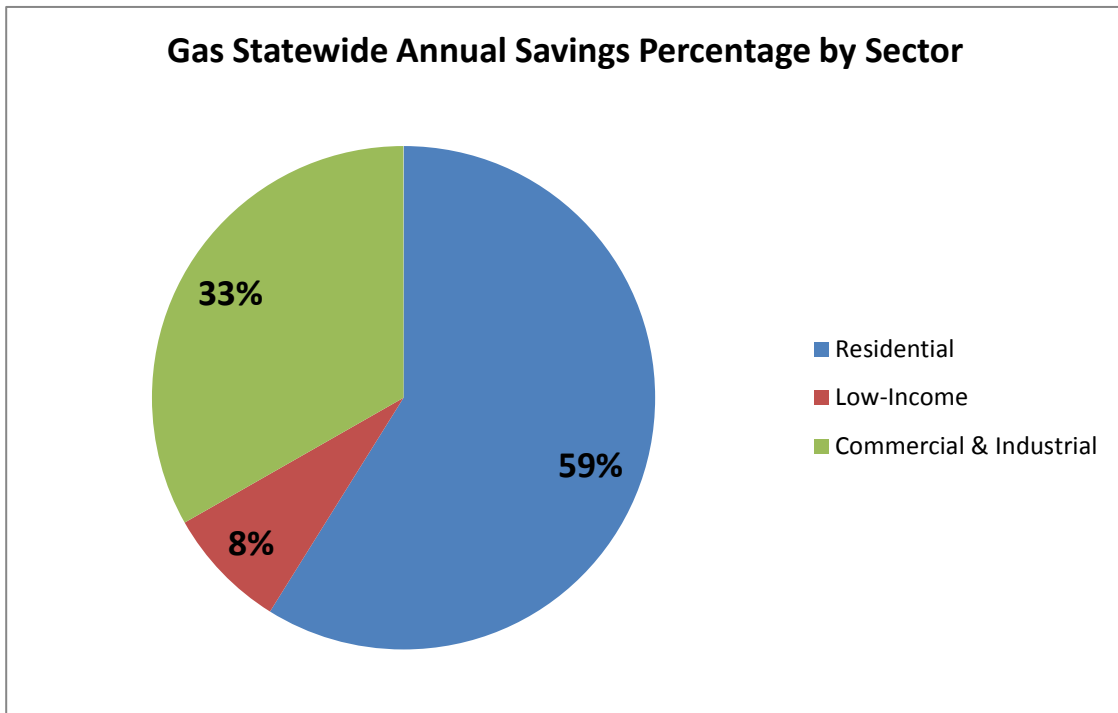
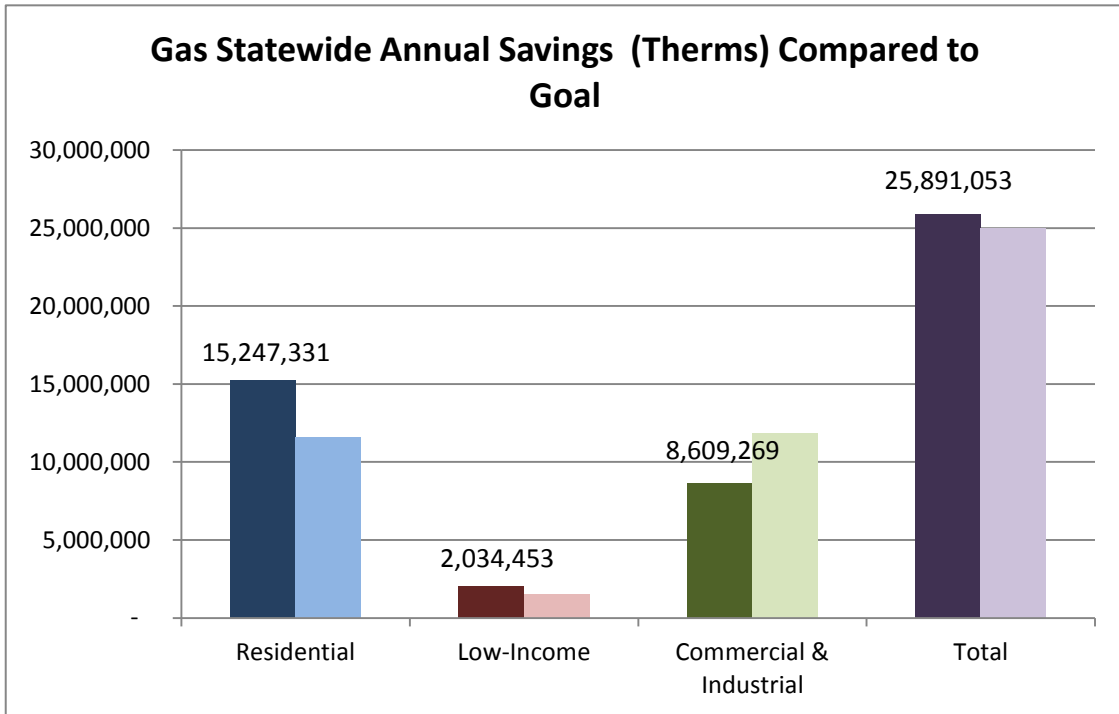
Row Labels	Values			
	Sum of Participants	Sum of Total Spend	Sum of Annual Therms	Sum of Lifetime Therms
Gas				
Planned	1,682,828	523,270,039	72,016,442	937,202,886
Residential	1,647,281	260,460,226	33,504,078	351,323,511
Low-Income	20,494	108,181,298	4,322,928	85,197,521
Commercial & Industrial	15,053	154,628,515	34,189,435	500,681,854
Q4	1,748,651	508,290,358	79,202,227	1,069,139,205
Residential	1,694,263	295,355,455	44,895,428	525,326,182
Low-Income	32,445	112,158,027	6,705,137	132,246,344
Commercial & Industrial	21,943	100,776,876	27,601,662	411,566,679
YTD as % of Planned	104%	97%	110%	114%
Residential	103%	113%	134%	150%
Low-Income	158%	104%	155%	155%
Commercial & Industrial	146%	65%	81%	82%



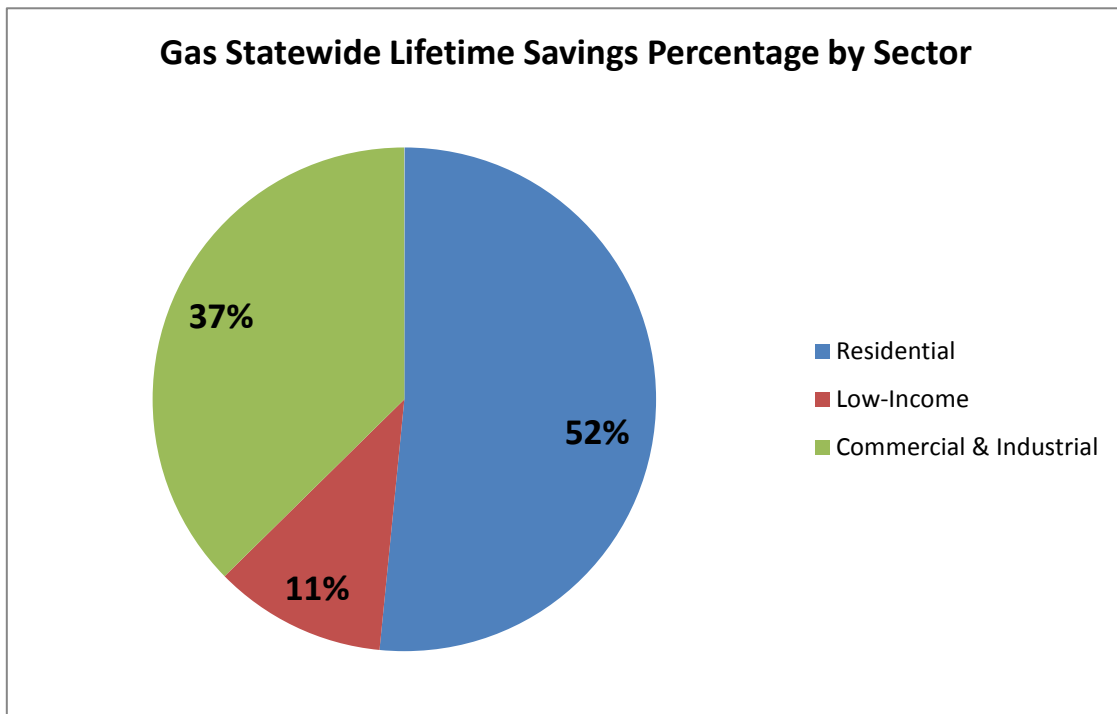
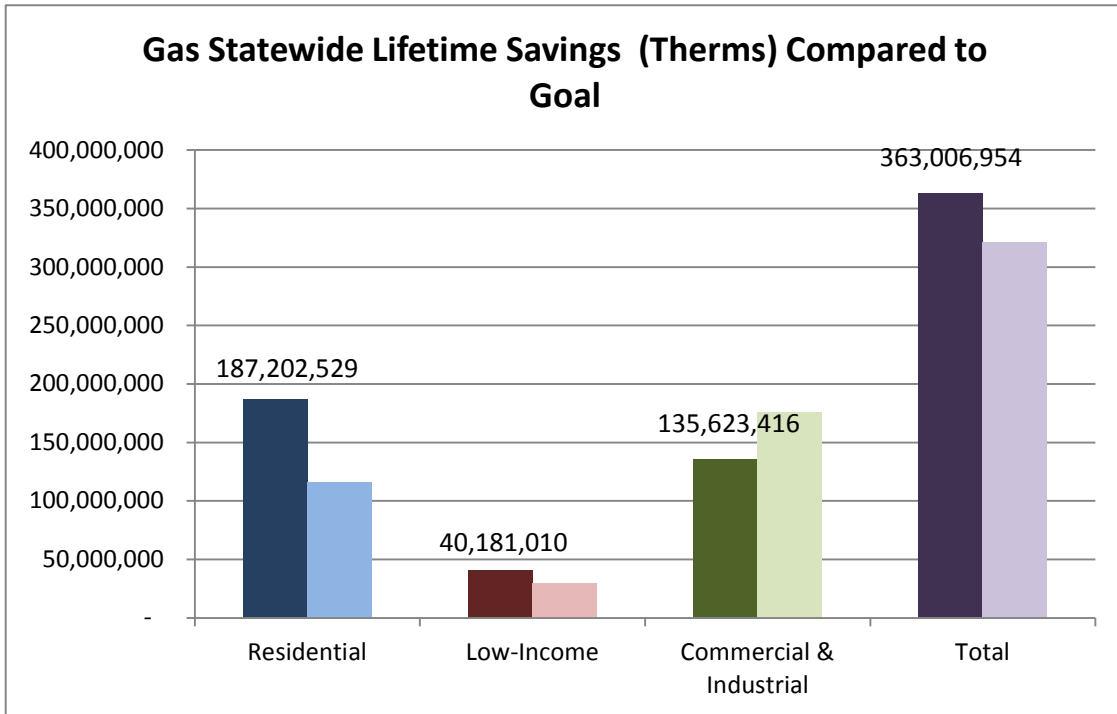
GAS STATEWIDE BUDGETS, Q4 2015



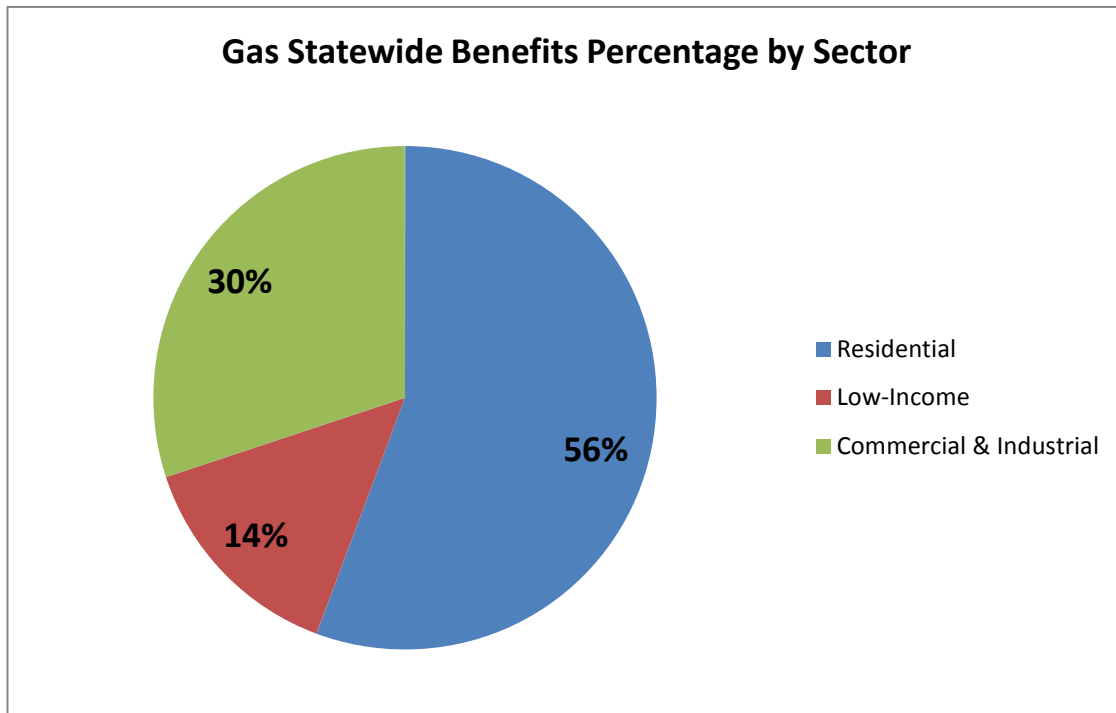
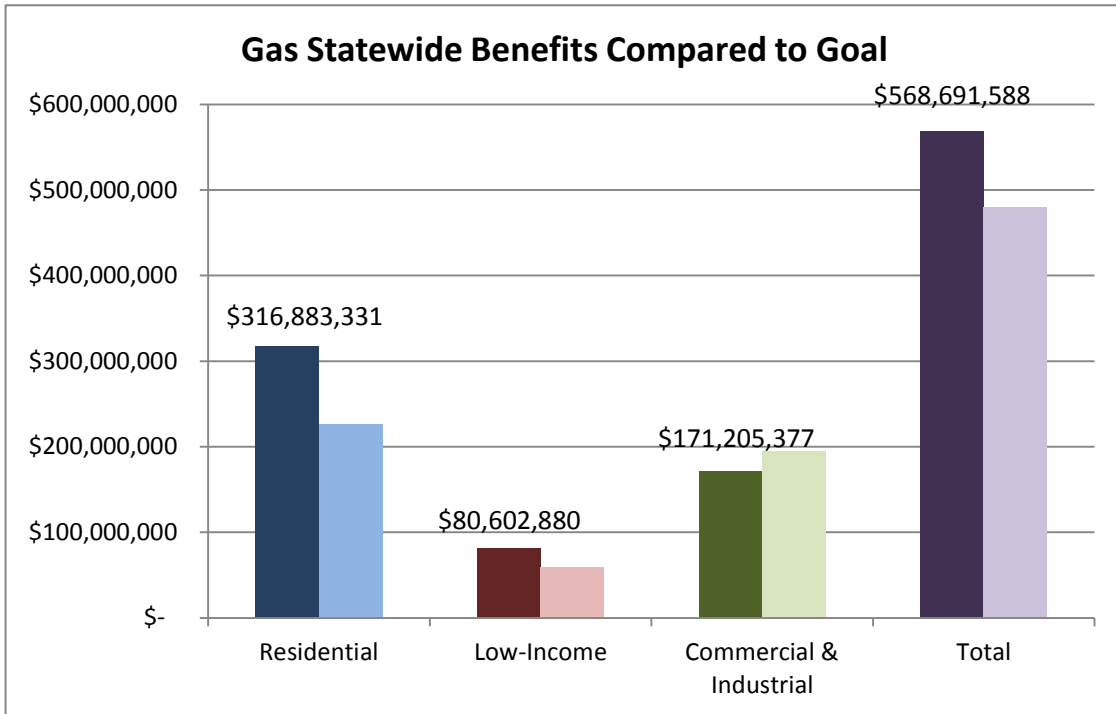
ANNUAL GAS STATEWIDE SAVINGS, Q4 2015



LIFETIME GAS STATEWIDE SAVINGS, Q4 2015

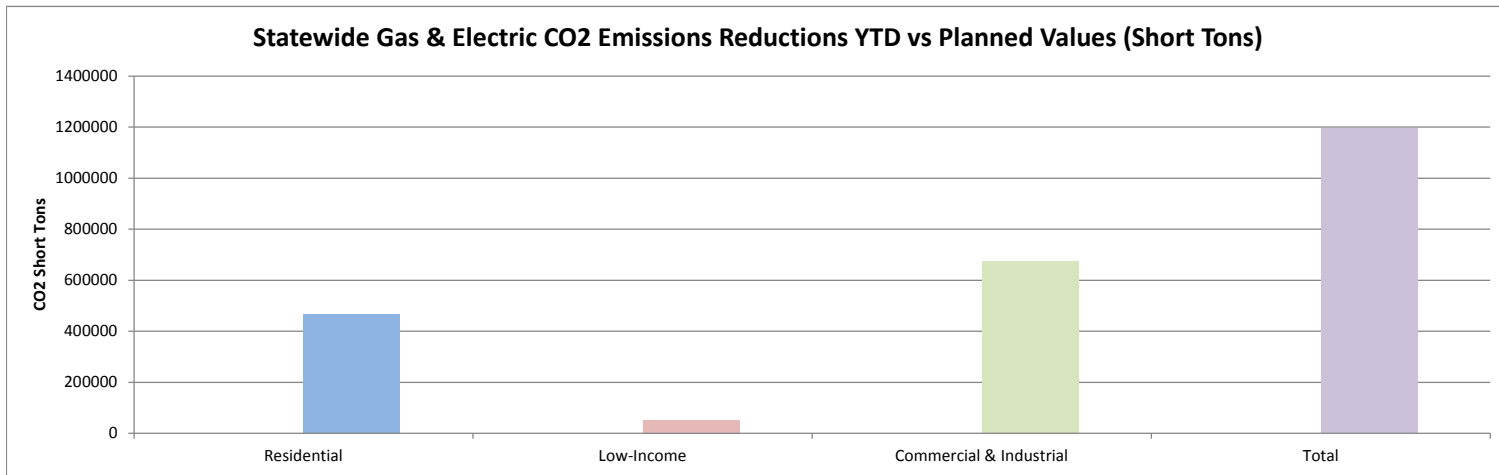


GAS STATEWIDE BENEFITS, Q4 2015



Cumulative Statewide Gas & Elec CO2 Emissions Reductions Summary (January 1, 2013 through December 31, 2015)

Row Labels	Sum of Energy (annual MWh)	Sum of Annual Therms	Sum of Annual Oil (MMBTU)	Sum of NOX	Sum of SO2	Sum of CO2
Planned	2,477,252	28,110,890	723,655	481	426	1,195,097
Residential	716,226	22,264,575	701,676	139	123	467,967
Low-Income	56,930	2,993,914	152,709	11	10	52,180
Commercial & Industrial	1,704,096	2,852,401	(130,729)	331	293	674,949



Please note that the PAs are working with DEP to try to determine the best method for properly and precisely capturing the full impact of energy efficiency measures on GHG emissions. As part of this process, the PAs have included this table on Emissions Reductions, based on continuing discussions with the DEP, and using new factors proposed by DEP, which are based on annual gas, oil, and electric savings. The PAs look forward to discussing these proposed factors with DEP and are committed to ensuring that the full impact of energy efficiency measures on GHG emissions are captured.