Massachusetts Energy Efficiency Program Administrators Quarterly Report | Third Quarter, 2023

November 27, 2023

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QUARTERLY REPORT

The Massachusetts energy efficiency Program Administrators[1] are pleased to present this report to the Energy Efficiency Advisory Council ("Council" or "EEAC") on the achievement of energy efficiency goals, implementation activities, and evaluation during the 2022-2024 Three-Year Plan.

Below are key highlights from the Program Administrators' 2023 Q3 efforts.

KEY METRICS

Percent of 2023 Planned:	Electric	Gas
Lifetime Savings	43%	56%
Annual Savings	42%	54%
Lifetime MMBtu Savings	46%	47%
GHG Reductions	44%	54%
Benefits	42%	52%
Spending	45%	59%

Percent of 2022-2024 Planned:	Electric	Gas
Lifetime Savings	42%	46%
Annual Savings	43%	45%
Lifetime MMBtu Savings	42%	42%
GHG Reductions	34%	43%
Benefits	37%	45%
Spending	35%	46%

For more data points, please see attached detailed data tables.

COUNCIL PRIORITIES

The Council has set specific priorities for 2023 that support energy savings and greenhouse gas ("GHG") reduction goals while ensuring the goals are met equitably, cost-effectively, and in accordance with the approved 2022-2024 Plan and Term Sheet and in alignment with the Green

[1] The Program Administrators (also known as the "PAs") are: The Berkshire Gas Company; Boston Gas Company, Massachusetts Electric Company and Nantucket Electric Company each d/b/a National Grid; Cape Light Compact JPE; Fitchburg Gas and Electric Light Company d/b/a Unitil; Liberty Utilities (New England Natural Gas Company) Corp. d/b/a Liberty; NSTAR Gas Company, Eversource Gas Company of Massachusetts, and NSTAR Electric Company each d/b/a Eversource Energy.

Communities Act (2008), An Act to Advance Clean Energy (2018), An Act Creating a Next-Generation Roadmap for Massachusetts Climate Policy (2021), and An Act Driving Clean Energy and Offshore Wind (2022). The Council requested that the PAs provide four updates in 2023, tied to the quarterly reports, to detail the progress made toward each of its priorities. The Council's priorities are shown in italics below.

1. ***2022 – 2024 Plan: Monitor and ensure overall progress toward 2022-2024 Three-Year Plan goals and implementation commitments.***

Detailed data on the PAs' progress toward the 2022-2024 goals are included in the quarterly report data tables and the Key Performance Indicators ("KPIs") attached to this quarterly report. Additionally, with the development and launch of many new priority initiatives in 2022, the Council has requested updates on several priority topics, as discussed below.

2. ***Equity: Ensure that equity commitments and initiatives are on track with a focus on increasing participation of historically underserved populations, including moderate-income customers, renters and landlords, English-isolated populations and small businesses.***

a. *Moderate Income implementation including a new, comprehensive delivery model proposal by the beginning of Q3 2023 in coordination with the Equity Working Group that includes [a] training plan for vendors delivering services, new income verification approach, and simplified participation path that includes concierge services/facilitation.*

According to census data, there are approximately 275,000 moderate-income customers in Massachusetts, defined as those customers earning 61-80 percent of state median income. (For example, in 2023, a family of four earning up to $108,000 qualified as moderate income.)[2] Moderate-income customers are currently served by the PAs and their implementation partners through the market rate residential program.

In late Q3, National Grid introduced a moderate-income "navigator" trial with an established implementation vendor to provide facilitated support for moderate-income customers throughout the qualification, assessment, decision-making, installation, and inspection processes. This navigator is intended to alleviate customer level of effort, improve informational and process clarity, and provide customers a dedicated point-of-contact throughout the project life cycle.

In other efforts, the PAs collaborated on developing an area-based pre-qualification methodology using income and census data which would require no individual income qualification of the customers in target area(s). Coupled with a more comprehensive awareness campaign and delivery

[2] See income ranges for the "Enhanced Residential Program" for further details on income brackets, *available at* https://www.masssave.com/en/residential/programs-and-services/income-based-offers.

model, PAs expect to trial this pre-qualification approach in Q4. One PA distributed targeted marketing campaigns to anticipated moderate-income customers with the intent of testing three unique messages developed specifically for moderate-income customer profiles. This PA is optimistic that this message-testing will lead to more effective moderate-income outreach and lead-generation. Updates to MassSave.com included an income checkpoint at the weatherization offers page to provide an example of a qualifying, moderate-income household and to encourage more customers to explore the enhanced offers.

b. Renter Strategic Plan development, including status of PA implementation of the renter-specific commitments.

In Q3, the PAs pursued several initiatives in furtherance of the Strategic Renters Plan. The PAs posted new videos to the Mass Save website that educate renters on how they can participate in Mass Save, both for their individual unit and with their landlord. The PAs also drafted factsheets on tax incentives for landlords and renters, which CFPs can now distribute with their outreach. The PAs also have continued to partner with other organizations on renter outreach. For example, the Neighborhood Assistance Corporation emailed 16,000 members in Massachusetts with information about Mass Save incentives for renters and landlords.

With respect to C&I sector renters, the Main Streets campaign has focused on non-English outreach in Q3, working to translate applications, contracts, mailers, and online intake materials to multiple languages. Vendors also used remote interpretation services for the Main Streets canvassing effort and enlisted volunteers from local CFPs for assistance with outreach and interpretation when possible.

Individual PAs also continued working to engage renters. Eversource presented information on renter incentives at the Boys and Girls Club in Roxbury, which along with the YMCA will pass out marketing collateral about Mass Save. National Grid sent out several targeted emails in Q3 to income eligible renters and renters in equity communities, reaching over 50,000 customers. National Grid intends to continue sending emails to these groups throughout Q4 and will work with an implementor to reach landlords as well. For small business renters, Eversource has increased the weatherization incentive caps for small business renters. National Grid is evaluating whether to match Eversource's cap increases.

c. Municipal and Community Partnerships program, including partnerships with Community-Based Organizations.

During Q3, the Community First Partnership ("CFP") Initiative continued strong momentum in reaching residents through multiple channels. CFP partner communities generated 5,697 residential leads in Q3 2023. This represents a 19% increase from the previous quarter and a 59% increase compared to Q3 2022. Since the program's inception, CFP partner communities have generated 26,686 residential leads.

Lead capture is primarily attributable to a) mailings; b) local engagements (tabling, canvassing, presentations & local media); c) marketing materials creation and translation; and d) capacity-building trainings.

Local Engagements

In Q3, CFP energy advocates reported 451 engagements in 39 communities across the following channels: tabling and community events; partnership development; local canvassing; phone calls; distribution of literature; local social media, digital, and print campaigns; live presentations; and local radio and TV. Notable reported engagements included:

- Gloucester partnered with National Grid's consumer advocate program to engage senior residents and assisted with registering them for the discount rate, aggregation rate and support with bill payment.
- With the support of its energy advocates and its HPC, Revise Energy, the Cape Verdean Association generated 143 leads over the course of two weeks.
- Shelburne's CFP team, Eversource's small business representative, and Energy Resources held a successful Main Streets event in August. Notably, the event led a regional bank with dozens of locations across Western Massachusetts to sign up for energy audits.

Marketing Materials Creation & Translation

CFP Lead Vendor All In Energy plays a central role in creating and translating marketing materials used by CFP partners. In Q3, All In Energy created, reviewed, or translated unique marketing assets across CFP partner communities. Examples of marketing assets include:

- Low to moderate income charts
- HEA fliers in Spanish and English
- Community-focused posters
- Community-based program guides
- Collaborative letters with municipalities.

Capacity-Building Trainings

In Q3 2023, CFP Energy Advocates and other stakeholders participated in the following capacity-building sessions led by All In Energy:

- CFP feedback session, geared towards recommendations for the 2025-2027 plan
- Marketing letter development.

d. Language Access Plan development.

In Q3, the PAs continued to work with the selected lead vendor to develop the Language Access Plan ("LAP"). The LAP consists of five phases (A-E), with Phases A-C prioritized during Q3. During Phase A, the vendor continued to work with PA working group leads supporting Income Eligible, Residential Coordinated Delivery, Residential New Construction, Small Business Solutions, and Retail. During Q3, the lead vendor met with the program leads for Income Eligible and Retail to gather and assess information about each program and report back with preliminary recommendations. Phase A officially closed out during Q3. During Phase B of the LAP, the lead vendor finished conducting focus groups. Thirty-eight focus groups were completed across the state to assess statewide sentiments of the Mass Save programs among different demographics. The lead vendor submitted a preliminary draft of its focus group findings, including marketing recommendations. Phase C of the LAP entails review of a glossary of the most common, customer-facing terms. The lead vendor translated glossary terms into plain English and then began to translate them into the other five languages identified in the LAP. The LAP is scheduled to be completed by May 2024.

e. Progress update on the recruitment, enrollment, mentoring, and retention of the Clean Energy Pathways internship program cohort groups.

During Q3, the CEP program kicked off Cohorts 5 and 6 and prepared for Cohort 7.

Cohorts 5 and 6

Cohorts 5 and 6 began with a total of 11 interns. Nine interns remain. MassHire Greater New Bedford is currently supporting one intern. Five interns are supported by Grafton Job Corps Center, and two are supported by Greater Lawrence Technical School. MassHire Springfield provides one intern with computer access but does not provide other wraparound supports.

Cohort 7

Cohort 7 will include HVAC and weatherization interns. Nine business partners have been recruited to date. Thus far, there are 23 weatherization applicants and 2 HVAC applicants for Cohort 7. Caribbean Youth Club has projected to supply 25 applicants from the Lawrence area and 5 applicants from the Boston area. MassHire Greater New Bedford has agreed to refer 10-15 applicants for Cohort 7 from Fall River and Greater New Bedford. Westover Job Corps Center cannot support Cohort 7 as they will not have enough recruits, but they look forward to working together for future cohorts. Grafton Job Corps Center is assessing student interest and hopes to remain a partner. ICF has continued to research and meet with potential CBOs in Springfield since MassHire Springfield remains unwilling to partner. Asian American Civic Association and Green

Jobs Academy are available to provide training for Cohort 7 weatherization interns. This training will precede the business partner interviews.

Transportation poses a barrier for many potential applicants, as public transportation does not reach most of the business partner worksites. ICF is exploring potential transportation partnership programs with the PAs.

f. Progress towards completing 2,100 small business weatherization projects throughout the Plan term including updates on targeted efforts to host Main Streets events in Environmental Justice neighborhoods.

To increase weatherization projects at small businesses, the PAs are offering an enhanced incentive up to 100% for small business renters. The increased financial support addresses the split incentive issue that arises when building owners pay for energy efficiency improvements but renters pay utility bills. Additionally, the prescriptive weatherization measures for small buildings and the custom express offering for mid-sized buildings developed last year continue to be offered in 2023.

The PAs also continue to improve weatherization tools and offerings. The PAs have updated the custom express weatherization calculator tool with clearer, more accurate, and user-friendly methods. Further, the PAs have expanded the prescriptive weatherization offering for small buildings, developing savings estimates and incentives for basement insulation and weatherstripping. This covers two crucial, previously unsupported weatherization interventions and will allow vendors and contractors to effectively weatherize all viable areas of a customer's building, with minimal delay or negative impact to the customer's business.

In addition, the PAs are expanding their Main Streets events. Main Streets efforts engage with several hundred small businesses in each community in multiple languages. During Main Streets events, the PAs offer enhanced incentives for all measures with a focus on weatherization. The PAs held 48 Main Streets events in the third quarter and have 7 scheduled for the remainder of the year, as shown in the tables below.

Q3 Main Streets			
Date	**Location**	**Date**	**Location**
7/10/2023	Allston	8/8/2023	Winchendon *
7/10/2023	Amherst	8/14/2023	Millis
7/10/2023	Fairhaven *	8/14/2023	Shelburne †
7/17/2023	Montague	8/14/2023	Nantucket *
7/17/2023	Newton	8/21/2023	East Bridgewater *
7/18/2023	Lynn * †	8/22/2023	Adams/North Adams/Williamstown
7/18/2023	Swampscott †	8/29/2023	Centerville
7/24/2023	Leominster	9/11/2023	Acton

7/26/2023	Brighton	9/11/2023	Mission Hill
7/27/2023	Haverhill * †	9/11/2023	Roxbury
7/31/2023	Norton	9/11/2023	Sharon †
8/1/2023	Dover	9/12/2023	Falmouth *
8/7/2023	Bridgewater *	9/12/2023	Northampton
8/7/2023	Chelsea * †	9/12/2023	Gloucester †
8/7/2023	East Boston	9/18/2023	Wareham †
8/7/2023	Southwick	9/25/2023	Chinatown
8/7/2023	Webster *	9/26/2023	Oak Bluffs * †
8/8/2023	Hardwick *	9/27/2023	Tisbury * †

* Indicates the community is a Community First Partner
† Indicates the community is an Environmental Justice Community

3. ***Workforce Development: Support the cultivation of a diverse and highly skilled workforce to meet the aggressive energy savings and GHG reduction goals in the 2022-2024 Plan Term.***

a. *Progress towards Equity Targets commitments regarding diversity of program vendors.*

The PAs are tracking the number of Minority/Women Business Enterprises ("MWBEs") by assessing direct contracts and spend between PAs and vendors, compared to the total number and spend of all direct contracts. The PAs procured a vendor, Miller3, in late 2022 to specifically focus on the MWBE study. The PAs have shared data on the programs with Miller3 throughout Q2 and Q3. Also in Q3, the PAs planned two more Supplier Diversity Summits, which were held early in Q4.

b. *Collaboration with the Massachusetts Clean Energy Center (MassCEC) on workforce development initiatives required by the Climate Act.*

The 2021 Climate Act allocated $12 million per year of energy efficiency funds to MassCEC. In the Three-Year Plan, the PAs recommended that MassCEC focus on an energy efficiency workforce skill development partnership, an energy efficiency workforce staff development funding initiative, an energy efficiency workforce pathway development initiative, workforce development marketing, workforce development outreach funding, supplier diversity development, and workforce tracking and monitoring.

PA representatives serve on MassCEC's Clean Energy and Workforce Development Equity Working Group and meet with MassCEC on a quarterly basis to discuss workforce development funding and best practices. In August 2023, MassCEC convened PA representatives and other stakeholders to discuss two federal funding opportunities, the EPA's Solar for All program and

the Department of Energy's Home Energy Efficiency Contractor Training Grant program. Attendees discussed how best to coordinate in pursuit of these funds. Throughout Q3, PA representatives and MassCEC discussed critical topics, including how best to support Minority and Women-Owned Business Enterprises and enhancing workforce development initiatives for adult learners and through comprehensive high schools.

c. *Number of HVAC contractors attending heat pump specific trainings and participating in the heat pump installer network.*

As of the end of Q3, there were 1,488 companies participating in the Heat Pump Installer Network ("HPIN"). During Q3, an additional 257 users registered for the Energy Efficiency Learning Center. Please see the table under 3(e) below for the number of contractors who completed heat pump specific trainings in Q3.

d. *Development of the Clean Energy Pathways (CEP) internship program.*

See Section 2(e), above.

e. *Updates on number and nature of recent workforce trainings offered.*

In Q3 2023, the following trainings were provided:

Program	Activities	# of indiv.
Building Operator Certification (BOC)	The National BOC Fundamentals course	1
	BOC Technical Webinar: Distributed Energy Resources and Resilience	5
Codes and Standards Training	Mechanical Ventilation	28
	Air sealing & Insulation Installation	28
	Existing Buildings Part 1-3	28
	Residential Stretch Energy Code 1-3	32
	Residential Stretch Energy Code 1-3	31
	Residential Stretch Energy Code 1-3	13
	Residential Stretch Energy Code 1-3	6
	Commercial Stretch Part 1-3	45
	Commercial Stretch Part 1-3	29
	Residential and Opt-in Code	25
	Residential Stretch Energy Code 1-3	18

	Existing Buildings Part 1	26
	Commercial and Opt-in	53
	Commercial Stretch Part 1-3	35
	Commercial Stretch Code	18
	Existing Buildings Part 2	151
	Existing Buildings Part 3	214
	Air sealing and Insulation Installation	129
	Commercial Stretch Part 2	141
	Commercial Stretch Part 3	134
	Building Commissioning	71
Massachusetts Energy Efficiency Partnership	Online Heat Pump Series: Understanding Common HVAC System Types and their Heat Pump Upgrade Options	276
Passive House	Passive House Process & Verification - Lessons Learned	41
	All-Electric Home Case Study: Efficient, Electric, and Low-Cost	69
Heat Pump Installer Network	Mass Save Residential Heat Pump Program Basics	170
	Weatherization 101 for HVAC Contractors	157
	Air Source Heat Pump Sizing & Design Training	40
	Mini-Split Heat Pump Installation Best Practices	47
	Heat Pump Value Proposition	37
	Customer Service & Expectations	37
	Integrated Controls 101	257
	Mass Save Commercial Heat Pump Program Overview	9
	Commercial Heat Pump Installation Considerations	12
Residential Coordinated Delivery (RCD)	2-day Crew Member Training	3
	2-day Crew Chief Training	4
	1-day Crew Member Training	4
	2-day Crew Chief Training	4
	TOTAL	**2,428**

4. ***Residential Sector: Support the residential energy savings, GHG reductions and equity goals of the 2022-2024 Plan. Monitor progress to achievement of implementation commitments set forth in the Plan.***

a. *Consideration and implementation of whole-home, performance-based retrofit program or similar new approach to emphasizing the co-delivery of weatherization and heat pumps, including potential changes to leverage federal funding more effectively.*

The PAs continue to monitor the heat pump program and will make changes to the delivery model if needed. National Grid is participating in a demonstration project with CLEAResult, which connects National Grid gas and electric customers who have received an HEA with HPIN contractors. Through a series of questions asked during the HEA, customers will be identified as highly qualified leads for displacing their existing heating system with heat pumps. Qualified leads will be shared with HPIN contractors who have opted into the program.

The PAs recently launched electrification webpages on MassSave.com. These webpages provide customers with a more holistic look at electrification, including the importance of weatherization.

The PAs have updated the heat pump rebate pages on MassSave.com to highlight and explain how Mass Save rebates and federal tax incentives extended and expanded by the Inflation Reduction Act can benefit Massachusetts residents. The PAs are also working with other stakeholders to assess and apply for new sources of federal funds as they become available.

b. *Insulation and Home Energy Audit (HEA) contractor pricing updates including information on potential changes to the residential program model for Lead Vendors, Insulation Installation Contractors (IICs) and Home Performance Contractors (HPCs), and wait times for HEAs through the different program participation pathways.*

In Q3, the RCD Program set and implemented updated pricing of program measures following the participatory RFQ process that took place in Q2 involving PAs, Implementation Lead Vendors, Independent Installation Contractors, and Home Performance Contractors. There was healthy participation by program contractors in the bid submission process. The RFQ process resulted in an overall 4.55% total spend increase, with the measure-level percentage increases ranging from +3.51% to 6.92%.

Some Lead Vendors observed that demand for HEAs was higher at the beginning of Q3 than recent years, while other Lead Vendors noted slight dips in HEA demand. Weatherization work remained consistent and steady throughout Q3, with some Lead Vendors reporting the summer weatherization 100% incentive offering had a positive impact on driving weatherization work. Lead Vendors remain fully staffed and ready to serve residents quickly and effectively heading into Q4.

c. Consideration and implementation of strategies to address quality installation including right-sizing and pricing of heat pumps.

The PAs continue to distribute newsletters and bulletins regarding best practices in measure installations. They also hold two contractor events a year that provide an opportunity for contractors to give and receive information on the latest trends in the programs.

The PAs have implemented a number of strategies to encourage and ensure quality installation. The PAs established the HPIN at the beginning of 2022, which includes 1,488 heat pump installation companies as of the end of Q3 2023. The HPIN aims to foster a network of quality installers with the training, experience, and knowledge necessary to ensure properly sized and quality installations. HPIN courses offered through the Energy Efficiency Learning Center encourage installation best practices (*e.g.*, Cold-Climate Heat Pump Sizing and Design, Mini-Split Heat Pump Installation Best Practices, Integrated Controls 101). The PAs also worked with other energy efficiency programs (*e.g.*, Efficiency Maine, MassCEC) and key heat pump manufacturers to develop a quality installation checklist that is now available as a resource to both customers and contractors and is utilized by our third-party inspection vendor during site visits. The PAs also began holding weekly "office hours" in January 2023, which gives HPIN members a chance to ask questions about technology, program rules, installation issues, etc.

In Q3, the Heating & Cooling Contractor Support Vendor attended 16 contractor events through the state with 942 attendees. The vendor distributed residential and commercial heat pump program materials, provided formal presentations on program criteria, and answered questions from the attendees.

In 2022, new inspection processes were implemented in support of the increased efforts to ensure the quality installation of residential heat pumps. If major issues are discovered during a heat pump quality installation inspection, the information is relayed to the PAs. The PAs work with their HVAC technical assistance vendor to provide guidance and additional training to the heat pump installer. Additionally, the PAs request that the installer fix the identified issue and if it is significant enough, provide proof of correction back to the program.

d. Integration of home energy scorecards.

In Q3, the PAs continued working to prepare a final draft of the home energy scorecards in coordination with DOER and PA lead vendors. The PAs and DOER are working to finalize a written agreement regarding the use of home energy scorecards in the RCD program.

e. *Implementation updates on uptake and progress of the all-electric new construction offer for the 1-4 unit market segment.*

The PAs announced the new all-electric new construction offer for the 1-4 unit market segment in Q2 of 2022. A series of informational webinar series and website updates have been completed through 2022 and into Q2 of 2023. The PAs also have started providing training on All-Electric Homes through the training channels, and they have rebranded the Passive House training series to include electrification as a primary topic in all 2023 trainings through the Passive House training initiative. The building industry at large has been receptive to the new offer, and the incentive levels offered through the new initiative have accelerated market adoption of zero energy homes. The PAs have also begun the process of a program redesign that focuses on the development of an all-electric and partial electrification pathway for multifamily buildings. The PAs have also met with the EPA and DOE to talk through the potential of aligning the programs with the ENERGY STAR(TM) NextGEN program. As of the end of Q3 of 2023, 369 units have been enrolled through the offering, and 236 units have been completed.

f. *Updates on the number of units enrolled in Passive House multi-family new construction offering.*

As of Q3, 187 projects have been enrolled through the Passive House multifamily new construction offering, consisting of 13,155 units and 13,935,792 sf. These projects have anticipated completion dates from 2023-2029.

5. ***Income Eligible Sector: Support new program enhancements and initiatives for income eligible customers.***

a. *Efforts to improve service delivery including: Program eligibility and enrollment processes, Service to customers in small multi-family buildings, including "naturally occurring" low income housing and mixed income buildings, Use of open market contractors such as HPCs, Consistency of resource availability and service between service areas, Efforts to increase installation of envelope measures.*

In Q3, the PAs engaged with a state benefits program administrator to discuss a data-sharing agreement to raise awareness of and participation in income-eligible programming, including coordination between benefits program staff and the utility discount rate enrollment group. This nascent strategic partnership could serve as a framework for engaging other benefits program administrators and building out the income-eligible referral network. The PAs continue to explore opportunities for easing the discount rate enrollment process within the statutory framework. Under LEAN oversight, the PAs saw continued growth in volume of HPC-delivered income-eligible work and continue to see this type of deployment as both an opportunity to increase overall lead-generation and mitigate backlogs in specific CAP territories. In collaboration with LEAN,

the PAs increased financial support for health and safety barrier-repair to facilitate more weatherization projects. The PAs continue to monitor the deployment of single-pane window upgrades and are reviewing a "leaky double-pane" air-sealing and window replacement trial for scalability and cost-effectiveness.

The PAs and LEAN are collaborating to implement the new strategies outlined in the Strategic Renters Plan. The Renters Plan highlights a modification to IE delivery strategy that will enable LEAN to serve the whole building when at least 50% of the units in the building are determined to be income-eligible (aka "the majority rule" or the "50% rule"). The Strategic Renter Plan will also allow the PAs and LEAN to serve more renter-occupied properties through enhanced outreach, such as providing AMP and HVAC systems regardless of whether the units were owner-occupied. This will make it possible to form strategic partnerships and provide more comprehensive program options. The PAs, LEAN, and CAP agencies met for a second time on August 8 to discuss the implementation of the Strategic Renters Plan.

In Q3, the PAs and LEAN continued working with HPCs to implement the LVI (Lead Vendor Implementation) Model for income-eligible services. HPCs are now able to serve IE customers if the customer contacts an HPC, if an HPC schedules an HEA with a customer at the time of intake, if the qualifying unit is a part of a market-rate qualified multi-unit home (Mixed-Income Protocol), or if the CAP does not have the capacity to meet the required 4-6 week Time to Assess ("TTA"). Trainings with HPC staff continued during Q3.

The PAs and LEAN continued work towards the launch of a LEAN Statewide Client Service Center ("LEAN SCSC"). The LEAN SCSC will act as a centralized processing center for all inbound referrals within Eversource, National Grid, Unitil, and Berkshire Gas Company territories. The LEAN SCSC will make customer outreach more efficient and minimize customer service response time. Upon receiving a referral, the LEAN SCSC will perform due diligence to determine customer eligibility for service, including verification of discount rate status. Although application for LIHEAP and other means-tested benefits programs will remain with the local CAP agency, the PAs and LEAN are also exploring an option for the LEAN SCSC to perform income verification and directly certify customers for income-eligible energy efficiency services. This would require a significant expansion of staffing and other resources and therefore requires more time to evaluate and scope out in detail. LEAN has successfully onboarded staff, including a Manager, Assistant Manager, and six Client Services Associates, with multilingual capabilities for the SCSC and is actively looking to hire two more Client Services Associates.

The Compact currently provides in-house income verification services and assists customers in navigating the appropriate program opportunities and incentive levels. The Compact is also working with LEAN and will work with the LEAN SCSC to facilitate a streamlined customer process for enrollment in the utility discount rate program. In coordination with its CAP agency and CFP partners, Liberty continues to evaluate whether to engage with the LEAN SCSC.

b. *By the end of Q2, an assessment of federal funding requirements, identification of ways to more efficiently and effectively co-deliver federal funding and Mass Save funding, and a strategy to make changes in coordination with DOER and DHCD.*

The PAs and LEAN continue to assess federal funding requirements and reconcile potential funding streams in addition to Mass Save funding such as Weatherization Assistance Program funding and Weatherization Readiness Funding. LEAN has engaged in active conversations with EOHLC and DOER for updating HEARTWAP guidance. LEAN is also developing strategies to leverage DOE funding for small multi-family units (5-25 units), which has not been explored in Massachusetts before.

Municipal partnerships to leverage ARPA and similar funds are also being explored with cities and towns, and LEAN continues to support or participate in grants that individual towns may apply for and are awarded to further IE energy efficiency services.

c. *Electrification efforts for the Income Eligible sector, including installation of heat pumps for space and water heating.*

LEAN has undertaken a concerted effort in Q2 and Q3 to work on displacing delivered fuels (oil and propane) in both multifamily facilities and single family (1-4) units. To support this effort, LEAN has partnered with cities and towns to leverage assessor databases, which can contain information about existing residential heating systems. However, the PAs and LEAN, in undertaking these electrification efforts, are cognizant of cost/energy burden implications of converting from gas to heat pumps and work with installation crews to provide client education to interested income-eligible customers. Further, clients must sign a document attesting to awareness of the potential bill impacts before installation. A partnership with the City of Boston on deep energy retrofits, among other collaborations, has also encouraged electrification efforts in the Income Eligible sector since Q2. LEAN has been exploring a customizable approach to deliver whole site electrification to non-standard residences with mixed-income profiles by joining forces with market-rate vendors. Most propane and oil systems are cost effective to electrify. Projects are progressing, and LEAN has found some cost-effective electrification from existing gas in the multi-family program at 100% incentive delivered through the traditional program pathway.

To build the capacity of the CAP network and service delivery vendors for electrification projects, knowledge building and sharing of activities are regularly organized, including memos for installation best practices and roundtable discussions around in-field insights and challenges that facilitate effective service delivery. The PAs also support LEAN's proposal to build its customer pipeline for electrification work. CAP agencies themselves process some leads, while others are aggregated for service through LEAN's new Statewide Services Center (SCSC). Leads come organically through client inquiry via phone or multiple websites (including LEAN's own),

through concerted agency outreach and marketing efforts, PA marketing, contractor referrals, the mixed-income protocol (MIP), and the Community First Partnership (CFP). Since Q2, ABCD has hosted bi-weekly open office hours in the communities ABCD serves to field questions from agency staff about process, systems, and program guidance. There are now regular monthly meetings with LEAN and the CFP lead vendor. Other significant meetings included discussion with Boston and Newton about leveraging their ARPA money for MF electrification, working with MAPC and City of Boston to increase units eligible to take on housing voucher holders, and planning for IE EE work.

In Q3, the PAs and LEAN continued their strategy to discourage installation of oil-to-oil systems, other than in the emergency heating season, and promoting ASHP installations in all cases where it is viable. ASHPs have been identified and communicated as a priority for installation within the CAP network, outside of heating season, or in cases where an oil-to-oil or propane-to-propane heating system replacement is arguable given the circumstances. Further, there is increased oversight of system installations by Lead Vendors to ensure electrification is prioritized.

d. By the end of Q3, develop phase out strategies for lighting based upon evaluation study results and DPU direction, and report to the EEAC in Q4.

The PAs presented on lighting phase-out plans across the residential, C&I, and income-eligible sectors at the July meeting of the EEAC. The PAs are continuing discussions with lead vendors on lighting phase out strategies. Study results showing there remain claimable lighting savings for disadvantaged populations align with LEAN's experience. LEAN continues to find opportunities to replace old incandescent and fluorescent lighting with high efficiency LED fixtures (common interior and exterior areas in income eligible multifamily) and lamps (in all residences in both income eligible multifamily and income eligible single family). Despite reductions in price and increase in availability, LEDs have not saturated the market for income-eligible lighting. On average, energy specialists replace about 10-14 lamps per home. There is an added equity component here, in that LEAN's clients can least afford to replace lighting and have the least access for options to purchase if they choose to do so. The PAs worked with EEAC Consultants to develop Low Income Lighting Phase-Out Recommendations which are summarized below:

Lighting Measure Categories	Recommended Direct Install Activity
Lamp only replacements	Continue with LED lamp replacements in interior or exterior fixtures with screw-in incandescent or halogen lamps.
In-unit SF and MF fixture replacements	Replace interior in-unit fixtures that have non-screw-based lamp sockets (*e.g.*, pin-based CFLs, or linear tubes) with an LED fixture. Examine savings and cost effectiveness of integrated occupancy sensors.

MF exterior fixture replacements, both in unit and common area	Replace with an LED fixture
MF common area interior fixture replacements, including linear fluorescent fixture replacements	Replace with an LED fixture that is controlled for both daylight dimming controls and occupancy where appropriate

e. Implementation and uptake of affordable multi-family decarbonization/deep energy retrofit offering.

The PAs and LEAN, in agreement with external stakeholders and DOER, developed an income eligible deep energy retrofit (DER) strategy and a $/MMBtu- based incentive structure to allow for greater transparency and simplicity for stakeholders. The DER offering was launched as planned in Q1 of 2023 and includes financial and logistical support for completing a technical assistance study to identify the pathways available for customers to achieve 40% energy use intensity ("EUI") reduction through energy efficiency and electrification. Both the Mass Save website and the LEAN multifamily website have information about the new DER offering. Online information includes a detailed program overview, a guidebook for interested customers, and instructions on steps to take to participate in the program. Continued stakeholder engagement is ongoing with other partners, and efforts are underway to identify funding opportunities for projects. There are multiple projects at the scoping stage under this offering, which will inform future iterations of the program strategy and best practices moving forward.

In Q3, PAs and LEAN collaborated on refinements to the external-facing guideline documentation and report templates, with the objective of providing clarity to customers and vendors early in the process. PAs and LEAN are also actively engaged in building out a list of approved TA Study vendors, with the objective of being able to offer a TA vendor to customers who have not yet engaged their own or who prefer a pre-screened option.

f. Implementation of 2017 process evaluation recommendations.

Community Action Program ("CAP") agencies already use a similar electronic database called eAssist to store certain measure data. A common electronic database is required by the Department of Housing and Community Development ("DHCD") for purposes of reporting data to the U.S. Department of Energy ("DOE"). The ability to customize the eAssist software, however, is somewhat limited.

During the 2019-2021 Term, ABCD purchased software that they were able to modify to meet both the PA and DOE reporting needs, but they have not received approval from DHCD to use the software. Conversations to integrate eAssist and WAP-EZ (a cost-effective screening tool) are

ongoing. CAPS make use of widely available digital technologies that utilize a variety of software and hardware components to achieve a shared goal. The goal is to supply a digital audit tool where the customer's information may be uploaded and tracked. This paves the way for the auditor to consolidate everything into a single database. The goal is to communicate data around weatherization activities in the field and offer a digital audit tool to crew members who presently collect data from the field and transcribe it later into eAssist. A digital auditing tool solution can standardize data collection from the field and offer a consistent and coordinated pathway for integrating it into each PAs internal data tracking system. ABCD will continue to evaluate the benefits of the new tool and work with the other agencies to determine whether the benefits of adopting it would outweigh the costs. The agencies will continue to work with DHCD to customize eAssist to accept additional data points.

6. ***Commercial and Industrial: Monitor the development and launch of C&I programs and enhancements, impact and progress towards energy savings and GHG goals.***

a. *Updates on outcomes from recent DOER/PA C&I Working Group meetings including PA efforts to make program changes based on feedback from CIWG. Continue to look for creative ways to achieve C&I deep energy retrofits.*

The 2022-2024 Three-Year Plan Term Sheet formed the basis for establishing a C&I Working Group co-chaired by the PAs and DOER. On September 7th, the C&I Working group held its fifth quarterly meeting, which featured a presentation about improving HVAC measure adoption and a resulting commitment from the PAs and Working Group members to form an HVAC taskforce to address the HVAC custom project workflow. This meeting also included a review and prioritization of the in-progress opportunities and recommendations identified by the CIWG C&I EEAC Planning Workshops.

Following the working group meeting, the fifth C&I stakeholder hour was held. This session focused on responding to general C&I program stakeholder questions in the first half hour and sharing New Construction and Major Renovation program information in the second half hour.

b. *Status and uptake of an all-electric new construction offering for the C&I sector.*

Pursuant to legislative and regulatory developments, the PAs are redeveloping the commercial New Buildings program as an all-electric offer for all three participation pathways. Once the program is formally relaunched as of January 1, 2024, projects will only be eligible for participation if they are all-electric for all major end uses and do not have a natural gas connection or meter. Very limited exceptions are being negotiated for natural gas use in lab buildings, for example, and other niche situations. Going forward, instead of simply promoting decarbonized buildings in combination with energy efficiency, the programs will require decarbonization as a prerequisite to participation.

Prior to relaunching the program as described above, the PAs offered three participation pathways for commercial new construction. All three paths distinctly supported building decarbonization and electrification, and modified versions of these pathways will be available following program relaunch.

- The flagship commercial new construction pathway was Path 1, where PAs offer the highest incentive rates, set the lowest absolute energy use intensity (EUI) targets, offer a per-ton heat pump adder, and work with customers through a one-year post-occupancy period to ensure buildings execute on their low energy and carbon goals in operation.
- Path 2 also supported low EUIs and offers the same explicit heat pump adder incentives as Path 1, thus also promoting electrification; however, the per-square-foot incentives in this path are offered based on relative EUI reduction (percent reduction) beyond a program baseline, and incentives are paid upon PA verification that installed equipment matches the project design and energy model (this is different from Path 1 final incentives, which are based on a year's worth of building performance). Path 2 projects tend to be less decisively focused on net zero per se and are often partial heating electrification projects.
- Finally, Path 3 was available for customers who might want to execute only certain energy conservation measures or heat pump measures, so this is not an EUI path, but instead is a measure-based path. This path equally promotes decarbonization with the same dollar-per-ton incentive rates as the other two paths.

Please see prior quarterly reports for enrollment data under the outgoing versions of these participation pathways.

c. Pursuit of non-lighting measures in the commercial sector, especially HVAC, refrigeration and process controls, and operational savings.

The PAs have been pursuing all cost-effective, non-lighting measures in the commercial sector by researching innovative electrification measures to add to the portfolio and by exploring further midstream offers for high efficiency products. Several new potential measures entered the new measure process for review and have moved forward in the process, including package terminal heat pumps and electric forklifts. Package terminal heat pumps are eligible for midstream incentives. Electric forklifts and forklift battery chargers are active measures, and the PAs are preparing an application form for use by market participants.

d. Results and uptake of the deep energy retrofit offering, including development of strategies for municipal and public building participation in the deep energy retrofit offering.

The deep energy retrofit (DER) offering focuses on driving cumulative savings through long-term customer engagement, adoption of efficiency measures, and energy usage reporting. Given the lengthy timelines for projects to achieve significant reductions in carbon emissions at customer

sites, the PAs are not expecting to see the results from the DER offering until 2024 and beyond. Municipal buildings are a key target sector given their access to funding, ambitious sustainability goals, and long ownership horizons. Interest in the offering has been high, but finding sites that are well suited for the offering has resulted in a slow uptick of program participation. In Q3, the PAs have engaged more new projects in the DER process than in the past two quarters combined.

e. Process improvement implemented by PAs for ease of participation and comprehensive of projects through the Commercial Custom offerings.

The PAs have continued to implement process and program improvements related to participation and project comprehensiveness. First, as shared with the C&I Working Group, the PAs launched a new electrification webpage and other resources on the Mass Save website. The new electrification webpage explains pathways and considerations for electrification for residential, multifamily and business customers.

At the C&I Working Group meeting in Q3, a subset of the membership and interested third parties created an HVAC taskforce to work on improving the custom HVAC project process for repeatable, high frequency HVAC projects. The first taskforce meeting is scheduled for November 15.

Further, to support the C&I Working Group recommendation for improving the custom project process, the PAs generated postcards and emails to solicit custom project customers for participation in a focus group.

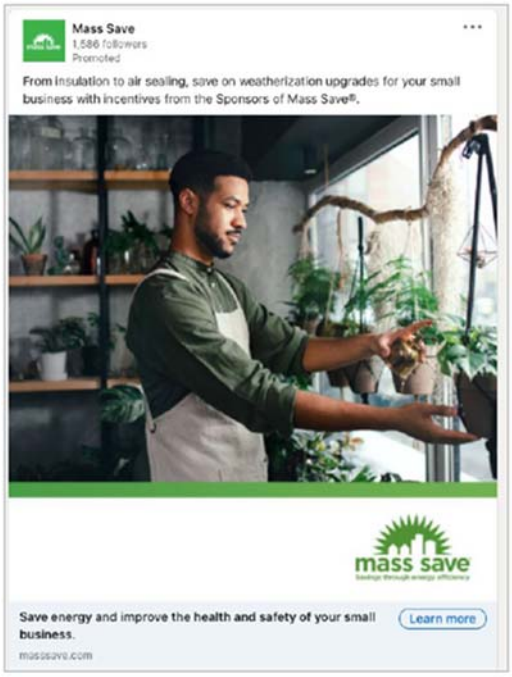
PROGRAM HIGHLIGHTS

RESIDENTIAL

The PAs were honored to receive recognition from two national champions of energy efficiency in Q3. The American Council for an Energy-Efficient Economy ("ACEEE") released its *2023 Utility Energy Efficiency Scorecard*, with Eversource and National Grid both receiving top rankings. Eversource was ranked the #1 overall energy efficiency program in the country, and National Grid secured the #1 spot for energy efficiency program performance. The Commonwealth's focus on equity, exemplified by the work of the PAs and partner organizations, also received plaudits in Q3. At its annual "Stars of Energy Efficiency" awards, the Alliance to Save Energy recognized the Community First Partnership program with its "Consumers Award." The PAs will continue to work tirelessly to maintain the top rankings that Massachusetts energy efficiency programs have achieved for many years running.

COMMERCIAL & INDUSTRIAL

SMALL BUSINESS MARKETING



Massachusetts has several hundred thousand small business customers eligible to participate in the energy efficiency programs. The Program Administrators have contracted with CLEAResult to develop, implement, and manage the marketing of the Mass Save brand to small business customers. The focus of the marketing effort is to raise awareness, participation and engagement in the program. To reach as many of these customers as possible, the PAs utilize numerous means of advertising including Google paid search and display ads, YouTube videos, and LinkedIn posts and ads, as well as directly emailing customers. Across all of these channels in the third quarter of 2023, customers saw over 7.6 million ads, videos and posts (including the ones to the right and below). These digital marketing efforts drive customers to the Small Business Landing Page on the Mass Save website. In this quarter, these ads brought over 54,000 customers to the website where they learned more about our program offerings. One new area of digital advertising which the PAs are excited about is Bing search ads. In Q3, this approach has been growing with an increase of click through rate every month and with most of the ad groups being above the benchmark click

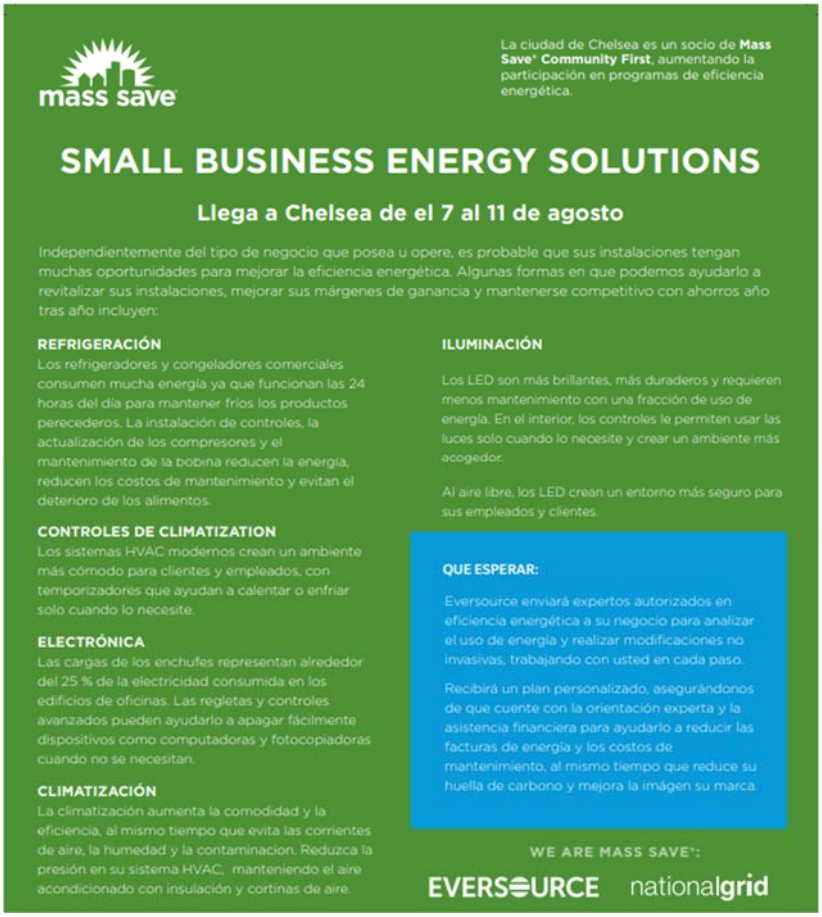
through rate. This dropped the overall cost per click rates for Bing ads and reached new audiences. These marketing campaigns will continue.

The PAs also have enhanced their marketing to Environmental Justice communities. CLEAResult used geotargeted ads to distribute the Mass Save brand and the PAs' message to business owners in EJ communities. So far, the EJC campaign has been viewed over 960,000 times in those communities on top of already robust digital marketing occurring across the state which includes EJCs. All of the material is continually being updated to stay relevant with what is happening in the economy. Seasonally appropriate messaging is rotated through to better connect with the customers. In Q3, Spanish and Portuguese ads were created. For these Spanish and Portuguese ads, when a customer clicks for more information, they are directed to the translated version of the appropriate mass save webpage.

SMALL BUSINESS MAIN STREETS INITIATIVE

The Mass Save Program Administrators have continued the Main Streets Initiative aimed at meeting small business owners where they are to offer on-the-spot no-cost energy assessments. As part of the Main Streets Initiative, the PAs and their contracted vendors target small businesses in a particular town for a 1 to 3-day concentrated effort. They meet with as many small businesses as possible to conduct energy assessments and develop new gas and electric energy efficiency projects. This often involves partnering with local governments and chambers of commerce to get the word out so local businesses are aware of the effort. Additionally, when the town is part of the Community First Partnership, there is close collaboration between the CFP and the Main Streets teams to leverage existing relationships and drive more savings from the events. Please see Section 2.f above for more information about Main Streets events in Q3 and upcoming Main Streets events in the remainder of 2023.

Marketing campaigns accompany a Main Streets event to increase awareness among customers and to maximize the impact of the initiative. These marketing efforts include social media posts, videos on Facebook, letters from mayors or chambers of commerce and/or "Save the Date" flyers. Examples of the various types of marketing that are deployed for these Main Streets events can be seen below.



mass save

La ciudad de Chelsea es un socio de **Mass Save® Community First**, aumentando la participación en programas de eficiencia energética.

SMALL BUSINESS ENERGY SOLUTIONS

Llega a Chelsea de el 7 al 11 de agosto

Independientemente del tipo de negocio que posea u opere, es probable que sus instalaciones tengan muchas oportunidades para mejorar la eficiencia energética. Algunas formas en que podemos ayudarlo a revitalizar sus instalaciones, mejorar sus márgenes de ganancia y mantenerse competitivo con ahorros año tras año incluyen:

REFRIGERACIÓN
Los refrigeradores y congeladores comerciales consumen mucha energía ya que funcionan las 24 horas del día para mantener fríos los productos perecederos. La instalación de controles, la actualización de los compresores y el mantenimiento de la bobina reducen la energía, reducen los costos de mantenimiento y evitan el deterioro de los alimentos.

CONTROLES DE CLIMATIZATION
Los sistemas HVAC modernos crean un ambiente más cómodo para clientes y empleados, con temporizadores que ayudan a calentar o enfriar solo cuando lo necesite.

ELECTRÓNICA
Las cargas de los enchufes representan alrededor del 25 % de la electricidad consumida en los edificios de oficinas. Las regletas y controles avanzados pueden ayudarlo a apagar fácilmente dispositivos como computadoras y fotocopiadoras cuando no se necesitan.

CLIMATIZACIÓN
La climatización aumenta la comodidad y la eficiencia, al mismo tiempo que evita las corrientes de aire, la humedad y la contaminacion. Reduzca la presión en su sistema HVAC, manteniendo el aire acondicionado con insulación y cortinas de aire.

ILUMINACIÓN

Los LED son más brillantes, más duraderos y requieren menos mantenimiento con una fracción de uso de energía. En el interior, los controles le permiten usar las luces solo cuando lo necesite y crear un ambiente más acogedor.

Al aire libre, los LED crean un entorno más seguro para sus empleados y clientes.

QUE ESPERAR:

Eversource enviará expertos autorizados en eficiencia energética a su negocio para analizar el uso de energía y realizar modificaciones no invasivas, trabajando con usted en cada paso.

Recibirá un plan personalizado, asegurándonos de que cuente con la orientación experta y la asistencia financiera para ayudarlo a reducir las facturas de energía y los costos de mantenimiento, al mismo tiempo que reduce su huella de carbono y mejora la imágen su marca.

WE ARE MASS SAVE®:

EVERSOURCE nationalgrid

mass save
在我们的精选能源效率解决方案上，享受高达 90% 的限时优惠。
For a limited time enjoy incentives of up to 90% on select energy efficiency solutions.
制冷
Refrigeration
电子器件
Electronics
室内和室外照明
Indoor and Outdoor Lighting
节水热水器
Hot Water Savings
绝缘和空气密封
Insulation and Air Sealing
绝缘导管和蒸汽疏水阀
Pipe Insulation & Steam Traps
暖通空调控制
HVAC Controls
电机和驱动器
Motors and Drives
欢迎咨询我们，了解有关热泵、食品服务设备、新型暖通空调设备等方面的其他折扣。
Ask us about other rebates available on heat pumps, food service equipment, new HVAC equipment and more.
经过 Mass Save® 项目赞助商批准的能源效率专家将于本周抵达您所在的地区，帮助您节约能源。
Energy Efficiency experts approved by the sponsors of Mass Save® will be in your area this week to help you save energy.
我们的专家将评估您的能源使用情况，并为您推荐一系列解决方案，以帮助您减少能耗，提高客户和员工的安全性和舒适性，从而帮助您实现可持续发展目标。
Our experts will assess energy use and provide a list of recommended solutions to help you use less energy, boost the safety and comfort of your customers and employees, and help you reach your sustainability goals.
请按照这张卡片背面的指示，安排一个方便的时间，与我们的能源专家会面。
To schedule a convenient time for our energy experts to meet with you, please follow the instructions on the back of this card.
Boston 市是 Mass Save 的社区优先合作伙伴，正在越来越多地参与能源效率项目。
The City of Boston is a Mass Save® Community First Partner, increasing participation in energy efficiency programs.
我们是 MASS-SAVE®：
EVERSOURCE
nationalgrid

EVERSOURCE
MAIN STREETS

August 14, 2023

Dear Shelburne Business Owner,

The Town of Shelburne is eager to help small businesses reduce their energy use and save money. Shelburne is collaborating with Eversource, our local Mass Save Sponsor, to bring energy savings to small businesses as a part of the Community First Partnership. We are excited to inform you of a special opportunity for small businesses in our community this summer.

During the month of August 2023, Eversource will provide Shelburne-based small businesses with increased incentives for weatherization and energy-efficient equipment. Eversource will pay up to 90% of the costs of approved energy efficiency upgrades, such as programmable thermostats, pipe and duct insulation, refrigeration controls, and more. There are incentives available for businesses that own or rent their space.

Identifying your business's energy-saving opportunities is the first step to participating. **The Town of Shelburne encourages you to schedule a no-cost, no-obligation energy assessment with Energy Resources, Eversource's authorized energy specialist.**

The assessment will result in a comprehensive proposal of all energy efficiency opportunities for your business, including the complete costs and estimated energy savings, along with available incentives and financing options.

A team from Energy Resources will be in the area visiting businesses on Monday, August 14 through Friday, August 25 to provide the no-cost assessment. To schedule an assessment in advance, please call Darek Chomiak at **(413) 376-8575** or email at **dchomiak@energyresourcesusa.net**.

You should also receive a postcard and other communication from Eversource about this program leading up to August 14.

We hope you will join the Town of Shelburne in reducing your energy costs and use. If you have any questions, please reach out to Cynthia Boettner of the Shelburne Energy Committee by phone at (413) 325 5564 or by email at energy@townofshelburnema.gov.

Sincerely,

Robert A. Manners
Chair, Shelburne Selectboard
Town of Shelburne

Emily Hazelton
Energy Efficiency Consultant
Eversource
emily.hazelton@eversource.com
(413) 239-7251

Eversource is a proud sponsor of mass save

Small Business Energy Efficiency experts from the Center for EcoTechnology will be in Fall River from June 5-9

Get your **no-cost energy analysis and energy savings recommendations** today!

Energy Management | Insulation and Air Sealing | Hot Water Savings | Pipe Insulation

CET will assess energy use and provide a customized list of solutions to save you money and energy while boosting comfort levels for your customers and employees.

For a limited time Liberty will cover up to 90% on select solutions.

In partnership with Liberty, CET Center for EcoTechnology, Clean Water Fund

Fall River is participating in the Mass Save® Community First Partnership, offered locally by Liberty, to increase participation in energy efficiency programs.

BATTERY POWERED EQUIPMENT FOR C&I CUSTOMERS

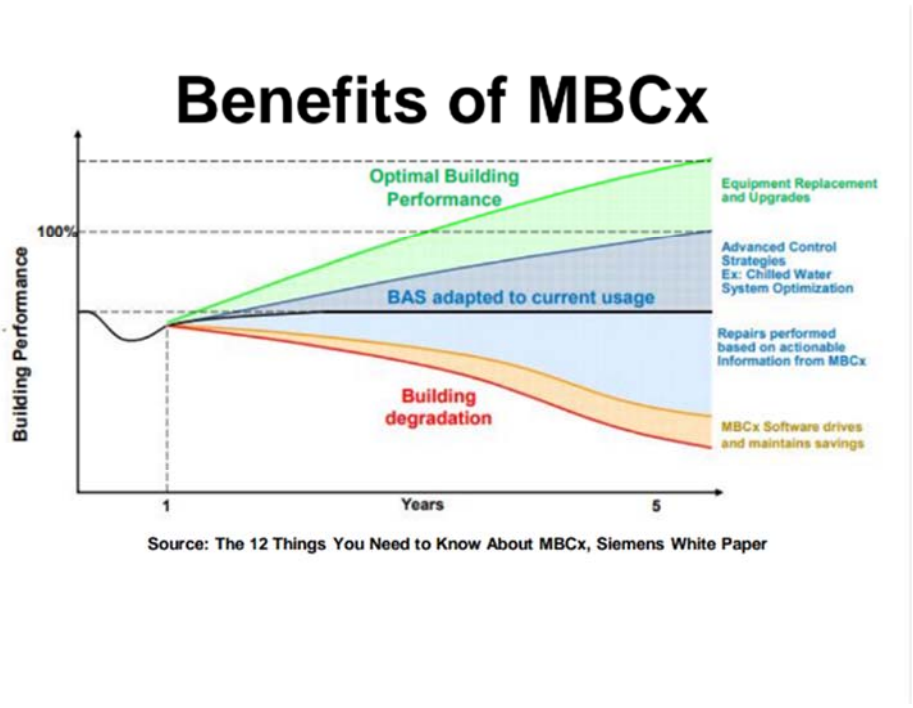
The PAs continue to incentivize battery-powered lawn and forklift equipment for both Residential and C&I customers. In Q3, the PAs coordinated with the Operational Services Division and the Taunton Housing Authority in hosting a battery-powered landscaping equipment (BPLE) Ride and Drive event on Wednesday, August 9. The event provided public entities the opportunity to learn about the benefits of BPLE, both by test driving BPLE and speaking with BPLE vendors.

THE ENHANCED MONITORING BASED COMMISSIONING PROGRAM (EMBCX)

The Enhanced Monitoring Based Commissioning Program (EMBCx) is a new offer aimed at optimizing energy systems and reducing operational costs within facilities. Advanced Monitoring Based Commissioning (MBCx) software systems seamlessly integrate with a facility's building automation systems to enable real-time data monitoring, fault diagnostics, and data analytics. These systems can provide powerful insights into building energy use, but do not themselves produce energy savings unless the building operator prioritizes and remediates identified issues. Building upon the foundation of the existing ESPO Monitoring Based Commissioning offer, EMBCx's core objective is to drive MBCx software uptake to identify and resolve operational issues. This makes it a compelling choice for organizations seeking to enhance their energy performance and for vendors who offer these solutions.

The EMBCx program model balances program and customer risk by shifting towards a collaborative and structured process between the customer and a closed list of vetted qualified service providers (QSPs). The new program design allows for a simpler customer journey and more predictable participation benefits. To support this transition, National Grid has selected Resource Innovations to manage the QSPs to ensure quality customer experiences, project implementation, and quality energy savings estimates. Through EMBCx, National Grid will support installation costs of the software and provide greater customer support, driving greater participation and uptake. After the system is installed, both customers and QSPs are eligible for

performance incentives, promoting continued engagement with the program. National Grid will share lessons learned from its EMBCx program with the other PAs.



MASSACHUSETTS TECHNICAL ASSESSMENT COMMITTEE

The Massachusetts Technical Assessment Committee ("MTAC") provides a statewide coordinated process for the PAs to assess the energy and demand saving merits of new technologies, both residential and commercial. Eligible technologies are referred from MTAC to the PAs for individual consideration and may be included in Massachusetts energy efficiency and active demand reduction offerings, as appropriate.

For each technology that MTAC recommends, a "Technology Scorecard" is developed and made available on www.MassSave.com/MTAC. These scorecards provide a description and photo of the technology, an overview of the energy savings opportunities associated with the technology, a summary of its strengths and weaknesses, and market development issues, as well as a list of known suppliers.

In Q3, MTAC received two new technologies. Of those, one was determined to fit into existing programs, and one is under continued review.

Spotlight on Technology

BMS Subscription Framework Supporting BMS offerings

MTAC has been working with National Grid's Growth & Development team and Eversource's Technical Solutions team to develop a pathway for the intake and review of control products that serve building systems and require a subscription to maintain their control performance. By reviewing these system control products for their energy savings potential, MTAC will create a smooth transition between product manufacturers and their eligibility for a prescriptive pathway to claimable energy savings and incentives in the Mass Save offerings. The prescriptive HVAC and building control offer enhancements that include these subscription-based controls are anticipated for early 2024.

Strategy Research

The MTAC committee conducted its July monthly meeting at the Massachusetts Clean Energy Center's (MassCEC's) Boston office. This joint meeting was an opportunity for MTAC to meet with four MassCEC portfolio startups to learn about their new technology and for the startups to receive feedback on how new technology can participate in Mass Save energy efficiency programming in the future. The four technologies presented were refrigerant-free, thermoelectric heat pumps, new efficient methods to produce cellulose-based materials, low-cost electric panel expansion units and finally a new adsorption dehumidification coating for window air conditioning units. All of these technologies show promise, and these types of collaborative meetings are critical to helping startup companies improve their chance of success.1

EVALUATION HIGHLIGHTS

A. OVERVIEW

During Q3, 18 new evaluation studies were initiated, 22 studies were underway, and 5 evaluation studies were completed. Completed studies are posted on the EEAC website's Studies section at http://ma-eeac.org/studies/. In addition, clicking on the link titled "EM&V Framework Status Update" will download a workbook that contains regularly updated lists and a Gantt chart of evaluation studies. These lists provide detailed information for each study, including its name, research area (residential, C&I, special and cross-cutting, or demand response), type, overall evaluation goal (project summary/purpose), expected outcomes, and current stage of evaluation. Below is a summary of the studies completed and initiated in Q3.

B. EVALUATION STUDIES COMPLETED IN THE QUARTER, THEIR RESEARCH GOALS AND OBJECTIVES, AND KEY FINDINGS

Residential Research Area

Energy Optimization Code Compliance and Electrification Modeling Study (MA21R41): This study used advanced energy modeling (NREL's BEopt tool) to identify combinations of measures (packages) that can be used to cost-effectively comply with the 10th edition Massachusetts Building Code, including the new base, stretch, and specialized-opt-in versions of the code taking effect in 2023 and 2024. The modeling tool looks for packages optimized for various criteria of interest, such as reducing construction or long-term costs. The research showed how optimization can benefit even minimally code-compliant homes and showed that optimized designs can ease the transition to meeting newer code versions.

C&I Research Area

Massachusetts Impact Evaluation of PY2020/2021/2022 Custom Electric Installations (MA22C02-E-CUSTELEC): The study's overall purpose was to provide verification and re-estimation of energy and demand savings for a sample of statistically selected, non-lighting custom electric projects through site-specific verification, monitoring, and analysis for Program Years 2020, 2021, and 2022 by pooling the results from the three most recent evaluations to determine realization rates. The study produced three-year pooled realization rates for gross annual energy savings, summer and winter peak demand savings, percent energy on-peak (National Grid), and lifetime savings adjustment factor (LSAF). The relative precision (RP) for gross annual energy savings was at 90% confidence and 80% confidence for summer and winter peak demand savings. The study found a statewide gross annual MWh realization rate of 83.4% and a statewide LSAF of 99.3%. Most metrics analyzed by this study improved as compared to the previous study.

Massachusetts Typical Weather – Research and Dataset Development (MA22C04-B-TMY): The study's overall purpose was to research methods for generating a weather dataset

representative for Massachusetts that will be suitable for use in programs and are in a similar format as the current TMY3 weather dataset. This is a crucial step towards improving the accuracy and effectiveness of energy efficiency programs in Massachusetts. The objectives of the study were as follows:

1) Review the Massachusetts residential weather normalization approach;
2) Research and identify the optimal method for generating the Massachusetts typical weather (MATW) dataset;
3) Generate the new MATW dataset; and
4) Recommend a process for updating the MATW dataset.

The study recommends using TMYx 2007–2021 weather dataset representative of the location of the project being evaluated and provides the timeline below for adoption:

Table ES-1. TMYx adoption calendar

Track	Timeline for Evaluation to Update to TMYx Weather Data*
C&I – Custom	Begin with projects that are initiated by 7/15/2023
C&I - Prescriptive	Update any ongoing EM&V studies immediately
New Construction -- All	Begin with projects that are initiated by 7/15/2023
Residential (excluding New Construction)	Update any ongoing EM&V studies immediately

Outreach Methods Research (MA22C09-B-OUTRCH): The goals of this study were to:

1) Clearly articulate the barriers that recent C&I studies have encountered engaging customers and market actors in research and evaluation efforts, both inside and outside of Massachusetts;
2) Identify changes to improve the effectiveness of traditional outreach approaches, including phone, email, and mail; and
3) Discover new alternative methods that evaluators and researchers can deploy to increase overall response rates and successfully reach C&I customer types and market actors that have historically been difficult to engage.

The study recommended strategies to improve all stages of outreach, including sample development, making contact, and motivating participation.

Special & Cross-Cutting Research Area

Residential Heat Pump Non-Energy Impacts (NEIs) Study (MA21X21-E-RHPNEI): The primary goals of this study were to use secondary data to:

1) identify and propose updates to the monetized NEI values associated with existing heating and cooling equipment; and

2) quantify and monetize new participant NEIs that the PAs do not currently claim, particularly health- and safety-related NEIs associated with the PAs' residential heat pump initiatives.

A secondary goal was to identify NEIs that may exist but require primary research or the future availability of new secondary research to monetize them.

The research addressed the following questions:

- To what extent do current, claimable participant NEIs for non-heat pump heating and cooling measures also apply to residential heat pump measures?
- What secondary data are available to identify, assess, and monetize NEIs associated with the PAs' residential heat pump initiatives?
- Do available secondary data support the monetization of additional NEIs for heat pumps?
- How can potential NEIs be monetized for heat pump initiatives if sufficient secondary data are not available?

This study monetized new cooling related NEIs such as reduced heat-related mortality, reduced cognitive impacts from extreme heat, and increased thermal comfort. Other new NEIs monetized include reduced home fire risk, reduced carbon monoxide poisoning deaths, reduced respiratory illness symptoms, reduced noise, and reduced equipment maintenance costs.

Active Demand Reduction Research Area

There were no studies completed in Q3 2023 for the Active Demand Reduction Research area.

C. EVALUATION STUDIES AND OTHER RESEARCH ACTIVITIES INITIATED IN THE QUARTER

Studies initiated in this quarter and a brief description of the study are set forth below.

Residential Research Area

Residential New Construction Baseline Study (MA23R60): This evaluation will use recent HERS data from RESNET to develop updated baseline specifications for single family and low-rise multifamily homes. The study will also compare homes built under the 2018 IECC-based code and of the 2021 IECC-based code coming in effect in 2024, to see how homes fare against the applicable code and to the new code requirements. In addition, the evaluation team will gather feedback on the RNC market to inform program design and future evaluations.

Small Equipment Electrification Study (MA23R57-E-SEE): This study will assess the impact and delivery of electrification measures recently added to the Residential Existing Building Program. These residential small equipment electrification measures include battery powered: lawnmowers (push and rear engine), string trimmers, leaf blowers, and chainsaws.

RCD Single Family Impact Study (MA23R58): This impact evaluation will cover 2021 RCD SF participants and will focus on determining the gross energy impact of the program's traditional measures, most notably building shell improvements (i.e., air sealing and insulation). The research will use a combination of billing analysis, building simulation, and engineering algorithms to evaluate savings.

Income Eligible Single Family Impact Study (MA23R56): This impact evaluation will cover the cohort of IE SF customers that participated in the program during 2021 and 2022. The research will focus on determining the gross energy impact of the program's traditional IE SF measures (*e.g.*, air sealing, insulation, and same fuel heating upgrades) and electrification measures (*e.g.*, heat pumps and heat pump water heaters). The research will use a combination of billing analysis, building simulation, engineering algorithms, and metering (for heat pumps) to evaluate savings.

Market Opportunity Multifamily Participation Study (MA23R61-B-MOMF): The purpose of this study is to understand the perspective of Multifamily property owners and managers and gather information on participation experience, income qualification, and other program interactions. This will also include interviews with a subset of survey respondents to better understand their motivations, barriers, and drivers. In addition, the study team will speak with nonparticipating property owners as well as property owners who have only installed no-or low-cost measures.

Market Opportunity Single Family Participation Study (MA23R62-B-MOSF): This research seeks to explore opportunities for additional savings among previously participating single-family buildings. This study will take a broad approach and will review across-programs to identify opportunities for further single-family participation.

Winter Price Mitigation Efforts Study (MA23R62-B-WPME): The goal of this study is to further understand participation barriers in PA Winter Price Mitigation efforts and compile

recommendations on future process adjustments. These recommendations will help inform future Winter (or possible other season) Price Mitigation activities with lessons learned from the Winter 2022-23 season.

C&I Research Area

Process Evaluation of C&I Custom Pathway (MA23C04-B-CUSTPRPR): The primary objective of this study is to identify opportunities to increase the efficiency and productivity of non-lighting custom program offerings for Massachusetts C&I customers' existing buildings. The overall approach to meeting these objectives will be to document existing program processes (including differences between PAs within MA) and identify elements of these complex programs that could be modified to drive higher performance. Understanding the path of the customer through the program, as well as the "behind-the-scenes" roles of program staff and comparing these processes to best practices from other jurisdictions will enable the evaluation team to delineate current pain points and provide recommendations and considerations for improvement.

Pipe Insulation Savings Calculator Review (MA23C05-G-PINSUL): The purpose of this project is to provide the Massachusetts PAs, implementers, vendors, evaluators, the EEAC, and any other stakeholders with a tool which calculates energy savings for pipe/fitting insulation projects in alignment with ASTM-C680 *Standard Practice for Estimate of the Heat Gain or Loss and the Surface Temperatures of Insulated Flat, Cylindrical, and Spherical Systems by Use of Computer Programs*. The current tools that are available to calculate savings for pipe/fitting insulation projects either do not follow ASTM-C680 or are proprietary tools that would not be suitable as a third-party verification tool.

The objectives of this project are to:

1. Conduct a detailed review of all pipe geometries in the existing pipe insulation tool and make detailed recommendations for revisions that will bring the tool into compliance with ASTM-C680.
    a. These recommendations will be provided to RISE Engineering to be carried out in the pipe insulation tool.
2. Validate the updated pipe insulation tool to ensure that the recommendations were incorporated correctly and that the tool is in compliance with ASTM-C680.
3. Communicate to PAs, implementors, vendors, and evaluators how to use the revised tool and why it is recommended over older tools such as 3EPlus or the previous version of the pipe insulation tool.

C&I Impact Shape Update (MA23C01-E-LOADSHP): This study will provide updated impact shape data applicable to Program Year (PY) 2025 as part of the next Three-Year Energy Efficiency Plan in Massachusetts. Impact shapes are defined as the savings between the baseline load shape and the energy efficiency load shape. The primary objective of this effort is to deliver parameter

results and impact shape data. The PAs have expressed a preference for impact data; for categories lacking that data, load shapes will be used as a proxy. Data will be pulled from existing Massachusetts impact evaluations completed by DNV and other industry actors, with gaps filled by national and regional data sources.

Special and Cross-Cutting Research Area

Appliance Standards Energy Savings (MA23X12-B-ASGS): The goal of this project is to develop updated gross savings estimates of the first year and lifetime electricity and natural gas savings for 2023, 2024, and 2025 resulting from the Climate Act appliance standards.

NEIs from Battery Storage Provided to Income-Eligible Customers (MA23X11-E-BATTNEI): The overall goal of the study is to identify, assess, and monetize participant resilience NEIs associated with battery storage for income-eligible customers.

Supplement & Analyze Residential Heat Pump Invoice Cost Data (MA23X14-B-RHPINV): The overall goal of this study is to develop a repeatable methodology and baseline metrics for tracking trends in heat pump project costs over time that will assist with quantifying market effects from the PAs' support of residential heat pumps in Massachusetts.

Non-Residential New Construction & Multifamily Market Actor Population Sizing Study (MA23X17-B-NRNCMS): The study has the following goals:

1. Estimate, at both the individual and firm level, the number of architects, mechanical, electrical, and plumbing (MEP) engineers, design/build contractors, commissioning (Cx) agents, and sustainability consultants active in the Massachusetts non-residential new construction market.
2. Estimate, at both the individual and firm level, the number of architects, MEP engineers, design/build contractors, Cx agents, and sustainability consultants active in the multifamily new construction market generally and in the Passive House (PH) new construction market specifically.
3. For both the NRNC and multifamily sectors, estimate the proportion of the market actor populations and firms that have participated or are currently participating in relevant new construction programs: NRNC, Passive House residential new construction (RNC), and multifamily high rise (MFHR).
4. Generate additional survey sample (including customer sample where available) for future market effects data collection.

Interim Heat Pump Market Effects Indicators & Residential Heat Pump NTG (MA23X18-B- INTERIMHP): The goals of this study are to:

- Measure progress made in 2022 towards market effects from PA support for residential and C&I heat pumps for space conditioning and water heating.
- Measure 2022 NTG ratios for PA support for residential heat pumps among market-rate customers and provide context for considering the implications of these ratios and their underlying components for heat pump market effects factors for PY2025 – PY2027.

2022 C&I Customer Profile Study Dashboard Update and Results Brief (MA23X21-B-CICPSDURB): The goals of the 2022 C&I Customer Profile Study are to analyze, summarize, and report on the energy efficiency program tracking data and billed usage data for all C&I gas and electric customers served by PAs.

2022 C&I Customer Profile Study Additional Metrics (MA23X22-B-CCPSAM): This project involves adding new metrics to the C&I Customer Profile Study dashboard that reflect the current and forward-looking needs of the Mass Save program evaluation, delivery, and design. This work will address additional research and analyses and was based on Spring 2023 CCPS Working Group discussions. Specifically, this includes the following dashboard/data enhancements:

1. Incorporate MMBTu and Greenhouse Gas (GHG) emissions on dashboard
2. Develop Electrification measure focused dashboard page
3. Enhance Socioeconomic dashboard page layout

CLC Enhanced Incentives Study (MA23X23-B-CLCEIS): This study assesses Cape Light Compact's enhanced incentive offer for selected income-eligible and moderate income residential multifamily new construction and selected commercial and industrial retrofit projects. This study will determine if CLC's enhanced incentives, including incentive levels, are warranted and necessary to drive participation levels. Data collection tasks will include assessing participation rates and depth of participation, and engaging participants to understand their motivations.

Active Demand Reduction Research Area

There were no studies initiated in Q3 2023 for the Active Demand Reduction Research area.

REGULATORY UPDATE

In Q3 of 2023, the DPU continued its review of the PAs' 2019-2021 Three-Year Plans Term Reports. DPU File No. 22-110–22-119. The PAs filed a Motion to Move Exhibits into the Record and a Joint Exhibit List.

In Q3, regulatory activities continued with respect to several Mid-Term Modification ("MTMs") filed by the PAs.

On July 19, 2023, the EEAC voted to approve National Grid's MTM request, which the company had initially filed with the Council and the Department on May 26, 2023. DPU 23-54. The MTM proposes to launch a demonstration project focused on two important aspects of refrigerant management in grocery stores, namely leak detection and repair and the replacement of high Global-Warming-Potential ("GWP") refrigerants with less damaging refrigerants. If approved, National Grid would repurpose existing commercial & industrial budgets to conduct leak detection surveys and refrigerant retrofits at a small number of participating Massachusetts grocery stores. If, as National Grid anticipates, the measures are robustly cost-effective when deployed in the field, the company may offer the measures as part of a future Three-Year Plan. National Grid has responded to three sets of information requests from the Department, and the Department held a public hearing on the MTM request on July 20. Most recently, on August 11, the Attorney General filed a letter brief with the Department supporting National Grid's proposal, and the company filed a letter brief in reply on August 18.

On July 17, 2023, Unitil filed an MTM with the Council and the Department seeking budget increases across the Residential, Income Eligible, and Commercial & Industrial sectors of its portfolio. DPU 23-70. The requested budget increases will support additional electrification and weatherization measures. Unitil has responded to information requests filed by the Attorney General and the Department. The Council adopted a resolution supporting Unitil's MTM on August 16, 2023.

Berkshire, the Cape Light Compact, and Liberty also filed MTMs for budget adjustments during Q3. Berkshire and Liberty's MTM filings both raised policy questions regarding the cost-effectiveness of gas-to-heat-pump conversions, measures with benefit-cost ratios ("BCRs") below 1.0 that reduce the overall cost-effectiveness of the programs. Conditional on commitments to enhancing the deployment of other cost-effective measures, the EEAC approved Berkshire and Liberty's MTM requests. The EEAC also approved the Cape Light Compact's request. The Department issued discovery in all of the noted proceedings in Q3.

The PAs continue to monitor the implementation of key state and federal legislation. The Massachusetts Legislature made several significant changes to the Commonwealth's climate and energy policies in 2021's *Act Creating a Next-Generation Roadmap for Massachusetts Climate*

Policy and 2022's *Act Driving Clean Energy and Offshore Wind.* Among other changes, the 2022 law created the Grid Modernization Advisory Council ("GMAC"), modeled on the EEAC and partially funded by the energy efficiency surcharge. The GMAC met throughout Q3, and the electric utilities filed draft Electric-Sector Modernization Plans ("ESMPs") to propose investments in distribution system to support electrification. Several PA employees are working to support the ESMP process. On the federal level, the PAs are engaging with the implementation of several key laws, including the American Rescue Plan Act of 2021, the Infrastructure Investment and Jobs Act of 2021, and the Inflation Reduction Act of 2022, which offer additional funding for efficiency and decarbonization, potentially offsetting the need for ratepayer funds. The PAs continue to develop resources to assist customers in accessing tax credits authorized and enhanced by the Inflation Reduction Act, including a co-branded guide with Rewiring America.

Pursuant to the Massachusetts 2025 & 2030 Clean Energy & Climate Plan, the Department of Environmental Protection is evaluating whether to adopt a "Clean Heat Standard," a regulation that would require heating energy suppliers to replace fossil heating fuels with clean alternatives. Such a regulation could have a significant effect on Mass Save. The PAs continued to engage in in DEP's preliminary regulatory process during Q3.

CASE STUDIES

mass save®

Energy Efficiency **Case Study**

Brought to you by Unitil

Moran Square Apartments

Fitchburg, MA

Project Summary:

Unitil partners with local developer in a unique and one-of-a-kind energy efficiency project that will blend the renovation of not one, but two historic structures, and then connect the two buildings with new construction that meets the Mass Save Passive House certification path for energy efficiency incentive requirements.

A historic firehouse and former furniture store aim to revitalize the gateway to downtown with 44 energy efficient mixed-income residential apartments with 50 percent dedicated to affordable housing along with 8,400 sq. feet of commercial retail space.

The residential units, now available, are highly efficient and are expected to use approximately 50 percent less heating energy versus a building that only meets the minimum building code. Unitil provided incentives of $141,350 in energy efficiency rebates as well as technical assistance for the project that ultimately cost about $16 million overall to complete. The improvements are expected to save over 172,000 kWh per year of electricity and more than 1,650 therms of natural gas per year. The savings in electricity alone represent what 23 homes typically use annually.

Annual Energy Savings
172,000 kWh (estimated)

Annual Natural Gas Savings
1,650 therms (estimated)

Total Project Cost
$16 million

Unitil Incentive
$141,350

"This project is really neat for several reasons: in that it spans both residential and commercial energy efficiency programs while pursuing the highest standards of energy efficiency (building performance); and it is being done in two buildings on the National Register of Historic Buildings."

— Joe Van Gombos, Senior Energy Efficiency Program Coordinator for Unitil

About Mass Save:

Together, we make good happen for Massachusetts. Your local electric and natural gas utilities and energy efficiency service provider are taking strides in energy efficiency: Berkshire Gas, Cape Light Compact, Eversource, Liberty Utilities, National Grid and Unitil. As one, we form Mass Save®, with the common goal of helping residents and businesses across Massachusetts save money and energy, leading our state to a clean and energy efficient future.

WE ARE MASS SAVE®:

Berkshire Gas — An Avangrid company
Cape Light Compact
EVERSOURCE
Liberty
nationalgrid
Unitil

2022-2024 REPORTING DATA

KEY PERFORMANCE INDICATORS ("KPIs") AND EQUITY TARGETS

Please see attached workbook.

KPI #1: Recommendation to installation conversion rate for air sealing, insulation, duct sealing, and duct insulation from residential HEAs

Statewide - Electric

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation	-	2,988	93	285	183	158	41	760	25%
	Air Sealing	-	2,730	82	242	154	138	35	651	24%
	Duct Sealing	-	178	10	7	4	6	1	28	16%
	Duct Insulation	-	12	-	1	-	-	-	1	8%
	Total	4,591	5,908	185	535	341	302	77	1,440	24%
In-Person	Insulation	-	4,658	515	1,447	730	173	62	2,927	63%
	Air Sealing	-	4,334	524	1,429	697	161	56	2,867	66%
	Duct Sealing	-	364	57	135	57	5	3	257	71%
	Duct Insulation	-	49	3	18	13	1	-	35	71%
	Total	8,626	9,405	1,099	3,029	1,497	340	121	6,086	65%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation	-	1,885	77	146	173	41	30	467	25%
	Air Sealing	-	1,728	66	131	163	36	30	426	25%
	Duct Sealing	-	105	1	5	4	5	2	17	16%
	Duct Insulation	-	8	-	2	3	-	-	5	63%
	Total	3,287	3,726	144	284	343	82	62	915	25%
In-Person	Insulation	-	4,830	613	1,368	598	95	90	2,764	57%
	Air Sealing	-	4,703	611	1,324	553	85	84	2,657	56%
	Duct Sealing	-	420	67	122	47	6	5	247	59%
	Duct Insulation	-	55	2	13	9	1	-	25	45%
	Total	7,122	10,008	1,293	2,827	1,207	187	179	5,693	57%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation	-	424	42	286	35	29	16	408	96%
	Air Sealing	-	366	39	264	32	25	16	376	103%
	Duct Sealing	-	36	2	16	5	4	1	28	78%
	Duct Insulation	-	4	-	3	1	1	-	5	125%
	Total	775	830	83	569	73	59	33	817	98%
In-Person	Insulation	-	5,905	926	1,679	196	131	56	2,988	51%
	Air Sealing	-	5,570	916	1,462	187	125	51	2,741	49%
	Duct Sealing	-	478	95	122	20	11	2	250	52%
	Duct Insulation	-	74	9	18	3	2	-	32	43%
	Total	8,729	12,027	1,946	3,281	406	269	109	6,011	50%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation	-	974	142	137	74	19	12	384	39%
	Air Sealing	-	897	139	133	74	18	11	375	42%
	Duct Sealing	-	60	7	9	5	-	-	21	35%
	Duct Insulation	-	5	-	1	-	-	-	1	20%
	Total	1,645	1,936	288	280	153	37	23	781	40%
In-Person	Insulation	-	6,413	1,275	892	388	97	91	2,743	43%
	Air Sealing	-	5,976	1,237	837	354	93	94	2,615	44%
	Duct Sealing	-	454	48	55	21	2	7	133	29%
	Duct Insulation	-	67	6	4	5	-	-	15	22%
	Total	9,085	12,910	2,566	1,788	768	192	192	5,506	43%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation	-	1,006	156	224	46	23	14	463	46%
	Air Sealing	-	915	147	209	42	21	15	434	47%
	Duct Sealing	-	55	7	19	1	-	-	27	49%
	Duct Insulation	-	8	-	2	-	-	-	2	25%
	Total	1,405	1,984	310	454	89	44	29	926	47%
In-Person	Insulation	-	6,078	1,181	1,485	293	167	54	3,180	52%
	Air Sealing	-	5,681	1,165	1,413	279	168	55	3,080	54%
	Duct Sealing	-	439	111	117	12	7	3	250	57%
	Duct Insulation	-	54	12	14	2	1	8	37	69%
	Total	8,916	12,252	2,469	3,029	586	343	120	6,547	53%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation	-	425	74	88	98	10	6	276	65%
	Air Sealing	-	385	72	86	102	7	4	271	70%
	Duct Sealing	-	20	2	4	9	-	1	16	80%
	Duct Insulation	-	1	-	1	-	-	-	1	100%
	Total	770	831	148	179	209	17	11	564	68%
In-Person	Insulation	-	6,825	1,344	1,423	1,931	142	54	4,894	72%
	Air Sealing	-	6,394	1,386	1,403	2,041	129	50	5,009	78%
	Duct Sealing	-	501	137	114	184	6	4	445	89%
	Duct Insulation	-	50	8	12	19	3	-	42	84%
	Total	10,410	13,770	2,875	2,952	4,175	280	108	10,390	75%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation	-	254	33	59	9	5	2	108	43%
	Air Sealing	-	245	37	59	10	5	2	113	46%
	Duct Sealing	-	5	-	8	-	-	-	8	160%
	Duct Insulation	-	8	-	2	-	-	-	2	25%
	Total	570	512	70	128	19	10	4	231	45%
In-Person	Insulation	-	6,181	1,065	1,203	301	119	67	2,755	45%
	Air Sealing	-	5,834	1,119	1,250	298	120	61	2,848	49%
	Duct Sealing	-	476	106	119	22	3	4	254	53%
	Duct Insulation	-	58	14	13	2	2	-	31	53%
	Total	9,184	12,549	2,304	2,585	623	244	132	5,888	47%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation	-	227	43	66	22	8	-	139	61%
	Air Sealing	-	203	45	64	19	7	-	135	67%
	Duct Sealing	-	32	9	5	1	-	-	15	47%
	Duct Insulation	-	5	1	-	-	-	-	1	20%
	Total	484	467	98	135	42	15	-	290	62%
In-Person	Insulation	-	8,665	1,303	2,194	501	133	-	4,131	48%
	Air Sealing	-	6,628	1,139	1,833	471	118	-	3,561	54%
	Duct Sealing	-	625	142	201	44	12	-	399	64%
	Duct Insulation	-	95	16	27	12	3	-	58	61%
	Total	11,292	16,013	2,600	4,255	1,028	266	-	8,149	51%
		2023 Q1	2023 Q1	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2023 Q1-2024 Q1	
Virtual	Insulation	-	324	27	92	16	-	-	135	42%
	Air Sealing	-	301	27	98	14	-	-	139	46%
	Duct Sealing	-	48	7	13	3	-	-	23	48%
	Duct Insulation	-	6	1	2	1	-	-	4	67%
	Total	592	679	62	205	34	-	-	301	44%
In-Person	Insulation	-	7,440	1,191	1,671	432	-	-	3,294	44%
	Air Sealing	-	6,308	1,095	1,605	386	-	-	3,086	49%
	Duct Sealing	-	535	119	122	29	-	-	270	50%
	Duct Insulation	-	92	17	22	4	-	-	43	47%
	Total	10,332	14,375	2,422	3,420	851	-	-	6,693	47%
		2023 Q2	2023 Q2	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2023 Q2-2024 Q2	
Virtual	Insulation	-	373	43	102	-	-	-	145	39%
	Air Sealing	-	349	51	108	-	-	-	159	46%
	Duct Sealing	-	38	5	14	-	-	-	19	50%
	Duct Insulation	-	3	-	-	-	-	-	-	0%
	Total	697	763	99	224	-	-	-	323	42%
In-Person	Insulation	-	7,872	1,271	1,595	-	-	-	2,866	36%
	Air Sealing	-	6,772	1,186	1,474	-	-	-	2,660	39%
	Duct Sealing	-	633	119	127	-	-	-	246	39%
	Duct Insulation	-	88	11	17	-	-	-	28	32%
	Total	10,797	15,365	2,587	3,213	-	-	-	5,800	38%
		2023 Q3	2023 Q3	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2023 Q3-2024 Q3	
Virtual	Insulation	-	388	37	-	-	-	-	37	10%
	Air Sealing	-	369	46	-	-	-	-	46	12%
	Duct Sealing	-	69	5	-	-	-	-	5	7%
	Duct Insulation	-	10	1	-	-	-	-	1	10%
	Total	764	836	89	-	-	-	-	89	11%
In-Person	Insulation	-	7,522	1,149	-	-	-	-	1,149	15%
	Air Sealing	-	6,526	1,126	-	-	-	-	1,126	17%
	Duct Sealing	-	646	129	-	-	-	-	129	20%
	Duct Insulation	-	83	12	-	-	-	-	12	14%
	Total	10,372	14,777	2,416	-	-	-	-	2,416	16%
		2023 Q4	2023 Q4	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2024 Q4	2023 Q4-2024 Q4	
Virtual	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-
In-Person	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-

Statewide - Gas

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation	-	3,875	178	337	175	190	44	924	24%
	Air Sealing	-	3,380	168	287	147	175	43	820	24%
	Duct Sealing	-	262	11	22	12	15	4	64	24%
	Duct Insulation	-	21	-	-	-	1	-	1	5%
	Total	5,647	7,538	357	646	334	381	91	1,809	24%
In-Person	Insulation	-	6,686	779	2,103	767	284	49	3,982	60%
	Air Sealing	-	6,023	770	1,998	732	271	48	3,819	63%
	Duct Sealing	-	641	71	169	79	17	1	337	53%
	Duct Insulation	-	99	9	21	13	-	-	43	43%
	Total	8,589	13,449	1,629	4,291	1,591	572	98	8,181	61%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation	-	2,213	76	170	219	55	43	563	25%
	Air Sealing	-	1,938	63	148	202	55	41	509	26%
	Duct Sealing	-	141	4	9	10	5	2	30	21%
	Duct Insulation	-	15	-	1	1	3	-	5	33%
	Total	3,541	4,307	143	328	432	118	86	1,107	26%
In-Person	Insulation	-	7,271	942	1,641	660	87	87	3,417	47%
	Air Sealing	-	7,321	925	1,582	612	79	81	3,279	45%
	Duct Sealing	-	772	115	190	71	10	7	393	51%
	Duct Insulation	-	91	10	27	7	2	1	47	52%
	Total	9,350	15,455	1,992	3,440	1,350	178	176	7,136	46%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation	-	1,233	34	269	54	39	13	409	33%
	Air Sealing	-	1,095	29	262	49	37	11	388	35%
	Duct Sealing	-	84	4	13	1	1	1	20	24%
	Duct Insulation	-	11	-	2	-	-	-	2	18%
	Total	2,039	2,423	67	546	104	77	25	819	34%
In-Person	Insulation	-	6,716	972	1,792	205	133	70	3,172	47%
	Air Sealing	-	6,116	959	1,718	192	133	66	3,068	50%
	Duct Sealing	-	752	116	220	23	13	10	382	51%
	Duct Insulation	-	77	11	25	3	1	1	41	53%
	Total	9,561	13,661	2,058	3,755	423	280	147	6,663	49%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation	-	1,234	205	169	81	34	23	512	42%
	Air Sealing	-	1,072	199	148	74	32	23	475	44%
	Duct Sealing	-	92	18	12	5	2	1	38	41%
	Duct Insulation	-	17	-	1	1	-	-	2	12%
	Total	1,971	2,415	422	330	161	68	47	1,028	43%
In-Person	Insulation	-	9,056	1,600	1,023	561	158	123	3,465	38%
	Air Sealing	-	8,247	1,568	969	511	143	119	3,311	40%
	Duct Sealing	-	917	178	113	55	14	10	370	40%
	Duct Insulation	-	114	14	11	8	2	1	36	32%
	Total	12,537	18,334	3,360	2,116	1,135	315	251	7,177	39%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation	-	1,323	150	282	74	37	20	563	43%
	Air Sealing	-	1,144	148	262	70	38	20	538	47%
	Duct Sealing	-	97	12	19	8	6	-	45	46%
	Duct Insulation	-	12	-	1	-	-	-	1	8%
	Total	1,761	2,576	310	564	152	81	40	1,147	45%
In-Person	Insulation	-	8,885	1,324	1,858	486	266	147	4,081	46%
	Air Sealing	-	8,071	1,305	1,798	466	277	147	3,993	49%
	Duct Sealing	-	882	162	189	40	23	18	432	49%
	Duct Insulation	-	103	16	21	6	1	14	58	56%
	Total	12,114	17,941	2,807	3,866	998	567	326	8,564	48%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation	-	525	109	101	74	13	5	302	58%
	Air Sealing	-	445	117	107	83	13	4	324	73%
	Duct Sealing	-	24	3	9	15	-	-	27	113%
	Duct Insulation	-	3	-	-	1	-	-	1	33%
	Total	834	969	229	217	173	26	9	654	67%
In-Person	Insulation	-	7,777	1,249	1,536	1,935	197	78	4,995	64%
	Air Sealing	-	7,066	1,307	1,562	2,070	197	78	5,214	74%
	Duct Sealing	-	833	164	193	227	25	4	613	74%
	Duct Insulation	-	87	11	26	36	2	1	76	87%
	Total	11,596	15,643	2,731	3,317	4,268	421	161	10,898	70%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation	-	270	17	39	27	7	3	93	34%
	Air Sealing	-	236	24	46	29	6	3	108	46%
	Duct Sealing	-	16	2	6	-	-	-	8	50%
	Duct Insulation	-	-	-	2	-	-	-	2	-
	Total	468	522	43	93	56	13	6	211	40%
In-Person	Insulation	-	7,203	1,027	1,329	521	122	65	3,064	43%
	Air Sealing	-	6,747	1,093	1,381	518	127	62	3,181	47%
	Duct Sealing	-	833	117	193	47	12	6	375	45%
	Duct Insulation	-	110	14	30	6	3	1	54	49%
	Total	10,520	14,893	2,251	2,933	1,092	264	134	6,674	45%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation	-	259	25	52	28	9	-	114	44%
	Air Sealing	-	208	36	51	31	8	-	126	61%
	Duct Sealing	-	26	6	6	1	1	-	14	54%
	Duct Insulation	-	3	-	-	-	1	-	1	33%
	Total	517	496	67	109	60	28	-	264	53%
In-Person	Insulation	-	9,245	1,103	2,375	707	191	-	4,376	47%
	Air Sealing	-	7,710	1,094	2,165	645	167	-	4,071	53%
	Duct Sealing	-	929	115	273	57	19	-	464	50%
	Duct Insulation	-	129	18	35	11	2	-	66	51%
	Total	13,505	18,013	2,330	4,848	1,420	379	-	8,977	50%
		2023 Q1	2023 Q1	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2023 Q1-2024 Q1	
Virtual	Insulation	-	305	39	54	25	-	-	118	39%
	Air Sealing	-	259	45	64	22	-	-	131	51%
	Duct Sealing	-	39	9	9	3	-	-	21	54%
	Duct Insulation	-	3	1	-	1	-	-	2	67%
	Total	493	606	94	127	51	-	-	272	45%
In-Person	Insulation	-	10,951	1,378	2,550	798	-	-	4,726	43%
	Air Sealing	-	9,379	1,357	2,376	752	-	-	4,485	48%
	Duct Sealing	-	1,051	167	291	68	-	-	526	50%
	Duct Insulation	-	112	16	27	8	-	-	51	46%
	Total	14,746	21,493	2,918	5,244	1,626	-	-	9,788	46%
		2023 Q2	2023 Q2	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2023 Q2-2024 Q2	
Virtual	Insulation	-	359	32	75	-	-	-	107	30%
	Air Sealing	-	316	37	80	-	-	-	117	37%
	Duct Sealing	-	57	5	9	-	-	-	14	25%
	Duct Insulation	-	5	-	-	-	-	-	-	0%
	Total	602	737	74	162	-	-	-	236	32%
In-Person	Insulation	-	9,708	1,409	1,912	-	-	-	3,321	34%
	Air Sealing	-	8,182	1,336	1,845	-	-	-	3,181	39%
	Duct Sealing	-	941	152	200	-	-	-	352	37%
	Duct Insulation	-	112	14	21	-	-	-	35	31%
	Total	12,985	18,943	2,911	3,978	-	-	-	6,889	36%
		2023 Q3	2023 Q3	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2023 Q3-2024 Q3	
Virtual	Insulation	-	324	35	-	-	-	-	35	11%
	Air Sealing	-	299	41	-	-	-	-	41	14%
	Duct Sealing	-	71	8	-	-	-	-	8	11%
	Duct Insulation	-	10	-	-	-	-	-	-	0%
	Total	582	704	84	-	-	-	-	84	12%
In-Person	Insulation	-	9,616	1,427	-	-	-	-	1,427	15%
	Air Sealing	-	8,029	1,359	-	-	-	-	1,359	17%
	Duct Sealing	-	996	195	-	-	-	-	195	20%
	Duct Insulation	-	128	28	-	-	-	-	28	22%
	Total	12,988	18,769	3,009	-	-	-	-	3,009	16%
		2023 Q4	2023 Q4	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2024 Q4	2023 Q4-2024 Q4	
Virtual	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-
In-Person	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-

Statewide - Total

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation	-	6,863	271	622	358	348	85	1,684	25%
	Air Sealing	-	6,110	250	529	301	313	78	1,471	24%
	Duct Sealing	-	440	21	29	16	21	5	92	21%
	Duct Insulation	-	33	-	1	-	1	-	2	6%
	Total	10,238	13,446	542	1,181	675	683	168	3,249	24%
In-Person	Insulation	-	11,344	1,294	3,550	1,497	457	111	6,909	61%
	Air Sealing	-	10,357	1,294	3,427	1,429	432	104	6,686	65%
	Duct Sealing	-	1,005	128	304	136	22	4	594	59%
	Duct Insulation	-	148	12	39	26	1	-	78	53%
	Total	17,215	22,854	2,728	7,320	3,088	912	219	14,267	62%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation	-	4,098	153	316	392	96	73	1,030	25%
	Air Sealing	-	3,666	129	279	365	91	71	935	26%
	Duct Sealing	-	246	5	14	14	10	4	47	19%
	Duct Insulation	-	23	-	3	4	3	-	10	43%
	Total	6,828	8,033	287	612	775	200	148	2,022	25%
In-Person	Insulation	-	12,101	1,555	3,009	1,258	182	177	6,181	51%
	Air Sealing	-	12,024	1,536	2,906	1,165	164	165	5,936	49%
	Duct Sealing	-	1,192	182	312	118	16	12	640	54%
	Duct Insulation	-	146	12	40	16	3	1	72	49%
	Total	16,472	25,463	3,285	6,267	2,557	365	355	12,829	50%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation	-	1,657	76	555	89	68	29	817	49%
	Air Sealing	-	1,461	68	526	81	62	27	764	52%
	Duct Sealing	-	120	6	29	6	5	2	48	40%
	Duct Insulation	-	15	-	5	1	1	-	7	47%
	Total	2,814	3,253	150	1,115	177	136	58	1,636	50%
In-Person	Insulation	-	12,621	1,898	3,471	401	264	126	6,160	49%
	Air Sealing	-	11,686	1,875	3,180	379	258	117	5,809	50%
	Duct Sealing	-	1,230	211	342	43	24	12	632	51%
	Duct Insulation	-	151	20	43	6	3	1	73	48%
	Total	18,290	25,688	4,004	7,036	829	549	256	12,674	49%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation	-	2,208	347	306	155	53	35	896	41%
	Air Sealing	-	1,969	338	281	148	50	34	850	43%
	Duct Sealing	-	152	25	21	10	2	1	59	39%
	Duct Insulation	-	22	-	2	1	-	-	3	14%
	Total	3,616	4,351	710	610	314	105	70	1,809	42%
In-Person	Insulation	-	15,469	2,875	1,915	949	255	214	6,208	40%
	Air Sealing	-	14,223	2,805	1,806	865	236	213	5,926	42%
	Duct Sealing	-	1,371	226	168	76	16	17	503	37%
	Duct Insulation	-	181	20	15	13	2	1	51	28%
	Total	21,622	31,244	5,926	3,904	1,903	507	443	12,683	41%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation	-	2,329	306	506	120	60	34	1,026	44%
	Air Sealing	-	2,059	295	471	112	59	35	972	47%
	Duct Sealing	-	152	19	38	9	6	-	72	47%
	Duct Insulation	-	20	-	3	-	-	-	3	15%
	Total	3,166	4,560	620	1,018	241	125	69	2,073	45%
In-Person	Insulation	-	14,963	2,505	3,343	779	433	201	7,261	49%
	Air Sealing	-	13,752	2,470	3,211	745	445	202	7,073	51%
	Duct Sealing	-	1,321	273	306	52	30	21	682	52%
	Duct Insulation	-	157	28	35	8	2	22	95	61%
	Total	21,030	30,193	5,276	6,895	1,584	910	446	15,111	50%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation	-	950	183	189	172	23	11	578	61%
	Air Sealing	-	830	189	193	185	20	8	595	72%
	Duct Sealing	-	44	5	13	24	-	1	43	98%
	Duct Insulation	-	4	-	1	1	-	-	2	50%
	Total	1,604	1,800	377	396	382	43	20	1,218	68%
In-Person	Insulation	-	14,602	2,593	2,959	3,866	339	132	9,889	68%
	Air Sealing	-	13,460	2,693	2,965	4,111	326	128	10,223	76%
	Duct Sealing	-	1,334	301	307	411	31	8	1,058	79%
	Duct Insulation	-	137	19	38	55	5	1	118	86%
	Total	22,006	29,413	5,606	6,269	8,443	701	269	21,288	72%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation	-	524	50	98	36	12	5	201	38%
	Air Sealing	-	481	61	105	39	11	5	221	46%
	Duct Sealing	-	21	2	14	-	-	-	16	76%
	Duct Insulation	-	8	-	4	-	-	-	4	50%
	Total	1,038	1,034	113	221	75	23	10	442	43%
In-Person	Insulation	-	13,384	2,092	2,532	822	241	132	5,819	43%
	Air Sealing	-	12,581	2,212	2,631	816	247	123	6,029	48%
	Duct Sealing	-	1,309	223	312	69	15	10	629	48%
	Duct Insulation	-	168	28	43	8	5	1	85	51%
	Total	19,704	27,442	4,555	5,518	1,715	508	266	12,562	46%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation	-	486	68	118	50	17	-	253	52%
	Air Sealing	-	411	81	115	50	15	-	261	64%
	Duct Sealing	-	58	15	11	2	1	-	29	50%
	Duct Insulation	-	8	1	-	-	1	-	2	25%
	Total	1,001	963	165	244	102	43	-	554	58%
In-Person	Insulation	-	17,910	2,406	4,569	1,208	324	-	8,507	47%
	Air Sealing	-	14,338	2,233	3,998	1,116	285	-	7,632	53%
	Duct Sealing	-	1,554	257	474	101	31	-	863	56%
	Duct Insulation	-	224	34	62	23	5	-	124	55%
	Total	24,797	34,026	4,930	9,103	2,448	645	-	17,126	50%
		2023 Q1	2023 Q1	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2023 Q1-2024 Q1	
Virtual	Insulation	-	629	66	146	41	-	-	253	40%
	Air Sealing	-	560	72	162	36	-	-	270	48%
	Duct Sealing	-	87	16	22	6	-	-	44	51%
	Duct Insulation	-	9	2	2	2	-	-	6	67%
	Total	1,085	1,285	156	332	85	-	-	573	45%
In-Person	Insulation	-	18,391	2,569	4,221	1,230	-	-	8,020	44%
	Air Sealing	-	15,687	2,452	3,981	1,138	-	-	7,571	48%
	Duct Sealing	-	1,586	286	413	97	-	-	796	50%
	Duct Insulation	-	204	33	49	12	-	-	94	46%
	Total	25,078	35,868	5,340	8,664	2,477	-	-	16,481	46%
		2023 Q2	2023 Q2	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2023 Q2-2024 Q2	
Virtual	Insulation	-	732	75	177	-	-	-	252	34%
	Air Sealing	-	665	88	188	-	-	-	276	42%
	Duct Sealing	-	95	10	23	-	-	-	33	35%
	Duct Insulation	-	8	-	-	-	-	-	-	0%
	Total	1,299	1,500	173	386	-	-	-	559	37%
In-Person	Insulation	-	17,580	2,680	3,507	-	-	-	6,187	35%
	Air Sealing	-	14,954	2,522	3,319	-	-	-	5,841	39%
	Duct Sealing	-	1,574	271	327	-	-	-	598	38%
	Duct Insulation	-	200	25	38	-	-	-	63	32%
	Total	23,782	34,308	5,498	7,191	-	-	-	12,689	37%
		2023 Q3	2023 Q3	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2023 Q3-2024 Q3	
Virtual	Insulation	-	712	72	-	-	-	-	72	10%
	Air Sealing	-	668	87	-	-	-	-	87	13%
	Duct Sealing	-	140	13	-	-	-	-	13	9%
	Duct Insulation	-	20	1	-	-	-	-	1	5%
	Total	1,346	1,540	173	-	-	-	-	173	11%
In-Person	Insulation	-	17,138	2,576	-	-	-	-	2,576	15%
	Air Sealing	-	14,555	2,485	-	-	-	-	2,485	17%
	Duct Sealing	-	1,642	324	-	-	-	-	324	20%
	Duct Insulation	-	211	40	-	-	-	-	40	19%
	Total	23,360	33,546	5,425	-	-	-	-	5,425	16%
		2023 Q4	2023 Q4	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2024 Q4	2023 Q4-2024 Q4	
Virtual	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-
In-Person	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-

National Grid - Electric

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation		1,542				46	9	55	4%
	Air Sealing		1,498				47	9	56	4%
	Duct Sealing		100				4	-	4	4%
	Duct Insulation		6					-	-	0%
	Total	2,413	3,146				97	18	115	4%
In-Person	Insulation		2,410	382	930	406		24	1,742	72%
	Air Sealing		2,315	401	959	400		24	1,784	77%
	Duct Sealing		210	47	105	41		2	195	93%
	Duct Insulation		27	2	17	8			27	100%
	Total	5,585	4,962	832	2,011	855	-	50	3,748	76%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation		1,045			70	13	15	98	9%
	Air Sealing		997			71	14	16	101	10%
	Duct Sealing		57			3	3	2	8	14%
	Duct Insulation		6			3	-		3	50%
	Total	1,812	2,105	-		147	30	33	210	10%
In-Person	Insulation		2,176	447	770	169	29	41	1,456	67%
	Air Sealing		2,367	458	784	172	30	42	1,486	63%
	Duct Sealing		186	52	74	17	3	3	149	80%
	Duct Insulation		22	2	7	5			14	64%
	Total	3,400	4,751	959	1,635	363	62	86	3,105	65%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation				169	16	14	14	213	-
	Air Sealing				164	16	15	14	209	-
	Duct Sealing				12	3	3		18	-
	Duct Insulation				2	1	1		4	-
	Total				347	36	33	28	444	-
In-Person	Insulation		3,415	666	867	37	50	27	1,647	48%
	Air Sealing		3,314	689	740	38	51	28	1,546	47%
	Duct Sealing		267	76	63	4	7	-	150	56%
	Duct Insulation		38	9	6		1	-	16	42%
	Total	5,057	7,034	1,440	1,676	79	109	55	3,359	48%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation		557	75	52	32	10	7	176	32%
	Air Sealing		525	77	54	35	10	7	183	35%
	Duct Sealing		33	3	3	3	-		9	27%
	Duct Insulation		3	-	-		-		-	0%
	Total	929	1,118	155	109	70	20	14	368	33%
In-Person	Insulation		3,166	715	154	158	49	52	1,128	36%
	Air Sealing		3,095	730	167	166	50	58	1,171	38%
	Duct Sealing		222	2	6	8	1	5	22	10%
	Duct Insulation		27	-		2	-		2	7%
	Total	4,459	6,510	1,447	327	334	100	115	2,323	36%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation		649	107	113	26	11	5	262	40%
	Air Sealing		620	109	116	26	11	7	269	43%
	Duct Sealing		30	4	11	-			15	50%
	Duct Insulation		7		2	-			2	29%
	Total	791	1,306	220	242	52	22	12	548	42%
In-Person	Insulation		3,178	719	689	137	102	43	1,690	53%
	Air Sealing		3,107	748	717	141	106	46	1,758	57%
	Duct Sealing		222	68	58	7	3	2	138	62%
	Duct Insulation		27	7	5	1	1	7	21	78%
	Total	4,734	6,534	1,542	1,469	286	212	98	3,607	55%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation		209	44	43	77	4	2	170	81%
	Air Sealing		206	47	47	85	4	2	185	90%
	Duct Sealing		13	1	4	7			12	92%
	Duct Insulation		1		1				1	100%
	Total	352	429	92	95	169	8	4	368	86%
	Insulation		3,542	797	781	1,676	95	32	3,381	95%
	Air Sealing		3,463	901	834	1,815	96	33	3,679	106%

National Grid - Gas

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation		2,046				81	20	101	5%
	Air Sealing		1,801				80	20	100	6%
	Duct Sealing		114				9	3	12	11%
	Duct Insulation		9				1	-	1	11%
	Total	3,047	3,970				171	43	214	5%
In-Person	Insulation		3,458	579	1,370	403	108	19	2,479	72%
	Air Sealing		3,131	601	1,341	408	110	19	2,479	79%
	Duct Sealing		276	57	111	41	3		212	77%
	Duct Insulation		43	6	17	8			31	72%
	Total	4,646	6,908	1,243	2,839	860	221	38	5,201	75%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation		1,154			86	24	22	132	11%
	Air Sealing		1,024			86	24	22	132	13%
	Duct Sealing		65			4	1	1	6	9%
	Duct Insulation		7				1		1	14%
	Total	1,881	2,250	-	-	176	50	45	271	12%
In-Person	Insulation		4,076	671	1,005	249	25	40	1,990	49%
	Air Sealing		4,504	691	1,027	253	25	41	2,037	45%
	Duct Sealing		371	88	117	23	1	3	232	63%
	Duct Insulation		54	10	18	2	1	1	32	59%
	Total	5,142	9,005	1,460	2,167	527	52	85	4,291	48%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation		722		149	21	21	5	196	27%
	Air Sealing		651		153	21	21	5	200	31%
	Duct Sealing		42		7	-		1	8	19%
	Duct Insulation		5		1	-			1	20%
	Total	1,201	1,420	-	310	42	42	11	405	29%
In-Person	Insulation		3,535	722	861	50	67	44	1,744	49%
	Air Sealing		3,271	730	884	52	72	45	1,783	55%
	Duct Sealing		325	92	105	5	7	3	212	65%
	Duct Insulation		39	11	16		1		28	72%
	Total	5,200	7,170	1,555	1,866	107	147	92	3,767	53%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation		662	106	42	41	19	18	226	34%
	Air Sealing		590	111	43	44	19	19	236	40%
	Duct Sealing		48	11	2	3		1	17	35%
	Duct Insulation		15	-	1	1			2	13%
	Total	1,066	1,315	228	88	89	38	38	481	37%
In-Person	Insulation		4,774	876	239	237	77	86	1,515	32%
	Air Sealing		4,438	890	242	241	79	88	1,540	35%
	Duct Sealing		345	77	16	20	7	8	128	37%
	Duct Insulation		51	9	3	4	2	1	19	37%
	Total	6,759	9,608	1,852	500	502	165	183	3,202	33%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation		874	108	165	47	27	11	358	41%
	Air Sealing		766	110	167	47	31	12	367	48%
	Duct Sealing		63	9	12	5	6		32	51%
	Duct Insulation		10						-	0%
	Total	1,056	1,713	227	344	99	64	23	757	44%
In-Person	Insulation		4,821	866	832	241	141	87	2,167	45%
	Air Sealing		4,460	893	865	246	158	94	2,256	51%
	Duct Sealing		346	90	77	11	10	13	201	58%
	Duct Insulation		51	12	17	4	1	13	47	92%
	Total	6,552	9,678	1,861	1,791	502	310	207	4,671	48%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation		262	57	58	51	7	3	176	67%
	Air Sealing		226	71	71	66	8	3	219	97%
	Duct Sealing		16	2	6	11			19	119%
	Duct Insulation		3						-	0%
	Total	421	507	130	135	128	15	6	414	82%
	Insulation		4,003	779	771	1,629	109	53	3,341	83%
	Air Sealing		3,722	882	866	1,799	118	55	3,720	100%

National Grid - Total

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation	-	3,588	-	-	-	127	29	156	4%
	Air Sealing	-	3,299	-	-	-	127	29	156	5%
	Duct Sealing	-	214	-	-	-	13	3	16	7%
	Duct Insulation	-	15	-	-	-	1	-	1	7%
	Total	5,460	7,116	-	-	-	268	61	329	5%
In-Person	Insulation	-	5,868	961	2,300	809	108	43	4,221	72%
	Air Sealing	-	5,446	1,002	2,300	808	110	43	4,263	78%
	Duct Sealing	-	486	104	216	82	3	2	407	84%
	Duct Insulation	-	70	8	34	16	-	-	58	83%
	Total	10,231	11,870	2,075	4,850	1,715	221	88	8,949	75%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation	-	2,199	-	-	156	37	37	230	10%
	Air Sealing	-	2,021	-	-	157	38	38	233	12%
	Duct Sealing	-	122	-	-	7	4	3	14	11%
	Duct Insulation	-	13	-	-	3	1	-	4	31%
	Total	3,693	4,355	-	-	323	80	78	481	11%
In-Person	Insulation	-	6,252	1,118	1,775	418	54	81	3,446	55%
	Air Sealing	-	6,871	1,149	1,811	425	55	83	3,523	51%
	Duct Sealing	-	557	140	191	40	4	6	381	68%
	Duct Insulation	-	76	12	25	7	1	1	46	61%
	Total	8,542	13,756	2,419	3,802	890	114	171	7,396	54%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation	-	722	-	318	37	35	19	409	57%
	Air Sealing	-	651	-	317	37	36	19	409	63%
	Duct Sealing	-	42	-	19	3	3	1	26	62%
	Duct Insulation	-	5	-	3	1	1	-	5	100%
	Total	1,201	1,420	-	657	78	75	39	849	60%
In-Person	Insulation	-	6,950	1,388	1,728	87	117	71	3,391	49%
	Air Sealing	-	6,585	1,419	1,624	90	123	73	3,329	51%
	Duct Sealing	-	592	168	168	9	14	3	362	61%
	Duct Insulation	-	77	20	22	-	2	-	44	57%
	Total	10,257	14,204	2,995	3,542	186	256	147	7,126	50%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation	-	1,219	181	94	73	29	25	402	33%
	Air Sealing	-	1,115	188	97	79	29	26	419	38%
	Duct Sealing	-	81	14	5	6	-	1	26	32%
	Duct Insulation	-	18	-	1	1	-	-	2	11%
	Total	1,995	2,433	383	197	159	58	52	849	35%
In-Person	Insulation	-	7,940	1,591	393	395	126	138	2,643	33%
	Air Sealing	-	7,533	1,620	409	407	129	146	2,711	36%
	Duct Sealing	-	567	79	22	28	8	13	150	26%
	Duct Insulation	-	78	9	3	6	2	1	21	27%
	Total	11,218	16,118	3,299	827	836	265	298	5,525	34%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation	-	1,523	215	278	73	38	16	620	41%
	Air Sealing	-	1,386	219	283	73	42	19	636	46%
	Duct Sealing	-	93	13	23	5	6	-	47	51%
	Duct Insulation	-	17	-	2	-	-	-	2	12%
	Total	1,847	3,019	447	586	151	86	35	1,305	43%
In-Person	Insulation	-	7,999	1,585	1,521	378	243	130	3,857	48%
	Air Sealing	-	7,567	1,641	1,582	387	264	140	4,014	53%
	Duct Sealing	-	568	158	135	18	13	15	339	60%
	Duct Insulation	-	78	19	22	5	2	20	68	87%
	Total	11,286	16,212	3,403	3,260	788	522	305	8,278	51%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation	-	471	101	101	128	11	5	346	73%
	Air Sealing	-	432	118	118	151	12	5	404	94%
	Duct Sealing	-	29	3	10	18	-	-	31	107%
	Duct Insulation	-	4	-	1	-	-	-	1	25%
	Total	773	936	222	230	297	23	10	782	84%
	Insulation	-	7,545	1,576	1,552	3,305	204	85	6,722	89%
	Air Sealing	-	7,185	1,783	1,700	3,614	214	88	7,399	103%

In-Person	Duct Sealing		262	102	71	174	5	2	354	135%
	Duct Insulation		19	6	7	17	2	-	32	168%
	Total	5,474	7,286	1,806	1,693	3,682	198	67	7,446	102%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation		148	18	31	3	3	2	57	39%
	Air Sealing		150	23	35	4	3	2	67	-
	Duct Sealing		-	-	4			-	4	-
	Duct Insulation		8	-				-	-	-
	Total	320	306	41	70	7	6	4	128	-
In-Person	Insulation		3,775	780	668	192	83	51	1,774	47%
	Air Sealing		3,687	853	737	196	88	48	1,922	52%
	Duct Sealing		291	86	88	11	2	2	189	65%
	Duct Insulation		36	12	10	1	1	-	24	67%
	Total	5,572	7,789	1,731	1,503	400	174	101	3,909	50%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation		136	31	39	8	1		79	58%
	Air Sealing		126	35	44	8	1		88	70%
	Duct Sealing		15	4	3				7	47%
	Duct Insulation		3						-	0%
	Total	259	280	70	86	16	2	-	174	62%
In-Person	Insulation		3,818	645	1,034	249	61		1,989	52%
	Air Sealing		3,753	713	1,082	260	63		2,118	56%
	Duct Sealing		302	84	105	19	9		217	72%
	Duct Insulation		40	9	12	4	2		27	68%
	Total	5,683	7,913	1,451	2,233	532	135	-	4,351	55%
		2023 Q1	2023 Q1	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2023 Q1-2024 Q1	
Virtual	Insulation		208	21	58	8			87	42%
	Air Sealing		202	22	67	10			99	49%
	Duct Sealing		32	2	10	3			15	47%
	Duct Insulation		4		2	1			3	75%
	Total	376	446	45	137	22	-	-	204	46%
In-Person	Insulation		3,733	682	786	159			1,627	44%
	Air Sealing		3,651	742	861	168			1,771	49%
	Duct Sealing		286	84	70	11			165	58%
	Duct Insulation		41	12	11	-			23	56%
	Total	5,589	7,711	1,520	1,728	338	-	-	3,586	47%
		2023 Q2	2023 Q2	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2023 Q2-2024 Q2	
Virtual	Insulation		271	33	73				106	39%
	Air Sealing		263	42	82				124	47%
	Duct Sealing		22	3	7				10	45%
	Duct Insulation		2		-				-	0%
	Total	479	558	78	162	-	-	-	240	43%
In-Person	Insulation		3,810	673	722				1,395	37%
	Air Sealing		3,744	751	780				1,531	41%
	Duct Sealing		291	78	66				144	49%
	Duct Insulation		32	8	7				15	47%
	Total	5,868	7,877	1,510	1,575	-	-	-	3,085	39%
		2023 Q3	2023 Q3	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2023 Q3-2024 Q3	
Virtual	Insulation		263	26					26	10%
	Air Sealing		257	36					36	14%
	Duct Sealing		49	3					3	6%
	Duct Insulation		5	-					-	0%
	Total	521	574	65	-	-	-	-	65	11%
In-Person	Insulation		3,691	658					658	18%
	Air Sealing		3,617	743					743	21%
	Duct Sealing		357	89					89	25%
	Duct Insulation		46	10					10	22%
	Total	5,630	7,711	1,500	-	-	-	-	1,500	19%
		2023 Q4	2023 Q4	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2024 Q4	2023 Q4-2024 Q4	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-

In-Person	Duct Sealing		332	90	93	188	12	3	386	116%
	Duct Insulation		41	11	19	32	1	1	64	156%
	Total	6,087	8,098	1,762	1,749	3,648	240	112	7,511	93%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation	-	163	10	18	16	3	3	50	31%
	Air Sealing	-	147	18	28	18	3	3	70	48%
	Duct Sealing	-	13	2	5				7	54%
	Duct Insulation	-	-	-					-	-
	Total	300	323	30	51	34	6	6	127	39%
In-Person	Insulation	-	4,244	767	692	278	89	51	1,877	44%
	Air Sealing	-	4,033	853	788	286	97	51	2,075	51%
	Duct Sealing	-	401	81	80	18	7	4	190	47%
	Duct Insulation	-	70	13	18	5	1	1	38	54%
	Total	6,341	8,748	1,714	1,578	587	194	107	4,180	48%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation		143	18	31	18	5		72	50%
	Air Sealing		115	28	35	21	5		89	77%
	Duct Sealing		16	5	2	1	1		9	56%
	Duct Insulation		2				1		1	50%
	Total	274	276	51	68	40	12	-	171	62%
In-Person	Insulation		4,893	672	1,241	374	97		2,384	49%
	Air Sealing		4,660	767	1,296	384	88		2,535	54%
	Duct Sealing		480	77	147	30	9		263	55%
	Duct Insulation		89	16	24	5	1		46	52%
	Total	7,129	10,122	1,532	2,708	793	195	-	5,228	52%
		2023 Q1	2023 Q1	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2023 Q1-2024 Q1	
Virtual	Insulation		205	28	38	12			78	38%
	Air Sealing		184	40	51	13			104	57%
	Duct Sealing		22	4	4	1			9	41%
	Duct Insulation		2			1			1	50%
	Total	341	413	72	93	27	-	-	192	46%
In-Person	Insulation		5,511	851	1,303	410			2,564	47%
	Air Sealing		5,271	942	1,394	444			2,780	53%
	Duct Sealing		499	113	136	29			278	56%
	Duct Insulation		66	15	14	2			31	47%
	Total	8,331	11,347	1,921	2,847	885	-	-	5,653	50%
		2023 Q2	2023 Q2	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2023 Q2-2024 Q2	
Virtual	Insulation		218	20	42				62	28%
	Air Sealing		204	26	49				75	37%
	Duct Sealing		37	2	7				9	24%
	Duct Insulation		4		-				-	0%
	Total	366	463	48	98	-	-	-	146	-
In-Person	Insulation		4,786	812	979				1,791	37%
	Air Sealing		4,513	890	1,095				1,985	44%
	Duct Sealing		424	86	91				177	42%
	Duct Insulation		56	10	9				19	34%
	Total	7,510	9,779	1,798	2,174	-	-	-	3,972	41%
		2023 Q3	2023 Q3	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2023 Q3-2024 Q3	
Virtual	Insulation		193	22					22	11%
	Air Sealing		182	29					29	16%
	Duct Sealing		45	5					5	11%
	Duct Insulation		6	-					-	0%
	Total	356	426	56	-	-	-	-	56	13%
In-Person	Insulation		4,832	817					817	17%
	Air Sealing		4,548	903					903	20%
	Duct Sealing		490	126					126	26%
	Duct Insulation		76	19					19	25%
	Total	7,382	9,946	1,865	-	-	-	-	1,865	19%
		2023 Q4	2023 Q4	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2024 Q4	2023 Q4-2024 Q4	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-

In-Person	Duct Sealing	-	594	192	164	362	17	5	740	125%
	Duct Insulation	-	60	17	26	49	3	1	96	160%
	Total	11,561	15,384	3,568	3,442	7,330	438	179	14,957	97%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation	-	311	28	49	19	6	5	107	-
	Air Sealing	-	297	41	63	22	6	5	137	-
	Duct Sealing	-	13	2	9	-	-	-	11	-
	Duct Insulation	-	8	-	-	-	-	-	-	-
	Total	620	629	71	121	41	12	10	255	-
In-Person	Insulation	-	8,019	1,547	1,360	470	172	102	3,651	46%
	Air Sealing	-	7,720	1,706	1,525	482	185	99	3,997	52%
	Duct Sealing	-	692	167	168	29	9	6	379	55%
	Duct Insulation	-	106	25	28	6	2	1	62	58%
	Total	11,913	16,537	3,445	3,081	987	368	208	8,089	49%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation	-	279	49	70	26	6	-	151	54%
	Air Sealing	-	241	63	79	29	6	-	177	73%
	Duct Sealing	-	31	9	5	1	1	-	16	52%
	Duct Insulation	-	5	-	-	-	1	-	1	20%
	Total	533	556	121	154	56	14	-	345	62%
In-Person	Insulation	-	8,711	1,317	2,275	623	158	-	4,373	50%
	Air Sealing	-	8,413	1,480	2,378	644	151	-	4,653	55%
	Duct Sealing	-	782	161	252	49	18	-	480	61%
	Duct Insulation	-	129	25	36	9	3	-	73	57%
	Total	12,812	18,035	2,983	4,941	1,325	330	-	9,579	53%
		2023 Q1	2023 Q1	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2023 Q1-2024 Q1	
Virtual	Insulation	-	413	49	96	20	-	-	165	40%
	Air Sealing	-	386	62	118	23	-	-	203	53%
	Duct Sealing	-	54	6	14	4	-	-	24	44%
	Duct Insulation	-	6	-	2	2	-	-	4	67%
	Total	717	859	117	230	49	-	-	396	46%
In-Person	Insulation	-	9,244	1,533	2,089	569	-	-	4,191	45%
	Air Sealing	-	8,922	1,684	2,255	612	-	-	4,551	51%
	Duct Sealing	-	785	197	206	40	-	-	443	56%
	Duct Insulation	-	107	27	25	2	-	-	54	50%
	Total	13,920	19,058	3,441	4,575	1,223	-	-	9,239	48%
		2023 Q2	2023 Q2	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2023 Q2-2024 Q2	
Virtual	Insulation	-	489	53	115	-	-	-	168	34%
	Air Sealing	-	467	68	131	-	-	-	199	43%
	Duct Sealing	-	59	5	14	-	-	-	19	32%
	Duct Insulation	-	6	-	-	-	-	-	-	0%
	Total	845	1,021	126	260	-	-	-	386	38%
In-Person	Insulation	-	8,596	1,485	1,701	-	-	-	3,186	37%
	Air Sealing	-	8,257	1,641	1,875	-	-	-	3,516	43%
	Duct Sealing	-	715	164	157	-	-	-	321	45%
	Duct Insulation	-	88	18	16	-	-	-	34	39%
	Total	13,378	17,656	3,308	3,749	-	-	-	7,057	40%
		2023 Q3	2023 Q3	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2023 Q3-2024 Q3	
Virtual	Insulation	-	456	48	-	-	-	-	48	11%
	Air Sealing	-	439	65	-	-	-	-	65	15%
	Duct Sealing	-	94	8	-	-	-	-	8	9%
	Duct Insulation	-	11	-	-	-	-	-	-	0%
	Total	877	1,000	121	-	-	-	-	121	12%
In-Person	Insulation	-	8,523	1,475	-	-	-	-	1,475	17%
	Air Sealing	-	8,165	1,646	-	-	-	-	1,646	20%
	Duct Sealing	-	847	215	-	-	-	-	215	25%
	Duct Insulation	-	122	29	-	-	-	-	29	24%
	Total	13,012	17,657	3,365	-	-	-	-	3,365	19%
		2023 Q4	2023 Q4	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2024 Q4	2023 Q4-2024 Q4	
Virtual	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-
In-Person	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-

Eversource - Electric

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation	-	1,058	88	232	98	65	20	503	48%
	Air Sealing	-	896	77	195	84	51	16	423	47%
	Duct Sealing	-	65	10	5	2	1	1	19	29%
	Duct Insulation	-	6	-	1	-	-	-	1	17%
	Total	1,622	2,025	175	433	184	117	37	946	47%
In-Person	Insulation	-	1,419	113	349	137	88	16	703	50%
	Air Sealing	-	1,254	103	309	129	81	11	633	50%
	Duct Sealing	-	99	10	18	2	1	-	31	31%
	Duct Insulation	-	11	1	1	2	-	-	4	36%
	Total	1,907	2,783	227	677	270	170	27	1,371	49%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation	-	685	74	123	79	17	9	302	44%
	Air Sealing	-	590	63	109	71	13	8	264	45%
	Duct Sealing	-	41	1	3	1	1	-	6	15%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	1,216	1,316	138	235	151	31	17	572	43%
In-Person	Insulation	-	1,610	130	328	231	24	32	745	46%
	Air Sealing	-	1,387	119	285	197	21	25	647	47%
	Duct Sealing	-	151	13	22	18	2	2	57	38%
	Duct Insulation	-	24	-	4	2	-	-	6	25%
	Total	2,267	3,172	262	639	448	47	59	1,455	46%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation	-	394	40	114	18	12	2	186	47%
	Air Sealing	-	341	37	98	15	8	2	160	47%
	Duct Sealing	-	35	1	4	2	1	1	9	26%
	Duct Insulation	-	4	-	1	-	-	-	1	25%
	Total	709	774	78	217	35	21	5	356	46%
In-Person	Insulation	-	1,579	200	501	78	33	12	824	52%
	Air Sealing	-	1,407	170	435	69	29	8	711	51%
	Duct Sealing	-	151	16	38	8	2	-	64	42%
	Duct Insulation	-	25	-	6	2	-	-	8	32%
	Total	2,336	3,162	386	980	157	64	20	1,607	51%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation	-	396	66	80	41	8	5	200	51%
	Air Sealing	-	351	61	75	38	7	4	185	53%
	Duct Sealing	-	26	4	6	2	-	-	12	46%
	Duct Insulation	-	2	-	1	-	-	-	1	50%
	Total	675	775	131	162	81	15	9	398	51%
In-Person	Insulation	-	2,288	452	456	149	31	29	1,117	49%
	Air Sealing	-	2,007	404	405	119	29	27	984	49%
	Duct Sealing	-	176	39	30	10	1	-	80	45%
	Duct Insulation	-	25	3	3	1	-	-	7	28%
	Total	3,286	4,496	898	894	279	61	56	2,188	49%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation	-	326	46	102	16	10	8	182	56%
	Air Sealing	-	265	35	85	12	8	7	147	55%
	Duct Sealing	-	25	3	8	1	-	-	12	48%
	Duct Insulation	-	1	-	-	-	-	-	-	0%
	Total	558	617	84	195	29	18	15	341	55%
In-Person	Insulation	-	1,952	338	533	116	41	11	1,039	53%
	Air Sealing	-	1,732	304	460	100	39	7	910	53%
	Duct Sealing	-	165	34	44	5	3	1	87	53%
	Duct Insulation	-	23	5	7	1	-	-	13	57%
	Total	2,798	3,872	681	1,044	222	83	19	2,049	53%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation	-	168	27	31	13	4	3	78	46%
	Air Sealing	-	140	23	26	11	1	1	62	44%
	Duct Sealing	-	6	1	-	2	-	1	4	67%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	323	314	51	57	26	5	5	144	46%
In-Person	Insulation	-	2,543	454	474	180	38	14	1,160	46%
	Air Sealing	-	2,262	396	418	156	25	9	1,004	44%
	Duct Sealing	-	193	33	34	6	1	2	76	39%
	Duct Insulation	-	21	1	2	-	1	-	4	19%
	Total	3,801	5,019	884	928	342	65	25	2,244	45%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation	-	90	15	22	5	1	-	43	-
	Air Sealing	-	81	14	20	5	1	-	40	-
	Duct Sealing	-	5	-	4	-	-	-	4	-
	Duct Insulation	-	-	-	2	-	-	-	2	-
	Total	157	176	29	48	10	2	-	89	-
In-Person	Insulation	-	1,643	182	326	76	14	7	605	37%
	Air Sealing	-	1,454	166	281	69	9	5	530	36%
	Duct Sealing	-	155	18	26	6	-	1	51	33%
	Duct Insulation	-	16	1	2	-	-	-	3	19%
	Total	2,457	3,268	367	635	151	23	13	1,189	36%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation	-	78	12	27	5	7	-	51	65%
	Air Sealing	-	68	10	20	4	6	-	40	59%
	Duct Sealing	-	15	5	2	-	-	-	7	47%
	Duct Insulation	-	2	1	-	-	-	-	1	50%
	Total	184	163	28	49	9	13	-	99	61%
In-Person	Insulation	-	4,283	564	1,021	246	61	-	1,892	44%
	Air Sealing	-	2,360	336	629	156	46	-	1,167	49%
	Duct Sealing	-	301	53	91	24	2	-	170	56%
	Duct Insulation	-	51	5	15	8	1	-	29	57%
	Total	4,719	6,995	958	1,756	434	110	-	3,258	47%
		2023 Q1	2023 Q1	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2023 Q1-2024 Q1	
Virtual	Insulation	-	107	6	31	8	-	-	6	6%
	Air Sealing	-	92	5	28	4	-	-	5	6%
	Duct Sealing	-	16	5	3	-	-	-	5	33%
	Duct Insulation	-	2	1	-	-	-	-	1	50%
	Total	189	217	17	62	12	-	-	17	8%
In-Person	Insulation	-	2,999	435	664	230	-	-	311	38%
	Air Sealing	-	2,038	282	541	180	-	-	286	42%
	Duct Sealing	-	224	32	45	18	-	-	23	37%
	Duct Insulation	-	46	4	10	4	-	-	5	33%
	Total	3,664	5,307	753	1,260	432	-	-	625	33%
		2023 Q2	2023 Q2	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2023 Q2-2024 Q2	
Virtual	Insulation	-	97	10	29	-	-	-	39	40%
	Air Sealing	-	82	9	26	-	-	-	35	43%
	Duct Sealing	-	15	2	7	-	-	-	9	60%
	Duct Insulation	-	1	-	-	-	-	-	-	0%
	Total	191	195	21	62	-	-	-	83	43%
In-Person	Insulation	-	3,460	505	752	-	-	-	1,257	36%
	Air Sealing	-	2,474	358	583	-	-	-	941	38%
	Duct Sealing	-	318	38	60	-	-	-	98	31%
	Duct Insulation	-	54	3	10	-	-	-	13	24%
	Total	3,966	6,306	904	1,405	-	-	-	2,309	37%
		2023 Q3	2023 Q3	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2023 Q3-2024 Q3	
Virtual	Insulation	-	106	11	-	-	-	-	11	10%
	Air Sealing	-	94	10	-	-	-	-	10	11%
	Duct Sealing	-	19	2	-	-	-	-	2	11%
	Duct Insulation	-	5	1	-	-	-	-	1	20%
	Total	206	224	24	-	-	-	-	24	11%
In-Person	Insulation	-	3,134	419	-	-	-	-	419	13%
	Air Sealing	-	2,266	318	-	-	-	-	318	14%
	Duct Sealing	-	258	36	-	-	-	-	36	14%
	Duct Insulation	-	31	2	-	-	-	-	2	6%
	Total	3,706	5,689	775	-	-	-	-	775	14%
		2023 Q4	2023 Q4	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2024 Q4	2023 Q4-2024 Q4	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-

Eversource - Gas

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation	-	890	74	173	78	43	12	380	43%
	Air Sealing	-	708	64	131	56	31	11	293	41%
	Duct Sealing	-	78	7	10	6	3	-	26	33%
	Duct Insulation	-	9	-	-	-	-	-	-	0%
	Total	1,289	1,685	145	314	140	77	23	699	41%
In-Person	Insulation	-	1,301	113	306	122	60	13	614	47%
	Air Sealing	-	1,067	83	243	92	50	12	480	45%
	Duct Sealing	-	104	7	19	6	-	-	32	31%
	Duct Insulation	-	9	1	2	1	-	-	4	44%
	Total	1,657	2,481	204	570	221	110	25	1,130	46%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation	-	579	45	94	64	19	11	233	40%
	Air Sealing	-	472	35	78	50	19	11	193	41%
	Duct Sealing	-	43	3	6	3	3	1	16	37%
	Duct Insulation	-	3	-	-	1	-	-	1	33%
	Total	932	1,097	83	178	118	41	23	443	40%
In-Person	Insulation	-	1,346	162	271	148	31	23	635	47%
	Air Sealing	-	1,086	127	218	115	25	18	503	46%
	Duct Sealing	-	112	16	20	11	4	2	53	47%
	Duct Insulation	-	12	-	3	3	1	-	7	58%
	Total	1,807	2,556	305	512	277	61	43	1,198	47%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation	-	317	30	73	18	13	8	142	45%
	Air Sealing	-	263	25	66	14	11	6	122	46%
	Duct Sealing	-	26	4	2	1	1	-	8	31%
	Duct Insulation	-	3	-	1	-	-	-	1	33%
	Total	545	609	59	142	33	25	14	273	45%
In-Person	Insulation	-	1,236	133	322	44	26	5	530	43%
	Air Sealing	-	1,013	113	260	34	19	4	430	42%
	Duct Sealing	-	131	15	31	4	2	-	52	40%
	Duct Insulation	-	12	-	4	1	-	-	5	42%
	Total	1,771	2,392	261	617	83	47	9	1,017	43%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation	-	366	64	89	28	8	3	192	52%
	Air Sealing	-	285	52	67	19	6	2	146	51%
	Duct Sealing	-	27	5	9	-	1	-	15	56%
	Duct Insulation	-	1	-	-	-	-	-	-	0%
	Total	581	679	121	165	47	15	5	353	52%
In-Person	Insulation	-	1,967	330	358	169	35	13	905	46%
	Air Sealing	-	1,643	291	311	128	28	8	766	47%
	Duct Sealing	-	205	42	39	16	2	1	100	49%
	Duct Insulation	-	24	2	5	2	-	-	9	38%
	Total	2,720	3,839	665	713	315	65	22	1,780	46%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation	-	333	32	92	21	6	9	160	48%
	Air Sealing	-	268	30	70	17	4	8	129	48%
	Duct Sealing	-	24	2	3	3	-	-	8	33%
	Duct Insulation	-	1	-	-	-	-	-	-	0%
	Total	500	626	64	165	41	10	17	297	47%
In-Person	Insulation	-	1,675	249	419	71	32	21	792	47%
	Air Sealing	-	1,402	217	354	53	29	18	671	48%
	Duct Sealing	-	159	39	34	1	2	1	77	48%
	Duct Insulation	-	20	1	1	-	-	-	2	10%
	Total	2,373	3,256	506	808	125	63	40	1,542	47%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation	-	151	32	18	15	2	2	69	46%
	Air Sealing	-	121	26	16	10	1	1	54	45%
	Duct Sealing	-	5	1	2	2	-	-	5	100%
	Duct Insulation	-	-	-	-	1	-	-	1	-
	Total	229	277	59	36	28	3	3	129	47%
In-Person	Insulation	-	1,751	300	272	111	22	10	715	41%
	Air Sealing	-	1,463	255	237	89	19	9	609	42%
	Duct Sealing	-	202	44	34	11	1	1	91	45%
	Duct Insulation	-	22	-	2	1	-	-	3	14%
	Total	2,576	3,438	599	545	212	42	20	1,418	41%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation	-	70	5	13	10	4	-	32	-
	Air Sealing	-	55	4	10	10	3	-	27	-
	Duct Sealing	-	3	-	1	-	-	-	1	-
	Duct Insulation	-	-	-	2	-	-	-	2	-
	Total	108	128	9	26	20	7	-	62	-
In-Person	Insulation	-	892	98	125	28	8	3	262	29%
	Air Sealing	-	754	88	104	25	8	1	226	30%
	Duct Sealing	-	111	9	16	2	-	-	27	24%
	Duct Insulation	-	9	-	2	-	-	-	2	22%
	Total	1,379	1,766	195	247	55	16	4	517	29%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation	-	85	6	18	10	2	-	36	42%
	Air Sealing	-	63	7	13	10	2	-	32	51%
	Duct Sealing	-	9	1	4	-	-	-	5	56%
	Duct Insulation	-	1	-	-	-	-	-	-	0%
	Total	140	158	14	35	20	13	-	82	52%
In-Person	Insulation	-	2,620	247	589	173	39	-	1,048	40%
	Air Sealing	-	1,425	151	351	109	27	-	638	45%
	Duct Sealing	-	213	24	46	9	3	-	82	38%
	Duct Insulation	-	24	2	2	2	1	-	7	29%
	Total	2,929	4,282	424	988	293	70	-	1,775	41%
		2023 Q1	2023 Q1	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2023 Q1-2024 Q1	
Virtual	Insulation	-	91	11	16	13	-	-	40	44%
	Air Sealing	-	66	5	13	9	-	-	27	41%
	Duct Sealing	-	17	5	5	2	-	-	12	71%
	Duct Insulation	-	1	1	-	-	-	-	1	100%
	Total	138	175	22	34	24	-	-	80	46%
In-Person	Insulation	-	2,671	280	597	180	-	-	1,057	40%
	Air Sealing	-	1,657	187	401	117	-	-	705	43%
	Duct Sealing	-	203	28	44	10	-	-	82	40%
	Duct Insulation	-	18	-	5	1	-	-	6	33%
	Total	2,818	4,549	495	1,047	308	-	-	1,850	41%
		2023 Q2	2023 Q2	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2023 Q2-2024 Q2	
Virtual	Insulation	-	103	9	29	-	-	-	38	37%
	Air Sealing	-	75	7	27	-	-	-	34	45%
	Duct Sealing	-	15	1	1	-	-	-	2	13%
	Duct Insulation	-	1	-	-	-	-	-	-	0%
	Total	163	194	17	55	-	-	-	72	37%
In-Person	Insulation	-	2,330	340	413	-	-	-	753	32%
	Air Sealing	-	1,476	221	286	-	-	-	507	34%
	Duct Sealing	-	215	32	36	-	-	-	68	32%
	Duct Insulation	-	21	2	3	-	-	-	5	24%
	Total	2,479	4,042	595	738	-	-	-	1,333	33%
		2023 Q3	2023 Q3	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2023 Q3-2024 Q3	
Virtual	Insulation	-	81	9	-	-	-	-	9	11%
	Air Sealing	-	70	8	-	-	-	-	8	11%
	Duct Sealing	-	14	1	-	-	-	-	1	7%
	Duct Insulation	-	2	-	-	-	-	-	-	0%
	Total	160	167	18	-	-	-	-	18	11%
In-Person	Insulation	-	2,358	312	-	-	-	-	312	13%
	Air Sealing	-	1,427	207	-	-	-	-	207	15%
	Duct Sealing	-	185	33	-	-	-	-	33	18%
	Duct Insulation	-	25	4	-	-	-	-	4	16%
	Total	2,501	3,995	556	-	-	-	-	556	14%
		2023 Q4	2023 Q4	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2024 Q4	2023 Q4-2024 Q4	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-

Eversource - Total

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation	-	1,948	162	405	176	108	32	883	45%
	Air Sealing	-	1,604	141	326	140	82	27	716	45%
	Duct Sealing	-	143	17	15	8	4	1	45	31%
	Duct Insulation	-	15	-	1	-	-	-	1	7%
	Total	2,911	3,710	320	747	324	194	60	1,645	44%
In-Person	Insulation	-	2,720	226	655	259	148	29	1,317	48%
	Air Sealing	-	2,321	186	552	221	131	23	1,113	48%
	Duct Sealing	-	203	17	37	8	1	-	63	31%
	Duct Insulation	-	20	2	3	3	-	-	8	40%
	Total	3,564	5,264	431	1,247	491	280	52	2,501	48%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation	-	1,264	119	217	143	36	20	535	42%
	Air Sealing	-	1,062	98	187	121	32	19	457	43%
	Duct Sealing	-	84	4	9	4	4	1	22	26%
	Duct Insulation	-	3	-	-	1	-	-	1	33%
	Total	2,148	2,413	221	413	269	72	40	1,015	42%
In-Person	Insulation	-	2,956	292	599	379	55	55	1,380	47%
	Air Sealing	-	2,473	246	503	312	46	43	1,150	47%
	Duct Sealing	-	263	29	42	29	6	4	110	42%
	Duct Insulation	-	36	-	7	5	1	-	13	36%
	Total	4,074	5,728	567	1,151	725	108	102	2,653	46%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation	-	711	70	187	36	25	10	328	46%
	Air Sealing	-	604	62	164	29	19	8	282	47%
	Duct Sealing	-	61	5	6	3	2	1	17	28%
	Duct Insulation	-	7	-	2	-	-	-	2	29%
	Total	1,254	1,383	137	359	68	46	19	629	45%
In-Person	Insulation	-	2,815	333	823	122	59	17	1,354	48%
	Air Sealing	-	2,420	283	695	103	48	12	1,141	47%
	Duct Sealing	-	282	31	69	12	4	-	116	41%
	Duct Insulation	-	37	-	10	3	-	-	13	35%
	Total	4,107	5,554	647	1,597	240	111	29	2,624	47%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation	-	762	130	169	69	16	8	392	51%
	Air Sealing	-	636	113	142	57	13	6	331	52%
	Duct Sealing	-	53	9	15	2	1	-	27	51%
	Duct Insulation	-	3	-	1	-	-	-	1	33%
	Total	1,256	1,454	252	327	128	30	14	751	52%
In-Person	Insulation	-	4,255	782	814	318	66	42	2,022	48%
	Air Sealing	-	3,650	695	716	247	57	35	1,750	48%
	Duct Sealing	-	381	81	69	26	3	1	180	47%
	Duct Insulation	-	49	5	8	3	-	-	16	33%
	Total	6,006	8,335	1,563	1,607	594	126	78	3,968	48%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation	-	659	78	194	37	16	17	342	52%
	Air Sealing	-	533	65	155	29	12	15	276	52%
	Duct Sealing	-	49	5	11	4	-	-	20	41%
	Duct Insulation	-	2	-	-	-	-	-	-	0%
	Total	1,058	1,243	148	360	70	28	32	638	51%
In-Person	Insulation	-	3,627	587	952	187	73	32	1,831	50%
	Air Sealing	-	3,134	521	814	153	68	25	1,581	50%
	Duct Sealing	-	324	73	78	6	5	2	164	51%
	Duct Insulation	-	43	6	8	1	-	-	15	35%
	Total	5,171	7,128	1,187	1,852	347	146	59	3,591	50%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation	-	319	59	49	28	6	5	147	46%
	Air Sealing	-	261	49	42	21	2	2	116	44%
	Duct Sealing	-	11	2	2	4	-	1	9	82%
	Duct Insulation	-	-	-	-	1	-	-	1	-
	Total	552	591	110	93	54	8	8	273	46%
In-Person	Insulation	-	4,294	754	746	291	60	24	1,875	44%
	Air Sealing	-	3,725	651	655	245	44	18	1,613	43%
	Duct Sealing	-	395	77	68	17	2	3	167	42%
	Duct Insulation	-	43	1	4	1	1	-	7	16%
	Total	6,377	8,457	1,483	1,473	554	107	45	3,662	43%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation	-	160	20	35	15	5	-	75	-
	Air Sealing	-	136	18	30	15	4	-	67	-
	Duct Sealing	-	8	-	5	-	-	-	5	-
	Duct Insulation	-	-	-	4	-	-	-	4	-
	Total	265	304	38	74	30	9	-	151	-
In-Person	Insulation	-	2,535	280	451	104	22	10	867	34%
	Air Sealing	-	2,208	254	385	94	17	6	756	34%
	Duct Sealing	-	266	27	42	8	-	1	78	29%
	Duct Insulation	-	25	1	4	-	-	-	5	20%
	Total	3,836	5,034	562	882	206	39	17	1,706	34%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation	-	163	18	45	15	9	-	87	53%
	Air Sealing	-	131	17	33	14	8	-	72	55%
	Duct Sealing	-	24	6	6	-	-	-	12	50%
	Duct Insulation	-	3	1	-	-	-	-	1	33%
	Total	324	321	42	84	29	26	-	181	56%
In-Person	Insulation	-	6,903	811	1,610	419	100	-	2,940	43%
	Air Sealing	-	3,785	487	980	265	73	-	1,805	48%
	Duct Sealing	-	514	77	137	33	5	-	252	49%
	Duct Insulation	-	75	7	17	10	2	-	36	48%
	Total	7,648	11,277	1,382	2,744	727	180	-	5,033	45%
		2023 Q1	2023 Q1	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2023 Q1-2024 Q1	
Virtual	Insulation	-	198	17	47	21	-	-	85	43%
	Air Sealing	-	158	10	41	13	-	-	64	41%
	Duct Sealing	-	33	10	8	2	-	-	20	61%
	Duct Insulation	-	3	2	-	-	-	-	2	67%
	Total	327	392	39	96	36	-	-	171	44%
In-Person	Insulation	-	5,670	715	1,261	410	-	-	2,386	42%
	Air Sealing	-	3,695	469	942	297	-	-	1,708	46%
	Duct Sealing	-	427	60	89	28	-	-	177	41%
	Duct Insulation	-	64	4	15	5	-	-	24	38%
	Total	6,482	9,856	1,248	2,307	740	-	-	4,295	44%
		2023 Q2	2023 Q2	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2023 Q2-2024 Q2	
Virtual	Insulation	-	200	19	58	-	-	-	77	39%
	Air Sealing	-	157	16	53	-	-	-	69	44%
	Duct Sealing	-	30	3	8	-	-	-	11	37%
	Duct Insulation	-	2	-	-	-	-	-	-	0%
	Total	354	389	38	117	-	-	-	155	40%
In-Person	Insulation	-	5,790	845	1,165	-	-	-	2,010	35%
	Air Sealing	-	3,950	579	869	-	-	-	1,448	37%
	Duct Sealing	-	533	70	96	-	-	-	166	31%
	Duct Insulation	-	75	5	13	-	-	-	18	24%
	Total	6,445	10,348	1,499	2,143	-	-	-	3,642	35%
		2023 Q3	2023 Q3	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2023 Q3-2024 Q3	
Virtual	Insulation	-	187	20	-	-	-	-	20	11%
	Air Sealing	-	164	18	-	-	-	-	18	11%
	Duct Sealing	-	33	3	-	-	-	-	3	9%
	Duct Insulation	-	7	1	-	-	-	-	1	14%
	Total	366	391	42	-	-	-	-	42	11%
In-Person	Insulation	-	5,492	731	-	-	-	-	731	13%
	Air Sealing	-	3,693	525	-	-	-	-	525	14%
	Duct Sealing	-	443	69	-	-	-	-	69	16%
	Duct Insulation	-	56	6	-	-	-	-	6	11%
	Total	6,207	9,684	1,331	-	-	-	-	1,331	14%
		2023 Q4	2023 Q4	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2024 Q4	2023 Q4-2024 Q4	
Virtual	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-
In-Person	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-

Unitil - Electric

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation		46	2	5	7	3	1	18	39%
	Air Sealing		40	2	5	7	2		16	40%
	Duct Sealing		1						-	0%
	Duct Insulation		-						-	0%

Unitil - Gas

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation		47		1	9	6	2	18	38%
	Air Sealing		43		1	6	6	2	15	35%
	Duct Sealing		8			2	2	1	5	63%
	Duct Insulation		-						-	0%

Unitil - Total

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation	-	93	2	6	16	9	3	36	39%
	Air Sealing	-	83	2	6	13	8	2	31	37%
	Duct Sealing	-	9	-	-	2	2	1	5	56%
	Duct Insulation	-	-	-	-	-	-	-	-	-

	Total	70	87	4	10	14	5	1	34	39%
In-Person	Insulation		37	1	4	8	2	1	16	43%
	Air Sealing		34	1	4	7	3	1	16	47%
	Duct Sealing		5						-	0%
	Duct Insulation		-						-	0%
	Total	53	76	2	8	15	5	2	32	42%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation		26		5	3			8	31%
	Air Sealing		22		4	3			7	32%
	Duct Sealing		1						-	0%
	Duct Insulation		-						-	0%
	Total	45	49		9	6			15	31%
In-Person	Insulation		81		26	9			35	43%
	Air Sealing		71		24	9			33	46%
	Duct Sealing		4			1			1	25%
	Duct Insulation								-	0%
	Total	94	156		50	19			69	44%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation		9	1	2				3	33%
	Air Sealing		7	1	1				2	29%
	Duct Sealing		1	1					1	100%
	Duct Insulation								-	0%
	Total	17	17	3	3				6	35%
In-Person	Insulation		74	7	21	2			30	41%
	Air Sealing		68	7	19	2			28	41%
	Duct Sealing		5	1	2				3	60%
	Duct Insulation		-						-	0%
	Total	88	147	15	42	4			61	41%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation		9		3				3	33%
	Air Sealing		8		2				2	25%
	Duct Sealing		-						-	0%
	Duct Insulation		-						-	0%
	Total	15	17		5				5	29%
In-Person	Insulation		88	11	14				25	28%
	Air Sealing		78	11	11				22	28%
	Duct Sealing		4		1				1	25%
	Duct Insulation		-						-	0%
	Total	97	170	22	26				48	28%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation		7	2					2	29%
	Air Sealing		7	2					2	29%
	Duct Sealing								-	0%
	Duct Insulation		-						-	0%
	Total	13	14	4					4	29%
In-Person	Insulation		80	4	19				4	5%
	Air Sealing		78	4	20				4	5%
	Duct Sealing		4	1	3				1	25%
	Duct Insulation		-	-					-	0%
	Total	89	162	9	42	-	-	-	9	5%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation		5	1					1	20%
	Air Sealing		5	1					1	20%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	6	10	2	-	-	-	-	2	20%
In-Person	Insulation		101	5					5	5%
	Air Sealing		91	5					5	5%
	Duct Sealing		5						-	0%
	Duct Insulation								-	-
	Total	122	197	10	-	-	-	-	10	5%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation		2	-					-	-
	Air Sealing		2	-					-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	4	4	-	-	-	-	-	-	-
In-Person	Insulation		126	3					3	2%
	Air Sealing		116	3					3	3%
	Duct Sealing		2						-	0%
	Duct Insulation								-	-
	Total	142	244	6	-	-	-	-	6	2%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation		2						-	0%
	Air Sealing		2						-	0%
	Duct Sealing		1						-	0%
	Duct Insulation								-	-
	Total	7	5	-	-	-	-	-	-	0%
In-Person	Insulation		70	10					10	14%
	Air Sealing		67	11					11	16%
	Duct Sealing		3						-	0%
	Duct Insulation		-						-	-
	Total	112	140	21					21	15%
		2023 Q1	2023 Q1	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2023 Q1-2024 Q1	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	2	-	-	-	-	-	-	-	-
In-Person	Insulation		102	8	30				38	37%
	Air Sealing		90	8	29				37	41%
	Duct Sealing		7		1				1	14%
	Duct Insulation		1						-	0%
	Total	135	200	16	60	-	-	-	76	38%
		2023 Q2	2023 Q2	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2023 Q2-2024 Q2	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	-	-	-	-	-	-	-	-	-
In-Person	Insulation		78	2					2	3%
	Air Sealing		69	1					1	1%
	Duct Sealing		6						-	0%
	Duct Insulation		-						-	-
	Total	117	153	3	-	-	-	-	3	2%
		2023 Q3	2023 Q3	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2023 Q3-2024 Q3	
Virtual	Insulation		1						-	0%
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	3	1	-	-	-	-	-	-	0%
In-Person	Insulation		68						-	0%
	Air Sealing		65						-	0%
	Duct Sealing		5						-	0%
	Duct Insulation		-						-	-
	Total	105	138	-	-	-	-	-	-	0%
		2023 Q4	2023 Q4	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2024 Q4	2023 Q4-2024 Q4	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-

	Total	61	98		2	17	14	5	38	39%
In-Person	Insulation		17		2				2	12%
	Air Sealing		15		2				2	13%
	Duct Sealing		2						-	0%
	Duct Insulation								-	0%
	Total	31	34		4				4	12%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation		17		7	4			11	65%
	Air Sealing		14		6	4			10	71%
	Duct Sealing		2		1				1	50%
	Duct Insulation		1		1				1	100%
	Total	26	34		15	8			23	68%
In-Person	Insulation		60		14	10			24	40%
	Air Sealing		53		13	9			22	42%
	Duct Sealing		6		1				1	17%
	Duct Insulation								-	0%
	Total	94	119		28	19			47	39%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation		5		1	2			3	60%
	Air Sealing		6		1	2			3	50%
	Duct Sealing		-						-	0%
	Duct Insulation		-						-	0%
	Total	10	11		2	4			6	55%
In-Person	Insulation		46	1	11				12	26%
	Air Sealing		39	1	11				12	31%
	Duct Sealing		1						-	0%
	Duct Insulation		-						-	0%
	Total	63	86	2	22				24	28%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation		7		2				2	29%
	Air Sealing		6		2				2	33%
	Duct Sealing		-						-	0%
	Duct Insulation		-						-	0%
	Total	12	13		4				4	31%
In-Person	Insulation		78	10	12				22	28%
	Air Sealing		68	9	11				20	29%
	Duct Sealing		13		1				1	8%
	Duct Insulation		1						-	0%
	Total	102	160	19	24				43	27%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation		1						-	0%
	Air Sealing		1						-	0%
	Duct Sealing								-	0%
	Duct Insulation		-						-	0%
	Total	2	2						-	0%
In-Person	Insulation		66	3	6				3	5%
	Air Sealing		59	3	4				3	6%
	Duct Sealing		6	-	1				-	0%
	Duct Insulation		1	1					1	100%
	Total	88	132	7	11	-	-	-	7	6%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation		2	1					1	50%
	Air Sealing		2	1					1	50%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	2	4	2	-	-	-	-	2	50%
In-Person	Insulation		43	2					2	5%
	Air Sealing		39	2					2	5%
	Duct Sealing		2						-	0%
	Duct Insulation		1						-	0%
	Total	63	85	4	-	-	-	-	4	5%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation		3	-					-	-
	Air Sealing		3	-					-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	-	6	-	-	-	-	-	-	-
In-Person	Insulation		55	2					2	4%
	Air Sealing		51	2					2	4%
	Duct Sealing		5	1					1	20%
	Duct Insulation								-	-
	Total	73	111	5	-	-	-	-	5	5%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	5	-	-	-	-	-	-	-	-
In-Person	Insulation		36	8					8	22%
	Air Sealing		29	5					5	17%
	Duct Sealing		3						-	0%
	Duct Insulation								-	-
	Total	118	68	13					13	19%
		2023 Q1	2023 Q1	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2023 Q1-2024 Q1	
Virtual	Insulation			-					-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation		73	1	15				16	22%
	Air Sealing		64	1	12				13	20%
	Duct Sealing		7		1				1	14%
	Duct Insulation								-	-
	Total	96	144	2	28	-	-	-	30	21%
		2023 Q2	2023 Q2	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2023 Q2-2024 Q2	
Virtual	Insulation			-					-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation		38	1					1	3%
	Air Sealing		34						-	0%
	Duct Sealing		4						-	0%
	Duct Insulation								-	-
	Total	52	76	1	-	-	-	-	1	1%
		2023 Q3	2023 Q3	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2023 Q3-2024 Q3	
Virtual	Insulation			-					-	-
	Air Sealing		1						-	0%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	1	1	-	-	-	-	-	-	0%
In-Person	Insulation		34						-	0%
	Air Sealing		31						-	0%
	Duct Sealing		6						-	0%
	Duct Insulation								-	-
	Total	57	71	-	-	-	-	-	-	0%
									2023 Q4-2024 Q4	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-

	Total	131	185	4	12	31	19	6	72	39%
In-Person	Insulation	-	54	1	6	8	2	1	18	33%
	Air Sealing	-	49	1	6	7	3	1	18	37%
	Duct Sealing	-	7	-	-	-	-	-	-	0%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	84	110	2	12	15	5	2	36	33%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation	-	43	-	12	7	-	-	19	44%
	Air Sealing	-	36	-	10	7	-	-	17	47%
	Duct Sealing	-	3	-	1	-	-	-	1	33%
	Duct Insulation	-	1	-	1	-	-	-	1	100%
	Total	71	83	-	24	14	-	-	38	46%
In-Person	Insulation	-	141	-	40	19	-	-	59	42%
	Air Sealing	-	124	-	37	18	-	-	55	44%
	Duct Sealing	-	10	-	1	1	-	-	2	20%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	188	275	-	78	38	-	-	116	42%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation	-	14	1	3	2	-	-	6	43%
	Air Sealing	-	13	1	2	2	-	-	5	38%
	Duct Sealing	-	1	1	-	-	-	-	1	100%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	27	28	3	5	4	-	-	12	43%
In-Person	Insulation	-	120	8	32	2	-	-	42	35%
	Air Sealing	-	107	8	30	2	-	-	40	37%
	Duct Sealing	-	6	1	2	-	-	-	3	50%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	151	233	17	64	4	-	-	85	36%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation	-	16	-	5	-	-	-	5	31%
	Air Sealing	-	14	-	4	-	-	-	4	29%
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	27	30	-	9	-	-	-	9	30%
In-Person	Insulation	-	166	21	26	-	-	-	47	28%
	Air Sealing	-	146	20	22	-	-	-	42	29%
	Duct Sealing	-	17	-	2	-	-	-	2	12%
	Duct Insulation	-	1	-	-	-	-	-	-	0%
	Total	199	330	41	50	-	-	-	91	28%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2022 Q1	2022 Q1-2022 Q1	
Virtual	Insulation	-	8	2	-	-	-	-	2	25%
	Air Sealing	-	8	2	-	-	-	-	2	25%
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	15	16	4	-	-	-	-	4	25%
In-Person	Insulation	-	146	7	25	-	-	-	32	22%
	Air Sealing	-	137	7	24	-	-	-	31	23%
	Duct Sealing	-	10	1	4	-	-	-	5	50%
	Duct Insulation	-	1	1	-	-	-	-	1	100%
	Total	177	294	16	53	-	-	-	69	23%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation	-	7	2	-	-	-	-	2	29%
	Air Sealing	-	7	2	-	-	-	-	2	29%
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	8	14	4	-	-	-	-	4	29%
In-Person	Insulation	-	144	7	-	-	-	-	7	5%
	Air Sealing	-	130	7	-	-	-	-	7	5%
	Duct Sealing	-	7	-	-	-	-	-	-	0%
	Duct Insulation	-	1	-	-	-	-	-	-	0%
	Total	185	282	14	-	-	-	-	14	5%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation	-	5	-	-	-	-	-	-	-
	Air Sealing	-	5	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	4	10	-	-	-	-	-	-	-
In-Person	Insulation	-	181	5	-	-	-	-	5	3%
	Air Sealing	-	167	5	-	-	-	-	5	3%
	Duct Sealing	-	7	1	-	-	-	-	1	14%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	215	355	11	-	-	-	-	11	3%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation	-	2	-	-	-	-	-	-	0%
	Air Sealing	-	2	-	-	-	-	-	-	0%
	Duct Sealing	-	1	-	-	-	-	-	-	0%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	12	5	-	-	-	-	-	-	0%
In-Person	Insulation	-	106	18	-	-	-	-	18	17%
	Air Sealing	-	96	16	-	-	-	-	16	17%
	Duct Sealing	-	6	-	-	-	-	-	-	0%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	230	208	34	-	-	-	-	34	16%
		2023 Q1	2023 Q1	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2023 Q1-2024 Q1	
Virtual	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	2	-	-	-	-	-	-	-	-
In-Person	Insulation	-	175	9	45	-	-	-	54	31%
	Air Sealing	-	154	9	41	-	-	-	50	32%
	Duct Sealing	-	14	-	2	-	-	-	2	14%
	Duct Insulation	-	1	-	-	-	-	-	-	0%
	Total	231	344	18	88	-	-	-	106	31%
		2023 Q2	2023 Q2	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2023 Q2-2024 Q2	
Virtual	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-
In-Person	Insulation	-	116	3	-	-	-	-	3	3%
	Air Sealing	-	103	1	-	-	-	-	1	1%
	Duct Sealing	-	10	-	-	-	-	-	-	0%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	169	229	4	-	-	-	-	4	2%
		2023 Q3	2023 Q3	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2023 Q3-2024 Q3	
Virtual	Insulation	-	1	-	-	-	-	-	-	0%
	Air Sealing	-	1	-	-	-	-	-	-	0%
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	4	2	-	-	-	-	-	-	0%
In-Person	Insulation	-	102	-	-	-	-	-	-	0%
	Air Sealing	-	96	-	-	-	-	-	-	0%
	Duct Sealing	-	11	-	-	-	-	-	-	0%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	162	209	-	-	-	-	-	-	0%
		2023 Q4	2023 Q4	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2024 Q4	2023 Q4-2024 Q4	
Virtual	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-
In-Person	Insulation	-	-	-	-	-	-	-	-	-
	Air Sealing	-	-	-	-	-	-	-	-	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-	-	-

Cape Light Compact

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation		342	3	48	78	44	11	184	54%
	Air Sealing		296	3	42	63	38	10	156	53%
	Duct Sealing		12		2	2	1		5	42%
	Duct Insulation		-	-	-		-		-	-
	Total	486	650	6	92	143	83	21	345	53%
In-Person	Insulation		792	19	164	179	83	21	466	59%
	Air Sealing		731	19	157	161	77	20	434	59%
	Duct Sealing		50		12	14	4	1	31	62%
	Duct Insulation		11			3	1	-	4	36%
	Total	1,081	1,584	38	333	357	165	42	935	59%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation		129	3	18	21	11	6	59	46%
	Air Sealing		119	3	18	18	9	6	54	45%
	Duct Sealing		6		2		1		3	50%
	Duct Insulation		2		2				2	100%
	Total	214	256	6	40	39	21	12	118	46%
In-Person	Insulation		963	36	244	189	42	17	528	55%
	Air Sealing		878	34	231	175	34	17	491	56%
	Duct Sealing		79	2	26	11	1		40	51%
	Duct Insulation		9		2	2	1		5	56%
	Total	1,361	1,929	72	503	377	78	34	1,064	55%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation		21	1	1	1	3	-	6	29%
	Air Sealing		18	1	1	1	2	-	5	28%
	Duct Sealing		-	-	-				-	-
	Duct Insulation		-	-	-				-	-
	Total	49	39	2	2	2	5	-	11	28%
In-Person	Insulation		837	53	290	79	48	17	487	58%
	Air Sealing		781	50	268	78	45	15	456	58%
	Duct Sealing		55	2	19	8	2	2	33	60%
	Duct Insulation		11		6	1	1		8	73%
	Total	1,248	1,684	105	583	166	96	34	984	58%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation		12	1	2	1	1		5	42%
	Air Sealing		13	1	2	1	1		5	38%
	Duct Sealing		1	-					-	0%
	Duct Insulation		-	-					-	-
	Total	26	26	2	4	2	2	-	10	38%
In-Person	Insulation		871	97	268	81	17	10	473	54%
	Air Sealing		796	92	254	69	14	9	438	55%
	Duct Sealing		52	7	18	3		2	30	58%
	Duct Insulation		15	3	1	2			6	40%
	Total	1,243	1,734	199	541	155	31	21	947	55%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation		24	1	9	4	2	1	17	71%
	Air Sealing		23	1	8	4	2	1	16	70%
	Duct Sealing								-	-
	Duct Insulation		-	-					-	-
	Total	43	47	2	17	8	4	2	33	70%
In-Person	Insulation		868	120	244	40	24		428	49%
	Air Sealing		764	109	216	38	23	2	388	51%
	Duct Sealing		48	8	12		1		21	44%
	Duct Insulation		4		2			1	3	75%
	Total	1,295	1,684	237	474	78	48	3	840	50%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation		43	2	14	8	2	1	27	63%
	Air Sealing		34	1	13	6	2	1	23	68%
	Duct Sealing		1						-	0%
	Duct Insulation								-	-
	Total	89	78	3	27	14	4	2	50	64%
In-Person	Insulation		639	88	168	75	9	8	348	54%
	Air Sealing		578	84	151	70	8	8	321	56%
	Duct Sealing		41	2	9	4			15	37%
	Duct Insulation		10	1	3	2			6	60%
	Total	1,013	1,268	175	331	151	17	16	690	54%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation		14	-	6	1	1		8	57%
	Air Sealing		12	-	4	1	1		6	50%
	Duct Sealing			-					-	-
	Duct Insulation								-	-
	Total	89	26	-	10	2	2	-	14	54%
In-Person	Insulation		637	100	209	33	22	9	373	59%
	Air Sealing		577	97	232	33	23	8	393	68%
	Duct Sealing		28	2	5	5	1	1	14	50%
	Duct Insulation		6	1	1	1	1		4	67%
	Total	1,013	1,248	200	447	72	47	18	784	63%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation		11			9			9	82%
	Air Sealing		7			7			7	100%
	Duct Sealing		1			1			1	100%
	Duct Insulation					-			-	-
	Total	34	19	-	-	17	-	-	17	89%
In-Person	Insulation		494	84	139	6	11		240	49%
	Air Sealing		448	79	122	55	9		265	59%
	Duct Sealing		19	5	5	1	1		12	63%

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Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
		2021 Q1	2021 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2021 Q1-2022 Q1	
Virtual	Insulation	-	657	40	136	77	49	7	309	47%
	Air Sealing	-	607	37	129	72	48	7	293	48%
	Duct Sealing	-	60	4	12	4	1	-	21	35%
	Duct Insulation	-	1	-	-	-	-	-	-	0%
	Total	923	1,325	81	277	153	98	14	623	47%
In-Person	Insulation	-	1,812	87	408	225	111	15	846	47%
	Air Sealing	-	1,716	86	395	216	106	15	818	48%
	Duct Sealing	-	253	7	39	31	14	1	92	36%
	Duct Insulation	-	45	2	2	3	-	-	7	16%
	Total	2,139	3,826	182	844	475	231	31	1,763	46%
		2021 Q2	2021 Q2	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2021 Q2-2022 Q2	
Virtual	Insulation	-	372	13	60	57	8	10	148	40%
	Air Sealing	-	339	10	55	55	8	8	136	40%
	Duct Sealing	-	28	1	2	3	1	-	7	25%
	Duct Insulation	-	4	-	-	-	2	-	2	50%
	Total	566	743	24	117	115	19	18	293	39%
In-Person	Insulation	-	1,597	88	313	240	22	21	684	43%
	Air Sealing	-	1,496	85	288	222	21	19	635	42%
	Duct Sealing	-	277	11	50	35	5	2	103	37%
	Duct Insulation	-	22	-	4	2	-	-	6	27%
	Total	2,040	3,392	184	655	499	48	42	1,428	42%
		2021 Q3	2021 Q3	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2021 Q3-2022 Q3	
Virtual	Insulation	-	160	3	44	9	5	-	61	38%
	Air Sealing	-	149	3	40	9	5	-	57	38%
	Duct Sealing	-	14	-	4	-	-	-	4	29%
	Duct Insulation	-	2	-	-	-	-	-	-	0%
	Total	251	325	6	88	18	10	-	122	38%
In-Person	Insulation	-	1,667	92	558	85	32	20	787	47%
	Air Sealing	-	1,570	91	524	81	34	16	746	48%
	Duct Sealing	-	282	8	82	13	4	6	113	40%
	Duct Insulation	-	23	-	5	2	-	-	7	30%
	Total	2,194	3,542	191	1,169	181	70	42	1,653	47%
		2021 Q4	2021 Q4	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2021 Q4-2022 Q4	
Virtual	Insulation	-	155	23	29	11	7	1	71	46%
	Air Sealing	-	146	22	28	10	7	1	68	47%
	Duct Sealing	-	17	2	1	2	1	-	6	35%
	Duct Insulation	-	1	-	-	-	-	-	-	0%
	Total	250	319	47	58	23	15	2	145	45%
In-Person	Insulation	-	1,999	343	363	152	44	23	925	46%
	Air Sealing	-	1,872	332	360	139	34	22	887	47%
	Duct Sealing	-	338	59	56	19	5	1	140	41%
	Duct Insulation	-	32	3	3	2	-	-	8	25%
	Total	2,652	4,241	737	782	312	83	46	1,960	46%
		2022 Q1	2022 Q1	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2022 Q1-2023 Q1	
Virtual	Insulation	-	89	7	19	5	4	-	35	39%
	Air Sealing	-	84	5	19	5	3	-	32	38%
	Duct Sealing	-	10	1	4	-	-	-	5	50%
	Duct Insulation	-	1	-	1	-	-	-	1	100%
	Total	167	184	13	43	10	7	-	73	40%
In-Person	Insulation	-	2,079	172	561	163	89	32	1,017	49%
	Air Sealing	-	1,938	160	538	156	85	32	971	50%
	Duct Sealing	-	353	32	74	26	11	4	147	42%
	Duct Insulation	-	23	2	2	1	-	1	6	26%
	Total	2,759	4,393	366	1,175	346	185	69	2,141	49%
		2022 Q2	2022 Q2	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2022 Q2-2023 Q2	
Virtual	Insulation	-	73	5	21	7	4	-	37	51%
	Air Sealing	-	62	5	16	6	4	-	31	50%
	Duct Sealing	-	3	-	1	2	-	-	3	100%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	127	138	10	38	15	8	-	71	51%
In-Person	Insulation	-	1,663	126	422	171	53	10	782	47%
	Air Sealing	-	1,558	126	395	162	49	10	742	48%
	Duct Sealing	-	274	29	58	26	9	-	122	45%
	Duct Insulation	-	14	-	3	1	1	-	5	36%
	Total	2,403	3,509	281	878	360	112	20	1,651	47%
		2022 Q3	2022 Q3	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2022 Q3-2023 Q3	
Virtual	Insulation	-	31	2	8	1	-	-	11	-
	Air Sealing	-	28	2	8	1	-	-	11	-
	Duct Sealing	-	-	-	-	-	-	-	-	-
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	57	59	4	16	2	-	-	22	-
In-Person	Insulation	-	1,659	108	441	191	18	10	768	46%
	Air Sealing	-	1,581	101	420	184	15	10	730	46%
	Duct Sealing	-	293	21	91	26	4	2	144	49%
	Duct Insulation	-	27	-	10	1	2	-	13	48%
	Total	2,214	3,560	230	962	402	39	22	1,655	46%
		2022 Q4	2022 Q4	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2022 Q4-2023 Q4	
Virtual	Insulation	-	29	1	3	-	2	-	6	21%
	Air Sealing	-	28	1	3	-	1	-	5	18%
	Duct Sealing	-	1	-	-	-	-	-	-	0%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	96	58	2	6	-	3	-	11	19%
In-Person	Insulation	-	1,179	66	448	129	46	-	689	58%
	Air Sealing	-	1,129	60	428	122	43	-	653	58%
	Duct Sealing	-	195	11	70	17	5	-	103	53%

	Duct Insulation		4	2	-	-			2	50%
	Total	778	965	170	266	62	21	-	519	54%
		2023 Q1	**2023 Q1**	**2023 Q1**	**2023 Q2**	**2023 Q3**	**2023 Q4**	**2024 Q1**	**2023 Q1-2024 Q1**	
Virtual	Insulation		9		3				3	33%
	Air Sealing		7		3				3	43%
	Duct Sealing	-							-	-
	Duct Insulation	-							-	-
	Total	25	16	-	6	-	-	-	6	38%
In-Person	Insulation		606	66	191	43			300	50%
	Air Sealing		529	63	174	38			275	52%
	Duct Sealing		18	3	6				9	50%
	Duct Insulation		4	1	1				2	50%
	Total	944	1,157	133	372	81	-	-	586	51%
		2023 Q2	**2023 Q2**	**2023 Q2**	**2023 Q3**	**2023 Q4**	**2024 Q1**	**2024 Q2**	**2023 Q2-2024 Q2**	
Virtual	Insulation		5	-					-	0%
	Air Sealing		4	-					-	0%
	Duct Sealing		1	-					-	0%
	Duct Insulation	-		-					-	-
	Total	27	10	-	-	-	-	-	-	0%
In-Person	Insulation		524	91	121				212	40%
	Air Sealing		485	76	111				187	39%
	Duct Sealing		18	3	1				4	22%
	Duct Insulation		2	-					-	0%
	Total	846	1,029	170	233	-	-	-	403	39%
		2023 Q3	**2023 Q3**	**2023 Q3**	**2023 Q4**	**2024 Q1**	**2024 Q2**	**2024 Q3**	**2023 Q3-2024 Q3**	
Virtual	Insulation		18	-					-	0%
	Air Sealing		18	-					-	0%
	Duct Sealing		1	-					-	0%
	Duct Insulation	-		-					-	-
	Total	34	37	-	-	-	-	-	-	0%
In-Person	Insulation		629	72					72	11%
	Air Sealing		578	65					65	11%
	Duct Sealing		26	4					4	15%
	Duct Insulation		6	-					-	0%
	Total	931	1,239	141	-	-	-	-	141	11%
		2023 Q4	**2023 Q4**	**2023 Q4**	**2024 Q1**	**2024 Q2**	**2024 Q3**	**2024 Q4**	**2023 Q4-2024 Q4**	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-

	Duct Insulation	-	13	-	7	4	-	-	11	85%
	Total	2,633	2,516	137	953	272	94	-	1,456	58%
		2023 Q1	**2023 Q1**	**2023 Q1**	**2023 Q2**	**2023 Q3**	**2023 Q4**	**2024 Q1**	**2023 Q1-2024 Q1**	
Virtual	Insulation	-	9	-	-	-	-	-	-	0%
	Air Sealing	-	9	-	-	-	-	-	-	0%
	Duct Sealing	-	-	-	-	-	-	-	-	0%
	Duct Insulation	-	-	-	-	-	-	-	-	0%
	Total	**14**	18	-	-	-	-	-	-	**0%**
In-Person	Insulation	-	2,247	166	565	175	-	-	64	6%
	Air Sealing	-	1,983	149	508	160	-	-	61	7%
	Duct Sealing	-	333	25	101	27	-	-	8	5%
	Duct Insulation	-	23	1	7	4	-	-	1	11%
	Total	**2,873**	4,586	341	1,181	366	-	-	**134**	**7%**
		2023 Q2	**2023 Q2**	**2023 Q2**	**2023 Q3**	**2023 Q4**	**2024 Q1**	**2024 Q2**	**2023 Q2-2024 Q2**	
Virtual	Insulation	-	38	3	4	-	-	-	7	18%
	Air Sealing	-	37	4	4	-	-	-	8	22%
	Duct Sealing	-	5	2	1	-	-	-	3	60%
	Duct Insulation	-	-	-	-	-	-	-	-	-
	Total	72	80	9	9	-	-	-	18	23%
In-Person	Insulation	-	2,152	213	450	-	-	-	663	31%
	Air Sealing	-	1,833	182	398	-	-	-	580	32%
	Duct Sealing	-	289	34	70	-	-	-	104	36%
	Duct Insulation	-	29	2	8	-	-	-	10	34%
	Total	2,673	4,303	431	926	-	-	-	1,357	32%
		2023 Q3	**2023 Q3**	**2023 Q3**	**2023 Q4**	**2024 Q1**	**2024 Q2**	**2024 Q3**	**2023 Q3-2024 Q3**	
Virtual	Insulation	-	48	4	-	-	-	-	4	8%
	Air Sealing	-	44	4	-	-	-	-	4	9%
	Duct Sealing	-	12	2	-	-	-	-	2	17%
	Duct Insulation	-	2	-	-	-	-	-	-	0%
	Total	63	106	10	-	-	-	-	10	9%
In-Person	Insulation	-	2,010	243	-	-	-	-	243	12%
	Air Sealing	-	1,657	198	-	-	-	-	198	12%
	Duct Sealing	-	295	36	-	-	-	-	36	12%
	Duct Insulation	-	20	5	-	-	-	-	5	25%
	Total	2,509	3,982	482	-	-	-	-	482	12%
		2023 Q4	**2023 Q4**	**2023 Q4**	**2024 Q1**	**2024 Q2**	**2024 Q3**	**2024 Q4**	**2023 Q4-2024 Q4**	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-

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Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
			2021 Q1	**2021 Q1**	**2021 Q2**	**2021 Q3**	**2021 Q4**	**2022 Q1**	**2021 Q1-2022 Q1**	
Virtual	Insulation		65	-	6	10	8	1	25	38%
	Air Sealing		58	-	5	10	7	1	23	40%
	Duct Sealing		2	-					-	0%
	Duct Insulation		2	-					-	0%
	Total	88	127	-	11	20	15	2	48	38%
In-Person	Insulation		98	-	17	17	5	2	41	42%
	Air Sealing		94	-	17	16	5	2	40	43%
	Duct Sealing		6	-		1			1	17%
	Duct Insulation		2	-		1			1	50%
	Total	116	200	-	34	35	10	4	83	42%
		2021 Q2	**2021 Q2**	**2021 Q2**	**2021 Q3**	**2021 Q4**	**2022 Q1**	**2022 Q2**	**2021 Q2-2022 Q2**	
Virtual	Insulation		53		8	7	2		17	32%
	Air Sealing		51		8	6	2		16	31%
	Duct Sealing		2						-	0%
	Duct Insulation	-							-	-
	Total	78	106	-	16	13	4	-	33	31%
In-Person	Insulation		121	6	24	13	8	2	53	44%
	Air Sealing		113	6	22	13	7	2	50	44%
	Duct Sealing		5		1	2			3	60%
	Duct Insulation		2		1				1	50%
	Total	169	241	12	48	28	15	4	107	44%
		2021 Q3	**2021 Q3**	**2021 Q3**	**2021 Q4**	**2022 Q1**	**2022 Q2**	**2022 Q3**	**2021 Q3-2022 Q3**	
Virtual	Insulation		15	-	-	3			3	20%
	Air Sealing		15	-	-	2			2	13%
	Duct Sealing		2	-	-	-			-	0%
	Duct Insulation		1	-	-	-			-	0%
	Total	17	33	-	-	5	-	-	5	15%
In-Person	Insulation		142	5	20	23	7	1	56	39%
	Air Sealing		132	4	19	22	7	1	53	40%
	Duct Sealing		12	1	2	1		1	5	42%
	Duct Insulation		3					1	1	33%
	Total	170	289	10	41	46	14	4	115	40%
		2021 Q4	**2021 Q4**	**2021 Q4**	**2022 Q1**	**2022 Q2**	**2022 Q3**	**2022 Q4**	**2021 Q4-2022 Q4**	
Virtual	Insulation		14	1	4	1		1	7	50%
	Air Sealing		14	1	4	1		1	7	50%
	Duct Sealing	-		-					-	-
	Duct Insulation	-		-					-	-
	Total	21	28	2	8	2	-	2	14	50%
In-Person	Insulation		142	6	40	3	1		50	35%
	Air Sealing		129	6	34	3	1		44	34%
	Duct Sealing		16	-	1				1	6%
	Duct Insulation		6	-	-				-	0%
	Total	174	293	12	75	6	2	-	95	32%
		2022 Q1	**2022 Q1**	**2022 Q1**	**2022 Q2**	**2022 Q3**	**2022 Q4**	**2023 Q1**	**2022 Q1-2023 Q1**	
Virtual	Insulation		6	-	2				2	33%
	Air Sealing		5	-	2				2	40%
	Duct Sealing	-		-					-	-
	Duct Insulation	-		-					-	-
	Total	6	11	-	4	-	-	-	4	36%
In-Person	Insulation		146	10	27	9	1	7	54	37%
	Air Sealing		127	9	24	9	2	3	47	37%
	Duct Sealing		16	1	3	2			6	38%
	Duct Insulation		6	-	1	1			2	33%
	Total	182	295	20	55	21	3	10	109	37%
		2022 Q2	**2022 Q2**	**2022 Q2**	**2022 Q3**	**2022 Q4**	**2023 Q1**	**2023 Q2**	**2022 Q2-2023 Q2**	
Virtual	Insulation		7		1	1			2	29%
	Air Sealing		6		1	1			2	33%
	Duct Sealing	-			-				-	-
	Duct Insulation	-			-				-	-
	Total	9	13	-	2	2	-	-	4	31%
In-Person	Insulation		182	13	53	18	12	5	101	55%
	Air Sealing		164	13	46	14	10	4	87	53%
	Duct Sealing		23	1	8	2	3		14	61%
	Duct Insulation		9		2	2			4	44%
	Total	235	378	27	109	36	25	9	206	54%
		2022 Q3	**2022 Q3**	**2022 Q3**	**2022 Q4**	**2023 Q1**	**2023 Q2**	**2023 Q3**	**2022 Q3-2023 Q3**	
Virtual	Insulation		2						-	0%
	Air Sealing		2						-	0%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	1	4	-	-	-	-	-	-	0%
In-Person	Insulation		199	28	46	19	6	1	100	50%
	Air Sealing		186	25	45	18	6		94	51%
	Duct Sealing		21	5	6	1	1		13	62%
	Duct Insulation		2	1					1	50%
	Total	258	408	59	97	38	13	1	208	51%
		2022 Q4	**2022 Q4**	**2022 Q4**	**2023 Q1**	**2023 Q2**	**2023 Q3**	**2023 Q4**	**2022 Q4-2023 Q4**	
Virtual	Insulation		2						-	0%
	Air Sealing		2						-	0%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	2	4	-	-	-	-	-	-	0%
In-Person	Insulation		331	18	76	26	9		129	39%
	Air Sealing		295	18	69	25	9		121	41%
	Duct Sealing		38	3	10	1	2		16	42%
	Duct Insulation		3		2				2	67%
	Total	409	667	39	157	52	20	-	268	40%
		2023 Q1	**2023 Q1**	**2023 Q1**	**2023 Q2**	**2023 Q3**	**2023 Q4**	**2024 Q1**	**2023 Q1-2024 Q1**	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation		225	14	59	15			88	39%
	Air Sealing		200	12	50	13			75	38%
	Duct Sealing		9	1	9	2			12	133%
	Duct Insulation		5		1	1			2	40%
	Total	291	439	27	119	31	-	-	177	40%
		2023 Q2	**2023 Q2**	**2023 Q2**	**2023 Q3**	**2023 Q4**	**2024 Q1**	**2024 Q2**	**2023 Q2-2024 Q2**	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	1	-	-	-	-	-	-	-	-
In-Person	Insulation		188	6	48				54	29%
	Air Sealing		167	6	44				50	30%
	Duct Sealing		9		3				3	33%
	Duct Insulation		6		1				1	17%
	Total	271	370	12	96	-	-	-	108	29%
		2023 Q3	**2023 Q3**	**2023 Q3**	**2023 Q4**	**2024 Q1**	**2024 Q2**	**2024 Q3**	**2023 Q3-2024 Q3**	
Virtual	Insulation		2						-	0%
	Air Sealing		2						-	0%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	2	4	-	-	-	-	-	-	0%
In-Person	Insulation		179	10					10	6%
	Air Sealing		168	9					9	5%
	Duct Sealing		20						-	0%
	Duct Insulation		7						-	0%
	Total	249	374	19	-	-	-	-	19	5%
		2023 Q4	**2023 Q4**	**2023 Q4**	**2024 Q1**	**2024 Q2**	**2024 Q3**	**2024 Q4**	**2023 Q4-2024 Q4**	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-

Berkshire

Audit Type	Measures	Unique HEA Count	# of Recommendations	# of Conversions (Incremental)					Total # of Conversions (Cumulative)	Conversion Rate
			2021 Q1	**2021 Q1**	**2021 Q2**	**2021 Q3**	**2021 Q4**	**2022 Q1**	**2021 Q1-2022 Q1**	
Virtual	Insulation		170	64	21	1	3	2	91	54%
	Air Sealing		163	67	21	3	3	2	96	59%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	239	333	131	42	4	6	4	187	56%
In-Person	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total								-	-
		2021 Q2	**2021 Q2**	**2021 Q2**	**2021 Q3**	**2021 Q4**	**2022 Q1**	**2022 Q2**	**2021 Q2-2022 Q2**	
Virtual	Insulation		38	18	1	1	2		22	58%
	Air Sealing		38	18	1	1	2		22	58%
	Duct Sealing		1						-	0%
	Duct Insulation								-	-
	Total	58	77	36	2	2	4	-	44	57%
In-Person	Insulation		71	15	14		1	1	31	44%
	Air Sealing		69	16	14		1	1	32	46%
	Duct Sealing		1		1				1	100%
	Duct Insulation		1		1				1	100%
	Total	98	142	31	30	-	2	2	65	46%
		2021 Q3	**2021 Q3**	**2021 Q3**	**2021 Q4**	**2022 Q1**	**2022 Q2**	**2022 Q3**	**2021 Q3-2022 Q3**	
Virtual	Insulation		14	1	2	1			4	29%
	Air Sealing		11	1	2	1			4	36%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	15	25	2	4	2	-	-	8	32%
In-Person	Insulation		90	19	20	3	1		43	48%
	Air Sealing		91	20	20	3	1		44	48%

In-Person	Duct Sealing		1						-	0%
	Duct Insulation								-	-
	Total	163	182	39	40	6	2	-	87	48%
		2021 Q4	**2021 Q4**	**2021 Q4**	**2022 Q1**	**2022 Q2**	**2022 Q3**	**2022 Q4**	**2021 Q4-2022 Q4**	
Virtual	Insulation		30	11	3				14	48%
	Air Sealing		31	13	4				16	53%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	41	61	24	7				31	51%
In-Person	Insulation		96	35	11		1	1	48	50%
	Air Sealing		97	40	11		1	1	54	55%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	130	193	75	22				97	50%
		2022 Q1	**2022 Q1**	**2022 Q1**	**2022 Q2**	**2022 Q3**	**2022 Q4**	**2023 Q1**	**2022 Q1-2023 Q1**	
Virtual	Insulation		20	3	4	1			8	40%
	Air Sealing		20	3	4	1			8	40%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	30	40	6	8	2	-		16	40%
In-Person	Insulation		98	24	13	2	3	-	42	43%
	Air Sealing		85	23	13	2	3	-	41	48%
	Duct Sealing		2						-	0%
	Duct Insulation		2						-	0%
	Total	160	187	47	26	4	6	-	83	44%
		2022 Q2	**2022 Q2**	**2022 Q2**	**2022 Q3**	**2022 Q4**	**2023 Q1**	**2023 Q2**	**2022 Q2-2023 Q2**	
Virtual	Insulation		30	14	3				17	57%
	Air Sealing		28	14	3				17	61%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	46	30	28	6	-			34	113%
In-Person	Insulation		135	29	18	6	1	-	54	40%
	Air Sealing		120	29	18	6	1	-	54	45%
	Duct Sealing		-						-	-
	Duct Insulation		-						-	-
	Total	232	135	58	36	12	2		108	80%
		2022 Q3	**2022 Q3**	**2022 Q3**	**2022 Q4**	**2023 Q1**	**2023 Q2**	**2023 Q3**	**2022 Q3-2023 Q3**	
Virtual	Insulation		1						-	-
	Air Sealing		1						-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	2	2	-	-	-	-	-	-	-
In-Person	Insulation		154	24	25	5	1		55	36%
	Air Sealing		142	24	24	5	1		54	38%
	Duct Sealing		2						-	0%
	Duct Insulation		2						-	0%
	Total	255	300	48	49	10	2		109	36%
		2022 Q4	**2022 Q4**	**2022 Q4**	**2023 Q1**	**2023 Q2**	**2023 Q3**	**2023 Q4**	**2022 Q4-2023 Q4**	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	-	-	-	-	-	-	-	-	-
In-Person	Insulation		186	92	21	5			118	63%
	Air Sealing		172	93	21	5			119	69%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	287	358	185	42	10	-	-	237	66%
		2023 Q1	**2023 Q1**	**2023 Q1**	**2023 Q2**	**2023 Q3**	**2023 Q4**	**2024 Q1**	**2023 Q1-2024 Q1**	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation		224	66	11	18			95	42%
	Air Sealing		204	66	11	18			95	47%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	337	428	132	22	36	-	-	132	31%
		2023 Q2	**2023 Q2**	**2023 Q2**	**2023 Q3**	**2023 Q4**	**2024 Q1**	**2024 Q2**	**2023 Q2-2024 Q2**	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation		214	37	22				59	28%
	Air Sealing		159	37	22				59	37%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		373	74	44	-	-	-	118	32%
		2023 Q3	**2023 Q3**	**2023 Q3**	**2023 Q4**	**2024 Q1**	**2024 Q2**	**2024 Q3**	**2023 Q3-2024 Q3**	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation		203	45					45	22%
	Air Sealing		198	42					42	21%
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total	290	401	87	-	-	-	-	87	22%
		2023 Q4	**2023 Q4**	**2023 Q4**	**2024 Q1**	**2024 Q2**	**2024 Q3**	**2024 Q4**	**2023 Q4-2024 Q4**	
Virtual	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-
In-Person	Insulation								-	-
	Air Sealing								-	-
	Duct Sealing								-	-
	Duct Insulation								-	-
	Total		-	-	-	-	-	-	-	-

KPI #2: Provide quantities for all measures in the Residential and Income Eligible sectors.

Electric Quantities

Core Initiative	Measure	BCR Measure ID	National Grid	Eversource	Cape Light Compact	Unitil
A1a - Residential New Homes & Renovations	RNC Heating (Low Rise)	EA1a001	1,069	1,630	397	42
A1a - Residential New Homes & Renovations	RNC Cooling (Low Rise)	EA1a002	1,020	1,630	374	42
A1a - Residential New Homes & Renovations	RNC Water Heating (Low Rise)	EA1a003	689	1,630	224	24
A1a - Residential New Homes & Renovations	RNC Heating (High Rise)	EA1a008	1,145	16	-	0
A1a - Residential New Homes & Renovations	RNC Cooling (High Rise)	EA1a009	1,145	15	-	0
A1a - Residential New Homes & Renovations	RNC Water Heating (High Rise)	EA1a010	1,145	7	-	0
A1a - Residential New Homes & Renovations	RNC Lighting (High Rise)	EA1a011	1,145	13	-	44
A1a - Residential New Homes & Renovations	RNC Heating (Passive House)	EA1a013	48	50	4	0
A1a - Residential New Homes & Renovations	RNC Cooling (Passive House)	EA1a014	48	1	-	0
A1a - Residential New Homes & Renovations	RNC Water Heating (Passive House)	EA1a015		1	-	0
A1a - Residential New Homes & Renovations	RNC Lighting (Passive House)	EA1a016	48	3	4	0
A1a - Residential New Homes & Renovations	RNC Heating - All-Electric	EA1a018	236	196	-	1
A1a - Residential New Homes & Renovations	RNC Water Heating - All-Electric	EA1a019	220	196	-	1
A1a - Residential New Homes & Renovations	R&A Heating	EA1a005	137	357	30	0
A1a - Residential New Homes & Renovations	R&A Cooling	EA1a006	123	357	30	0
A1a - Residential New Homes & Renovations	R&A Water Heating	EA1a007	53	357	15	0
A1a - Residential New Homes & Renovations	Codes Development and Support	EA1a020			1	0
A1a - Residential New Homes & Renovations	Incentive Cost Adjustment	EA1a000			-	0
A2a - Residential Coordinated Delivery	Air Sealing, Electric (Single Family)	EA2a028	473	428	241	6
A2a - Residential Coordinated Delivery	Air Sealing, Gas (Single Family)	EA2a029	3	7	-	0
A2a - Residential Coordinated Delivery	Air Sealing, Oil (Single Family)	EA2a030	3,596	2,953	681	166
A2a - Residential Coordinated Delivery	Air Sealing, Other (Single Family)	EA2a031	266	344	135	7
A2a - Residential Coordinated Delivery	Insulation, Electric (Single Family)	EA2a032	411	433	442	11
A2a - Residential Coordinated Delivery	Insulation, Gas (Single Family)	EA2a033	11	15	-	0
A2a - Residential Coordinated Delivery	Insulation, Oil (Single Family)	EA2a034	3,279	2,929	1,130	177
A2a - Residential Coordinated Delivery	Insulation, Other (Single Family)	EA2a035	246	330	240	8
A2a - Residential Coordinated Delivery	Simplified Savings - Air Sealing, Electric (Single Family)	EA2a323	-	-	-	0
A2a - Residential Coordinated Delivery	Simplified Savings - Air Sealing, Gas, (Single Family)	EA2a324	-	-	-	0
A2a - Residential Coordinated Delivery	Simplified Savings - Air Sealing, Oil (Single Family)	EA2a325	-	-	-	0
A2a - Residential Coordinated Delivery	Simplified Savings - Air Sealing, Other (Single Family)	EA2a326	-	-	-	0
A2a - Residential Coordinated Delivery	Simplified Savings - Insulation, Electric (Single Family)	EA2a327	-	-	-	0
A2a - Residential Coordinated Delivery	Simplified Savings - Insulation, Gas (Single Family)	EA2a328	-	-	-	0
A2a - Residential Coordinated Delivery	Simplified Savings - Insulation, Oil (Single Family)	EA2a329	-	-	-	0
A2a - Residential Coordinated Delivery	Simplified Savings - Insulation, Other (Single Family)	EA2a330	-	-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Air Sealing, Electric (Single Family)	EA2a301	9	9	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Air Sealing, Gas (Single Family)	EA2a302		-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Air Sealing, Oil (Single Family)	EA2a303	56	38	-	3
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Air Sealing, Other (Single Family)	EA2a304		5	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Insulation, Electric (Single Family)	EA2a305	9	10	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Insulation, Gas (Single Family)	EA2a306		-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Insulation, Oil (Single Family)	EA2a307	54	41	-	3
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Insulation, Other (Single Family)	EA2a308		6	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Simplified Savings - Air Sealing, Electric (Single Family)	EA2a331	-	-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Simplified Savings - Air Sealing, Gas, (Single Family)	EA2a332	-	-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Simplified Savings - Air Sealing, Oil (Single Family)	EA2a333	-	-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Simplified Savings - Air Sealing, Other (Single Family)	EA2a334	-	-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Simplified Savings - Insulation, Electric (Single Family)	EA2a335	-	-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Simplified Savings - Insulation, Gas (Single Family)	EA2a336	-	-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Simplified Savings - Insulation, Oil (Single Family)	EA2a337	-	-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Simplified Savings - Insulation, Other (Single Family)	EA2a338	-	-	-	0
A2a - Residential Coordinated Delivery	Duct Sealing, Electric (Single Family)	EA2a040	19	23	2	0
A2a - Residential Coordinated Delivery	Duct Sealing, Gas (Single Family)	EA2a041		-	-	0
A2a - Residential Coordinated Delivery	Duct Sealing, Oil (Single Family)	EA2a042	305	354	31	11
A2a - Residential Coordinated Delivery	Duct Sealing, Other (Single Family)	EA2a043	31	36	5	0
A2a - Residential Coordinated Delivery	Duct Insulation, Electric (Single Family)	EA2a036	2	5	-	0
A2a - Residential Coordinated Delivery	Duct Insulation, Gas (Single Family)	EA2a037		-	-	0
A2a - Residential Coordinated Delivery	Duct Insulation, Oil (Single Family)	EA2a038	39	60	5	0
A2a - Residential Coordinated Delivery	Duct Insulation, Other (Single Family)	EA2a039		13	1	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Electric (Single Family)	EA2a044		65	64	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Gas (Single Family)	EA2a045		2	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Oil (Single Family)	EA2a046		88	47	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Other (Single Family)	EA2a047		26	16	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Heating), Gas (Single Family)	EA2a048		-	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Heating), Oil (Single Family)	EA2a049		-	-	0

Core Initiative	Measure	BCR Measure ID	National Grid	Eversource	Cape Light Compact	Unitil
A2a - Residential Coordinated Delivery	Pipe Wrap (Heating), Other (Single Family)	EA2a050		-	1	0
A2a - Residential Coordinated Delivery	Faucet Aerator, Electric (Single Family)	EA2a051	657	1,944	193	14
A2a - Residential Coordinated Delivery	Faucet Aerator, Gas (Single Family)	EA2a052	190	142	4	0
A2a - Residential Coordinated Delivery	Faucet Aerator, Oil (Single Family)	EA2a053	4,433	3,118	206	71
A2a - Residential Coordinated Delivery	Faucet Aerator, Other (Single Family)	EA2a054	509	565	28	4
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Electric (Single Family)	EA2a055	684	2,114	269	33
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Gas (Single Family)	EA2a056	225	105	2	0
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Oil (Single Family)	EA2a057	4,590	3,131	281	103
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Other (Single Family)	EA2a058	643	633	86	9
A2a - Residential Coordinated Delivery	Programmable Thermostat, Electric (Single Family)	EA2a059	222	505	187	1
A2a - Residential Coordinated Delivery	Programmable Thermostat, Gas (Single Family)	EA2a060		81	-	0
A2a - Residential Coordinated Delivery	Programmable Thermostat, Oil (Single Family)	EA2a061	3,935	2,907	383	171
A2a - Residential Coordinated Delivery	Programmable Thermostat, Other (Single Family)	EA2a062	257	311	80	2
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Electric (Single Family)	EA2a290		-	-	0
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, AC Only (Single Family)	EA2a064	1	26	-	0
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Gas (Single Family)	EA2a065	8	3	-	0
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Oil (Single Family)	EA2a067	69	24	15	9
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Other (Single Family)	EA2a069		1	3	1
A2a - Residential Coordinated Delivery	Air Sealing, Electric (Attached Low Rise)	EA2a105	259	184	218	0
A2a - Residential Coordinated Delivery	Air Sealing, Gas (Attached Low Rise)	EA2a293		-	-	0
A2a - Residential Coordinated Delivery	Air Sealing, Oil (Attached Low Rise)	EA2a106	458	462	-	1
A2a - Residential Coordinated Delivery	Air Sealing, Other (Attached Low Rise)	EA2a107	27	35	10	0
A2a - Residential Coordinated Delivery	Insulation, Electric (Attached Low Rise)	EA2a108	185	171	261	0
A2a - Residential Coordinated Delivery	Insulation, Cooling for Electrically-Heated Unit (Attached Low Rise)	EA2a109		1	64	0
A2a - Residential Coordinated Delivery	Insulation, Gas (Attached Low Rise)	EA2a294		-	-	0
A2a - Residential Coordinated Delivery	Insulation, Oil (Attached Low Rise)	EA2a110	389	466	6	0
A2a - Residential Coordinated Delivery	Insulation, Other (Attached Low Rise)	EA2a111	26	34	25	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Air Sealing, Electric (Attached Low Rise)	EA2a309	-	2	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Air Sealing, Gas (Attached Low Rise)	EA2a310		-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Air Sealing, Oil (Attached Low Rise)	EA2a311	55	3	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Air Sealing, Other (Attached Low Rise)	EA2a312		-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Insulation, Electric (Attached Low Rise)	EA2a313		2	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Insulation, Cooling for Electrically-Heated Unit (Attached Low Rise)	EA2a314		-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Insulation, Gas (Attached Low Rise)	EA2a315		-	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Insulation, Oil (Attached Low Rise)	EA2a316	55	4	-	0
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Insulation, Other (Attached Low Rise)	EA2a317		-	-	0
A2a - Residential Coordinated Delivery	Duct Sealing, Elec (Attached Low Rise)	EA2a113	5	23	1	0
A2a - Residential Coordinated Delivery	Duct Sealing, Gas (Attached Low Rise)	EA2a114		-	-	0
A2a - Residential Coordinated Delivery	Duct Sealing, Oil (Attached Low Rise)	EA2a115	2	12	-	0
A2a - Residential Coordinated Delivery	Duct Sealing, Other (Attached Low Rise)	EA2a116	3	5	-	0
A2a - Residential Coordinated Delivery	Duct Insulation, Elec (Attached Low Rise)	EA2a117	288	1	1	0
A2a - Residential Coordinated Delivery	Duct Insulation, Gas (Attached Low Rise)	EA2a118		-	-	0
A2a - Residential Coordinated Delivery	Duct Insulation, Oil (Attached Low Rise)	EA2a119	138	1	-	0
A2a - Residential Coordinated Delivery	Duct Insulation, Other (Attached Low Rise)	EA2a120		-	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Electric (Attached Low Rise)	EA2a121		10	22	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Gas (Attached Low Rise)	EA2a122		-	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Oil (Attached Low Rise)	EA2a123		2	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Other (Attached Low Rise)	EA2a124		-	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Heating), Gas (Attached Low Rise)	EA2a125		-	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Heating), Oil (Attached Low Rise)	EA2a126		-	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Heating), Other (Attached Low Rise)	EA2a127		-	-	0
A2a - Residential Coordinated Delivery	Faucet Aerator, Electric (Attached Low Rise)	EA2a128	341	503	9	0
A2a - Residential Coordinated Delivery	Faucet Aerator, Gas (Attached Low Rise)	EA2a129	107	160	-	0
A2a - Residential Coordinated Delivery	Faucet Aerator, Oil (Attached Low Rise)	EA2a130	553	345	-	0
A2a - Residential Coordinated Delivery	Faucet Aerator, Other (Attached Low Rise)	EA2a131	64	44	-	0
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Electric (Attached Low Rise)	EA2a132	293	415	23	0
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Gas (Attached Low Rise)	EA2a133	95	153	-	0
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Oil (Attached Low Rise)	EA2a134	416	314	-	0
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Other (Attached Low Rise)	EA2a135	68	39	-	0
A2a - Residential Coordinated Delivery	Programmable Thermostat, Electric (Attached Low Rise)	EA2a142	157	37	130	0
A2a - Residential Coordinated Delivery	Programmable Thermostat, Gas (Attached Low Rise)	EA2a144		4	-	0
A2a - Residential Coordinated Delivery	Programmable Thermostat, Oil (Attached Low Rise)	EA2a145	392	357	-	0
A2a - Residential Coordinated Delivery	Programmable Thermostat, Other (Attached Low Rise)	EA2a146	42	32	-	0
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Electric (Attached Low Rise)	EA2a289		-	-	0
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, AC Only (Attached Low Rise)	EA2a268		1	-	0
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Gas (Attached Low Rise)	EA2a148		-	-	0
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Oil (Attached Low Rise)	EA2a269	1	-	-	0
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Other (Attached Low Rise)	EA2a149		1	-	0
A2a - Residential Coordinated Delivery	LED Bulb, Common Area, Other (Attached Low Rise)	EA2a159		135	216	0
A2a - Residential Coordinated Delivery	LED Fixture, Common Area (Attached Low Rise)	EA2a160		320	-	0

Core Initiative	Measure	BCR Measure ID	National Grid	Eversource	Cape Light Compact	Unitil
A2a - Residential Coordinated Delivery	LED Fixture, Common Area, Linear (Attached Low Rise)	EA2a161		205	-	0
A2a - Residential Coordinated Delivery	LED Fixture, Common Area, Exterior (Attached Low Rise)	EA2a162		32	-	0
A2a - Residential Coordinated Delivery	Occupancy Sensor, Common Area (Attached Low Rise)	EA2a163		-	-	0
A2a - Residential Coordinated Delivery	Air Sealing, Electric (High Rise)	EA2a193	534	6	-	0
A2a - Residential Coordinated Delivery	Air Sealing, Oil (High Rise)	EA2a194	268	-	-	0
A2a - Residential Coordinated Delivery	Air Sealing, Other (High Rise)	EA2a195		-	-	0
A2a - Residential Coordinated Delivery	Insulation, Electric (High Rise)	EA2a196	534	6	-	0
A2a - Residential Coordinated Delivery	Insulation, Cooling for Electrically-Heated Unit (High Rise)	EA2a197		-	-	0
A2a - Residential Coordinated Delivery	Insulation, Oil (High Rise)	EA2a198	268	-	-	0
A2a - Residential Coordinated Delivery	Insulation, Other (High Rise)	EA2a199		-	-	0
A2a - Residential Coordinated Delivery	Duct Sealing, Elec (High Rise)	EA2a201		-	-	0
A2a - Residential Coordinated Delivery	Duct Sealing, Gas (High Rise)	EA2a202		-	-	0
A2a - Residential Coordinated Delivery	Duct Sealing, Oil (High Rise)	EA2a203		-	-	0
A2a - Residential Coordinated Delivery	Duct Sealing, Other (High Rise)	EA2a204		-	-	0
A2a - Residential Coordinated Delivery	Duct Insulation, Elec (High Rise)	EA2a205		-	-	0
A2a - Residential Coordinated Delivery	Duct Insulation, Gas (High Rise)	EA2a206		-	-	0
A2a - Residential Coordinated Delivery	Duct Insulation, Oil (High Rise)	EA2a207		-	-	0
A2a - Residential Coordinated Delivery	Duct Insulation, Other (High Rise)	EA2a208		-	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Electric (High Rise)	EA2a209	52	2	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Gas (High Rise)	EA2a210		-	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Oil (High Rise)	EA2a211		1	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Other (High Rise)	EA2a212		2	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Heating), Gas (High Rise)	EA2a213		-	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Heating), Oil (High Rise)	EA2a214		-	-	0
A2a - Residential Coordinated Delivery	Pipe Wrap (Heating), Other (High Rise)	EA2a215		-	-	0
A2a - Residential Coordinated Delivery	Faucet Aerator, Electric (High Rise)	EA2a216	36	5	-	0
A2a - Residential Coordinated Delivery	Faucet Aerator, Gas (High Rise)	EA2a217		-	-	0
A2a - Residential Coordinated Delivery	Faucet Aerator, Oil (High Rise)	EA2a218		1	-	0
A2a - Residential Coordinated Delivery	Faucet Aerator, Other (High Rise)	EA2a219	1	1	-	0
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Electric (High Rise)	EA2a220	47	17	-	0
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Gas (High Rise)	EA2a221		-	-	0
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Oil (High Rise)	EA2a222		1	-	0
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Other (High Rise)	EA2a223	3	1	-	0
A2a - Residential Coordinated Delivery	Low-Flow Showerhead with TSV, Electric (High Rise)	EA2a224	4	-	-	0
A2a - Residential Coordinated Delivery	Low-Flow Showerhead with TSV, Oil (High Rise)	EA2a225		-	-	0
A2a - Residential Coordinated Delivery	Low-Flow Showerhead with TSV, Other (High Rise)	EA2a226		-	-	0
A2a - Residential Coordinated Delivery	Thermostatic Shut-off Valve, Electric (High Rise)	EA2a227		-	-	0
A2a - Residential Coordinated Delivery	Thermostatic Shut-off Valve, Oil (High Rise)	EA2a228		-	-	0
A2a - Residential Coordinated Delivery	Thermostatic Shut-off Valve, Other (High Rise)	EA2a229		-	-	0
A2a - Residential Coordinated Delivery	Programmable Thermostat, Electric Resistance, No AC (High Rise)	EA2a230	201	1	-	0
A2a - Residential Coordinated Delivery	Programmable Thermostat, Electric Resistance, With AC (High Rise)	EA2a231		-	-	0
A2a - Residential Coordinated Delivery	Programmable Thermostat, AC Only (High Rise)	EA2a232		-	-	0
A2a - Residential Coordinated Delivery	Programmable Thermostat, Heat Pump (High Rise)	EA2a233		-	-	0
A2a - Residential Coordinated Delivery	Programmable Thermostat, Oil (High Rise)	EA2a234	13	1	-	0
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, AC Only (High Rise)	EA2a235		-	-	0
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Oil (High Rise)	EA2a236		-	-	0
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Other (High Rise)	EA2a237		-	-	0
A2a - Residential Coordinated Delivery	LED Bulb, Common Area (High Rise)	EA2a243		-	-	0
A2a - Residential Coordinated Delivery	LED Fixture, Indoor Common Area (High Rise)	EA2a244	182	-	-	0
A2a - Residential Coordinated Delivery	LED Fixture, Linear Indoor Common Area (High Rise)	EA2a245		-	-	0
A2a - Residential Coordinated Delivery	LED Fixture, Outdoor Common Area (High Rise)	EA2a246	39	-	-	0
A2a - Residential Coordinated Delivery	Occupancy Sensor, Common Area (High Rise)	EA2a247		-	-	0
A2a - Residential Coordinated Delivery	Custom - Heat Pumps displacing Electric Heat	EA2a248		-	3	0
A2a - Residential Coordinated Delivery	Custom - Heat Pumps displacing Oil	EA2a276		-	-	0
A2a - Residential Coordinated Delivery	Custom - Heat Pumps displacing Propane	EA2a277		-	-	0
A2a - Residential Coordinated Delivery	Custom - Motors & VFD	EA2a250		1	-	0
A2a - Residential Coordinated Delivery	Custom - HVAC	EA2a272		-	-	0
A2a - Residential Coordinated Delivery	Custom - Water Heating	EA2a273		-	-	0
A2a - Residential Coordinated Delivery	Custom - Process	EA2a251		-	-	0
A2a - Residential Coordinated Delivery	Custom - CHP	EA2a252		-	-	0
A2a - Residential Coordinated Delivery	Custom - Other	EA2a253		-	-	0
A2a - Residential Coordinated Delivery	Smart Strip, Tier 1	EA2a008	25,719	33,593	3,180	421
A2a - Residential Coordinated Delivery	Smart Strip, Tier 2	EA2a009		-	-	0
A2a - Residential Coordinated Delivery	Vending Misers	EA2a249		-	-	0
A2a - Residential Coordinated Delivery	LED Bulb	EA2a320	648	2,232	558	480
A2a - Residential Coordinated Delivery	LED Bulb, Specialty	EA2a321	56	543	150	120
A2a - Residential Coordinated Delivery	LED Bulb, Reflector	EA2a322	205	6	294	222
A2a - Residential Coordinated Delivery	Pre-Weatherization Barriers	EA2a318		4	-	18
A2a - Residential Coordinated Delivery	Pre-Weatherization Barriers (moderate income)	EA2a319		9	-	0
A2a - Residential Coordinated Delivery	Other - Weatherization Project Support Incentives	EA2a339	-	-	-	0

Core Initiative	Measure	BCR Measure ID	National Grid	Eversource	Cape Light Compact	Unitil
A2a - Residential Coordinated Delivery	Incentive Cost Adjustment	EA2a000		-	-	0
A2c - Residential Retail	Midstream - Central Heat Pump, No Integrated Controls	EA2c003	518	-	206	17.37
A2c - Residential Retail	Midstream - MSHP, No Integrated Controls	EA2c004	1,532	5,284	1,169	94.61
A2c - Residential Retail	MSHP displacing Electric Heat	EA2c256	2,085	1,435	820	16.22
A2c - Residential Retail	Air-to-Water Heat Pump displacing Electric Heat	EA2c371		-	-	0
A2c - Residential Retail	Closed Loop GSHP replacing Electric Heat	EA2c372	2	9	-	0
A2c - Residential Retail	Open Loop GSHP replacing Electric Heat	EA2c373	3	-	-	0
A2c - Residential Retail	MSHP Integrated Controls Retrofit Oil	EA2c270		8	-	0
A2c - Residential Retail	MSHP Integrated Controls Retrofit, Propane	EA2c269		1	2	0
A2c - Residential Retail	Central Heat Pump partially displacing Oil Heat (weatherized)	EA2c266	603	287	-	0
A2c - Residential Retail	Central Heat Pump partially displacing Propane Heat (weatherized)	EA2c265	190	62	-	0
A2c - Residential Retail	MSHP partially displacing Oil Heat (weatherized)	EA2c268	612	223	36	0
A2c - Residential Retail	MSHP partially displacing Propane Heat (weatherized)	EA2c267	79	34	6	0
A2c - Residential Retail	Central Heat Pump fully displacing Oil Heat (weatherized)	EA2c272	999	686	98	29.6
A2c - Residential Retail	Central Heat Pump fully displacing Propane Heat (weatherized)	EA2c271	95	53	34	5.47
A2c - Residential Retail	MSHP fully displacing Oil Heat (weatherized)	EA2c273	2,871	4,610	943	90.91
A2c - Residential Retail	MSHP fully displacing Propane Heat (weatherized)	EA2c274	186	511	354	26.94
A2c - Residential Retail	Air-to-Water Heat Pump displacing Oil Heat (weatherized)	EA2c290	8	3	-	5
A2c - Residential Retail	Air-to-Water Heat Pump displacing Propane Heat (weatherized)	EA2c291	5	-	-	0
A2c - Residential Retail	Closed Loop GSHP replacing Oil Heat (weatherized)	EA2c292	33	146	-	0
A2c - Residential Retail	Closed Loop GSHP replacing Propane Heat (weatherized)	EA2c293	6	3	-	0
A2c - Residential Retail	Open Loop GSHP replacing Oil Heat (weatherized)	EA2c294		4	-	0
A2c - Residential Retail	Open Loop GSHP replacing Propane Heat (weatherized)	EA2c295		5	-	0
A2c - Residential Retail	Central Heat Pump partially displacing Oil Heat (weatherization unverified)	EA2c357	710	540	97	10.85
A2c - Residential Retail	Central Heat Pump partially displacing Propane Heat (weatherization unverified)	EA2c358	130	110	38	4.33
A2c - Residential Retail	MSHP partially displacing Oil Heat (weatherization unverified)	EA2c359	953	539	136	53.93
A2c - Residential Retail	MSHP partially displacing Propane Heat (weatherization unverified)	EA2c360	131	76	127	0
A2c - Residential Retail	Central Heat Pump fully displacing Oil Heat (weatherization unverified)	EA2c361	344	-	-	0
A2c - Residential Retail	Central Heat Pump fully displacing Propane Heat (weatherization unverified)	EA2c362	58	-	-	0
A2c - Residential Retail	MSHP fully displacing Oil Heat (weatherization unverified)	EA2c363	1,414	449	-	0
A2c - Residential Retail	MSHP fully displacing Propane Heat (weatherization unverified)	EA2c364	109	48	-	0
A2c - Residential Retail	Air-to-Water Heat Pump displacing Oil Heat (weatherization unverified)	EA2c365		-	-	0
A2c - Residential Retail	Air-to-Water Heat Pump displacing Propane Heat (weatherization unverified)	EA2c366		-	-	0
A2c - Residential Retail	Closed Loop GSHP replacing Oil Heat (weatherization unverified)	EA2c367	51	3	-	0
A2c - Residential Retail	Closed Loop GSHP replacing Propane Heat (weatherization unverified)	EA2c368		5	-	0
A2c - Residential Retail	Open Loop GSHP replacing Oil Heat (weatherization unverified)	EA2c369	6	-	-	0
A2c - Residential Retail	Open Loop GSHP replacing Propane Heat (weatherization unverified)	EA2c370	8	-	-	0
A2c - Residential Retail	Heating System, Boiler, Propane (non-condensing to condensing)	EA2c012	115	84	9	9
A2c - Residential Retail	Heating System, Boiler, Propane (condensing to condensing)	EA2c353	17	26	4	0
A2c - Residential Retail	Heating System, Furnace, Oil	EA2c013	121	58	4	4
A2c - Residential Retail	Heating System, Furnace, Propane (non-condensing to condensing)	EA2c014	80	49	19	5
A2c - Residential Retail	Heating System, Furnace, Propane (condensing to condensing)	EA2c354	71	60	3	0
A2c - Residential Retail	Combo Condensing Boiler/Water Heater, Other	EA2c021		85	32	5
A2c - Residential Retail	Combo Condensing Furnace/Water Heater, Other	EA2c282	152	-	-	0
A2c - Residential Retail	Moderate Income Qualified - MSHP displacing Electric Heat	EA2c315	12	10	11	0
A2c - Residential Retail	Moderate Income Qualified - Air-to-Water Heat Pump displacing Electric Heat	EA2c374		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Closed Loop GSHP replacing Electric Heat	EA2c375		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Open Loop GSHP replacing Electric Heat	EA2c376		-	-	0
A2c - Residential Retail	Moderate Income Qualified - MSHP Integrated Controls Retrofit Oil	EA2c317		-	-	0
A2c - Residential Retail	Moderate Income Qualified - MSHP Integrated Controls Retrofit, Propane	EA2c318		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Central Heat Pump partially displacing Oil Heat	EA2c319	6	-	-	0
A2c - Residential Retail	Moderate Income Qualified - Central Heat Pump partially displacing Propane Heat	EA2c320	3	-	-	0
A2c - Residential Retail	Moderate Income Qualified - MSHP partially displacing Oil Heat	EA2c323		-	-	0
A2c - Residential Retail	Moderate Income Qualified - MSHP partially displacing Propane Heat	EA2c324		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Central Heat Pump fully displacing Oil Heat	EA2c321		3	3	0
A2c - Residential Retail	Moderate Income Qualified - Central Heat Pump fully displacing Propane Heat	EA2c322		-	-	0
A2c - Residential Retail	Moderate Income Qualified - MSHP fully displacing Oil Heat	EA2c325	21	7	9	0
A2c - Residential Retail	Moderate Income Qualified - MSHP fully displacing Propane Heat	EA2c326	8	-	-	0
A2c - Residential Retail	Moderate Income Qualified - Air-to-Water Heat Pump displacing Oil Heat	EA2c327		-	6	0
A2c - Residential Retail	Moderate Income Qualified - Air-to-Water Heat Pump displacing Propane Heat	EA2c328		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Closed Loop GSHP replacing Oil Heat	EA2c329		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Closed Loop GSHP replacing Propane Heat	EA2c330		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Open Loop GSHP replacing Oil Heat	EA2c331		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Open Loop GSHP replacing Propane Heat	EA2c332		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Heating System, Boiler, Propane (non-condensing to condensing)	EA2c334		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Heating System, Boiler, Propane (condensing to condensing)	EA2c355		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Heating System, Furnace, Oil	EA2c336		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Heating System, Furnace, Propane (non-condensing to condensing)	EA2c337		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Heating System, Furnace, Propane (condensing to condensing)	EA2c356		-	-	0
A2c - Residential Retail	Moderate Income Qualified - Combo Condensing Boiler/Water Heater, Other	EA2c338		-	-	0

Core Initiative	Measure	BCR Measure ID	National Grid	Eversource	Cape Light Compact	Unitil
A2c - Residential Retail	Moderate Income Qualified - Combo Condensing Furnace/Water Heater, Other	EA2c339		-	-	0
A2c - Residential Retail	Central Air QIV	EA2c104		-	-	0
A2c - Residential Retail	Heat Pump QIV	EA2c105		-	-	0
A2c - Residential Retail	MSHP QIV	EA2c106		-	-	0
A2c - Residential Retail	QI w/ Duct modifications	EA2c107		-	-	0
A2c - Residential Retail	Down Size 1/2 Ton	EA2c006		-	-	0
A2c - Residential Retail	Heat Pump Digital Check-up/Tune-Up	EA2c007		-	-	0
A2c - Residential Retail	Heat Pump plus Weatherization Added Incentive	EA2c348		3	1	0
A2c - Residential Retail	Circulator Pump	EA2c009	8,153	7,310	946	360
A2c - Residential Retail	Room Response Boiler Reset Control, Propane	EA2c288		-	-	0
A2c - Residential Retail	Midstream - Boiler Reset Control, Gas	EA2c276		-	-	0
A2c - Residential Retail	Midstream - Boiler Reset Control, Oil	EA2c277		-	-	0
A2c - Residential Retail	Midstream - Boiler Reset Control, Other	EA2c278		-	-	0
A2c - Residential Retail	Midstream - Heat Recovery Ventilator, Gas	EA2c279		1	-	0
A2c - Residential Retail	Midstream - Heat Recovery Ventilator, Oil	EA2c280		9	3	0
A2c - Residential Retail	Midstream - Heat Recovery Ventilator, Other	EA2c281		4	7	0
A2c - Residential Retail	Water Heater, Indirect, Oil	EA2c015	241	123	33	13
A2c - Residential Retail	Water Heater, Indirect, Other	EA2c016	51	49	12	3
A2c - Residential Retail	Water Heater, On-Demand, Other	EA2c017	130	81	26	6
A2c - Residential Retail	Heat Pump Water Heater, <55 gallon	EA2c018	266	393	55	7
A2c - Residential Retail	Heat Pump Water Heater, >55 gallon	EA2c019	75	177	27	4
A2c - Residential Retail	Heat Pump Water Heater, <55 gallon displacing Oil	EA2c286	129	197	10	7
A2c - Residential Retail	Heat Pump Water Heater, <55 gallon displacing Propane	EA2c287	7	37	1	2
A2c - Residential Retail	Heat Pump Water Heater, >55 gallon displacing Oil	EA2c385	21	-	1	0
A2c - Residential Retail	Heat Pump Water Heater, >55 gallon displacing Propane	EA2c386	2	-	-	0
A2c - Residential Retail	Solar Hot Water	EA2c340		-	-	0
A2c - Residential Retail	Programmable Thermostat, Electric	EA2c054	49	32	12	2
A2c - Residential Retail	Programmable Thermostat, Gas	EA2c055		-	-	0
A2c - Residential Retail	Programmable Thermostat, Oil	EA2c056	155	67	9	10
A2c - Residential Retail	Programmable Thermostat, Other	EA2c057	37	33	4	1
A2c - Residential Retail	Wi-Fi Thermostat, Electric	EA2c275		-	225	1
A2c - Residential Retail	Wi-Fi Thermostat, AC Only	EA2c058		985	60	45
A2c - Residential Retail	Wi-Fi Thermostat, Gas	EA2c060	417	123	-	0
A2c - Residential Retail	Wi-Fi Thermostat, Oil	EA2c062	1,843	1,372	152	80
A2c - Residential Retail	Wi-Fi Thermostat, Other	EA2c064	3,429	1,766	202	21
A2c - Residential Retail	Dehumidifier	EA2c075	1,866	2,216	486	25
A2c - Residential Retail	Dehumidifier Recycling	EA2c076	1,104	1,082	192	9
A2c - Residential Retail	Clothes Dryer (Energy Star)	EA2c077	1,081	1,076	133	25
A2c - Residential Retail	Freezer Recycling	EA2c052	348	282	51	10
A2c - Residential Retail	Refrigerator Recycling	EA2c066	3,044	2,118	442	61
A2c - Residential Retail	Pool Pump (Energy Star)	EA2c071	898	548	194	30
A2c - Residential Retail	Heat Pump Pool Heater displacing Electric Heat	EA2c387	-	-	-	0
A2c - Residential Retail	Heat Pump Pool Heater displacing Propane	EA2c388	-	-	-	0
A2c - Residential Retail	Room Air Cleaner	EA2c072	1,033	1,240	92	15
A2c - Residential Retail	Room Air Conditioner	EA2c086	1,585	1,615	211	30
A2c - Residential Retail	Smart Strip, Tier 1	EA2c073	130	72	25	2
A2c - Residential Retail	Smart Strip, Tier 2	EA2c074	27	11	2	3
A2c - Residential Retail	Low-Flow Showerhead with TSV, Electric	EA2c078		17	-	1
A2c - Residential Retail	Low-Flow Showerhead with TSV, Gas	EA2c079		17	-	0
A2c - Residential Retail	Low-Flow Showerhead with TSV, Oil	EA2c080	63	11	-	1
A2c - Residential Retail	Low-Flow Showerhead with TSV, Other	EA2c081	2	17	6	0
A2c - Residential Retail	Thermostatic Shutoff Valve, Elec	EA2c082		-	-	0
A2c - Residential Retail	Thermostatic Shutoff Valve, Gas	EA2c083		-	-	0
A2c - Residential Retail	Thermostatic Shutoff Valve, Oil	EA2c084		-	-	0
A2c - Residential Retail	Thermostatic Shutoff Valve, Other	EA2c085		-	-	0
A2c - Residential Retail	Window - Electric Resistance	EA2c344	8	76	18	0
A2c - Residential Retail	Window - Heat Pump	EA2c345	2	41	20	0
A2c - Residential Retail	Window - Oil	EA2c346	244	260	12	0
A2c - Residential Retail	Window - Propane	EA2c347	21	152	10	0
A2c - Residential Retail	Air Sealing Products - Self Install	EA2c377	1,977	920	117	18
A2c - Residential Retail	Pipe Insulation - Self Install	EA2c379	2,080	689	142	26
A2c - Residential Retail	LED Bulb, Renters	EA2c381		-	12	1
A2c - Residential Retail	LED Bulb, Specialty, Renters	EA2c382		-	12	0
A2c - Residential Retail	Moderate Income Qualified - LED Bulb	EA2c383		-	-	0
A2c - Residential Retail	Moderate Income Qualified - LED Bulb, Specialty	EA2c384		-	-	0
A2c - Residential Retail	Early Retirement CW Elec DHW & Elec Dryer - Retire	EA2c301	1	49	14	0
A2c - Residential Retail	Early Retirement CW Elec DHW & Elec Dryer - EE	EA2c302	1	-	14	0
A2c - Residential Retail	Early Retirement CW Gas DHW & Elec Dryer - Retire	EA2c303	1	78	9	0
A2c - Residential Retail	Early Retirement CW Gas DHW & Elec Dryer - EE	EA2c304	1	-	9	0
A2c - Residential Retail	Early Retirement CW Elec DHW & Gas Dryer - Retire	EA2c305	1	10	-	0

Core Initiative	Measure	BCR Measure ID	National Grid	Eversource	Cape Light Compact	Unitil
A2c - Residential Retail	Early Retirement CW Elec DHW & Gas Dryer - EE	EA2c306	1	-	-	0
A2c - Residential Retail	Early Retirement CW Oil DHW & Elec Dryer - Retire	EA2c307	1	27	-	1
A2c - Residential Retail	Early Retirement CW Oil DHW & Elec Dryer - EE	EA2c308	1	-	-	1
A2c - Residential Retail	Early Retirement CW Gas DHW & Gas Dryer - Retire	EA2c309	1	-	1	0
A2c - Residential Retail	Early Retirement CW Gas DHW & Gas Dryer - EE	EA2c310	1	-	1	0
A2c - Residential Retail	Early Retirement CW Propane DHW & Elec Dryer - Retire	EA2c311	1	7	3	1
A2c - Residential Retail	Early Retirement CW Propane DHW & Elec Dryer - EE	EA2c312	1	-	3	1
A2c - Residential Retail	Electric Lawnmower	EA2c341	1,599	1,963	305	36
A2c - Residential Retail	Electric Leafblower	EA2c349	589	772	74	18
A2c - Residential Retail	Electric Trimmer	EA2c350	853	1,130	87	18
A2c - Residential Retail	Electric Chainsaw	EA2c351	334	421	37	8
A2c - Residential Retail	Induction Stove replacing Propane	EA2c352	49	70	17	1
A2c - Residential Retail	Refrigerator - Ultra-Low GWP	EA2c342		-	-	0
A2c - Residential Retail	Standards Adoption	EA2c343		-	-	0
A2c - Residential Retail	Incentive Cost Adjustment	EA2c000			-	0
A2d - Residential Behavior	Home Energy Reports	EA2d001	796,707	-	-	8746
A2d - Residential Behavior	Incentive Cost Adjustment	EA2d000			-	0
A2e - Residential Active Demand Reduction	Direct Load Control	EA2e001		-	-	0
A2e - Residential Active Demand Reduction	Battery Storage Daily Dispatch, discharge (savings) Summer	EA2e003		-	-	0
A2e - Residential Active Demand Reduction	Battery Storage Daily Dispatch, charge (consumption) Summer	EA2e011		-	-	0
A2e - Residential Active Demand Reduction	Solar Inverter	EA2e008		-	-	0
A2e - Residential Active Demand Reduction	EV Load Management (Summer)	EA2e005		-	-	0
A2e - Residential Active Demand Reduction	Incentive Cost Adjustment	EA2e000			-	0
B1a - Income Eligible Coordinated Delivery	Participants (Single Family)	EB1a001		2,403	-	33
B1a - Income Eligible Coordinated Delivery	TLC Kit (Single Family)	EB1a278	2,603	2,403	385	0
B1a - Income Eligible Coordinated Delivery	Weatherization, Electric (Single Family)	EB1a002	91	-	92	0
B1a - Income Eligible Coordinated Delivery	Weatherization, Oil (Single Family)	EB1a003	390	-	51	0
B1a - Income Eligible Coordinated Delivery	Weatherization, Other (Single Family)	EB1a004	52	-	13	0
B1a - Income Eligible Coordinated Delivery	Air Sealing, Electric (Single Family)	EB1a005		63	-	1
B1a - Income Eligible Coordinated Delivery	Air Sealing, Oil (Single Family)	EB1a006		320	-	6
B1a - Income Eligible Coordinated Delivery	Air Sealing, Other (Single Family)	EB1a007		38	-	0
B1a - Income Eligible Coordinated Delivery	Insulation, Electric (Single Family)	EB1a008		66	-	1
B1a - Income Eligible Coordinated Delivery	Insulation, Oil (Single Family)	EB1a009		360	1	6
B1a - Income Eligible Coordinated Delivery	Insulation, Other (Single Family)	EB1a010		44	-	0
B1a - Income Eligible Coordinated Delivery	Duct Insulation, Electric (Single Family)	EB1a135		1	-	0
B1a - Income Eligible Coordinated Delivery	Duct Insulation, Oil (Single Family)	EB1a018		7	4	0
B1a - Income Eligible Coordinated Delivery	Duct Insulation, Other (Single Family)	EB1a019		4	-	0
B1a - Income Eligible Coordinated Delivery	Duct Sealing, Electric (Single Family)	EB1a136		9	-	0
B1a - Income Eligible Coordinated Delivery	Duct Sealing, Oil (Single Family)	EB1a020		35	2	0
B1a - Income Eligible Coordinated Delivery	Duct Sealing, Other (Single Family)	EB1a021		5	-	0
B1a - Income Eligible Coordinated Delivery	Pipe Wrap (Water Heating), Electric (Single Family)	EB1a022	16	19	-	0
B1a - Income Eligible Coordinated Delivery	Pipe Wrap (Water Heating), Oil (Single Family)	EB1a023	1	84	-	0
B1a - Income Eligible Coordinated Delivery	Pipe Wrap (Water Heating), Other (Single Family)	EB1a024		6	1	0
B1a - Income Eligible Coordinated Delivery	Pipe Wrap (Heating), Oil (Single Family)	EB1a137		-	-	0
B1a - Income Eligible Coordinated Delivery	Low-Flow Showerhead, Electric (Single Family)	EB1a025	205	33	-	0
B1a - Income Eligible Coordinated Delivery	Low-Flow Showerhead, Gas (Single Family)	EB1a026	490	170	-	6
B1a - Income Eligible Coordinated Delivery	Low-Flow Showerhead, Oil (Single Family)	EB1a027	160	7	-	9
B1a - Income Eligible Coordinated Delivery	Low-Flow Showerhead, Other (Single Family)	EB1a028	31	6	-	0
B1a - Income Eligible Coordinated Delivery	Faucet Aerator, Electric (Single Family)	EB1a029	101	21	-	0
B1a - Income Eligible Coordinated Delivery	Faucet Aerator, Gas (Single Family)	EB1a030	269	140	-	0
B1a - Income Eligible Coordinated Delivery	Faucet Aerator, Oil (Single Family)	EB1a031	90	13	-	5
B1a - Income Eligible Coordinated Delivery	Faucet Aerator, Other (Single Family)	EB1a032	16	5	1	0
B1a - Income Eligible Coordinated Delivery	LED Bulb (Single Family)	EB1a033	16,531	12,199	2,220	179
B1a - Income Eligible Coordinated Delivery	LED Bulb (Specialty) (Single Family)	EB1a034	4,804	2,925	222	27
B1a - Income Eligible Coordinated Delivery	LED Bulb (Reflectors) (Single Family)	EB1a035	1,344	779	208	37
B1a - Income Eligible Coordinated Delivery	Indoor Fixture (Single Family)	EB1a036		-	-	0
B1a - Income Eligible Coordinated Delivery	Programmable Thermostat, Electric (Single Family)	EB1a040	60	50	7	0
B1a - Income Eligible Coordinated Delivery	Programmable Thermostat, Gas (Single Family)	EB1a041	11	109	-	0
B1a - Income Eligible Coordinated Delivery	Programmable Thermostat, Oil (Single Family)	EB1a042	104	14	-	0
B1a - Income Eligible Coordinated Delivery	Programmable Thermostat, Other (Single Family)	EB1a043	1	-	2	0
B1a - Income Eligible Coordinated Delivery	Wi-Fi Thermostat, AC Only (Single Family)	EB1a044	1	3	-	0
B1a - Income Eligible Coordinated Delivery	Wi-Fi Thermostat, Gas (Single Family)	EB1a045	28	187	-	0
B1a - Income Eligible Coordinated Delivery	Wi-Fi Thermostat, Oil (Single Family)	EB1a047	21	40	1	0
B1a - Income Eligible Coordinated Delivery	Wi-Fi Thermostat, Other (Single Family)	EB1a049		-	2	0
B1a - Income Eligible Coordinated Delivery	Freezer Replacement (Single Family)	EB1a037	263	252	12	0
B1a - Income Eligible Coordinated Delivery	Refrigerator Replacement (Single Family)	EB1a038	1,251	1,032	99	0
B1a - Income Eligible Coordinated Delivery	Appliance Removal (Single Family)	EB1a039		10	-	0
B1a - Income Eligible Coordinated Delivery	Heating System Retrofit, Boiler, Oil (Single Family)	EB1a011	319	171	7	12
B1a - Income Eligible Coordinated Delivery	Heating System Retrofit, Boiler, Other (Single Family)	EB1a012	6	12	2	0
B1a - Income Eligible Coordinated Delivery	Heating System Retrofit, Furnace, Oil (Single Family)	EB1a013	85	60	4	4

Core Initiative	Measure	BCR Measure ID	National Grid	Eversource	Cape Light Compact	Unitil
B1a - Income Eligible Coordinated Delivery	Heating System Retrofit, Furnace, Other (Single Family)	EB1a014	25	19	-	0
B1a - Income Eligible Coordinated Delivery	Heating System Retrofit, Heat Pump (Single Family)	EB1a015	7	17	-	0
B1a - Income Eligible Coordinated Delivery	MSHP displacing Electric Heat (Single Family)	EB1a266	347	109	104	4.76
B1a - Income Eligible Coordinated Delivery	Central Heat Pump partially displacing Oil Heat (Single Family)	EB1a269	53	68	5	0
B1a - Income Eligible Coordinated Delivery	Central Heat Pump partially displacing Propane Heat (Single Family)	EB1a268	2	12	8	0
B1a - Income Eligible Coordinated Delivery	MSHP partially displacing Oil Heat (Single Family)	EB1a271	199	55	2	0
B1a - Income Eligible Coordinated Delivery	MSHP partially displacing Propane Heat (Single Family)	EB1a270	21	-	5	0
B1a - Income Eligible Coordinated Delivery	Central Heat Pump fully displacing Oil Heat (Single Family)	EB1a273	167	151	81	0
B1a - Income Eligible Coordinated Delivery	Central Heat Pump fully displacing Propane Heat (Single Family)	EB1a272	3	29	5	0
B1a - Income Eligible Coordinated Delivery	MSHP fully displacing Oil Heat (Single Family)	EB1a286	283	136	129	3
B1a - Income Eligible Coordinated Delivery	MSHP fully displacing Propane Heat (Single Family)	EB1a287	37	28	29	0
B1a - Income Eligible Coordinated Delivery	Boiler Reset Controls, Oil (Single Family)	EB1a016		-	-	0
B1a - Income Eligible Coordinated Delivery	Heat Pump Water Heater, <55 gallon (Single Family)	EB1a017	120	15	25	0
B1a - Income Eligible Coordinated Delivery	Heat Pump Water Heater, >55 gallon (Single Family)	EB1a280		2	6,531	1
B1a - Income Eligible Coordinated Delivery	Heat Pump Water Heater displacing Oil (Single Family)	EB1a281	37	11	29	0
B1a - Income Eligible Coordinated Delivery	Heat Pump Water Heater displacing Propane (Single Family)	EB1a282	2	1	5	0
B1a - Income Eligible Coordinated Delivery	Solar Hot Water (Single Family)	EB1a279		-	-	0
B1a - Income Eligible Coordinated Delivery	Window AC Replacement (Single Family)	EB1a051	1,182	1,297	11	0
B1a - Income Eligible Coordinated Delivery	Participants (Multifamily)	EB1a277		7,416	-	61
B1a - Income Eligible Coordinated Delivery	TLC Kit (Multifamily)	EB1a052	878	7,416	49	0
B1a - Income Eligible Coordinated Delivery	Weatherization, Electric (Multifamily)	EB1a053		-	6	0
B1a - Income Eligible Coordinated Delivery	Weatherization, Oil (Multifamily)	EB1a054		-	-	0
B1a - Income Eligible Coordinated Delivery	Weatherization, Other (Multifamily)	EB1a055		-	-	0
B1a - Income Eligible Coordinated Delivery	Air Sealing, Electric (Multifamily)	EB1a056	887	1,118	-	1
B1a - Income Eligible Coordinated Delivery	Air Sealing, Oil (Multifamily)	EB1a057	25	78	-	0
B1a - Income Eligible Coordinated Delivery	Air Sealing, Other (Multifamily)	EB1a058		45	-	0
B1a - Income Eligible Coordinated Delivery	Insulation, Electric (Multifamily)	EB1a059	563	453	-	6
B1a - Income Eligible Coordinated Delivery	Insulation, Oil (Multifamily)	EB1a060	25	12	-	0
B1a - Income Eligible Coordinated Delivery	Insulation, Other (Multifamily)	EB1a061		45	-	0
B1a - Income Eligible Coordinated Delivery	Duct Insulation, Electric (Multifamily)	EB1a064		-	-	0
B1a - Income Eligible Coordinated Delivery	Duct Insulation, Oil (Multifamily)	EB1a065		-	-	0
B1a - Income Eligible Coordinated Delivery	Duct Insulation, Other (Multifamily)	EB1a066		-	-	0
B1a - Income Eligible Coordinated Delivery	Duct Sealing, Electric (Multifamily)	EB1a067		-	-	0
B1a - Income Eligible Coordinated Delivery	Duct Sealing, Oil (Multifamily)	EB1a068		-	-	0
B1a - Income Eligible Coordinated Delivery	Duct Sealing, Other (Multifamily)	EB1a069		-	-	0
B1a - Income Eligible Coordinated Delivery	Pipe Wrap (Water Heating), Electric (Multifamily)	EB1a070		-	-	0
B1a - Income Eligible Coordinated Delivery	Pipe Wrap (Water Heating), Oil (Multifamily)	EB1a071		-	-	0
B1a - Income Eligible Coordinated Delivery	Pipe Wrap (Water Heating), Other (Multifamily)	EB1a072		-	-	0
B1a - Income Eligible Coordinated Delivery	Pipe Wrap (Heating), Oil (Multifamily)	EB1a073	1,776	-	-	0
B1a - Income Eligible Coordinated Delivery	Low-Flow Showerhead, Electric (Multifamily)	EB1a080	328	214	-	1
B1a - Income Eligible Coordinated Delivery	Low-Flow Showerhead, Oil (Multifamily)	EB1a081		14	-	0
B1a - Income Eligible Coordinated Delivery	Low-Flow Showerhead, Other (Multifamily)	EB1a082		22	-	0
B1a - Income Eligible Coordinated Delivery	Low-Flow Showerhead with TSV, Electric (Multifamily)	EB1a083		-	-	0
B1a - Income Eligible Coordinated Delivery	Low-Flow Showerhead with TSV, Oil (Multifamily)	EB1a084		-	-	0
B1a - Income Eligible Coordinated Delivery	Low-Flow Showerhead with TSV, Other (Multifamily)	EB1a085		-	-	0
B1a - Income Eligible Coordinated Delivery	Thermostatic Shut-off Valve, Electric (Multifamily)	EB1a086		-	-	0
B1a - Income Eligible Coordinated Delivery	Thermostatic Shut-off Valve, Oil (Multifamily)	EB1a087		-	-	0
B1a - Income Eligible Coordinated Delivery	Thermostatic Shut-off Valve, Other (Multifamily)	EB1a088		-	-	0
B1a - Income Eligible Coordinated Delivery	Faucet Aerator, Electric (Multifamily)	EB1a089	630	649	-	1
B1a - Income Eligible Coordinated Delivery	Faucet Aerator, Oil (Multifamily)	EB1a090		72	-	0
B1a - Income Eligible Coordinated Delivery	Faucet Aerator, Other (Multifamily)	EB1a091		61	-	0
B1a - Income Eligible Coordinated Delivery	Programmable Thermostat, Electric (Multifamily)	EB1a092	1,173	-	-	0
B1a - Income Eligible Coordinated Delivery	Programmable Thermostat, Oil (Multifamily)	EB1a093		25	-	0
B1a - Income Eligible Coordinated Delivery	Programmable Thermostat, Other (Multifamily)	EB1a094		89	-	0

Gas

Core Initiative	Measure	BCR Measure ID	National Grid	Eversource	EGMA	Unitil	Liberty	Berkshire
A1a - Residential New Homes & Renovations	Heating(NewConstruction)	GA1a001	1,120	548	331	11	10	9
A1a - Residential New Homes & Renovations	Cooling (New Construction)	GA1a002	86	41	15		4	
A1a - Residential New Homes & Renovations	Water Heating (New Construction)	GA1a003	1,005	466	299	9	7	6
A1a - Residential New Homes & Renovations	Heating (Additions)	GA1a005	241	63	28		1	
A1a - Residential New Homes & Renovations	Cooling (Additions)	GA1a006	17	-	2			
A1a - Residential New Homes & Renovations	Water Heating (Additions)	GA1a007	251	76	24		1	
A1a - Residential New Homes & Renovations	Heating (High Rise)	GA1a008	10	4	11			
A1a - Residential New Homes & Renovations	Cooling (High Rise)	GA1a009	-	-	-			
A1a - Residential New Homes & Renovations	Water Heating (High Rise)	GA1a010	8	5	10			
A1a - Residential New Homes & Renovations	Lighting (High Rise)	GA1a011	-	-	-			
A1a - Residential New Homes & Renovations	Heating (Passive House)	GA1a013	-	-	-			
A1a - Residential New Homes & Renovations	Cooling (Passive House)	GA1a014	-	-	-			
A1a - Residential New Homes & Renovations	Water Heating (Passive House)	GA1a015	-	-	1			
A1a - Residential New Homes & Renovations	Lighting (Passive House)	GA1a016	-	-	-			
A1a - Residential New Homes & Renovations	Codes Development and Support	GA1a017	-	-	-			1
A1a - Residential New Homes & Renovations	Rebate Cost Adjustment* (pre-wx, etc.)	GA1a012	-	-	-			
A2a - Residential Coordinated Delivery	Air Sealing, Gas (Single Family)	GA2a001	5,247	1,531	2,931	113	225	192
A2a - Residential Coordinated Delivery	Insulation, Gas (Single Family)	GA2a002	4,916	1,792	3,199	130	233	206
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Air Sealing, Gas (Single Family)	GA2a132	59	11	61		9	
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Insulation, Gas (Single Family)	GA2a133	59	15	65		9	
A2a - Residential Coordinated Delivery	Duct Insulation, Gas (Single Family)	GA2a003	73	12	42	2	6	
A2a - Residential Coordinated Delivery	Duct Sealing, Gas (Single Family)	GA2a004	617	237	462	12	22	
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Gas (Single Family)	GA2a005	477	54	160	2	32	
A2a - Residential Coordinated Delivery	Pipe Wrap (Heating), Gas (Single Family)	GA2a006	-	-	1			7
A2a - Residential Coordinated Delivery	Faucet Aerator, Gas (Single Family)	GA2a007	6,370	2,001	4,249	64	19	242
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Gas (Single Family)	GA2a008	6,343	2,361	4,445	91	90	225
A2a - Residential Coordinated Delivery	Programmable Thermostat, Gas (Single Family)	GA2a011	3,679	1,408	2,503	57	97	87
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Gas, gas heat only (Single Family)	GA2a013	127	31	80	10		
A2a - Residential Coordinated Delivery	Boiler Reset Control, Gas (Single Family)	GA2a039	-	1	-			
A2a - Residential Coordinated Delivery	Heat Recovery Ventilator, Gas (Single Family)	GA2a040	-	-	-			
A2a - Residential Coordinated Delivery	Air Sealing, Gas (Attached Low Rise)	GA2a046	1,744	802	330	8	99	
A2a - Residential Coordinated Delivery	Insulation, Gas (Attached Low Rise)	GA2a047	1,543	819	359	8	98	1
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Air Sealing, Gas (Attached Low Rise)	GA2a059	23	-	1			
A2a - Residential Coordinated Delivery	Moderate Income Qualified - Insulation, Gas (Attached Low Rise)	GA2a060	22	-	1		1	
A2a - Residential Coordinated Delivery	Duct Insulation, Gas (Attached Low Rise)	GA2a048	-	3	6		1	
A2a - Residential Coordinated Delivery	Duct Sealing, Gas (Attached Low Rise)	GA2a049	75	56	51		7	
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Gas (Attached Low Rise)	GA2a050	12	13	25		5	
A2a - Residential Coordinated Delivery	Pipe Wrap (Heating), Gas (Attached Low Rise)	GA2a051	-	-	-			
A2a - Residential Coordinated Delivery	Faucet Aerator, Gas (Attached Low Rise)	GA2a052	2,492	1,350	324		7	9
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Gas (Attached Low Rise)	GA2a053	2,098	1,174	253		6	7
A2a - Residential Coordinated Delivery	Programmable Thermostat, Gas (Attached Low Rise)	GA2a056	1,341	671	215		32	
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Gas (Attached Low Rise)	GA2a058	20	11	3			
A2a - Residential Coordinated Delivery	Heat Recovery Ventilator, Gas (Attached Low Rise)	GA2a074	-	-	-			
A2a - Residential Coordinated Delivery	Air Sealing, Gas (High Rise)	GA2a079	994	667	927			
A2a - Residential Coordinated Delivery	Insulation, Gas (High Rise)	GA2a080	1,086	667	927			
A2a - Residential Coordinated Delivery	Duct Insulation, Gas (High Rise)	GA2a082	71	-	-			
A2a - Residential Coordinated Delivery	Duct Sealing, Gas (High Rise)	GA2a083	829	1	10			
A2a - Residential Coordinated Delivery	Pipe Wrap (Water Heating), Gas (High Rise)	GA2a084	21	3	67			
A2a - Residential Coordinated Delivery	Pipe Wrap (Heating), Gas (High Rise)	GA2a085	-	-	-			
A2a - Residential Coordinated Delivery	Faucet Aerator, Gas (High Rise)	GA2a086	30	191	153			
A2a - Residential Coordinated Delivery	Low-Flow Showerhead, Gas (High Rise)	GA2a087	46	31	152			
A2a - Residential Coordinated Delivery	Low-Flow Showerhead with TSV, Gas (High Rise)	GA2a088	-	-	-			
A2a - Residential Coordinated Delivery	Thermostatic Shut-off Valve, Gas (High Rise)	GA2a089	-	-	-			
A2a - Residential Coordinated Delivery	Programmable Thermostat, Gas (High Rise)	GA2a090	21	251	52			
A2a - Residential Coordinated Delivery	Wi-Fi Thermostat, Gas (High Rise)	GA2a092	1	12	455			
A2a - Residential Coordinated Delivery	Custom - Heating	GA2a094	7	-	61			
A2a - Residential Coordinated Delivery	Custom - Process	GA2a095	-	-	-			
A2a - Residential Coordinated Delivery	Custom - Water Heating	GA2a096	-	-	-			
A2a - Residential Coordinated Delivery	Smart Strip, Tier 1	GA2a116	2,123	617	500			
A2a - Residential Coordinated Delivery	Smart Strip, Tier 2	GA2a117	-	-	20			
A2a - Residential Coordinated Delivery	Custom - Heat Pumps displacing Gas Heat	GA2a137	-					
A2a - Residential Coordinated Delivery	LED Bulb	GA2a320	-	4	534			
A2a - Residential Coordinated Delivery	LED Bulb, Specialty	GA2a321	6	1	138			
A2a - Residential Coordinated Delivery	LED Bulb, Reflector	GA2a322	-	-	72			

Core Initiative	Measure	BCR Measure ID	National Grid	Eversource	EGMA	Unitil	Liberty	Berkshire
A2a - Residential Coordinated Delivery	Pre-Weatherization Barriers	GA2a134	-	36	220	514	117	
A2a - Residential Coordinated Delivery	Pre-Weatherization Barriers (moderate Income)	GA2a135	-	7	8		3	
A2a - Residential Coordinated Delivery	Other - Weatherization Project Support Incentives	GA2a136	-					
A2a - Residential Coordinated Delivery	Rebate Cost Adjustment* (pre-wx, etc.)	GA2a131	-	-	-			
A2c - Residential Retail	Heating System, Combo Condensing Boiler/Water Heater, Gas 95%	GA2c008	1,276	738	473	31	72	81
A2c - Residential Retail	Heating System, Combo Condensing Furnace/Water Heater, Gas	GA2c045	3	2	2	3		
A2c - Residential Retail	Furnace, Non-Condensing to Condensing 95 AFUE	GA2c036	376	177	190	8	16	17
A2c - Residential Retail	Gas Furnace - Condensing to High-Eff Condensing Tier 1	GA2c080	754	249	355	7	8	28
A2c - Residential Retail	Furnace, Non-Condensing to Condensing 97 AFUE	GA2c037	155	70	48	1	1	1
A2c - Residential Retail	Gas Furnace - Condensing to High-Eff Condensing Tier 2	GA2c081	264	90	60		1	4
A2c - Residential Retail	Boiler, Non-Condensing to Condensing 95 AFUE	GA2c038	910	203	207	18	31	33
A2c - Residential Retail	Gas Boiler - Condensing to High-Eff Condensing	GA2c082	285	74	76	3	10	25
A2c - Residential Retail	Boiler Reset Control, Gas	GA2c021	-	-	-			
A2c - Residential Retail	Heat Recovery Ventilator, Gas	GA2c022	-	36	10			
A2c - Residential Retail	Moderate Income Qualified - Heating System, Combo Condensing Boiler/Water Heater, Gas 95%	GA2c064	2	-	-	1		
A2c - Residential Retail	Moderate Income Qualified - Heating System, Combo Condensing Furnace/Water Heater, Gas	GA2c065	-	-	-			
A2c - Residential Retail	Moderate Income Qualified - Furnace, Non-Condensing to Condensing 95 AFUE	GA2c066	-	-	-			
A2c - Residential Retail	Moderate Income Gas Furnace - Condensing to High-Eff Condensing Tier 1	GA2c083	-	-	-			
A2c - Residential Retail	Moderate Income Qualified - Furnace, Non-Condensing to Condensing 97 AFUE	GA2c067	-	-	-			
A2c - Residential Retail	Moderate Income Gas Furnace - Condensing to High-Eff Condensing Tier 2	GA2c084	-	-	-			
A2c - Residential Retail	Moderate Income Qualified - Boiler, Non-Condensing to Condensing 95 AFUE	GA2c068	1	-	-			
A2c - Residential Retail	Moderate Income Gas Boiler - Condensing to High-Eff Condensing	GA2c085	1	-	1			
A2c - Residential Retail	MSHP Integrated Controls Retrofit, Gas	GA2c069	-	-	-			
A2c - Residential Retail	Central Ducted Heat Pump Partially Displacing Existing Furnace, Gas (Verified Wx)	GA2c070	1	264	164	19.85	13	
A2c - Residential Retail	Central Ducted Heat Pump Partially Displacing Existing Furnace, Gas (Unverified Wx)	GA2c086	3,739	629	235		37	31
A2c - Residential Retail	Central Ducted Heat Pump Fully Displacing Existing Furnace, Gas (Verified Wx)	GA2c071	-	396	92	9.28	54	23
A2c - Residential Retail	Central Ducted Heat Pump Fully Displacing Existing Furnace, Gas (Unverified Wx)	GA2c093	1,607	-	91			
A2c - Residential Retail	MSHP with Integrated Controls Partially Displacing Existing Boiler, Gas (Verified Wx)	GA2c072	1	75	646	2.5	11	
A2c - Residential Retail	MSHP with Integrated Controls Partially Displacing Existing Boiler, Gas (Unverified Wx)	GA2c087	2,495	284	515	34.28	66	79
A2c - Residential Retail	MSHP with Integrated Controls Fully Displacing Existing Boiler, Gas (Verified Wx)	GA2c073	4,391	2,574	522	28	281	118
A2c - Residential Retail	MSHP with Integrated Controls Fully Displacing Existing Boiler, Gas (Unverifed Wx)	GA2c096	-	433	560			
A2c - Residential Retail	Air-to-Water Heat Pump displacing Existing Boiler, Gas (Verified Wx)	GA2c074	4	9	5			
A2c - Residential Retail	Air-to-Water Heat Pump displacing Existing Boiler, Gas (Unverified Wx)	GA2c088	-	-	-			
A2c - Residential Retail	Closed Loop GSHP Replacing Furnace, Gas (Verified Wx)	GA2c075	64	25	11			
A2c - Residential Retail	Closed Loop GSHP Replacing Furnace, Gas (Unverified Wx)	GA2c094	-	-	5			
A2c - Residential Retail	Open Loop GSHP Replacing Furnace, Gas (Verified Wx)	GA2c076	8	-	2			
A2c - Residential Retail	Open Loop GSHP Replacing Furnace, Gas (Unverified Wx)	GA2c095	-	-	-			
A2c - Residential Retail	Heat Pump plus Weatherization Added Incentive	GA2c092	-	1	-			
A2c - Residential Retail	Heat Pump Water Heater displacing Existing Water Heater, Gas (≤55 Gal)	GA2c077	69	55	58	2	3	14
A2c - Residential Retail	Heat Pump Water Heater displacing Existing Water Heater, Gas (>55 Gal)	GA2c097	29					2
A2c - Residential Retail	Triple Pane Windows	GA2c078	401	147	311	21	4	34
A2c - Residential Retail	Air Sealing Products	GA2c089	748	56	47	3	12	
A2c - Residential Retail	Pipe Insulation	GA2c090	489	29	49	2	2	
A2c - Residential Retail	LED Bulb, Renters (Muni)	GA2c098	-					
A2c - Residential Retail	LED Bulb, Specialty, Renters (Muni)	GA2c099	-					
A2c - Residential Retail	Moderate Income Qualified - LED Bulb (Muni)	GA2c100	-					
A2c - Residential Retail	Moderate Income Qualified - LED Bulb, Specialty (Muni)	GA2c101	-					
A2c - Residential Retail	Water Heater, Gas Storage Condensing	GA2c025	-	53	5			
A2c - Residential Retail	Water Heater, Gas Storage Water Heater (<=55 Gallons)	GA2c026	107	41	44	2	2	2
A2c - Residential Retail	Water Heater, On Demand Tankless	GA2c027	1,274	631	527	16	56	16
A2c - Residential Retail	Programmable Thermostat, Gas	GA2c029	732	178	368	10	22	13
A2c - Residential Retail	Wi-Fi Thermostat, Gas	GA2c030	6,153	1,833	1,612	46	215	161
A2c - Residential Retail	Low-Flow Showerhead, Gas	GA2c034	14	2	-			
A2c - Residential Retail	Low-Flow Showerhead with TSV, Gas	GA2c032	32	18	18			
A2c - Residential Retail	Thermostatic Shut-off Valve, Gas	GA2c033	-	-	3			4
A2c - Residential Retail	Room Response Boiler Reset Control	GA2c035	1	-	-			
A2c - Residential Retail	Boiler Reset Control, Gas - Midstream	GA2c048	-	-	-			
A2c - Residential Retail	Heat Recovery Ventilator, Gas - Midstream	GA2c049	51	15	-			
A2c - Residential Retail	Early Retirement CW (EE) Gas DHW & Elec Dryer	GA2c050	62	5	22		1	1
A2c - Residential Retail	Early Retirement CW (Retire) Gas DHW & Elec Dryer	GA2c051	62	-	-		1	3
A2c - Residential Retail	Early Retirement CW (EE) Gas DHW & Elec Dryer (Muni)	GA2c052	-	-	-			
A2c - Residential Retail	Early Retirement CW (Retire) Gas DHW & Elec Dryer (Muni)	GA2c053	4	-	-			
A2c - Residential Retail	Early Retirement CW (EE) Elec DHW & Gas Dryer	GA2c054	-	-	3			
A2c - Residential Retail	Early Retirement CW (Retire) Elec DHW & Gas Dryer	GA2c055	4	-	-			
A2c - Residential Retail	Early Retirement CW (EE) Elec DHW & Gas Dryer (Muni)	GA2c056	-	-	-			
A2c - Residential Retail	Early Retirement CW (Retire) Elec DHW & Gas Dryer (Muni)	GA2c057	-	-	-			
A2c - Residential Retail	Early Retirement CW (EE) Gas DHW & Gas Dryer	GA2c058	19	16	11	1	1	
A2c - Residential Retail	Early Retirement CW (Retire) Gas DHW & Gas Dryer	GA2c059	19	-	-	1	1	
A2c - Residential Retail	Induction Stove - FS - Natural Gas	GA2c091	345	118	58	2	2	
A2c - Residential Retail	Standards Adoption	GA2c079	-	-	-			

Core Initiative	Measure	BCR Measure ID	National Grid	Eversource	EGMA	Unitil	Liberty	Berkshire
A2c - Residential Retail	Heating System, Furnace, Gas 95% (19-21 Carryover)	G19A2c004	-	-	-			2
A2c - Residential Retail	Heating System, Furnace, Gas 97% (19-21 Carryover)	G19A2c006	-	-	-			
A2c - Residential Retail	Heating System, Forced Hot Water Boiler, Gas 90% (19-21 Carryover)	G19A2c001	-	-	-			
A2c - Residential Retail	Heating System, Forced Hot Water Boiler, Gas 95% (19-21 Carryover)	G19A2c002	-	-	-			3
A2c - Residential Retail	Water Heater, Indirect, Gas (19-21 Carryover)	G19A2c028	-	-	-			
A2c - Residential Retail	Rebate Cost Adjustment* (pre-wx, etc.)	GA2c047	-	-	-			
A2d - Residential Behavior	Home Energy Reports	GA2d001	534,780	-	-			
A2d - Residential Behavior	Rebate Cost Adjustment* (pre-wx, etc.)	GA2d003	-	-	-			
B1a - Income Eligible Coordinated Delivery	Participant, Gas	GB1a001	-	-	-	18	107	83
B1a - Income Eligible Coordinated Delivery	Weatherization (Single Family)	GB1a002	588	-	-			31
B1a - Income Eligible Coordinated Delivery	Air Sealing, Gas (Single Family)	GB1a003	-	266	607	8	62	
B1a - Income Eligible Coordinated Delivery	Insulation, Gas (Single Family)	GB1a004	-	300	648	6	63	
B1a - Income Eligible Coordinated Delivery	Heating System Retrofit, Boiler, Gas (Single Family)	GB1a005	279	136	166	8	44	24
B1a - Income Eligible Coordinated Delivery	Heating System Retrofit, Furnace, Gas (Single Family)	GB1a006	146	115	105	1	1	26
B1a - Income Eligible Coordinated Delivery	Duct Sealing, Gas (Single Family)	GB1a007	-	36	83		7	
B1a - Income Eligible Coordinated Delivery	Duct Insulation, Gas (Single Family)	GB1a008	-	13	10		10	
B1a - Income Eligible Coordinated Delivery	Pipe Wrap, Gas (Water Heating) (Single Family)	GB1a009	-	57	139		48	
B1a - Income Eligible Coordinated Delivery	Faucet Aerator, Gas (Single Family)	GB1a010	99	-	-	2		
B1a - Income Eligible Coordinated Delivery	Low-Flow Showerhead, Gas (Single Family)	GB1a011	95	-	-	6		
B1a - Income Eligible Coordinated Delivery	Programmable Thermostat, Gas (Single Family)	GB1a012	29	4	562		4	
B1a - Income Eligible Coordinated Delivery	Wi-Fi Thermostat, Gas (Single Family)	GB1a014	67	-	4			
B1a - Income Eligible Coordinated Delivery	Boiler Reset Control, Gas (Single Family)	GB1a016	-	-	-			
B1a - Income Eligible Coordinated Delivery	Indirect Water Heater, Gas (Single Family)	GB1a054	-	35	1	1		
B1a - Income Eligible Coordinated Delivery	Stand Alone Water Heater, Gas (Single Family)	GB1a055	-	2	-			

KPI #3: Electrification quantities. Residential is number of homes/units.

	Fuel	Units
New Homes by Primary Heat Source (includes single-family and multifamily buildings)	Electric	2,614
	Gas	5,174
	Oil	-
	Propane	916

	Statewide
# of Market-Rate HEAs at which new heating system recommended	41,991

	2022 YTD	2023 YTD	2024 YTD	Term YTD	2022 Goal	2023 Goal	2024 Goal	Term Goal
Total Homes with Heat Pumps Installed for Heating (Res + IE)	19,222	18,466			13,904	20,310	28,835	63,049
Total Homes with Heat Pumps Displacing Existing Fossil Fuels (Res + IE)	13,752	13,458			9,426	14,370	22,856	46,652

Note: these goals align with the Term Sheet. Due to a formula error in the workbook used to produce the Term Sheet, the by-measure goals below will not sum to this number. PAs remain committed to hitting the term sheet numbers.

13,169	*18,781*	*27,931*	*59,878*
9,998	*15,336*	*24,103*	*49,433*

Detailed Heat Pump Installations, Statewide

Heat Pump Category	Units	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	2022 Goal	2023 Goal	2024 Goal	Term Goal
Residential - Electric (Single-Family)												**Residential - Electric (Single-Family)**			
Full Displacement, Oil	Homes	-	2,615	985	2,111	3,900	-	-	-	-	-	1,607	2,644	4,444	8,696
Full Displacement, Propane	Homes	-	350	93	271	484	-	-	-	-	-	515	877	1,581	2,973
Partial Displacement, Oil	Homes	-	4,150	506	743	1,503	-	-	-	-	-	5,233	8,333	13,339	26,905
Partial Displacement, Propane	Homes	-	930	121	196	338	-	-	-	-	-	1,055	1,625	2,498	5,178
Electric Resistance	Homes	-	2,057	470	1,286	1,650	-	-	-	-	-	2,180	2,415	2,753	7,348
HPWH	Homes	-	1,161	171	515	796	-	-	-	-	-	1,534	2,645	3,996	8,175
Residential - Electric (Multifamily)												**Residential - Electric (Multifamily)**			
Displacement - Oil	Homes	-	-	-	-	-	-	-	-	-	-	16	46	106	168
Displacement - Propane	Homes	-	-	-	-	-	-	-	-	-	-	6	11	11	28
Electric Resistance	Homes	-	108	-	-	-	-	-	-	-	-	107	109	110	326
Income Eligible - Electric (Single-Family)												**Income Eligible - Electric (Single-Family)**			
Full Displacement, Oil	Homes	-	173	81	161	291	-	-	-	-	-	524	555	600	1,679
Full Displacement, Propane	Homes	-	58	22	34	47	-	-	-	-	-	178	202	226	606
Partial Displacement, Oil	Homes	-	62	32	82	193	-	-	-	-	-	368	447	587	1,402
Partial Displacement, Propane	Homes	-	23	5	13	15	-	-	-	-	-	108	136	177	421
Electric Resistance	Homes	-	187	34	230	177	-	-	-	-	-	139	203	213	555
HPWH	Homes	-	138	31	126	134	-	-	-	-	-	52	66	79	197
Income Eligible - Electric (Multifamily)												**Income Eligible - Electric (Multifamily)**			
Full Displacement, Oil	Homes	-	3	1	51	61	-	-	-	-	-	97	101	107	305
Full Displacement, Propane	Homes	-	59	-	-	-	-	-	-	-	-	20	20	20	60
Partial Displacement, Oil	Homes	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Partial Displacement, Propane	Homes	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Electric Resistance	Homes	-	504	5	348	567	-	-	-	-	-	745	718	752	2,216
HPWH	Homes	-	12	2	8	9	-	-	-	-	-	47	52	59	158
Residential - Gas (Single Family)												**Residential - Gas (Single Family)**			
Full Displacement	Homes	-	2,659	734	2,798	3,656	-	-	-	-	-	65	75	95	235
Partial Displacement	Homes	-	2,670	686	2,108	2,971	-	-	-	-	-	206	264	312	777
HPWH	Homes	-	146	3	14	133	-	-	-	-	-	-	-	-	-
Residential - Gas (Multifamily)												**Residential - Gas (Multifamily)**			
Displacement - Gas	Homes	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Income Eligible - Gas (Single Family)												**Income Eligible - Gas (Single Family)**			
Full Displacement	Homes	-	-	-	4	7	-	-	-	-	-	-	-	-	-
Partial Displacement	Homes	-	-	2	3	23	-	-	-	-	-	-	-	-	-
Income Eligible - Gas (Multifamily)												**Income Eligible - Gas (Multifamily)**			
Full Displacement	Homes	-	-	-	-	16	-	-	-	-	-	-	-	-	-
Partial Displacement	Homes	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C&I - Electric												**C&I - Electric**			
Net Annual Fossil Fuel Savings	MMBtu	-	8,870	1,361	8,542	6,699	-	-	-	-	-	161,163	307,640	634,381	1,103,184
Net Lifetime Fossil Fuel Savings	MMBtu	-	146,920	23,144	137,435	110,339	-	-	-	-	-	2,052,387	4,302,826	9,247,492	15,602,706
C&I - Gas												**C&I - Gas**			
Net Annual Fossil Fuel Savings	MMBtu	-	53,650	3,844	26,340	32,318	-	-	-	-	-	33,104	73,858	105,640	212,602
Net Lifetime Fossil Fuel Savings	MMBtu	-	955,393	66,734	508,530	638,144	-	-	-	-	-	509,215	1,133,180	1,635,233	3,277,628

KPI #4: Ratio of projects that include lighting controls projects to the total

Statewide

C&I Program/Initiative	YTD Lighting Projects	YTD Projects with Controls	YTD % projects w/ controls
New Buildings & Major Renovations	59	4	6.8%
Existing Building Retrofit	1,138	332	29.2%
N&RE - Upstream Lighting	14,410	2,314	16.1%
Statewide	**15,607**	**2,650**	**17.0%**

**The PAs have made additional efforts to harmonize definitions of what constitutes a lighting project "with controls", including common treatment of performance lighting, custom projects (including new buildings), troffers with integrated controls, and other lighting types.

National Grid			
C&I Program/Initiative	YTD Lighting Projects	YTD Projects with Controls	YTD % projects w/ controls
New Buildings & Major Renovations	8	1	12.5%
Existing Building Retrofit	227	98	43.2%
N&RE - Upstream Lighting	5,086	1,207	23.7%
Total	**5,321**	**1,306**	**24.5%**

Eversource			
C&I Program/Initiative	YTD Lighting Projects	YTD Projects with Controls	YTD % projects w/ controls

New Buildings & Major Renovations	48	3	6.3%
Existing Building Retrofit	810	211	26.0%
N&RE - Upstream Lighting	8,851	963	10.9%
Total	**9,709**	**1,177**	**12.1%**

Unitil			
C&I Program/Initiative	**YTD Lighting Projects**	**YTD Projects with Controls**	**YTD % projects w/ controls**
New Buildings & Major Renovations	1	-	0.0%
Existing Building Retrofit	34	4	11.8%
N&RE - Upstream Lighting	132	40	30.3%
Total	**167**	**44**	**26.3%**

Cape Light Compact			
C&I Program/Initiative	**YTD Lighting Projects**	**YTD Projects with Controls**	**YTD % projects w/ controls**
New Buildings & Major Renovations	2	-	0.0%
Existing Building Retrofit	67	19	28.4%
N&RE - Upstream Lighting	341	104	30.5%
Total	**410**	**123**	**30.0%**

KPI #5: Electric and gas net lifetime savings from custom HVAC projects and number of projects by PA

Electric

Program Adminstrator	# of Electric Projects	Net Lifetime MWh	# of Electrification Projects	Net Lifetime MMBTUs
Cape Light Compact	75	1,841	1	519
Eversource	38	37,076	-	-
National Grid	61	44,875	-	-
Unitil	10	659	-	-
Statewide	**184**	**84,451**	**1**	**519**

Gas

Program Adminstrator	# of Gas Projects	Net Lifetime Therms	# of Electrification Projects	Net Lifetime MMBTUs
Berkshire	9	330,648	1	2,739
EGMA	12	205,282	-	-
Eversource	26	515,099	-	-
Liberty	5	35,002	-	-
National Grid	186	7,006,868	5	64,388
Unitil	4	56,113	-	-
Statewide	**242**	**8,149,012**	**6**	**67,127**

KPI #6: For electric C&I turnkey initiative, total savings by measure. Net Lifetime MMBTu.

Electric

Measure	BCR Measure ID	Cape Light Compact	Eversource	National Grid	Unitil
Custom - Compressed Air (Turnkey)	EC2a043	0		-	-
Custom - Water Heating (Turnkey)	EC2a044	0	2,050	-	-
Custom - HVAC (Turnkey)	EC2a046	2062	5,472	4,772	-
Custom - Envelope (Turnkey)	EC2a164	390	1,672	-	275
Custom - Retrocomissioning (Turnkey)	EC2a113	0		-	-
Custom - Motors & VFD (Turnkey)	EC2a053	0	2,097	21,739	-
Custom - Process (Turnkey)	EC2a056	186		-	-
Custom - Refrigeration (Turnkey)	EC2a057	1575	59,830	77,484	-
Custom - Other (Turnkey)	EC2a058	0	9,793	-	-
Building Management System (Turnkey)	EC2a045	0		-	-
Custom - Lighting Systems (Turnkey)	EC2a052	0	7,317	32,309	-
Custom - Lighting Controls (Turnkey)	EC2a121	0	359	-	-
Prescriptive Air Sealing, Electric (Turnkey)	EC2a175	731	845	150	-
Prescriptive Air Sealing, Oil (Turnkey)	EC2a176	0	1,644	-	-
Prescriptive Air Sealing, Propane (Turnkey)	EC2a177	0	-	-	-
Prescriptive Insulation, Electric (Turnkey)	EC2a178	9210	4,784	4,175	-
Prescriptive Insulation, Oil (Turnkey)	EC2a179	370	8,041	-	462
Prescriptive Insulation, Propane (Turnkey)	EC2a180	0	336	-	-
Programmable Thermostat, Electric (Turnkey)	EC2a047	450	296	568	-
Programmable Thermostat, Oil (Turnkey)	EC2a126	415	296	-	-
Programmable Thermostat, Propane (Turnkey)	EC2a127	207		-	-
Wi-Fi Thermostat, Electric (Turnkey)	EC2a150	0	800	-	-
Wi-Fi Thermostat, Oil (Turnkey)	EC2a128	79		-	-
Wi-Fi Thermostat, Propane (Turnkey)	EC2a129	0		-	-
Duct Insulation, Electric (Turnkey)	EC2a130	0		-	-
Duct Insulation, OIl (Turnkey)	EC2a131	0	401	-	-
Duct Insulation, Propane (Turnkey)	EC2a132	0		-	-
Pipe Wrap, Steam, Oil (Turnkey)	EC2a133	0	330	-	-
Pipe Wrap, Steam, Propane (Turnkey)	EC2a134	0		-	-
Pipe Wrap, Hot Water, Electric (Turnkey)	EC2a135	155	1,364	-	-
Pipe Wrap, Hot Water, Oil (Turnkey)	EC2a136	0	8,712	-	-
Pipe Wrap, Hot Water, Propane (Turnkey)	EC2a137	0		-	-
Faucet Aerator, Electric (Turnkey)	EC2a138	290	716	445	-
Faucet Aerator, Oil (Turnkey)	EC2a139	34	101	-	-
Faucet Aerator, Propane (Turnkey)	EC2a140	14		-	-
Low-Flow Showerhead, Electric (Turnkey)	EC2a141	447	43	213	-
Low-Flow Showerhead, Oil (Turnkey)	EC2a142	17	87	-	-
Low-Flow Showerhead, Propane (Turnkey)	EC2a143	0		-	-
Thermostatic Shut-Off Valve, Electric (Turnkey)	EC2a144	0		-	-
Thermostatic Shut-Off Valve, Oil (Turnkey)	EC2a145	0		-	-
Thermostatic Shut-Off Valve, Propane (Turnkey)	EC2a146	0		-	-
Pre-Rinse Spray Valve, Electric (Turnkey)	EC2a147	128	171	256	-
Pre-Rinse Spray Valve, Oil (Turnkey)	EC2a148	64	32	-	-
Pre-Rinse Spray Valve, Propane (Turnkey)	EC2a149	64		-	-
Freezer/Cooler LEDs (Turnkey)	EC2a152	0	241	-	-
Door Heater Controls (Turnkey)	EC2a153	5,859	2,201	-	851
Novelty Cooler Shutoff (Turnkey)	EC2a154	911	1,144	-	237
ECM Evaporator Fan Motors for Walk–in Coolers (Turnkey)	EC2a155	4957	5,518	-	426
Case Motor Replacement (Turnkey)	EC2a156	0	12	-	-
Cooler Night Covers (Turnkey)	EC2a157	0		-	-
Electronic Defrost Control (Turnkey)	EC2a158	420	1,045	-	8
Evaporator Fan Controls (Turnkey)	EC2a159	8,421	24,355	-	593
Vending Miser - Refrigerated Beverage Vending Machines (Turnkey)	EC2a160	0	325	-	-
Vending Miser - Non-Refrigerated Beverage Vending Machines (Turnkey)	EC2a161	0		-	-
Vending Miser - Glass Front Refrigerated Coolers (Turnkey)	EC2a162	0		-	-
Freezer Recycling	EC2a116	61		92	15
Refrigerator Recycling	EC2a117	152		2,018	-

Gas

Measure	BCR Measure ID	Berkshire	EGMA	Eversource	Liberty	National Grid	Unitil
Building Shell, Gas - Custom (Turnkey)	GC2a028	18,004	20,929.66	4,687.61	7,130.90	2,721	-
Controls, Gas - Custom (Turnkey)	GC2a029	-	-	-	-	-	1,607
Foodservice, Gas - Custom (Turnkey)	GC2a030	-	339.19	-	-	-	-
Heat Recovery, Gas - Custom (Turnkey)	GC2a031	-	-	-	-	-	-
Heating, Gas - Custom (Turnkey)	GC2a032	-	-	223.73	1,690.96	26,395	-
Other, Gas - Custom (Turnkey)	GC2a033	-	133.01	-	-	-	-
Process, Gas - Custom (Turnkey)	GC2a034	-	-	-	-	-	-
Steam Trap, Gas - Custom (Turnkey)	GC2a035	-	-	-	-	-	-
Steam Trap, Gas (Turnkey)	GC2a071	-	-	144.14	-	-	-
Water Heating, Gas - Custom (Turnkey)	GC2a036	-	830.54	-	495.17	-	-
Retrocomissioning (Turnkey)	GC2a073	-	-	-	-	-	-
Programmable Thermostat, Gas (Turnkey)	GC2a037	22	1,287.64	1,753.86	-	1,998	-
Wi-Fi Thermostat, Gas (Turnkey)	GC2a038	-	-	957.53	89.77	-	-
Duct Sealing, Gas (Turnkey)	GC2a040	-	-	-	-	-	-
Duct Insulation, Gas (Turnkey)	GC2a041	3,003	10,257.96	604.18	-	-	-
Faucet Aerator, Gas (Turnkey)	GC2a042	26	3,719.43	6,344.91	215.14	2,917	-
Low-Flow Showerhead, Gas (Turnkey)	GC2a043	-	6,671.41	5,331.83	13.26	2,454	-
Pre-Rinse Spray Valve (Turnkey)	GC2a044	11	1,576.58	3,217.50	225.23	2,595	-
Pipe Wrap (Water Heating), Gas , <=1.5" (Turnkey)	GC2a045	7,057	4,721.19	9,558.55	430.18	2,399	-
Pipe Wrap (Water Heating), Gas , 2" (Turnkey)	GC2a046	-	266.41	1,536.68	231.66	3,008	-
Pipe Wrap Steam, Gas , <=1.5" (Turnkey)	GC2a047	-	465.92	42.79	-	-	-
Pipe Wrap Steam, Gas , 3" (Turnkey)	GC2a048	-	456.35	734.13	-	-	-
Boiler Reset Control (Turnkey)	GC2a049	-	-	-	-	-	-
Building Management System (Turnkey)	GC2a081	-	-	-	-	-	-
Prescriptive Insulation, Gas (Turnkey)	GC2a082	-	2.07	1.87	-	-	-
Prescriptive Insulation, Gas (Turnkey)	GC2a083	-	164.13	113.63	-	-	-

EWG Framework

Moderate Income

Program Administrators	Moderate Income Weatherization								Moderate Income Heating Systems					
	Weatherization Jobs				Increases				Heating Systems Replaced			Increases		
	2019	2022	2023	2024	2019 v 2022	2022 v 2023	2023 v 2024	2019 v 2024	2022	2023	2024	2022 v 2023	2023 v 2024	2022 v 2024
Electric PAs														
National Grid	234	109	120		-53%	10%			-	49				
Eversource	63	28	63		-56%	125%			-	21				
Cape Light Compact	139	26	19		-81%	-27%			-	6				
Unitil	1	-	3		-100%				-	-				
Gas PAs														
National Grid	129	89	163		-31%	83%			-	-				
Eversource	26	9	15		-65%	67%			3	-		-100%		
EGMA	86	38	66		-56%	74%			-	1				
Unitil	4	-	-		-100%				-	1				
Liberty	11	7	10		-36%	43%			-	-				
Berkshire	6	2	-		-67%	-100%			-	-				
STATEWIDE TOTAL	**699**	**308**	**459**		**-56%**	**49%**			**3**	**78**		**2500%**		
STATEWIDE TARGET		**1,398**	**2,796**	**5,592**	**100%**	**100%**	**100%**	**700%**				**25%**	**25%**	**56%**
EWG Framework:	*Increase number of moderate-income weatherization jobs by 700% from baseline to 2024, achieved as an increase of 100% year over year (baseline to be established using 2019 actual data).*								*Increase number of moderate-income heating systems replaced by 56% from 2022 to 2024, achieved as an increase of 25% year over year (2022 to be baseline year).*					

QUARTERLY REPORT DATA TABLES

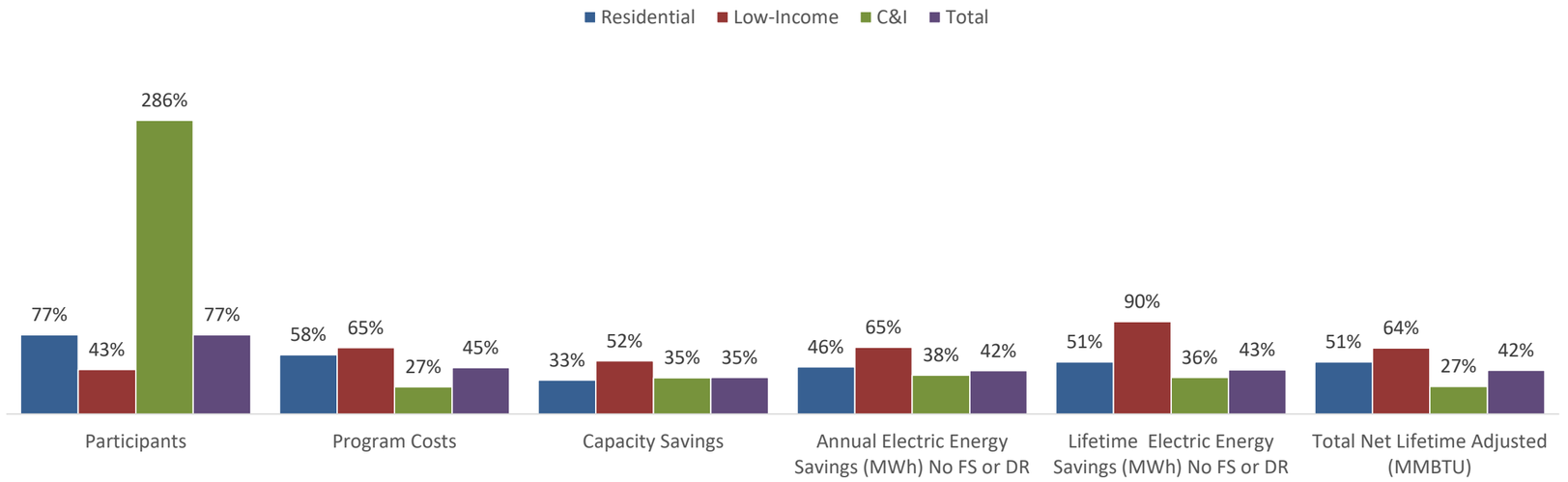
Please see attached workbook.

2023 Statewide Electric Results through Q3 2023

Percent of Goal Achieved

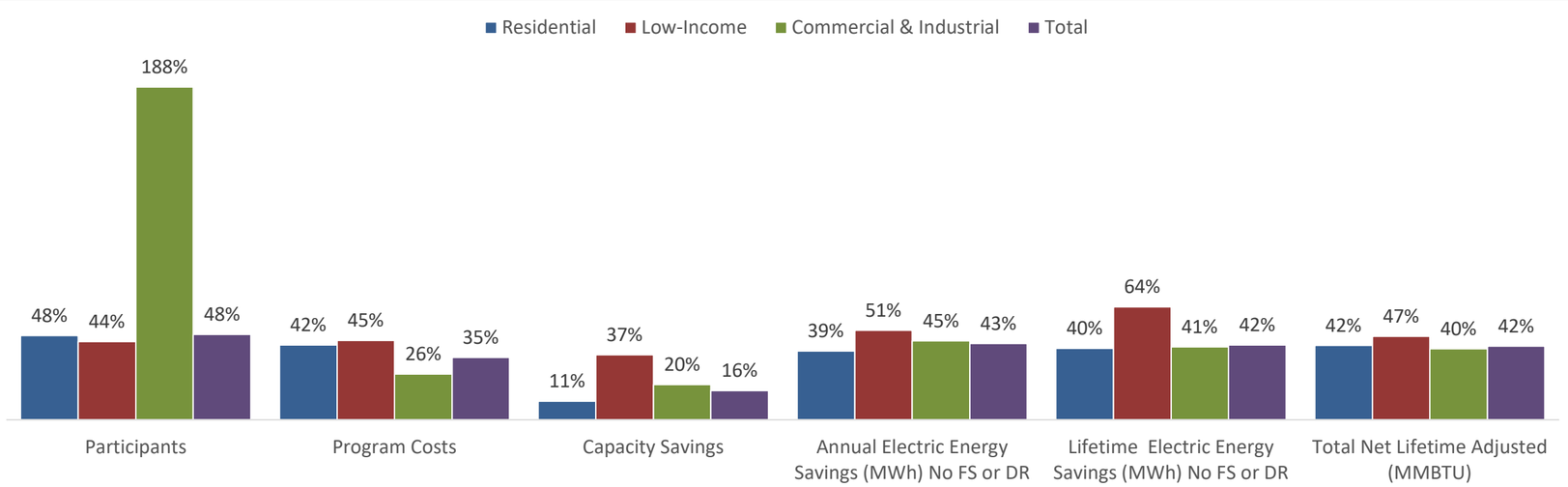
2023 Summary
(1/1/2023 through 9/30/2023)

9/12 months; 75% of year complete



Three-Year Cumulative Summary
(1/1/2022 through 9/30/2023)

21/36 months; 58% of term complete



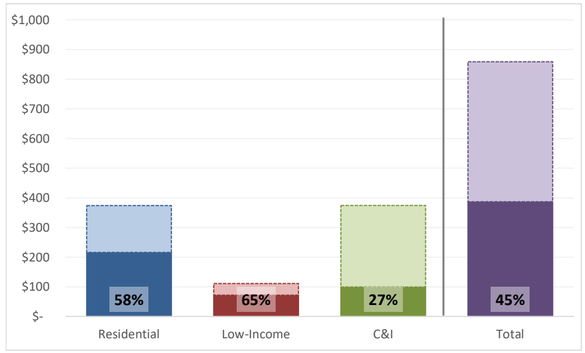
2023 Statewide Electric Results through Q3 2023

2023 Summary
(1/1/2023 through 9/30/2023)

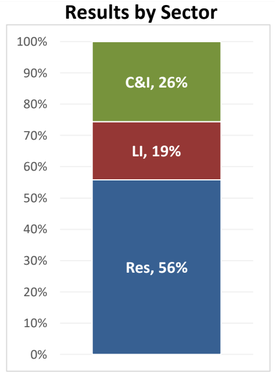
9/12 months; 75% of year complete

Spending ($M)

Results Relative to Goal

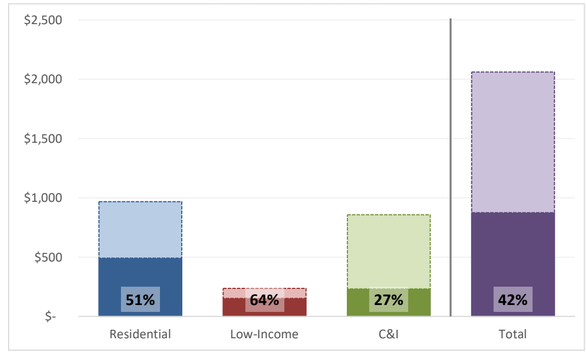


Results by Sector

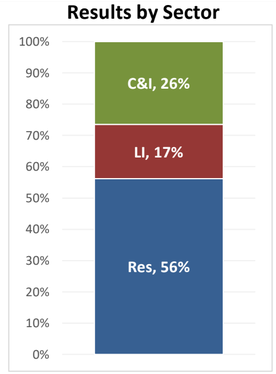


Benefits ($M)

Results Relative to Goal

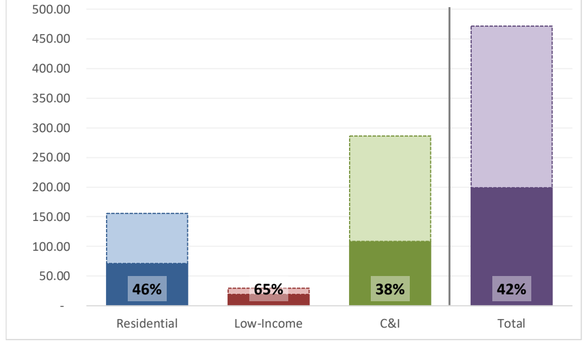


Results by Sector

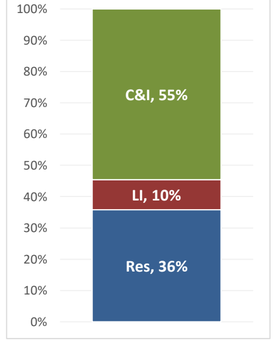


Annual Savings (GWh)

Results Relative to Goal

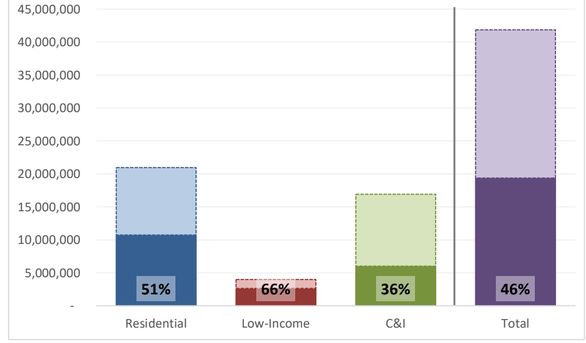


Results by Sector

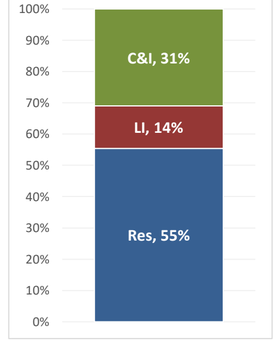


Lifetime Savings (MMBTu)

Results Relative to Goal

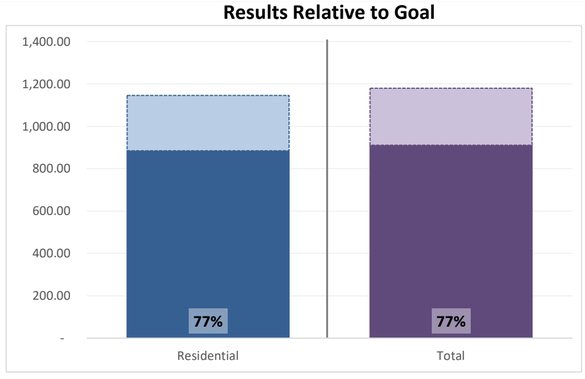


Results by Sector



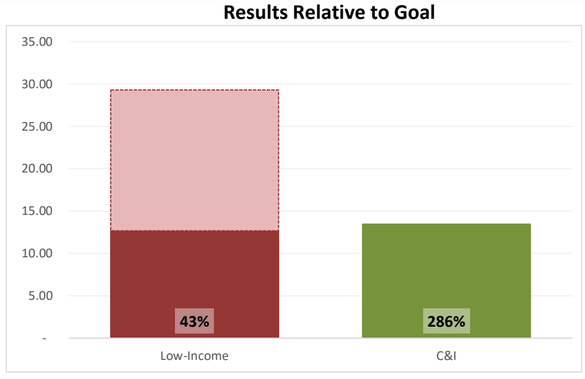
Residential and Total Participants

Results Relative to Goal



Low-Income and C&I Participants

Results Relative to Goal



2023 Statewide Electric Results through Q3 2023

2023 Spending
(1/1/2023 through 9/30/2023)

Program	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Electric Planned	**32,528,206**	**22,192,647**	**648,042,627**	**141,474,677**	**14,404,354**	**858,642,510**
A - Residential	**15,416,682**	**15,194,434**	**272,520,249**	**65,182,067**	**5,451,448**	**373,764,881**
A1 - Residential New Buildings	1,995,760	322,865	21,423,784	1,517,166	-	25,259,574
A1a - Residential New Homes & Renovations	1,995,760	322,865	21,423,784	1,517,166	-	25,259,574
A2 - Residential Existing Buildings	10,909,990	12,205,018	206,503,698	51,015,900	-	280,634,606
A2a - Residential Coordinated Delivery	5,146,831	2,403,603	100,391,343	14,882,103	-	122,823,880
A2b - Residential Conservation Services (RCS)	833,137	3,938,011	-	19,483,900	-	24,255,047
A2c - Residential Retail	4,359,588	5,676,730	94,934,083	4,968,067	-	109,938,467
A2d - Residential Behavior	201,153	-	55,944	5,877,119	-	6,134,216
A2e - Residential Active Demand Reduction	369,281	186,675	11,122,328	5,804,711	-	17,482,995
A3 - Residential Hard-to-Measure	2,510,933	2,666,551	44,592,767	12,649,001	5,451,448	67,870,700
A3a - Residential Statewide Marketing	3,469	1,692,708	-	-	-	1,696,178
A3b - Residential Statewide Database	29,361	-	-	-	-	29,361
A3c - Residential DOER Assessment	1,670,599	-	-	-	-	1,670,599
A3h - Residential R&D and Demonstration	120,000	2,800	82,500	3,680,909	-	3,886,209
A3d - Residential Sponsorships & Subscriptions	83,034	15,478	-	8,370	10,227	117,109
A3e - Residential Workforce Development	-	-	-	5,161,920	-	5,161,920
A3f - Residential Evaluation and Market Research	-	-	-	-	5,441,221	5,441,221
A3g - Residential EEAC Consultants	256,216	-	-	-	-	256,216
A3i - Residential HEAT Loan	178,253	187,823	44,510,267	2,546,226	-	47,422,569
A3j - Residential Education	170,000	767,741	-	1,251,577	-	2,189,318
B - Income Eligible	4,187,847	1,538,146	85,818,136	17,847,430	1,452,726	110,844,285
B1 - Income Eligible Existing Buildings	3,291,145	1,301,890	85,818,136	16,679,218	-	107,090,390
B1a - Income Eligible Coordinated Delivery	3,291,022	1,301,880	85,734,396	16,679,203	-	107,006,502
B1b - Income Eligible Active Demand Reduction	123	10	83,740	15	-	83,888
B2 - Income Eligible Hard-to-Measure	896,702	236,256	-	1,168,212	1,452,726	3,753,895
B2a - Income Eligible Statewide Marketing	-	236,136	-	-	-	236,136
B2b - Income Eligible Statewide Database	9,546	-	-	-	-	9,546
B2c - Income Eligible DOER Assessment	486,899	-	-	-	-	486,899
B2d - Income Eligible Sponsorships & Subscriptions	17,006	119	-	2,086	1,302	20,514
B2e - Income Eligible Workforce Development	-	-	-	1,166,126	-	1,166,126
B2f - Income Eligible Evaluation and Market Research	-	-	-	-	1,451,423	1,451,423
B2g - Low-Income Energy Affordability Network (LEAN)	383,250	-	-	-	-	383,250
C - Commercial & Industrial	**12,923,676**	**5,460,067**	**289,704,242**	**58,445,180**	**7,500,179**	**374,033,345**
C1 - C&I New Buildings	968,552	808,402	12,859,712	8,915,682	-	23,552,348
C1a - C&I New Buildings & Major Renovations	968,552	808,402	12,859,712	8,915,682	-	23,552,348
C2 - C&I Existing Buildings	9,525,877	4,254,297	276,579,280	41,577,693	-	331,937,147
C2a - C&I Existing Building Retrofit	7,367,673	3,493,687	217,491,001	34,162,205	-	262,514,566
C2b - C&I New & Replacement Equipment	1,580,628	586,698	44,789,382	5,120,734	-	52,077,442
C2c - C&I Active Demand Reduction	577,576	173,912	14,298,897	2,294,755	-	17,345,140
C3 - C&I Hard-to-Measure	2,429,247	397,368	265,250	7,951,805	7,500,179	18,543,849
C3a - C&I Statewide Marketing	-	374,312	-	-	-	374,312
C3b - C&I Statewide Database	31,446	-	-	-	-	31,446
C3c - C&I DOER Assessment	1,958,547	-	-	-	-	1,958,547
C3d - C&I Sponsorships & Subscriptions	144,932	20,706	-	12,355	12,716	190,710
C3e - C&I Workforce Development	-	-	-	5,421,301	-	5,421,301
C3f - C&I Evaluation and Market Research	-	-	-	-	7,487,463	7,487,463
C3g - C&I EEAC Consultants	214,322	-	-	-	-	214,322
C3h - C&I R&D and Demonstration	80,000	2,350	265,250	2,518,149	-	2,865,749
Electric Q3	**19,700,742**	**17,903,144**	**273,279,619**	**67,169,022**	**8,642,890**	**386,695,417**
A - Residential	**10,112,908**	**10,327,623**	**161,633,638**	**30,317,008**	**3,412,195**	**215,803,372**
A1 - Residential New Buildings	894,860	221,968	9,423,164	1,463,446	-	12,003,438
A1a - Residential New Homes & Renovations	894,860	221,968	9,423,164	1,463,446	-	12,003,438
A2 - Residential Existing Buildings	5,947,232	8,631,515	115,898,056	25,602,133	-	156,078,936
A2a - Residential Coordinated Delivery	2,797,626	1,591,423	44,455,170	7,398,990	-	56,243,209
A2b - Residential Conservation Services (RCS)	595,687	2,431,141	1,630	8,773,569	-	11,802,027
A2c - Residential Retail	2,166,526	4,589,149	68,500,253	6,030,728	-	81,286,656
A2d - Residential Behavior	83,128	1,779	1,989,669	1,122,545	-	3,197,121
A2e - Residential Active Demand Reduction	304,265	18,023	951,334	2,276,301	-	3,549,923
A3 - Residential Hard-to-Measure	3,270,816	1,474,140	36,312,418	3,251,429	3,412,195	47,720,998
A3a - Residential Statewide Marketing	335,598	1,206,787	-	-	-	1,542,385
A3b - Residential Statewide Database	35,055	-	-	-	-	35,055
A3c - Residential DOER Assessment	2,281,301	-	-	-	-	2,281,301
A3h - Residential R&D and Demonstration	88,199	-	-	238,990	-	327,189
A3d - Residential Sponsorships & Subscriptions	104,745	22,572	-	-	-	127,317
A3e - Residential Workforce Development	-	1,182	-	1,373,069	-	1,374,251
A3f - Residential Evaluation and Market Research	9,136	-	-	-	3,412,195	3,421,331
A3g - Residential EEAC Consultants	257,848	-	-	-	-	257,848
A3i - Residential HEAT Loan	100,256	13,526	36,312,418	1,086,823	-	37,513,023
A3j - Residential Education	58,678	230,073	-	552,547	-	841,298
B - Income Eligible	2,288,421	1,680,099	55,040,633	11,806,561	887,010	71,702,724
B1 - Income Eligible Existing Buildings	1,506,389	1,451,034	55,040,633	11,517,358	-	69,515,414
B1a - Income Eligible Coordinated Delivery	1,489,850	1,451,028	55,040,633	11,517,350	-	69,498,861
B1b - Income Eligible Active Demand Reduction	16,539	6	-	8	-	16,553
B2 - Income Eligible Hard-to-Measure	782,032	229,065	-	289,203	887,010	2,187,310
B2a - Income Eligible Statewide Marketing	30,469	227,954	-	-	-	258,423
B2b - Income Eligible Statewide Database	3,076	-	-	-	-	3,076
B2c - Income Eligible DOER Assessment	606,089	-	-	-	-	606,089
B2d - Income Eligible Sponsorships & Subscriptions	44,088	-	-	-	-	44,088
B2e - Income Eligible Workforce Development	-	1,111	-	289,203	358,604	648,918

2023 Statewide Electric Results through Q3 2023

2023 Spending
(1/1/2023 through 9/30/2023)

Program	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
B2f - Income Eligible Evaluation and Market Research	2,588	-	-	-	528,406	530,994
B2g - Low-Income Energy Affordability Network (LEAN)	95,722	-	-	-	-	95,722
C - Commercial & Industrial	**7,299,413**	**5,895,422**	**56,605,348**	**25,045,453**	**4,343,685**	**99,189,321**
C1 - C&I New Buildings	414,015	611,566	3,197,543	3,144,613	-	7,367,737
C1a - C&I New Buildings & Major Renovations	414,015	611,566	3,197,543	3,144,613	-	7,367,737
C2 - C&I Existing Buildings	4,130,020	4,645,601	53,407,805	20,491,768	-	82,675,194
C2a - C&I Existing Building Retrofit	3,172,073	3,300,998	29,512,803	13,914,024	-	49,899,898
C2b - C&I New & Replacement Equipment	693,607	1,340,969	24,995,726	5,608,505	-	32,638,807
C2c - C&I Active Demand Reduction	264,340	3,634	(1,100,724)	969,240	-	136,490
C3 - C&I Hard-to-Measure	2,755,378	638,255	-	1,409,072	4,343,685	9,146,389
C3a - C&I Statewide Marketing	216,223	623,380	-	-	-	839,603
C3b - C&I Statewide Database	28,544	-	-	-	-	28,544
C3c - C&I DOER Assessment	2,099,995	-	-	-	-	2,099,995
C3d - C&I Sponsorships & Subscriptions	121,687	10,205	-	-	-	131,892
C3e - C&I Workforce Development	-	4,669	-	1,227,752	-	1,232,422
C3f - C&I Evaluation and Market Research	12,173	-	-	-	4,343,685	4,355,858
C3g - C&I EEAC Consultants	219,981	-	-	-	-	219,981
C3h - C&I R&D and Demonstration	56,775	-	-	181,320	-	238,095
YTD as Percentage to Planned	**61%**	**81%**	**42%**	**47%**	**60%**	**45%**
A - Residential	**66%**	**68%**	**59%**	**47%**	**63%**	**58%**
A1 - Residential New Buildings	45%	69%	44%	96%	0%	48%
A1a - Residential New Homes & Renovations	45%	69%	44%	96%	0%	48%
A2 - Residential Existing Buildings	55%	71%	56%	50%	0%	56%
A2a - Residential Coordinated Delivery	54%	66%	44%	50%	0%	46%
A2b - Residential Conservation Services (RCS)	71%	62%	0%	45%	0%	49%
A2c - Residential Retail	50%	81%	72%	121%	0%	74%
A2d - Residential Behavior	41%	0%	3557%	19%	0%	52%
A2e - Residential Active Demand Reduction	82%	10%	9%	39%	0%	20%
A3 - Residential Hard-to-Measure	130%	55%	81%	26%	63%	70%
A3a - Residential Statewide Marketing	9673%	71%	0%	0%	0%	91%
A3b - Residential Statewide Database	119%	0%	0%	0%	0%	119%
A3c - Residential DOER Assessment	137%	0%	0%	0%	0%	137%
A3h - Residential R&D and Demonstration	73%	0%	0%	6%	0%	8%
A3d - Residential Sponsorships & Subscriptions	126%	146%	0%	0%	0%	109%
A3e - Residential Workforce Development	0%	0%	0%	27%	0%	27%
A3f - Residential Evaluation and Market Research	0%	0%	0%	0%	63%	63%
A3g - Residential EEAC Consultants	101%	0%	0%	0%	0%	101%
A3i - Residential HEAT Loan	56%	7%	82%	43%	0%	79%
A3j - Residential Education	35%	30%	0%	44%	0%	38%
B - Income Eligible	**55%**	**109%**	**64%**	**66%**	**61%**	**65%**
B1 - Income Eligible Existing Buildings	46%	111%	64%	69%	0%	65%
B1a - Income Eligible Coordinated Delivery	45%	111%	64%	69%	0%	65%
B1b - Income Eligible Active Demand Reduction	13446%	60%	0%	53%	0%	20%
B2 - Income Eligible Hard-to-Measure	87%	97%	0%	25%	61%	58%
B2a - Income Eligible Statewide Marketing	0%	97%	0%	0%	0%	109%
B2b - Income Eligible Statewide Database	32%	0%	0%	0%	0%	32%
B2c - Income Eligible DOER Assessment	124%	0%	0%	0%	0%	124%
B2d - Income Eligible Sponsorships & Subscriptions	259%	0%	0%	0%	0%	215%
B2e - Income Eligible Workforce Development	0%	0%	0%	25%	0%	56%
B2f - Income Eligible Evaluation and Market Research	0%	0%	0%	0%	36%	37%
B2g - Low-Income Energy Affordability Network (LEAN)	25%	0%	0%	0%	0%	25%
C - Commercial & Industrial	**56%**	**108%**	**20%**	**43%**	**58%**	**27%**
C1 - C&I New Buildings	43%	76%	25%	35%	0%	31%
C1a - C&I New Buildings & Major Renovations	43%	76%	25%	35%	0%	31%
C2 - C&I Existing Buildings	43%	109%	19%	49%	0%	25%
C2a - C&I Existing Building Retrofit	43%	94%	14%	41%	0%	19%
C2b - C&I New & Replacement Equipment	44%	229%	56%	110%	0%	63%
C2c - C&I Active Demand Reduction	46%	2%	-8%	42%	0%	1%
C3 - C&I Hard-to-Measure	113%	161%	0%	18%	58%	49%
C3a - C&I Statewide Marketing	0%	167%	0%	0%	0%	224%
C3b - C&I Statewide Database	91%	0%	0%	0%	0%	91%
C3c - C&I DOER Assessment	107%	0%	0%	0%	0%	107%
C3d - C&I Sponsorships & Subscriptions	84%	49%	0%	0%	0%	69%
C3e - C&I Workforce Development	0%	0%	0%	23%	0%	23%
C3f - C&I Evaluation and Market Research	0%	0%	0%	0%	58%	58%
C3g - C&I EEAC Consultants	103%	0%	0%	0%	0%	103%
C3h - C&I R&D and Demonstration	71%	0%	0%	7%	0%	8%

2023 Statewide Electric Results through Q3 2023

2023 Savings
(1/1/2023 through 9/30/2023)

Program	Participants	Net Summer Capacity (kW)	Net Annual Electric Energy (MWh) No FS or DR	Net Lifetime Electric Energy (MWh) No FS or DR	Net Lifetime Adjusted MMBTU
Electric Planned	**1,179,660**	**63,846**	**471,453**	**4,217,206**	**41,870,391**
A - Residential	**1,145,670**	**21,777**	**155,701**	**1,153,033**	**20,967,213**
A1 - Residential New Buildings	12,732	648	7,951	185,238	2,286,671
A1a - Residential New Homes & Renovations	12,732	648	7,951	185,238	2,286,671
A2 - Residential Existing Buildings	1,132,938	21,129	147,751	967,795	18,680,543
A2a - Residential Coordinated Delivery	61,312	2,031	19,877	283,753	8,246,389
A2b - Residential Conservation Services (RCS)	-	-	-	-	-
A2c - Residential Retail	158,921	7,925	47,609	603,778	9,877,925
A2d - Residential Behavior	912,704	11,173	80,264	80,264	556,229
B - Income Eligible	29,287	3,604	29,561	261,975	3,982,473
B1 - Income Eligible Existing Buildings	29,287	3,604	29,561	261,975	3,982,473
B1a - Income Eligible Coordinated Delivery	29,287	3,604	29,561	261,975	3,982,473
C - Commercial & Industrial	**4,703**	**38,465**	**286,191**	**2,802,198**	**16,920,705**
C1 - C&I New Buildings	212	3,084	23,809	361,029	2,065,956
C1a - C&I New Buildings & Major Renovations	212	3,084	23,809	361,029	2,065,956
C2 - C&I Existing Buildings	4,491	35,381	262,382	2,441,168	14,854,749
C2a - C&I Existing Building Retrofit	1,529	27,814	204,468	1,855,936	10,705,580
C2b - C&I New & Replacement Equipment	2,962	7,567	57,913	585,233	4,149,169
Electric Q3	**910,669**	**22,643**	**199,076**	**1,817,296**	**19,380,211**
A - Residential	**884,543**	**7,221**	**71,295**	**584,719**	**10,735,694**
A1 - Residential New Buildings	4,368	521	5,508	118,527	1,160,642
A1a - Residential New Homes & Renovations	4,368	521	5,508	118,527	1,160,642
A2 - Residential Existing Buildings	880,175	6,700	65,787	466,192	9,575,052
A2a - Residential Coordinated Delivery	35,669	1,355	12,485	201,406	4,904,923
A2b - Residential Conservation Services (RCS)	2,757	-	-	-	-
A2c - Residential Retail	52,803	184	16,445	227,929	4,414,711
A2d - Residential Behavior	788,946	5,161	36,857	36,857	255,418
B - Income Eligible	**12,672**	**1,865**	**19,205**	**235,520**	**2,634,706**
B1 - Income Eligible Existing Buildings	12,672	1,865	19,205	235,520	2,634,706
B1a - Income Eligible Coordinated Delivery	12,672	1,865	19,205	235,520	2,634,706
C - Commercial & Industrial	**13,454**	**13,557**	**108,576**	**997,057**	**6,009,811**
C1 - C&I New Buildings	102	754	4,540	75,585	421,447
C1a - C&I New Buildings & Major Renovations	102	754	4,540	75,585	421,447
C2 - C&I Existing Buildings	13,352	12,802	104,035	921,472	5,588,365
C2a - C&I Existing Building Retrofit	2,510	6,867	57,842	458,969	2,746,277
C2b - C&I New & Replacement Equipment	10,842	5,935	46,193	462,503	2,842,088
YTD as Percentage to Planned	**77%**	**35%**	**42%**	**43%**	**46%**
A - Residential	**77%**	**33%**	**46%**	**51%**	**51%**
A1 - Residential New Buildings	34%	80%	69%	64%	51%
A1a - Residential New Homes & Renovations	34%	80%	69%	64%	51%
A2 - Residential Existing Buildings	78%	32%	45%	48%	51%
A2a - Residential Coordinated Delivery	58%	67%	63%	71%	59%
A2b - Residential Conservation Services (RCS)	0%	0%	0%	0%	0%
A2c - Residential Retail	33%	2%	35%	38%	45%
A2d - Residential Behavior	86%	46%	46%	46%	46%
B - Income Eligible	**43%**	**52%**	**65%**	**90%**	**66%**
B1 - Income Eligible Existing Buildings	43%	52%	65%	90%	66%
B1a - Income Eligible Coordinated Delivery	43%	52%	65%	90%	66%
C - Commercial & Industrial	**286%**	**35%**	**38%**	**36%**	**36%**
C1 - C&I New Buildings	48%	24%	19%	21%	20%
C1a - C&I New Buildings & Major Renovations	48%	24%	19%	21%	20%
C2 - C&I Existing Buildings	297%	36%	40%	38%	38%
C2a - C&I Existing Building Retrofit	164%	25%	28%	25%	26%
C2b - C&I New & Replacement Equipment	366%	78%	80%	79%	68%

2023 Statewide Electric Results through Q3 2023

2023 Lifetime Savings-No FS or DR (MWh) by Program Administrator
(1/1/2023 through 9/30/2023)

Program	Cape Light Compact	National Grid Electric	Eversource Electric	Unitil Electric
Electric Planned	**183,178**	**2,189,683**	**1,808,782**	**35,563**
A - Residential	**90,175**	**664,697**	**390,875**	**7,286**
A1 - Residential New Buildings	7,085	97,746	79,624	783
A1a - Residential New Homes & Renovations	7,085	97,746	79,624	783
A2 - Residential Existing Buildings	83,090	566,951	311,251	6,503
A2a - Residential Coordinated Delivery	55,431	121,458	105,258	1,606
A2b - Residential Conservation Services (RCS)	-	-	-	-
A2c - Residential Retail	27,659	378,192	194,068	3,859
A2d - Residential Behavior	-	67,301	11,925	1,038
B - Income Eligible	**19,139**	**110,084**	**129,885**	**2,867**
B1 - Income Eligible Existing Buildings	19,139	110,084	129,885	2,867
B1a - Income Eligible Coordinated Delivery	19,139	110,084	129,885	2,867
C - Commercial & Industrial	**73,864**	**1,414,902**	**1,288,022**	**25,410**
C1 - C&I New Buildings	12,727	163,851	182,385	2,066
C1a - C&I New Buildings & Major Renovations	12,727	163,851	182,385	2,066
C2 - C&I Existing Buildings	61,137	1,251,050	1,105,637	23,344
C2a - C&I Existing Building Retrofit	43,015	927,364	868,399	17,158
C2b - C&I New & Replacement Equipment	18,122	323,687	237,238	6,186

Electric Q3	**159,207**	**861,079**	**779,138**	**17,872**
A - Residential	**68,151**	**285,925**	**226,425**	**4,218**
A1 - Residential New Buildings	14,293	35,317	68,659	258
A1a - Residential New Homes & Renovations	14,293	35,317	68,659	258
A2 - Residential Existing Buildings	53,858	250,608	157,766	3,960
A2a - Residential Coordinated Delivery	20,707	116,002	63,457	1,240
A2b - Residential Conservation Services (RCS)	-	-	-	-
A2c - Residential Retail	33,151	98,576	94,309	1,893
A2d - Residential Behavior	-	36,030	-	827
B - Income Eligible	**42,591**	**121,498**	**69,346**	**2,085**
B1 - Income Eligible Existing Buildings	42,591	121,498	69,346	2,085
B1a - Income Eligible Coordinated Delivery	42,591	121,498	69,346	2,085
C - Commercial & Industrial	**48,465**	**453,656**	**483,367**	**11,569**
C1 - C&I New Buildings	6,312	21,059	46,508	1,706
C1a - C&I New Buildings & Major Renovations	6,312	21,059	46,508	1,706
C2 - C&I Existing Buildings	42,153	432,597	436,859	9,863
C2a - C&I Existing Building Retrofit	24,753	214,441	213,315	6,460
C2b - C&I New & Replacement Equipment	17,400	218,156	223,544	3,403

YTD as Percentage to Planned	**87%**	**39%**	**43%**	**50%**
A - Residential	**76%**	**43%**	**58%**	**58%**
A1 - Residential New Buildings	202%	36%	86%	33%
A1a - Residential New Homes & Renovations	202%	36%	86%	33%
A2 - Residential Existing Buildings	65%	44%	51%	61%
A2a - Residential Coordinated Delivery	37%	96%	60%	77%
A2b - Residential Conservation Services (RCS)	0%	0%	0%	0%
A2c - Residential Retail	120%	26%	49%	49%
A2d - Residential Behavior	0%	54%	0%	80%
B - Income Eligible	**223%**	**110%**	**53%**	**73%**
B1 - Income Eligible Existing Buildings	223%	110%	53%	73%
B1a - Income Eligible Coordinated Delivery	223%	110%	53%	73%
C - Commercial & Industrial	**66%**	**32%**	**38%**	**46%**
C1 - C&I New Buildings	50%	13%	25%	83%
C1a - C&I New Buildings & Major Renovations	50%	13%	25%	83%
C2 - C&I Existing Buildings	69%	35%	40%	42%
C2a - C&I Existing Building Retrofit	58%	23%	25%	38%
C2b - C&I New & Replacement Equipment	96%	67%	94%	55%

2023 Statewide Electric Results through Q3 2023

2023 Benefits
(1/1/2023 through 9/30/2023)

Program	Total Electric Energy Benefits	Total Electric Capacity Benefits	Total Other Resource Benefits	Total Natural Gas Benefits	Total Non-Resource Benefits	Total Benefits
Electric Planned	**317,753,514**	**301,422,053**	**1,132,370,081**	**(38,462,130)**	**346,815,002**	**2,059,898,523**
A - Residential	**(3,809,160)**	**92,327,294**	**835,075,712**	**(66,528)**	**43,500,913**	**967,028,231**
A1 - Residential New Buildings	7,928,724	5,855,594	93,091,902	-	2,457,985	109,334,205
A1a - Residential New Homes & Renovations	7,928,724	5,855,594	93,091,902	-	2,457,985	109,334,205
A2 - Residential Existing Buildings	(11,737,884)	86,471,700	741,983,810	(66,528)	41,042,928	857,694,026
A2a - Residential Coordinated Delivery	33,090,037	11,223,730	266,691,211	32,249	35,826,511	346,863,737
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-
A2c - Residential Retail	(54,616,281)	35,433,512	475,292,600	(98,777)	5,216,417	461,227,472
A2d - Residential Behavior	9,815,504	3,706,553	-	-	-	13,522,056
A2e - Residential Active Demand Reduction	(27,143)	36,107,904	-	-	-	36,080,761
B - Income Eligible	**19,503,307**	**10,714,951**	**117,498,710**	**1,032,816**	**87,303,414**	**236,053,197**
B1 - Income Eligible Existing Buildings	19,503,307	10,714,951	117,498,710	1,032,816	87,303,414	236,053,197
B1a - Income Eligible Coordinated Delivery	19,503,307	10,294,982	117,498,710	1,032,816	87,303,414	235,633,228
B1b - Income Eligible Active Demand Reduction	-	419,969	-	-	-	419,969
C - Commercial & Industrial	**302,059,367**	**198,379,808**	**179,795,660**	**(39,428,418)**	**216,010,675**	**856,817,095**
C1 - C&I New Buildings	42,810,178	17,744,175	(677,879)	(955,322)	29,413,564	88,334,715
C1a - C&I New Buildings & Major Renovations	42,810,178	17,744,175	(677,879)	(955,322)	29,413,564	88,334,715
C2 - C&I Existing Buildings	259,249,189	180,635,633	180,473,539	(38,473,096)	186,597,111	768,482,380
C2a - C&I Existing Building Retrofit	197,435,434	106,120,595	135,474,685	(38,165,998)	141,609,037	542,473,754
C2b - C&I New & Replacement Equipment	61,831,421	30,058,938	44,998,854	(307,098)	44,988,074	181,570,193
C2c - C&I Active Demand Reduction	(17,666)	44,456,100	-	-	-	44,438,434
Electric Q3	**133,884,429**	**66,123,742**	**499,070,929**	**(832,383)**	**176,204,219**	**874,450,938**
A - Residential	**(11,460,338)**	**13,179,853**	**439,552,396**	**492,506**	**49,541,491**	**491,305,908**
A1 - Residential New Buildings	8,924,307	4,116,765	37,173,110	-	2,099,879	52,314,061
A1a - Residential New Homes & Renovations	8,924,307	4,116,765	37,173,110	-	2,099,879	52,314,061
A2 - Residential Existing Buildings	(20,384,645)	9,063,088	402,379,286	492,506	47,441,612	438,991,847
A2a - Residential Coordinated Delivery	25,064,188	7,718,382	147,138,528	146,075	34,549,561	214,616,734
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-
A2c - Residential Retail	(49,956,075)	(235,292)	255,240,758	346,431	12,892,051	218,287,872
A2d - Residential Behavior	4,507,242	1,579,998	-	-	-	6,087,241
A2e - Residential Active Demand Reduction	-	-	-	-	-	-
B - Income Eligible	**23,970,345**	**6,609,359**	**56,791,955**	**647,334**	**63,652,151**	**151,671,145**
B1 - Income Eligible Existing Buildings	23,970,345	6,609,359	56,791,955	647,334	63,652,151	151,671,145
B1a - Income Eligible Coordinated Delivery	23,970,345	6,609,359	56,791,955	647,334	63,652,151	151,671,145
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-
C - Commercial & Industrial	**121,374,422**	**46,334,530**	**2,726,578**	**(1,972,223)**	**63,010,577**	**231,473,885**
C1 - C&I New Buildings	8,479,469	4,634,158	319	(45,322)	5,225,150	18,293,775
C1a - C&I New Buildings & Major Renovations	8,479,469	4,634,158	319	(45,322)	5,225,150	18,293,775
C2 - C&I Existing Buildings	112,894,953	41,700,372	2,726,259	(1,926,901)	57,785,426	213,180,109
C2a - C&I Existing Building Retrofit	57,620,993	21,749,905	(937,209)	(1,704,453)	32,017,908	108,747,144
C2b - C&I New & Replacement Equipment	55,273,960	19,950,467	3,663,467	(222,448)	25,767,519	104,432,966
C2c - C&I Active Demand Reduction	-	-	-	-	-	-
YTD as Percentage to Planned	**42%**	**22%**	**44%**	**2%**	**51%**	**42%**
A - Residential	**301%**	**14%**	**53%**	**-740%**	**114%**	**51%**
A1 - Residential New Buildings	113%	70%	40%	0%	85%	48%
A1a - Residential New Homes & Renovations	113%	70%	40%	0%	85%	48%
A2 - Residential Existing Buildings	174%	10%	54%	-740%	116%	51%
A2a - Residential Coordinated Delivery	76%	69%	55%	453%	96%	62%
A2b - Residential Conservation Services (RCS)	0%	0%	0%	0%	0%	0%
A2c - Residential Retail	91%	-1%	54%	-351%	247%	47%
A2d - Residential Behavior	46%	43%	0%	0%	0%	45%
A2e - Residential Active Demand Reduction	0%	0%	0%	0%	0%	0%
B - Income Eligible	**123%**	**62%**	**48%**	**63%**	**73%**	**64%**
B1 - Income Eligible Existing Buildings	123%	62%	48%	63%	73%	64%
B1a - Income Eligible Coordinated Delivery	123%	64%	48%	63%	73%	64%
B1b - Income Eligible Active Demand Reduction	0%	0%	0%	0%	0%	0%
C - Commercial & Industrial	**40%**	**23%**	**2%**	**5%**	**29%**	**27%**
C1 - C&I New Buildings	20%	26%	0%	5%	18%	21%
C1a - C&I New Buildings & Major Renovations	20%	26%	0%	5%	18%	21%
C2 - C&I Existing Buildings	44%	23%	2%	5%	31%	28%
C2a - C&I Existing Building Retrofit	29%	20%	-1%	4%	23%	20%
C2b - C&I New & Replacement Equipment	89%	66%	8%	72%	57%	58%
C2c - C&I Active Demand Reduction	0%	0%	0%	0%	0%	0%

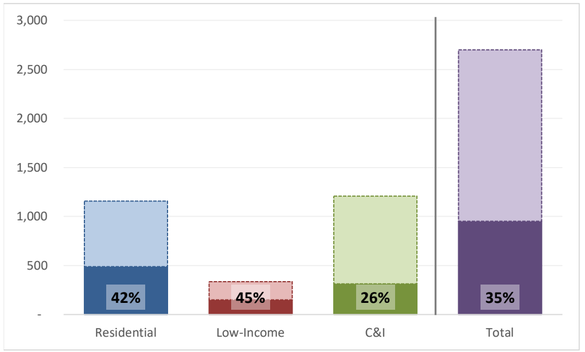
2022 - 2024 Statewide Electric Term Results through Q3 2023

Three-Year Cumulative Summary
(1/1/2022 through 9/30/2023)

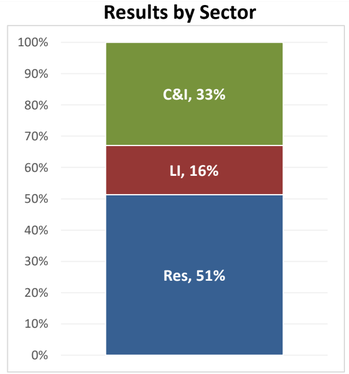
21/36 months; 58% of term complete

Spending ($M)

Results Relative to Goal

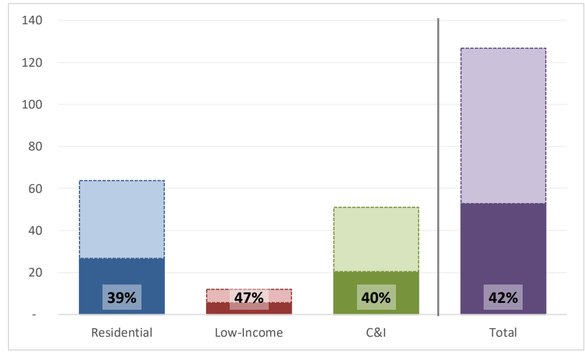


Results by Sector

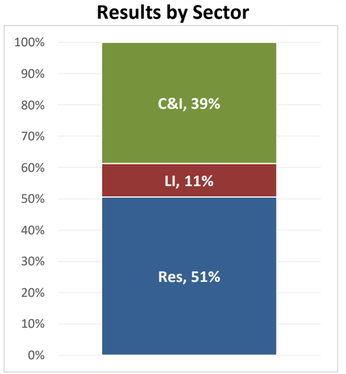


Benefits ($M)

Results Relative to Goal

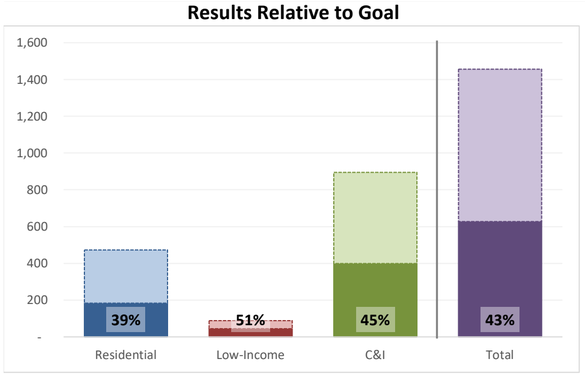


Results by Sector

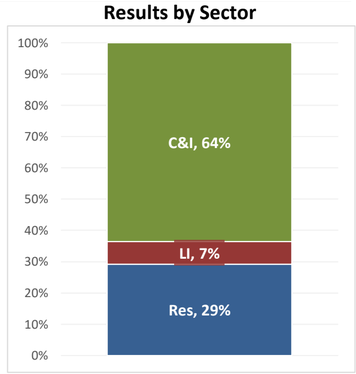


Annual Savings (GWh)

Results Relative to Goal

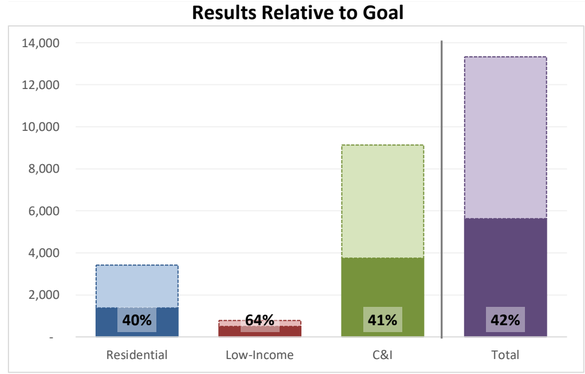


Results by Sector

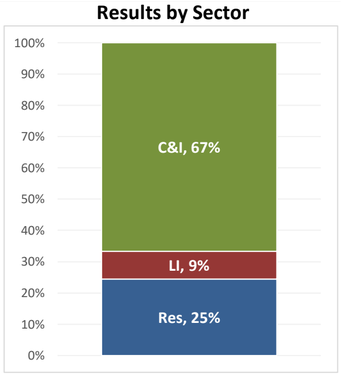


Lifetime Savings (GWh)

Results Relative to Goal

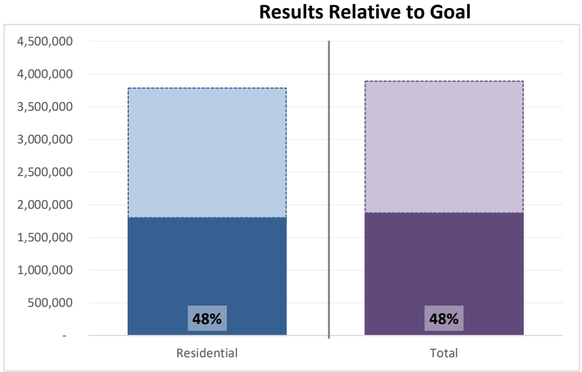


Results by Sector



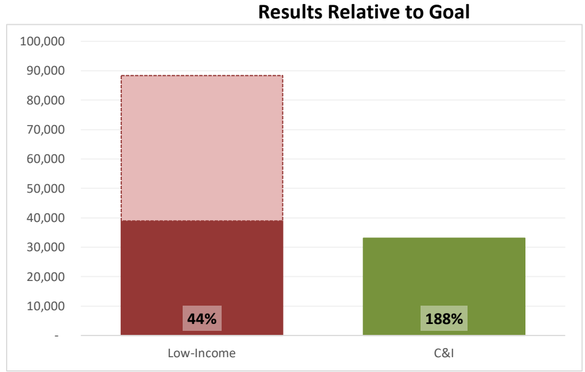
Residential and Total Participants

Results Relative to Goal



Low-Income and C&I Participants

Results Relative to Goal



2022 - 2024 Statewide Electric Term Results through Q3 2023

Three-Year Cumulative Summary
(1/1/2022 through 9/30/2023)

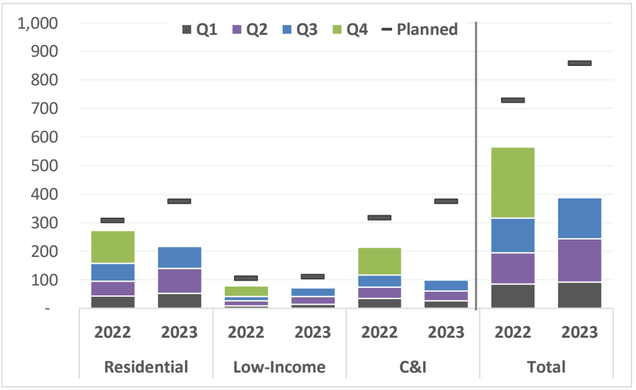
21/36 months; 58% of term complete

Sector	Participants	Total Program Costs	Net Summer Capacity (kW)	Net Annual Electric Energy (MWh) No FS or DR	Net Lifetime Electric Energy (MWh) No FS or DR	Sum of Total Net Lifetime Adjusted (MMBTU)
2022-2024 Planned	**3,890,527**	**2,699,634,718**	**903,493**	**1,456,115**	**13,330,781**	**126,754,367**
A - Residential	3,784,542	1,156,877,152	355,886	472,909	3,416,334	63,751,197
B - Income Eligible	**88,363**	**335,035,727**	**13,812**	**88,376**	**781,274**	**11,990,158**
C - Commercial & Industrial	17,622	1,207,721,840	533,795	894,830	9,133,174	51,013,012
Cumulative Plan-Term to Date (Electric Q3)	**1,874,186**	**951,494,077**	**148,858**	**627,290**	**5,626,253**	**52,784,462**
A - Residential	1,802,161	488,618,559	37,592	183,532	1,378,582	26,712,488
B - Low-Income	38,950	149,829,473	5,070	44,665	498,114	5,642,487
C - Commercial & Industrial	33,075	313,046,044	106,196	399,094	3,749,557	20,429,487
Cumulative Plan-Term to Date % of Planned	**48%**	**35%**	**16%**	**43%**	**42%**	**42%**
A - Residential	48%	42%	11%	39%	40%	42%
B - Low-Income	44%	45%	37%	51%	64%	47%
C - Commercial & Industrial	188%	26%	20%	45%	41%	40%

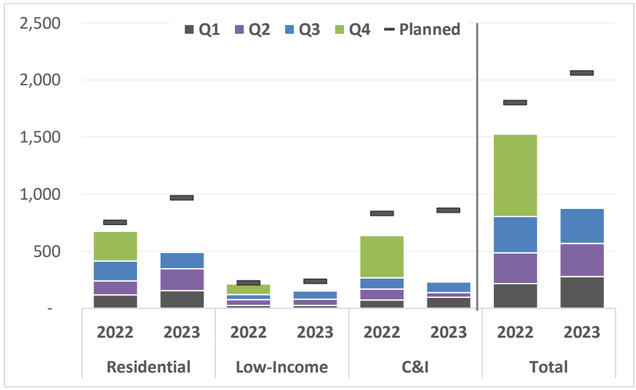
Statewide Electric Results through Q3 2023

Quarterly Summary
(1/1/2022 through 9/30/2023)

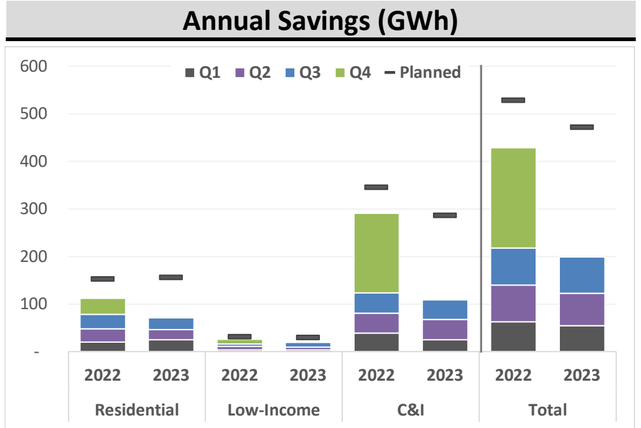
Spending ($M)



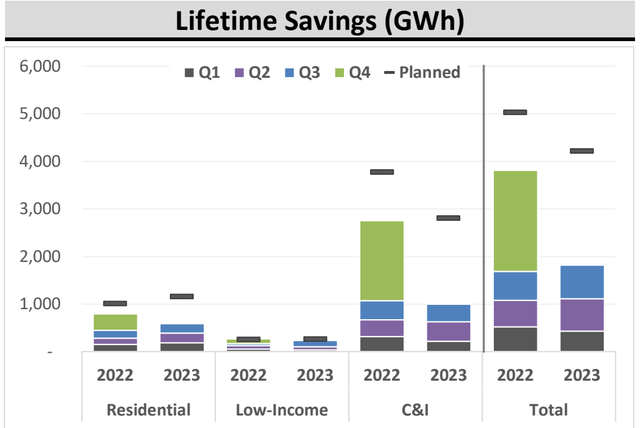
Benefits ($M)



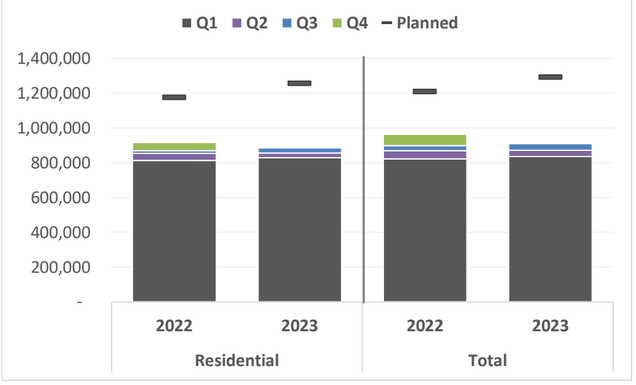
Annual Savings (GWh)



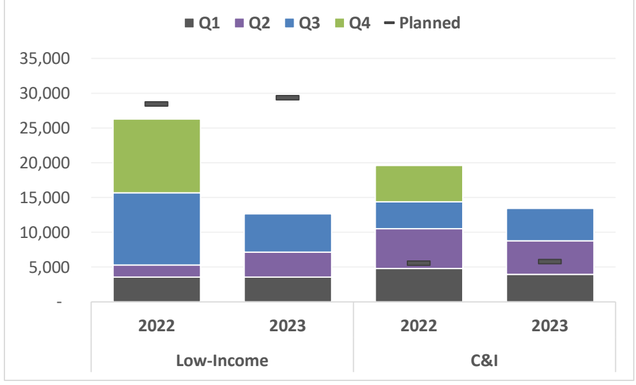
Lifetime Savings (GWh)



Residential and Total Participants



Low-Income and C&I Participants



2023 Statewide Electric Results through Q3 2023

Quarterly Summary
(1/1/2022 through 9/30/2023)

Spending

Sector	2022					2023					2024				
	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4
A - Residential	307,875,311	42,682,398	94,350,581	158,238,610	272,815,183	373,764,881	52,866,274	140,469,929	215,803,376	-	475,236,960	-	-	-	-
B - Income Eligible	104,379,854	8,327,146	26,181,393	41,345,141	78,126,749	110,844,285	13,736,995	42,070,108	71,702,724	-	119,811,588	-	-	-	-
C - Commercial & Industrial	316,292,427	34,851,393	73,782,718	116,016,667	213,856,724	374,033,345	25,998,025	60,955,527	99,189,321	-	517,396,068	-	-	-	-
Grand Total	728,547,592	85,860,937	194,314,693	315,600,418	564,798,656	858,642,510	92,601,294	243,495,563	386,695,421	-	1,112,444,617	-	-	-	-

Benefits

Sector	2022					2023					2024				
	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4
A - Residential	751,591,855	118,935,179	239,632,156	413,888,954	673,655,767	967,028,231	154,671,038	346,961,619	491,305,908		1,246,633,552				
B - Income Eligible	222,229,878	26,081,059	78,059,997	120,888,451	213,976,987	236,053,197	26,435,749	80,613,141	151,671,145		253,550,372				
C - Commercial & Industrial	828,015,687	71,871,374	167,849,976	269,187,813	637,114,440	856,817,095	98,130,354	139,398,991	231,473,885		1,052,457,451				
Grand Total	1,801,837,419	216,887,611	485,542,129	803,965,217	1,524,747,195	2,059,898,523	279,237,141	566,973,751	874,450,938		2,552,641,376				

Annual MWh (No FS or DR) Savings

Sector	2022					2023					2024				
	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4
A - Residential	152,488	20,354	47,773	78,051	112,237	155,511	25,318	46,032	71,295		164,910				
B - Income Eligible	30,547	3,969	10,782	16,168	25,460	29,561	3,553	9,031	19,205		28,268				
C - Commercial & Industrial	345,319	38,785	80,940	123,110	290,518	286,121	25,260	67,234	108,576		263,390				
Grand Total	528,355	63,108	139,495	217,330	428,215	471,192	54,131	122,297	199,076		456,568				

Lifetime MWh (No FS or DR) Savings

Sector	2022					2023					2024				
	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4
A - Residential	1,006,547	153,898	284,004	448,910	793,863	1,152,842	182,245	387,492	584,719		1,256,945				
B - Income Eligible	253,382	52,576	125,297	167,297	262,594	261,975	34,583	99,364	235,520		265,917				
C - Commercial & Industrial	3,768,879	317,911	669,184	1,068,588	2,752,499	2,802,128	216,099	623,015	997,057		2,562,167				
Grand Total	5,028,807	524,385	1,078,485	1,684,795	3,808,956	4,216,945	432,926	1,109,871	1,817,296		4,085,028				

Participants

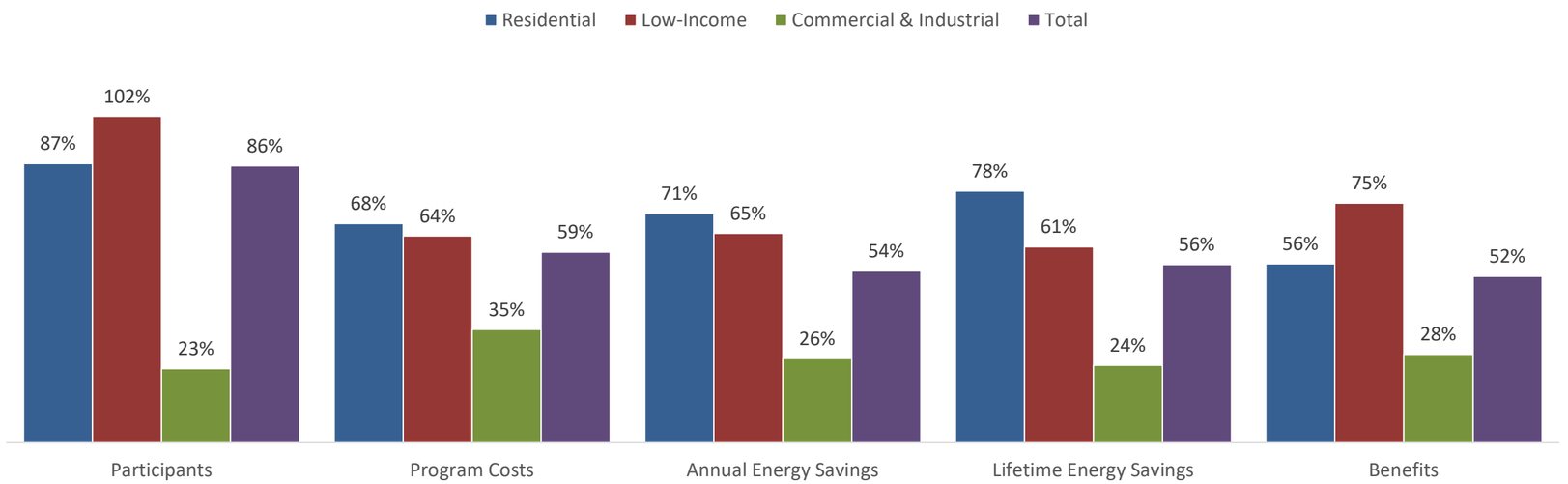
Sector	2022					2023					2024				
	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4
A - Residential	1,174,986	812,957	852,687	868,776	917,618	1,256,832	828,712	855,627	884,543		1,352,724				
B - Income Eligible	28,443	3,540	5,301	15,684	26,278	29,318	3,584	7,140	12,672		30,602				
C - Commercial & Industrial	5,551	4,812	10,531	14,397	19,621	5,753	3,966	8,773	13,454		6,318				
Grand Total	1,208,979	821,309	868,519	898,857	963,517	1,291,904	836,262	871,540	910,669		1,389,644				

2023 Statewide Gas Results through Q3 2023

Percent of Goal Achieved

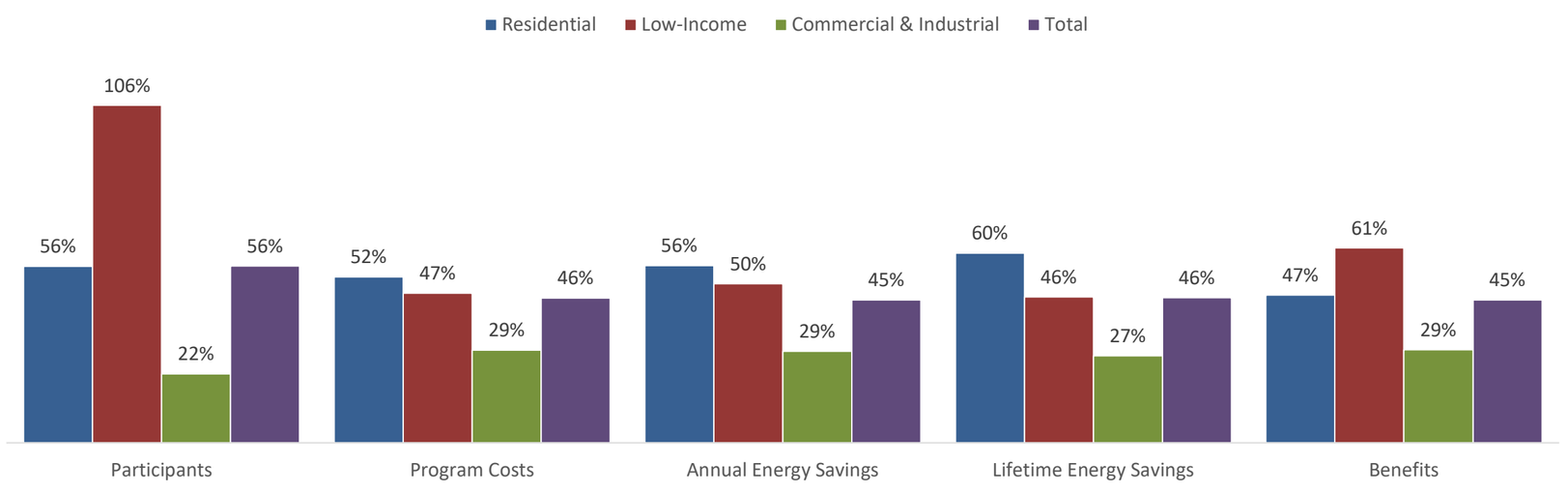
2023 Summary
(1/1/2023 through 9/30/2023)

9/12 months; 75% of year complete



Three-Year Cumulative Summary
(1/1/2022 through 9/30/2023)

21/36 months; 58% of term complete



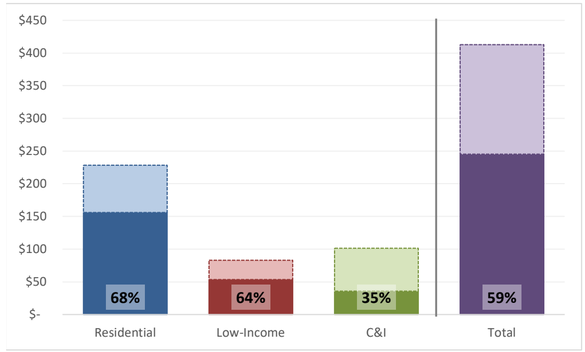
2023 Statewide Gas Results through Q3 2023

2023 Summary
(1/1/2023 through 9/30/2023)

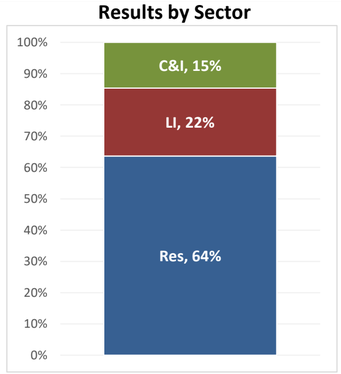
9/12 months; 75% of year complete

Spending ($M)

Results Relative to Goal

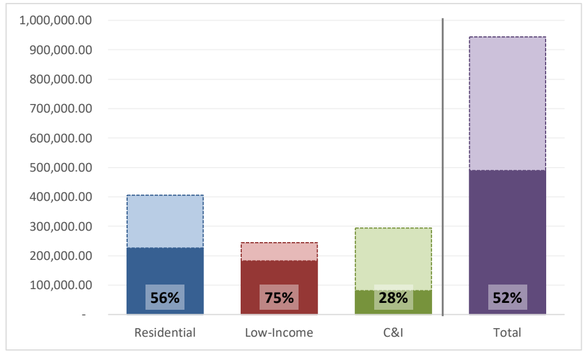


Results by Sector

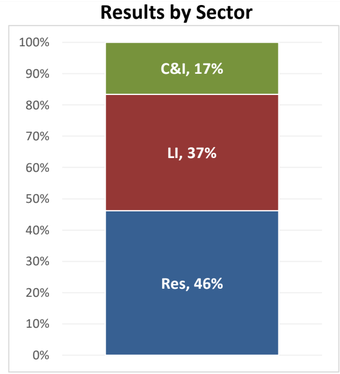


Benefits ($M)

Results Relative to Goal

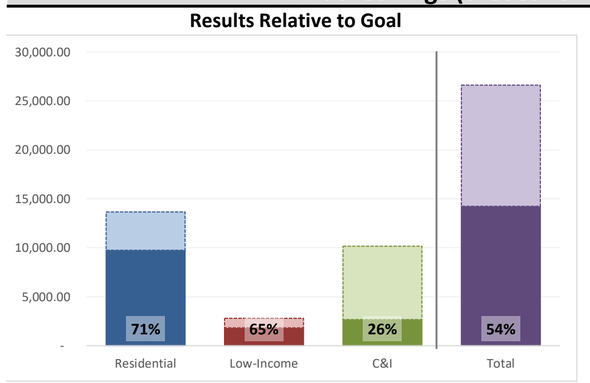


Results by Sector

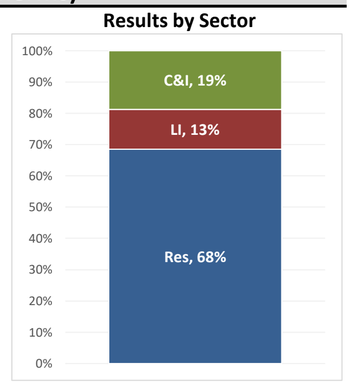


Annual Savings (thousand Therms)

Results Relative to Goal

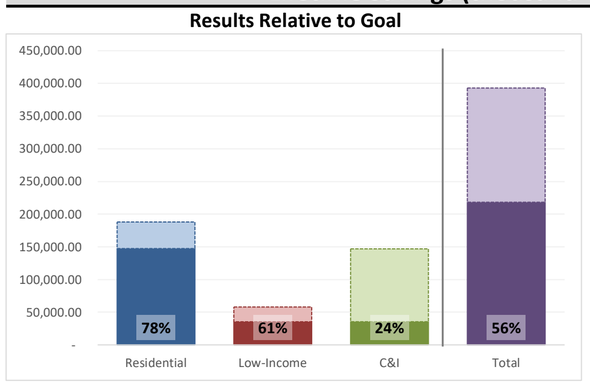


Results by Sector

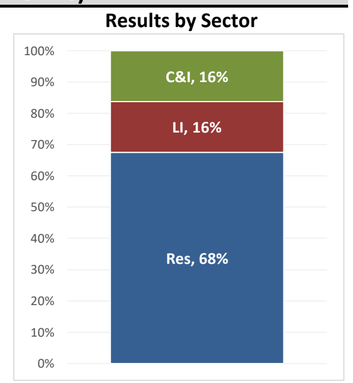


Lifetime Savings (thousand Therms)

Results Relative to Goal

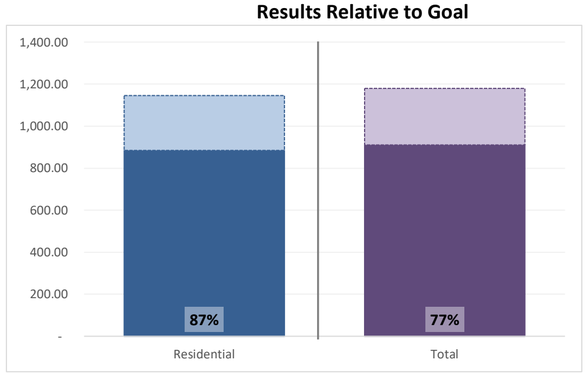


Results by Sector



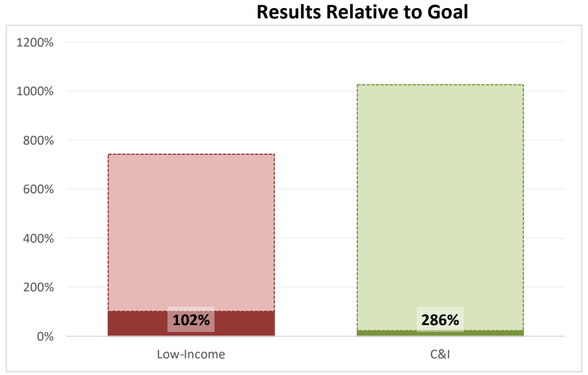
Residential and Total Participants

Results Relative to Goal



Low-Income and C&I Participants

Results Relative to Goal



2023 Statewide Gas Results through Q3 2023

2023 Spending
(1/1/2023 through 9/30/2023)

Program	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Planned 2023	**15,868,533**	**13,790,785**	**307,167,530**	**69,859,206**	**6,176,800**	**412,862,854**
A - Residential	**7,644,632**	**7,894,429**	**172,103,820**	**37,856,386**	**2,931,226**	**228,430,494**
A1 - Residential New Buildings	231,853	146,204	8,398,532	1,102,705	-	9,879,294
A1a - Residential New Homes & Renovations	231,853	146,204	8,398,532	1,102,705	-	9,879,294
A2 - Residential Existing Buildings	6,023,742	6,951,879	162,217,059	31,434,805	1,582	206,629,067
A2a - Residential Coordinated Delivery	3,714,602	1,767,910	117,539,139	8,173,026	-	131,194,677
A2b - Residential Conservation Services (RCS)	689,816	2,749,273	-	19,732,129	-	23,171,218
A2c - Residential Retail	1,543,864	2,434,187	44,677,920	1,119,405	-	49,775,376
A2d - Residential Behavior	75,461	509	-	2,410,245	1,582	2,487,797
A2e - Residential Active Demand Reduction	-	-	-	-	-	-
A3 - Residential Hard-to-Measure	1,389,037	796,345	1,488,230	5,318,876	2,929,644	11,922,133
A3a - Residential Statewide Marketing	1,934	577,913	-	-	-	579,847
A3b - Residential Statewide Database	11,402	-	-	-	-	11,402
A3c - Residential DOER Assessment	856,356	-	-	-	-	856,356
A3h - Residential R&D and Demonstration	-	3,500	38,750	69,183	-	111,433
A3d - Residential Sponsorships & Subscriptions	64,337	11,008	-	5,632	12,293	93,270
A3e - Residential Workforce Development	20,983	-	-	4,641,847	-	4,662,830
A3f - Residential Evaluation and Market Research	-	-	-	-	2,917,351	2,917,351
A3g - Residential EEAC Consultants	359,156	-	-	-	-	359,156
A3i - Residential HEAT Loan	-	92,778	1,449,480	162,743	-	1,705,000
A3j - Residential Education	74,869	111,146	-	439,471	-	625,486
B - Income Eligible	**2,299,604**	**2,776,256**	**62,495,104**	**14,470,603**	**978,980**	**83,020,547**
B1 - Income Eligible Existing Buildings	1,780,890	2,585,555	62,495,104	13,693,761	-	80,555,310
B1a - Income Eligible Coordinated Delivery	1,780,890	2,585,555	62,495,104	13,693,761	-	80,555,310
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-
B2 - Income Eligible Hard-to-Measure	518,715	190,701	-	776,842	978,980	2,465,237
B2a - Income Eligible Statewide Marketing	-	190,338	-	-	-	190,338
B2b - Income Eligible Statewide Database	21,200	-	-	-	-	21,200
B2c - Income Eligible DOER Assessment	312,192	-	-	-	-	312,192
B2d - Income Eligible Sponsorships & Subscriptions	19,568	363	-	2,026	825	22,782
B2e - Income Eligible Workforce Development	-	-	-	774,816	-	774,816
B2f - Income Eligible Evaluation and Market Research	-	-	-	-	978,155	978,155
B2g - Low-Income Energy Affordability Network (LEAN)	165,755	-	-	-	-	165,755
C - Commercial & Industrial	**5,924,297**	**3,120,100**	**72,568,606**	**17,532,217**	**2,266,594**	**101,411,813**
C1 - C&I New Buildings	343,368	595,257	4,348,717	2,589,482	-	7,876,823
C1a - C&I New Buildings & Major Renovations	343,368	595,257	4,348,717	2,589,482	-	7,876,823
C2 - C&I Existing Buildings	4,983,999	2,274,512	67,913,639	11,991,464	-	87,163,614
C2a - C&I Existing Building Retrofit	4,468,195	2,048,051	57,258,829	5,495,191	-	69,270,266
C2b - C&I New & Replacement Equipment	515,804	226,461	10,654,810	6,496,273	-	17,893,347
C2c - C&I Active Demand Reduction	-	-	-	-	-	-
C3 - C&I Hard-to-Measure	596,930	250,331	306,250	2,951,271	2,266,594	6,371,376
C3a - C&I Statewide Marketing	-	218,090	-	-	-	218,090
C3b - C&I Statewide Database	21,483	-	-	-	-	21,483
C3c - C&I DOER Assessment	399,532	-	-	-	-	399,532
C3d - C&I Sponsorships & Subscriptions	49,393	20,541	-	3,021	11,230	84,186
C3e - C&I Workforce Development	5,010	-	-	2,221,964	-	2,226,974
C3f - C&I Evaluation and Market Research	-	-	-	-	2,255,363	2,255,363
C3g - C&I EEAC Consultants	96,512	-	-	-	-	96,512
C3h - C&I R&D and Demonstration	25,000	11,700	306,250	726,286	-	1,069,236
Q3 2023	**8,895,555**	**7,615,380**	**184,585,141**	**40,919,089**	**3,331,089**	**245,346,255**
A - Residential	**4,955,226**	**3,858,336**	**124,645,479**	**21,010,455**	**1,603,131**	**156,072,629**
A1 - Residential New Buildings	174,385	84,224	5,836,690	714,987	-	6,810,286
A1a - Residential New Homes & Renovations	174,385	84,224	5,836,690	714,987	-	6,810,286
A2 - Residential Existing Buildings	2,990,767	2,975,879	114,347,290	18,857,410	7	139,171,353
A2a - Residential Coordinated Delivery	1,756,898	742,217	58,791,013	7,232,359	-	68,522,487
A2b - Residential Conservation Services (RCS)	513,383	1,057,057	-	9,444,435	-	11,014,875
A2c - Residential Retail	693,966	1,176,584	55,496,469	1,264,584	-	58,631,603
A2d - Residential Behavior	26,521	21	59,807	916,032	7	1,002,388
A2e - Residential Active Demand Reduction	-	-	-	-	-	-
A3 - Residential Hard-to-Measure	1,790,074	798,233	4,461,499	1,438,059	1,603,124	10,090,989
A3a - Residential Statewide Marketing	126,925	689,531	-	33,265	-	849,722
A3b - Residential Statewide Database	20,816	-	-	1	-	20,817
A3c - Residential DOER Assessment	1,265,862	-	-	-	-	1,265,862
A3h - Residential R&D and Demonstration	127,106	-	-	76,202	-	203,309
A3d - Residential Sponsorships & Subscriptions	64,457	5,267	-	-	-	69,724
A3e - Residential Workforce Development	608	186	-	971,292	-	972,086
A3f - Residential Evaluation and Market Research	3,367	-	-	-	1,603,124	1,606,491
A3g - Residential EEAC Consultants	153,434	-	-	8,836	-	162,270
A3i - Residential HEAT Loan	-	725	4,461,499	104,863	-	4,567,087
A3j - Residential Education	27,499	102,524	-	243,599	-	373,622
B - Income Eligible	**1,561,043**	**991,292**	**41,572,934**	**8,826,262**	**541,500**	**53,493,031**
B1 - Income Eligible Existing Buildings	1,051,804	886,300	41,572,934	8,562,229	-	52,073,267
B1a - Income Eligible Coordinated Delivery	1,051,804	886,300	41,572,934	8,562,229	-	52,073,267
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-
B2 - Income Eligible Hard-to-Measure	509,239	104,992	-	264,032	541,500	1,419,763
B2a - Income Eligible Statewide Marketing	22,330	104,224	-	594	-	127,147
B2b - Income Eligible Statewide Database	6,151	-	-	-	-	6,151
B2c - Income Eligible DOER Assessment	445,802	-	-	-	-	445,802
B2d - Income Eligible Sponsorships & Subscriptions	30,704	-	-	-	-	30,704
B2e - Income Eligible Workforce Development	-	768	-	263,439	-	264,207

2023 Statewide Gas Results through Q3 2023

2023 Spending
(1/1/2023 through 9/30/2023)

Program	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
B2f - Income Eligible Evaluation and Market Research	1,263	-	-	-	541,500	542,763
B2g - Low-Income Energy Affordability Network (LEAN)	2,990	-	-	-	-	2,990
C - Commercial & Industrial	**2,379,285**	**2,765,752**	**18,366,729**	**11,082,372**	**1,186,459**	**35,780,596**
C1 - C&I New Buildings	165,700	415,731	1,727,466	1,282,204	-	3,591,102
C1a - C&I New Buildings & Major Renovations	165,700	415,731	1,727,466	1,282,204	-	3,591,102
C2 - C&I Existing Buildings	1,352,372	2,147,230	16,639,262	9,209,589	-	29,348,452
C2a - C&I Existing Building Retrofit	1,136,785	1,639,116	4,768,005	4,912,003	-	12,455,908
C2b - C&I New & Replacement Equipment	215,587	508,114	11,871,257	4,297,586	-	16,892,544
C2c - C&I Active Demand Reduction	-	-	-	-	-	-
C3 - C&I Hard-to-Measure	861,213	202,791	-	590,579	1,186,459	2,841,042
C3a - C&I Statewide Marketing	37,400	190,241	-	2,078	-	229,718
C3b - C&I Statewide Database	12,302	-	-	-	-	12,302
C3c - C&I DOER Assessment	713,854	-	-	-	-	713,854
C3d - C&I Sponsorships & Subscriptions	41,643	9,876	-	14,939	-	66,458
C3e - C&I Workforce Development	-	2,674	-	483,586	-	486,260
C3f - C&I Evaluation and Market Research	1,510	-	-	-	1,186,459	1,187,969
C3g - C&I EEAC Consultants	41,889	-	-	501	-	42,390
C3h - C&I R&D and Demonstration	12,616	-	-	89,477	-	102,092
YTD as Percentage to Planned	**56%**	**55%**	**60%**	**59%**	**54%**	**59%**
A - Residential	**65%**	**49%**	**72%**	**56%**	**55%**	**68%**
A1 - Residential New Buildings	75%	58%	69%	65%	0%	69%
A1a - Residential New Homes & Renovations	75%	58%	69%	65%	0%	69%
A2 - Residential Existing Buildings	50%	43%	70%	60%	0%	67%
A2a - Residential Coordinated Delivery	47%	42%	50%	88%	0%	52%
A2b - Residential Conservation Services (RCS)	74%	38%	0%	48%	0%	48%
A2c - Residential Retail	45%	48%	124%	113%	0%	118%
A2d - Residential Behavior	35%	4%	0%	38%	0%	40%
A2e - Residential Active Demand Reduction	0%	0%	0%	0%	0%	0%
A3 - Residential Hard-to-Measure	129%	100%	300%	27%	55%	85%
A3a - Residential Statewide Marketing	6562%	119%	0%	0%	0%	147%
A3b - Residential Statewide Database	183%	0%	0%	0%	0%	183%
A3c - Residential DOER Assessment	148%	0%	0%	0%	0%	148%
A3h - Residential R&D and Demonstration	0%	0%	0%	110%	0%	182%
A3d - Residential Sponsorships & Subscriptions	100%	48%	0%	0%	0%	75%
A3e - Residential Workforce Development	3%	0%	0%	21%	0%	21%
A3f - Residential Evaluation and Market Research	0%	0%	0%	0%	55%	55%
A3g - Residential EEAC Consultants	43%	0%	0%	0%	0%	45%
A3i - Residential HEAT Loan	0%	1%	308%	64%	0%	268%
A3j - Residential Education	37%	92%	0%	55%	0%	60%
B - Income Eligible	**68%**	**36%**	**67%**	**61%**	**55%**	**64%**
B1 - Income Eligible Existing Buildings	59%	34%	67%	63%	0%	65%
B1a - Income Eligible Coordinated Delivery	59%	34%	67%	63%	0%	65%
B1b - Income Eligible Active Demand Reduction	0%	0%	0%	0%	0%	0%
B2 - Income Eligible Hard-to-Measure	98%	55%	0%	34%	55%	58%
B2a - Income Eligible Statewide Marketing	0%	55%	0%	0%	0%	67%
B2b - Income Eligible Statewide Database	29%	0%	0%	0%	0%	29%
B2c - Income Eligible DOER Assessment	143%	0%	0%	0%	0%	143%
B2d - Income Eligible Sponsorships & Subscriptions	157%	0%	0%	0%	0%	135%
B2e - Income Eligible Workforce Development	0%	0%	0%	34%	0%	34%
B2f - Income Eligible Evaluation and Market Research	0%	0%	0%	0%	55%	55%
B2g - Low-Income Energy Affordability Network (LEAN)	2%	0%	0%	0%	0%	2%
C - Commercial & Industrial	**40%**	**89%**	**25%**	**63%**	**52%**	**35%**
C1 - C&I New Buildings	48%	70%	40%	50%	0%	46%
C1a - C&I New Buildings & Major Renovations	48%	70%	40%	50%	0%	46%
C2 - C&I Existing Buildings	27%	94%	25%	77%	0%	34%
C2a - C&I Existing Building Retrofit	25%	80%	8%	89%	0%	18%
C2b - C&I New & Replacement Equipment	42%	224%	111%	66%	0%	94%
C2c - C&I Active Demand Reduction	0%	0%	0%	0%	0%	0%
C3 - C&I Hard-to-Measure	144%	81%	0%	20%	52%	45%
C3a - C&I Statewide Marketing	0%	87%	0%	0%	0%	105%
C3b - C&I Statewide Database	57%	0%	0%	0%	0%	57%
C3c - C&I DOER Assessment	179%	0%	0%	0%	0%	179%
C3d - C&I Sponsorships & Subscriptions	84%	48%	0%	494%	0%	79%
C3e - C&I Workforce Development	0%	0%	0%	22%	0%	22%
C3f - C&I Evaluation and Market Research	0%	0%	0%	0%	53%	53%
C3g - C&I EEAC Consultants	43%	0%	0%	0%	0%	44%
C3h - C&I R&D and Demonstration	50%	0%	0%	12%	0%	10%

2023 Statewide Gas Results through Q3 2023

2023 Savings
(1/1/2023 through 9/30/2023)

Program	Participants	Net Annual Natural Gas (Therms)	Net Lifetime Natural Gas (Therms)	Net Lifetime Adjusted (MMBTU)
Planned 2023	**724,978**	**26,606,886**	**392,943,852**	**38,044,909**
A - Residential	**708,539**	**13,657,533**	**188,034,041**	**18,718,455**
A1 - Residential New Buildings	4,799	771,452	18,054,023	1,831,931
A1a - Residential New Homes & Renovations	4,799	771,452	18,054,023	1,831,931
A2 - Residential Existing Buildings	703,740	12,886,081	169,980,018	16,886,524
A2a - Residential Coordinated Delivery	77,958	4,975,732	106,595,676	10,959,171
A2b - Residential Conservation Services (RCS)	-	-	-	-
A2c - Residential Retail	45,096	3,307,561	58,781,553	5,467,074
A2d - Residential Behavior	580,686	4,602,789	4,602,789	460,279
A2e - Residential Active Demand Reduction	-	-	-	-
B - Income Eligible	**6,409**	**2,792,527**	**57,969,505**	**5,955,839**
B1 - Income Eligible Existing Buildings	6,409	2,792,527	57,969,505	5,955,839
B1a - Income Eligible Coordinated Delivery	6,409	2,792,527	57,969,505	5,955,839
B1b - Income Eligible Active Demand Reduction	-	-	-	-
C - Commercial & Industrial	**10,031**	**10,156,826**	**146,940,306**	**13,370,615**
C1 - C&I New Buildings	128	1,127,592	20,195,381	2,019,538
C1a - C&I New Buildings & Major Renovations	128	1,127,592	20,195,381	2,019,538
C2 - C&I Existing Buildings	9,902	9,029,234	126,744,925	11,351,077
C2a - C&I Existing Building Retrofit	6,760	7,303,577	100,861,370	8,904,804
C2b - C&I New & Replacement Equipment	3,143	1,725,657	25,883,555	2,446,272
C2c - C&I Active Demand Reduction	-	-	-	-
Q3 2023	**625,365**	**14,234,767**	**218,245,743**	**17,937,076**
A - Residential	**616,532**	**9,744,644**	**147,369,039**	**11,627,103**
A1 - Residential New Buildings	2,387	488,560	11,285,180	1,135,564
A1a - Residential New Homes & Renovations	2,387	488,560	11,285,180	1,135,564
A2 - Residential Existing Buildings	614,145	9,256,084	136,083,860	10,491,539
A2a - Residential Coordinated Delivery	45,810	2,778,604	61,632,146	6,445,663
A2b - Residential Conservation Services (RCS)	-	-	-	-
A2c - Residential Retail	33,555	4,030,146	72,004,379	3,801,142
A2d - Residential Behavior	534,780	2,447,334	2,447,334	244,733
A2e - Residential Active Demand Reduction	-	-	-	-
B - Income Eligible	**6,517**	**1,823,424**	**35,401,171**	**3,622,138**
B1 - Income Eligible Existing Buildings	6,517	1,823,424	35,401,171	3,622,138
B1a - Income Eligible Coordinated Delivery	6,517	1,823,424	35,401,171	3,622,138
B1b - Income Eligible Active Demand Reduction	-	-	-	-
C - Commercial & Industrial	**2,316**	**2,666,699**	**35,475,533**	**2,687,834**
C1 - C&I New Buildings	107	510,246	8,732,021	759,879
C1a - C&I New Buildings & Major Renovations	107	510,246	8,732,021	759,879
C2 - C&I Existing Buildings	2,209	2,156,453	26,743,512	1,927,955
C2a - C&I Existing Building Retrofit	1,319	1,214,604	10,870,612	986,498
C2b - C&I New & Replacement Equipment	890	941,850	15,872,900	941,458
C2c - C&I Active Demand Reduction	-	-	-	-
YTD as Percentage to Planned	**86%**	**54%**	**56%**	**47%**
A - Residential	**87%**	**71%**	**78%**	**62%**
A1 - Residential New Buildings	50%	63%	63%	62%
A1a - Residential New Homes & Renovations	50%	63%	63%	62%
A2 - Residential Existing Buildings	87%	72%	80%	62%
A2a - Residential Coordinated Delivery	59%	56%	58%	59%
A2b - Residential Conservation Services (RCS)	0%	0%	0%	0%
A2c - Residential Retail	74%	122%	122%	70%
A2d - Residential Behavior	92%	53%	53%	53%
A2e - Residential Active Demand Reduction	0%	0%	0%	0%
B - Income Eligible	**102%**	**65%**	**61%**	**61%**
B1 - Income Eligible Existing Buildings	102%	65%	61%	61%
B1a - Income Eligible Coordinated Delivery	102%	65%	61%	61%
B1b - Income Eligible Active Demand Reduction	0%	0%	0%	0%
C - Commercial & Industrial	**23%**	**26%**	**24%**	**20%**
C1 - C&I New Buildings	83%	45%	43%	38%
C1a - C&I New Buildings & Major Renovations	83%	45%	43%	38%
C2 - C&I Existing Buildings	22%	24%	21%	17%
C2a - C&I Existing Building Retrofit	20%	17%	11%	11%
C2b - C&I New & Replacement Equipment	28%	55%	61%	38%
C2c - C&I Active Demand Reduction	0%	0%	0%	0%

2023 Statewide Gas Results through Q3 2023

2023 Benefits
(1/1/2023 through 9/30/2023)

Program	Total Electric Energy Benefits	Total Capacity Benefits	Total Other Resource Benefits	Total Gas Benefits	Total Non Resource Benefits	Total Benefits
Gas Planned	**(25,635,785)**	**18,341,887**	**18,738,110**	**646,757,904**	**285,579,974**	**943,782,085**
A - Residential	**(2,481,905)**	**8,647,182**	**13,180,350**	**317,384,512**	**68,894,994**	**405,625,132**
A1 - Residential New Buildings	494,548	152,766	-	26,407,519	9,770,748	36,825,581
A1a - Residential New Homes & Renovations	494,548	152,766	-	26,407,519	9,770,748	36,825,581
A2 - Residential Existing Buildings	(2,976,453)	8,494,416	13,180,350	290,976,994	59,124,246	368,799,551
A2a - Residential Coordinated Delivery	6,238,805	6,743,199	12,802,163	189,706,268	43,107,977	258,598,410
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-
A2c - Residential Retail	(9,215,258)	1,751,217	378,188	93,189,381	16,016,269	102,119,796
A2d - Residential Behavior	-	-	-	8,081,344	-	8,081,344
A2e - Residential Active Demand Reduction	-	-	-	-	-	-
B - Income Eligible	**3,162,578**	**5,779,444**	**665,812**	**91,407,322**	**143,181,462**	**244,196,619**
B1 - Income Eligible Existing Buildings	3,162,578	5,779,444	665,812	91,407,322	143,181,462	244,196,619
B1a - Income Eligible Coordinated Delivery	3,162,578	5,779,444	665,812	91,407,322	143,181,462	244,196,619
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-
C - Commercial & Industrial	**(26,316,459)**	**3,915,261**	**4,891,948**	**237,966,070**	**73,503,518**	**293,960,335**
C1 - C&I New Buildings	-	-	-	31,979,532	2,962,243	34,941,774
C1a - C&I New Buildings & Major Renovations	-	-	-	31,979,532	2,962,243	34,941,774
C2 - C&I Existing Buildings	(26,316,459)	3,915,261	4,891,948	205,986,537	70,541,275	259,018,561
C2a - C&I Existing Building Retrofit	(23,488,614)	3,878,609	4,891,948	166,799,775	38,182,494	190,264,211
C2b - C&I New & Replacement Equipment	(2,827,845)	36,652	-	39,186,763	32,358,781	68,754,349
C2c - C&I Active Demand Reduction	-	-	-	-	-	-
Q3 Gas	**(85,022,612)**	**1,944,029**	**12,135,171**	**362,431,891**	**197,975,683**	**489,464,161**
A - Residential	**(68,155,366)**	**(1,419,192)**	**8,116,417**	**248,893,255**	**38,580,855**	**226,015,967**
A1 - Residential New Buildings	133,057	76,425	-	16,082,878	4,086,253	20,378,613
A1a - Residential New Homes & Renovations	133,057	76,425	-	16,082,878	4,086,253	20,378,613
A2 - Residential Existing Buildings	(68,288,423)	(1,495,617)	8,116,417	232,810,376	34,494,602	205,637,354
A2a - Residential Coordinated Delivery	5,739,069	5,771,988	8,064,775	107,484,709	22,874,073	149,934,615
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-
A2c - Residential Retail	(74,027,493)	(7,267,605)	51,642	121,028,760	11,620,528	51,405,832
A2d - Residential Behavior	-	-	-	4,296,907	-	4,296,907
A2e - Residential Active Demand Reduction	-	-	-	-	-	-
B - Income Eligible	**1,513,050**	**3,363,221**	**2,260,838**	**56,746,240**	**118,433,125**	**182,316,474**
B1 - Income Eligible Existing Buildings	1,513,050	3,363,221	2,260,838	56,746,240	118,433,125	182,316,474
B1a - Income Eligible Coordinated Delivery	1,513,050	3,363,221	2,260,838	56,746,240	118,433,125	182,316,474
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-
C - Commercial & Industrial	**(18,380,295)**	**-**	**1,757,916**	**56,792,397**	**40,961,703**	**81,131,720**
C1 - C&I New Buildings	(2,140,451)	-	-	14,008,203	4,174,535	16,042,287
C1a - C&I New Buildings & Major Renovations	(2,140,451)	-	-	14,008,203	4,174,535	16,042,287
C2 - C&I Existing Buildings	(16,239,844)	-	1,757,916	42,784,194	36,787,168	65,089,433
C2a - C&I Existing Building Retrofit	(2,003,832)	-	1,733,696	17,719,525	5,686,193	23,135,582
C2b - C&I New & Replacement Equipment	(14,236,012)	-	24,220	25,064,669	31,100,974	41,953,851
C2c - C&I Active Demand Reduction	-	-	-	-	-	-

YTD as Percentage to Planned	332%	11%	65%	56%	69%	52%
A - Residential	**2746%**	**-16%**	**62%**	**78%**	**56%**	**56%**
A1 - Residential New Buildings	27%	50%	0%	61%	42%	55%
A1a - Residential New Homes & Renovations	27%	50%	0%	61%	42%	55%
A2 - Residential Existing Buildings	2294%	-18%	62%	80%	58%	56%
A2a - Residential Coordinated Delivery	92%	86%	63%	57%	53%	58%
A2b - Residential Conservation Services (RCS)	0%	0%	0%	0%	0%	0%
A2c - Residential Retail	803%	-415%	14%	130%	73%	50%
A2d - Residential Behavior	0%	0%	0%	53%	0%	53%
A2e - Residential Active Demand Reduction	0%	0%	0%	0%	0%	0%
B - Income Eligible	**48%**	**58%**	**340%**	**62%**	**83%**	**75%**
B1 - Income Eligible Existing Buildings	48%	58%	340%	62%	83%	75%
B1a - Income Eligible Coordinated Delivery	48%	58%	340%	62%	83%	75%
B1b - Income Eligible Active Demand Reduction	0%	0%	0%	0%	0%	0%
C - Commercial & Industrial	**70%**	**0%**	**36%**	**24%**	**56%**	**28%**
C1 - C&I New Buildings	0%	0%	0%	44%	141%	46%
C1a - C&I New Buildings & Major Renovations	0%	0%	0%	44%	141%	46%
C2 - C&I Existing Buildings	62%	0%	36%	21%	52%	25%
C2a - C&I Existing Building Retrofit	9%	0%	35%	11%	15%	12%
C2b - C&I New & Replacement Equipment	503%	0%	0%	64%	96%	61%
C2c - C&I Active Demand Reduction	0%	0%	0%	0%	0%	0%

2023 Statewide Gas Results through Q3 2023

2023 Lifetime Savings (Therms) by Program Administrator
(1/1/2023 through 9/30/2023)

Program	Berkshire	Liberty	National Grid Gas	Eversource Gas (NSTAR)	Eversource Gas (EGMA)	Unitil Gas
Gas Planned	**5,007,004**	**5,292,020**	**216,919,175**	**80,747,964**	**82,956,785**	**2,020,905**
A - Residential	**2,176,116**	**2,466,177**	**106,231,905**	**37,992,814**	**38,418,194**	**748,836**
A1 - Residential New Buildings	134,778	240,696	12,214,349	3,344,757	2,042,539	76,905
A1a - Residential New Homes & Renovations	134,778	240,696	12,214,349	3,344,757	2,042,539	76,905
A2 - Residential Existing Buildings	2,041,338	2,225,481	94,017,556	34,648,057	36,375,655	671,931
A2a - Residential Coordinated Delivery	1,236,910	1,302,071	51,619,738	23,919,674	28,162,718	354,565
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-
A2c - Residential Retail	804,428	923,410	38,310,823	10,470,486	7,955,040	317,366
A2d - Residential Behavior	-	-	4,086,995	257,897	257,897	-
A2e - Residential Active Demand Reduction	-	-	-	-	-	-
B - Income Eligible	**919,075**	**996,122**	**31,969,952**	**11,839,575**	**11,888,221**	**356,561**
B1 - Income Eligible Existing Buildings	919,075	996,122	31,969,952	11,839,575	11,888,221	356,561
B1a - Income Eligible Coordinated Delivery	919,075	996,122	31,969,952	11,839,575	11,888,221	356,561
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-
C - Commercial & Industrial	**1,911,814**	**1,829,721**	**78,717,318**	**30,915,575**	**32,650,370**	**915,508**
C1 - C&I New Buildings	158,821	286,732	13,105,336	3,928,719	2,314,232	401,540
C1a - C&I New Buildings & Major Renovations	158,821	286,732	13,105,336	3,928,719	2,314,232	401,540
C2 - C&I Existing Buildings	1,752,992	1,542,989	65,611,982	26,986,856	30,336,138	513,968
C2a - C&I Existing Building Retrofit	974,455	1,008,687	54,411,917	19,619,836	24,576,909	269,566
C2b - C&I New & Replacement Equipment	778,537	534,302	11,200,064	7,367,020	5,759,229	244,402
C2c - C&I Active Demand Reduction	-	-	-	-	-	-
A - Residential	**2,130,521**	**2,728,948**	**83,676,992**	**32,621,213**	**25,412,088**	**799,278**
A1 - Residential New Buildings	80,731	35,825	6,622,917	2,618,474	1,918,060	9,173
A1a - Residential New Homes & Renovations	80,731	35,825	6,622,917	2,618,474	1,918,060	9,173
A2 - Residential Existing Buildings	2,049,791	2,693,123	77,054,075	30,002,738	23,494,028	790,105
A2a - Residential Coordinated Delivery	987,417	1,042,491	33,184,793	13,344,634	12,686,628	386,183
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-
A2c - Residential Retail	1,062,373	1,650,632	41,421,947	16,658,105	10,807,400	403,922
A2d - Residential Behavior	-	-	2,447,334	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-	-	-
B - Income Eligible	**361,642**	**571,670**	**15,435,742**	**11,893,213**	**6,983,766**	**155,137**
B1 - Income Eligible Existing Buildings	361,642	571,670	15,435,742	11,893,213	6,983,766	155,137
B1a - Income Eligible Coordinated Delivery	361,642	571,670	15,435,742	11,893,213	6,983,766	155,137
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-
C - Commercial & Industrial	**1,313,735**	**799,939**	**18,797,467**	**9,948,864**	**4,353,353**	**262,175**
C1 - C&I New Buildings	92,370	-	2,941,863	5,481,329	195,929	20,530
C1a - C&I New Buildings & Major Renovations	92,370	-	2,941,863	5,481,329	195,929	20,530
C2 - C&I Existing Buildings	1,221,365	799,939	15,855,604	4,467,536	4,157,423	241,645
C2a - C&I Existing Building Retrofit	560,837	393,502	6,539,891	1,670,314	1,644,146	61,923
C2b - C&I New & Replacement Equipment	660,528	406,437	9,315,713	2,797,222	2,513,277	179,722
C2c - C&I Active Demand Reduction	-	-	-	-	-	-
A - Residential	**98%**	**111%**	**79%**	**86%**	**66%**	**107%**
A1 - Residential New Buildings	60%	15%	54%	78%	94%	12%
A1a - Residential New Homes & Renovations	60%	15%	54%	78%	94%	12%
A2 - Residential Existing Buildings	100%	121%	82%	87%	65%	118%
A2a - Residential Coordinated Delivery	80%	80%	64%	56%	45%	109%
A2b - Residential Conservation Services (RCS)	0%	0%	0%	0%	0%	0%
A2c - Residential Retail	132%	179%	108%	159%	136%	127%
A2d - Residential Behavior	0%	0%	60%	0%	0%	0%
A2e - Residential Active Demand Reduction	0%	0%	0%	0%	0%	0%
B - Income Eligible	**39%**	**57%**	**48%**	**100%**	**59%**	**44%**
B1 - Income Eligible Existing Buildings	39%	57%	48%	100%	59%	44%
B1a - Income Eligible Coordinated Delivery	39%	57%	48%	100%	59%	44%
B1b - Income Eligible Active Demand Reduction	0%	0%	0%	0%	0%	0%
C - Commercial & Industrial	**69%**	**44%**	**24%**	**32%**	**13%**	**29%**
C1 - C&I New Buildings	58%	0%	22%	140%	8%	5%
C1a - C&I New Buildings & Major Renovations	58%	0%	22%	140%	8%	5%
C2 - C&I Existing Buildings	70%	52%	24%	17%	14%	47%
C2a - C&I Existing Building Retrofit	58%	39%	12%	9%	7%	23%
C2b - C&I New & Replacement Equipment	85%	76%	83%	38%	44%	74%
C2c - C&I Active Demand Reduction	0%	0%	0%	0%	0%	0%

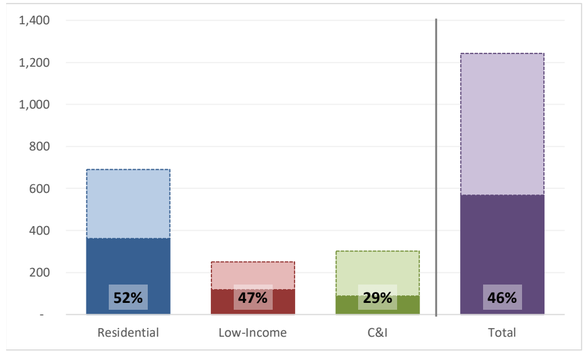
2022 - 2024 Statewide Gas Term Results through Q3 2023

Three-Year Cumulative Summary
(1/1/2022 through 9/30/2023)

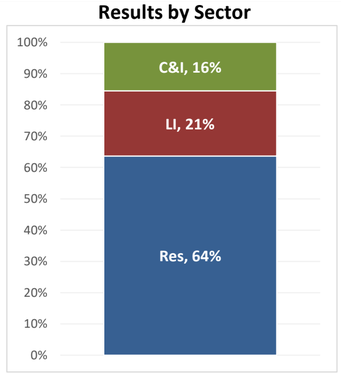
21/36 months; 58% of term complete

Spending ($M)

Results Relative to Goal

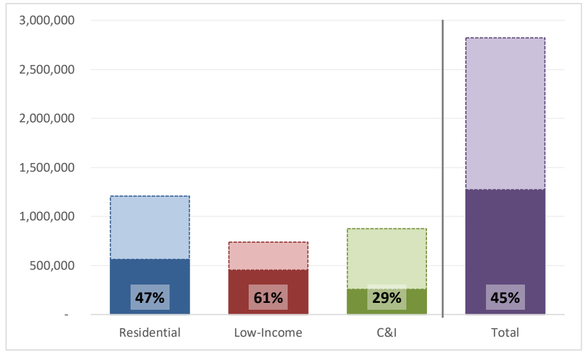


Results by Sector

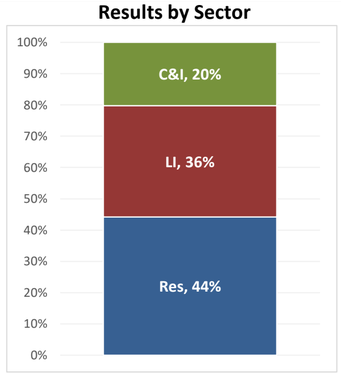


Benefits ($M)

Results Relative to Goal

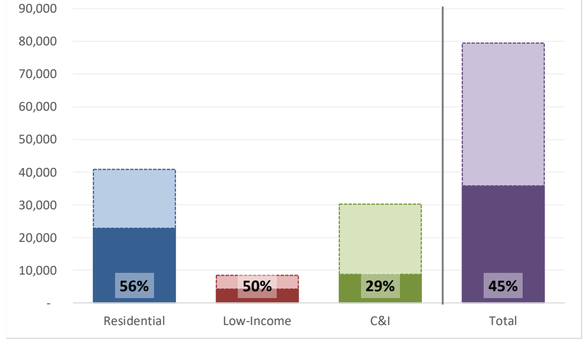


Results by Sector

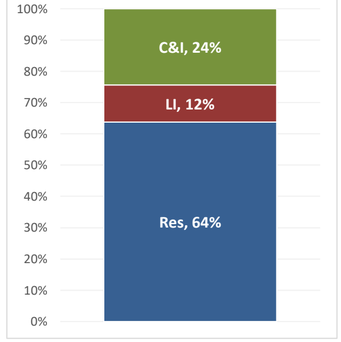


Annual Savings (thousand Therms)

Results Relative to Goal

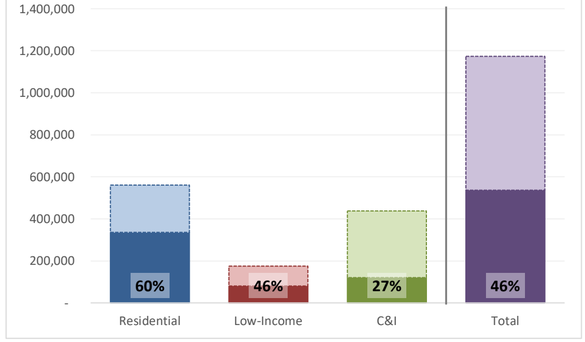


Results by Sector

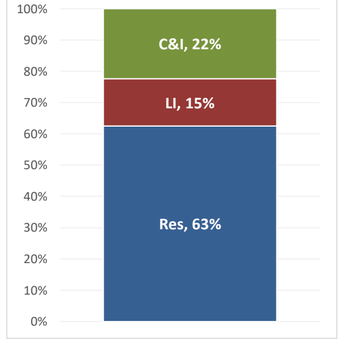


Lifetime Savings (thousand Therms)

Results Relative to Goal

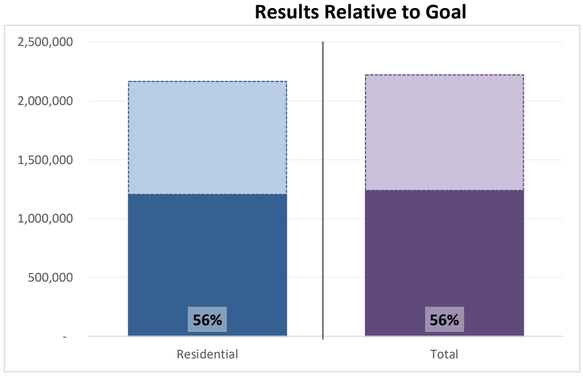


Results by Sector



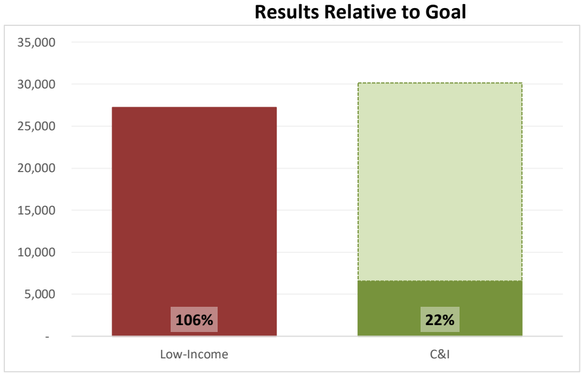
Residential and Total Participants

Results Relative to Goal



Low-Income and C&I Participants

Results Relative to Goal



2022 - 2024 Statewide Gas Term Results through Q3 2023

Three-Year Cumulative Summary
(1/1/2022 through 9/30/2023)

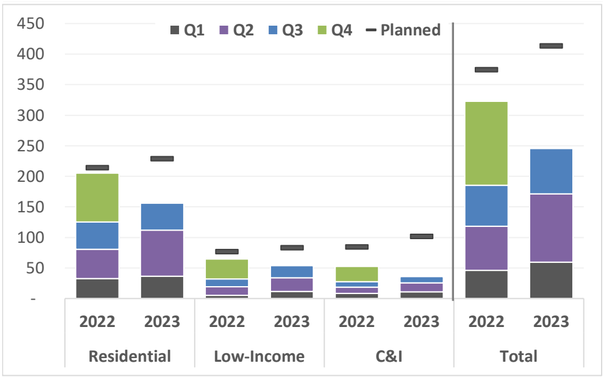
21/36 months; 58% of term complete

Sector	Participants	Total Program Costs	Net Annual Natural Gas (Therms)	Net Lifetime Natural Gas (Therms)	Total Benefits
2022-2024 Planned	**2,221,629**	**1,242,746,020**	**79,496,320**	**1,173,444,150**	**2,822,100,969**
A - Residential	2,165,909	690,252,469	40,852,075	560,787,868	1,207,977,404
B - Income Eligible	**25,578**	**250,545,596**	**8,430,237**	**174,960,687**	**738,359,700**
C - Commercial & Industrial	30,142	301,947,955	30,214,009	437,695,596	875,763,865
Cumulative Plan-Term to Date (Q3 2023)	**1,239,330**	**567,995,763**	**35,814,433**	**536,527,945**	**1,273,388,468**
A - Residential	1,205,544	361,570,407	22,846,282	335,675,266	562,446,339
B - Low-Income	27,219	118,167,725	4,227,945	80,517,219	453,694,379
C - Commercial & Industrial	6,567	88,257,630	8,740,207	120,335,460	257,247,750
Cumulative Plan-Term to Date % of Planned	**56%**	**46%**	**45%**	**46%**	**45%**
A - Residential	56%	52%	56%	60%	47%
B - Low-Income	106%	47%	50%	46%	61%
C - Commercial & Industrial	22%	29%	29%	27%	29%

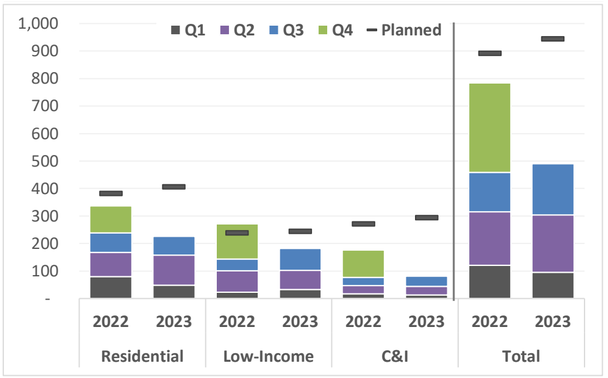
Statewide Gas Results through Q3 2023

Quarterly Summary
(1/1/2022 through 9/30/2023)

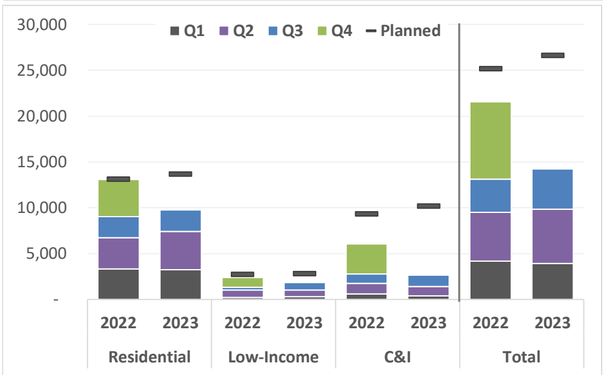
Spending ($M)



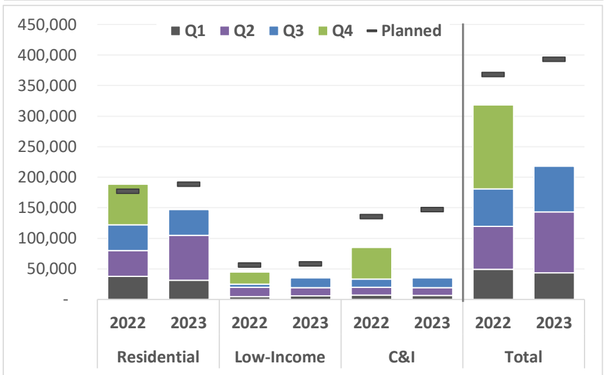
Benefits ($M)



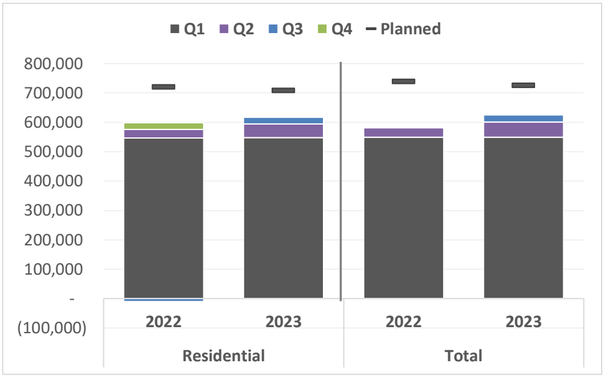
Annual Savings (thousand Therms)



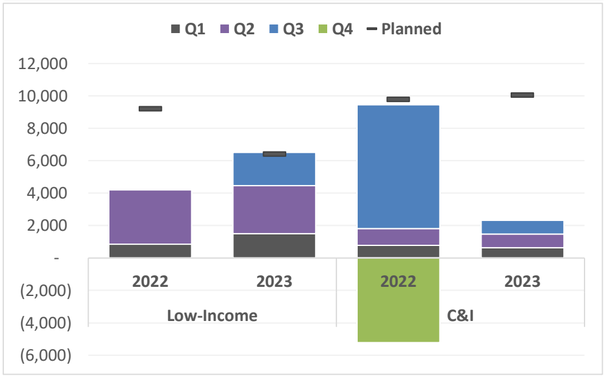
Lifetime Savings (thousand Therms)



Residential and Total Participants



Low-Income and C&I Participants



2023 Statewide Gas Results through Q3 2023

Quarterly Summary
(1/1/2022 through 9/30/2023)

Spending

Sector	2022					2023					2024				
	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4
A - Residential	213,928,528	32,749,617	80,497,980	125,269,181	205,497,778	228,430,494	36,489,528	111,896,370	156,072,629	-	247,893,447	-	-	-	-
B - Income Eligible	76,292,361	5,297,233	19,162,965	32,285,757	64,674,695	83,020,547	11,898,921	33,727,550	53,493,031	-	91,232,688	-	-	-	-
C - Commercial & Industrial	84,060,657	8,207,163	18,865,118	27,899,774	52,477,035	101,411,813	11,061,840	25,475,048	35,780,596	-	116,475,484	-	-	-	-
Grand Total	374,281,547	46,254,013	118,526,063	185,454,711	322,649,508	412,862,854	59,450,290	171,098,969	245,346,255	-	455,601,619	-	-	-	-

Benefits

Sector	2022					2023					2024				
	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4
A - Residential	381,462,350	79,472,006	167,119,272	238,671,139	336,430,372	405,625,132	49,207,323	157,303,160	226,015,967		420,889,922				
B - Income Eligible	238,209,085	23,380,840	101,165,237	144,040,646	271,377,905	244,196,619	33,280,041	103,067,671	182,316,474		255,953,996				
C - Commercial & Industrial	271,048,418	17,543,370	47,115,881	76,657,966	176,116,030	293,960,335	13,203,581	44,353,860	81,131,720		310,755,113				
Grand Total	890,719,853	120,396,216	315,400,390	459,369,750	783,924,307	943,782,085	95,690,945	304,724,692	489,464,161		987,599,031				

Annual Therm Savings

Sector	2022					2023					2024				
	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4
A - Residential	13,116,597	3,321,019	6,730,948	9,038,587	13,101,638	13,657,533	3,241,412	7,430,241	9,744,644		14,077,945				
B - Income Eligible	2,706,327	225,156	1,013,245	1,330,763	2,404,521	2,792,527	307,079	1,009,168	1,823,424		2,931,383				
C - Commercial & Industrial	9,326,873	617,097	1,742,317	2,755,979	6,073,508	10,156,826	395,306	1,393,533	2,666,699		10,730,309				
Grand Total	25,149,797	4,163,271	9,486,510	13,125,328	21,579,666	26,606,886	3,943,797	9,832,942	14,234,767		27,739,638				

Lifetime Therm Savings

Sector	2022					2023					2024				
	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4
A - Residential	176,856,754	37,914,026	80,189,979	122,448,256	188,306,227	188,034,041	31,684,638	104,988,875	147,369,039		195,897,072				
B - Income Eligible	56,142,881	4,384,834	19,757,187	25,141,370	45,116,048	57,969,505	5,824,662	19,088,474	35,401,171		60,848,301				
C - Commercial & Industrial	135,104,265	6,969,717	19,760,526	33,184,560	84,859,927	146,940,306	6,236,174	19,388,574	35,475,533		155,651,025				
Grand Total	368,103,900	49,268,576	119,707,693	180,774,186	318,282,202	392,943,852	43,745,473	143,465,924	218,245,743		412,396,398				

Participants

Sector	2022					2023					2024				
	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4	Planned	Q1	Q2	Q3	Q4
A - Residential	719,856	546,971	575,280	565,431	589,012	708,539	547,346	594,572	616,532		737,515				
B - Income Eligible	9,205	844	4,197	#VALUE!	20,702	6,409	1,502	4,464	6,517		9,964				
C - Commercial & Industrial	9,774	781	1,815	9,460	4,251	10,031	631	1,474	2,316		10,338				
Grand Total	738,835	548,596	581,292	#VALUE!	613,965	724,978	549,479	600,510	625,365		757,816				

Statewide Electric and Gas Results through Q3 2023

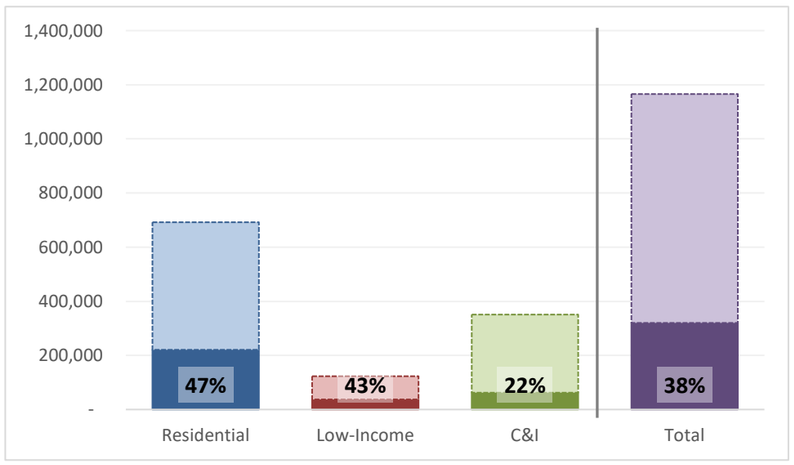
Three-Year Cumulative Greenhouse Gas Emissions Reductions
(1/1/2022 through 9/30/2023)

21/36 months; 58% of term complete

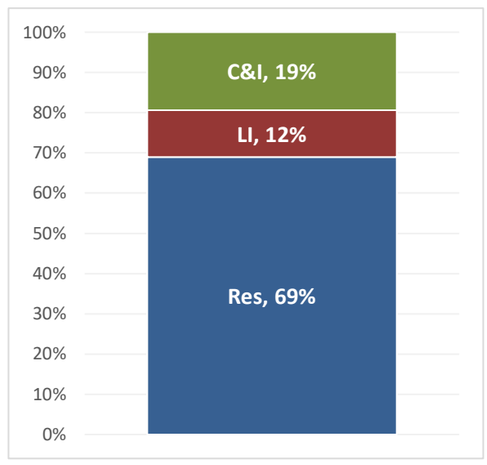
Sector	Adjusted Gross Annual Energy (MWh)	Adjusted Gross Annual Natural Gas (Therms)	Adjusted Gross Annual Oil (MMBTU)	2030 CO2
2022-2024 Planned	**1,503,459**	**81,752,812**	**3,604,088**	**845,638**
A - Residential	305,305	44,585,496	2,835,791	471,300
B - Income Eligible	72,280	8,540,337	384,755	85,750
C - Commercial & Industrial	1,125,874	28,626,979	383,542	288,589
Cumulative Plan-Term to Date (Q3 2023)	**755,060**	**38,465,068**	**1,211,337**	**319,917**
A - Residential	72,455	25,224,430	1,188,244	220,576
B - Low-Income	41,977	4,267,871	132,943	37,191
C - Commercial & Industrial	640,628	8,972,767	(109,851)	62,150
Cumulative Plan-Term to Date % of Planned	**50%**	**47%**	**34%**	**38%**
A - Residential	24%	57%	42%	47%
B - Low-Income	58%	50%	35%	43%
C - Commercial & Industrial	57%	31%	-29%	22%

CO2 Emissions Reductions (Metric Tons)

Results Relative to Goal



Results by Sector



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