



Cape Light Compact

Plan-Year Report on Energy Efficiency Activities for 2013

**Submitted to the
Massachusetts Department of Public Utilities
and the Massachusetts Department of Energy Resources
June 20, 2014**

Cape Light Compact

D.P.U. 14-87

2013 Energy Efficiency Plan-Year Report

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SECTION I: INTRODUCTION AND OVERVIEW

Cape Light Compact Overview

The Cape Light Compact (“Compact”) is pleased with the results for the first year (“2013 Plan-Year”) of its 2013-2015 Three-Year Energy Efficiency Plan (“2013-2015 Three-Year Plan”), the second of such plans envisioned by the Green Communities Act (“GCA”) and approved by the Department of Public Utilities (“Department” or “DPU”). The Compact and the other Massachusetts Energy Efficiency Program Administrators (the “Program Administrators” or “PAs”)¹ diligently implemented their respective plans over the past year, successfully making progress toward their three-year goals. Program year 2013 continued to build on the nationally acclaimed accomplishments of the 2010-2012 Three-Year Energy Efficiency Plan (“2010-2012 Three-Year Plan”), showing remarkable success with respect to goal attainment and achievement of real benefits for the environment and the economy in the Commonwealth of Massachusetts. The Compact was able to deliver on its goals during 2013, while maintaining the balance between meeting the budget for its program and complying with the directives of the GCA in ensuring that it makes available all cost-effective energy efficiency opportunities.

Notable 2013 awards and accomplishments for the Cape Light Compact’s energy efficiency programs are provided below.

- The Cape Light Compact, along with other regional Program Administrators, received the 2013 ENERGY STAR® Award for Sustained Excellence – Qualifying Products – for the Residential Products Initiative, and 2013 ENERGY STAR® for Homes Leadership in Housing Award.
- The Cape Light Compact, in conjunction with other electric Program Administrators, presented a check for \$10,000 with funds generated from the sale of special compact fluorescent lamps to the Ellie Fund, a Massachusetts-based non-profit organization whose mission is to support patients and their loved ones as they battle breast cancer.
- The Cape Light Compact celebrated the 2013 Northeast Energy Efficiency Partnerships (“NEEP”) Business Leaders Award for Energy Efficiency for our customer, Cape Cod Commercial Linen Services (“CCLS”), the largest on-Cape provider of commercial laundering services for the Cape and South Shore’s large hospitality industry. The state-of-the-art “tunnel” batch washer that CCLS installed is

¹ The Massachusetts Program Administrators are: Bay State Gas Company d/b/a Columbia Gas of Massachusetts, The Berkshire Gas Company, Blackstone Gas Company, Cape Light Compact, Fitchburg Gas and Electric Light Company d/b/a Unutil, National Grid, New England Gas Company, NSTAR Electric Company, NSTAR Gas Company, and Western Massachusetts Electric Company.

a 40 foot long, multi-chambered system, estimated to save annually more than 100,000 kWh of electricity, 80,000 therms of natural gas, and over 20 million gallons of water.

- In late 2013, the Cape Light Compact launched the Main Streets initiative within the C&I Direct Install initiative, which saw high participation among the targeted microbusinesses and experienced a lower cost of saved energy than the traditional C&I Direct Install initiative cost of saved energy. The Compact plans to continue this initiative and hopes for similar success in more communities during 2014.
- The upstream lighting component of the C&I New Construction program exceeded its savings and benefits goals at lower cost than expected. In 2013, not only were more LED lamp models added to upstream lighting, but upstream distributors also undertook major efforts to improve sales volumes for reduced wattage fluorescent lamps through upstream channels.
- In the C&I Retrofit initiative, the Compact completed the demonstration phase of its LED Streetlight project in preparation for full implementation in 2014. Prospective participating towns each had 8 sample fixtures installed in an effort to foster community acceptance of the new look of the LED lighting, as well as to gain input that was critical to informing fixture choice for the full project. In total, the project is expected to save more than 3 million kWh of energy annually and more than \$800,000 in annual energy and maintenance costs for the participating towns.

The results of the first year of the 2013-2015 Three-Year Plan, presented in this 2013 annual report (“Plan-Year Report”), indicate that the Compact is on track to reach its three-year goals by the end of 2015. In 2013, the Compact achieved 25% of its three-year lifetime energy savings goal, achieved 29% of its three-year total benefit goal, and spent 31% of its planned three-year budget. Over the three-year term, including the 2013 Plan-Year actual results, the Compact expects its programs to be robustly cost-effective, with a benefit-cost ratio (“BCR”) of 3.93, net benefits of \$261 million, annual energy savings of 105 GWh, lifetime energy savings of 1,062 GWh, and total benefits of \$350 million, all at a cost of \$79 million.

Statewide Overview

Plan year 2013 was the first year of implementation under the *2013-2015 Massachusetts Joint Statewide Three-Year Electric and Gas Energy Efficiency Plan*, as reviewed and approved by the Department in D.P.U. 12-100 through D.P.U. 12-111. During 2013, the Massachusetts Energy Efficiency Program Administrators continued to build on the nationally acclaimed successes of plan years 2010 through 2012. Among the many awards and accomplishments achieved during 2013, the American Council for an Energy-Efficient Economy (“ACEEE”) ranked Massachusetts number one in the nation for its energy efficiency efforts for the third year in a row.

Most notably in 2013, the PAs successfully delivered on very ambitious energy savings for the year - attaining historic levels of energy savings while maintaining budgetary control and

complying with the directive of the Green Communities Act to seek all available cost-effective energy efficiency opportunities. The 2013 goals were intentionally designed to be very challenging goals, and achievements in savings and benefits reached unprecedented levels in Massachusetts for residential, low-income, and commercial and industrial (“C&I”) programs. The PAs successfully implemented their programs in the field while also continuing to manage an unprecedented ramp-up of their energy efficiency programs to meet goals not just for 2013, but for the full life of the three-year plans and beyond.

The accomplishments of 2013 were achieved despite anticipated challenges meeting electric and gas savings goals in the C&I sector. In the wake of these challenges, the PAs engaged in numerous and varied efforts to increase C&I savings, including a particular focus on combined heat and power (“CHP”), segmentation, seeking deeper savings and new technologies, hiring additional staff and vendors, improving productivity and developing new delivery methods to reach more customers and to encourage current customers to move forward with greater commitments and investments in energy efficiency.

In the residential sector, 2013 was a strong year for the Home Energy Services initiative, with most PAs meeting or exceeding savings goals. Over the course of the year, the PAs were able to incorporate many new program enhancements as well as implement various new initiatives, including LEDs and advanced power strips. The ENERGY STAR Lighting initiative also ended the year strong, with all PAs surpassing lighting goals.

The PAs also continued to participate in the Low-Income Best Practices Working Group convened by the Low-Income Energy Affordability Network and implemented standardized, statewide client education materials. The PAs also implemented their strategic marketing plans targeting hard to reach/challenged communities across the Commonwealth.

Also in 2013, the Program Administrators continued the successful implementation of the Evaluation Management Committee (“EMC”). Under the guidance of the EMC, the PAs engaged in numerous studies across a wide span of program sectors in 2013, 11 of which were completed in 2013, underscoring the fact that the evaluation, measurement and verification of these program offerings remains a critical and vital tool for both Program Administrators and interested stakeholders in an ever-changing marketplace. In addition, the EMC, as the result of a productive collaboration among the PAs, the Energy Efficiency Advisory Council (“EEAC”) consultants, and the evaluation contractors also completed work on the 2013-2014 Evaluation Strategic Plan.

In addition, the PAs were at the forefront of creating a culture of sustainability through public education and outreach. The PAs participated in a number of events throughout the state including the Worcester Business Journal Energy Summit, the Massachusetts Association of School Committees Annual Conference, Architecture Boston Exposition, and the Massachusetts Green Career Conference.

Simultaneously with the activities and achievements noted above, the Program Administrators also devoted considerable time and resources to regulatory matters in 2013 including

responding to discovery and participating in hearings in their 2011 and 2012 Energy Efficiency Annual Report dockets and in the D.P.U. 11-120 proceeding to update Energy Efficiency Guidelines.

These accomplishments demonstrate the PAs' continued commitment throughout 2013 to building on the experience of their initial three-year plan and leveraging their good working relationships to better coordinate their efforts and share ideas and best practices. The PAs have continued to have regular meetings of their management committees to facilitate the process of enhanced integration and coordination between electric and gas programs. Further, the PAs continued their ongoing and consistent meeting and engagement with the EEAC and interested stakeholders.

Given the unprecedented nature of these efforts, and the ambitious goals established in the 2013-2015 plans, plan year 2013 performance has been an outright success for energy efficiency in Massachusetts. During 2013, the Program Administrators achieved unprecedented levels of savings and benefits within budget, and look forward to continuing these efforts and achieving additional successes going forward.

Organization of Plan-Year Report²

The Compact's 2013 Plan-Year Report is organized as follows:

- Section I provides an overview of the 2013 Plan-Year.
- Section II provides Compact-specific data tables at the core initiative level, including planned, preliminary, and evaluated data, and comparisons across the three different types of data.
- Appendix 1 provides explanations for (a) significant variances at the core initiative level and (b) any non-cost-effective core initiatives over the three-year term, consistent with the D.P.U. 11-120, Phase II, Energy Efficiency Plan-Year Report Template.
- Appendix 2 provides the Compact's evaluated benefit-cost ratio screening tool in Microsoft Excel format.
- Appendix 3 provides the 2013 Program Year – Report Version of the statewide Technical Reference Manual ("TRM").
- Appendix 4 provides detail on the year's evaluation efforts, including summaries for each statewide evaluation study and a complete copy of each evaluation study.

² In previous annual reports, the Cape Light Compact provided information on its financial reports. The Compact continues to provide its financial reports on its website at: <http://www.capelightcompact.org/report/financialreports/>.

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- Appendix 5 provides the statewide performance incentive model. Since the Compact does not collect any performance incentives, this section is not applicable to the Compact.
- Appendix 6 provides the Compact's town activity reports for the 2013 Plan-Year.
- Appendix 7 provides the Compact's Energy Education Outreach activities for the 2013 Plan-Year.

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**SECTION II:
CAPE LIGHT COMPACT DATA TABLES**

Significant Variances Summary

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC

Is a Significant Variance explanation required?	Significant Lifetime Savings Variances: Planned v Preliminary (15% Decrease)	Significant Total Benefits Variances (2013\$): Planned v Preliminary (15% Decrease)	Significant Resource Benefits Variances (2013\$): Preliminary v Evaluated (15% Decrease)	Significant Planned Budget v Actual Expenditures Variances (nominal\$) (15% Increase or Decrease)
Residential				
1. Residential Whole House				
Residential New Construction & Major Renovation	17%	60%	0%	-50%
Residential Multi-Family Retrofit	-33%	-67%	0%	-11%
Residential Home Energy Services	14%	10%	0%	41%
Residential Behavior/Feedback Program	-100%	-100%	0%	-100%
2. Residential Products				
Residential Cooling & Heating Equipment	61%	61%	15%	57%
Residential Lighting	-34%	-35%	10%	-34%
Residential Consumer Products	-50%	-49%	0%	-32%
Low-Income				
4. Low-Income Whole House				
Low-Income New Construction	957%	114%	-4%	0%
Low-Income Single Family Retrofit	26%	-26%	8%	-17%
Low-Income Multi-Family Retrofit	49%	-28%	5%	-19%
Commercial & Industrial				
6. C&I New Construction				
C&I New Construction	-10%	0%	-4%	-8%
7. C&I Retrofit				
C&I Retrofit	-72%	-66%	-1%	-81%
C&I Direct Install	-32%	-25%	0%	-22%

Significant variances, which require explanation, are defined as:

- (1) variances between *planned and actual* core initiative budget of 15 percent or greater;
- (2) variances between *planned and preliminary* core initiative *total lifetime savings* showing a decrease of 15 percent or greater;
- (3) variances between *planned and preliminary* core initiative *total benefits* showing a decrease of 15 percent or greater; and
- (4) variances between *preliminary and evaluated* core initiative *total resource benefits* showing a decrease of 15 percent or greater .

Cells highlighted in the above table indicate that a variance is significant enough to require explanation. Refer to Appendix 1 for explanations of significant variances.

Planned v Preliminary Savings: Plan-Year Analysis

Savings Table 1

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013

	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Planned	77,823	41,669	412,865	6,950
Residential	75,499	16,176	135,146	1,841
1. Residential Whole House	7,184	4,777	53,196	545
Residential New Construction & Major Renovation	93	358	3,853	39
Residential Multi-Family Retrofit	400	526	7,061	61
Residential Home Energy Services	5,691	3,711	42,100	417
Residential Behavior/Feedback Program	1,000	182	182	28
2. Residential Products	68,315	11,399	81,949	1,296
Residential Cooling & Heating Equipment	1,566	671	9,053	97
Residential Lighting	58,547	9,157	59,784	989
Residential Consumer Products	8,202	1,571	13,112	209
Low-Income	725	1,327	11,299	216
4. Low-Income Whole House	725	1,327	11,299	216
Low-Income New Construction	25	18	172	2
Low-Income Single Family Retrofit	300	872	8,819	175
Low-Income Multi-Family Retrofit	400	437	2,308	40
Commercial & Industrial	1,599	24,166	266,421	4,893
6. C&I New Construction	876	7,664	86,578	1,901
C&I New Construction	876	7,664	86,578	1,901
7. C&I Retrofit	723	16,502	179,842	2,991
C&I Retrofit	109	8,710	100,666	1,549
C&I Direct Install	614	7,791	79,176	1,442
Preliminary	55,874	27,528	293,962	4,567
Residential	52,733	12,223	117,666	1,138
1. Residential Whole House	4,493	5,331	57,264	332
Residential New Construction & Major Renovation	122	348	4,501	94
Residential Multi-Family Retrofit	364	283	4,718	8
Residential Home Energy Services	4,007	4,700	48,045	231
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	48,240	6,892	60,402	805
Residential Cooling & Heating Equipment	1,773	960	14,598	138
Residential Lighting	43,728	5,106	39,225	549
Residential Consumer Products	2,739	826	6,580	118
Low-Income	1,718	1,697	16,366	164
4. Low-Income Whole House	1,718	1,697	16,366	164
Low-Income New Construction	276	137	1,819	16
Low-Income Single Family Retrofit	854	1,219	11,104	120
Low-Income Multi-Family Retrofit	588	341	3,443	29
Commercial & Industrial	1,423	13,607	159,929	3,265
6. C&I New Construction	944	7,153	77,724	1,649
C&I New Construction	944	7,153	77,724	1,649
7. C&I Retrofit	479	6,455	82,205	1,616
C&I Retrofit	81	2,138	28,217	661
C&I Direct Install	398	4,317	53,988	955

Planned v Preliminary Variances: (Prelim - Plan) / Plan	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Total Annual Variance	-28%	-34%	-29%	-34%
Residential	-30%	-24%	-13%	-38%
1. Residential Whole House	-37%	12%	8%	-39%
Residential New Construction & Major Renovation	31%	-3%	17%	141%
Residential Multi-Family Retrofit	-9%	-46%	-33%	-88%
Residential Home Energy Services	-30%	27%	14%	-45%
Residential Behavior/Feedback Program	-100%	-100%	-100%	-100%
2. Residential Products	-29%	-40%	-26%	-38%
Residential Cooling & Heating Equipment	13%	43%	61%	43%
Residential Lighting	-25%	-44%	-34%	-45%
Residential Consumer Products	-67%	-47%	-50%	-44%
Low-Income	137%	28%	45%	-24%
4. Low-Income Whole House	137%	28%	45%	-24%
Low-Income New Construction	1004%	675%	957%	725%
Low-Income Single Family Retrofit	185%	40%	26%	-32%
Low-Income Multi-Family Retrofit	47%	-22%	49%	-27%
Commercial & Industrial	-11%	-44%	-40%	-33%
6. C&I New Construction	8%	-7%	-10%	-13%
C&I New Construction	8%	-7%	-10%	-13%
7. C&I Retrofit	-34%	-61%	-54%	-46%
C&I Retrofit	-26%	-75%	-72%	-57%
C&I Direct Install	-35%	-45%	-32%	-34%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Planned v Evaluated Savings: Plan-Year Analysis

Savings Table 2

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013

	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Planned	77,823	41,669	412,865	6,950
Residential	75,499	16,176	135,146	1,841
1. Residential Whole House	7,184	4,777	53,196	545
Residential New Construction & Major Renovation	93	358	3,853	39
Residential Multi-Family Retrofit	400	526	7,061	61
Residential Home Energy Services	5,691	3,711	42,100	417
Residential Behavior/Feedback Program	1,000	182	182	28
2. Residential Products	68,315	11,399	81,949	1,296
Residential Cooling & Heating Equipment	1,566	671	9,053	97
Residential Lighting	58,547	9,157	59,784	989
Residential Consumer Products	8,202	1,571	13,112	209
Low-Income	725	1,327	11,299	216
4. Low-Income Whole House	725	1,327	11,299	216
Low-Income New Construction	25	18	172	2
Low-Income Single Family Retrofit	300	872	8,819	175
Low-Income Multi-Family Retrofit	400	437	2,308	40
Commercial & Industrial	1,599	24,166	266,421	4,893
6. C&I New Construction	876	7,664	86,578	1,901
C&I New Construction	876	7,664	86,578	1,901
7. C&I Retrofit	723	16,502	179,842	2,991
C&I Retrofit	109	8,710	100,666	1,549
C&I Direct Install	614	7,791	79,176	1,442
Evaluated	55,874	28,625	293,122	4,975
Residential	52,733	13,159	115,891	1,678
1. Residential Whole House	4,493	5,892	52,396	697
Residential New Construction & Major Renovation	122	337	4,378	98
Residential Multi-Family Retrofit	364	284	4,718	8
Residential Home Energy Services	4,007	5,271	43,300	591
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	48,240	7,267	63,495	982
Residential Cooling & Heating Equipment	1,773	1,091	16,811	159
Residential Lighting	43,728	5,349	40,099	705
Residential Consumer Products	2,739	827	6,584	118
Low-Income	1,718	1,828	17,237	291
4. Low-Income Whole House	1,718	1,828	17,237	291
Low-Income New Construction	276	110	1,527	14
Low-Income Single Family Retrofit	854	1,349	12,065	231
Low-Income Multi-Family Retrofit	588	369	3,645	46
Commercial & Industrial	1,423	13,639	159,994	3,006
6. C&I New Construction	944	7,182	77,739	1,418
C&I New Construction	944	7,182	77,739	1,418
7. C&I Retrofit	479	6,457	82,255	1,587
C&I Retrofit	81	2,140	28,267	632
C&I Direct Install	398	4,317	53,988	955

Planned v Evaluated Variances: (Eval - Plan) / Plan	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Total Annual Variance	-28%	-31%	-29%	-28%
Residential	-30%	-19%	-14%	-9%
1. Residential Whole House	-37%	23%	-2%	28%
Residential New Construction & Major Renovation	31%	-6%	14%	151%
Residential Multi-Family Retrofit	-9%	-46%	-33%	-88%
Residential Home Energy Services	-30%	42%	3%	42%
Residential Behavior/Feedback Program	-100%	-100%	-100%	-100%
2. Residential Products	-29%	-36%	-23%	-24%
Residential Cooling & Heating Equipment	13%	63%	86%	64%
Residential Lighting	-25%	-42%	-33%	-29%
Residential Consumer Products	-67%	-47%	-50%	-44%
Low-Income	137%	38%	53%	35%
4. Low-Income Whole House	137%	38%	53%	35%
Low-Income New Construction	1004%	524%	787%	667%
Low-Income Single Family Retrofit	185%	55%	37%	32%
Low-Income Multi-Family Retrofit	47%	-16%	58%	16%
Commercial & Industrial	-11%	-44%	-40%	-39%
6. C&I New Construction	8%	-6%	-10%	-25%
C&I New Construction	8%	-6%	-10%	-25%
7. C&I Retrofit	-34%	-61%	-54%	-47%
C&I Retrofit	-26%	-75%	-72%	-59%
C&I Direct Install	-35%	-45%	-32%	-34%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Preliminary v Evaluated Savings: Plan-Year Analysis

Savings Table 3

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013

	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Preliminary	55,874	27,528	293,962	4,567
Residential	52,733	12,223	117,666	1,138
1. Residential Whole House	4,493	5,331	57,264	332
Residential New Construction & Major Renovation	122	348	4,501	94
Residential Multi-Family Retrofit	364	283	4,718	8
Residential Home Energy Services	4,007	4,700	48,045	231
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	48,240	6,892	60,402	805
Residential Cooling & Heating Equipment	1,773	960	14,598	138
Residential Lighting	43,728	5,106	39,225	549
Residential Consumer Products	2,739	826	6,580	118
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4. Low-Income Whole House	1,718	1,697	16,366	164
Low-Income New Construction	276	137	1,819	16
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C&I Direct Install	398	4,317	53,988	955
Evaluated	55,874	28,625	293,122	4,975
Residential	52,733	13,159	115,891	1,678
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C&I Retrofit	81	2,140	28,267	632
C&I Direct Install	398	4,317	53,988	955

Preliminary v Evaluated Variances: (Eval - Prelim) / Prelim	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Total Annual Variance	0%	4%	0%	9%
Residential	0%	8%	-2%	48%
1. Residential Whole House	0%	11%	-9%	110%
Residential New Construction & Major Renovation	0%	-3%	-3%	4%
Residential Multi-Family Retrofit	0%	0%	0%	0%
Residential Home Energy Services	0%	12%	-10%	156%
Residential Behavior/Feedback Program	0%	0%	0%	0%
2. Residential Products	0%	5%	5%	22%
Residential Cooling & Heating Equipment	0%	14%	15%	15%
Residential Lighting	0%	5%	2%	28%
Residential Consumer Products	0%	0%	0%	0%
Low-Income	0%	8%	5%	77%
4. Low-Income Whole House	0%	8%	5%	77%
Low-Income New Construction	0%	-19%	-16%	-7%
Low-Income Single Family Retrofit	0%	11%	9%	93%
Low-Income Multi-Family Retrofit	0%	8%	6%	58%
Commercial & Industrial	0%	0%	0%	-8%
6. C&I New Construction	0%	0%	0%	-14%
C&I New Construction	0%	0%	0%	-14%
7. C&I Retrofit	0%	0%	0%	-2%
C&I Retrofit	0%	0%	0%	-4%
C&I Direct Install	0%	0%	0%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Savings for the Three-Year Term

Savings Table 4

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC

	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
2013				
Planned	77,823	41,669	412,865	6,950
Residential	75,499	16,176	135,146	1,841
1. Residential Whole House	7,184	4,777	53,196	545
Residential New Construction & Major Renovation	93	358	3,853	39
Residential Multi-Family Retrofit	400	526	7,061	61
Residential Home Energy Services	5,691	3,711	42,100	417
Residential Behavior/Feedback Program	1,000	182	182	28
2. Residential Products	68,315	11,399	81,949	1,296
Residential Cooling & Heating Equipment	1,566	671	9,053	97
Residential Lighting	58,547	9,157	59,784	989
Residential Consumer Products	8,202	1,571	13,112	209
Low-Income	725	1,327	11,299	216
4. Low-Income Whole House	725	1,327	11,299	216
Low-Income New Construction	25	18	172	2
Low-Income Single Family Retrofit	300	872	8,819	175
Low-Income Multi-Family Retrofit	400	437	2,308	40
Commercial & Industrial	1,599	24,166	266,421	4,893
6. C&I New Construction	876	7,664	86,578	1,901
C&I New Construction	876	7,664	86,578	1,901
7. C&I Retrofit	723	16,502	179,842	2,991
C&I Retrofit	109	8,710	100,666	1,549
C&I Direct Install	614	7,791	79,176	1,442
Evaluated	55,874	28,625	293,122	4,975
Residential	52,733	13,159	115,891	1,678
1. Residential Whole House	4,493	5,892	52,396	697
Residential New Construction & Major Renovation	122	337	4,378	98
Residential Multi-Family Retrofit	364	284	4,718	8
Residential Home Energy Services	4,007	5,271	43,300	591
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	48,240	7,267	63,495	982
Residential Cooling & Heating Equipment	1,773	1,091	16,811	159
Residential Lighting	43,728	5,349	40,099	705
Residential Consumer Products	2,739	827	6,584	118
Low-Income	1,718	1,828	17,237	291
4. Low-Income Whole House	1,718	1,828	17,237	291
Low-Income New Construction	276	110	1,527	14
Low-Income Single Family Retrofit	854	1,349	12,065	231
Low-Income Multi-Family Retrofit	588	369	3,645	46
Commercial & Industrial	1,423	13,639	159,994	3,006
6. C&I New Construction	944	7,182	77,739	1,418
C&I New Construction	944	7,182	77,739	1,418
7. C&I Retrofit	479	6,457	82,255	1,587
C&I Retrofit	81	2,140	28,267	632
C&I Direct Install	398	4,317	53,988	955
2014				
Planned	81,789	38,379	383,925	6,742
Residential	79,520	16,458	151,108	1,856
1. Residential Whole House	8,746	5,724	69,782	632
Residential New Construction & Major Renovation	110	281	3,508	30
Residential Multi-Family Retrofit	600	1,236	21,111	93
Residential Home Energy Services	6,036	3,764	44,718	448
Residential Behavior/Feedback Program	2,000	444	444	61
2. Residential Products	70,774	10,734	81,327	1,224
Residential Cooling & Heating Equipment	1,748	834	11,133	121
Residential Lighting	60,064	8,178	55,977	873
Residential Consumer Products	8,962	1,722	14,216	229
Low-Income	825	1,474	12,302	191
4. Low-Income Whole House	825	1,474	12,302	191
Low-Income New Construction	25	25	354	3
Low-Income Single Family Retrofit	400	1,012	9,642	149
Low-Income Multi-Family Retrofit	400	437	2,307	40
Commercial & Industrial	1,444	20,447	220,514	4,695
6. C&I New Construction	742	6,748	77,419	1,759
C&I New Construction	742	6,748	77,419	1,759
7. C&I Retrofit	702	13,699	143,096	2,936
C&I Retrofit	88	6,154	67,326	1,549
C&I Direct Install	614	7,544	75,770	1,387
2015				
Planned	84,230	38,276	385,265	6,770
Residential	81,938	16,696	156,226	1,912
1. Residential Whole House	10,261	5,937	72,291	668
Residential New Construction & Major Renovation	132	231	3,069	25
Residential Multi-Family Retrofit	600	1,250	21,197	95
Residential Home Energy Services	6,529	3,757	47,326	456
Residential Behavior/Feedback Program	3,000	699	699	92
2. Residential Products	71,677	10,760	83,935	1,243
Residential Cooling & Heating Equipment	2,070	942	12,326	146
Residential Lighting	60,215	8,113	57,629	868
Residential Consumer Products	9,392	1,705	13,980	229
Low-Income	925	1,647	14,330	231
4. Low-Income Whole House	925	1,647	14,330	231
Low-Income New Construction	25	21	292	2
Low-Income Single Family Retrofit	500	1,171	11,615	189
Low-Income Multi-Family Retrofit	400	455	2,423	41
Commercial & Industrial	1,367	19,934	214,709	4,627
6. C&I New Construction	665	6,235	72,284	1,690
C&I New Construction	665	6,235	72,284	1,690
7. C&I Retrofit	702	13,699	142,425	2,936
C&I Retrofit	88	6,154	67,240	1,549
C&I Direct Install	614	7,544	75,185	1,387

Savings for the Three-Year Term

Savings Table 4

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC

Savings for the Three-Year Term: Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Total	221,893	105,281	1,062,312	18,487
Residential	214,191	46,313	423,225	5,446
1. Residential Whole House	23,500	17,553	194,468	1,997
Residential New Construction & Major Renovation	364	850	10,955	153
Residential Multi-Family Retrofit	1,564	2,770	47,026	196
Residential Home Energy Services	16,572	12,791	135,343	1,495
Residential Behavior/Feedback Program	5,000	1,143	1,143	153
2. Residential Products	190,691	28,760	228,757	3,449
Residential Cooling & Heating Equipment	5,591	2,867	40,271	426
Residential Lighting	164,007	21,640	153,705	2,446
Residential Consumer Products	21,093	4,254	34,781	576
Low-Income	3,468	4,948	43,870	713
4. Low-Income Whole House	3,468	4,948	43,870	713
Low-Income New Construction	326	156	2,173	19
Low-Income Single Family Retrofit	1,754	3,531	33,322	568
Low-Income Multi-Family Retrofit	1,388	1,261	8,374	126
Commercial & Industrial	4,234	54,019	595,217	12,328
6. C&I New Construction	2,351	20,165	227,442	4,868
C&I New Construction	2,351	20,165	227,442	4,868
7. C&I Retrofit	1,883	33,854	367,775	7,460
C&I Retrofit	257	14,449	162,833	3,731
C&I Direct Install	1,626	19,405	204,942	3,729

Significant Lifetime Savings Variances: Planned v Preliminary

Savings Table 5

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC

Sum of Energy (Lifetime MWh)	Planned			Planned Total	Preliminary
	2013	2014	2015		
Residential	135,146	151,108	156,226	442,480	117,666
1. Residential Whole House	53,196	69,782	72,291	195,269	57,264
Residential New Construction & Major Renovation	3,853	3,508	3,069	10,430	4,501
Residential Multi-Family Retrofit	7,061	21,111	21,197	49,369	4,718
Residential Home Energy Services	42,100	44,718	47,326	134,144	48,045
Residential Behavior/Feedback Program	182	444	699	1,325	-
2. Residential Products	81,949	81,327	83,935	247,211	60,402
Residential Cooling & Heating Equipment	9,053	11,133	12,326	32,512	14,598
Residential Lighting	59,784	55,977	57,629	173,390	39,225
Residential Consumer Products	13,112	14,216	13,980	41,309	6,580
Low-Income	11,299	12,302	14,330	37,931	16,366
4. Low-Income Whole House	11,299	12,302	14,330	37,931	16,366
Low-Income New Construction	172	354	292	818	1,819
Low-Income Single Family Retrofit	8,819	9,642	11,615	30,076	11,104
Low-Income Multi-Family Retrofit	2,308	2,307	2,423	7,037	3,443
Commercial & Industrial	266,421	220,514	214,709	701,644	159,929
6. C&I New Construction	86,578	77,419	72,284	236,281	77,724
C&I New Construction	86,578	77,419	72,284	236,281	77,724
7. C&I Retrofit	179,842	143,096	142,425	465,363	82,205
C&I Retrofit	100,666	67,326	67,240	235,232	28,217
C&I Direct Install	79,176	75,770	75,185	230,131	53,988
Grand Total	412,865	383,925	385,265	1,182,055	293,962

Planned v Preliminary Savings Variances	Planned Three-Year Goal Cumulative Achievement by Year			Actual Plan-Year Three-Year Goal Cumulative Achievement	Difference in Plan-Year Three-Year Goal Cumulative Achievement
	2013	2014	2015		
Residential	31%	65%	100%	27%	-13%
1. Residential Whole House	27%	63%	100%	29%	8%
Residential New Construction & Major Renovation	37%	71%	100%	43%	17%
Residential Multi-Family Retrofit	14%	57%	100%	10%	-33%
Residential Home Energy Services	31%	65%	100%	36%	14%
Residential Behavior/Feedback Program	14%	47%	100%	0%	-100%
2. Residential Products	33%	66%	100%	24%	-26%
Residential Cooling & Heating Equipment	28%	62%	100%	45%	61%
Residential Lighting	34%	67%	100%	23%	-34%
Residential Consumer Products	32%	66%	100%	16%	-50%
Low-Income	30%	62%	100%	43%	45%
4. Low-Income Whole House	30%	62%	100%	43%	45%
Low-Income New Construction	21%	64%	100%	222%	957%
Low-Income Single Family Retrofit	29%	61%	100%	37%	26%
Low-Income Multi-Family Retrofit	33%	66%	100%	49%	49%
Commercial & Industrial	38%	69%	100%	23%	-40%
6. C&I New Construction	37%	69%	100%	33%	-10%
C&I New Construction	37%	69%	100%	33%	-10%
7. C&I Retrofit	39%	69%	100%	18%	-54%
C&I Retrofit	43%	71%	100%	12%	-72%
C&I Direct Install	34%	67%	100%	23%	-32%
Grand Total	35%	67%	100%	25%	-29%

Plan-year core initiative significant variance explanations are required for: (2) variances between planned and preliminary core initiative total lifetime savings showing a decrease of 15 percent or greater. See Appendix 1 for more information.

Variances are calculated by percent of three-year goal (i.e., variance calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan-Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan-Year Report year).

Planned v Preliminary Benefits (2013\$): Plan-Year Analysis

Benefits Table 1

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013

	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant
Planned	\$ 45,101,794	\$ 16,369,874	\$ 2,057,413	\$ 25,583,546	\$ 89,112,627	\$ 34,912,830	\$ 124,025,457	\$ 1,145
Residential	\$ 14,567,864	\$ 3,614,675	\$ 2,562,722	\$ 18,076,161	\$ 38,821,422	\$ 25,696,146	\$ 64,517,568	\$ 514
1. Residential Whole House	\$ 5,636,326	\$ 1,794,214	\$ 2,606,852	\$ 18,076,161	\$ 28,113,553	\$ 24,871,240	\$ 52,984,793	\$ 3,913
Residential New Construction & Major Renovation	\$ 415,712	\$ 87,488	\$ 71,505	\$ 210,196	\$ 784,901	\$ 232,632	\$ 1,017,533	\$ 8,440
Residential Multi-Family Retrofit	\$ 741,437	\$ 102,382	\$ 14,664	\$ 227,206	\$ 1,085,689	\$ 1,222,217	\$ 2,307,907	\$ 2,714
Residential Home Energy Services	\$ 4,461,125	\$ 1,600,368	\$ 2,520,683	\$ 17,638,759	\$ 26,220,934	\$ 23,416,391	\$ 49,637,325	\$ 4,608
Residential Behavior/Feedback Program	\$ 18,052	\$ 3,977	\$ -	\$ -	\$ 22,028	\$ -	\$ 22,028	\$ 22
2. Residential Products	\$ 8,931,538	\$ 1,820,461	\$ (44,130)	\$ -	\$ 10,707,869	\$ 824,906	\$ 11,532,775	\$ 157
Residential Cooling & Heating Equipment	\$ 979,424	\$ 310,838	\$ (44,130)	\$ -	\$ 1,246,133	\$ 255,583	\$ 1,501,716	\$ 796
Residential Lighting	\$ 6,500,292	\$ 1,173,230	\$ -	\$ -	\$ 7,673,522	\$ 569,322	\$ 8,242,845	\$ 131
Residential Consumer Products	\$ 1,451,822	\$ 336,392	\$ -	\$ -	\$ 1,788,214	\$ -	\$ 1,788,214	\$ 218
Low-Income	\$ 1,208,578	\$ 661,798	\$ 62	\$ 7,021,279	\$ 8,891,717	\$ 3,394,795	\$ 12,286,511	\$ 12,264
4. Low-Income Whole House	\$ 1,208,578	\$ 661,798	\$ 62	\$ 7,021,279	\$ 8,891,717	\$ 3,394,795	\$ 12,286,511	\$ 12,264
Low-Income New Construction	\$ 18,619	\$ 3,937	\$ -	\$ 469,973	\$ 492,529	\$ 172,386	\$ 664,916	\$ 19,701
Low-Income Single Family Retrofit	\$ 944,212	\$ 609,297	\$ 62	\$ 6,050,212	\$ 7,603,783	\$ 2,454,246	\$ 10,058,029	\$ 25,346
Low-Income Multi-Family Retrofit	\$ 245,747	\$ 48,563	\$ -	\$ 501,094	\$ 795,405	\$ 768,162	\$ 1,563,567	\$ 1,989
Commercial & Industrial	\$ 29,325,352	\$ 12,093,402	\$ (505,372)	\$ 486,106	\$ 41,399,488	\$ 5,821,889	\$ 47,221,377	\$ 25,891
6. C&I New Construction	\$ 9,779,017	\$ 4,727,018	\$ (96,763)	\$ 17,902	\$ 14,427,174	\$ -	\$ 14,427,174	\$ 16,469
C&I New Construction	\$ 9,779,017	\$ 4,727,018	\$ (96,763)	\$ 17,902	\$ 14,427,174	\$ -	\$ 14,427,174	\$ 16,469
7. C&I Retrofit	\$ 19,546,335	\$ 7,366,384	\$ (408,609)	\$ 468,204	\$ 26,972,314	\$ 5,821,889	\$ 32,794,203	\$ 37,306
C&I Retrofit	\$ 10,625,109	\$ 4,112,113	\$ 70,353	\$ -	\$ 14,807,574	\$ 3,677,632	\$ 18,485,206	\$ 135,849
C&I Direct Install	\$ 8,921,226	\$ 3,254,271	\$ (478,962)	\$ 468,204	\$ 12,164,740	\$ 2,144,257	\$ 14,308,997	\$ 19,812
Preliminary	\$ 32,257,722	\$ 10,893,830	\$ 5,213,749	\$ 26,196,395	\$ 74,561,696	\$ 32,490,924	\$ 107,052,620	\$ 1,334
Residential	\$ 12,620,176	\$ 2,158,076	\$ 5,105,580	\$ 20,834,603	\$ 40,718,434	\$ 24,916,448	\$ 65,634,883	\$ 772
1. Residential Whole House	\$ 6,087,821	\$ 673,798	\$ 5,162,258	\$ 20,834,603	\$ 32,758,480	\$ 24,169,014	\$ 56,927,493	\$ 7,291
Residential New Construction & Major Renovation	\$ 483,266	\$ 397,332	\$ -	\$ 606,961	\$ 1,487,559	\$ 140,676	\$ 1,628,236	\$ 12,193
Residential Multi-Family Retrofit	\$ 494,043	\$ 11,672	\$ 19,943	\$ 7,039	\$ 532,696	\$ 221,580	\$ 754,276	\$ 1,463
Residential Home Energy Services	\$ 5,110,512	\$ 264,794	\$ 5,142,315	\$ 20,220,603	\$ 30,738,224	\$ 23,806,758	\$ 54,544,981	\$ 7,671
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 6,532,354	\$ 1,484,278	\$ (56,677)	\$ -	\$ 7,959,955	\$ 747,435	\$ 8,707,390	\$ 165
Residential Cooling & Heating Equipment	\$ 1,556,250	\$ 475,318	\$ (56,677)	\$ -	\$ 1,974,891	\$ 442,458	\$ 2,417,348	\$ 1,114
Residential Lighting	\$ 4,249,479	\$ 827,203	\$ -	\$ -	\$ 5,076,682	\$ 304,977	\$ 5,381,659	\$ 116
Residential Consumer Products	\$ 726,625	\$ 181,757	\$ -	\$ -	\$ 908,382	\$ -	\$ 908,382	\$ 332
Low-Income	\$ 1,753,930	\$ 375,343	\$ 271,692	\$ 3,850,212	\$ 6,251,177	\$ 3,745,753	\$ 9,996,930	\$ 3,639
4. Low-Income Whole House	\$ 1,753,930	\$ 375,343	\$ 271,692	\$ 3,850,212	\$ 6,251,177	\$ 3,745,753	\$ 9,996,930	\$ 3,639
Low-Income New Construction	\$ 193,676	\$ 46,005	\$ 270,803	\$ 194,223	\$ 704,707	\$ 716,221	\$ 1,420,928	\$ 2,553
Low-Income Single Family Retrofit	\$ 1,194,605	\$ 274,721	\$ 889	\$ 3,398,594	\$ 4,868,810	\$ 2,575,920	\$ 7,444,729	\$ 5,701
Low-Income Multi-Family Retrofit	\$ 365,649	\$ 54,617	\$ -	\$ 257,395	\$ 677,661	\$ 453,612	\$ 1,133,273	\$ 1,152
Commercial & Industrial	\$ 17,883,617	\$ 8,360,411	\$ (163,524)	\$ 1,511,580	\$ 27,592,084	\$ 3,828,723	\$ 31,420,807	\$ 19,390
6. C&I New Construction	\$ 8,774,484	\$ 3,825,522	\$ (206,187)	\$ 712,773	\$ 13,106,591	\$ 1,371,786	\$ 14,478,377	\$ 13,884
C&I New Construction	\$ 8,774,484	\$ 3,825,522	\$ (206,187)	\$ 712,773	\$ 13,106,591	\$ 1,371,786	\$ 14,478,377	\$ 13,884
7. C&I Retrofit	\$ 9,109,133	\$ 4,534,889	\$ (42,664)	\$ 798,808	\$ 14,485,493	\$ 2,456,937	\$ 16,942,430	\$ 30,241
C&I Retrofit	\$ 3,194,545	\$ 1,875,171	\$ 275,492	\$ 59,753	\$ 5,404,960	\$ 837,025	\$ 6,241,984	\$ 66,728
C&I Direct Install	\$ 5,914,588	\$ 2,659,718	\$ (232,828)	\$ 739,055	\$ 9,080,533	\$ 1,619,912	\$ 10,700,445	\$ 22,815

Planned v Preliminary Variances: (Prelim - Plan) / Plan	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant
Total Annual Variance	-28%	-33%	153%	2%	-16%	-7%	-14%	17%
Residential	-13%	-40%	99%	15%	5%	-3%	2%	50%
1. Residential Whole House	8%	-62%	98%	15%	17%	-3%	7%	86%
Residential New Construction & Major Renovation	16%	354%	-100%	189%	90%	-40%	60%	44%
Residential Multi-Family Retrofit	-33%	-89%	36%	-97%	-51%	-82%	-67%	-46%
Residential Home Energy Services	15%	-83%	104%	15%	17%	2%	10%	66%
Residential Behavior/Feedback Program	-100%	-100%	0%	0%	-100%	0%	-100%	0%
2. Residential Products	-27%	-18%	28%	0%	-26%	-9%	-24%	5%
Residential Cooling & Heating Equipment	59%	53%	28%	0%	58%	73%	61%	40%
Residential Lighting	-35%	-29%	0%	0%	-34%	-46%	-35%	-11%
Residential Consumer Products	-50%	-46%	0%	0%	-49%	0%	-49%	52%
Low-Income	45%	-43%	437756%	-45%	-30%	10%	-19%	-70%
4. Low-Income Whole House	45%	-43%	437756%	-45%	-30%	10%	-19%	-70%
Low-Income New Construction	940%	1068%	0%	-59%	43%	315%	114%	-87%
Low-Income Single Family Retrofit	27%	-55%	1333%	-44%	-36%	5%	-26%	-78%
Low-Income Multi-Family Retrofit	49%	12%	0%	-49%	-15%	-41%	-28%	-42%
Commercial & Industrial	-39%	-31%	-68%	211%	-33%	-34%	-33%	-25%
6. C&I New Construction	-10%	-19%	113%	3882%	-9%	0%	0%	-16%
C&I New Construction	-10%	-19%	113%	3882%	-9%	0%	0%	-16%
7. C&I Retrofit	-53%	-38%	-110%	71%	-46%	-58%	-48%	-19%
C&I Retrofit	-70%	-54%	292%	0%	-63%	-77%	-66%	-51%
C&I Direct Install	-34%	-18%	-51%	58%	-25%	-24%	-25%	15%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Planned v Evaluated Benefits (2013\$): Plan-Year Analysis

Benefits Table 2

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013

	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant
Planned	\$ 45,101,794	\$ 16,369,874	\$ 2,057,413	\$ 25,583,546	\$ 89,112,627	\$ 34,912,830	\$ 124,025,457	\$ 1,145
Residential	\$ 14,567,864	\$ 3,614,675	\$ 2,562,722	\$ 18,076,161	\$ 38,821,422	\$ 25,696,146	\$ 64,517,568	\$ 514
1. Residential Whole House	\$ 5,636,326	\$ 1,794,214	\$ 2,606,852	\$ 18,076,161	\$ 28,113,553	\$ 24,871,240	\$ 52,984,793	\$ 3,913
Residential New Construction & Major Renovation	\$ 415,712	\$ 87,488	\$ 71,505	\$ 210,196	\$ 784,901	\$ 232,632	\$ 1,017,533	\$ 8,440
Residential Multi-Family Retrofit	\$ 741,437	\$ 102,382	\$ 14,664	\$ 227,206	\$ 1,085,689	\$ 1,222,217	\$ 2,307,907	\$ 2,714
Residential Home Energy Services	\$ 4,461,125	\$ 1,600,368	\$ 2,520,683	\$ 17,638,759	\$ 26,220,934	\$ 23,416,391	\$ 49,637,325	\$ 4,608
Residential Behavior/Feedback Program	\$ 18,052	\$ 3,977	\$ -	\$ -	\$ 22,028	\$ -	\$ 22,028	\$ 22
2. Residential Products	\$ 8,931,538	\$ 1,820,461	\$ (44,130)	\$ -	\$ 10,707,869	\$ 824,906	\$ 11,532,775	\$ 157
Residential Cooling & Heating Equipment	\$ 979,424	\$ 310,838	\$ (44,130)	\$ -	\$ 1,246,133	\$ 255,583	\$ 1,501,716	\$ 796
Residential Lighting	\$ 6,500,292	\$ 1,173,230	\$ -	\$ -	\$ 7,673,522	\$ 569,322	\$ 8,242,845	\$ 131
Residential Consumer Products	\$ 1,451,822	\$ 336,392	\$ -	\$ -	\$ 1,788,214	\$ -	\$ 1,788,214	\$ 218
Low-Income	\$ 1,208,578	\$ 661,798	\$ 62	\$ 7,021,279	\$ 8,891,717	\$ 3,394,795	\$ 12,286,511	\$ 12,264
4. Low-Income Whole House	\$ 1,208,578	\$ 661,798	\$ 62	\$ 7,021,279	\$ 8,891,717	\$ 3,394,795	\$ 12,286,511	\$ 12,264
Low-Income New Construction	\$ 18,619	\$ 3,937	\$ -	\$ 469,973	\$ 492,529	\$ 172,386	\$ 664,916	\$ 19,701
Low-Income Single Family Retrofit	\$ 944,212	\$ 609,297	\$ 62	\$ 6,050,212	\$ 7,603,783	\$ 2,454,246	\$ 10,058,029	\$ 25,346
Low-Income Multi-Family Retrofit	\$ 245,747	\$ 48,563	\$ -	\$ 501,094	\$ 795,405	\$ 768,162	\$ 1,563,567	\$ 1,989
Commercial & Industrial	\$ 29,325,352	\$ 12,093,402	\$ (505,372)	\$ 486,106	\$ 41,399,488	\$ 5,821,889	\$ 47,221,377	\$ 25,891
6. C&I New Construction	\$ 9,779,017	\$ 4,727,018	\$ (96,763)	\$ 17,902	\$ 14,427,174	\$ -	\$ 14,427,174	\$ 16,469
C&I New Construction	\$ 9,779,017	\$ 4,727,018	\$ (96,763)	\$ 17,902	\$ 14,427,174	\$ -	\$ 14,427,174	\$ 16,469
7. C&I Retrofit	\$ 19,546,335	\$ 7,366,384	\$ (408,609)	\$ 468,204	\$ 26,972,314	\$ 5,821,889	\$ 32,794,203	\$ 37,306
C&I Retrofit	\$ 10,625,109	\$ 4,112,113	\$ 70,353	\$ -	\$ 14,807,574	\$ 3,677,632	\$ 18,485,206	\$ 135,849
C&I Direct Install	\$ 8,921,226	\$ 3,254,271	\$ (478,962)	\$ 468,204	\$ 12,164,740	\$ 2,144,257	\$ 14,308,997	\$ 19,812
Evaluated	\$ 32,553,159	\$ 11,275,666	\$ 5,218,218	\$ 26,037,662	\$ 75,084,705	\$ 32,193,124	\$ 107,277,829	\$ 1,344
Residential	\$ 12,807,857	\$ 2,823,343	\$ 5,105,580	\$ 20,711,425	\$ 41,448,205	\$ 24,595,824	\$ 66,044,029	\$ 786
1. Residential Whole House	\$ 5,735,143	\$ 1,071,385	\$ 5,162,258	\$ 20,711,425	\$ 32,680,211	\$ 24,169,014	\$ 56,849,224	\$ 7,274
Residential New Construction & Major Renovation	\$ 477,451	\$ 400,458	\$ -	\$ 606,961	\$ 1,484,870	\$ 140,676	\$ 1,625,546	\$ 12,171
Residential Multi-Family Retrofit	\$ 494,036	\$ 11,690	\$ 19,943	\$ 7,039	\$ 532,708	\$ 221,580	\$ 754,288	\$ 1,463
Residential Home Energy Services	\$ 4,763,656	\$ 659,236	\$ 5,142,315	\$ 20,097,425	\$ 30,662,632	\$ 23,806,758	\$ 54,469,390	\$ 7,652
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 7,072,713	\$ 1,751,959	\$ (56,677)	\$ -	\$ 8,767,995	\$ 426,810	\$ 9,194,805	\$ 182
Residential Cooling & Heating Equipment	\$ 1,787,947	\$ 540,954	\$ (56,677)	\$ -	\$ 2,272,224	\$ 121,833	\$ 2,394,057	\$ 1,282
Residential Lighting	\$ 4,557,673	\$ 1,029,242	\$ -	\$ -	\$ 5,586,916	\$ 304,977	\$ 5,891,893	\$ 128
Residential Consumer Products	\$ 727,093	\$ 181,762	\$ -	\$ -	\$ 908,855	\$ -	\$ 908,855	\$ 332
Low-Income	\$ 1,878,169	\$ 669,208	\$ 271,692	\$ 3,814,657	\$ 6,633,725	\$ 3,774,194	\$ 10,407,919	\$ 3,861
4. Low-Income Whole House	\$ 1,878,169	\$ 669,208	\$ 271,692	\$ 3,814,657	\$ 6,633,725	\$ 3,774,194	\$ 10,407,919	\$ 3,861
Low-Income New Construction	\$ 165,370	\$ 42,631	\$ 270,803	\$ 194,223	\$ 673,027	\$ 706,981	\$ 1,380,007	\$ 2,439
Low-Income Single Family Retrofit	\$ 1,322,211	\$ 544,224	\$ 889	\$ 3,378,553	\$ 5,245,877	\$ 2,607,066	\$ 7,852,944	\$ 6,143
Low-Income Multi-Family Retrofit	\$ 390,588	\$ 82,353	\$ -	\$ 241,881	\$ 714,821	\$ 460,147	\$ 1,174,968	\$ 1,216
Commercial & Industrial	\$ 17,867,134	\$ 7,783,115	\$ (159,054)	\$ 1,511,580	\$ 27,002,775	\$ 3,823,106	\$ 30,825,881	\$ 18,976
6. C&I New Construction	\$ 8,752,925	\$ 3,327,926	\$ (207,310)	\$ 712,773	\$ 12,586,314	\$ 1,366,169	\$ 13,952,483	\$ 13,333
C&I New Construction	\$ 8,752,925	\$ 3,327,926	\$ (207,310)	\$ 712,773	\$ 12,586,314	\$ 1,366,169	\$ 13,952,483	\$ 13,333
7. C&I Retrofit	\$ 9,114,209	\$ 4,455,189	\$ 48,256	\$ 798,808	\$ 14,416,461	\$ 2,456,937	\$ 16,873,398	\$ 30,097
C&I Retrofit	\$ 3,199,621	\$ 1,795,302	\$ 281,084	\$ 59,753	\$ 5,335,760	\$ 837,025	\$ 6,172,784	\$ 65,874
C&I Direct Install	\$ 5,914,588	\$ 2,659,887	\$ (232,828)	\$ 739,055	\$ 9,080,702	\$ 1,619,912	\$ 10,700,614	\$ 22,816

Planned v Evaluated Variances: (Eval - Plan) / Plan	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant
Total Annual Variance	-28%	-31%	154%	2%	-16%	-8%	-14%	17%
Residential	-12%	-22%	99%	15%	-1%	-4%	2%	53%
1. Residential Whole House	2%	-40%	98%	15%	16%	-3%	7%	86%
Residential New Construction & Major Renovation	15%	358%	-100%	189%	89%	-40%	60%	44%
Residential Multi-Family Retrofit	-33%	-89%	36%	-97%	-51%	-82%	-67%	-46%
Residential Home Energy Services	7%	-59%	104%	14%	17%	2%	10%	66%
Residential Behavior/Feedback Program	-100%	-100%	0%	0%	-100%	0%	-100%	0%
2. Residential Products	-21%	-4%	28%	0%	-18%	-48%	-20%	16%
Residential Cooling & Heating Equipment	83%	74%	28%	0%	82%	-52%	59%	61%
Residential Lighting	-30%	-12%	0%	0%	-27%	-46%	-29%	-3%
Residential Consumer Products	-50%	-46%	0%	0%	-49%	0%	-49%	52%
Low-Income	55%	1%	437756%	-46%	-25%	11%	-15%	-69%
4. Low-Income Whole House	55%	1%	437756%	-46%	-25%	11%	-15%	-69%
Low-Income New Construction	788%	983%	0%	-59%	37%	310%	108%	-88%
Low-Income Single Family Retrofit	40%	-11%	1333%	-44%	-31%	6%	-22%	-76%
Low-Income Multi-Family Retrofit	59%	70%	0%	-52%	-10%	-40%	-25%	-39%
Commercial & Industrial	-39%	-36%	-69%	211%	-35%	-34%	-35%	-27%
6. C&I New Construction	-10%	-30%	114%	3882%	-13%	0%	-3%	-19%
C&I New Construction	-10%	-30%	114%	3882%	-13%	0%	-3%	-19%
7. C&I Retrofit	-53%	-40%	-112%	71%	-47%	-58%	-49%	-19%
C&I Retrofit	-70%	-56%	300%	0%	-64%	-77%	-67%	-52%
C&I Direct Install	-34%	-18%	-51%	58%	-25%	-24%	-25%	15%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Preliminary v Evaluated Benefits (2013\$): Plan-Year Analysis

Benefits Table 3

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013

	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant
Preliminary	\$ 32,257,722	\$ 10,893,830	\$ 5,213,749	\$ 26,196,395	\$ 74,561,696	\$ 32,490,924	\$ 107,052,620	\$ 1,334
Residential	\$ 12,620,176	\$ 2,158,076	\$ 5,105,580	\$ 20,834,603	\$ 40,718,434	\$ 24,916,448	\$ 65,634,883	\$ 772
1. Residential Whole House	\$ 6,087,821	\$ 673,798	\$ 5,162,258	\$ 20,834,603	\$ 32,758,480	\$ 24,169,014	\$ 56,927,493	\$ 7,291
Residential New Construction & Major Renovation	\$ 483,266	\$ 397,332	\$ -	\$ 606,961	\$ 1,487,559	\$ 140,676	\$ 1,628,236	\$ 12,193
Residential Multi-Family Retrofit	\$ 494,043	\$ 11,672	\$ 19,943	\$ 7,039	\$ 532,696	\$ 221,580	\$ 754,276	\$ 1,463
Residential Home Energy Services	\$ 5,110,512	\$ 264,794	\$ 5,142,315	\$ 20,220,603	\$ 30,738,224	\$ 23,806,758	\$ 54,544,981	\$ 7,671
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 6,532,354	\$ 1,484,278	\$ (56,677)	\$ -	\$ 7,959,955	\$ 747,435	\$ 8,707,390	\$ 165
Residential Cooling & Heating Equipment	\$ 1,556,250	\$ 475,318	\$ (56,677)	\$ -	\$ 1,974,891	\$ 442,458	\$ 2,417,348	\$ 1,114
Residential Lighting	\$ 4,249,479	\$ 827,203	\$ -	\$ -	\$ 5,076,682	\$ 304,977	\$ 5,381,659	\$ 116
Residential Consumer Products	\$ 726,625	\$ 181,757	\$ -	\$ -	\$ 908,382	\$ -	\$ 908,382	\$ 332
Low-Income	\$ 1,753,930	\$ 375,343	\$ 271,692	\$ 3,850,212	\$ 6,251,177	\$ 3,745,753	\$ 9,996,930	\$ 3,639
4. Low-Income Whole House	\$ 1,753,930	\$ 375,343	\$ 271,692	\$ 3,850,212	\$ 6,251,177	\$ 3,745,753	\$ 9,996,930	\$ 3,639
Low-Income New Construction	\$ 193,676	\$ 46,005	\$ 270,803	\$ 194,223	\$ 704,707	\$ 716,221	\$ 1,420,928	\$ 2,553
Low-Income Single Family Retrofit	\$ 1,194,605	\$ 274,721	\$ 889	\$ 3,398,594	\$ 4,868,810	\$ 2,575,920	\$ 7,444,729	\$ 5,701
Low-Income Multi-Family Retrofit	\$ 365,649	\$ 54,617	\$ -	\$ 257,395	\$ 677,661	\$ 453,612	\$ 1,131,273	\$ 1,152
Commercial & Industrial	\$ 17,883,617	\$ 8,360,411	\$ (163,524)	\$ 1,511,580	\$ 27,592,084	\$ 3,828,723	\$ 31,420,807	\$ 19,390
6. C&I New Construction	\$ 8,774,484	\$ 3,825,522	\$ (206,187)	\$ 712,773	\$ 13,106,591	\$ 1,371,786	\$ 14,478,377	\$ 13,884
C&I New Construction	\$ 8,774,484	\$ 3,825,522	\$ (206,187)	\$ 712,773	\$ 13,106,591	\$ 1,371,786	\$ 14,478,377	\$ 13,884
7. C&I Retrofit	\$ 9,109,133	\$ 4,534,889	\$ 42,664	\$ 798,808	\$ 14,485,493	\$ 2,456,937	\$ 16,942,430	\$ 30,241
C&I Retrofit	\$ 3,194,545	\$ 1,875,171	\$ 275,492	\$ 59,753	\$ 5,404,960	\$ 837,025	\$ 6,241,984	\$ 66,728
C&I Direct Install	\$ 5,914,588	\$ 2,659,718	\$ (232,828)	\$ 739,055	\$ 9,080,533	\$ 1,619,912	\$ 10,700,445	\$ 22,815
Evaluated	\$ 32,553,159	\$ 11,275,666	\$ 5,218,218	\$ 26,037,662	\$ 75,084,705	\$ 32,193,124	\$ 107,277,829	\$ 1,344
Residential	\$ 12,807,857	\$ 2,823,343	\$ 5,105,580	\$ 20,711,425	\$ 41,448,205	\$ 24,595,824	\$ 66,044,029	\$ 786
1. Residential Whole House	\$ 5,735,143	\$ 1,071,385	\$ 5,162,258	\$ 20,711,425	\$ 32,680,211	\$ 24,169,014	\$ 56,849,224	\$ 7,274
Residential New Construction & Major Renovation	\$ 477,451	\$ 400,458	\$ -	\$ 606,961	\$ 1,484,870	\$ 140,676	\$ 1,625,546	\$ 12,171
Residential Multi-Family Retrofit	\$ 494,036	\$ 11,690	\$ 19,943	\$ 7,039	\$ 532,708	\$ 221,580	\$ 754,288	\$ 1,463
Residential Home Energy Services	\$ 4,763,656	\$ 659,236	\$ 5,142,315	\$ 20,097,425	\$ 30,662,632	\$ 23,806,758	\$ 54,469,390	\$ 7,652
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 7,072,713	\$ 1,751,959	\$ (56,677)	\$ -	\$ 8,767,995	\$ 426,810	\$ 9,194,805	\$ 182
Residential Cooling & Heating Equipment	\$ 1,787,947	\$ 540,954	\$ (56,677)	\$ -	\$ 2,272,224	\$ 121,833	\$ 2,394,057	\$ 1,282
Residential Lighting	\$ 4,557,673	\$ 1,029,242	\$ -	\$ -	\$ 5,586,916	\$ 304,977	\$ 5,891,893	\$ 128
Residential Consumer Products	\$ 727,093	\$ 181,762	\$ -	\$ -	\$ 908,855	\$ -	\$ 908,855	\$ 332
Low-Income	\$ 1,878,169	\$ 669,208	\$ 271,692	\$ 3,814,657	\$ 6,633,725	\$ 3,774,194	\$ 10,407,919	\$ 3,861
4. Low-Income Whole House	\$ 1,878,169	\$ 669,208	\$ 271,692	\$ 3,814,657	\$ 6,633,725	\$ 3,774,194	\$ 10,407,919	\$ 3,861
Low-Income New Construction	\$ 165,370	\$ 42,631	\$ 270,803	\$ 194,223	\$ 673,027	\$ 706,981	\$ 1,380,007	\$ 2,439
Low-Income Single Family Retrofit	\$ 1,322,211	\$ 544,224	\$ 889	\$ 3,378,553	\$ 5,245,877	\$ 2,607,066	\$ 7,852,944	\$ 6,143
Low-Income Multi-Family Retrofit	\$ 390,588	\$ 82,353	\$ -	\$ 241,881	\$ 714,821	\$ 460,147	\$ 1,174,968	\$ 1,216
Commercial & Industrial	\$ 17,867,134	\$ 7,783,115	\$ (159,054)	\$ 1,511,580	\$ 27,002,775	\$ 3,823,106	\$ 30,825,881	\$ 18,976
6. C&I New Construction	\$ 8,752,925	\$ 3,327,926	\$ (207,310)	\$ 712,773	\$ 12,586,314	\$ 1,366,169	\$ 13,952,483	\$ 13,333
C&I New Construction	\$ 8,752,925	\$ 3,327,926	\$ (207,310)	\$ 712,773	\$ 12,586,314	\$ 1,366,169	\$ 13,952,483	\$ 13,333
7. C&I Retrofit	\$ 9,114,209	\$ 4,455,189	\$ 48,256	\$ 798,808	\$ 14,416,461	\$ 2,456,937	\$ 16,873,398	\$ 30,097
C&I Retrofit	\$ 3,199,621	\$ 1,795,302	\$ 281,084	\$ 59,753	\$ 5,335,760	\$ 837,025	\$ 6,172,784	\$ 65,874
C&I Direct Install	\$ 5,914,588	\$ 2,659,887	\$ (232,828)	\$ 739,055	\$ 9,080,702	\$ 1,619,912	\$ 10,700,614	\$ 22,816

Preliminary v Evaluated Variances: (Eval - Prelim) / Prelim	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant
Total Annual Variance	1%	4%	0%	-1%	1%	-1%	0%	1%
Residential	1%	31%	0%	-1%	2%	-1%	1%	2%
1. Residential Whole House	-6%	59%	0%	-1%	0%	0%	0%	0%
Residential New Construction & Major Renovation	-1%	1%	0%	0%	0%	0%	0%	0%
Residential Multi-Family Retrofit	0%	0%	0%	0%	0%	0%	0%	0%
Residential Home Energy Services	-7%	149%	0%	-1%	0%	0%	0%	0%
Residential Behavior/Feedback Program	0%	0%	0%	0%	0%	0%	0%	0%
2. Residential Products	8%	18%	0%	0%	10%	-43%	6%	10%
Residential Cooling & Heating Equipment	15%	14%	0%	0%	15%	-72%	-1%	15%
Residential Lighting	7%	24%	0%	0%	10%	0%	9%	10%
Residential Consumer Products	0%	0%	0%	0%	0%	0%	0%	0%
Low-Income	7%	78%	0%	-1%	6%	1%	4%	6%
4. Low-Income Whole House	7%	78%	0%	-1%	6%	1%	4%	6%
Low-Income New Construction	-15%	-7%	0%	0%	-4%	-1%	-3%	-4%
Low-Income Single Family Retrofit	11%	98%	0%	-1%	8%	1%	5%	8%
Low-Income Multi-Family Retrofit	7%	51%	0%	-6%	5%	1%	4%	5%
Commercial & Industrial	0%	-7%	-3%	0%	-2%	0%	-2%	-2%
6. C&I New Construction	0%	-13%	1%	0%	-4%	0%	-4%	-4%
C&I New Construction	0%	-13%	1%	0%	-4%	0%	-4%	-4%
7. C&I Retrofit	0%	-2%	13%	0%	0%	0%	0%	0%
C&I Retrofit	0%	-4%	2%	0%	-1%	0%	-1%	-1%
C&I Direct Install	0%	0%	0%	0%	0%	0%	0%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Benefits for the Three-Year Term (2013\$)

Benefits Table 4

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC

	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant
2013								
Planned	\$ 45,101,794	\$ 16,369,874	\$ 2,057,413	\$ 25,583,546	\$ 89,112,627	\$ 34,912,830	\$ 124,025,457	\$ 1,145
Residential	\$ 14,567,864	\$ 3,614,675	\$ 2,562,722	\$ 18,076,161	\$ 38,821,422	\$ 25,696,146	\$ 64,517,568	\$ 514
1. Residential Whole House	\$ 5,636,326	\$ 1,794,214	\$ 2,606,852	\$ 18,076,161	\$ 28,113,553	\$ 24,871,240	\$ 52,984,793	\$ 3,913
Residential New Construction & Major Renovation	\$ 415,712	\$ 87,488	\$ 71,505	\$ 210,196	\$ 784,901	\$ 232,632	\$ 1,017,533	\$ 8,440
Residential Multi-Family Retrofit	\$ 741,437	\$ 102,382	\$ 14,664	\$ 227,206	\$ 1,085,689	\$ 1,222,217	\$ 2,307,907	\$ 2,714
Residential Home Energy Services	\$ 4,461,125	\$ 1,600,368	\$ 2,520,683	\$ 17,638,759	\$ 26,220,934	\$ 23,416,391	\$ 49,637,325	\$ 4,608
Residential Behavior/Feedback Program	\$ 18,052	\$ 3,977	\$ -	\$ -	\$ 22,028	\$ -	\$ 22,028	\$ 22
2. Residential Products	\$ 8,931,538	\$ 1,820,461	\$ (44,130)	\$ -	\$ 10,707,869	\$ 824,906	\$ 11,532,775	\$ 157
Residential Cooling & Heating Equipment	\$ 979,424	\$ 310,838	\$ (44,130)	\$ -	\$ 1,246,133	\$ 255,583	\$ 1,501,716	\$ 796
Residential Lighting	\$ 6,500,292	\$ 1,173,230	\$ -	\$ -	\$ 7,673,522	\$ 569,322	\$ 8,242,845	\$ 131
Residential Consumer Products	\$ 1,451,822	\$ 336,392	\$ -	\$ -	\$ 1,788,214	\$ -	\$ 1,788,214	\$ 218
Low-Income	\$ 1,208,578	\$ 661,798	\$ 62	\$ 7,021,279	\$ 8,891,717	\$ 3,394,795	\$ 12,286,511	\$ 12,264
4. Low-Income Whole House	\$ 1,208,578	\$ 661,798	\$ 62	\$ 7,021,279	\$ 8,891,717	\$ 3,394,795	\$ 12,286,511	\$ 12,264
Low-Income New Construction	\$ 18,619	\$ 3,937	\$ -	\$ 469,973	\$ 492,529	\$ 172,386	\$ 664,916	\$ 19,701
Low-Income Single Family Retrofit	\$ 944,212	\$ 609,297	\$ 62	\$ 6,050,212	\$ 7,603,783	\$ 2,454,246	\$ 10,058,029	\$ 25,346
Low-Income Multi-Family Retrofit	\$ 245,747	\$ 48,563	\$ -	\$ 501,094	\$ 795,405	\$ 768,162	\$ 1,563,567	\$ 1,989
Commercial & Industrial	\$ 29,325,352	\$ 12,093,402	\$ (505,372)	\$ 486,106	\$ 41,399,488	\$ 5,821,889	\$ 47,221,377	\$ 25,891
6. C&I New Construction	\$ 9,779,017	\$ 4,727,018	\$ (96,763)	\$ 17,902	\$ 14,427,174	\$ -	\$ 14,427,174	\$ 16,469
C&I New Construction	\$ 9,779,017	\$ 4,727,018	\$ (96,763)	\$ 17,902	\$ 14,427,174	\$ -	\$ 14,427,174	\$ 16,469
7. C&I Retrofit	\$ 19,546,335	\$ 7,366,384	\$ (408,609)	\$ 468,204	\$ 26,972,314	\$ 5,821,889	\$ 32,794,203	\$ 37,306
C&I Retrofit	\$ 10,625,109	\$ 4,112,113	\$ 70,353	\$ -	\$ 14,807,574	\$ 3,677,632	\$ 18,485,206	\$ 135,849
C&I Direct Install	\$ 8,921,226	\$ 3,254,271	\$ (478,962)	\$ 468,204	\$ 12,164,740	\$ 2,144,257	\$ 14,308,997	\$ 19,812
Evaluated	\$ 32,553,159	\$ 11,275,666	\$ 5,218,218	\$ 26,037,662	\$ 75,084,705	\$ 32,193,124	\$ 107,277,829	\$ 1,344
Residential	\$ 12,807,857	\$ 2,823,343	\$ 5,105,580	\$ 20,711,425	\$ 41,448,205	\$ 24,595,824	\$ 66,044,029	\$ 786
1. Residential Whole House	\$ 5,735,143	\$ 1,071,385	\$ 5,162,258	\$ 20,711,425	\$ 32,680,211	\$ 24,169,014	\$ 56,849,224	\$ 7,274
Residential New Construction & Major Renovation	\$ 477,451	\$ 400,458	\$ -	\$ 606,961	\$ 1,484,870	\$ 140,676	\$ 1,625,546	\$ 12,171
Residential Multi-Family Retrofit	\$ 494,036	\$ 11,690	\$ 19,943	\$ 7,039	\$ 532,708	\$ 221,580	\$ 754,288	\$ 1,463
Residential Home Energy Services	\$ 4,763,656	\$ 659,236	\$ 5,142,315	\$ 20,097,425	\$ 30,662,632	\$ 23,806,758	\$ 54,469,390	\$ 7,652
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 7,072,713	\$ 1,751,959	\$ (56,677)	\$ -	\$ 8,767,995	\$ 426,810	\$ 9,194,805	\$ 182
Residential Cooling & Heating Equipment	\$ 1,787,947	\$ 540,954	\$ (56,677)	\$ -	\$ 2,272,224	\$ 121,833	\$ 2,394,057	\$ 1,282
Residential Lighting	\$ 4,557,673	\$ 1,029,242	\$ -	\$ -	\$ 5,586,916	\$ 304,977	\$ 5,891,893	\$ 128
Residential Consumer Products	\$ 727,093	\$ 181,762	\$ -	\$ -	\$ 908,855	\$ -	\$ 908,855	\$ 332
Low-Income	\$ 1,878,169	\$ 669,208	\$ 271,692	\$ 3,814,657	\$ 6,633,725	\$ 3,774,194	\$ 10,407,919	\$ 3,861
4. Low-Income Whole House	\$ 1,878,169	\$ 669,208	\$ 271,692	\$ 3,814,657	\$ 6,633,725	\$ 3,774,194	\$ 10,407,919	\$ 3,861
Low-Income New Construction	\$ 165,370	\$ 42,631	\$ 270,803	\$ 194,223	\$ 673,027	\$ 706,981	\$ 1,380,007	\$ 2,439
Low-Income Single Family Retrofit	\$ 1,322,211	\$ 544,224	\$ 889	\$ 3,378,553	\$ 5,245,877	\$ 2,607,066	\$ 7,852,944	\$ 6,143
Low-Income Multi-Family Retrofit	\$ 390,588	\$ 82,353	\$ -	\$ 241,881	\$ 714,821	\$ 460,147	\$ 1,174,968	\$ 1,216
Commercial & Industrial	\$ 17,867,134	\$ 7,783,115	\$ (159,054)	\$ 1,511,580	\$ 27,002,775	\$ 3,823,106	\$ 30,825,881	\$ 18,976
6. C&I New Construction	\$ 8,752,925	\$ 3,327,926	\$ (207,310)	\$ 712,773	\$ 12,586,314	\$ 1,366,169	\$ 13,952,483	\$ 13,333
C&I New Construction	\$ 8,752,925	\$ 3,327,926	\$ (207,310)	\$ 712,773	\$ 12,586,314	\$ 1,366,169	\$ 13,952,483	\$ 13,333
7. C&I Retrofit	\$ 9,114,209	\$ 4,455,189	\$ 48,256	\$ 798,808	\$ 14,416,461	\$ 2,456,937	\$ 16,873,398	\$ 30,097
C&I Retrofit	\$ 3,199,621	\$ 1,795,302	\$ 281,084	\$ 59,753	\$ 5,335,760	\$ 837,025	\$ 6,172,784	\$ 65,874
C&I Direct Install	\$ 5,914,588	\$ 2,659,887	\$ (232,828)	\$ 739,055	\$ 9,080,702	\$ 1,619,912	\$ 10,700,614	\$ 22,816
2014								
Planned	\$ 38,933,420	\$ 16,240,521	\$ 2,630,022	\$ 26,501,869	\$ 84,305,831	\$ 33,533,702	\$ 117,839,533	\$ 1,031
Residential	\$ 15,205,646	\$ 4,040,550	\$ 3,214,455	\$ 20,711,719	\$ 43,172,370	\$ 26,901,790	\$ 70,074,160	\$ 543
1. Residential Whole House	\$ 7,010,303	\$ 2,022,016	\$ 3,268,357	\$ 20,711,719	\$ 33,012,395	\$ 26,066,947	\$ 59,079,343	\$ 3,774
Residential New Construction & Major Renovation	\$ 351,224	\$ 79,648	\$ 96,090	\$ 170,613	\$ 697,576	\$ 267,835	\$ 965,410	\$ 6,342
Residential Multi-Family Retrofit	\$ 2,155,931	\$ 166,087	\$ 20,533	\$ 834,910	\$ 3,177,461	\$ 2,368,868	\$ 5,546,329	\$ 5,296
Residential Home Energy Services	\$ 4,468,274	\$ 1,767,547	\$ 3,151,734	\$ 19,706,196	\$ 29,093,750	\$ 23,430,245	\$ 52,523,995	\$ 4,820
Residential Behavior/Feedback Program	\$ 34,874	\$ 8,735	\$ -	\$ -	\$ 43,608	\$ -	\$ 43,608	\$ 22
2. Residential Products	\$ 8,195,343	\$ 2,018,534	\$ (53,902)	\$ -	\$ 10,159,975	\$ 834,842	\$ 10,994,817	\$ 144
Residential Cooling & Heating Equipment	\$ 1,092,793	\$ 389,398	\$ (53,902)	\$ -	\$ 1,428,289	\$ 287,448	\$ 1,715,737	\$ 817
Residential Lighting	\$ 5,676,273	\$ 1,228,263	\$ -	\$ -	\$ 6,904,536	\$ 547,394	\$ 7,451,930	\$ 115
Residential Consumer Products	\$ 1,426,278	\$ 400,872	\$ -	\$ -	\$ 1,827,150	\$ -	\$ 1,827,150	\$ 204
Low-Income	\$ 1,215,179	\$ 516,983	\$ 143	\$ 5,317,817	\$ 7,050,122	\$ 2,807,864	\$ 9,857,986	\$ 8,546
4. Low-Income Whole House	\$ 1,215,179	\$ 516,983	\$ 143	\$ 5,317,817	\$ 7,050,122	\$ 2,807,864	\$ 9,857,986	\$ 8,546
Low-Income New Construction	\$ 34,932	\$ 7,089	\$ -	\$ 214,086	\$ 256,107	\$ 174,561	\$ 430,668	\$ 10,244
Low-Income Single Family Retrofit	\$ 952,386	\$ 454,361	\$ 143	\$ 4,581,443	\$ 5,988,334	\$ 1,857,727	\$ 7,846,061	\$ 14,971
Low-Income Multi-Family Retrofit	\$ 227,861	\$ 55,533	\$ -	\$ 522,288	\$ 805,682	\$ 775,576	\$ 1,581,257	\$ 2,014
Commercial & Industrial	\$ 22,512,595	\$ 11,682,988	\$ (584,576)	\$ 472,333	\$ 34,083,339	\$ 3,824,048	\$ 37,907,386	\$ 23,603
6. C&I New Construction	\$ 8,014,640	\$ 4,493,057	\$ (102,586)	\$ 13,515	\$ 12,418,626	\$ -	\$ 12,418,626	\$ 16,737
C&I New Construction	\$ 8,014,640	\$ 4,493,057	\$ (102,586)	\$ 13,515	\$ 12,418,626	\$ -	\$ 12,418,626	\$ 16,737
7. C&I Retrofit	\$ 14,497,954	\$ 7,189,931	\$ (481,990)	\$ 458,818	\$ 21,664,712	\$ 3,824,048	\$ 25,488,760	\$ 30,861
C&I Retrofit	\$ 6,630,826	\$ 4,050,152	\$ 107,511	\$ -	\$ 10,788,488	\$ 1,769,883	\$ 12,558,371	\$ 122,596
C&I Direct Install	\$ 7,867,129	\$ 3,139,779	\$ (589,501)	\$ 458,818	\$ 10,876,224	\$ 2,054,165	\$ 12,930,389	\$ 17,714
2015								
Planned	\$ 38,426,087	\$ 16,972,427	\$ 2,617,828	\$ 30,200,058	\$ 88,216,400	\$ 36,872,266	\$ 125,088,667	\$ 1,047
Residential	\$ 15,590,184	\$ 4,373,935	\$ 3,111,249	\$ 22,828,237	\$ 45,903,605	\$ 29,681,694	\$ 75,585,299	\$ 560
1. Residential Whole House	\$ 7,245,100	\$ 2,138,363	\$ 3,161,491	\$ 22,828,237	\$ 35,373,192	\$ 28,771,650	\$ 64,144,841	\$ 3,447
Residential New Construction & Major Renovation	\$ 306,248	\$ 70,565	\$ 90,810	\$ 158,600	\$ 626,223	\$ 316,482	\$ 942,705	\$ 4,744
Residential Multi-Family Retrofit	\$ 2,166,587	\$ 176,730	\$ 19,023	\$ 836,031	\$ 3,198,371	\$ 2,369,550	\$ 5,567,921	\$ 5,331
Residential Home Energy Services	\$ 4,718,112	\$ 1,877,772	\$ 3,051,658	\$ 21,833,607	\$ 31,481,148	\$ 26,085,617	\$ 57,566,766	\$ 4,822
Residential Behavior/Feedback Program	\$ 54,153	\$ 13,297	\$ -	\$ -	\$ 67,450	\$ -	\$ 67,450	\$ 22
2. Residential Products	\$ 8,345,083	\$ 2,235,572	\$ (50,242)	\$ -	\$ 10,530,413	\$ 910,045	\$ 11,440,458	\$ 147
Residential Cooling & Heating Equipment	\$ 1,197,252	\$ 483,340	\$ (50,242)	\$ -	\$ 1,630,350	\$ 357,574	\$ 1,987,924	\$ 788
Residential Lighting	\$ 5,766,970	\$ 1,337,503	\$ -	\$ -	\$ 7,104,473	\$ 552,470	\$ 7,656,943	\$ 118
Residential Consumer Products	\$ 1,380,862	\$ 414,729	\$ -	\$ -	\$ 1,795,591	\$ -	\$ 1,795,591	\$ 191
Low-Income	\$ 1,401,627	\$ 681,743	\$ 151	\$ 6,892,841	\$ 8,976,362	\$ 3,383,859	\$ 12,360,221	\$ 9,704
4. Low-Income Whole House	\$ 1,401,627	\$ 681,743	\$ 151	\$ 6,892,841	\$ 8,976,362	\$ 3,383,859	\$ 12,360,221	\$ 9,704
Low-Income New Construction	\$ 28,656	\$ 5,934	\$ -	\$ 168,356	\$ 202,947	\$ 173,512	\$ 376,458	\$ 8,118
Low-Income Single Family Retrofit	\$ 1,135,459	\$ 616,266	\$ 151	\$ 6,251,490	\$ 8,003,366	\$ 2,465,963	\$ 10,469,329	\$ 16,007
Low-Income Multi-Family Retrofit	\$ 237,512	\$ 59,542	\$ -	\$ 472,995	\$ 770,050	\$ 744,384	\$ 1,514,434	\$ 1,925
Commercial & Industrial	\$ 21,434,277	\$ 11,916,749	\$ (493,572)	\$ 478,980	\$ 33,336,433	\$ 3,806,713	\$ 37,143,147	\$ 24,387
6. C&I New Construction	\$ 7,308,382	\$ 4,497,601	\$ (69,218)	\$ 13,680	\$ 11,750,445	\$ -	\$ 11,750,445	\$ 17,670
C&I New Construction	\$ 7,308,382	\$ 4,497,601	\$ (69,218)	\$ 13,680	\$ 11,750,445	\$ -	\$ 11,750,445	\$ 17,670
7. C&I Retrofit	\$ 14,125,894	\$ 7,419,148	\$ (424,354)	\$ 465,300	\$ 21,585,988	\$ 3,806,713	\$ 25,392,702	\$ 30,749
C&I Retrofit	\$ 6,508,712	\$ 4,183,813	\$ 91,671	\$ -	\$ 10,784,196	\$ 1,767,665	\$ 12,551,862	\$ 122,548
C&I Direct Install	\$ 7,617,182	\$ 3,235,335	\$ (516,025)	\$ 465,				

Benefits for the Three-Year Term (2013\$)

Benefits Table 4

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC

Benefits for the Three-Year Term (2013\$): Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant
Total	\$ 109,912,667	\$ 44,488,613	\$ 10,466,068	\$ 82,739,588	\$ 247,606,937	\$ 102,599,092	\$ 350,206,029	\$ 1,116
Residential	\$ 43,603,686	\$ 11,237,829	\$ 11,431,284	\$ 64,251,381	\$ 130,524,180	\$ 81,179,308	\$ 211,703,488	\$ 609
1. Residential Whole House	\$ 19,990,547	\$ 5,231,764	\$ 11,592,106	\$ 64,251,381	\$ 101,065,798	\$ 79,007,611	\$ 180,073,409	\$ 4,301
Residential New Construction & Major Renovation	\$ 1,134,923	\$ 550,672	\$ 186,900	\$ 936,174	\$ 2,808,668	\$ 724,994	\$ 3,533,662	\$ 7,716
Residential Multi-Family Retrofit	\$ 4,816,555	\$ 354,507	\$ 59,499	\$ 1,677,980	\$ 6,908,540	\$ 4,959,997	\$ 11,868,538	\$ 4,417
Residential Home Energy Services	\$ 13,950,042	\$ 4,304,555	\$ 11,345,707	\$ 61,637,228	\$ 91,237,531	\$ 73,322,620	\$ 164,560,151	\$ 5,505
Residential Behavior/Feedback Program	\$ 89,027	\$ 22,031	\$ -	\$ -	\$ 111,058	\$ -	\$ 111,058	\$ 22
2. Residential Products	\$ 23,613,140	\$ 6,006,064	\$ (160,822)	\$ -	\$ 29,458,382	\$ 2,171,697	\$ 31,630,080	\$ 154
Residential Cooling & Heating Equipment	\$ 4,077,991	\$ 1,413,692	\$ (160,822)	\$ -	\$ 5,330,862	\$ 766,856	\$ 6,097,718	\$ 953
Residential Lighting	\$ 16,000,916	\$ 3,595,009	\$ -	\$ -	\$ 19,595,925	\$ 1,404,842	\$ 21,000,766	\$ 119
Residential Consumer Products	\$ 3,534,233	\$ 997,363	\$ -	\$ -	\$ 4,531,596	\$ -	\$ 4,531,596	\$ 215
Low-Income	\$ 4,494,975	\$ 1,867,933	\$ 271,987	\$ 16,025,314	\$ 22,660,209	\$ 9,965,916	\$ 32,626,126	\$ 6,534
4. Low-Income Whole House	\$ 4,494,975	\$ 1,867,933	\$ 271,987	\$ 16,025,314	\$ 22,660,209	\$ 9,965,916	\$ 32,626,126	\$ 6,534
Low-Income New Construction	\$ 228,959	\$ 55,654	\$ 270,803	\$ 576,664	\$ 1,132,080	\$ 1,055,053	\$ 2,187,134	\$ 3,473
Low-Income Single Family Retrofit	\$ 3,410,056	\$ 1,614,851	\$ 1,184	\$ 14,211,486	\$ 19,237,577	\$ 6,930,756	\$ 26,168,333	\$ 10,968
Low-Income Multi-Family Retrofit	\$ 855,960	\$ 197,428	\$ -	\$ 1,237,164	\$ 2,290,552	\$ 1,980,107	\$ 4,270,659	\$ 1,650
Commercial & Industrial	\$ 61,814,006	\$ 31,382,851	\$ (1,237,203)	\$ 2,462,893	\$ 94,422,547	\$ 11,453,867	\$ 105,876,414	\$ 22,301
6. C&I New Construction	\$ 24,075,948	\$ 12,318,584	\$ (379,114)	\$ 739,968	\$ 36,755,385	\$ 1,366,169	\$ 38,121,555	\$ 15,634
C&I New Construction	\$ 24,075,948	\$ 12,318,584	\$ (379,114)	\$ 739,968	\$ 36,755,385	\$ 1,366,169	\$ 38,121,555	\$ 15,634
7. C&I Retrofit	\$ 37,738,058	\$ 19,064,268	\$ (858,088)	\$ 1,722,925	\$ 57,667,162	\$ 10,087,698	\$ 67,754,860	\$ 30,625
C&I Retrofit	\$ 16,339,159	\$ 10,029,267	\$ 480,266	\$ 59,753	\$ 26,908,444	\$ 4,374,573	\$ 31,283,017	\$ 104,702
C&I Direct Install	\$ 21,398,899	\$ 9,035,001	\$ (1,338,354)	\$ 1,663,173	\$ 30,758,718	\$ 5,713,125	\$ 36,471,842	\$ 18,917

Significant Total Benefits Variances (2013\$): Planned v Preliminary

Benefits Table 5

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC

Sum of Total Benefits	Planned			Planned Total	Preliminary
	2013	2014	2015		
Residential	\$ 64,517,568	\$ 70,074,160	\$ 75,585,299	\$ 210,177,028	\$ 65,634,883
1. Residential Whole House	\$ 52,984,793	\$ 59,079,343	\$ 64,144,841	\$ 176,208,977	\$ 56,927,493
Residential New Construction & Major Renovation	\$ 1,017,533	\$ 965,410	\$ 942,705	\$ 2,925,649	\$ 1,628,236
Residential Multi-Family Retrofit	\$ 2,307,907	\$ 5,546,329	\$ 5,567,921	\$ 13,422,157	\$ 754,276
Residential Home Energy Services	\$ 49,637,325	\$ 52,523,995	\$ 57,566,766	\$ 159,728,085	\$ 54,544,981
Residential Behavior/Feedback Program	\$ 22,028	\$ 43,608	\$ 67,450	\$ 133,086	\$ -
2. Residential Products	\$ 11,532,775	\$ 10,994,817	\$ 11,440,458	\$ 33,968,050	\$ 8,707,390
Residential Cooling & Heating Equipment	\$ 1,501,716	\$ 1,715,737	\$ 1,987,924	\$ 5,205,377	\$ 2,417,348
Residential Lighting	\$ 8,242,845	\$ 7,451,930	\$ 7,656,943	\$ 23,351,718	\$ 5,381,659
Residential Consumer Products	\$ 1,788,214	\$ 1,827,150	\$ 1,795,591	\$ 5,410,955	\$ 908,382
Low-Income	\$ 12,286,511	\$ 9,857,986	\$ 12,360,221	\$ 34,504,719	\$ 9,996,930
4. Low-Income Whole House	\$ 12,286,511	\$ 9,857,986	\$ 12,360,221	\$ 34,504,719	\$ 9,996,930
Low-Income New Construction	\$ 664,916	\$ 430,668	\$ 376,458	\$ 1,472,042	\$ 1,420,928
Low-Income Single Family Retrofit	\$ 10,058,029	\$ 7,846,061	\$ 10,469,329	\$ 28,373,418	\$ 7,444,729
Low-Income Multi-Family Retrofit	\$ 1,563,567	\$ 1,581,257	\$ 1,514,434	\$ 4,659,259	\$ 1,131,273
Commercial & Industrial	\$ 47,221,377	\$ 37,907,386	\$ 37,143,147	\$ 122,271,910	\$ 31,420,807
6. C&I New Construction	\$ 14,427,174	\$ 12,418,626	\$ 11,750,445	\$ 38,596,245	\$ 14,478,377
C&I New Construction	\$ 14,427,174	\$ 12,418,626	\$ 11,750,445	\$ 38,596,245	\$ 14,478,377
7. C&I Retrofit	\$ 32,794,203	\$ 25,488,760	\$ 25,392,702	\$ 83,675,665	\$ 16,942,430
C&I Retrofit	\$ 18,485,206	\$ 12,558,371	\$ 12,551,862	\$ 43,595,439	\$ 6,241,984
C&I Direct Install	\$ 14,308,997	\$ 12,930,389	\$ 12,840,840	\$ 40,080,225	\$ 10,700,445
Grand Total	\$ 124,025,457	\$ 117,839,533	\$ 125,088,667	\$ 366,953,656	\$ 107,052,620

Planned v Preliminary Benefit Variances	Planned Three-Year Goal Cumulative Achievement by Year			Actual Plan-Year Three-Year Goal Cumulative Achievement	Difference in Plan-Year Three-Year Goal Cumulative Achievement
	2013	2014	2015		
Residential	31%	64%	100%	31%	2%
1. Residential Whole House	30%	64%	100%	32%	7%
Residential New Construction & Major Renovation	35%	68%	100%	56%	60%
Residential Multi-Family Retrofit	17%	59%	100%	6%	-67%
Residential Home Energy Services	31%	64%	100%	34%	10%
Residential Behavior/Feedback Program	17%	49%	100%	0%	-100%
2. Residential Products	34%	66%	100%	26%	-24%
Residential Cooling & Heating Equipment	29%	62%	100%	46%	61%
Residential Lighting	35%	67%	100%	23%	-35%
Residential Consumer Products	33%	67%	100%	17%	-49%
Low-Income	36%	64%	100%	29%	-19%
4. Low-Income Whole House	36%	64%	100%	29%	-19%
Low-Income New Construction	45%	74%	100%	97%	114%
Low-Income Single Family Retrofit	35%	63%	100%	26%	-26%
Low-Income Multi-Family Retrofit	34%	67%	100%	24%	-28%
Commercial & Industrial	39%	70%	100%	26%	-33%
6. C&I New Construction	37%	70%	100%	38%	0%
C&I New Construction	37%	70%	100%	38%	0%
7. C&I Retrofit	39%	70%	100%	20%	-48%
C&I Retrofit	42%	71%	100%	14%	-66%
C&I Direct Install	36%	68%	100%	27%	-25%
Grand Total	34%	66%	100%	29%	-14%

Plan-year core initiative significant variance explanations are required for: (3) variances between planned and preliminary core initiative total benefits showing a decrease of 15 percent or greater. See Appendix 1 for more information.

Variances are calculated by percent of three-year goal (i.e., variance calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan-Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan-Year Report year).

Significant Resource Benefits Variances (2013\$): Preliminary v Evaluated

Benefits Table 6

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013

Sum of Total Resource Benefits	Preliminary	Evaluated	Preliminary v Evaluated Benefit Variances
Residential	\$ 40,718,434	\$ 41,448,205	2%
1. Residential Whole House	\$ 32,758,480	\$ 32,680,211	0%
Residential New Construction & Major Renovation	\$ 1,487,559	\$ 1,484,870	0%
Residential Multi-Family Retrofit	\$ 532,696	\$ 532,708	0%
Residential Home Energy Services	\$ 30,738,224	\$ 30,662,632	0%
Residential Behavior/Feedback Program	\$ -	\$ -	0%
2. Residential Products	\$ 7,959,955	\$ 8,767,995	10%
Residential Cooling & Heating Equipment	\$ 1,974,891	\$ 2,272,224	15%
Residential Lighting	\$ 5,076,682	\$ 5,586,916	10%
Residential Consumer Products	\$ 908,382	\$ 908,855	0%
Low-Income	\$ 6,251,177	\$ 6,633,725	6%
4. Low-Income Whole House	\$ 6,251,177	\$ 6,633,725	6%
Low-Income New Construction	\$ 704,707	\$ 673,027	-4%
Low-Income Single Family Retrofit	\$ 4,868,810	\$ 5,245,877	8%
Low-Income Multi-Family Retrofit	\$ 677,661	\$ 714,821	5%
Commercial & Industrial	\$ 27,592,084	\$ 27,002,775	-2%
6. C&I New Construction	\$ 13,106,591	\$ 12,586,314	-4%
C&I New Construction	\$ 13,106,591	\$ 12,586,314	-4%
7. C&I Retrofit	\$ 14,485,493	\$ 14,416,461	0%
C&I Retrofit	\$ 5,404,960	\$ 5,335,760	-1%
C&I Direct Install	\$ 9,080,533	\$ 9,080,702	0%
Grand Total	\$ 74,561,696	\$ 75,084,705	1%

Plan-year core initiative significant variance explanations are required for: (4) variances between preliminary and evaluated core initiative total resource benefits showing a decrease of 15 percent or greater. See Appendix 1 for more information.

Variances are calculated by percent change between preliminary and evaluated benefits for the Plan-Year (i.e., variance calculated as the percentage difference between the Plan-Year's preliminary total benefits compared to the Plan-Year's evaluated total benefits).

Cape Light Compact
2013 Energy Efficiency Plan-Year Report
D.P.U. 14-87

Planned Budget v Actual Expenditures (nominal\$): Plan-Year Analysis

Budget Table 1

Date of Filing June 20, 2014
Distribution Company Electric
Program Administrator CLC
Year 2013

	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Sum of Cost per Participant	Sum of Resource Benefit per Dollar Spent
Planned	\$ 1,295,269	\$ 762,419	\$ 23,012,483	\$ 3,766,447	\$ 1,052,252	\$ 29,888,870	\$ -	\$ 3,191,623	\$ 33,080,493	\$ 384	\$ 2.98
Residential	\$ 617,786	\$ 583,373	\$ 9,588,576	\$ 1,743,262	\$ 457,652	\$ 12,990,648	\$ -	\$ 2,168,736	\$ 15,159,384	\$ 172	\$ 2.99
1. Residential Whole House	\$ 414,759	\$ 176,469	\$ 7,742,657	\$ 856,992	\$ 366,456	\$ 9,557,333	\$ -	\$ 1,351,430	\$ 10,908,763	\$ 1,330	\$ 2.94
Residential New Construction & Major Renovation	\$ 20,702	\$ 15,012	\$ 329,250	\$ 137,852	\$ 7,011	\$ 509,826	\$ -	\$ 96,800	\$ 606,626	\$ 5,482	\$ 1.54
Residential Multi-Family Retrofit	\$ 20,486	\$ 12,652	\$ 288,414	\$ 38,655	\$ 16,243	\$ 376,451	\$ -	\$ -	\$ 376,451	\$ 941	\$ 2.88
Residential Home Energy Services	\$ 373,570	\$ 148,805	\$ 7,102,993	\$ 680,485	\$ 343,203	\$ 8,649,056	\$ -	\$ 1,254,630	\$ 9,903,686	\$ 1,520	\$ 3.03
Residential Behavior/Feedback Program	\$ -	\$ -	\$ 22,000	\$ -	\$ -	\$ 22,000	\$ -	\$ -	\$ 22,000	\$ 22	\$ 1.00
2. Residential Products	\$ 108,464	\$ 159,718	\$ 1,780,919	\$ 497,270	\$ 79,806	\$ 2,626,178	\$ -	\$ 817,306	\$ 3,443,483	\$ 38	\$ 4.08
Residential Cooling & Heating Equipment	\$ 30,261	\$ 20,424	\$ 493,175	\$ 89,556	\$ 10,558	\$ 643,974	\$ -	\$ 466,371	\$ 1,110,345	\$ 411	\$ 1.94
Residential Lighting	\$ 58,883	\$ 109,794	\$ 1,001,994	\$ 272,120	\$ 55,887	\$ 1,498,678	\$ -	\$ 173,684	\$ 1,672,362	\$ 26	\$ 5.12
Residential Consumer Products	\$ 19,320	\$ 29,500	\$ 285,750	\$ 135,594	\$ 13,362	\$ 483,526	\$ -	\$ 177,250	\$ 660,776	\$ 59	\$ 3.70
3. Residential Hard-to-Measure	\$ 94,563	\$ 247,185	\$ 65,000	\$ 389,000	\$ 11,389	\$ 807,137	\$ -	\$ -	\$ 807,137	\$ -	\$ -
Residential Statewide Marketing	\$ -	\$ 122,185	\$ -	\$ -	\$ -	\$ 122,185	\$ -	\$ -	\$ 122,185	\$ -	\$ -
Residential DOER Assessment	\$ 89,134	\$ -	\$ -	\$ -	\$ 11,389	\$ 100,523	\$ -	\$ -	\$ 100,523	\$ -	\$ -
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 5,429	\$ -	\$ -	\$ -	\$ -	\$ 5,429	\$ -	\$ -	\$ 5,429	\$ -	\$ -
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 300,000	\$ -	\$ 300,000	\$ -	\$ -	\$ 300,000	\$ -	\$ -
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 89,000	\$ -	\$ 89,000	\$ -	\$ -	\$ 89,000	\$ -	\$ -
Residential R&D and Demonstration	\$ -	\$ -	\$ 65,000	\$ -	\$ -	\$ 65,000	\$ -	\$ -	\$ 65,000	\$ -	\$ -
Residential Education	\$ -	\$ 125,000	\$ -	\$ -	\$ -	\$ 125,000	\$ -	\$ -	\$ 125,000	\$ -	\$ -
Low-Income	\$ 190,742	\$ 68,542	\$ 2,333,589	\$ 596,709	\$ 116,838	\$ 3,306,419	\$ -	\$ 525	\$ 3,306,944	\$ 4,561	\$ 2.69
4. Low-Income Whole House	\$ 133,655	\$ 24,880	\$ 2,333,589	\$ 596,709	\$ 113,868	\$ 3,202,701	\$ -	\$ 525	\$ 3,203,226	\$ 4,418	\$ 2.78
Low-Income New Construction	\$ 2,061	\$ 229	\$ 40,000	\$ 1,877	\$ 5,920	\$ 50,087	\$ -	\$ -	\$ 50,087	\$ 2,003	\$ 9.83
Low-Income Single Family Retrofit	\$ 110,814	\$ 22,337	\$ 1,844,480	\$ 575,910	\$ 93,223	\$ 2,646,865	\$ -	\$ -	\$ 2,646,865	\$ 8,823	\$ 2.87
Low-Income Multi-Family Retrofit	\$ 20,780	\$ 2,313	\$ 449,109	\$ 18,922	\$ 14,625	\$ 505,750	\$ -	\$ 525	\$ 506,275	\$ 1,264	\$ 1.57
5. Low-Income Hard-to-Measure	\$ 57,087	\$ 43,662	\$ -	\$ -	\$ 2,970	\$ 103,718	\$ -	\$ -	\$ 103,718	\$ -	\$ -
Low-Income Statewide Marketing	\$ -	\$ 20,364	\$ -	\$ -	\$ -	\$ 20,364	\$ -	\$ -	\$ 20,364	\$ -	\$ -
Low-Income DOER Assessment	\$ 18,258	\$ -	\$ -	\$ -	\$ 2,970	\$ 21,228	\$ -	\$ -	\$ 21,228	\$ -	\$ -
Low-Income Energy Affordability Network	\$ 38,829	\$ 23,297	\$ -	\$ -	\$ -	\$ 62,126	\$ -	\$ -	\$ 62,126	\$ -	\$ -
Commercial & Industrial	\$ 486,742	\$ 110,505	\$ 11,090,318	\$ 1,426,476	\$ 477,762	\$ 13,591,802	\$ -	\$ 1,022,363	\$ 14,614,165	\$ 8,500	\$ 3.05
6. C&I New Construction	\$ 89,348	\$ 9,947	\$ 1,702,588	\$ 281,028	\$ 143,037	\$ 2,225,948	\$ -	\$ 157,618	\$ 2,383,566	\$ 2,541	\$ 6.48
C&I New Construction	\$ 89,348	\$ 9,947	\$ 1,702,588	\$ 281,028	\$ 143,037	\$ 2,225,948	\$ -	\$ 157,618	\$ 2,383,566	\$ 2,541	\$ 6.48
7. C&I Retrofit	\$ 342,285	\$ 38,107	\$ 9,387,730	\$ 1,145,447	\$ 325,135	\$ 11,238,704	\$ -	\$ 864,745	\$ 12,103,449	\$ 15,545	\$ 2.40
C&I Retrofit	\$ 159,738	\$ 17,784	\$ 6,186,759	\$ 659,118	\$ 183,270	\$ 7,206,668	\$ -	\$ 383,909	\$ 7,590,578	\$ 66,116	\$ 2.05
C&I Direct Install	\$ 182,547	\$ 20,323	\$ 3,200,972	\$ 486,329	\$ 141,865	\$ 4,032,036	\$ -	\$ 480,836	\$ 4,512,872	\$ 6,567	\$ 3.02
8. C&I Hard-to-Measure	\$ 55,109	\$ 62,450	\$ -	\$ -	\$ 9,591	\$ 127,150	\$ -	\$ -	\$ 127,150	\$ -	\$ -
C&I Statewide Marketing	\$ -	\$ 62,450	\$ -	\$ -	\$ -	\$ 62,450	\$ -	\$ -	\$ 62,450	\$ -	\$ -
C&I DOER Assessment	\$ 50,537	\$ -	\$ -	\$ -	\$ 9,591	\$ 60,128	\$ -	\$ -	\$ 60,128	\$ -	\$ -
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 4,571	\$ -	\$ -	\$ -	\$ -	\$ 4,571	\$ -	\$ -	\$ 4,571	\$ -	\$ -
Evaluated	\$ 1,171,896	\$ 617,759	\$ 20,596,113	\$ 2,719,191	\$ 534,974	\$ 25,638,933	\$ -	\$ 4,591,171	\$ 30,230,105	\$ 459	\$ 2.93
Residential	\$ 550,968	\$ 471,574	\$ 13,267,425	\$ 1,676,415	\$ 250,359	\$ 16,216,641	\$ -	\$ 2,525,200	\$ 18,741,841	\$ 308	\$ 2.56
1. Residential Whole House	\$ 346,943	\$ 158,968	\$ 11,553,853	\$ 579,635	\$ 173,128	\$ 12,812,547	\$ -	\$ 2,070,781	\$ 14,883,328	\$ 2,852	\$ 2.55
Residential New Construction & Major Renovation	\$ 17,773	\$ 12,964	\$ 141,621	\$ 69,096	\$ 11,147	\$ 252,603	\$ -	\$ 85,785	\$ 338,388	\$ 2,071	\$ 5.88
Residential Multi-Family Retrofit	\$ 17,588	\$ 5,883	\$ 270,134	\$ 32,929	\$ 7,403	\$ 333,936	\$ -	\$ -	\$ 333,936	\$ 917	\$ 1.60
Residential Home Energy Services	\$ 311,582	\$ 140,141	\$ 11,142,098	\$ 477,610	\$ 154,578	\$ 12,226,008	\$ -	\$ 1,984,996	\$ 14,211,003	\$ 3,051	\$ 2.51
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 93,121	\$ 100,476	\$ 1,711,191	\$ 353,347	\$ 76,734	\$ 2,334,868	\$ -	\$ 454,499	\$ 2,789,367	\$ 48	\$ 3.76
Residential Cooling & Heating Equipment	\$ 25,980	\$ 8,692	\$ 880,536	\$ 84,540	\$ 12,660	\$ 1,012,407	\$ -	\$ 454,499	\$ 1,466,906	\$ 571	\$ 2.24
Residential Lighting	\$ 50,553	\$ 72,840	\$ 671,084	\$ 158,730	\$ 38,529	\$ 991,735	\$ -	\$ -	\$ 991,735	\$ 23	\$ 5.63
Residential Consumer Products	\$ 16,587	\$ 18,945	\$ 159,571	\$ 110,078	\$ 25,545	\$ 330,725	\$ -	\$ -	\$ 330,725	\$ 121	\$ 2.75
3. Residential Hard-to-Measure	\$ 110,904	\$ 212,110	\$ 2,381	\$ 743,433	\$ 398	\$ 1,069,225	\$ -	\$ -	\$ 1,069,225	\$ -	\$ -
Residential Statewide Marketing	\$ -	\$ 101,157	\$ -	\$ -	\$ -	\$ 101,157	\$ -	\$ -	\$ 101,157	\$ -	\$ -
Residential DOER Assessment	\$ 91,365	\$ -	\$ -	\$ -	\$ 398	\$ 91,763	\$ -	\$ -	\$ 91,763	\$ -	\$ -
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 19,539	\$ -	\$ -	\$ -	\$ -	\$ 19,539	\$ -	\$ -	\$ 19,539	\$ -	\$ -
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 737,870	\$ -	\$ 737,870	\$ -	\$ -	\$ 737,870	\$ -	\$ -
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 5,563	\$ -	\$ 5,563	\$ -	\$ -	\$ 5,563	\$ -	\$ -
Residential R&D and Demonstration	\$ -	\$ -	\$ 2,381	\$ -	\$ -	\$ 2,381	\$ -	\$ -	\$ 2,381	\$ -	\$ -
Residential Education	\$ -	\$ 110,953	\$ -	\$ -	\$ -	\$ 110,953	\$ -	\$ -	\$ 110,953	\$ -	\$ -
Low-Income	\$ 150,549	\$ 45,738	\$ 2,072,942	\$ 382,077	\$ 61,921	\$ 2,713,226	\$ -	\$ 59,915	\$ 2,773,141	\$ 1,579	\$ 2.44
4. Low-Income Whole House	\$ 114,748	\$ 18,317	\$ 2,072,942	\$ 382,077	\$ 61,817	\$ 2,649,900	\$ -	\$ 59,915	\$ 2,709,815	\$ 1,542	\$ 2.50
Low-Income New Construction	\$ 1,769	\$ 171	\$ 45,060	\$ 1,701	\$ 1,314	\$ 50,016	\$ -	\$ 59,915	\$ 109,930	\$ 181	\$ 13.46
Low-Income Single Family Retrofit	\$ 95,138	\$ 16,420	\$ 1,657,958	\$ 362,667	\$ 56,405	\$ 2,188,588	\$ -	\$ -	\$ 2,188,588	\$ 2,563	\$ 2.40
Low-Income Multi-Family Retrofit	\$ 17,840	\$ 1,726	\$ 369,923	\$ 17,709	\$ 4,097	\$ 411,296	\$ -	\$ -	\$ 411,296	\$ 699	\$ 1.74
5. Low-Income Hard-to-Measure	\$ 35,801	\$ 27,421	\$ -	\$ -	\$ 104	\$ 63,326	\$ -	\$ -	\$ 63,326	\$ -	\$ -
Low-Income Statewide Marketing	\$ -	\$ 17,992	\$ -	\$ -	\$ -	\$ 17,992	\$ -	\$ -	\$ 17,992	\$ -	\$ -
Low-Income DOER Assessment	\$ 20,086	\$ -	\$ -	\$ -	\$ 104	\$ 20,190	\$ -	\$ -	\$ 20,190	\$ -	\$ -
Low-Income Energy Affordability Network	\$ 15,715	\$ 9,429	\$ -	\$ -	\$ -	\$ 25,145	\$ -	\$ -	\$ 25,145	\$ -	\$ -
Commercial & Industrial	\$ 470,379	\$ 100,447	\$ 5,255,746	\$ 659,699	\$ 222,795	\$ 6,709,066	\$ -	\$ 2,005,977	\$ 8,715,043	\$ 4,715	\$ 4.02
6. C&I New Construction	\$ 76,708	\$ 7,420	\$ 1,640,204	\$ 240,275	\$ 75,491	\$ 2,040,098	\$ -	\$ 736,693	\$ 2,776,791	\$ 2,161	\$ 6.17
C&I New Construction	\$ 76,708	\$ 7,420	\$ 1,640,204	\$ 240,275	\$ 75,491	\$ 2,040,098	\$ -	\$ 736,693	\$ 2,776,791	\$ 2,161	\$ 6.17
7. C&I Retrofit	\$ 293,864	\$ 28,792	\$ 3,615,542	\$ 419,424	\$ 146,970	\$ 4,504,593	\$ -	\$ 1,269,284	\$ 5,773,877	\$ 9,404	\$ 3.20
C&I Retrofit	\$ 137,141	\$ 13,587	\$ 883,975	\$ 220,207	\$ 102,299	\$ 1,357,209	\$ -	\$ 839,271	\$ 2,196,480	\$ 16,756	\$ 3.93
C&I Direct Install	\$ 156,724	\$ 15,205	\$ 2,731,567	\$ 199,217	\$ 44,671	\$ 3,147,384	\$ -	\$ 430,013	\$ 3,577,397	\$ 7,908	\$ 2.89
8. C&I Hard-to-Measure	\$ 99,806	\$ 64,235	\$ -	\$ -	\$ 334	\$ 164,375	\$ -	\$ -	\$ 164,375	\$ -	\$ -
C&I Statewide Marketing	\$ -	\$ 64,235	\$ -	\$ -	\$ -	\$ 64,235	\$ -	\$ -	\$ 64,235	\$ -	\$ -
C&I DOER Assessment	\$ 82,170	\$ -	\$ -	\$ -	\$ 334	\$ 82,504	\$ -	\$ -	\$ 82,504	\$ -	\$ -
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 17,636	\$ -	\$ -	\$ -	\$ -	\$ 17,636	\$ -	\$ -	\$ 17,636	\$ -	\$ -

Cape Light Compact
2013 Energy Efficiency Plan-Year Report
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Planned Budget v Actual Expenditures (nominal\$): Plan-Year Analysis

Budget Table 1

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013

Planned v Actual Variances: (Actual - Plan) / Plan	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Sum of Cost per Participant	Sum of Resource Benefit per Dollar Spent
Total Annual Variance	-10%	-19%	-11%	-28%	-49%	-14%	0%	44%	-9%	19%	-2%
Residential	-11%	-19%	38%	-4%	-45%	25%	0%	16%	24%	79%	-14%
1. Residential Whole House	-16%	-10%	49%	-32%	-53%	34%	0%	53%	36%	114%	-13%
Residential New Construction & Major Renovation	-14%	-14%	-57%	-50%	59%	-50%	0%	-11%	-44%	-62%	282%
Residential Multi-Family Retrofit	-14%	-54%	-6%	-15%	-54%	-11%	0%	0%	-11%	-3%	-45%
Residential Home Energy Services	-17%	-6%	57%	-30%	-55%	41%	0%	58%	43%	101%	-17%
Residential Behavior/Feedback Program	0%	0%	-100%	0%	0%	-100%	0%	0%	-100%	0%	0%
2. Residential Products	-14%	-37%	-4%	-29%	-4%	-11%	0%	-44%	-19%	26%	-8%
Residential Cooling & Heating Equipment	-14%	-57%	79%	-6%	20%	57%	0%	-3%	32%	39%	16%
Residential Lighting	-14%	-34%	-33%	-42%	-31%	-34%	0%	-100%	-41%	-11%	10%
Residential Consumer Products	-14%	-36%	-44%	-19%	91%	-32%	0%	-100%	-50%	105%	-26%
3. Residential Hard-to-Measure	17%	-14%	-96%	91%	-97%	32%	0%	0%	32%	0%	0%
Residential Statewide Marketing	0%	-17%	0%	0%	0%	-17%	0%	0%	-17%	0%	0%
Residential DOER Assessment	3%	0%	0%	0%	-97%	-9%	0%	0%	-9%	0%	0%
Residential EEAC Consultants	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Residential Sponsorship & Subscriptions	260%	0%	0%	0%	0%	260%	0%	0%	260%	0%	0%
Residential HEAT Loan	0%	0%	0%	146%	0%	146%	0%	0%	146%	0%	0%
Residential Workforce Development	0%	0%	0%	-94%	0%	-94%	0%	0%	-94%	0%	0%
Residential R&D and Demonstration	0%	0%	-96%	0%	0%	-96%	0%	0%	-96%	0%	0%
Residential Education	0%	-11%	0%	0%	0%	-11%	0%	0%	-11%	0%	0%
Low-income	-21%	-33%	-11%	-36%	-47%	-18%	0%	11312%	-16%	-65%	-9%
4. Low-income Whole House	-14%	-26%	-11%	-36%	-46%	-17%	0%	11312%	-15%	-65%	-10%
Low-income New Construction	-14%	-25%	13%	-9%	-78%	0%	0%	0%	119%	-91%	37%
Low-income Single Family Retrofit	-14%	-26%	-10%	-37%	-40%	-17%	0%	0%	-17%	-71%	-17%
Low-income Multi-Family Retrofit	-14%	-25%	-18%	-6%	-72%	-19%	0%	-100%	-19%	-45%	11%
5. Low-income Hard-to-Measure	-37%	-37%	0%	0%	-97%	-39%	0%	0%	-39%	0%	0%
Low-income Statewide Marketing	0%	-12%	0%	0%	0%	-12%	0%	0%	-12%	0%	0%
Low-income EEAC Assessment	10%	0%	0%	0%	-97%	-5%	0%	0%	-5%	0%	0%
Low-income Energy Affordability Network	-60%	-60%	0%	0%	0%	-60%	0%	0%	-60%	0%	0%
Commercial & Industrial	-3%	-9%	-53%	-54%	-53%	-51%	0%	96%	-40%	-45%	32%
6. C&I New Construction	-14%	-25%	-4%	-15%	-47%	-8%	0%	367%	16%	-15%	-5%
C&I New Construction	-14%	-25%	-4%	-15%	-47%	-8%	0%	367%	16%	-15%	-5%
7. C&I Retrofit	-14%	-24%	-61%	-63%	-55%	-60%	0%	47%	-52%	-40%	33%
C&I Retrofit	-14%	-24%	-86%	-67%	-44%	-81%	0%	119%	-71%	-75%	91%
C&I Direct Install	-14%	-25%	-15%	-59%	-69%	-22%	0%	-11%	-21%	20%	-4%
8. C&I Hard-to-Measure	81%	3%	0%	0%	-97%	29%	0%	0%	29%	0%	0%
C&I Statewide Marketing	0%	3%	0%	0%	0%	3%	0%	0%	3%	0%	0%
C&I EEAC Assessment	63%	0%	0%	0%	-97%	37%	0%	0%	37%	0%	0%
C&I EEAC Consultants	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
C&I Sponsorships & Subscriptions	286%	0%	0%	0%	0%	286%	0%	0%	286%	0%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Cape Light Compact
2013 Energy Efficiency Plan-Year Report
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Budget for the Three-Year Term (nominal\$)

Budget Table 2

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC

2013	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Sum of Cost per Participant	Sum of Resource Benefit per Dollar Spent
Planned											
Residential	\$ 1,295,269	\$ 762,419	\$ 23,012,483	\$ 3,766,447	\$ 1,052,252	\$ 29,888,870	\$ -	\$ 3,191,623	\$ 33,080,493	\$ 384	2.98
1. Residential Whole House	\$ 617,786	\$ 583,373	\$ 9,588,576	\$ 1,743,262	\$ 457,652	\$ 12,990,648	\$ -	\$ 2,168,736	\$ 15,159,384	\$ 172	2.99
Residential New Construction & Major Renovation	\$ 20,702	\$ 15,012	\$ 329,250	\$ 137,852	\$ 7,011	\$ 509,826	\$ -	\$ 96,800	\$ 606,626	\$ 5,482	1.54
Residential Multi-Family Retrofit	\$ 20,486	\$ 12,652	\$ 288,414	\$ 38,655	\$ 16,243	\$ 376,451	\$ -	\$ -	\$ 376,451	\$ 941	2.88
Residential Home Energy Services	\$ 373,570	\$ 148,805	\$ 7,102,993	\$ 680,485	\$ 343,203	\$ 8,649,056	\$ -	\$ 1,254,630	\$ 9,903,686	\$ 1,520	3.03
Residential Behavior/Feedback Program	\$ -	\$ -	\$ 22,000	\$ -	\$ -	\$ 22,000	\$ -	\$ -	\$ 22,000	\$ 22	1.00
2. Residential Products	\$ 108,464	\$ 159,718	\$ 1,780,919	\$ 497,270	\$ 79,806	\$ 2,626,178	\$ -	\$ 817,906	\$ 3,443,483	\$ 38	4.08
Residential Cooling & Heating Equipment	\$ 30,261	\$ 20,424	\$ 493,175	\$ 89,556	\$ 10,558	\$ 643,974	\$ -	\$ 466,371	\$ 1,110,345	\$ 411	1.94
Residential Lighting	\$ 58,883	\$ 109,794	\$ 1,001,994	\$ 272,120	\$ 55,887	\$ 1,498,678	\$ -	\$ 173,684	\$ 1,672,362	\$ 26	5.12
Residential Consumer Products	\$ 19,320	\$ 29,500	\$ 285,750	\$ 135,594	\$ 13,362	\$ 483,526	\$ -	\$ 177,250	\$ 660,776	\$ 59	3.70
3. Residential Hard-to-Measure	\$ 94,563	\$ 247,185	\$ 65,000	\$ 389,000	\$ 11,389	\$ 807,137	\$ -	\$ -	\$ 807,137	\$ -	-
Residential Statewide Marketing	\$ -	\$ 122,185	\$ -	\$ -	\$ -	\$ 122,185	\$ -	\$ -	\$ 122,185	\$ -	-
Residential DOER Assessment	\$ 89,134	\$ -	\$ -	\$ -	\$ 11,389	\$ 100,523	\$ -	\$ -	\$ 100,523	\$ -	-
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential Sponsorship & Subscriptions	\$ 5,429	\$ -	\$ -	\$ -	\$ -	\$ 5,429	\$ -	\$ -	\$ 5,429	\$ -	-
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 300,000	\$ -	\$ 300,000	\$ -	\$ -	\$ 300,000	\$ -	-
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 89,000	\$ -	\$ 89,000	\$ -	\$ -	\$ 89,000	\$ -	-
Residential R&D and Demonstration	\$ -	\$ -	\$ 65,000	\$ -	\$ -	\$ 65,000	\$ -	\$ -	\$ 65,000	\$ -	-
Residential Education	\$ -	\$ 125,000	\$ -	\$ -	\$ -	\$ 125,000	\$ -	\$ -	\$ 125,000	\$ -	-
Low-Income	\$ 190,742	\$ 68,542	\$ 2,333,589	\$ 596,709	\$ 116,838	\$ 3,206,419	\$ -	\$ 525	\$ 3,206,944	\$ 4,561	2.69
4. Low-Income Whole House	\$ 133,655	\$ 24,880	\$ 2,333,589	\$ 596,709	\$ 113,868	\$ 3,202,701	\$ -	\$ 525	\$ 3,203,226	\$ 4,418	2.78
Low-Income New Construction	\$ 2,061	\$ 229	\$ 40,000	\$ 1,877	\$ 5,920	\$ 50,087	\$ -	\$ -	\$ 50,087	\$ 2,003	9.83
Low-Income Single Family Retrofit	\$ 110,814	\$ 22,337	\$ 1,844,480	\$ 575,910	\$ 93,323	\$ 2,646,865	\$ -	\$ -	\$ 2,646,865	\$ 8,823	2.87
Low-Income Multi-Family Retrofit	\$ 20,780	\$ 2,313	\$ 449,109	\$ 18,922	\$ 14,625	\$ 505,750	\$ -	\$ 525	\$ 506,275	\$ 1,264	1.57
5. Low-Income Hard-to-Measure	\$ 57,087	\$ 43,662	\$ -	\$ -	\$ 2,970	\$ 103,718	\$ -	\$ -	\$ 103,718	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 20,364	\$ -	\$ -	\$ -	\$ 20,364	\$ -	\$ -	\$ 20,364	\$ -	-
Low-Income DOER Assessment	\$ 18,258	\$ -	\$ -	\$ -	\$ 2,970	\$ 21,228	\$ -	\$ -	\$ 21,228	\$ -	-
Low-Income Energy Affordability Network	\$ 38,829	\$ 23,297	\$ -	\$ -	\$ -	\$ 62,126	\$ -	\$ -	\$ 62,126	\$ -	-
Commercial & Industrial	\$ 486,742	\$ 110,505	\$ 11,090,318	\$ 1,426,476	\$ 477,762	\$ 13,591,802	\$ -	\$ 1,022,363	\$ 14,614,165	\$ 8,500	3.05
6. C&I New Construction	\$ 89,348	\$ 9,947	\$ 1,702,588	\$ 281,028	\$ 143,037	\$ 2,225,948	\$ -	\$ 157,618	\$ 2,383,566	\$ 2,541	6.48
C&I New Construction	\$ 89,348	\$ 9,947	\$ 1,702,588	\$ 281,028	\$ 143,037	\$ 2,225,948	\$ -	\$ 157,618	\$ 2,383,566	\$ 2,541	6.48
7. C&I Retrofit	\$ 342,285	\$ 38,107	\$ 9,387,730	\$ 1,145,447	\$ 325,135	\$ 11,238,704	\$ -	\$ 864,745	\$ 12,103,449	\$ 15,545	2.40
C&I Retrofit	\$ 159,738	\$ 17,784	\$ 6,186,759	\$ 659,118	\$ 183,270	\$ 7,206,668	\$ -	\$ 383,909	\$ 7,590,578	\$ 66,116	2.05
C&I Direct Install	\$ 182,547	\$ 20,323	\$ 3,200,972	\$ 486,329	\$ 141,865	\$ 4,032,036	\$ -	\$ 480,836	\$ 4,512,872	\$ 6,567	3.02
8. C&I Hard-to-Measure	\$ 55,109	\$ 62,450	\$ -	\$ -	\$ 9,591	\$ 127,150	\$ -	\$ -	\$ 127,150	\$ -	-
C&I Statewide Marketing	\$ -	\$ 62,450	\$ -	\$ -	\$ -	\$ 62,450	\$ -	\$ -	\$ 62,450	\$ -	-
C&I DOER Assessment	\$ 50,537	\$ -	\$ -	\$ -	\$ 9,591	\$ 60,128	\$ -	\$ -	\$ 60,128	\$ -	-
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
C&I Sponsorships & Subscriptions	\$ 4,571	\$ -	\$ -	\$ -	\$ -	\$ 4,571	\$ -	\$ -	\$ 4,571	\$ -	-
Evaluated	\$ 1,171,896	\$ 617,759	\$ 20,596,113	\$ 2,718,191	\$ 534,974	\$ 25,638,933	\$ -	\$ 4,591,171	\$ 30,230,105	\$ 459	2.93
Residential	\$ 550,968	\$ 471,574	\$ 13,267,425	\$ 1,676,415	\$ 250,259	\$ 16,216,641	\$ -	\$ 2,525,280	\$ 18,741,920	\$ 308	2.56
1. Residential Whole House	\$ 346,943	\$ 158,988	\$ 11,533,853	\$ 579,635	\$ 173,128	\$ 12,812,547	\$ -	\$ 2,070,781	\$ 14,883,328	\$ 2,852	3.08
Residential New Construction & Major Renovation	\$ 17,773	\$ 12,964	\$ 141,621	\$ 69,096	\$ 11,147	\$ 252,603	\$ -	\$ 85,785	\$ 338,388	\$ 2,071	5.88
Residential Multi-Family Retrofit	\$ 17,588	\$ 5,883	\$ 270,134	\$ 32,929	\$ 7,403	\$ 333,936	\$ -	\$ -	\$ 333,936	\$ 917	1.60
Residential Home Energy Services	\$ 311,582	\$ 140,141	\$ 11,142,098	\$ 477,610	\$ 154,578	\$ 12,226,008	\$ -	\$ 1,984,996	\$ 14,211,003	\$ 3,051	2.51
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 93,121	\$ 100,476	\$ 1,711,191	\$ 353,347	\$ 76,734	\$ 2,334,868	\$ -	\$ 454,499	\$ 2,789,367	\$ 48	3.76
Residential Cooling & Heating Equipment	\$ 25,980	\$ 8,692	\$ 880,536	\$ 84,540	\$ 12,660	\$ 1,012,407	\$ -	\$ 454,499	\$ 1,466,906	\$ 571	2.24
Residential Lighting	\$ 50,553	\$ 72,840	\$ 671,084	\$ 158,730	\$ 38,529	\$ 991,735	\$ -	\$ -	\$ 991,735	\$ 23	5.63
Residential Consumer Products	\$ 16,587	\$ 18,945	\$ 159,571	\$ 110,078	\$ 25,545	\$ 330,725	\$ -	\$ -	\$ 330,725	\$ 121	2.75
3. Residential Hard-to-Measure	\$ 110,904	\$ 212,110	\$ 2,381	\$ 743,433	\$ 398	\$ 1,069,225	\$ -	\$ -	\$ 1,069,225	\$ -	-
Residential Statewide Marketing	\$ -	\$ 101,157	\$ -	\$ -	\$ -	\$ 101,157	\$ -	\$ -	\$ 101,157	\$ -	-
Residential DOER Assessment	\$ 91,365	\$ -	\$ -	\$ -	\$ 398	\$ 91,763	\$ -	\$ -	\$ 91,763	\$ -	-
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential Sponsorship & Subscriptions	\$ 19,539	\$ -	\$ -	\$ -	\$ -	\$ 19,539	\$ -	\$ -	\$ 19,539	\$ -	-
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 737,870	\$ -	\$ 737,870	\$ -	\$ -	\$ 737,870	\$ -	-
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 5,563	\$ -	\$ 5,563	\$ -	\$ -	\$ 5,563	\$ -	-
Residential R&D and Demonstration	\$ -	\$ -	\$ 2,381	\$ -	\$ -	\$ 2,381	\$ -	\$ -	\$ 2,381	\$ -	-
Residential Education	\$ -	\$ 110,953	\$ -	\$ -	\$ -	\$ 110,953	\$ -	\$ -	\$ 110,953	\$ -	-
Low-Income	\$ 150,549	\$ 45,738	\$ 2,072,942	\$ 382,077	\$ 61,921	\$ 2,713,226	\$ -	\$ 59,915	\$ 2,773,141	\$ 1,579	2.44
4. Low-Income Whole House	\$ 114,748	\$ 18,317	\$ 2,072,942	\$ 382,077	\$ 61,817	\$ 2,649,900	\$ -	\$ 59,915	\$ 2,709,815	\$ 1,542	2.50
Low-Income New Construction	\$ 1,769	\$ 171	\$ 45,060	\$ 1,701	\$ 1,314	\$ 50,016	\$ -	\$ 59,915	\$ 109,930	\$ 181	13.46
Low-Income Single Family Retrofit	\$ 95,138	\$ 16,420	\$ 1,657,958	\$ 362,667	\$ 56,405	\$ 2,188,588	\$ -	\$ -	\$ 2,188,588	\$ 2,563	2.40
Low-Income Multi-Family Retrofit	\$ 17,840	\$ 1,726	\$ 369,923	\$ 17,709	\$ 4,097	\$ 411,296	\$ -	\$ -	\$ 411,296	\$ 699	1.74
5. Low-Income Hard-to-Measure	\$ 35,801	\$ 27,421	\$ -	\$ -	\$ 104	\$ 63,326	\$ -	\$ -	\$ 63,326	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 17,992	\$ -	\$ -	\$ -	\$ 17,992	\$ -	\$ -	\$ 17,992	\$ -	-
Low-Income DOER Assessment	\$ 20,086	\$ -	\$ -	\$ -	\$ 104	\$ 20,190	\$ -	\$ -	\$ 20,190	\$ -	-
Low-Income Energy Affordability Network	\$ 15,715	\$ 9,429	\$ -	\$ -	\$ -	\$ 25,145	\$ -	\$ -	\$ 25,145	\$ -	-
Commercial & Industrial	\$ 470,379	\$ 100,447	\$ 5,255,746	\$ 659,699	\$ 222,795	\$ 6,709,066	\$ -	\$ 2,005,977	\$ 8,715,043	\$ 4,715	4.02
6. C&I New Construction	\$ 76,708	\$ 7,420	\$ 1,640,204	\$ 240,275	\$ 75,491	\$ 2,040,098	\$ -	\$ 736,693	\$ 2,776,791	\$ 2,161	6.17
C&I New Construction	\$ 76,708	\$ 7,420	\$ 1,640,204	\$ 240,275	\$ 75,491	\$ 2,040,098	\$ -	\$ 736,693	\$ 2,776,791	\$ 2,161	6.17
7. C&I Retrofit	\$ 293,864	\$ 28,792	\$ 3,615,542	\$ 419,424	\$ 146,970	\$ 4,504,593	\$ -	\$ 1,269,284	\$ 5,773,877	\$ 9,404	3.20
C&I Retrofit	\$ 137,141	\$ 13,587	\$ 883,975	\$ 220,207	\$ 102,299	\$ 1,357,209	\$ -	\$ 839,271	\$ 2,196,480	\$ 16,756	3.93
C&I Direct Install	\$ 156,724	\$ 15,205	\$ 2,731,567	\$ 199,217	\$ 44,671	\$ 3,147,384	\$ -	\$ 430,013	\$ 3,577,397	\$ 7,908	2.89
8. C&I Hard-to-Measure	\$ 99,806	\$ 64,235	\$ -	\$ -	\$ 334	\$ 164,375	\$ -	\$ -	\$ 164,375	\$ -	-
C&I Statewide Marketing	\$ -	\$ 64,235	\$ -	\$ -	\$ -	\$ 64,235	\$ -	\$ -	\$ 64,235	\$ -	-
C&I DOER Assessment	\$ 82,170	\$ -	\$ -	\$ -	\$ 334	\$ 82,504	\$ -	\$ -	\$ 82,504	\$ -	-
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
C&I Sponsorships & Subscriptions	\$ 17,636	\$ -	\$ -	\$ -	\$ -	\$ 17,636	\$ -	\$ -	\$ 17,636	\$ -	-

Cape Light Compact
2013 Energy Efficiency Plan-Year Report
D.P.U. 14-87

Budget for the Three-Year Term (nominal\$)

Budget Table 2

Date of Filing June 20, 2014
Distribution Company Electric
Program Administrator CLC

	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Sum of Cost per Participant	Sum of Resource Benefit per Dollar Spent
2014											
Planned	\$ 1,350,797	\$ 774,208	\$ 19,490,797	\$ 3,455,085	\$ 914,028	\$ 25,984,914	\$ -	\$ 3,627,654	\$ 29,612,569	\$ 318	3.24
Residential	\$ 645,112	\$ 592,133	\$ 10,703,619	\$ 1,802,600	\$ 498,437	\$ 14,241,901	\$ -	\$ 2,617,634	\$ 16,859,535	\$ 179	3.03
1. Residential Whole House	\$ 436,088	\$ 184,514	\$ 8,728,800	\$ 911,391	\$ 400,534	\$ 10,661,327	\$ -	\$ 1,531,321	\$ 12,192,648	\$ 1,219	3.10
Residential New Construction & Major Renovation	\$ 21,795	\$ 15,090	\$ 344,750	\$ 124,794	\$ 7,242	\$ 513,671	\$ -	\$ 157,800	\$ 671,471	\$ 4,670	1.36
Residential Multi-Family Retrofit	\$ 21,568	\$ 16,414	\$ 518,815	\$ 39,588	\$ 39,647	\$ 636,032	\$ -	\$ -	\$ 636,032	\$ 1,060	5.00
Residential Home Energy Services	\$ 392,726	\$ 153,009	\$ 7,821,235	\$ 747,009	\$ 353,644	\$ 9,467,624	\$ -	\$ 1,373,521	\$ 10,841,144	\$ 1,568	3.07
Residential Behavior/Feedback Program	\$ -	\$ -	\$ 44,000	\$ -	\$ -	\$ 44,000	\$ -	\$ -	\$ 44,000	\$ 22	0.99
2. Residential Products	\$ 114,189	\$ 160,434	\$ 1,904,819	\$ 502,209	\$ 86,514	\$ 2,768,165	\$ -	\$ 1,086,913	\$ 3,854,478	\$ 39	3.67
Residential Cooling & Heating Equipment	\$ 31,858	\$ 21,203	\$ 602,325	\$ 90,934	\$ 13,759	\$ 760,079	\$ -	\$ -	\$ 760,079	\$ 435	1.88
Residential Lighting	\$ 61,991	\$ 109,641	\$ 1,001,494	\$ 274,801	\$ 56,973	\$ 1,504,900	\$ -	\$ 360,829	\$ 1,865,729	\$ 25	4.59
Residential Consumer Products	\$ 20,340	\$ 29,590	\$ 301,000	\$ 136,473	\$ 15,782	\$ 503,186	\$ -	\$ 197,050	\$ 700,236	\$ 56	3.63
3. Residential Hard-to-Measure	\$ 94,834	\$ 247,185	\$ 70,000	\$ 389,000	\$ 11,389	\$ 812,409	\$ -	\$ -	\$ 812,409	\$ -	-
Residential Statewide Marketing	\$ -	\$ 122,185	\$ -	\$ -	\$ -	\$ 122,185	\$ -	\$ -	\$ 122,185	\$ -	-
Residential DOER Assessment	\$ 89,134	\$ -	\$ -	\$ -	\$ 11,389	\$ 100,523	\$ -	\$ -	\$ 100,523	\$ -	-
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential Sponsorship & Subscriptions	\$ 5,700	\$ -	\$ -	\$ -	\$ -	\$ 5,700	\$ -	\$ -	\$ 5,700	\$ -	-
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 300,000	\$ -	\$ 300,000	\$ -	\$ -	\$ 300,000	\$ -	-
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 89,000	\$ -	\$ 89,000	\$ -	\$ -	\$ 89,000	\$ -	-
Residential R&D and Demonstration	\$ -	\$ -	\$ 70,000	\$ -	\$ -	\$ 70,000	\$ -	\$ -	\$ 70,000	\$ -	-
Residential Education	\$ -	\$ 125,000	\$ -	\$ -	\$ -	\$ 125,000	\$ -	\$ -	\$ 125,000	\$ -	-
Low-Income	\$ 195,933	\$ 69,167	\$ 2,243,046	\$ 533,795	\$ 111,202	\$ 3,153,143	\$ -	\$ 525	\$ 3,153,668	\$ 3,822	2.24
4. Low-Income Whole House	\$ 140,710	\$ 26,624	\$ 2,243,046	\$ 533,795	\$ 108,232	\$ 3,052,406	\$ -	\$ 525	\$ 3,052,931	\$ 3,700	2.31
Low-Income New Construction	\$ 2,170	\$ 1,241	\$ 40,000	\$ 7,970	\$ 5,124	\$ 56,505	\$ -	\$ -	\$ 56,505	\$ 2,260	4.53
Low-Income Single Family Retrofit	\$ 116,663	\$ 22,954	\$ 1,753,937	\$ 505,956	\$ 85,809	\$ 2,485,319	\$ -	\$ -	\$ 2,485,319	\$ 6,213	2.41
Low-Income Multi-Family Retrofit	\$ 21,876	\$ 2,429	\$ 449,109	\$ 19,869	\$ 17,299	\$ 510,582	\$ -	\$ 525	\$ 511,107	\$ 1,276	1.58
5. Low-Income Hard-to-Measure	\$ 55,223	\$ 42,543	\$ -	\$ -	\$ 2,970	\$ 100,737	\$ -	\$ -	\$ 100,737	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 20,364	\$ -	\$ -	\$ -	\$ 20,364	\$ -	\$ -	\$ 20,364	\$ -	-
Low-Income DOER Assessment	\$ 18,258	\$ -	\$ -	\$ -	\$ 2,970	\$ 21,228	\$ -	\$ -	\$ 21,228	\$ -	-
Low-Income Energy Affordability Network	\$ 36,965	\$ 22,179	\$ -	\$ -	\$ -	\$ 59,145	\$ -	\$ -	\$ 59,145	\$ -	-
Commercial & Industrial	\$ 509,753	\$ 112,907	\$ 6,544,132	\$ 1,118,690	\$ 304,388	\$ 8,889,870	\$ -	\$ 1,009,495	\$ 9,899,365	\$ 5,949	3.97
6. C&I New Construction	\$ 94,064	\$ 10,445	\$ 1,541,887	\$ 265,905	\$ 97,197	\$ 2,009,497	\$ -	\$ 144,751	\$ 2,154,247	\$ 2,708	6.18
C&I New Construction	\$ 94,064	\$ 10,445	\$ 1,541,887	\$ 265,905	\$ 97,197	\$ 2,009,497	\$ -	\$ 144,751	\$ 2,154,247	\$ 2,708	6.18
7. C&I Retrofit	\$ 360,352	\$ 40,012	\$ 5,002,245	\$ 852,785	\$ 197,601	\$ 6,452,995	\$ -	\$ 864,745	\$ 7,317,740	\$ 9,192	3.36
C&I Retrofit	\$ 168,169	\$ 18,673	\$ 1,801,274	\$ 358,145	\$ 97,417	\$ 2,443,678	\$ -	\$ 383,909	\$ 2,827,587	\$ 27,769	4.41
C&I Direct Install	\$ 192,183	\$ 21,339	\$ 3,200,972	\$ 494,640	\$ 100,184	\$ 4,009,318	\$ -	\$ 480,836	\$ 4,490,153	\$ 6,530	2.71
8. C&I Hard-to-Measure	\$ 55,337	\$ 62,450	\$ -	\$ -	\$ 9,591	\$ 127,378	\$ -	\$ -	\$ 127,378	\$ -	-
C&I Statewide Marketing	\$ -	\$ 62,450	\$ -	\$ -	\$ -	\$ 62,450	\$ -	\$ -	\$ 62,450	\$ -	-
C&I DOER Assessment	\$ 50,537	\$ -	\$ -	\$ -	\$ 9,591	\$ 60,128	\$ -	\$ -	\$ 60,128	\$ -	-
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
C&I Sponsorships & Subscriptions	\$ 4,800	\$ -	\$ -	\$ -	\$ -	\$ 4,800	\$ -	\$ -	\$ 4,800	\$ -	-
2015											
Planned	\$ 1,418,740	\$ 789,219	\$ 20,908,140	\$ 3,622,583	\$ 974,185	\$ 27,712,867	\$ -	\$ 4,056,105	\$ 31,768,972	\$ 329	3.18
Residential	\$ 673,804	\$ 599,231	\$ 11,693,879	\$ 1,869,105	\$ 537,413	\$ 15,373,432	\$ -	\$ 3,058,650	\$ 18,432,083	\$ 188	2.99
1. Residential Whole House	\$ 458,484	\$ 189,863	\$ 9,490,251	\$ 972,711	\$ 437,249	\$ 11,548,558	\$ -	\$ 1,700,934	\$ 13,249,492	\$ 1,126	3.06
Residential New Construction & Major Renovation	\$ 22,942	\$ 15,423	\$ 386,550	\$ 117,784	\$ 6,933	\$ 549,631	\$ -	\$ 215,000	\$ 764,631	\$ 4,164	1.14
Residential Multi-Family Retrofit	\$ 22,703	\$ 16,384	\$ 518,949	\$ 40,568	\$ 40,118	\$ 638,721	\$ -	\$ -	\$ 638,721	\$ 1,065	5.01
Residential Home Energy Services	\$ 412,839	\$ 158,057	\$ 8,518,752	\$ 814,359	\$ 390,198	\$ 10,294,205	\$ -	\$ 1,485,934	\$ 11,780,139	\$ 1,577	3.06
Residential Behavior/Feedback Program	\$ -	\$ -	\$ 66,000	\$ -	\$ -	\$ 66,000	\$ -	\$ -	\$ 66,000	\$ 22	1.02
2. Residential Products	\$ 120,201	\$ 162,183	\$ 2,128,628	\$ 507,394	\$ 88,775	\$ 3,007,181	\$ -	\$ 1,357,716	\$ 4,364,897	\$ 42	3.50
Residential Cooling & Heating Equipment	\$ 33,535	\$ 22,383	\$ 760,375	\$ 92,381	\$ 16,596	\$ 925,270	\$ -	\$ 611,081	\$ 1,536,351	\$ 447	1.76
Residential Lighting	\$ 65,254	\$ 110,185	\$ 1,067,303	\$ 277,616	\$ 57,081	\$ 1,577,439	\$ -	\$ 555,985	\$ 2,133,424	\$ 26	4.50
Residential Consumer Products	\$ 21,411	\$ 29,615	\$ 300,950	\$ 137,397	\$ 15,098	\$ 504,471	\$ -	\$ 190,650	\$ 695,121	\$ 54	3.56
3. Residential Hard-to-Measure	\$ 95,119	\$ 247,185	\$ 75,000	\$ 389,000	\$ 11,389	\$ 817,694	\$ -	\$ -	\$ 817,694	\$ -	-
Residential Statewide Marketing	\$ -	\$ 122,185	\$ -	\$ -	\$ -	\$ 122,185	\$ -	\$ -	\$ 122,185	\$ -	-
Residential DOER Assessment	\$ 89,134	\$ -	\$ -	\$ -	\$ 11,389	\$ 100,523	\$ -	\$ -	\$ 100,523	\$ -	-
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential Sponsorship & Subscriptions	\$ 5,985	\$ -	\$ -	\$ -	\$ -	\$ 5,985	\$ -	\$ -	\$ 5,985	\$ -	-
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 300,000	\$ -	\$ 300,000	\$ -	\$ -	\$ 300,000	\$ -	-
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 89,000	\$ -	\$ 89,000	\$ -	\$ -	\$ 89,000	\$ -	-
Residential R&D and Demonstration	\$ -	\$ -	\$ 75,000	\$ -	\$ -	\$ 75,000	\$ -	\$ -	\$ 75,000	\$ -	-
Residential Education	\$ -	\$ 125,000	\$ -	\$ -	\$ -	\$ 125,000	\$ -	\$ -	\$ 125,000	\$ -	-
Low-Income	\$ 211,022	\$ 74,558	\$ 2,762,496	\$ 625,184	\$ 133,885	\$ 3,807,144	\$ -	\$ 588	\$ 3,807,732	\$ 4,116	2.36
4. Low-Income Whole House	\$ 148,117	\$ 27,405	\$ 2,762,496	\$ 625,184	\$ 130,915	\$ 3,694,117	\$ -	\$ 588	\$ 3,694,705	\$ 3,994	2.43
Low-Income New Construction	\$ 2,284	\$ 1,253	\$ 40,000	\$ 8,069	\$ 4,292	\$ 55,898	\$ -	\$ -	\$ 55,898	\$ 2,236	3.63
Low-Income Single Family Retrofit	\$ 122,805	\$ 23,602	\$ 2,271,201	\$ 596,253	\$ 110,432	\$ 3,124,293	\$ -	\$ -	\$ 3,124,293	\$ 6,249	2.56
Low-Income Multi-Family Retrofit	\$ 23,028	\$ 2,551	\$ 451,295	\$ 20,862	\$ 16,191	\$ 513,926	\$ -	\$ 588	\$ 514,514	\$ 1,285	1.50
5. Low-Income Hard-to-Measure	\$ 62,905	\$ 47,152	\$ -	\$ -	\$ 2,970	\$ 113,027	\$ -	\$ -	\$ 113,027	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 20,364	\$ -	\$ -	\$ -	\$ 20,364	\$ -	\$ -	\$ 20,364	\$ -	-
Low-Income DOER Assessment	\$ 18,258	\$ -	\$ -	\$ -	\$ 2,970	\$ 21,228	\$ -	\$ -	\$ 21,228	\$ -	-
Low-Income Energy Affordability Network	\$ 44,647	\$ 26,788	\$ -	\$ -	\$ -	\$ 71,435	\$ -	\$ -	\$ 71,435	\$ -	-
Commercial & Industrial	\$ 533,914	\$ 115,430	\$ 6,451,765	\$ 1,128,295	\$ 302,887	\$ 8,532,290	\$ -	\$ 996,866	\$ 9,529,156	\$ 6,242	3.91
6. C&I New Construction	\$ 99,016	\$ 10,967	\$ 1,449,520	\$ 259,146	\$ 93,810	\$ 1,912,458	\$ -	\$ 132,121	\$ 2,044,579	\$ 2,876	6.14
C&I New Construction	\$ 99,016	\$ 10,967	\$ 1,449,520	\$ 259,146	\$ 93,810	\$ 1,912,458	\$ -	\$ 132,121	\$ 2,044,579	\$ 2,876	6.14
7. C&I Retrofit	\$ 379,321	\$ 42,013	\$ 5,002,245	\$ 869,149	\$ 199,486	\$ 6,492,214	\$ -	\$ 864,745	\$ 7,356,959	\$ 9,248	3.32
C&I Retrofit	\$ 177,022	\$ 19,607	\$ 1,801,274	\$ 365,781	\$ 98,020	\$ 2,461,704	\$ -	\$ 383,909	\$ 2,845,613	\$ 27,974	4.38
C&I Direct Install	\$ 202,300	\$ 22,406	\$ 3,200,972	\$ 503,367	\$ 101,466	\$ 4,030,511	\$ -	\$ 480,836	\$ 4,511,346	\$ 6,564	2.68
8. C&I Hard-to-Measure	\$ 55,577	\$ 62,450	\$ -	\$ -	\$ 9,591	\$ 127,618	\$ -	\$ -	\$ 127,618	\$ -	-
C&I Statewide Marketing	\$ -	\$ 62,450	\$ -	\$ -	\$ -	\$ 62,450	\$ -	\$ -	\$ 62,450	\$ -	-
C&I DOER Assessment	\$ 50,537	\$ -	\$ -	\$ -	\$ 9,591	\$ 60,128	\$ -	\$ -	\$ 60,128	\$ -	-
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
C&I Sponsorships & Subscriptions	\$ 5,040	\$ -	\$ -	\$ -	\$ -	\$ 5,040	\$ -	\$ -	\$ 5,040	\$ -	-

Cape Light Compact
2013 Energy Efficiency Plan-Year Report
D.P.U. 14-87

Budget for the Three-Year Term (nominal\$)

Budget Table 2

Date of Filing June 20, 2014
Distribution Company Electric
Program Administrator CLC

	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Sum of Cost per Participant	Sum of Resource Benefit per Dollar Spent
Budget for the Three-Year Term (nominal\$): Year 1 Evaluated + Year 2 Plan + Year 3 Plan	\$ 3,941,433	\$ 2,181,186	\$ 60,995,050	\$ 9,795,859	\$ 2,423,187	\$ 79,336,715	\$ -	\$ 12,274,930	\$ 91,611,645	\$ 358	3.12
Total	\$ 1,869,884	\$ 1,662,939	\$ 35,664,923	\$ 5,348,119	\$ 1,286,110	\$ 45,831,974	\$ -	\$ 8,201,564	\$ 54,033,538	\$ 214	2.85
Residential	\$ 1,241,516	\$ 533,365	\$ 29,772,904	\$ 2,463,737	\$ 1,010,911	\$ 35,022,432	\$ -	\$ 5,303,035	\$ 40,325,468	\$ 1,490	2.89
1. Residential Whole House	\$ 62,510	\$ 43,478	\$ 872,921	\$ 311,674	\$ 25,322	\$ 1,315,906	\$ -	\$ 458,585	\$ 1,774,491	\$ 3,615	2.13
Residential New Construction & Major Renovation	\$ 61,859	\$ 38,680	\$ 1,307,898	\$ 113,085	\$ 87,168	\$ 1,608,690	\$ -	\$ -	\$ 1,608,690	\$ 1,029	4.29
Residential Lighting	\$ 1,117,147	\$ 451,207	\$ 27,482,085	\$ 2,038,978	\$ 898,420	\$ 31,987,837	\$ -	\$ 4,844,450	\$ 36,832,287	\$ 1,930	2.85
Residential Multi-Family Retrofit	\$ -	\$ -	\$ 110,000	\$ -	\$ -	\$ 110,000	\$ -	\$ -	\$ 110,000	\$ 22	1.01
Residential Home Energy Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 327,511	\$ 423,093	\$ 5,744,638	\$ 1,362,949	\$ 252,023	\$ 8,110,214	\$ -	\$ 2,898,529	\$ 11,008,743	\$ 43	3.63
Residential Cooling & Heating Equipment	\$ 91,374	\$ 52,278	\$ 2,243,236	\$ 267,855	\$ 43,015	\$ 2,697,757	\$ -	\$ 1,594,014	\$ 4,291,771	\$ 483	1.98
Residential Lighting	\$ 177,798	\$ 292,665	\$ 2,739,882	\$ 711,147	\$ 152,583	\$ 4,074,075	\$ -	\$ 916,814	\$ 4,990,889	\$ 25	4.81
Residential Consumer Products	\$ 58,339	\$ 78,150	\$ 761,521	\$ 383,948	\$ 56,425	\$ 1,338,383	\$ -	\$ 387,701	\$ 1,726,083	\$ 63	3.39
3. Residential Hard-to-Measure	\$ 300,857	\$ 706,481	\$ 147,381	\$ 1,521,433	\$ 23,177	\$ 2,699,328	\$ -	\$ -	\$ 2,699,328	\$ -	-
Residential Statewide Marketing	\$ -	\$ 345,528	\$ -	\$ -	\$ -	\$ 345,528	\$ -	\$ -	\$ 345,528	\$ -	-
Residential DOER Assessment	\$ 269,633	\$ -	\$ -	\$ -	\$ 23,177	\$ 292,809	\$ -	\$ -	\$ 292,809	\$ -	-
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential Sponsorship & Subscriptions	\$ 31,224	\$ -	\$ -	\$ -	\$ -	\$ 31,224	\$ -	\$ -	\$ 31,224	\$ -	-
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 1,337,870	\$ -	\$ 1,337,870	\$ -	\$ -	\$ 1,337,870	\$ -	-
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 183,563	\$ -	\$ 183,563	\$ -	\$ -	\$ 183,563	\$ -	-
Residential R&D and Demonstration	\$ -	\$ -	\$ 147,381	\$ -	\$ -	\$ 147,381	\$ -	\$ -	\$ 147,381	\$ -	-
Residential Education	\$ -	\$ 360,953	\$ -	\$ -	\$ -	\$ 360,953	\$ -	\$ -	\$ 360,953	\$ -	-
Low-Income	\$ 557,503	\$ 189,463	\$ 7,078,484	\$ 1,541,056	\$ 307,007	\$ 9,673,514	\$ -	\$ 61,028	\$ 9,734,541	\$ 2,789	2.34
4. Low-Income Whole House	\$ 403,574	\$ 72,346	\$ 7,078,484	\$ 1,541,056	\$ 300,964	\$ 9,396,424	\$ -	\$ 61,028	\$ 9,457,452	\$ 2,709	2.41
Low-Income New Construction	\$ 6,223	\$ 2,665	\$ 125,060	\$ 17,741	\$ 10,731	\$ 162,419	\$ -	\$ 59,915	\$ 222,334	\$ 498	6.97
Low-Income Single Family Retrofit	\$ 334,607	\$ 62,975	\$ 5,683,097	\$ 1,464,876	\$ 252,646	\$ 7,798,200	\$ -	\$ -	\$ 7,798,200	\$ 4,446	2.47
Low-Income Multi-Family Retrofit	\$ 62,745	\$ 6,705	\$ 1,270,327	\$ 58,440	\$ 37,587	\$ 1,435,804	\$ -	\$ 1,113	\$ 1,436,917	\$ 1,034	1.60
5. Low-Income Hard-to-Measure	\$ 153,929	\$ 117,117	\$ -	\$ -	\$ 6,043	\$ 277,090	\$ -	\$ -	\$ 277,090	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 58,721	\$ -	\$ -	\$ -	\$ 58,721	\$ -	\$ -	\$ 58,721	\$ -	-
Low-Income DOER Assessment	\$ 56,602	\$ -	\$ -	\$ -	\$ 6,043	\$ 62,645	\$ -	\$ -	\$ 62,645	\$ -	-
Low-Income Energy Affordability Network	\$ 97,328	\$ 58,397	\$ -	\$ -	\$ -	\$ 155,724	\$ -	\$ -	\$ 155,724	\$ -	-
Commercial & Industrial	\$ 1,514,046	\$ 328,785	\$ 18,251,643	\$ 2,906,684	\$ 830,070	\$ 23,831,227	\$ -	\$ 4,012,338	\$ 27,843,565	\$ 5,629	3.96
6. C&I New Construction	\$ 269,788	\$ 28,832	\$ 4,631,610	\$ 765,325	\$ 266,498	\$ 5,962,053	\$ -	\$ 1,013,565	\$ 6,975,617	\$ 2,536	6.16
C&I New Construction	\$ 269,788	\$ 28,832	\$ 4,631,610	\$ 765,325	\$ 266,498	\$ 5,962,053	\$ -	\$ 1,013,565	\$ 6,975,617	\$ 2,536	6.16
7. C&I Retrofit	\$ 1,033,537	\$ 110,818	\$ 13,620,033	\$ 2,141,358	\$ 544,056	\$ 17,445,802	\$ -	\$ 2,998,774	\$ 20,444,576	\$ 9,267	3.30
C&I Retrofit	\$ 482,332	\$ 51,866	\$ 4,486,523	\$ 944,134	\$ 297,736	\$ 6,262,590	\$ -	\$ 1,607,089	\$ 7,869,680	\$ 24,368	4.30
C&I Direct Install	\$ 551,206	\$ 58,951	\$ 9,133,510	\$ 1,197,225	\$ 246,320	\$ 11,872,212	\$ -	\$ 1,391,684	\$ 12,578,896	\$ 6,880	2.75
8. C&I Hard-to-Measure	\$ 210,721	\$ 189,136	\$ -	\$ -	\$ 19,516	\$ 419,372	\$ -	\$ -	\$ 419,372	\$ -	-
C&I Statewide Marketing	\$ -	\$ 189,136	\$ -	\$ -	\$ -	\$ 189,136	\$ -	\$ -	\$ 189,136	\$ -	-
C&I DOER Assessment	\$ 183,245	\$ -	\$ -	\$ -	\$ 19,516	\$ 202,761	\$ -	\$ -	\$ 202,761	\$ -	-
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
C&I Sponsorships & Subscriptions	\$ 27,476	\$ -	\$ -	\$ -	\$ -	\$ 27,476	\$ -	\$ -	\$ 27,476	\$ -	-

Significant Planned Budget v Actual Expenditures Variances (nominal\$)

Budget Table 3

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC

Sum of Total Program Costs	Planned			Planned Total	Preliminary	
	2013	2014	2015		2013	2014
Residential	\$ 12,990,648	\$ 14,241,901	\$ 15,373,432	\$ 42,605,982	\$ 16,216,641	
1. Residential Whole House	\$ 9,557,333	\$ 10,661,327	\$ 11,548,558	\$ 31,767,218	\$ 12,812,547	
Residential New Construction & Major Renovation	\$ 509,826	\$ 513,671	\$ 549,631	\$ 1,573,129	\$ 252,603	
Residential Multi-Family Retrofit	\$ 376,451	\$ 636,032	\$ 638,721	\$ 1,651,204	\$ 333,936	
Residential Home Energy Services	\$ 8,649,056	\$ 9,467,624	\$ 10,294,205	\$ 28,410,885	\$ 12,226,008	
Residential Behavior/Feedback Program	\$ 22,000	\$ 44,000	\$ 66,000	\$ 132,000	\$ -	
2. Residential Products	\$ 2,626,178	\$ 2,768,165	\$ 3,007,181	\$ 8,401,524	\$ 2,334,868	
Residential Cooling & Heating Equipment	\$ 643,974	\$ 760,079	\$ 925,270	\$ 2,329,323	\$ 1,012,407	
Residential Lighting	\$ 1,498,678	\$ 1,504,900	\$ 1,577,439	\$ 4,581,017	\$ 991,735	
Residential Consumer Products	\$ 483,526	\$ 503,186	\$ 504,471	\$ 1,491,183	\$ 330,725	
3. Residential Hard-to-Measure	\$ 807,137	\$ 812,409	\$ 817,694	\$ 2,437,240	\$ 1,069,225	
Residential Statewide Marketing	\$ 122,185	\$ 122,185	\$ 122,185	\$ 366,556	\$ 101,157	
Residential DOER Assessment	\$ 100,523	\$ 100,523	\$ 100,523	\$ 301,570	\$ 91,763	
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	
Residential Sponsorship & Subscriptions	\$ 5,429	\$ 5,700	\$ 5,985	\$ 17,114	\$ 19,539	
Residential HEAT Loan	\$ 300,000	\$ 300,000	\$ 300,000	\$ 900,000	\$ 737,870	
Residential Workforce Development	\$ 89,000	\$ 89,000	\$ 89,000	\$ 267,000	\$ 5,563	
Residential R&D and Demonstration	\$ 65,000	\$ 70,000	\$ 75,000	\$ 210,000	\$ 2,381	
Residential Education	\$ 125,000	\$ 125,000	\$ 125,000	\$ 375,000	\$ 110,953	
Low-Income	\$ 3,306,419	\$ 3,153,143	\$ 3,807,144	\$ 10,266,706	\$ 2,713,226	
4. Low-Income Whole House	\$ 3,202,701	\$ 3,052,406	\$ 3,694,117	\$ 9,949,225	\$ 2,649,900	
Low-Income New Construction	\$ 50,087	\$ 56,505	\$ 55,898	\$ 162,490	\$ 50,016	
Low-Income Single Family Retrofit	\$ 2,646,865	\$ 2,485,319	\$ 3,124,293	\$ 8,256,477	\$ 2,188,588	
Low-Income Multi-Family Retrofit	\$ 505,750	\$ 510,582	\$ 513,926	\$ 1,530,258	\$ 411,296	
5. Low-Income Hard-to-Measure	\$ 103,718	\$ 100,737	\$ 113,027	\$ 317,482	\$ 63,326	
Low-Income Statewide Marketing	\$ 20,364	\$ 20,364	\$ 20,364	\$ 61,093	\$ 17,992	
Low-Income DOER Assessment	\$ 21,228	\$ 21,228	\$ 21,228	\$ 63,683	\$ 20,190	
Low-Income Energy Affordability Network	\$ 62,126	\$ 59,145	\$ 71,435	\$ 192,706	\$ 25,145	
Commercial & Industrial	\$ 13,591,802	\$ 8,589,870	\$ 8,532,290	\$ 30,713,963	\$ 6,709,066	
6. C&I New Construction	\$ 2,225,948	\$ 2,009,497	\$ 1,912,458	\$ 6,147,902	\$ 2,040,098	
C&I New Construction	\$ 2,225,948	\$ 2,009,497	\$ 1,912,458	\$ 6,147,902	\$ 2,040,098	
7. C&I Retrofit	\$ 11,238,704	\$ 6,452,995	\$ 6,492,214	\$ 24,183,914	\$ 4,504,593	
C&I Retrofit	\$ 7,206,668	\$ 2,443,678	\$ 2,461,704	\$ 12,112,050	\$ 1,357,209	
C&I Direct Install	\$ 4,032,036	\$ 4,009,318	\$ 4,030,511	\$ 12,071,864	\$ 3,147,384	
8. C&I Hard-to-Measure	\$ 127,150	\$ 127,378	\$ 127,618	\$ 382,147	\$ 164,375	
C&I Statewide Marketing	\$ 62,450	\$ 62,450	\$ 62,450	\$ 187,351	\$ 64,235	
C&I DOER Assessment	\$ 60,128	\$ 60,128	\$ 60,128	\$ 180,385	\$ 82,504	
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	
C&I Sponsorships & Subscriptions	\$ 4,571	\$ 4,800	\$ 5,040	\$ 14,411	\$ 17,636	
Grand Total	\$ 29,888,870	\$ 25,984,914	\$ 27,712,867	\$ 83,586,651	\$ 25,638,933	

Planned v Actual Budget Variances	Planned Three-Year Goal Cumulative Achievement by Year			Actual Plan-Year Three-Year Goal Cumulative Achievement	Difference in Plan-Year Three-Year Goal Cumulative Achievement
	2013	2014	2015		
Residential	30%	64%	100%	38%	25%
1. Residential Whole House	30%	64%	100%	40%	34%
Residential New Construction & Major Renovation	32%	65%	100%	16%	-50%
Residential Multi-Family Retrofit	23%	61%	100%	20%	-11%
Residential Home Energy Services	30%	64%	100%	43%	41%
Residential Behavior/Feedback Program	17%	50%	100%	0%	-100%
2. Residential Products	31%	64%	100%	28%	-11%
Residential Cooling & Heating Equipment	28%	60%	100%	43%	57%
Residential Lighting	33%	66%	100%	22%	-34%
Residential Consumer Products	32%	66%	100%	22%	-32%
3. Residential Hard-to-Measure	33%	66%	100%	44%	32%
Residential Statewide Marketing	33%	67%	100%	28%	-17%
Residential DOER Assessment	33%	67%	100%	30%	-9%
Residential EEAC Consultants	0%	0%	0%	0%	0%
Residential Sponsorship & Subscriptions	32%	65%	100%	114%	260%
Residential HEAT Loan	33%	67%	100%	82%	146%
Residential Workforce Development	33%	67%	100%	2%	-94%
Residential R&D and Demonstration	31%	64%	100%	1%	-96%
Residential Education	33%	67%	100%	30%	-11%
Low-Income	32%	63%	100%	26%	-18%
4. Low-Income Whole House	32%	63%	100%	27%	-17%
Low-Income New Construction	31%	66%	100%	31%	0%
Low-Income Single Family Retrofit	32%	62%	100%	27%	-17%
Low-Income Multi-Family Retrofit	33%	66%	100%	27%	-19%
5. Low-Income Hard-to-Measure	33%	64%	100%	20%	-39%
Low-Income Statewide Marketing	33%	67%	100%	29%	-12%
Low-Income DOER Assessment	33%	67%	100%	32%	-5%
Low-Income Energy Affordability Network	32%	63%	100%	13%	-60%
Commercial & Industrial	44%	72%	100%	22%	-51%
6. C&I New Construction	36%	69%	100%	33%	-8%
C&I New Construction	36%	69%	100%	33%	-8%
7. C&I Retrofit	46%	73%	100%	19%	-60%
C&I Retrofit	59%	80%	100%	11%	-81%
C&I Direct Install	33%	67%	100%	26%	-22%
8. C&I Hard-to-Measure	33%	67%	100%	43%	29%
C&I Statewide Marketing	33%	67%	100%	34%	3%
C&I DOER Assessment	33%	67%	100%	46%	37%
C&I EEAC Consultants	0%	0%	0%	0%	0%
C&I Sponsorships & Subscriptions	32%	65%	100%	122%	286%
Grand Total	36%	67%	100%	31%	-14%

Plan-year core initiative significant variance explanations are required for: (1) variances between planned and actual core initiative budget of 15 percent or greater. See Appendix 1 for more information.

Variances are calculated by percent of three-year goal (i.e., variance calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan-Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan-Year Report year).

Cost-Effectiveness (2013\$): Plan-Year Analysis

Cost-Effectiveness Table 1

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013

	Sum of Total Program Costs (2013\$)	Sum of Performance Incentive (2013\$)	Sum of Participant Costs (2013\$)	Sum of Total Resource Costs (2013\$)	Sum of Total Benefits	Sum of Total Net Benefits	Sum of Benefit Cost Ratio
Planned	\$ 29,888,870	\$ -	\$ 3,191,623	\$ 33,080,493	\$ 124,025,457	\$ 90,944,964	3.75
Residential	\$ 12,990,648	\$ -	\$ 2,168,736	\$ 15,159,384	\$ 64,517,568	\$ 49,358,184	4.26
1. Residential Whole House	\$ 9,557,333	\$ -	\$ 1,351,430	\$ 10,908,763	\$ 52,984,793	\$ 42,076,030	4.86
Residential New Construction & Major Renovation	\$ 509,826	\$ -	\$ 96,800	\$ 606,626	\$ 1,017,533	\$ 410,907	1.68
Residential Multi-Family Retrofit	\$ 376,451	\$ -	\$ -	\$ 376,451	\$ 2,307,907	\$ 1,931,456	6.13
Residential Home Energy Services	\$ 8,649,056	\$ -	\$ 1,254,630	\$ 9,903,686	\$ 49,637,325	\$ 39,733,638	5.01
Residential Behavior/Feedback Program	\$ 22,000	\$ -	\$ -	\$ 22,000	\$ 22,028	\$ 28	1.00
2. Residential Products	\$ 2,626,178	\$ -	\$ 817,306	\$ 3,443,483	\$ 11,532,775	\$ 8,089,292	3.35
Residential Cooling & Heating Equipment	\$ 643,974	\$ -	\$ 466,371	\$ 1,110,345	\$ 1,501,716	\$ 391,371	1.35
Residential Lighting	\$ 1,498,678	\$ -	\$ 173,684	\$ 1,672,362	\$ 8,242,845	\$ 6,570,482	4.93
Residential Consumer Products	\$ 483,526	\$ -	\$ 177,250	\$ 660,776	\$ 1,788,214	\$ 1,127,438	2.71
3. Residential Hard-to-Measure	\$ 807,137	\$ -	\$ -	\$ 807,137	\$ -	\$ (807,137)	-
Low-Income	\$ 3,306,419	\$ -	\$ 525	\$ 3,306,944	\$ 12,286,511	\$ 8,979,567	3.72
4. Low-Income Whole House	\$ 3,202,701	\$ -	\$ 525	\$ 3,203,226	\$ 12,286,511	\$ 9,083,286	3.84
Low-Income New Construction	\$ 50,087	\$ -	\$ -	\$ 50,087	\$ 664,916	\$ 614,829	13.28
Low-Income Single Family Retrofit	\$ 2,646,865	\$ -	\$ -	\$ 2,646,865	\$ 10,058,029	\$ 7,411,164	3.80
Low-Income Multi-Family Retrofit	\$ 505,750	\$ -	\$ 525	\$ 506,275	\$ 1,563,567	\$ 1,057,292	3.09
5. Low-Income Hard-to-Measure	\$ 103,718	\$ -	\$ -	\$ 103,718	\$ -	\$ (103,718)	-
Commercial & Industrial	\$ 13,591,802	\$ -	\$ 1,022,363	\$ 14,614,165	\$ 47,221,377	\$ 32,607,212	3.23
6. C&I New Construction	\$ 2,225,948	\$ -	\$ 157,618	\$ 2,383,566	\$ 14,427,174	\$ 12,043,608	6.05
C&I New Construction	\$ 2,225,948	\$ -	\$ 157,618	\$ 2,383,566	\$ 14,427,174	\$ 12,043,608	6.05
7. C&I Retrofit	\$ 11,238,704	\$ -	\$ 864,745	\$ 12,103,449	\$ 32,794,203	\$ 20,690,754	2.71
C&I Retrofit	\$ 7,206,668	\$ -	\$ 383,909	\$ 7,590,578	\$ 18,485,206	\$ 10,894,629	2.44
C&I Direct Install	\$ 4,032,036	\$ -	\$ 480,836	\$ 4,512,872	\$ 14,308,997	\$ 9,796,125	3.17
8. C&I Hard-to-Measure	\$ 127,150	\$ -	\$ -	\$ 127,150	\$ -	\$ (127,150)	-
Evaluated	\$ 25,638,933	\$ -	\$ 4,591,171	\$ 30,230,105	\$ 107,277,829	\$ 77,047,724	3.55
Residential	\$ 16,216,641	\$ -	\$ 2,525,280	\$ 18,741,920	\$ 66,044,029	\$ 47,302,109	3.52
1. Residential Whole House	\$ 12,812,547	\$ -	\$ 2,070,781	\$ 14,883,328	\$ 56,849,224	\$ 41,965,897	3.82
Residential New Construction & Major Renovation	\$ 252,603	\$ -	\$ 85,785	\$ 338,388	\$ 1,625,546	\$ 1,287,158	4.80
Residential Multi-Family Retrofit	\$ 333,936	\$ -	\$ -	\$ 333,936	\$ 754,288	\$ 420,351	2.26
Residential Home Energy Services	\$ 12,226,008	\$ -	\$ 1,984,996	\$ 14,211,003	\$ 54,469,390	\$ 40,258,387	3.83
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 2,334,868	\$ -	\$ 454,499	\$ 2,789,367	\$ 9,194,805	\$ 6,405,438	3.30
Residential Cooling & Heating Equipment	\$ 1,012,407	\$ -	\$ 454,499	\$ 1,466,906	\$ 2,394,057	\$ 927,151	1.63
Residential Lighting	\$ 991,735	\$ -	\$ -	\$ 991,735	\$ 5,891,893	\$ 4,900,157	5.94
Residential Consumer Products	\$ 330,725	\$ -	\$ -	\$ 330,725	\$ 908,855	\$ 578,130	2.75
3. Residential Hard-to-Measure	\$ 1,069,225	\$ -	\$ -	\$ 1,069,225	\$ -	\$ (1,069,225)	-
Low-Income	\$ 2,713,226	\$ -	\$ 59,915	\$ 2,773,141	\$ 10,407,919	\$ 7,634,778	3.75
4. Low-Income Whole House	\$ 2,649,900	\$ -	\$ 59,915	\$ 2,709,815	\$ 10,407,919	\$ 7,698,104	3.84
Low-Income New Construction	\$ 50,016	\$ -	\$ 59,915	\$ 109,930	\$ 1,380,007	\$ 1,270,077	12.55
Low-Income Single Family Retrofit	\$ 2,188,588	\$ -	\$ -	\$ 2,188,588	\$ 7,852,944	\$ 5,664,355	3.59
Low-Income Multi-Family Retrofit	\$ 411,296	\$ -	\$ -	\$ 411,296	\$ 1,174,968	\$ 763,672	2.86
5. Low-Income Hard-to-Measure	\$ 63,326	\$ -	\$ -	\$ 63,326	\$ -	\$ (63,326)	-
Commercial & Industrial	\$ 6,709,066	\$ -	\$ 2,005,977	\$ 8,715,043	\$ 30,825,881	\$ 22,110,838	3.54
6. C&I New Construction	\$ 2,040,098	\$ -	\$ 736,693	\$ 2,776,791	\$ 13,952,483	\$ 11,175,692	5.02
C&I New Construction	\$ 2,040,098	\$ -	\$ 736,693	\$ 2,776,791	\$ 13,952,483	\$ 11,175,692	5.02
7. C&I Retrofit	\$ 4,504,593	\$ -	\$ 1,269,284	\$ 5,773,877	\$ 16,873,398	\$ 11,099,521	2.92
C&I Retrofit	\$ 1,357,209	\$ -	\$ 839,271	\$ 2,196,480	\$ 6,172,784	\$ 3,976,304	2.81
C&I Direct Install	\$ 3,147,384	\$ -	\$ 430,013	\$ 3,577,397	\$ 10,700,614	\$ 7,123,217	2.99
8. C&I Hard-to-Measure	\$ 164,375	\$ -	\$ -	\$ 164,375	\$ -	\$ (164,375)	-

Planned v Evaluated Variances	Sum of Total Program Costs (2013\$)	Sum of Performance Incentive (2013\$)	Sum of Participant Costs (2013\$)	Sum of Total Resource Costs (2013\$)	Sum of Total Benefits	Sum of Total Net Benefits	Sum of Benefit Cost Ratio
Total Annual Variance	-14%	0%	44%	-9%	-14%	-15%	-5%
Residential	25%	0%	16%	24%	2%	-4%	-17%
1. Residential Whole House	34%	0%	53%	36%	7%	0%	-21%
Residential New Construction & Major Renovation	-50%	0%	-11%	-44%	60%	213%	186%
Residential Multi-Family Retrofit	-11%	0%	0%	-11%	-67%	-78%	-63%
Residential Home Energy Services	41%	0%	58%	43%	10%	1%	-24%
Residential Behavior/Feedback Program	-100%	0%	0%	-100%	-100%	-100%	0%
2. Residential Products	-11%	0%	-44%	-19%	-20%	-21%	-2%
Residential Cooling & Heating Equipment	57%	0%	-3%	32%	59%	137%	21%
Residential Lighting	-34%	0%	-100%	-41%	-29%	-25%	21%
Residential Consumer Products	-32%	0%	-100%	-50%	-49%	-49%	2%
3. Residential Hard-to-Measure	32%	0%	0%	32%	0%	32%	0%
Low-Income	-18%	0%	11312%	-16%	-15%	-15%	1%
4. Low-Income Whole House	-17%	0%	11312%	-15%	-15%	-15%	0%
Low-Income New Construction	0%	0%	0%	119%	108%	107%	-5%
Low-Income Single Family Retrofit	-17%	0%	0%	-17%	-22%	-24%	-6%
Low-Income Multi-Family Retrofit	-19%	0%	-100%	-19%	-25%	-28%	-8%
5. Low-Income Hard-to-Measure	-39%	0%	0%	-39%	0%	-39%	0%
Commercial & Industrial	-51%	0%	96%	-40%	-35%	-32%	9%
6. C&I New Construction	-8%	0%	367%	16%	-3%	-7%	-17%
C&I New Construction	-8%	0%	367%	16%	-3%	-7%	-17%
7. C&I Retrofit	-60%	0%	47%	-52%	-49%	-46%	8%
C&I Retrofit	-81%	0%	119%	-71%	-67%	-64%	15%
C&I Direct Install	-22%	0%	-11%	-21%	-25%	-27%	-6%
8. C&I Hard-to-Measure	29%	0%	0%	29%	0%	29%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Cape Light Compact
2013 Energy Efficiency Plan-Year Report
D.P.U. 14-87

Cost-Effectiveness for the Three-Year Term (2013\$)

Cost-Effectiveness Table 2

Date of Filing		June 20, 2014						
Distribution Company		Electric						
Program Administrator		CLC						
	Sum of Total Program Costs (2013\$)	Sum of Performance Incentive (2013\$)	Sum of Participant Costs (2013\$)	Sum of Total Resource Costs (2013\$)	Sum of Total Benefits	Sum of Total Net Benefits	Sum of Benefit Cost Ratio	
2013								
Planned	\$ 29,888,870	\$ -	\$ 3,191,623	\$ 33,080,493	\$ 124,025,457	\$ 90,944,964	3.75	
Residential	\$ 12,990,648	\$ -	\$ 2,168,736	\$ 15,159,384	\$ 64,517,568	\$ 49,358,184	4.26	
1. Residential Whole House	\$ 9,557,333	\$ -	\$ 1,351,430	\$ 10,908,763	\$ 52,984,793	\$ 42,076,030	4.86	
Residential New Construction & Major Renova	\$ 509,826	\$ -	\$ 96,800	\$ 606,626	\$ 1,017,533	\$ 410,907	1.68	
Residential Multi-Family Retrofit	\$ 376,451	\$ -	\$ -	\$ 376,451	\$ 2,307,907	\$ 1,931,456	6.13	
Residential Home Energy Services	\$ 8,649,056	\$ -	\$ 1,254,630	\$ 9,903,686	\$ 49,637,325	\$ 39,733,638	5.01	
Residential Behavior/Feedback Program	\$ 22,000	\$ -	\$ -	\$ 22,000	\$ 22,028	\$ 28	1.00	
2. Residential Products	\$ 2,626,178	\$ -	\$ 817,306	\$ 3,443,483	\$ 11,532,775	\$ 8,089,292	3.35	
Residential Cooling & Heating Equipment	\$ 643,974	\$ -	\$ 466,371	\$ 1,110,345	\$ 1,501,716	\$ 391,371	1.35	
Residential Lighting	\$ 1,498,678	\$ -	\$ 173,684	\$ 1,672,362	\$ 8,242,845	\$ 6,570,482	4.93	
Residential Consumer Products	\$ 483,526	\$ -	\$ 177,250	\$ 660,776	\$ 1,788,214	\$ 1,127,438	2.71	
3. Residential Hard-to-Measure	\$ 807,137	\$ -	\$ -	\$ 807,137	\$ -	\$ (807,137)	-	
Low-income	\$ 3,306,419	\$ -	\$ 525	\$ 3,306,944	\$ 12,286,511	\$ 8,979,567	3.72	
4. Low-income Whole House	\$ 3,202,701	\$ -	\$ 525	\$ 3,203,226	\$ 12,286,511	\$ 9,083,286	3.84	
Low-income New Construction	\$ 50,087	\$ -	\$ -	\$ 50,087	\$ 664,916	\$ 614,829	13.28	
Low-income Single Family Retrofit	\$ 2,646,865	\$ -	\$ -	\$ 2,646,865	\$ 10,058,029	\$ 7,411,164	3.80	
Low-income Multi-Family Retrofit	\$ 505,750	\$ -	\$ 525	\$ 506,275	\$ 1,563,567	\$ 1,057,292	3.09	
5. Low-income Hard-to-Measure	\$ 103,718	\$ -	\$ -	\$ 103,718	\$ -	\$ (103,718)	-	
Commercial & Industrial	\$ 13,591,802	\$ -	\$ 1,022,363	\$ 14,614,165	\$ 47,221,377	\$ 32,607,212	3.23	
6. C&I New Construction	\$ 2,225,948	\$ -	\$ 157,618	\$ 2,383,566	\$ 14,427,174	\$ 12,043,608	6.05	
C&I New Construction	\$ 2,225,948	\$ -	\$ 157,618	\$ 2,383,566	\$ 14,427,174	\$ 12,043,608	6.05	
7. C&I Retrofit	\$ 11,238,704	\$ -	\$ 864,745	\$ 12,103,449	\$ 32,794,203	\$ 20,690,754	2.71	
C&I Retrofit	\$ 7,206,668	\$ -	\$ 383,909	\$ 7,590,578	\$ 18,485,206	\$ 10,894,629	2.44	
C&I Direct Install	\$ 4,032,036	\$ -	\$ 480,836	\$ 4,512,872	\$ 14,308,997	\$ 9,796,125	3.17	
8. C&I Hard-to-Measure	\$ 127,150	\$ -	\$ -	\$ 127,150	\$ -	\$ (127,150)	-	
Evaluated	\$ 25,638,933	\$ -	\$ 4,591,171	\$ 30,230,105	\$ 107,277,829	\$ 77,047,724	3.55	
Residential	\$ 16,216,641	\$ -	\$ 2,525,280	\$ 18,741,920	\$ 66,044,029	\$ 47,302,109	3.52	
1. Residential Whole House	\$ 12,812,547	\$ -	\$ 2,070,781	\$ 14,883,328	\$ 56,849,224	\$ 41,965,897	3.82	
Residential New Construction & Major Renova	\$ 252,603	\$ -	\$ 85,785	\$ 338,388	\$ 1,625,546	\$ 1,287,158	4.80	
Residential Multi-Family Retrofit	\$ 333,936	\$ -	\$ -	\$ 333,936	\$ 754,288	\$ 420,351	2.26	
Residential Home Energy Services	\$ 12,226,008	\$ -	\$ 1,984,996	\$ 14,211,003	\$ 54,469,390	\$ 40,258,387	3.83	
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	
2. Residential Products	\$ 2,334,868	\$ -	\$ 454,999	\$ 2,789,367	\$ 9,194,805	\$ 6,405,438	3.30	
Residential Cooling & Heating Equipment	\$ 1,012,407	\$ -	\$ 454,999	\$ 1,466,906	\$ 2,394,057	\$ 927,151	1.63	
Residential Lighting	\$ 991,735	\$ -	\$ -	\$ 991,735	\$ 5,891,893	\$ 4,900,157	5.94	
Residential Consumer Products	\$ 330,725	\$ -	\$ -	\$ 330,725	\$ 908,855	\$ 578,130	2.75	
3. Residential Hard-to-Measure	\$ 1,069,225	\$ -	\$ -	\$ 1,069,225	\$ -	\$ (1,069,225)	-	
Low-income	\$ 2,713,226	\$ -	\$ 59,915	\$ 2,773,141	\$ 10,407,919	\$ 7,634,778	3.75	
4. Low-income Whole House	\$ 2,649,900	\$ -	\$ 59,915	\$ 2,709,815	\$ 10,407,919	\$ 7,698,104	3.84	
Low-income New Construction	\$ 50,016	\$ -	\$ 59,915	\$ 109,930	\$ 1,380,007	\$ 1,270,077	12.55	
Low-income Single Family Retrofit	\$ 2,188,588	\$ -	\$ -	\$ 2,188,588	\$ 7,852,944	\$ 5,664,355	3.59	
Low-income Multi-Family Retrofit	\$ 411,296	\$ -	\$ -	\$ 411,296	\$ 1,174,968	\$ 763,672	2.86	
5. Low-income Hard-to-Measure	\$ 63,326	\$ -	\$ -	\$ 63,326	\$ -	\$ (63,326)	-	
Commercial & Industrial	\$ 6,709,066	\$ -	\$ 2,005,977	\$ 8,715,043	\$ 30,825,881	\$ 22,110,838	3.54	
6. C&I New Construction	\$ 2,040,098	\$ -	\$ 736,693	\$ 2,776,791	\$ 13,952,483	\$ 11,175,692	5.02	
C&I New Construction	\$ 2,040,098	\$ -	\$ 736,693	\$ 2,776,791	\$ 13,952,483	\$ 11,175,692	5.02	
7. C&I Retrofit	\$ 4,504,593	\$ -	\$ 1,269,284	\$ 5,773,877	\$ 16,873,398	\$ 11,099,521	2.92	
C&I Retrofit	\$ 1,357,209	\$ -	\$ 839,271	\$ 2,196,480	\$ 6,172,784	\$ 3,976,304	2.81	
C&I Direct Install	\$ 3,147,384	\$ -	\$ 430,013	\$ 3,577,397	\$ 10,700,614	\$ 7,123,217	2.99	
8. C&I Hard-to-Measure	\$ 164,375	\$ -	\$ -	\$ 164,375	\$ -	\$ (164,375)	-	
2014								
Planned	\$ 25,282,073	\$ -	\$ 3,529,533	\$ 28,811,606	\$ 117,839,533	\$ 89,027,927	4.09	
Residential	\$ 13,856,685	\$ -	\$ 2,546,832	\$ 16,403,517	\$ 70,074,160	\$ 53,670,643	4.27	
1. Residential Whole House	\$ 10,372,959	\$ -	\$ 1,489,901	\$ 11,862,860	\$ 59,079,343	\$ 47,216,483	4.98	
Residential New Construction & Major Renova	\$ 499,778	\$ -	\$ 153,532	\$ 653,309	\$ 965,410	\$ 312,101	1.48	
Residential Multi-Family Retrofit	\$ 618,828	\$ -	\$ -	\$ 618,828	\$ 5,546,329	\$ 4,927,501	8.96	
Residential Home Energy Services	\$ 9,211,543	\$ -	\$ 1,336,370	\$ 10,547,913	\$ 52,523,995	\$ 41,976,083	4.98	
Residential Behavior/Feedback Program	\$ 42,810	\$ -	\$ -	\$ 42,810	\$ 43,608	\$ 798	1.02	
2. Residential Products	\$ 2,693,292	\$ -	\$ 1,056,930	\$ 3,750,222	\$ 10,994,817	\$ 7,244,595	2.93	
Residential Cooling & Heating Equipment	\$ 739,521	\$ -	\$ 514,141	\$ 1,253,661	\$ 1,715,737	\$ 462,075	1.37	
Residential Lighting	\$ 1,464,195	\$ -	\$ 351,069	\$ 1,815,265	\$ 7,451,930	\$ 5,636,666	4.11	
Residential Consumer Products	\$ 489,576	\$ -	\$ 191,720	\$ 681,296	\$ 1,827,150	\$ 1,145,854	2.68	
3. Residential Hard-to-Measure	\$ 790,435	\$ -	\$ -	\$ 790,435	\$ -	\$ (790,435)	-	
Low-income	\$ 3,067,857	\$ -	\$ 511	\$ 3,068,367	\$ 9,857,986	\$ 6,789,619	3.21	
4. Low-income Whole House	\$ 2,969,845	\$ -	\$ 511	\$ 2,970,356	\$ 9,857,986	\$ 6,887,631	3.32	
Low-income New Construction	\$ 54,977	\$ -	\$ -	\$ 54,977	\$ 430,668	\$ 375,691	7.83	
Low-income Single Family Retrofit	\$ 2,418,096	\$ -	\$ -	\$ 2,418,096	\$ 7,846,061	\$ 5,427,965	3.24	
Low-income Multi-Family Retrofit	\$ 496,772	\$ -	\$ 511	\$ 497,283	\$ 1,581,257	\$ 1,083,975	3.18	
5. Low-income Hard-to-Measure	\$ 98,012	\$ -	\$ -	\$ 98,012	\$ -	\$ (98,012)	-	
Commercial & Industrial	\$ 8,357,531	\$ -	\$ 982,191	\$ 9,339,721	\$ 37,907,386	\$ 28,567,665	4.06	
6. C&I New Construction	\$ 1,955,144	\$ -	\$ 140,835	\$ 2,095,979	\$ 12,418,626	\$ 10,322,647	5.92	
C&I New Construction	\$ 1,955,144	\$ -	\$ 140,835	\$ 2,095,979	\$ 12,418,626	\$ 10,322,647	5.92	
7. C&I Retrofit	\$ 6,278,454	\$ -	\$ 841,355	\$ 7,119,809	\$ 25,488,760	\$ 18,368,951	3.58	
C&I Retrofit	\$ 2,377,581	\$ -	\$ 373,525	\$ 2,751,106	\$ 12,558,371	\$ 9,807,265	4.56	
C&I Direct Install	\$ 3,900,873	\$ -	\$ 467,830	\$ 4,368,703	\$ 12,930,389	\$ 8,561,686	2.96	
8. C&I Hard-to-Measure	\$ 123,933	\$ -	\$ -	\$ 123,933	\$ -	\$ (123,933)	-	
2015								
Planned	\$ 26,233,983	\$ -	\$ 3,839,652	\$ 30,073,636	\$ 125,088,667	\$ 95,015,031	4.16	
Residential	\$ 14,553,036	\$ -	\$ 2,895,427	\$ 17,448,464	\$ 75,585,299	\$ 58,136,836	4.33	
1. Residential Whole House	\$ 10,932,275	\$ -	\$ 1,610,165	\$ 12,542,439	\$ 64,144,841	\$ 51,602,402	5.11	
Residential New Construction & Major Renova	\$ 520,301	\$ -	\$ 203,527	\$ 723,827	\$ 942,705	\$ 218,878	1.30	
Residential Multi-Family Retrofit	\$ 604,636	\$ -	\$ -	\$ 604,636	\$ 5,567,921	\$ 4,963,284	9.21	
Residential Home Energy Services	\$ 9,744,860	\$ -	\$ 1,406,638	\$ 11,151,498	\$ 57,566,766	\$ 46,415,268	5.16	
Residential Behavior/Feedback Program	\$ 62,478	\$ -	\$ -	\$ 62,478	\$ 67,450	\$ 4,972	1.08	
2. Residential Products	\$ 2,846,704	\$ -	\$ 1,285,263	\$ 4,131,966	\$ 11,440,458	\$ 7,308,491	2.77	
Residential Cooling & Heating Equipment	\$ 875,894	\$ -	\$ 578,471	\$ 1,454,365	\$ 1,987,924	\$ 533,559	1.37	
Residential Lighting	\$ 1,493,260	\$ -	\$ 526,315	\$ 2,019,575	\$ 7,656,943	\$ 5,637,368	3.79	
Residential Consumer Products	\$ 477,550	\$ -	\$ 180,476	\$ 658,027	\$ 1,795,591	\$ 1,137,564	2.73	
3. Residential Hard-to-Measure	\$ 774,058	\$ -	\$ -	\$ 774,058	\$ -	\$ (774,058)	-	
Low-income	\$ 3,603,978	\$ -	\$ 557	\$ 3,604,535	\$ 12,360,221	\$ 8,755,686	3.43	
4. Low-income Whole House	\$ 3,496,983	\$ -	\$ 557	\$ 3,497,540	\$ 12,360,221	\$ 8,862,681	3.53	
Low-income New Construction	\$ 52,915	\$ -	\$ -	\$ 52,915	\$ 376,458	\$ 323,543	7.11	
Low-income Single Family Retrofit	\$ 2,957,567	\$ -	\$ -	\$ 2,957,567	\$ 10,469,329	\$ 7,511,762	3.54	
Low-income Multi-Family Retrofit	\$ 486,500	\$ -	\$ 557	\$ 487,057	\$ 1,514,434	\$ 1,027,377	3.11	
5. Low-income Hard-to-Measure	\$ 106,995	\$ -	\$ -	\$ 106,995	\$ -	\$ (106,995)	-	
Commercial & Industrial	\$ 8,076,969	\$ -	\$ 943,669	\$ 9,020,637	\$ 37,143,147	\$ 28,122,509	4.12	
6. C&I New Construction	\$ 1,810,401	\$ -	\$ 125,070	\$ 1,935,471	\$ 11,750,445	\$ 9,814,974	6.07	
C&I New Construction	\$ 1,810,401	\$ -	\$ 125,070	\$ 1,935,471	\$ 11,750,445	\$ 9,814,974	6.07	
7. C&I Retrofit	\$ 6,145,760	\$ -	\$ 818,598	\$ 6,964,358	\$ 25,392,702	\$ 18,428,343	3.65	
C&I Retrofit	\$ 2,330,336	\$ -	\$ 363,422	\$ 2,693,758	\$ 12,551,862	\$ 9,858,104	4.66	
C&I Direct Install	\$ 3,815,424	\$ -	\$ 455,176	\$ 4,270,600	\$ 12,840,840	\$ 8,570,239	3.01	
8. C&I Hard-to-Measure	\$ 120,808	\$ -	\$ -	\$ 120,808	\$ -	\$ (120,808)	-	

Cost-Effectiveness for the Three-Year Term (2013\$)

Cost-Effectiveness Table 2

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC

Cost-Effectiveness for the Three-Year Term (2013\$): Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Sum of Total Program Costs (2013\$)	Sum of Performance Incentive (2013\$)	Sum of Participant Costs (2013\$)	Sum of Total Resource Costs (2013\$)	Sum of Total Benefits	Sum of Total Net Benefits	Sum of Benefit Cost Ratio
Total Cost-Effectiveness	\$ 77,154,989	\$ -	\$ 11,960,357	\$ 89,115,346	\$ 350,206,029	\$ 261,090,682	3.93
Residential	\$ 44,626,363	\$ -	\$ 7,967,539	\$ 52,593,901	\$ 211,703,488	\$ 159,109,587	4.03
1. Residential Whole House	\$ 34,117,781	\$ -	\$ 5,170,846	\$ 39,288,627	\$ 180,073,409	\$ 140,784,781	4.58
Residential New Construction & Major Renovation	\$ 1,272,881	\$ -	\$ 442,843	\$ 1,715,725	\$ 3,533,662	\$ 1,818,137	2.06
Residential Multi-Family Retrofit	\$ 1,557,401	\$ -	\$ -	\$ 1,557,401	\$ 11,868,538	\$ 10,311,137	7.62
Residential Home Energy Services	\$ 31,182,411	\$ -	\$ 4,728,003	\$ 35,910,414	\$ 164,560,151	\$ 128,649,737	4.58
Residential Behavior/Feedback Program	\$ 105,288	\$ -	\$ -	\$ 105,288	\$ 111,058	\$ 5,770	1.05
2. Residential Products	\$ 7,874,864	\$ -	\$ 2,796,692	\$ 10,671,556	\$ 31,630,080	\$ 20,958,524	2.96
Residential Cooling & Heating Equipment	\$ 2,627,821	\$ -	\$ 1,547,111	\$ 4,174,932	\$ 6,097,718	\$ 1,922,785	1.46
Residential Lighting	\$ 3,949,191	\$ -	\$ 877,384	\$ 4,826,575	\$ 21,000,766	\$ 16,174,191	4.35
Residential Consumer Products	\$ 1,297,852	\$ -	\$ 372,197	\$ 1,670,048	\$ 4,531,596	\$ 2,861,548	2.71
3. Residential Hard-to-Measure	\$ 2,633,718	\$ -	\$ -	\$ 2,633,718	\$ -	\$ -	-
Low-income	\$ 9,385,061	\$ -	\$ 60,982	\$ 9,446,043	\$ 32,626,126	\$ 23,180,083	3.45
4. Low-income Whole House	\$ 9,116,727	\$ -	\$ 60,982	\$ 9,177,710	\$ 32,626,126	\$ 23,448,416	3.55
Low-income New Construction	\$ 157,908	\$ -	\$ 59,915	\$ 217,823	\$ 2,187,134	\$ 1,969,311	10.04
Low-income Single Family Retrofit	\$ 7,564,251	\$ -	\$ -	\$ 7,564,251	\$ 26,168,333	\$ 18,604,082	3.46
Low-income Multi-Family Retrofit	\$ 1,394,569	\$ -	\$ 1,068	\$ 1,395,636	\$ 4,270,659	\$ 2,875,023	3.06
5. Low-income Hard-to-Measure	\$ 268,333	\$ -	\$ -	\$ 268,333	\$ -	\$ -	-
Commercial & Industrial	\$ 23,143,566	\$ -	\$ 3,931,836	\$ 27,075,402	\$ 105,876,414	\$ 78,801,012	3.91
6. C&I New Construction	\$ 5,805,642	\$ -	\$ 1,002,599	\$ 6,808,241	\$ 38,121,555	\$ 31,313,314	5.60
C&I New Construction	\$ 5,805,642	\$ -	\$ 1,002,599	\$ 6,808,241	\$ 38,121,555	\$ 31,313,314	5.60
7. C&I Retrofit	\$ 16,928,807	\$ -	\$ 2,929,237	\$ 19,858,045	\$ 67,754,860	\$ 47,896,815	3.41
C&I Retrofit	\$ 6,065,126	\$ -	\$ 1,576,218	\$ 7,641,344	\$ 31,283,017	\$ 23,641,673	4.09
C&I Direct Install	\$ 10,863,681	\$ -	\$ 1,353,019	\$ 12,216,700	\$ 36,471,842	\$ 24,255,142	2.99
8. C&I Hard-to-Measure	\$ 409,116	\$ -	\$ -	\$ 409,116	\$ -	\$ -	-

Residential Whole House Program Detail: Plan-Year Analysis (2013\$)

Core Initiative Table 1

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013
Initiative	Residential New Construction & Major Renovation

	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)		358	348	337	-3%	-6%
Sum of Energy (Lifetime MWh)		3,853	4,501	4,378	17%	14%
Sum of Total Benefits	\$	1,017,533	\$ 1,628,236	\$ 1,625,546	60%	60%
Sum of Total Program Costs (2013\$)	\$	509,826	\$ 252,603	\$ 252,603	-50%	-50%
Sum of Total Resource Costs (2013\$)	\$	606,626	\$ 338,388	\$ 338,388	-44%	-44%
Sum of Benefit Cost Ratio		1.68	4.81	4.80	187%	186%

Initiative	Residential Multi-Family Retrofit
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	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)		526	283	284	-46%	-46%
Sum of Energy (Lifetime MWh)		7,061	4,718	4,718	-33%	-33%
Sum of Total Benefits	\$	2,307,907	\$ 754,276	\$ 754,288	-67%	-67%
Sum of Total Program Costs (2013\$)	\$	376,451	\$ 333,936	\$ 333,936	-11%	-11%
Sum of Total Resource Costs (2013\$)	\$	376,451	\$ 333,936	\$ 333,936	-11%	-11%
Sum of Benefit Cost Ratio		6.13	2.26	2.26	-63%	-63%

Initiative	Residential Home Energy Services
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	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)		3,711	4,700	5,271	27%	42%
Sum of Energy (Lifetime MWh)		42,100	48,045	43,300	14%	3%
Sum of Total Benefits	\$	49,637,325	\$ 54,544,981	\$ 54,469,390	10%	10%
Sum of Total Program Costs (2013\$)	\$	8,649,056	\$ 12,226,008	\$ 12,226,008	41%	41%
Sum of Total Resource Costs (2013\$)	\$	9,903,686	\$ 14,211,003	\$ 14,211,003	43%	43%
Sum of Benefit Cost Ratio		5.01	3.84	3.83	-23%	-24%

Initiative	Residential Behavior/Feedback Program
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	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)		182	-	-	-100%	-100%
Sum of Energy (Lifetime MWh)		182	-	-	-100%	-100%
Sum of Total Benefits	\$	22,028	\$ -	\$ -	-100%	-100%
Sum of Total Program Costs (2013\$)	\$	22,000	\$ -	\$ -	-100%	-100%
Sum of Total Resource Costs (2013\$)	\$	22,000	\$ -	\$ -	-100%	-100%
Sum of Benefit Cost Ratio		1.00			0%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Residential Products Program Detail: Plan-Year Analysis (2013\$)

Core Initiative Table 2

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013
Initiative	Residential Cooling & Heating Equipment

	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)	671	960	1,091	43%	63%	14%
Sum of Energy (Lifetime MWh)	9,053	14,598	16,811	61%	86%	15%
Sum of Total Benefits	\$ 1,501,716	\$ 2,417,348	\$ 2,394,057	61%	59%	-1%
Sum of Total Program Costs (2013\$)	\$ 643,974	\$ 1,012,407	\$ 1,012,407	57%	57%	0%
Sum of Total Resource Costs (2013\$)	\$ 1,110,345	\$ 1,427,312	\$ 1,466,906	29%	32%	3%
Sum of Benefit Cost Ratio	1.35	1.69	1.63	25%	21%	-4%

Initiative	Residential Lighting
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	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)	9,157	5,106	5,349	-44%	-42%	5%
Sum of Energy (Lifetime MWh)	59,784	39,225	40,099	-34%	-33%	2%
Sum of Total Benefits	\$ 8,242,845	\$ 5,381,659	\$ 5,891,893	-35%	-29%	9%
Sum of Total Program Costs (2013\$)	\$ 1,498,678	\$ 991,735	\$ 991,735	-34%	-34%	0%
Sum of Total Resource Costs (2013\$)	\$ 1,672,362	\$ 991,735	\$ 991,735	-41%	-41%	0%
Sum of Benefit Cost Ratio	4.93	5.43	5.94	10%	21%	9%

Initiative	Residential Consumer Products
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	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)	1,571	826	827	-47%	-47%	0%
Sum of Energy (Lifetime MWh)	13,112	6,580	6,584	-50%	-50%	0%
Sum of Total Benefits	\$ 1,788,214	\$ 908,382	\$ 908,855	-49%	-49%	0%
Sum of Total Program Costs (2013\$)	\$ 483,526	\$ 330,725	\$ 330,725	-32%	-32%	0%
Sum of Total Resource Costs (2013\$)	\$ 660,776	\$ 330,725	\$ 330,725	-50%	-50%	0%
Sum of Benefit Cost Ratio	2.71	2.75	2.75	1%	2%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Low-Income Whole House Program Detail: Plan-Year Analysis (2013\$)

Core Initiative Table 3

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013
Initiative	Low-Income New Construction

	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated	
Sum of Energy (annual MWh)		18	137	110	675%	524%	-19%
Sum of Energy (Lifetime MWh)		172	1,819	1,527	957%	787%	-16%
Sum of Total Benefits	\$	664,916	\$ 1,420,928	\$ 1,380,007	114%	108%	-3%
Sum of Total Program Costs (2013\$)	\$	50,087	\$ 50,016	\$ 50,016	0%	0%	0%
Sum of Total Resource Costs (2013\$)	\$	50,087	\$ 109,930	\$ 109,930	119%	119%	0%
Sum of Benefit Cost Ratio		13.28	12.93	12.55	-3%	-5%	-3%

Initiative	Low-Income Single Family Retrofit
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	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated	
Sum of Energy (annual MWh)		872	1,219	1,349	40%	55%	11%
Sum of Energy (Lifetime MWh)		8,819	11,104	12,065	26%	37%	9%
Sum of Total Benefits	\$	10,058,029	\$ 7,444,729	\$ 7,852,944	-26%	-22%	5%
Sum of Total Program Costs (2013\$)	\$	2,646,865	\$ 2,188,588	\$ 2,188,588	-17%	-17%	0%
Sum of Total Resource Costs (2013\$)	\$	2,646,865	\$ 2,188,588	\$ 2,188,588	-17%	-17%	0%
Sum of Benefit Cost Ratio		3.80	3.40	3.59	-10%	-6%	5%

Initiative	Low-Income Multi-Family Retrofit
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	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated	
Sum of Energy (annual MWh)		437	341	369	-22%	-16%	8%
Sum of Energy (Lifetime MWh)		2,308	3,443	3,645	49%	58%	6%
Sum of Total Benefits	\$	1,563,567	\$ 1,131,273	\$ 1,174,968	-28%	-25%	4%
Sum of Total Program Costs (2013\$)	\$	505,750	\$ 411,296	\$ 411,296	-19%	-19%	0%
Sum of Total Resource Costs (2013\$)	\$	506,275	\$ 411,296	\$ 411,296	-19%	-19%	0%
Sum of Benefit Cost Ratio		3.09	2.75	2.86	-11%	-8%	4%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

C&I Programs Detail: Plan-Year Analysis (2013\$)

Core Initiative Table 4

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013
Initiative	C&I New Construction

	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)	7,664	7,153	7,182	-7%	-6%	0%
Sum of Energy (Lifetime MWh)	86,578	77,724	77,739	-10%	-10%	0%
Sum of Total Benefits	\$ 14,427,174	\$ 14,478,377	\$ 13,952,483	0%	-3%	-4%
Sum of Total Program Costs (2013\$)	\$ 2,225,948	\$ 2,040,098	\$ 2,040,098	-8%	-8%	0%
Sum of Total Resource Costs (2013\$)	\$ 2,383,566	\$ 2,776,791	\$ 2,776,791	16%	16%	0%
Sum of Benefit Cost Ratio	6.05	5.21	5.02	-14%	-17%	-4%

Initiative	C&I Retrofit
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	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)	8,710	2,138	2,140	-75%	-75%	0%
Sum of Energy (Lifetime MWh)	100,666	28,217	28,267	-72%	-72%	0%
Sum of Total Benefits	\$ 18,485,206	\$ 6,241,984	\$ 6,172,784	-66%	-67%	-1%
Sum of Total Program Costs (2013\$)	\$ 7,206,668	\$ 1,357,209	\$ 1,357,209	-81%	-81%	0%
Sum of Total Resource Costs (2013\$)	\$ 7,590,578	\$ 2,196,480	\$ 2,196,480	-71%	-71%	0%
Sum of Benefit Cost Ratio	2.44	2.84	2.81	17%	15%	-1%

Initiative	C&I Direct Install
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	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)	7,791	4,317	4,317	-45%	-45%	0%
Sum of Energy (Lifetime MWh)	79,176	53,988	53,988	-32%	-32%	0%
Sum of Total Benefits	\$ 14,308,997	\$ 10,700,445	\$ 10,700,614	-25%	-25%	0%
Sum of Total Program Costs (2013\$)	\$ 4,032,036	\$ 3,147,384	\$ 3,147,384	-22%	-22%	0%
Sum of Total Resource Costs (2013\$)	\$ 4,512,872	\$ 3,577,397	\$ 3,577,397	-21%	-21%	0%
Sum of Benefit Cost Ratio	3.17	2.99	2.99	-6%	-6%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Residential Whole House Program Detail: Three-Year Analysis (2013\$)

Core Initiative Table 5

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	Residential New Construction & Major Renovation
2013	
Planned	
Sum of Energy (annual MWh)	358
Sum of Energy (Lifetime MWh)	3,853
Sum of Total Benefits	\$ 1,017,533
Sum of Total Program Costs (2013\$)	\$ 509,826
Sum of Total Resource Costs (2013\$)	\$ 606,626
Sum of Benefit Cost Ratio	1.68
Evaluated	
Sum of Energy (annual MWh)	337
Sum of Energy (Lifetime MWh)	4,378
Sum of Total Benefits	\$ 1,625,546
Sum of Total Program Costs (2013\$)	252,603
Sum of Total Resource Costs (2013\$)	338,388
Sum of Benefit Cost Ratio	4.80
2014	
Planned	
Sum of Energy (annual MWh)	281
Sum of Energy (Lifetime MWh)	3,508
Sum of Total Benefits	\$ 965,410
Sum of Total Program Costs (2013\$)	\$ 499,778
Sum of Total Resource Costs (2013\$)	\$ 653,309
Sum of Benefit Cost Ratio	1.48
2015	
Planned	
Sum of Energy (annual MWh)	231
Sum of Energy (Lifetime MWh)	3,069
Sum of Total Benefits	\$ 942,705
Sum of Total Program Costs (2013\$)	\$ 520,301
Sum of Total Resource Costs (2013\$)	\$ 723,827
Sum of Benefit Cost Ratio	1.30
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Residential New Construction & Major Renovation
Sum of Energy (annual MWh)	850
Sum of Energy (Lifetime MWh)	10,955
Sum of Total Benefits	\$ 3,533,662
Sum of Total Program Costs (2013\$)	\$ 1,272,681
Sum of Total Resource Costs (2013\$)	\$ 1,715,525
Sum of Benefit Cost Ratio	2.06

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	Residential Multi-Family Retrofit
2013	
Planned	
Sum of Energy (annual MWh)	526
Sum of Energy (Lifetime MWh)	7,061
Sum of Total Benefits	\$ 2,307,907
Sum of Total Program Costs (2013\$)	\$ 376,451
Sum of Total Resource Costs (2013\$)	\$ 376,451
Sum of Benefit Cost Ratio	6.13
Evaluated	
Sum of Energy (annual MWh)	284
Sum of Energy (Lifetime MWh)	4,718
Sum of Total Benefits	\$ 754,288
Sum of Total Program Costs (2013\$)	333,936
Sum of Total Resource Costs (2013\$)	333,936
Sum of Benefit Cost Ratio	2.26
2014	
Planned	
Sum of Energy (annual MWh)	1,236
Sum of Energy (Lifetime MWh)	21,111
Sum of Total Benefits	\$ 5,546,329
Sum of Total Program Costs (2013\$)	\$ 618,828
Sum of Total Resource Costs (2013\$)	\$ 618,828
Sum of Benefit Cost Ratio	8.96
2015	
Planned	
Sum of Energy (annual MWh)	1,250
Sum of Energy (Lifetime MWh)	21,197
Sum of Total Benefits	\$ 5,567,921
Sum of Total Program Costs (2013\$)	\$ 604,636
Sum of Total Resource Costs (2013\$)	\$ 604,636
Sum of Benefit Cost Ratio	9.21
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Residential Multi-Family Retrofit
Sum of Energy (annual MWh)	2,770
Sum of Energy (Lifetime MWh)	47,026
Sum of Total Benefits	\$ 11,868,538
Sum of Total Program Costs (2013\$)	\$ 1,557,401
Sum of Total Resource Costs (2013\$)	\$ 1,557,401
Sum of Benefit Cost Ratio	7.62

Residential Whole House Program Detail: Three-Year Analysis (2013\$)

Core Initiative Table 5

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	Residential Home Energy Services
2013	
Planned	
Sum of Energy (annual MWh)	3,711
Sum of Energy (Lifetime MWh)	42,100
Sum of Total Benefits	\$ 49,637,325
Sum of Total Program Costs (2013\$)	\$ 8,649,056
Sum of Total Resource Costs (2013\$)	\$ 9,903,686
Sum of Benefit Cost Ratio	5.01
Evaluated	
Sum of Energy (annual MWh)	5,271
Sum of Energy (Lifetime MWh)	43,300
Sum of Total Benefits	\$ 54,469,390
Sum of Total Program Costs (2013\$)	12,226,008
Sum of Total Resource Costs (2013\$)	14,211,003
Sum of Benefit Cost Ratio	3.83
2014	
Planned	
Sum of Energy (annual MWh)	3,764
Sum of Energy (Lifetime MWh)	44,718
Sum of Total Benefits	\$ 52,523,995
Sum of Total Program Costs (2013\$)	\$ 9,211,543
Sum of Total Resource Costs (2013\$)	\$ 10,547,913
Sum of Benefit Cost Ratio	4.98
2015	
Planned	
Sum of Energy (annual MWh)	3,757
Sum of Energy (Lifetime MWh)	47,326
Sum of Total Benefits	\$ 57,566,766
Sum of Total Program Costs (2013\$)	\$ 9,744,860
Sum of Total Resource Costs (2013\$)	\$ 11,151,498
Sum of Benefit Cost Ratio	5.16
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Residential Home Energy Services
Sum of Energy (annual MWh)	12,791
Sum of Energy (Lifetime MWh)	135,343
Sum of Total Benefits	\$ 164,560,151
Sum of Total Program Costs (2013\$)	\$ 31,182,411
Sum of Total Resource Costs (2013\$)	\$ 35,910,414
Sum of Benefit Cost Ratio	4.58

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	Residential Behavior/Feedback Program
2013	
Planned	
Sum of Energy (annual MWh)	182
Sum of Energy (Lifetime MWh)	182
Sum of Total Benefits	\$ 22,028
Sum of Total Program Costs (2013\$)	\$ 22,000
Sum of Total Resource Costs (2013\$)	\$ 22,000
Sum of Benefit Cost Ratio	1.00
Evaluated	
Sum of Energy (annual MWh)	-
Sum of Energy (Lifetime MWh)	-
Sum of Total Benefits	\$ -
Sum of Total Program Costs (2013\$)	-
Sum of Total Resource Costs (2013\$)	-
Sum of Benefit Cost Ratio	#DIV/0!
2014	
Planned	
Sum of Energy (annual MWh)	444
Sum of Energy (Lifetime MWh)	444
Sum of Total Benefits	\$ 43,608
Sum of Total Program Costs (2013\$)	\$ 42,810
Sum of Total Resource Costs (2013\$)	\$ 42,810
Sum of Benefit Cost Ratio	1.02
2015	
Planned	
Sum of Energy (annual MWh)	699
Sum of Energy (Lifetime MWh)	699
Sum of Total Benefits	\$ 67,450
Sum of Total Program Costs (2013\$)	\$ 62,478
Sum of Total Resource Costs (2013\$)	\$ 62,478
Sum of Benefit Cost Ratio	1.08
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Residential Behavior/Feedback Program
Sum of Energy (annual MWh)	1,143
Sum of Energy (Lifetime MWh)	1,143
Sum of Total Benefits	\$ 111,058
Sum of Total Program Costs (2013\$)	\$ 105,288
Sum of Total Resource Costs (2013\$)	\$ 105,288
Sum of Benefit Cost Ratio	1.05

Residential Products Program Detail: Three-Year Analysis (2013\$)

Core Initiative Table 6

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	Residential Cooling & Heating Equipment
2013	
Planned	
Sum of Energy (annual MWh)	671
Sum of Energy (Lifetime MWh)	9,053
Sum of Total Benefits	\$ 1,501,716
Sum of Total Program Costs (2013\$)	\$ 643,974
Sum of Total Resource Costs (2013\$)	\$ 1,110,345
Sum of Benefit Cost Ratio	1.35
Evaluated	
Sum of Energy (annual MWh)	1,091
Sum of Energy (Lifetime MWh)	16,811
Sum of Total Benefits	\$ 2,394,057
Sum of Total Program Costs (2013\$)	1,012,407
Sum of Total Resource Costs (2013\$)	1,466,906
Sum of Benefit Cost Ratio	1.63
2014	
Planned	
Sum of Energy (annual MWh)	834
Sum of Energy (Lifetime MWh)	11,133
Sum of Total Benefits	\$ 1,715,737
Sum of Total Program Costs (2013\$)	\$ 739,521
Sum of Total Resource Costs (2013\$)	\$ 1,253,661
Sum of Benefit Cost Ratio	1.37
2015	
Planned	
Sum of Energy (annual MWh)	942
Sum of Energy (Lifetime MWh)	12,326
Sum of Total Benefits	\$ 1,987,924
Sum of Total Program Costs (2013\$)	\$ 875,894
Sum of Total Resource Costs (2013\$)	\$ 1,454,365
Sum of Benefit Cost Ratio	1.37
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Residential Cooling & Heating Equipment
Sum of Energy (annual MWh)	2,867
Sum of Energy (Lifetime MWh)	40,271
Sum of Total Benefits	\$ 6,097,718
Sum of Total Program Costs (2013\$)	\$ 2,627,821
Sum of Total Resource Costs (2013\$)	\$ 4,174,932
Sum of Benefit Cost Ratio	1.46

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	Residential Lighting
2013	
Planned	
Sum of Energy (annual MWh)	9,157
Sum of Energy (Lifetime MWh)	59,784
Sum of Total Benefits	\$ 8,242,845
Sum of Total Program Costs (2013\$)	\$ 1,498,678
Sum of Total Resource Costs (2013\$)	\$ 1,672,362
Sum of Benefit Cost Ratio	4.93
Evaluated	
Sum of Energy (annual MWh)	5,349
Sum of Energy (Lifetime MWh)	40,099
Sum of Total Benefits	\$ 5,891,893
Sum of Total Program Costs (2013\$)	991,735
Sum of Total Resource Costs (2013\$)	991,735
Sum of Benefit Cost Ratio	5.94
2014	
Planned	
Sum of Energy (annual MWh)	8,178
Sum of Energy (Lifetime MWh)	55,977
Sum of Total Benefits	\$ 7,451,930
Sum of Total Program Costs (2013\$)	\$ 1,464,195
Sum of Total Resource Costs (2013\$)	\$ 1,815,265
Sum of Benefit Cost Ratio	4.11
2015	
Planned	
Sum of Energy (annual MWh)	8,113
Sum of Energy (Lifetime MWh)	57,629
Sum of Total Benefits	\$ 7,656,943
Sum of Total Program Costs (2013\$)	\$ 1,493,260
Sum of Total Resource Costs (2013\$)	\$ 2,019,575
Sum of Benefit Cost Ratio	3.79
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Residential Lighting
Sum of Energy (annual MWh)	21,640
Sum of Energy (Lifetime MWh)	153,705
Sum of Total Benefits	\$ 21,000,766
Sum of Total Program Costs (2013\$)	\$ 3,949,191
Sum of Total Resource Costs (2013\$)	\$ 4,826,575
Sum of Benefit Cost Ratio	4.35

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	Residential Consumer Products
2013	
Planned	
Sum of Energy (annual MWh)	1,571
Sum of Energy (Lifetime MWh)	13,112
Sum of Total Benefits	\$ 1,788,214
Sum of Total Program Costs (2013\$)	\$ 483,526
Sum of Total Resource Costs (2013\$)	\$ 660,776
Sum of Benefit Cost Ratio	2.71
Evaluated	
Sum of Energy (annual MWh)	827
Sum of Energy (Lifetime MWh)	6,584
Sum of Total Benefits	\$ 908,855
Sum of Total Program Costs (2013\$)	330,725
Sum of Total Resource Costs (2013\$)	330,725
Sum of Benefit Cost Ratio	2.75
2014	
Planned	
Sum of Energy (annual MWh)	1,722
Sum of Energy (Lifetime MWh)	14,216
Sum of Total Benefits	\$ 1,827,150
Sum of Total Program Costs (2013\$)	\$ 489,576
Sum of Total Resource Costs (2013\$)	\$ 681,296
Sum of Benefit Cost Ratio	2.68
2015	
Planned	
Sum of Energy (annual MWh)	1,705
Sum of Energy (Lifetime MWh)	13,980
Sum of Total Benefits	\$ 1,795,591
Sum of Total Program Costs (2013\$)	\$ 477,550
Sum of Total Resource Costs (2013\$)	\$ 658,027
Sum of Benefit Cost Ratio	2.73
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Residential Consumer Products
Sum of Energy (annual MWh)	4,254
Sum of Energy (Lifetime MWh)	34,781
Sum of Total Benefits	\$ 4,531,596
Sum of Total Program Costs (2013\$)	\$ 1,297,852
Sum of Total Resource Costs (2013\$)	\$ 1,670,048
Sum of Benefit Cost Ratio	2.71

Low-Income Whole House Program Detail: Three-Year Analysis (2013\$)

Core Initiative Table 7

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	Low-Income New Construction
2013	
Planned	
Sum of Energy (annual MWh)	18
Sum of Energy (Lifetime MWh)	172
Sum of Total Benefits	\$ 664,916
Sum of Total Program Costs (2013\$)	\$ 50,087
Sum of Total Resource Costs (2013\$)	\$ 50,087
Sum of Benefit Cost Ratio	13.28
Evaluated	
Sum of Energy (annual MWh)	110
Sum of Energy (Lifetime MWh)	1,527
Sum of Total Benefits	\$ 1,380,007
Sum of Total Program Costs (2013\$)	50,016
Sum of Total Resource Costs (2013\$)	109,930
Sum of Benefit Cost Ratio	12.55
2014	
Planned	
Sum of Energy (annual MWh)	25
Sum of Energy (Lifetime MWh)	354
Sum of Total Benefits	\$ 430,668
Sum of Total Program Costs (2013\$)	\$ 54,977
Sum of Total Resource Costs (2013\$)	\$ 54,977
Sum of Benefit Cost Ratio	7.83
2015	
Planned	
Sum of Energy (annual MWh)	21
Sum of Energy (Lifetime MWh)	292
Sum of Total Benefits	\$ 376,458
Sum of Total Program Costs (2013\$)	\$ 52,915
Sum of Total Resource Costs (2013\$)	\$ 52,915
Sum of Benefit Cost Ratio	7.11
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Low-Income New Construction
Sum of Energy (annual MWh)	156
Sum of Energy (Lifetime MWh)	2,173
Sum of Total Benefits	\$ 2,187,134
Sum of Total Program Costs (2013\$)	\$ 157,908
Sum of Total Resource Costs (2013\$)	\$ 217,823
Sum of Benefit Cost Ratio	10.04

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	Low-Income Single Family Retrofit
2013	
Planned	
Sum of Energy (annual MWh)	872
Sum of Energy (Lifetime MWh)	8,819
Sum of Total Benefits	\$ 10,058,029
Sum of Total Program Costs (2013\$)	\$ 2,646,865
Sum of Total Resource Costs (2013\$)	\$ 2,646,865
Sum of Benefit Cost Ratio	3.80
Evaluated	
Sum of Energy (annual MWh)	1,349
Sum of Energy (Lifetime MWh)	12,065
Sum of Total Benefits	\$ 7,852,944
Sum of Total Program Costs (2013\$)	2,188,588
Sum of Total Resource Costs (2013\$)	2,188,588
Sum of Benefit Cost Ratio	3.59
2014	
Planned	
Sum of Energy (annual MWh)	1,012
Sum of Energy (Lifetime MWh)	9,642
Sum of Total Benefits	\$ 7,846,061
Sum of Total Program Costs (2013\$)	\$ 2,418,096
Sum of Total Resource Costs (2013\$)	\$ 2,418,096
Sum of Benefit Cost Ratio	3.24
2015	
Planned	
Sum of Energy (annual MWh)	1,171
Sum of Energy (Lifetime MWh)	11,615
Sum of Total Benefits	\$ 10,469,329
Sum of Total Program Costs (2013\$)	\$ 2,957,567
Sum of Total Resource Costs (2013\$)	\$ 2,957,567
Sum of Benefit Cost Ratio	3.54
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Low-Income Single Family Retrofit
Sum of Energy (annual MWh)	3,531
Sum of Energy (Lifetime MWh)	33,322
Sum of Total Benefits	\$ 26,168,333
Sum of Total Program Costs (2013\$)	\$ 7,564,251
Sum of Total Resource Costs (2013\$)	\$ 7,564,251
Sum of Benefit Cost Ratio	3.46

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	Low-Income Multi-Family Retrofit
2013	
Planned	
Sum of Energy (annual MWh)	437
Sum of Energy (Lifetime MWh)	2,308
Sum of Total Benefits	\$ 1,563,567
Sum of Total Program Costs (2013\$)	\$ 505,750
Sum of Total Resource Costs (2013\$)	\$ 506,275
Sum of Benefit Cost Ratio	3.09
Evaluated	
Sum of Energy (annual MWh)	369
Sum of Energy (Lifetime MWh)	3,645
Sum of Total Benefits	\$ 1,174,968
Sum of Total Program Costs (2013\$)	411,296
Sum of Total Resource Costs (2013\$)	411,296
Sum of Benefit Cost Ratio	2.86
2014	
Planned	
Sum of Energy (annual MWh)	437
Sum of Energy (Lifetime MWh)	2,307
Sum of Total Benefits	\$ 1,581,257
Sum of Total Program Costs (2013\$)	\$ 496,772
Sum of Total Resource Costs (2013\$)	\$ 497,283
Sum of Benefit Cost Ratio	3.18
2015	
Planned	
Sum of Energy (annual MWh)	455
Sum of Energy (Lifetime MWh)	2,423
Sum of Total Benefits	\$ 1,514,434
Sum of Total Program Costs (2013\$)	\$ 486,500
Sum of Total Resource Costs (2013\$)	\$ 487,057
Sum of Benefit Cost Ratio	3.11
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Low-Income Multi-Family Retrofit
Sum of Energy (annual MWh)	1,261
Sum of Energy (Lifetime MWh)	8,374
Sum of Total Benefits	\$ 4,270,659
Sum of Total Program Costs (2013\$)	\$ 1,394,569
Sum of Total Resource Costs (2013\$)	\$ 1,395,636
Sum of Benefit Cost Ratio	3.06

C&I New Construction and C&I Retrofit Programs Detail: Three-Year Analysis (2013\$)

Core Initiative Table 8

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	C&I New Construction
2013	
Planned	
Sum of Energy (annual MWh)	7,664
Sum of Energy (Lifetime MWh)	86,578
Sum of Total Benefits	\$ 14,427,174
Sum of Total Program Costs (2013\$)	\$ 2,225,948
Sum of Total Resource Costs (2013\$)	\$ 2,383,566
Sum of Benefit Cost Ratio	6.05
Evaluated	
Sum of Energy (annual MWh)	7,182
Sum of Energy (Lifetime MWh)	77,739
Sum of Total Benefits	\$ 13,952,483
Sum of Total Program Costs (2013\$)	2,040,098
Sum of Total Resource Costs (2013\$)	2,776,791
Sum of Benefit Cost Ratio	5.02
2014	
Planned	
Sum of Energy (annual MWh)	6,748
Sum of Energy (Lifetime MWh)	77,419
Sum of Total Benefits	\$ 12,418,626
Sum of Total Program Costs (2013\$)	\$ 1,955,144
Sum of Total Resource Costs (2013\$)	\$ 2,095,979
Sum of Benefit Cost Ratio	5.92
2015	
Planned	
Sum of Energy (annual MWh)	6,235
Sum of Energy (Lifetime MWh)	72,284
Sum of Total Benefits	\$ 11,750,445
Sum of Total Program Costs (2013\$)	\$ 1,810,401
Sum of Total Resource Costs (2013\$)	\$ 1,935,471
Sum of Benefit Cost Ratio	6.07
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	C&I New Construction
Sum of Energy (annual MWh)	20,165
Sum of Energy (Lifetime MWh)	227,442
Sum of Total Benefits	\$ 38,121,555
Sum of Total Program Costs (2013\$)	\$ 5,805,642
Sum of Total Resource Costs (2013\$)	\$ 6,808,241
Sum of Benefit Cost Ratio	5.60

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	C&I Retrofit
2013	
Planned	
Sum of Energy (annual MWh)	8,710
Sum of Energy (Lifetime MWh)	100,666
Sum of Total Benefits	\$ 18,485,206
Sum of Total Program Costs (2013\$)	\$ 7,206,668
Sum of Total Resource Costs (2013\$)	\$ 7,590,578
Sum of Benefit Cost Ratio	2.44
Evaluated	
Sum of Energy (annual MWh)	2,140
Sum of Energy (Lifetime MWh)	28,267
Sum of Total Benefits	\$ 6,172,784
Sum of Total Program Costs (2013\$)	1,357,209
Sum of Total Resource Costs (2013\$)	2,196,480
Sum of Benefit Cost Ratio	2.81
2014	
Planned	
Sum of Energy (annual MWh)	6,154
Sum of Energy (Lifetime MWh)	67,326
Sum of Total Benefits	\$ 12,558,371
Sum of Total Program Costs (2013\$)	\$ 2,377,581
Sum of Total Resource Costs (2013\$)	\$ 2,751,106
Sum of Benefit Cost Ratio	4.56
2015	
Planned	
Sum of Energy (annual MWh)	6,154
Sum of Energy (Lifetime MWh)	67,240
Sum of Total Benefits	\$ 12,551,862
Sum of Total Program Costs (2013\$)	\$ 2,330,336
Sum of Total Resource Costs (2013\$)	\$ 2,693,758
Sum of Benefit Cost Ratio	4.66
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	C&I Retrofit
Sum of Energy (annual MWh)	14,449
Sum of Energy (Lifetime MWh)	162,833
Sum of Total Benefits	\$ 31,283,017
Sum of Total Program Costs (2013\$)	\$ 6,065,126
Sum of Total Resource Costs (2013\$)	\$ 7,641,344
Sum of Benefit Cost Ratio	4.09

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Initiative	C&I Direct Install
2013	
Planned	
Sum of Energy (annual MWh)	7,791
Sum of Energy (Lifetime MWh)	79,176
Sum of Total Benefits	\$ 14,308,997
Sum of Total Program Costs (2013\$)	\$ 4,032,036
Sum of Total Resource Costs (2013\$)	\$ 4,512,872
Sum of Benefit Cost Ratio	3.17
Evaluated	
Sum of Energy (annual MWh)	4,317
Sum of Energy (Lifetime MWh)	53,988
Sum of Total Benefits	\$ 10,700,614
Sum of Total Program Costs (2013\$)	3,147,384
Sum of Total Resource Costs (2013\$)	3,577,397
Sum of Benefit Cost Ratio	2.99
2014	
Planned	
Sum of Energy (annual MWh)	7,544
Sum of Energy (Lifetime MWh)	75,770
Sum of Total Benefits	\$ 12,930,389
Sum of Total Program Costs (2013\$)	\$ 3,900,873
Sum of Total Resource Costs (2013\$)	\$ 4,368,703
Sum of Benefit Cost Ratio	2.96
2015	
Planned	
Sum of Energy (annual MWh)	7,544
Sum of Energy (Lifetime MWh)	75,185
Sum of Total Benefits	\$ 12,840,840
Sum of Total Program Costs (2013\$)	\$ 3,815,424
Sum of Total Resource Costs (2013\$)	\$ 4,270,600
Sum of Benefit Cost Ratio	3.01
Three-Year Total	
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	C&I Direct Install
Sum of Energy (annual MWh)	19,405
Sum of Energy (Lifetime MWh)	204,942
Sum of Total Benefits	\$ 36,471,842
Sum of Total Program Costs (2013\$)	\$ 10,863,681
Sum of Total Resource Costs (2013\$)	\$ 12,216,700
Sum of Benefit Cost Ratio	2.99

Greenhouse Gas Emission Reductions: Plan-Year Analysis

GHG Table 1

GHG reductions are provided for information purposes only. They are not included in the TRC test.

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	CLC
Year	2013

	Sum of Energy (Annual MWh)	Sum of Annual Avoided Natural Gas, Therms	Sum of Annual Oil (MMBTU)	Annual Emissions Reductions (Short Tons)		
				NO _x	SO ₂	CO ₂
Planned	41,669	71,742	40,678	10.0	26.3	21,515
Residential	16,176	125,624	27,338	3.9	10.2	8,417
Low-Income	1,327	12	11,611	0.3	0.8	686
Commercial & Industrial	24,166	(53,894)	1,728	5.8	15.2	12,412
Evaluated	28,625	300,043	45,211	6.9	18.1	14,942
Residential	13,159	260,473	36,140	3.2	8.3	6,950
Low-Income	1,828	11,471	5,897	0.4	1.2	950
Commercial & Industrial	13,639	28,100	3,175	3.3	8.6	7,042

Planned v Evaluated: (Eval - Plan) / Plan	Sum of Energy (Annual MWh)	Sum of Annual Avoided Natural Gas, Therms	Sum of Annual Oil (MMBTU)	Annual Emissions Reductions (Short Tons)		
				NO _x	SO ₂	CO ₂
2013-2015 Total	-31%	318%	11%	-31%	-31%	-31%
Residential	-19%	107%	32%	-19%	-19%	-17%
Low-Income	38%	95492%	-49%	38%	38%	38%
Commercial & Industrial	-44%	-152%	84%	-44%	-44%	-43%

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

Greenhouse Gas Emission Reductions for the Three-Year Term

GHG Table 2

GHG reductions are provided for information purposes only. They are not included in the TRC test.

Date of Filing		June 20, 2014					
Distribution Company		Electric					
Program Administrator		CLC					
				Annual Emissions Reductions (Short Tons)			
	Sum of Energy (Annual MWh)	Sum of Annual Avoided Natural Gas, Therms	Sum of Annual Oil (MMBTU)	NO _x	SO ₂	CO ₂	
2013							
Planned	41,669	71,742	40,678	10.0	26.3	21,515	
Residential	16,176	125,624	27,338	3.9	10.2	8,417	
Low-Income	1,327	12	11,611	0.3	0.8	686	
Commercial & Industrial	24,166	(53,894)	1,728	5.8	15.2	12,412	
Evaluated	28,625	300,043	45,211	6.9	18.1	14,942	
Residential	13,159	260,473	36,140	3.2	8.3	6,950	
Low-Income	1,828	11,471	5,897	0.4	1.2	950	
Commercial & Industrial	13,639	28,100	3,175	3.3	8.6	7,042	
2014							
Planned	38,379	89,501	39,939	9.2	24.2	19,831	
Residential	16,458	137,391	29,876	4.0	10.4	8,570	
Low-Income	1,474	16	8,365	0.4	0.9	761	
Commercial & Industrial	20,447	(47,907)	1,698	4.9	12.9	10,500	
2015							
Planned	38,276	96,075	45,335	9.2	24.1	19,784	
Residential	16,696	142,088	32,738	4.0	10.5	8,696	
Low-Income	1,647	20	10,898	0.4	1.0	851	
Commercial & Industrial	19,934	(46,033)	1,698	4.8	12.6	10,237	
				Annual Emissions Reductions (Short Tons)			
Greenhouse Gas Emission Reductions for the Three-Year Term: Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Sum of Energy (Annual MWh)	Sum of Annual Avoided Natural Gas, Therms	Sum of Annual Oil (MMBTU)	NO _x	SO ₂	CO ₂	
2013-2015 Total	105,281	485,619	130,485	25	66	54,557	
Residential	46,313	539,952	98,754	11	29	24,216	
Low-Income	4,948	11,507	25,160	1	3	2,562	
Commercial & Industrial	54,019	(65,840)	6,572	13	34	27,780	

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

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APPENDIX 1
SIGNIFICANT CORE INITIATIVE VARIANCES &
COST-EFFECTIVENESS

I. Residential Programs

Residential Whole House

For the Residential Whole House program, the 2013 actual benefit-cost ratio is 3.82, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 4.58.

1. Residential New Construction & Major Renovation

a. Significant Variances

For this initiative in 2013, the actual expenditures were significantly lower than the planned budget. In 2013, more electrically heated units participated in the initiative, which led to more heating and hot water savings per unit than originally planned. As a result, the Compact exceeded the savings and benefits goals at roughly half the expected cost. The Cape Light Compact has a history of significant variances between planned and actual costs, savings, and benefits for its Residential New Construction initiative. This is due to the relatively small number of participants and the difficulty in predicting participant decisions in this initiative. There is a wide variation in savings and benefits achieved by home, and the choices made by participants impact the initiative greatly.

The Compact does not plan to make any changes to the initiative at this time. The Compact is on track to achieve its savings and benefits goals by the end of the three-year term and the savings and benefits goals were achieved at a lower cost of saved energy for 2013.

b. Program Cost-Effectiveness

For the Residential New Construction & Major Renovation initiative, the 2013 actual benefit-cost ratio is 4.80, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 2.06.

2. Residential Multi-Family

a. Significant Variances

For this initiative in 2013, the actual lifetime savings and total benefits were significantly lower than the planned lifetime savings and total benefits. This year, one project accounted for over forty percent of the participating units. This project only addressed ventilation in 2013, resulting in lower savings and benefits per unit than planned. Other than this large effort, a limited number of customers participated in this initiative in 2013. As such, fewer opportunities for lighting retrofits and very few weatherization jobs were identified. Therefore, the savings and the benefits were lower than expected.

In response to the above variances, the Compact plans to recruit more units needing weatherization through more vendor outreach during 2014 and 2015 to achieve greater savings

and benefits. The Compact does not believe these variances will affect its ability to achieve its savings and/or benefits goals by the end of the three-year term.

b. Program Cost-Effectiveness

For the Residential Multi-Family initiative, the 2013 actual benefit-cost ratio is 2.26, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 7.62.

3. Residential Home Energy Services

a. Significant Variances

For this initiative in 2013, the actual expenditures were significantly higher than the planned budget. The Compact spent approximately 40% more than planned on this initiative due to the enhanced incentives for Efficient Neighborhoods +SM.³ In reviewing the methodology for available census block groups for this initiative, it was determined that the Cape Light Compact's census blocks did not enable the Compact to identify and target customers in the desired income categories of 61-100% of state median income. As a result, the governing board chose to allow all towns to participate, but required income verification. The Compact experienced more participation than was originally expected as a result of allowing all towns to participate.

The Compact does not plan to make any changes to the initiative's design or implementation. The Efficient Neighborhoods +SM effort for the Cape Light Compact spanned two years, and, as such, this effort will near completion in August 2014. The Compact does not believe these variances will affect its ability to achieve its savings and/or benefits goals by the end of the three-year term.

b. Program Cost-Effectiveness

For the Residential Home Energy Services initiative, the 2013 actual benefit-cost ratio is 3.83, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 4.58.

4. Residential Behavior/Feedback

a. Significant Variances

For this initiative in 2013, the actual expenditures, lifetime savings, and total benefits were significantly lower than the planned budget, lifetime savings, and total benefits. During 2013, the Cape Light Compact issued an request for proposals for a vendor to implement a behavior/feedback initiative that provides more real-time access to electric usage. This effort is planned to launch in mid-2014 with the chosen vendor. Therefore, a Behavior/Feedback

³ More information on the Efficient Neighborhoods +SM is available in the Statewide Three-Year Electric and Gas Energy Efficiency Plan at 171 of 274.

initiative was not offered to customers in 2013. No expenditures were made and no savings or benefits were experienced during 2013.

In response to the above variances, the Compact plans to implement the initiative in 2014 and 2015 to achieve the planned savings. The Compact does not believe these variances will affect its ability to achieve its savings and/or benefits goals by the end of the three-year term.

b. Program Cost-Effectiveness

A Residential Behavior/Feedback initiative was not offered to customers in 2013; therefore there is no benefit-cost ratio to report for 2013, although the benefit-cost ratio for the three-year term is expected to be approximately 1.05, even without the initiative being implemented in 2013.

Residential Products

For the Residential Products program, the 2013 actual benefit-cost ratio is 3.30, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 2.96.

1. Residential Cooling & Heating Equipment

a. Significant Variances

For this initiative in 2013, the actual expenditures were significantly higher than the planned budget. This initiative was successful in 2013, partially due to an increase in the popularity of heat pumps and central air conditioning measures. The participation increased due to trade ally partnerships and general marketing by those trade allies to draw more customers to install measures.

The Compact does not plan to make any change to the initiative's design or implementation in response to the above variance, as the initiative is overachieving relative to plan. As a result, these variances will not affect its ability to achieve its savings and/or benefits goals by the end of the three-year term.

b. Program Cost-Effectiveness

For the Residential Cooling & Heating Equipment initiative, the 2013 actual benefit-cost ratio is 1.63, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 1.46.

2. Residential Lighting

a. Significant Variances

For this initiative in 2013, the actual expenditures, lifetime savings, and total benefits were significantly lower than the planned budget, lifetime savings, and total benefits. In this initiative,

the majority of the measures are sold upstream in retail. Agreements with retailers and manufacturers regarding the upstream measures are finalized by the beginning of the year. For the 2013 program year, agreements were finalized prior to the Department's approval of the 2013-2015 Three-Year Plan, which occurred on January 31, 2013.

As part of the 2013-2015 Three-Year Plan, the Compact requested that the Department allow municipal aggregators to have a calendar Energy Efficiency Surcharge ("EES") to address unique borrowing challenges. While the Department granted this request as part of its order approving the 2013-2015 Three-Year Plan (D.P.U. 12-100 through D.P.U. 12-111, at 125, footnote 106), the Compact was only able to enter into upstream agreements with the funds available at the time the agreements were made (early 2013); these funds were lower than planned since the Department's order had not yet been issued.

In response to the above variances, the Compact signed agreements in 2014 to compensate for the under-performance in 2013 and to achieve savings in 2014. It is anticipated that the savings and costs will be in-line with the three-year goals. The Compact does not believe these variances will affect its ability to achieve its savings and/or benefits goals by the end of the three-year term.

b. Program Cost-Effectiveness

For the Residential Lighting initiative, the 2013 actual benefit-cost ratio is 5.94, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 4.35.

3. Residential Consumer Products

a. Significant Variances

For this initiative in 2013, the actual expenditures, lifetime savings, and total benefits were significantly lower than the planned budget, lifetime savings, and total benefits. During the 2013-2015 Three-Year Plan planning process, it was anticipated that higher tier products such as Top Ten⁴ refrigerators and freezers would constitute the bulk of the initiative's efforts; however, those planned numbers were not met. In contrast, televisions and standard efficiency refrigerators exceeded expectations. However, these measures were not able to make up the shortfall in expenditures, savings, and benefits.

The Compact does not plan to make changes to the initiative's design or implementation at this time. The additional savings and benefits from the other Residential Products initiatives are offsetting the shortfall in expenditures, savings, and benefits in this initiative, and if this trend continues, it is likely that the Compact will move budget from this initiative to those initiatives. The Compact does not believe these variances will affect its ability to achieve its savings and/or benefits goals by the end of the three-year term.

⁴ More information on Top Ten products is available in the Statewide Three-Year Electric and Gas Energy Efficiency Plan at 151 of 274.

b. Program Cost-Effectiveness

For the Residential Consumer Products initiative, the 2013 actual benefit-cost ratio is 2.75, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 2.71.

II. Low-Income Programs

Despite lower than expected spending in the low-income sector for 2013 (the 2013 actual low-income expenditures were 18% lower than the 2013 planned low-income budget), the Compact's low-income expenditures for 2013 remained significant, representing 11% of the total 2013 expenditures. Similarly, the Compact's low-income budget for the full three-year term is 12% of the three-year total budget, including actual 2013 expenditures. Therefore, the Compact continues to meet the statutory requirement that spending on low-income programs represent at least 10% of the total amount expended on electric energy efficiency programs.

Low-Income Whole House

For the Low-Income Whole House program, the 2013 actual benefit-cost ratio is 3.84, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 3.55.

1. Low-Income New Construction

a. Significant Variances

There are no significant variances to report for this initiative.

b. Program Cost-Effectiveness

For the Low-Income New Construction initiative, the 2013 actual benefit-cost ratio is 12.55, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 10.04.

2. Low-Income Single Family Retrofit

a. Significant Variances

For this initiative in 2013, the actual expenditures and total benefits were significantly lower than the planned budget and total benefits. Note that savings increased for 2013 relative to plan. For this initiative, efforts were made to address all eligible customers, which yielded a greater number of audits, lighting, and refrigerators than originally planned. While more customers were served, less weatherization work was completed than anticipated, which typically provides greater benefits (especially non-electric impacts including oil benefits) but at a higher cost than non-weatherization measures. Therefore, the decrease in weatherization work more than offset the increase in audits, lighting, and refrigerator measures, which led to expenditures being lower than the budget and benefits being lower than goal. The savings exceeded the goal as the cost of saved energy for lighting and refrigerator measures is lower than for weatherization projects.

The Compact does not plan to any changes to this initiative in response to the above variances, as the cost of saved energy was lower than planned and the Compact realized greater savings for the budget it spent. The Compact does not believe these variances will affect its ability to achieve its savings and/or benefits goals by the end of the three-year term.

b. Program Cost-Effectiveness

For the Low-Income Single Family Retrofit initiative, the 2013 actual benefit-cost ratio is 3.59, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 3.46.

3. Low-Income Multi-Family Retrofit

a. Significant Variances

For this initiative in 2013, the actual expenditures and total benefits were significantly lower than the planned budget and total benefits. Note that savings increased in 2013 relative to plan. In 2013, this initiative had a full pipeline for projects, but there were a few projects that could not be completed. Therefore, the budget was not fully expended. As some of these projects involved weatherization work, which typically provides greater benefits, the Compact also did not achieve the benefits target. Specifically, almost a quarter of total benefits were expected to come from oil weatherization projects. Instead, a greater percentage of benefits were provided through refrigeration measures. Refrigeration measures also provide more electric savings than oil weatherization projects, which explains why the Compact exceeded its electric savings target.

While the Compact does not control the timetables for these projects, the vendor is making efforts to keep the pipeline full for 2014 and 2015. Specifically, the vendor is expected to more closely monitor projects to better understand completion schedules, in response to the above variances. The Compact does not believe these variances will affect its ability to achieve its savings and/or benefits goals by the end of the three-year term.

b. Program Cost-Effectiveness

For the Low-Income Multi-Family Retrofit initiative, the 2013 actual benefit-cost ratio is 2.86, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 3.06.

III. Commercial Programs

C&I New Construction

a. Significant Variances

There are no significant variances to report for this program.

b. Program Cost-Effectiveness

For the C&I New Construction program, the 2013 actual benefit-cost ratio is 5.02, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 5.60.

C&I Retrofit Program

For the C&I Retrofit program, the 2013 actual benefit-cost ratio is 2.92, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 3.41.

1. C&I Retrofit Initiative

a. Significant Variances

For this initiative in 2013, the actual expenditures, lifetime savings, and total benefits were significantly lower than the planned budget, lifetime savings, and total benefits. A major component planned for this initiative in 2013 was the Cape Light Compact's territory-wide implementation of its LED streetlight project. Early in 2013, during the testing phase of this project, it was decided to delay full implementation until 2014. This allowed additional time for towns to collect and process feedback from their citizenry and for more towns to sign on as participants. This change in schedule for the LED streetlight project was by far the most significant change for the 2013 C&I Retrofit initiative overall, accounting for the majority of the budget variance, half of the lifetime savings variance, and more than 40% of the benefits variance.

The Compact is not making changes to the design of the LED streetlight project as a result of the variances caused by the shift in the timeline from 2013 to 2014. The Compact expects to spend the 2013 funds earmarked for the LED streetlight project in 2014 and realize the associated planned savings and benefits in that year. As a result, the variances associated with the LED streetlight project should not affect the Compact's ability to achieve its savings or benefits goals by the end of the three-year term.

Most of the remainder of the variance in budget, savings, and benefits for the C&I Retrofit initiative is driven by lower than anticipated spending on lighting measures. It is possible that

the decrease in spending on lighting could be linked to the apparent success⁵ of the upstream lighting component of the C&I New Construction program in the same timeframe. The underspending on lighting measures most influenced the variance in the savings and benefits, and contributed less to the variance in the budget. This is due to the lower cost of saved energy for lighting measures relative to the LED streetlight project, meaning the Compact anticipated greater savings from every dollar spent on non-street lighting.

In response to the above variance for non-street lighting, the Compact plans to increase focus on account management and consider segment-based approaches, to ensure it captures greater opportunities to promote lighting, as well as other end uses, through the C&I Retrofit initiative. It has not yet been determined whether a mid-term modification will be sought for this initiative as a result of the 2013 variance.

b. Program Cost-Effectiveness

For the C&I Retrofit initiative, the 2013 actual benefit-cost ratio is 2.81, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 4.09.

2. C&I Direct Install

a. Significant Variances

For this initiative in 2013, the actual expenditures, lifetime savings, and total benefits were significantly lower than the planned budget, lifetime savings, and total benefits. A major driver of these variances was lower than anticipated participation in 2013, which in turn resulted in less spending and lower savings and benefits achieved. While fewer customers participated, the incentive cost for those who did was higher than expected (+25%). However, savings per customer were lower than expected due to changes in measure mix. Program data shows that those who did participate were less likely to have implemented HVAC, hot water, and drive measures than planned, and were more likely to have installed LED lighting. The Compact suspects that the reason for this change in measure mix can be tied both to the increasing popularity, affordability, and applicability of LED lighting over what was originally envisioned, as well as to a decrease in demand for HVAC, hot water, and drive measures as compared to prior years. In addition to this change in measure mix, the proportion of budget spent on government projects, with their higher cost of saved energy, was greater than planned in 2013. Both of these factors contributed to the higher than expected cost of saved energy, and therefore help to explain the variance in savings and benefits as compared to budget.

⁵ The upstream lighting component of the C&I New Construction program exceeded its savings and benefits goals at lower cost than expected. Any link between this success and a decrease in downstream lighting implementation is difficult to prove. However, in 2013, not only were more LED lamp models added to upstream lighting, but upstream distributors also undertook major efforts to improve sales volumes for reduced wattage fluorescent lamps through upstream channels. Both of these activities could have increased the applicability of the upstream buying option for those participants who might have otherwise gone through traditional downstream channels to upgrade their lighting by participating in the C&I Retrofit initiative.

In response to the above variances, the Compact and its direct install vendor have worked to successfully increase participation in 2014. In addition, the Compact is utilizing the Main Streets⁶ approach in an effort to increase participation among microbusinesses at a lower cost of delivery. The Compact is also testing a sector-based approach for the grocery segment in 2014 to explore the possibility of increasing savings per participant with a tailored package of measures delivered with the help of sector experts. It has not yet been determined whether a mid-term modification will be sought for this initiative as a result of the 2013 variances.

b. Program Cost-Effectiveness

For the Small C&I Direct Install initiative, the 2013 actual benefit-cost ratio is 2.99, while the benefit-cost ratio for the three-year term after accounting for actual results from 2013 is 2.99.

⁶ More information on the Main Streets model is available in the Statewide Three-Year Electric and Gas Energy Efficiency Plan at pages 197 and 206 of 274.

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APPENDIX 2
BENEFIT-COST RATIO SCREENING TOOL

Please see the CD-ROM accompanying this report for the benefit-cost ratio screening tool in Microsoft Excel format.

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APPENDIX 3
STATEWIDE TECHNICAL REFERENCE MANUAL
2013 REPORT VERSION

Please see Statewide Appendix 3, filed under separate cover.

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APPENDIX 4
STATEWIDE EVALUATION STUDIES SUMMARY

A. Table of Evaluation Studies

STUDY NAME	STUDY LOCATION AND NUMBER	FUEL
RESIDENTIAL		
Northeast Residential Lighting Hours-of-Use Study	App. 4D, Study 13-1	Gas/Electric
Massachusetts Residential New Construction Net Impacts Report	App. 4D, Study 13-2	Gas/Electric
LOW-INCOME		
Massachusetts Low Income Metering Study	App. 4D, Study 13-3	Gas/Electric
COMMERCIAL & INDUSTRIAL		
Massachusetts Combined Heat and Power Program Impact Evaluation 2011-2012	App. 4D, Study 13-4	Gas/Electric
Mid-size Customer Needs Assessment	App. 4D, Study 13-5	Gas/Electric
Impact Evaluation of the Massachusetts Upstream Lighting Program	App. 4D, Study 13-6	Electric
SPECIAL & CROSS SECTOR		
Evaluation of the Northampton Leading the Way and Powering Pittsfield Initiatives	App. 4D, Study 13-7	Gas/Electric
2013 Massachusetts Statewide Marketing Campaign Evaluation Report	App. 4D, Study 13-8	Gas/Electric
Abbreviated Review of Methods for the Draft Top-Down Modeling Methods Study	App. 4D, Study 13-9	Gas/Electric
Efficient Neighborhoods+ SM – Summary of Evaluation Results	App. 4D, Study 13-10	Gas/Electric
2013 Massachusetts Statewide COOL SMART/GasNetworks Brand Assessment	App. 4D, Study 13-11	Gas/Electric

B. Summary of Study Results with the Most Significant Effects

The Massachusetts Program Administrators completed 11 evaluation studies for the 2013 Energy Efficiency Plan-Year Report. The studies and other documents that produced the most significant results in 2013 were:

- Northeast Residential Lighting Hours-of-Use Study
- Mid-size Customer Needs Assessment
- Impact Evaluation of the Massachusetts Upstream Lighting Program
- Massachusetts Statewide Electric and Gas Energy Efficiency 2013-2014 Evaluation Plan

The electric PAs in Massachusetts, along with energy efficiency program administrators in Connecticut, Rhode Island and New York, contracted with a third-party evaluation contractor to conduct the Northeast Residential Lighting Hours-of-Use (“HOU”) Study to assist in the calculations of demand and energy savings for lighting programs. For this study, the evaluation contractor collected data through onsite visits to 848 homes, with over 5,730 loggers installed between December 2012 and March 2013. Overall, the study found that customers were using their lights as much or more than anticipated based on the findings of previous studies. The study concluded that a household’s daily HOU was 2.7 hours for all bulbs and 3.0 for efficient bulbs, with HOU by room type varying from a low 1.7 in bathrooms to a high of 6.7 on the exterior of homes. Further, the study also provides detailed HOU estimates by room type, home type (i.e., single-family or multi-family), and income level for the region overall and for each individual area included in the analysis. Additionally, the report presents load shapes as well as coincidence factors for winter and summer peak period and winter and summer peak hours to aid in load planning and the calculation of peak demand savings. Due to the statistical similarities between areas, the report recommended using a regional overall number for all study participants, except the downstate New York sample. This study is discussed in more detail in Appendix 4D, Study 13-1.

The Mid-size Customer Needs Assessment was designed to understand the extent to which current program offerings effectively serve the needs of mid-size customers, and whether new program offerings or variations of existing program offerings would better serve mid-size customers. The study utilized a two-stage research approach consisting of program staff and implementation contractor interviews, followed by data mining of billing and tracking data to design a sample and survey participants and non-participants. The study found that mid-size customers require more complex solutions than small customers, sufficient financial incentives, and limited paperwork requirements in order to make projects profitable. Another finding was that PAs need to improve marketing efforts and continue to diversify marketing strategies to specifically target mid-size customers. The study found that there is a need for more contractors sufficiently trained in comprehensive solutions and that existing contractors need more/better qualified leads for mid-size customers. The study is discussed in more detail in Appendix 4D, Study 13-5.

The electric PAs conducted the Impact Evaluation of the Massachusetts Upstream Lighting Program, also known as the Bright Opportunities Program, which focuses on C&I market penetration of efficient lighting technologies at the distributor level. This study represents the impact component of a broader evaluation effort that included a process evaluation completed in June 2013. The study covered upstream lighting purchases made between November 2011 and April 2012, and also between October 2012 and November 2012 at 81 sites, including 66 LED sites and 15 fluorescent sites. Overall, the program appears to be successfully delivering energy savings. LEDs were found to have a realization rate of 102% and fluorescents were found to have a realization rate of 89%. The LED realization rate was driven by several factors. First, the study estimate of delta Watts was approximately 33% higher than tracking estimates. The study also found that approximately 82% of the purchased LED lamps were installed at the time of the evaluation and that the hours of use realization rate was 88%. The fluorescent realization rate was also driven by several factors. The study found that approximately 80% of the purchased fluorescent lamps were installed at the time of the evaluation and that the hours of use realization rate was 103%. The study is discussed in more detail in Appendix 4D, Study 13-6.

Additionally, in addition to the results of completed studies, a major undertaking for the PAs in 2013 related to EM&V was the Massachusetts Statewide Electric and Gas Energy Efficiency 2013-2014 Evaluation Plan (“Evaluation Strategic Plan” or “ESP”), that was developed in the fall of 2013 collaboratively by the electric and gas PAs, the EEAC Consultants and the evaluation contractors. Prior to the ESP, evaluation planning in Massachusetts was largely completed in one year cycles, with study efforts being a function of past evaluation activities and changes in savings levels or implementation of programs. In an effort to better document the strategic evaluation plan and to align the evaluation plan with the energy efficiency program planning period, the PAs and EEAC Consultants developed the ESP to describe the evaluation planning process and describe studies, both generally planned and specifically in progress. Evaluation priorities outlined in the ESP were identified using three complementary methods. First, to encourage early participation in the evaluation planning process and solicit input from a wide variety of program stakeholders, the PAs hosted strategic evaluation planning meetings. The meetings provided a forum for all stakeholders to share their evaluation priorities directly with the PAs and EEAC Consultants. The meetings identified specific potential evaluation activities and as a group, stakeholders developed a preliminary assessment of each activity’s relative priority (High, Medium, and Low) and optimal timing. Second, the PAs and EEAC Consultants used four evaluation planning priorities (importance, history, uncertainty, and timing) to gauge the evaluation activities identified at the summit. Third, there was active engagement with both program implementers and policymakers to identify additional key research needs and to further refine project recommendations developed at the strategic evaluation planning meetings. The ESP can be found at http://www.ma-eeac.org/Docs/8.1_EMV%20Page/2013/General%20Studies%20&%20Presentations/Statewide%202013-14%20Electric%20&%20Gas%20Energy%20Efficiency%20Evaluation%20Plan%2010-15-13.pdf.

C. Evaluation Study Summaries

Study 13-1: Northeast Residential Lighting Hours-of-Use Study

Type of Study: Impact Evaluation

Evaluation Conducted by: NMR Group

Date Evaluation Conducted: 3/14/2014

Study Objective and Summary of Results:

The purpose of this study was to provide updated information to the Massachusetts Program Administrators (the “Sponsors”) to assist in the calculations of demand and energy savings for lighting programs. Specifically, this report presents load shapes, coincidence factors (“CFs”), and daily hours of use.

Based on data collected from 4,462 loggers, the NMR Group (the “Team”) performed a series of regression models to estimate HOU. They concluded that the region comprising Connecticut, Massachusetts, Rhode Island, and Upstate New York had a household daily HOU of 2.7 hours for all bulbs and 3.0 for efficient bulbs, with HOU by room type varying from a low 1.7 in bathrooms to a high of 6.7 on the exterior of homes.

Core Initiatives to which the Results of the Study Apply⁷:

- Residential New Construction and Major Renovation (Electric & Gas)
- Residential Multi-Family Retrofit (Electric Only)
- Residential Home Energy Services (Electric Only)
- Low-Income New Construction (Electric Only)
- Residential Lighting (Electric Only)

Evaluation Recommendations and Program Administrator Response:

The following recommendations were made by the evaluators conducting this study. The initial response from the Program Administrator to these recommendations is summarized below.

Recommendation 1: The Team recommends that the Sponsors consider adopting the HOU room-by-room estimates from the overall hierarchical model for all households regardless of income or home type.

Recommendation 2: As with HOU estimates, the team recommends that the Sponsors consider adopting the Overall load curve and resulting coincidence factors across Connecticut, Massachusetts, Rhode Island, and Upstate New York.

⁷ This study was done in conjunction with the Massachusetts Low Income Metering Study and was completed separately but the findings were not found to be statistically different from this study.

Recommendation 3: Consider higher HOU estimates for retrospective studies.

Explain Whether or Not the PA Decided to Adopt Recommendations from the Study:

All recommendations are being considered for adoption at this time. The PAs have not formally adopted or rejected any recommendations that require changes to program design and operations.

The PAs will adopt recommendation 2 and recommendation 3, but are investigating the cost and capability of adopting and tracking the data required to adopt recommendation 1 at this time.

How the Study Affected Program Results:

A change in the hours of use of a bulb impacts the estimated kW and kWh saved, in addition to measure life. Estimated impact on the portfolio is a positive increase for annual savings and lifetime benefits.

Overview of Study Method:

For this evaluation, the Team collected data through onsite visits to 848 homes located throughout Connecticut, Massachusetts, New York (excluding Nassau and Suffolk Counties), and Rhode Island. All sites required two visits. During the first visit, the Team collected detailed lighting inventory data and installed time-of-use light meters (loggers). The second visit consisted of removing loggers installed during the first visit.

Since each logger was installed for only a portion of the year—between five and nine months—the Team had to annualize the data. To annualize the data the Team fit a sinusoid model to each logger. Using the annualized estimates, the Team performed a weighted regression analysis to estimate the adjusted HOU for each room in each area of the study. Due to the similar use patterns in four of the areas (CT, MA, Upstate NY, and RI), the Team sought a way to leverage data from each of these areas to refine area-specific estimates. To accomplish this, the Team fit a multi-level hierarchical model. The advantage of this type of modeling approach is the ability to use information from all four areas to help inform area-specific estimates.

Formulas Used in Analysis:

1) Weighting Formula –

Efficient bulb weight: $\frac{TRB}{TB}$

$\frac{TRM}{TM}$

Inefficient bulb weight: $\frac{TRB}{TB}$

$\frac{TRM}{TM}$

Where:

TRB = total bulbs in a given room type (specific to a given state)

TB = total bulbs in all rooms (specific to a given state)

TRM = total bulbs metered in a room (based on all homes across four states)

TM = total metered bulbs in all rooms (based on all homes across four states)

2) Annualizing Formula –

$$h_d = \alpha + \beta \sin(\theta_d) + \varepsilon_d$$

Where

h_d = hours of use on day d ,

θ_d = angle for day d , where θ_d is 0 and the spring and fall equinox, $\pi/2$ for d = December 21, and $-\pi/2$ for d = June 21,

α and β are regression coefficients,

ε_d is the residual from the regression.

3) Hierarchical Model –

$E(\text{hou}_{ijk})$

$$= (\beta_0 + b_{0,j}) + (\beta_1 + b_{1,k}) \times I(\text{Room}_{ijk} = \text{Bathroom}) + (\beta_2 + b_{2,k}) \times I(\text{Room}_{ijk} = \text{Bedroom}) + (\beta_3 + b_{3,k}) \times I(\text{Room}_{ijk} = \text{Dining}) + (\beta_4 + b_{4,k}) \times I(\text{Room}_{ijk} = \text{Kitchen}) + (\beta_5 + b_{5,k}) \times I(\text{Room}_{ijk} = \text{Living}) + (\beta_6 + b_{6,k}) \times I(\text{Room}_{ijk} = \text{Other}) + I(\text{Bulb.type}_{ijk} = \text{Efficient}) + \beta_8 I(\text{Income}_{ijk} = \text{LI}) + \beta_9 I(\text{Education}_{ijk} = \text{HS}) + \beta_{10} I(\text{Education}_{ijk} = \text{Some college}) + \beta_{11} I(\text{Education}_{ijk} = \text{Bach.}) + \beta_{12} I(\text{Education}_{ijk} = \text{Adv/Grad Deg.}) + \beta_{13} I(\text{Own/Rent}_{ijk} = \text{Rent}) + \beta_{14} I(\text{Under18}_{ijk} = \text{yes}) + \beta_{15} I(\text{Home.type}_{ijk} = \text{MF})$$

where i indexes the loggers, j indexes the homes, k indexes the areas, and:

$$b_{0,j} \sim N(b_k, \sigma_{bk}^2), \quad \forall \text{site}_j \in \text{region}_k \forall k,$$

$$b_k \sim N(0, \sigma_{\text{reg}}^2), \quad \text{for } k = 1, \dots, \eta \text{ regions},$$

$$b_{l,k} \sim N(0, \sigma_l^2), \quad \text{for } l = 1, \dots, 6 \text{ and } \forall k$$

Application of Results: Retroactively

A copy of the complete study can be found in Appendix 4D, Study 13-1.

Study 13-2: Massachusetts Residential New Construction Net Impacts Report

Type of Study: Impact Evaluation
Evaluation Conducted by: NMR Group
Date Evaluation Conducted: 1/27/2014

Study Objective and Summary of Results

The Massachusetts Residential New Construction (“MA RNC”) Net Impacts study was designed to estimate the net impacts that may be attributed to the Massachusetts Residential New Construction Program (the “Program”) for single-family homes. Net impacts encompass both free-ridership for homes built through the Program and non-participant spillover for homes that did not participate in the Program in 2011 assuming the Program had not existed during the years 2004 through 2011. Net impacts were divided by the Program’s claimed savings to obtain net-to-gross ratios, both for the Program overall and for different fuels.

The study provided savings estimates and net-to-gross ratios for the single-family component of the Massachusetts Residential New Construction Program, as seen below.

Net Savings and Net-to-Gross Ratio
 (MMBtu)

Confidence Interval	Claimed Program Savings	Counterfactual Program Savings	Counterfactual Non-Program Savings	Free Ridership	Non-Participant Spillover	Net-to-Gross
<i>n</i> *	1,180/4,465					
Low CI	54,752	22,774	62,284	0.38	0.92	1.37
Mid-Point	62,776	29,748	87,561	0.53	1.39	1.87
High CI	74,812	37,677	114,839	0.67	1.87	2.36

*Number of program homes/number of non-program homes

While the Program has a moderate free-ridership rate (0.53), non-participant spillover is quite high (1.39) yielding a net-to-gross ratio of 1.87, when assessing savings using the fuel neutral metric of MMBtu.

Core Initiatives to which the Results of the Study Apply:

- Residential New Construction and Major Renovation (Electric & Gas)

Evaluation Recommendations and Program Administrator Response:

The following recommendations were made by the evaluators conducting this study. The initial response from the Program Administrators to these recommendations is summarized below.

Recommendation 1: Assess the net impacts of the Program's multifamily component

Recommendation 2: Continue to conduct baseline studies of non-program homes

Recommendation 3: Continue to emphasize practices such as quality insulation installation in trainings

Recommendation 4: Continue to carefully document any and all program actions that may affect the market

Explain Whether or Not the PA Decided to Adopt Recommendations from the Study:

All recommendations are being considered for adoption at this time. The PAs have not formally adopted or rejected any recommendations that require changes to program design and operations. The new NTG ratios will be adopted going forward.

How the Study Affected Program Results:

The study will not immediately impact savings because net-to-gross studies are applied prospectively pursuant to D.P.U. 11-120. This study was not applied to 2013 results, and will be applied in the 2016-2018 three-year plan.

Overview of Study Method:

The study used a multi-step methodology consisting of a builder survey, a Delphi study involving a panel of experts in energy-efficient new construction, modeling of home energy usage under the counterfactual assumption that the Program had not existed from 2004 to 2011, and comparing the as-built modeled energy usage to the estimate from the counterfactual models.

Formulas Used in Analysis:

The following formulas were used to determine Free Ridership, Non-Participant Spillover, and Net-to-Gross Ratio.

$$\text{Free Ridership} = \frac{\text{Claimed Program Savings} - \text{Counterfactual Program Savings}}{\text{Claimed Program Savings}}$$

$$\text{Non.Participant Spillover} = \frac{\text{Counterfactual NonProgram Savings}}{\text{Claimed Program Savings}}$$

$$\text{Net.to.Gross Ratio} = 1 - \text{Free Ridership} + \text{Non.Participant Spillover}$$

Application of Results: Prospectively

A copy of the complete study can be found in Appendix 4D, Study 13-2.

Study 13-3: Massachusetts Low Income Metering Study

Type of Study: Impact Evaluation

Evaluation Conducted by: The Cadmus Group, Inc.

Date Evaluation Conducted: 5/9/2014

Study Objective and Summary of Results:

The study had two overarching objectives:

- Determine a daily low income-specific lighting HOU value to replace the current LI assumption of 2.8 (hours/day), which was determined through a metering study not specific to low income homes.
- Determine the prevalence of low income customers who use a secondary heating source to warm their homes and how best to incorporate secondary heating usage into future evaluations (as historical evaluations have exclusively assessed changes only in primary heating).

This study was run concurrently with the larger Northeast Residential Lighting Hours-of-Use study and the results of the two studies were combined for administrative and reporting efficiency because the Cadmus Group's (the "Evaluation Team") investigation of low income-specific HOU did not yield statistically different results from the regional study's HOU estimates for Massachusetts's low income customers. The resulting HOU number applied to low income programs was 2.7 hours per lamp.

This report shows that a subset of low income customers use electric secondary heaters to heat their homes and the program's weatherization services likely reduce these customers' need for and use of secondary heating (not only their primary heating fuel). While the analysis sample for this study was limited, the Evaluation Team concluded the PAs should use the savings values detailed in the table below until the team can complete additional research to reduce the uncertainty associated with the electric secondary heat savings generated by LI weatherization services.

Metric	Natural Gas	Electric	Heating Oil
Average Annual Consumption of Electric Secondary Heat (kWh/Year)	1,323		
Average Weatherization Savings (of Primary Heating Fuel)	29%	26%	34%
Average Annual Savings of Electric Secondary Heat Resulting to Weatherization (kWh/Year)	384	344	450
Proportion of All LISF Customers Using Electric Secondary Heat	11.7%		
Annual Savings of Electric Secondary Heat for all LISF Weatherized Homes - with or without electric secondary heat (kWh/Year)	45	40	53

Core Initiatives to which the Results of the Study Apply:

- Low-Income Single Family Retrofit (Electric & Gas)
- Low-Income Multi-Family Retrofit (Electric & Gas)

Evaluation Recommendations and Program Administrator Response:

No formal recommendations were made by the evaluators conducting this study.

Explain Whether or Not the PA Decided to Adopt Recommendations from the Study:

N/A

How the Study Affected Program Results:

This report resulted in a reduction in lighting HOU, from 2.8 to 2.7 in the low income programs, and an increased measure life. The final kWh savings number for this program is affected by a number of lighting factors including EISA, measure life changes, and HOU, therefore it is difficult to isolate the specific effect of reduced HOU.

The study also found between 40-53 kWh/yr per home in electric savings from reduced use of secondary heating sources in weatherized homes. This resulted in an increase in initiative electric savings as it quantified previously unclaimed electric savings from secondary heating sources.

Overview of Study Method:

The Evaluation Team conducted 261 site visits at randomly sampled low income customer homes across the Commonwealth of Massachusetts. At each home, trained Evaluation Team technicians completed a whole-home lighting inventory and then installed up to 10 lighting loggers per home. The technicians also installed a meter that captures indoor temperature at the thermostat (for both manual and programmable thermostats) and meters that monitor heating equipment. In total, the Evaluation Team installed more than 1,500 lighting loggers and 800 meters on heating equipment and collected usage information from November 29, 2012, through May 2, 2013.

At 90% confidence, the precision of the overall HOU/day estimate is 6%, which results in a 90% confidence interval of 2.4 to 2.7. Since the 90% confidence intervals of this study and the Northeast Residential Lighting Hours-of-Use study overlap, the difference between the two concurrent studies is not statistically significant.

In the absence of pre- and post-consumption data for LI participants known to have electric secondary heaters, the Evaluation Team applied the same percentage savings (29%) it determined for natural gas weatherization measures to the average annual consumption of electric secondary heat (1,323 kWh). This simplifying assumption yields an annual energy savings of 384 kWh per weatherized natural gas-heated home that utilizes electric secondary heating. Since this study also determined that only 11.7% of low income single-family homes use electric space heating, this means the average savings for any weatherized natural gas heated home is 45 kWh. This savings represents the average weighted savings for weatherized customers with electric secondary heating (1,323 kWh, 11.7%) and without (0 kWh, 88.3%). To date, these savings have not been included in estimates of the LI program's total energy impact as evaluations have relied on billing analyses of natural gas consumption.

While secondary electric heating sample sizes for this study were limited and necessitated focusing our analysis on natural gas heated homes, it is likely similar electric secondary heating benefits are occurring in all participating homes with ducted primary heating systems. Most notably these include heating oil systems and electric furnaces.⁸ According to the same June 2012 Impact Evaluation, the program's air sealing and insulation reduced oil consumption by 34% and electric heating consumption by 26%. Assuming a similar relationship between primary and secondary heating options in these homes and comparable electric secondary heating usage, the average electric secondary heating savings in a weatherize heating oil home is 53 kWh/year and 40 kW/year in a weatherized home with an electric furnace.

Formulas Used in Impact Analysis:

The following formula was used to determine the annual hours of use:

⁸ The Evaluation Team used building simulation to estimate weatherization savings for electrically heated homes as part of the June 2012 Low Income Single Family Program Impact Evaluation. If future evaluations use an electric billing analysis then the savings associated with electric secondary heating would be captured as part of that analysis (and should not be applied separately).

$$Hours\ of\ Use_t = \alpha + \beta_1 \times \sin\left(-2\pi\left(\frac{284 + Day_t}{365}\right)\right) + \varepsilon_t$$

Where:

HOU_t = HOU for day of year (t = 1 to 365)

α = Annual average HOU

β_1 = Amplitude of sinusoid function (slope coefficient of the regression)

Day = Day of the year where January 1 has a value of 1 and December 31 has a value of 365

ε = Error term of the regression

Application of Results: Retroactively

A copy of the complete study can be found in Appendix 4D, Study 13-3.

**Study 13-4: Massachusetts Combined Heat and Power Program Impact Evaluation
 2011-2012**

Type of Study: Impact Evaluation
Evaluation Conducted by: DNV GL
Date Evaluation Conducted: 11/22/2013

Study Objective and Summary of Results:

The primary purpose of this impact evaluation was to quantify energy savings and realization rates for systems installed under the Massachusetts Combined Heat and Power program (“MA CHP Program”). This evaluation also identified and quantified the drivers of CHP performance. Twenty-five CHP systems were deployed and commissioned through the program by the end of November 2012. Generation technologies deployed in the MA CHP Program consisted of internal combustion (“IC”) engines, pressure reduction turbines, microturbines and gas turbines.

The 25 sites identified were analyzed as outlined below and the following impact factors were produced. Since analysis was done at the census level, sampling precision is not a factor.

PA	kWh Realization Rate	Summer kW Realization Rate (On Peak)	Winter kW Realization Rate (On Peak)	Natural Gas Benefit Realization Rate
National Grid	91%	109%	105%	102%
NSTAR Electric	110%	144%	101%	122%
Unitil	84%	138%	n/a	117%

Core Initiatives to which the Results of the Study Apply:

- C&I New Construction and Major Renovation (Electric Only)
- C&I Retrofit (Electric Only)

Evaluation Recommendations and Program Administrator Response:

The following recommendations were made by the evaluators conducting this study.

Recommendation 1: The PAs should continue to develop and implement a consistent modeling protocol for all sites and across all PAs.

Recommendation 2: The PAs and EEAC Consultant(s) should continue to work together to define the attribution of savings to CHP systems.

Recommendation 3: The PAs should collect metered data for at least two years after system commissioning. Data collected during the second year would provide a sufficient buffer for

any metering outages during the first year and ensure twelve months of valid data would be collected.

Recommendation 4: The PAs and EEAC Consultant(s) should consider conducting a future evaluation focused on medium, large, and district sized systems. These planned systems may significantly change realization rates for the program when they become operational.

Recommendation 5: In order to obtain a more thorough understanding of the engineering analysis and the commissioning process, the PAs and EEAC Consultant(s) should consider conducting a process evaluation of the CHP program.

Explain Whether or Not the PA Decided to Adopt Recommendations from the Study:

In respect to those recommendations pertaining to the PAs continuing existing efforts, the PAs are acting on these recommendations. In respect to the other recommendations, these recommendations are being considered but the PAs have not formally adopted or rejected them.

How the Study Affected Program Results:

The study provides retroactive realization rates for energy savings and resource benefits for the 2013 Plan Year Report, and will impact planning assumptions and savings estimates going forward. The overall effect for NSTAR Electric was a decrease of 4% in benefits. For National Grid the overall effect was a 10% decrease in benefits. There were no plan year effects for Unitil.

Overview of Study Method:

Various types of data were provided by the PAs and third party consultants. Project files including feasibility studies, pro-forma models, and claimed savings were provided by the PAs. Monitoring plans, installation verification reports, and interval metered data were provided by CDH Energy. These key data types were all inputs to the impact evaluation and realization rate analysis.

Formulas Used in Impact Analysis:

The following formulas were used to determine realization rates, electrical efficiency, heat recovery, overall efficiency and gas benefit:

$$rr_i = \frac{\sum A_i (\text{Sum of available actual data for up to 12 months})}{\sum E_i (\text{Sum of expected data for months with actual data})}$$

$$\text{Electrical Efficiency} = \frac{\text{Electricity Generated}}{\text{Fuel Input (HHV)}}$$

$$\text{Heat Recovery Rate} = \frac{\text{Useful Heat Recovered}}{\text{Electricity Generated}}$$

$$\text{Overall Efficiency} = \frac{\text{Electricity Generation} + \text{Useful Heat Recovered}}{\text{Fuel Input (HHV)}}$$

$$\begin{aligned} \text{Gas Benefit} &= \text{Gas Offset} - \text{Gas Consumed} \\ &= \frac{\text{Electricity Generation} \times \text{HRR}_H}{\text{Boiler Efficiency}} - \frac{\text{Electricity Generation}}{\text{Electrical Efficiency}} \\ &= \text{Electricity Generation} \times \left[\frac{\text{HRR}_H}{\text{Boiler Efficiency}} - \frac{1}{\text{Electrical Efficiency}} \right] \end{aligned}$$

Where:

rr= realization rate

HHV= high heating value

HRR_H = Where HRR_H was the rate at which heat is recovered to satisfy facility heating loads that otherwise would be satisfied by a natural gas boiler.

Application of Results: Retroactively & Prospectively
A copy of the complete study can be found in Appendix 4D, Study 13-4.

Study 13-5: Mid-size Customer Needs Assessment

Type of Study: Market Characterization

Evaluation Conducted by: DNV GL

Date Evaluation Conducted: 12/22/2013

Study Objective and Summary of Results:

This report provides results of the Massachusetts Mid-Size Customer Needs Assessment for commercial and industrial customers. This study was designed to understand whether mid-size customers or other pockets of customers are optimally served by existing program offerings. The study sponsors also inquired whether variations to existing program offerings or additional services were needed to optimally serve those groups of customers.

The overall findings showed that:

- In general, mid-sized customers achieve lower participation rates⁹ than large customers and lower savings rates¹⁰ than small customers.
 - As a result, the overall percentage of savings being achieved by this group (the product of the participation and savings rate) appears to be lower than both small and large customers.
- Small customers, who are eligible for the Direct Install (“DI”) program, have low participation rates but achieve relatively high savings rates when they do participate.
 - This indicates that the DI program is successful at addressing the needs of customers who are recruited to participate.
- Large customers have high participation rates, but achieve relatively low savings rates when they do participate.
 - This reflects that they are heavily targeted and energy-aware and the fact that their energy needs are generally too extensive for programs to address a very large percentage of consumption at one time.

Core Initiatives to which the Results of the Study Apply:

- C&I New Construction and Major Renovation (Electric & Gas)
- C&I Retrofit (Electric & Gas)
- C&I Direct Install (Electric & Gas)

Evaluation Recommendations and Program Administrator Response:

The following recommendations were made by the evaluators conducting this study.

⁹ Participation Rate = incidence of recurrence

¹⁰ Savings Rate = savings as a percentage of usage

Recommendation 1: Increase recruitment and training of energy services firms able to provide comprehensive solutions - The PAs could better serve this market by establishing a system for recruiting and training qualified vendors to service mid-size customers. PAs should look for ways to facilitate partnerships between firms to get the right skill sets, or to develop a broader internal base of expertise.

Recommendation 2: Develop a statewide process for qualifying and coordinating energy services firms to provide comprehensive solutions – There is a need for greater access to qualified contractors to service the diverse needs of mid-size customers.

Recommendation 3: Lower capital and administrative costs for mid-size customers and/or contractors to improve payback and margin on energy efficiency investment- While higher incentives may not be possible on many custom projects, the PAs could establish programs that increase financing options and qualifying costs to energy services firms.

Recommendation 4: Increase multi-measure (comprehensive) program offerings – The PAs should review their existing comprehensive program offerings to ensure they offer incentives for multiple measures, or change the program offerings to address untapped measures.

Recommendation 5: Continue to improve marketing strategies for mid-market – These efforts should include use of PEX contractors to assist in identifying the appropriate solutions for customers. In addition, these strategies should focus staff on strategic segments of customers with similar energy needs. Segmenting by industry is one approach to creating a targeted marketing process.

Recommendation 6: Support energy services firms by obtaining qualifying information – The PAs could require contractors to administer simplified system inventory and gas service provider surveys when scheduling visits. Information collected by these surveys could be used to rate contractors on their thoroughness in marketing programs.

Recommendation 7: Standardize approaches to marketing to multi-account customers – Identifying a successful approach and standardizing it will improve the PA’s ability to effectively market to those customers.

Recommendation 8: There is a need to link electric and gas customers – Because identification and marketing to Direct Install customers is handled through the electric PAs, the gas-only PAs lose some autonomy regarding how their customers are marketed.

Explain Whether or Not the PA Decided to Adopt Recommendations from the Study:

All recommendations are being considered at this time. Given that PAs employ different customer outreach strategies, the relevance of each recommendation to an individual PA needs to be considered on a case by case basis. The PAs have not formally adopted or rejected any recommendations that require changes to program design and operations.

How the Study Affected Program Results:

The study will not impact program results.

Overview of Study Method:

The mid-size customer needs assessment employed a two-stage research approach. Stage I explored the PAs' marketing strategies and segmentation approach by first conducting a series of interviews with program staff and implementation contractors for C&I programs, then used interview results in combination with results from the MA-C&I Customer Profile Project to segment customers for analysis, and developed preliminary customer size segmentation based on information provided by PA and implementation contractor interviews. Through Stage II, the research team conducted exploratory data analysis that analyzed the MA-C&I Customer Profile Project database to identify pockets of customers with relatively low achieved savings potential and participation rates and conducted in-depth interviews with specific sub-segments and market actors identified in Stage I, and performed a survey of participants and non-participants in the small, mid-size, and large segments of the Customer Size Survey.

Formulas Used in Impact Analysis:

- 1.) *Account Participation Rate* – Number of participants within a customer segment / the total number of customers in that segment;
- 2.) *Demand Participation Rate* – Sum of peak demand for all participants in a segment / the sum of peak demand for all customers in the segment;
- 3.) *Energy Participation Rate* – Sum of total yearly KWh usage for all participants in a segment / the sum of total yearly KWh usage for all customers in the segment;
- 4.) *Electric Savings Ratio* – Sum of total yearly KWh saved for all participants in a segment / Sum of total yearly KWh usage for all participants in the segment;
- 5.) *Potential Gross Energy Savings Rate* – This variable indicates the potential for energy savings as a percentage of total energy usage within a category;
- 6.) *Percentage of Potential Gross Energy Savings Rate Realized* – This variable reports the percent of total potential energy savings rate accounted for in the program tracking data;
- 7.) *Measure level KWh Savings ratio* – This variable reports the percent of measure level potential energy savings rate accounted for in the program tracking data;
- 8.) *Unrealized Gross Energy Savings* – This variable estimates how much additional energy savings could be achieved if every participant within the category achieved the same KWh savings ratio as the participant representing the median savings for the upper quartile of savers.

Application of Results: Not applicable.

A copy of the complete study can be found in Appendix 4D, Study 13-5.

Study 13-6: Impact Evaluation of the Massachusetts Upstream Lighting Program

Type of Study: Impact Evaluation
Evaluation Conducted by: DNV GL
Date Evaluation Conducted: 2/19/2014

Study Objective and Summary of Results:

The research objectives of the impact evaluation for the Upstream Lighting Program included updating the following assumptions with Massachusetts-specific research:

- Application of purchased lamps (eligible LED and Fluorescent) by facility and space type;
- Hours of use of purchased lamps;
- Baseline replaced lamps for estimating delta watts;
- Gross savings realization rates; and
- Estimates of delta watts and hours of use to be applied prospectively.

Overall high level findings include a 102% energy realization rate with a relative precision of $\pm 17.5\%$ at the 90% confidence level for LED bulbs and an 89% energy realization rate with a relative precision of $\pm 26.9\%$ at the 90% confidence level for fluorescent lamps.

Core Initiatives to which the Results of the Study Apply:

- C&I New Construction and Major Renovation (Electric Only)
- C&I Retrofit (Electric Only)

Evaluation Recommendations and Program Administrator Response:

The following recommendations were made by the evaluators conducting this study. The initial response from the Program Administrator to these recommendations is summarized below.

Recommendation 1: LED Delta Watts – Wattage for baseline bulbs/lamps was found to be significantly higher than tracking estimates, mostly due to the fact that tracking estimates assumed a higher mix of CFLs than was found. As market penetration of LEDs increase baseline wattage will decrease. A follow-up evaluation should consider this shifting baseline as a factor in deciding when the next one should take place.

Recommendation 2: Quantity - This study found that approximately 82% of the purchased LED lamps and approximately 80% of the purchased fluorescent lamps were installed at the time of the evaluation. It was common to find many of these not yet installed lamps in storage at each of the facilities. It is unclear what the lag time will be for the installation of these remaining lamps, and therefore, a follow-up study should be designed to revisit sites from this study that had a large number of units still in storage or not yet installed.

Recommendation 3: Hours of Use - This study found that the hours of use realization rate was 88% for LEDs and 103% for fluorescent lamps. Based on lighting logger data at each of the sites, the average hours of use for LED lamps were found to be 3,979 hours per year and 3,559 hours per year for fluorescent lamps. It is recommended that the hours of use for each technology be adjusted appropriately to account for this finding for the near term.

Recommendation 4: Consider Efforts to Increase the Customer's Awareness of the Program - Many customers were aware that they had received discounted lamps from this program, but not all were aware that the discounts came from the PAs. Many customers were under the impression that their electrical contractors were offering the deep discounts. It is recommended that the PAs consider utilizing a program sticker or label that participating distributors would attach to a customers' shipping/purchase order.

Recommendation 5: Consider Additional Supporting Information for Large Purchases - It is recommended that electrical contractors or end users be required to provide more information to support extremely large purchases so that it would be more likely that the program bulbs are installed earlier.

Recommendation 6: Consider a Follow-up Impact Evaluation - This impact evaluation provides important feedback to the PAs for reporting savings, and improving savings estimates. However, due to the relatively large error ratios found in this study, the targeted 90/10 precision was not achieved. Depending on PA needs, a follow-up study may be considered to improve the evaluation results, or to obtain statistically valid factors for some of the building types where a majority of LED and Fluorescent lamps are being installed. The PAs and EEAC may want to consider performing a third phase of impact evaluation, which could be designed in consideration of the error ratios that were found with this study to try to achieve a combined 90/10 precision at the measure category, or targeted at a measure category and building type. Alternatively, the PAs and EEAC may consider following up on those sites with lower installation rates. Follow-up discussion and long-term planning should take place to determine what the evaluation needs are on an ongoing basis, and also what the target precision levels should be based on the needs of the PAs and EEAC.

Explain Whether or Not the PA Decided to Adopt Recommendations from the Study:

Some recommendations have been adopted while the others are under consideration.

Recommendations around Quantity, Hours of Use, and increasing Customer's awareness of the program have been adopted. Recommendations around LED Delta Watts, additional supporting information for large purchases, and follow-up impact evaluation are all under consideration.

How the Study Affected Program Results:

The study provides retroactive realization rates for energy savings for the 2013 Plan Year Report, and will impact savings estimates going forward. This report resulted in an increase to

the overall energy realization rate causing slightly higher energy savings, while the coincidence factors resulted in decreased demand savings for 2013.

Overview of Study Method:

The study used a sample of 81 on-site visits to estimate program savings realization rates and key savings factors. A key task in the on-site engineering assessment was the installation of measurement equipment to aid in the development of independent estimates of savings. Time-of-use (“TOU”) lighting loggers were utilized to inform the savings calculations with a direct measurement of hours of operation. For this study, most sites included a minimum of three months of data collection, while the remaining sites included at least 4 weeks of data.

Formulas Used in Impact Analysis:

The following formulas were used to determine annual energy savings and summer and winter peak kW savings.

$$\text{kWh Savings} = \text{Qty} \times \Delta\text{Watts} \times \text{Annual Hours}/1000$$

Where:

$$\text{kWh Savings} = \text{Annual energy savings}$$

$$\text{Qty} = \text{Quantity of lamps installed}$$

$$\Delta\text{Watts} = \text{Pre-existing lamp wattage} - \text{Installed lamp wattage}$$

$$\text{Annual Hours} = \text{Annual hours of operation from metering}$$

$$\text{kW Summer} = \text{Qty} \times \Delta\text{Watts} \times \text{CF}_{\text{summer}}/1000$$

$$\text{kW Winter} = \text{Qty} \times \Delta\text{Watts} \times \text{CF}_{\text{winter}}/1000$$

Where:

$$\text{kW Summer} = \text{Summer peak kW savings (both on-peak and seasonal)}$$

$$\text{CF}_{\text{summer}} = \text{Summer coincidence factor (both on-peak and seasonal)}$$

$$\text{kW Winter} = \text{Winter peak kW savings (both on-peak and seasonal)}$$

$$\text{CF}_{\text{winter}} = \text{Winter coincidence factor (both on-peak and seasonal)}$$

Application of Results: Prospectively and Retroactively
A copy of the complete study can be found in Appendix 4D, Study 13-6.

Study 13-7: Evaluation of the Northampton Leading the Way and Powering Pittsfield Initiatives

Type of Study: Impact Evaluation

Evaluation Conducted by: Opinion Dynamics Corporation

Date Evaluation Conducted: 12/1/2013

Study Objective and Summary of Results:

The objective of this evaluation was to present the results of the Powering Pittsfield and Northampton Leading the Way initiatives, also referred to as the Serrafix initiative. Both initiatives were a part of a larger EE2020 initiative led by Serrafix, a consulting group funded by Barr Foundation that offers energy efficiency, sustainability planning, and other services. In designing the initiative, Serrafix relied on two concepts to achieve success – “concierge service” and utilizing existing relationships with community leaders and business networks. The concept of “concierge service” entails ongoing customer support and advising throughout the implementation of energy-efficient improvements, as a pathway to increasing participation and achieving deeper savings.

Despite extensive and multi-faceted marketing and outreach efforts, neither initiative achieved the set goals or deeper savings. Because of the difficulties reconciling participation data with energy savings, the evaluation team had difficulty accurately summarizing the initiatives’ impacts. Based on the analysis, however, Northampton leading the way initiative achieved 38% of the project goal, completing 24 out of the planned 63 projects. Powering Pittsfield initiative achieved 31% of the goals, completing 16 out of the planned 51 projects. The depth of savings analysis did not reveal either initiative achieving deeper savings.

Core Initiatives to which the Results of the Study Apply:

- Community Based Pilots (Electric & Gas)

Evaluation Recommendations and Program Administrator Response:

No formal recommendations were made in this evaluation.

Explain Whether or Not the PA Decided to Adopt Recommendations from the Study:

N/A

How the Study Affected Program Results:

N/A

Overview of Study Method:

As part of the evaluation, Opinion Dynamics completed secondary data review, analysis of program tracking databases, and primary research with the initiatives' stakeholders.

- Secondary data review - Opinion Dynamics reviewed documentation related to the initiatives' design and implementation process, marketing and outreach materials, and implementation status update documents.
- Program tracking database and depth of savings analysis - Opinion Dynamics used the Powering Pittsfield and Northampton Leading the Way final performance reports filed with the C&I Management Committee submitted by the cities of Pittsfield and Northampton to identify projects that were completed through each initiative. The Evaluation Team then supplemented the reports with measure-level energy savings data provided by the electric and gas PAs (National Grid, Columbia Gas, WMECo, Berkshire Gas), which allowed the team to assess the initiatives' performance. To conduct depth of savings analysis, Opinion Dynamics compared savings achieved as a result of the initiatives to the savings listed in the Massachusetts PA annual energy efficiency program filings.
- Primary research with stakeholders - The Evaluation Team completed seven in-depth interviews with a total of eight individuals, including Serrafix representatives, CET, PAs, and city representatives. The interviews were performed over the course of June and July 2013.

Application of Results: Prospectively

A copy of the complete study can be found in Appendix 4D, Study 13-7.

Study 13-8: 2013 Massachusetts Statewide Marketing Campaign Post-Campaign Report

Type of Study: Market Assessment

Evaluation Conducted by: Opinion Dynamics Corporation

Date Evaluation Conducted: 3/20/2014

Study Objective and Summary of Results:

The objective of this study was to assess performance of the statewide marketing campaign across key metrics such as awareness, exposure to and clarity of marketing messages, and attitudes toward both Mass Save and other statewide brands such as COOL SMART and GasNetworks. The results presented within this report are based on quantitative telephone surveys fielded with both residential, and commercial and in C&I customers. In addition, the evaluation team (the “Team”) conducted a thorough review of all 2013 statewide marketing materials, as well as the PA websites.

Key findings from the study include:

- Awareness of Mass Save continues to be moderate. The Team did not see any significant change in Mass Save awareness over the 2013 period. However, there has been a significant increase in Mass Save awareness among C&I customers between February 2012 (33%) and December 2013 (45%). Further, awareness of Mass Save has reached moderate levels with 43% of residential customers and 45% of C&I customers reporting that they have seen or heard the term as of December 2013.
- Awareness of the Mass Save website has increased significantly. In the December 2013 survey, almost sixty percent of C&I respondents aware of Mass Save also said they knew about the existence of the Mass Save website (59%), which represents a significant increase in awareness levels from February 2012 (51%). Similarly, just over half of the residential respondents aware of Mass Save said they knew of the Mass Save website (56%), which is significantly higher than seen in either of the two 2012 surveys. These increases may be related to the campaign’s increasingly consistent inclusion of the web address in marketing materials.
- Self-reported exposure to Mass Save messaging increased significantly among residential customers. Eighteen percent of residential customers report exposure to at least one of the channels used by the campaign (i.e., radio, mass transit, online, billboard and email) in the past six months compared to 13% who reported similar levels of exposure in March 2013. In addition, there was a significant increase in exposure to radio advertising among residential customers compared to March 2013 (10% and 6% respectively), which may reflect KSV’s effective use of this channel over the campaign period.
- Campaign messaging was clear and resonated with residential customers. Almost three quarters of residential customers (71%) agreed that the messages they heard about Mass Save communicated that it could help them lower their energy bills. In addition, 76% of residential customers exposed to messaging reported that they felt the messages conveyed

to them were clear. Overall, these findings demonstrate that the Mass Save campaign supports clear and recognizable messages that help promote program awareness.

- Consistent with prior statewide marketing studies, the Team found very limited awareness of GasNetworks and COOL SMART among both residential and C&I customers. The focus of marketing efforts for COOL SMART and GasNetworks, however, is on contractors. Please see the COOL SMART and GasNetworks Brand Assessment for findings related to GasNetworks and COOL SMART awareness among Massachusetts contractors.¹¹

Core Initiatives to which the Results of the Study Apply:

- All Initiatives (Electric & Gas)

Evaluation Recommendations and Program Administrator Response:

There were no recommendations from this report, as it was designed to assess the performance of the marketing campaign and attitudes toward the aforementioned statewide brands.

How the Study Affected Program Results:

N/A

Overview of Study Method:

The evaluation Team conducted a telephone survey with a random sample of 500 residential PA customers. The Team fielded the survey from December 2-22, 2013.

The Team drew the sample from multiple data files. The team received updated residential customer data from CLC and National Grid in February 2013. The remaining PA customer data came from updated files that the PAs provided to the Team in September 2013. These files, which combined PA Customer Information System (“CIS”) data with program-tracking databases, were merged to develop a master file of all PA residential customers. The Team used this merged customer database to create a sample frame containing all unique residential accounts with valid contact information. From this frame, the Team drew a stratified simple random sample with the strata defined as the eighteen unique PA combinations. The number of surveys completed for each combination was in proportion to the combination’s representation in the overall population. The total number of interviews provides results at 90% confidence and 4% precision at the statewide level.

Consistent with past surveys, the Team developed and applied weights to the telephone survey data to match the composition of customers within the Massachusetts population based on homeownership.

¹¹ These findings are part of the 2013 Massachusetts Statewide COOL SMART/GasNetworks Brand Assessment, which can be found in Appendix 4D, Study 13-11.

Opinion Dynamics also conducted a telephone survey among PA business customers to assess awareness, familiarity, and associations with Mass Save. The Team surveyed a random sample of 300 PA C&I customers between December 2-27, 2013.

The Team drew the sample of C&I customers from two data sources: files that the PAs provided to the team in September 2013¹² and data provided by the PAs to the Non-Residential Large C&I Evaluation Team in 2012. The overall sample design and completed interviews provide results at 90% confidence and 5% precision at the statewide level.

Given the lack of readily available population-level data on Massachusetts businesses, the Team did not weight the results of the commercial survey. The Team also considered weighting the 2013 survey to match the characteristics of the first survey conducted in 2012. However, the Team determined that weighing the data was unnecessary because the Team spoke with similar firms for each of the survey waves. In addition, there is no consistent or significant relationship between any of the firmographics and Mass Save awareness across the waves.

Application of Results: Prospectively

A copy of the complete study can be found in Appendix 4D, Study 13-8.

¹² The team received 2013 data for three utilities: Berkshire Gas, Unitil, and WMECO. The remaining PAs provided data in 2012.

Study 13-9: Abbreviated Review of Methods for the Top-Down Modeling Methods Study

Type of Study: Impact Evaluation

Evaluation Conducted by: DNV GL

Date Evaluation Conducted: 5/22/2014

Study Objective and Summary of Results:

The goal of this study is to develop and apply multiple Top-Down methods for Massachusetts, and to understand the strengths and limitations of those methods relative to the traditional bottom-up approach to measuring net energy impacts. This is the first year in a multi-year Top-Down research and development project during which the evaluation team will investigate the use of various modeling approaches and initiate a longer term set of pilot studies. The Evaluation Team will initiate these pilot studies to identify and begin to compile the necessary data inputs, evaluate different model specifications, and estimate model parameters to suggest the course of the subsequent years' research activities. This Abbreviated Methods Review was completed to provide a high level review of Top-Down methods, in advance of the more comprehensive methods review to be provided in August 2014. This initial methods review is intended to provide a conceptual framework for the broader methods review and ongoing Top-Down Modeling pilot studies.

This abbreviated methods review provided a framework for assessing the various approaches to Top-Down modeling. The document described the Top-Down modeling approach outlining the expected contributions and limitations of these approaches in the evaluation of energy efficiency programs, and established desirable properties of models that the Evaluation Team used to assess different Top-Down Approaches throughout the remainder of the memo.

Next, the document considered different specifications of Top-Down models and evaluated these against the desirable properties of Top-Down models. This analysis showed that there is no one approach that will solve all of the challenges of program evaluation, but a set of models employing different techniques may provide complementary estimates that can be used to triangulate the level of savings in coordination with bottom-up methods.

Then, the document provided a review of the two most recent Top-Down studies shows that each study provides different strengths and weaknesses, leaving room for improvements to be made through the current pilot studies.

Finally, the document reviewed the current pilot studies relative to desirable properties for Top-Down models, illustrating that each approach will make some contributions to the existing research, but require on-going research to improve on models developed in this first year of the Top-Down modeling research effort.

Core Initiatives to which the Results of the Study Apply:

- N/A **Cross-Cutting** (Electric & Gas)

Evaluation Recommendations and Program Administrator Response:

No formal recommendations were made in this literature review. Instead, the pros and cons of various methods were reviewed.

Explain Whether or Not the PA Decided to Adopt Recommendations from the Study:

N/A. No formal recommendations have been made. Work to date has centered around exploring potential methods for performing future work.

How the Study Affected Program Results:

While the Top Down Modeling study will ultimately be used to estimate savings attributable to the portfolio of C&I and Residential programs simultaneously, savings estimates are not expected to be available from the first year of this multi-year effort.

Overview of Study Method:

The study relied on a review of literature and the experience of the evaluation team to provide this methods review.

Application of Results: Prospectively

A copy of the complete study can be found in Appendix 4D, Study 13-9.

Study 13-10: Efficient Neighborhoods+SM – Summary of Evaluation Results

Type of Study: Pilot Evaluation

Evaluation Conducted by: Opinion Dynamics Corporation

Date Evaluation Conducted: 6/10/2014

Study Objective and Summary of Results:

The objective of the Massachusetts Efficient Neighborhoods+SM (“EN+”) Evaluation was to understand whether the initiative resulted in a lift in participation and energy savings above what would have occurred under the standard HES program. In addition, the evaluation provided PAs with an assessment of initiative processes. The initiative involved three components: (1) EN+ Core, (2) the Fall River Neighborhood Energy Contest, and (3) Cape Light Compact’s EN+. The evaluation examines all three components though there were some limits on the analyses that could be conducted to evaluate CLC’s initiative due to its different design.

A high level review of results can be found in the following tables:

Summary of EN+ Core and Fall River Neighborhood Energy Contest Performance

Initiative	Total Number of Eligible Accounts	Completed Energy Assessments	Completed Projects	Electric Energy Savings (kWh)	Gas Energy Savings (Therms)	Combined Energy Savings (MMBTU)	Number of Customers Channeled into the Low income Program
EN+ Core	12,469	927	248	699,587	35,351	10,698	91
Fall River Neighborhood Energy Contest	19,921	212	33	175,613	14,180	2,351	62

Summary of CLC EN+ Initiative Performance*

Initiative	Total Number of Eligible Accounts	Completed Energy Assessments	Completed Projects	Electric Energy Savings (kWh)	Other Fuel Savings (MMBTU)**	Number of Customers Channeled into the Low income Program
CLC's EN+ initiative**	Unknown	251	105	247,675	1,649	14

* Note that CLC's EN+ initiative was still underway when the Evaluation Team conducted this evaluation. The analysis of the initiative's performance is based on partial data (through the end of December, 2013) and does not reflect full accomplishments.

** CLC tracks kWh savings separately and combines savings for all other fuels (MMBTUs).

Incremental Lift in Energy Assessments and Completed Projects Due to the Initiatives

Initiative	Incremental Energy Assessments			Incremental Projects		
	Total #	# Due to EN+ Initiative	% Due to EN+ Initiative	Total #	# Due to EN+ Initiative	% Due to EN+ Initiative
EN+ Core	927	636	69%	248	188	76%
Fall River Neighborhood Energy Contest	212	6	3%	33	11	33%
CLC's EN+ initiative	Analysis not performed due to the design of the initiative.					

Incremental Lift in Savings Due to the Initiatives

Initiative	kWh			Therms			MMBTU		
	Total	Due to EN+ Initiative	% Due to EN+ Initiative	Total	Due to EN+ Initiative	% Due to EN+ Initiative	Total	Due to EN+ Initiative	% Due to EN+ Initiative
EN+ Core	699,587	516,784	74%	35,351	29,691	84%	10,698	7,786	73%
Fall River Neighborhood Energy Contest	175,613	68,787	39%	14,180	7,835	55%	2,351	1,077	46%
CLC's EN+ initiative	Analysis not performed due to the design of the initiative.								

Core Initiatives to which the Results of the Study Apply:

- Community Based Pilots (Electric & Gas)

Evaluation Recommendations and Program Administrator Response:

No formal recommendations were made.

Explain Whether or Not the PA Decided to Adopt Recommendations from the Study:

N/A

How the Study Affected Program Results:

N/A

Overview of Study Method:

The study made use of participant and non-participant surveys conducted in treatment and comparison communities, a difference in differences analysis using program tracking data, and an incremental marketing cost analysis using program cost data.

The evaluation team employed a quasi-experimental research design known as “difference in differences” to calculate the incremental impact of the initiative above the standard HES program. For each success indicator (initiated contacts, completed audits, energy savings, etc.), the evaluation team calculated the percent change between the past activity (pre-treatment period) and EN+ activity (treatment period) for both targeted and comparison communities.¹³ The evaluation team then calculated the difference between the percent change observed in the EN+ community and the comparison community.

Formulas Used in Impact Analysis:

The following formula was used to determine the incremental impact of the EN+ initiative using difference in difference analysis where Y = program impact (e.g., assessments, projects, energy savings, etc.) T = treatment community, C = control community, and 0 = pre-treatment period and 1 = treatment period.

$$DD = (Y_1^T - Y_0^T) - (Y_1^C - Y_0^C)$$

¹³ Note that the evaluation team used eligible customers as the base for calculating activity rates, be it initiated contact rate, audit rate, project completion rate, etc. That is, the evaluation team flagged and eliminated customers with low income rate codes and customers residing in multi-family (5+ unit homes) from the eligible pool of customers. Completed audits, projects, and the resulting energy savings were determined using project initiation date. That is, only audits, projects and energy savings that were initiated within the timeframe of interest (past and EN+-concurrent) were retained in the analysis.

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Application of Results: Prospectively
A copy of the memo can be found in Appendix 4D, Study 13-10.

Study 13-11: 2013 Massachusetts Statewide COOL SMART/GasNetworks Brand Assessment

Type of Study: Market Assessment

Evaluation Conducted by: Opinion Dynamics Corporation

Date Evaluation Conducted: 5/22/2014

Study Objective and Summary of Results:

The Opinion Dynamics team (“ODC”) conducted an assessment of contractor awareness and perceptions around two HVAC contractor-targeted brands – Cool SmartSM and GasNetworks[®] – and the state’s umbrella brand, Mass Save[®], which generally targets residential and commercial customers. To complement prior Mass Save studies which focused on end-use customers, this study aims to explore the relationships between the three brands and characterize their roles within the HVAC supply-side market. The study also has the goal of determining whether the presence of three co-existing brands contributes to any market confusion.

The study provided the following key findings:

- Neither Cool Smart nor GasNetworks has a formal brand strategy. However, the programs have been successful in educating contractors about what they offer, and therefore building the mental associations and expectations that constitute a brand.
- Marketing and outreach for the Cool Smart program has both a target audience and a distinct set of core messages. In particular, Cool Smart marketing efforts are effective at conveying to contractors messages related to quality installation and differentiation in the market.
- GasNetworks has relied on a much broader set of marketing messages to engage its target audience. However, its program design emphasizes promoting rebates for energy-efficient equipment, as opposed to other benefits such as contractor training, which is emphasized by the Cool Smart program.
- Awareness of Cool Smart and GasNetworks is moderate to high. ODC found that among contractors who install eligible equipment (i.e., cooling equipment for Cool Smart and heating and hot water equipment for GasNetworks), 65% are aware of Cool Smart and 66% are aware of GasNetworks.
- Awareness of Mass Save[®] is almost universal. In comparison to Cool Smart and GasNetworks, 89% of all contractor respondents were aware of Mass Save. While there were different perceptions of what Mass Save offered, contractors are clearly seeing and hearing messages about the statewide campaign. They are also utilizing the website.
- As expected, most contractors associate Cool Smart and GasNetworks with rebates for heating and cooling equipment. When asked about what they associate with each program, program participants’ unaided responses most commonly focused on rebates for heating and cooling equipment, and much less frequently on the other features. Fewer contractors readily associate the Cool Smart Program with its Quality Installation

Verification (“QIV”) certification and training offerings, which have been the focus of some program messaging.

- Associations with Mass Save are varied. Contractors associate Mass Save with a number of different PA program offerings, including rebates on heating and cooling equipment. Contractors are also much more likely to associate Mass Save with HEAT loans, rebates for insulation and lighting, and energy audits than they are with either Cool Smart or GasNetworks, which indicates some knowledge of the differences in the initiatives.
- There is no definitive relationship between awareness and attitudes toward Mass Save, GasNetworks, and Cool Smart. We looked for potential relationships between awareness and attitudes toward the various brands, but there were no clear correlations largely due to the very high levels of Mass Save awareness and favorability.
- At present, there is no evidence to suggest that having coexisting brands is causing confusion in the market. While each of the brands has key similarities, there also appears to be little risk of competition as contractors have high levels of awareness and relatively distinct associations with each brand. Given the moderate to high levels of awareness and favorability enjoyed by all three brands, the PAs could safely continue to leverage all three brands or integrate them under the Mass Save umbrella.

Core Initiatives to which the Results of the Study Apply:

- Residential Cooling and Heating Equipment (Electric Only)
- Residential Heating and Water Heating (Gas Only)
- C&I New Construction (Gas Only)
- C&I Retrofit (Gas Only)

Evaluation Recommendations and Program Administrator Response:

There were no recommendations from this report as it was designed to explore awareness and associations between the three subject statewide brands, and assess effectiveness of branding efforts.

How the Study Affected Program Results:

N/A

Overview of Study Method:

To support the assessment of Cool Smart and GasNetworks, ODC reviewed all of the statewide marketing materials used in 2013, as well as each of the PA websites. ODC also fielded telephone surveys with a sample of Massachusetts HVAC contractors, and asked them about program awareness, associations, favorability, and participation. In addition, ODC conducted a literature review exploring the benefits and drawbacks of having similar coexisting brands in a specific market.

ODC conducted a telephone survey with a random sample of 206 contractors who provide heating and/or cooling equipment to Massachusetts customers. The evaluation team fielded the survey from February 13 to March 7, 2014.

ODC developed the sample from multiple data files, and identified participating contractors using the GasNetworks and Cool Smart rebate databases, as well as the Cool Smart QIV training list. To identify non-participating contractors, ODC purchased a list of contractors from Dun & Bradstreet® (“D&B”). After the files were combined, duplicates were removed as well as firms with missing or bad contact information. The total number of interviews provides results at 90% confidence and 6% precision at the statewide level.

ODC weighted the survey results to account for potential non-response bias. ODC found a higher survey response rate among the contractors obtained through the program participant databases than the D&B database. The sample frame could serve as a proxy for the target population of contractors, but some differences between the source of sample frame and survey responses made us uncomfortable with this approach. Using the sample frame, ODC categorized contractors by type of equipment and participation status. This categorization did not always match contractor self-reports in the survey. This difference caused ODC to calculate two sets of weights. The first set addressed these re-classification issues (adjustment weights), and the second addressed the difference in response rates across the categories of the original sample frame (response rate weights): cooling only, heating only, both heating and cooling, and non-participants.

Application of Results: Prospectively

A copy of the complete study can be found in Appendix 4D, Study 13-11.

D. Evaluation Studies

Please see Statewide Appendix 4D, filed under separate cover.

APPENDIX 5

PERFORMANCE INCENTIVES

The purpose of this section is to provide detailed supporting documentation on performance incentives that each Program Administrator proposes to collect. Since the Cape Light Compact does not collect any performance incentives, this section is not applicable to the Cape Light Compact.

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APPENDIX 6
CAPE LIGHT COMPACT TOWN ACTIVITY REPORTS

The following are the 2013 Town Activity Reports for the Cape Light Compact.

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: All
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	16,736	0.00	2	177,510	51,149.96	24	0.00	0.0%
Low-Income Single-Family	269,651	398,789.50	246	1,321,713	1,917,481.74	853	2,318,479.75	82.7%
Low-Income Multi-Family	101,798	66,090.91	12	391,497	376,238.12	227	0.00	0.0%
LI Subtotal	388,185	464,880.41	260	1,890,720	2,344,869.82	1,104	2,318,479.75	
LI % of Total	9.6%	12.2%	10.8%	5.8%	10.8%	8.1%	16.1%	
Residential New Construction	52,828	14,364.72	15	420,662	135,026.00	121	222,358.99	60.7%
Residential Multi-Family Retrofit	146,244	133,885.26	22	385,273	269,441.34	153	0.00	0.0%
Res Home Energy	900,561	2,453,294.33	1,565	5,446,147	11,840,833.48	6,294	8,417,640.40	140.7%
Energy Star HVAC	21,066	16,300.00	36	738,406	708,624.00	1,612	0.00	0.0%
Energy Star Lighting	732,245	60,320.52	73	8,668,173	669,812.29	238	0.00	0.0%
Energy Star Appliance	234,992	22,270.80	312	1,681,974	310,408.11	2,872	0.00	0.0%
Res Subtotal	2,087,936	2,700,435.63	2,023	17,340,635	13,934,145.22	11,290	8,639,999.39	
Res % of Total	51.6%	70.8%	83.9%	53.1%	64.2%	82.5%	59.9%	
C&I New Construction	284,386	93,743.00	13	1,042,806	729,811.70	40	0.00	0.0%
C&I Govt New Construction	0	1,268.25	7	17,206	187,744.19	16	0.00	0.0%
C&I Large Retrofit	0	1,502.50	4	1,642,734	582,555.90	45	0.00	0.0%
C&I Govt Large	451,485	196,210.71	21	626,050	363,645.87	34	0.00	0.0%
C&I Small Retrofit	369,362	192,934.53	45	2,962,411	1,521,239.41	287	2,347,018.86	64.8%
C&I Govt Small	143,894	104,068.12	13	1,532,054	1,222,445.95	108	1,111,373.78	110.0%
C&I Products & Services	319,243	59,269.74	25	5,587,837	819,741.42	759	0.00	0.0%
C&I Subtotal	1,568,370	648,996.85	128	13,411,098	5,427,184.44	1,289	3,458,392.64	
C&I % of Total	38.8%	17.0%	5.3%	41.1%	25.0%	9.4%	24.0%	
Report Total	4,044,491	3,814,312.89	2,411	32,642,452	21,706,199.48	13,683	14,416,871.78	
Budget Comparison					16,637,026.58		14,416,871.78	115.4%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Aquinnah
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	0	0.00	0	0	0.00	0	1,241.82	0.0%
Low-Income Multi-Family	0	0.00	0	0	0.00	0	0.00	0.0%
LI Subtotal	0	0.00	0	0	0.00	0	1,241.82	
LI % of Total	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	16.1%	
Residential New Construction	0	0.00	0	5,233	2,510.00	1	119.10	2107.5%
Residential Multi-Family Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
Res Home Energy	1,670	1,114.03	2	6,998	6,130.92	8	4,508.65	136.0%
Energy Star HVAC	0	0.00	0	130	350.00	2	0.00	0.0%
Energy Star Lighting	0	0.00	0	496	196.55	1	0.00	0.0%
Energy Star Appliance	154	50.00	1	307	100.00	3	0.00	0.0%
Res Subtotal	1,824	1,164.03	3	13,164	9,287.47	15	4,627.75	
Res % of Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	59.9%	
C&I New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Large Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt Large	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Small Retrofit	0	0.00	0	0	0.00	0	1,257.11	0.0%
C&I Govt Small	0	0.00	0	0	0.00	0	595.27	0.0%
C&I Products & Services	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Subtotal	0	0.00	0	0	0.00	0	1,852.38	
C&I % of Total	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	24.0%	
Report Total	1,824	1,164.03	3	13,164	9,287.47	15	7,721.95	
Budget Comparison					8,640.92		7,721.95	111.9%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Barnstable
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	16,736	0.00	2	16,736	0.00	2	0.00	0.0%
Low-Income Single-Family	43,894	72,144.74	31	342,091	349,795.36	153	535,769.97	65.3%
Low-Income Multi-Family	778	386.90	1	12,607	8,297.00	4	0.00	0.0%
LI Subtotal	61,408	72,531.64	34	371,434	358,092.36	159	535,769.97	
LI % of Total	5.1%	10.7%	8.7%	4.0%	8.0%	7.0%	16.1%	
Residential New Construction	881	0.00	2	5,140	746.09	3	51,384.22	1.5%
Residential Multi-Family Retrofit	2,068	825.78	2	6,826	5,709.79	10	0.00	0.0%
Res Home Energy	147,947	368,759.25	257	829,003	1,846,840.50	1,119	1,945,205.25	94.9%
Energy Star HVAC	2,835	2,400.00	6	113,503	131,750.00	283	0.00	0.0%
Energy Star Lighting	384,818	34,742.80	16	2,949,632	312,187.64	30	0.00	0.0%
Energy Star Appliance	82,347	7,139.00	51	760,470	78,792.99	418	0.00	0.0%
Res Subtotal	620,896	413,866.83	334	4,664,574	2,376,027.01	1,863	1,996,589.47	
Res % of Total	51.1%	60.9%	85.2%	49.9%	53.2%	82.5%	59.9%	
C&I New Construction	234,594	60,679.75	6	769,214	508,845.25	12	0.00	0.0%
C&I Govt New Construction	0	74.00	1	0	4,210.50	2	0.00	0.0%
C&I Large Retrofit	0	889.00	1	1,178,118	424,639.20	14	0.00	0.0%
C&I Govt Large	0	18,878.40	1	0	23,389.10	4	0.00	0.0%
C&I Small Retrofit	135,692	65,463.54	10	884,901	401,151.59	62	542,364.98	74.0%
C&I Govt Small	52,315	26,458.86	1	212,587	176,736.87	14	256,823.76	68.8%
C&I Products & Services	110,004	21,034.90	4	1,270,309	191,419.90	128	0.00	0.0%
C&I Subtotal	532,605	193,478.45	24	4,315,129	1,730,392.41	236	799,188.74	
C&I % of Total	43.8%	28.5%	6.1%	46.1%	38.8%	10.5%	24.0%	
Report Total	1,214,909	679,876.92	392	9,351,137	4,464,511.78	2,258	3,331,548.18	
Budget Comparison					2,775,270.41		3,331,548.18	83.3%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Bourne
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	19,644	20,644.73	18	84,850	149,203.56	58	186,751.35	79.9%
Low-Income Multi-Family	0	0.00	0	88,536	49,762.40	4	0.00	0.0%
LI Subtotal	19,644	20,644.73	18	173,386	198,965.96	62	186,751.35	
LI % of Total	5.8%	7.7%	12.1%	7.5%	12.8%	7.8%	16.1%	
Residential New Construction	2,114	406.16	1	35,029	9,080.27	14	17,910.81	50.7%
Residential Multi-Family Retrofit	0	0.00	0	4,850	7,045.85	6	0.00	0.0%
Res Home Energy	39,300	138,810.79	85	309,351	620,111.77	357	678,032.95	91.5%
Energy Star HVAC	1,539	1,300.00	3	35,107	33,250.00	88	0.00	0.0%
Energy Star Lighting	1,579	106.75	2	481,251	33,451.36	11	0.00	0.0%
Energy Star Appliance	18,872	1,460.00	31	72,272	17,853.96	182	0.00	0.0%
Res Subtotal	63,404	142,083.70	122	937,860	720,793.21	658	695,943.76	
Res % of Total	18.8%	53.2%	81.9%	40.4%	46.3%	82.9%	59.9%	
C&I New Construction	0	148.00	1	0	314.00	2	0.00	0.0%
C&I Govt New Construction	0	617.50	2	0	6,897.50	3	0.00	0.0%
C&I Large Retrofit	0	0.00	0	27,572	9,434.00	4	0.00	0.0%
C&I Govt Large	162,391	29,370.53	2	182,901	48,700.85	3	0.00	0.0%
C&I Small Retrofit	11,483	6,090.92	2	314,862	189,603.76	29	189,050.14	100.3%
C&I Govt Small	80,062	67,873.16	1	511,074	356,895.65	12	89,520.10	398.7%
C&I Products & Services	182	25.00	1	171,711	25,870.00	21	0.00	0.0%
C&I Subtotal	254,118	104,125.11	9	1,208,120	637,715.76	74	278,570.24	
C&I % of Total	75.4%	39.0%	6.0%	52.1%	40.9%	9.3%	24.0%	
Report Total	337,166	266,853.54	149	2,319,366	1,557,474.93	794	1,161,265.35	
Budget Comparison					1,324,895.01		1,161,265.35	114.1%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Brewster
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	13,822	24,329.90	14	61,714	98,319.50	44	59,743.44	164.6%
Low-Income Multi-Family	0	0.00	0	43,252	22,362.90	98	0.00	0.0%
LI Subtotal	13,822	24,329.90	14	104,966	120,682.40	142	59,743.44	
LI % of Total	19.8%	17.3%	12.6%	13.6%	13.3%	20.0%	16.1%	
Residential New Construction	0	0.00	0	0	0.00	0	5,729.83	0.0%
Residential Multi-Family Retrofit	482	192.10	1	24,227	12,217.55	18	0.00	0.0%
Res Home Energy	45,153	111,687.22	76	285,072	681,585.93	306	216,908.85	314.2%
Energy Star HVAC	2,255	1,450.00	3	40,295	38,000.00	80	0.00	0.0%
Energy Star Lighting	0	0.00	0	117,228	5,010.95	6	0.00	0.0%
Energy Star Appliance	6,297	530.00	13	52,513	14,679.04	134	0.00	0.0%
Res Subtotal	54,187	113,859.32	93	519,335	751,493.47	544	222,638.68	
Res % of Total	77.7%	81.1%	83.8%	67.5%	83.0%	76.7%	59.9%	
C&I New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Large Retrofit	0	127.00	1	0	1,851.75	1	0.00	0.0%
C&I Govt Large	0	1,917.90	2	25,802	7,557.90	4	0.00	0.0%
C&I Small Retrofit	0	0.00	0	25,469	9,679.50	4	60,478.84	16.0%
C&I Govt Small	0	0.00	0	2,985	1,150.88	1	28,638.29	4.0%
C&I Products & Services	1,747	240.00	1	91,283	13,290.00	13	0.00	0.0%
C&I Subtotal	1,747	2,284.90	4	145,539	33,530.03	23	89,117.13	
C&I % of Total	2.5%	1.6%	3.6%	18.9%	3.7%	3.2%	24.0%	
Report Total	69,756	140,474.12	111	769,840	905,705.90	709	371,499.25	
Budget Comparison					790,735.81		371,499.25	212.8%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Cape Cod
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	16,736	0.00	2	138,704	31,403.68	20	0.00	0.0%
Low-Income Single-Family	247,515	348,535.59	225	1,255,470	1,803,155.39	804	2,128,902.52	84.7%
Low-Income Multi-Family	84,951	50,504.21	11	309,640	231,398.80	166	0.00	0.0%
LI Subtotal	349,202	399,039.80	238	1,703,814	2,065,957.87	990	2,128,902.52	
LI % of Total	9.2%	11.4%	10.7%	5.5%	10.2%	7.7%	16.1%	
Residential New Construction	52,828	14,364.72	15	372,407	102,010.88	107	204,177.16	50.0%
Residential Multi-Family Retrofit	144,596	132,364.16	20	383,625	267,920.24	151	0.00	0.0%
Res Home Energy	786,855	2,256,944.23	1,450	4,995,397	11,142,569.52	5,918	7,729,347.58	144.2%
Energy Star HVAC	21,066	16,300.00	36	725,109	697,224.00	1,580	0.00	0.0%
Energy Star Lighting	708,249	56,983.32	66	8,518,243	653,740.89	212	0.00	0.0%
Energy Star Appliance	224,448	19,590.88	299	1,566,191	263,112.42	2,731	0.00	0.0%
Res Subtotal	1,938,042	2,496,547.31	1,886	16,560,972	13,126,577.95	10,699	7,933,524.74	
Res % of Total	51.1%	71.1%	84.5%	53.8%	64.6%	83.6%	59.9%	
C&I New Construction	284,386	93,743.00	13	1,041,442	728,863.20	37	0.00	0.0%
C&I Govt New Construction	0	1,231.25	6	17,206	179,520.09	13	0.00	0.0%
C&I Large Retrofit	0	1,016.00	2	1,564,309	570,904.80	41	0.00	0.0%
C&I Govt Large	451,485	184,201.11	18	623,757	322,799.12	28	0.00	0.0%
C&I Small Retrofit	352,252	186,635.05	42	2,897,510	1,487,388.16	277	2,155,108.04	69.0%
C&I Govt Small	133,766	97,067.12	8	1,394,378	1,119,347.17	92	1,020,499.07	109.7%
C&I Products & Services	281,595	54,101.74	20	4,954,889	731,180.42	616	0.00	0.0%
C&I Subtotal	1,503,484	617,995.27	109	12,493,491	5,140,002.96	1,104	3,175,607.11	
C&I % of Total	39.7%	17.6%	4.9%	40.6%	25.3%	8.6%	24.0%	
Report Total	3,790,728	3,513,582.38	2,233	30,758,278	20,332,538.78	12,793	13,238,034.37	
Budget Comparison					15,654,471.12		13,238,034.37	118.3%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Chatham
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	11,607	18,705.85	9	33,949	39,351.21	21	87,650.01	44.9%
Low-Income Multi-Family	0	0.00	0	0	0.00	0	0.00	0.0%
LI Subtotal	11,607	18,705.85	9	33,949	39,351.21	21	87,650.01	
LI % of Total	21.8%	17.5%	13.0%	3.6%	7.0%	4.6%	16.1%	
Residential New Construction	0	0.00	0	0	0.00	0	8,406.27	0.0%
Residential Multi-Family Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
Res Home Energy	34,030	79,371.57	46	170,885	337,787.44	166	318,228.47	106.1%
Energy Star HVAC	0	0.00	0	36,835	35,475.00	92	0.00	0.0%
Energy Star Lighting	441	14.00	1	385,262	17,718.19	6	0.00	0.0%
Energy Star Appliance	6,157	440.00	10	31,943	6,629.92	110	0.00	0.0%
Res Subtotal	40,628	79,825.57	57	624,925	397,610.55	374	326,634.74	
Res % of Total	76.3%	74.7%	82.6%	66.8%	70.8%	81.5%	59.9%	
C&I New Construction	0	0.00	0	4,810	1,500.00	1	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	10,421.45	1	0.00	0.0%
C&I Large Retrofit	0	0.00	0	0	793.75	1	0.00	0.0%
C&I Govt Large	0	8,049.60	1	0	8,144.85	2	0.00	0.0%
C&I Small Retrofit	0	108.68	1	61,558	37,584.97	14	88,728.93	42.4%
C&I Govt Small	0	0.00	0	42,235	41,748.30	4	42,015.43	99.4%
C&I Products & Services	1,011	120.00	1	167,383	24,305.00	41	0.00	0.0%
C&I Subtotal	1,011	8,278.28	3	275,986	124,498.32	64	130,744.36	
C&I % of Total	1.9%	7.8%	4.3%	29.5%	22.2%	13.9%	24.0%	
Report Total	53,246	106,809.70	69	934,860	561,460.08	459	545,029.11	
Budget Comparison					456,471.92		545,029.11	83.8%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Chilmark
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	0	0.00	0	1,623	1,818.25	2	7,223.55	25.2%
Low-Income Multi-Family	0	0.00	0	0	0.00	0	0.00	0.0%
LI Subtotal	0	0.00	0	1,623	1,818.25	2	7,223.55	
LI % of Total	0.0%	0.0%	0.0%	2.8%	2.9%	3.9%	16.1%	
Residential New Construction	0	0.00	0	9,646	7,025.00	1	692.79	1014.0%
Residential Multi-Family Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
Res Home Energy	1,512	1,264.40	3	27,244	41,870.43	27	26,226.34	159.7%
Energy Star HVAC	0	0.00	0	65	175.00	1	0.00	0.0%
Energy Star Lighting	0	0.00	0	147	11.30	1	0.00	0.0%
Energy Star Appliance	0	0.00	0	7,699	3,971.00	9	0.00	0.0%
Res Subtotal	1,512	1,264.40	3	44,801	53,052.73	39	26,919.13	
Res % of Total	41.1%	67.7%	60.0%	77.9%	84.2%	76.5%	59.9%	
C&I New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Large Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt Large	0	302.40	1	0	302.40	1	0.00	0.0%
C&I Small Retrofit	0	0.00	0	0	0.00	0	7,312.47	0.0%
C&I Govt Small	0	0.00	0	5,518	7,024.00	4	3,462.64	202.9%
C&I Products & Services	2,164	300.00	1	5,562	776.00	5	0.00	0.0%
C&I Subtotal	2,164	602.40	2	11,080	8,102.40	10	10,775.11	
C&I % of Total	58.9%	32.3%	40.0%	19.3%	12.9%	19.6%	24.0%	
Report Total	3,676	1,866.80	5	57,503	62,973.38	51	44,917.79	
Budget Comparison					57,737.68		44,917.79	128.5%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Dennis
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	15,652	15,653.13	17	76,287	96,309.92	65	138,644.98	69.5%
Low-Income Multi-Family	0	0.00	0	1,877	1,483.10	1	0.00	0.0%
LI Subtotal	15,652	15,653.13	17	78,164	97,793.02	66	138,644.98	
LI % of Total	9.7%	5.8%	10.0%	3.7%	6.7%	6.0%	16.1%	
Residential New Construction	0	0.00	0	12,618	3,311.73	4	13,297.06	24.9%
Residential Multi-Family Retrofit	0	0.00	0	20,500	12,579.04	15	0.00	0.0%
Res Home Energy	52,368	184,592.36	111	441,602	1,000,025.55	496	503,374.50	198.7%
Energy Star HVAC	1,553	1,500.00	2	56,565	57,000.00	134	0.00	0.0%
Energy Star Lighting	19,284	2,074.85	5	1,027,028	75,084.40	18	0.00	0.0%
Energy Star Appliance	16,210	1,375.00	29	85,615	16,919.96	294	0.00	0.0%
Res Subtotal	89,415	189,542.21	147	1,643,928	1,164,920.68	961	516,671.56	
Res % of Total	55.2%	69.9%	86.5%	77.5%	79.6%	87.8%	59.9%	
C&I New Construction	0	370.00	1	0	4,474.75	1	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Large Retrofit	0	0.00	0	20,932	13,854.00	4	0.00	0.0%
C&I Govt Large	0	31,348.80	1	0	31,348.80	1	0.00	0.0%
C&I Small Retrofit	59,148	34,377.53	3	236,783	121,096.62	24	140,351.62	86.3%
C&I Govt Small	0	0.00	0	15,586	12,415.64	3	66,460.10	18.7%
C&I Products & Services	-2,157	-290.00	1	126,059	18,460.00	34	0.00	0.0%
C&I Subtotal	56,991	65,806.33	6	399,360	201,649.81	67	206,811.72	
C&I % of Total	35.2%	24.3%	3.5%	18.8%	13.8%	6.1%	24.0%	
Report Total	162,058	271,001.67	170	2,121,452	1,464,363.51	1,094	862,128.26	
Budget Comparison					1,233,159.46		862,128.26	143.0%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Eastham
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				Actual % of Budget
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	8,950	11,602.74	12	55,413	91,718.06	41	28,680.98	319.8%
Low-Income Multi-Family	0	0.00	0	4,620	11,538.87	5	0.00	0.0%
LI Subtotal	8,950	11,602.74	12	60,033	103,256.93	46	28,680.98	
LI % of Total	12.3%	9.9%	12.2%	13.1%	17.0%	9.9%	16.1%	
Residential New Construction	0	0.00	0	7,056	987.89	2	2,750.71	35.9%
Residential Multi-Family Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
Res Home Energy	39,802	96,886.79	68	211,301	420,964.08	218	104,131.25	404.3%
Energy Star HVAC	2,035	1,300.00	2	38,676	39,775.00	76	0.00	0.0%
Energy Star Lighting	1,164	157.96	2	3,711	823.96	8	0.00	0.0%
Energy Star Appliance	6,021	484.96	12	40,088	11,789.52	105	0.00	0.0%
Res Subtotal	49,022	98,829.71	84	300,832	474,340.45	409	106,881.96	
Res % of Total	67.3%	84.7%	85.7%	65.8%	78.3%	87.8%	59.9%	
C&I New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Large Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt Large	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Small Retrofit	6,888	5,290.59	1	40,577	20,974.04	5	29,034.03	72.2%
C&I Govt Small	0	0.00	0	0	0.00	0	13,748.36	0.0%
C&I Products & Services	7,944	895.44	1	55,622	7,480.44	6	0.00	0.0%
C&I Subtotal	14,832	6,186.03	2	96,199	28,454.48	11	42,782.39	
C&I % of Total	20.4%	5.3%	2.0%	21.0%	4.7%	2.4%	24.0%	
Report Total	72,804	116,618.48	98	457,064	606,051.86	466	178,345.33	
Budget Comparison					534,644.07		178,345.33	299.8%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Edgartown
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	8,037	14,470.04	8	17,475	34,161.02	16	64,344.71	53.1%
Low-Income Multi-Family	0	0.00	0	2,992	25,888.61	8	0.00	0.0%
LI Subtotal	8,037	14,470.04	8	20,467	60,049.63	24	64,344.71	
LI % of Total	14.2%	20.0%	17.4%	4.1%	20.3%	12.4%	16.1%	
Residential New Construction	0	0.00	0	0	0.00	0	6,171.12	0.0%
Residential Multi-Family Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
Res Home Energy	38,911	52,813.37	31	124,469	175,667.55	84	233,614.55	75.2%
Energy Star HVAC	0	0.00	0	3,191	2,725.00	8	0.00	0.0%
Energy Star Lighting	3,641	192.35	1	66,493	3,249.05	7	0.00	0.0%
Energy Star Appliance	1,602	130.00	3	22,328	8,575.90	31	0.00	0.0%
Res Subtotal	44,154	53,135.72	35	216,481	190,217.50	130	239,785.67	
Res % of Total	78.1%	73.4%	76.1%	43.9%	64.4%	67.0%	59.9%	
C&I New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt New Construction	0	37.00	1	0	37.00	1	0.00	0.0%
C&I Large Retrofit	0	0.00	0	78,425	10,152.00	2	0.00	0.0%
C&I Govt Large	0	4,147.20	1	2,293	4,570.20	2	0.00	0.0%
C&I Small Retrofit	0	0.00	0	0	0.00	0	65,136.75	0.0%
C&I Govt Small	0	0.00	0	3,257	5,518.13	1	30,843.93	17.9%
C&I Products & Services	4,361	600.00	1	172,385	24,726.00	34	0.00	0.0%
C&I Subtotal	4,361	4,784.20	3	256,360	45,003.33	40	95,980.68	
C&I % of Total	7.7%	6.6%	6.5%	52.0%	15.2%	20.6%	24.0%	
Report Total	56,552	72,389.96	46	493,308	295,270.46	194	400,111.06	
Budget Comparison					215,346.70		400,111.06	53.8%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Falmouth
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	5,112	605.58	1	0.00	0.0%
Low-Income Single-Family	41,340	40,388.23	36	190,347	358,704.85	132	281,241.76	127.5%
Low-Income Multi-Family	75,560	43,268.10	2	75,560	43,407.10	3	0.00	0.0%
LI Subtotal	116,900	83,656.33	38	271,019	402,717.53	136	281,241.76	
LI % of Total	21.6%	18.5%	12.2%	7.1%	16.5%	8.2%	16.1%	
Residential New Construction	27,313	3,493.36	5	113,710	17,271.33	20	26,973.12	64.0%
Residential Multi-Family Retrofit	0	1,536.93	1	9,494	6,901.43	7	0.00	0.0%
Res Home Energy	82,688	314,389.47	199	552,940	1,422,940.06	761	1,021,096.69	139.4%
Energy Star HVAC	1,109	600.00	3	97,796	75,925.00	198	0.00	0.0%
Energy Star Lighting	93,959	5,922.32	12	1,582,236	74,220.63	37	0.00	0.0%
Energy Star Appliance	29,658	2,084.96	44	136,014	25,199.80	372	0.00	0.0%
Res Subtotal	234,727	328,027.04	264	2,492,190	1,622,458.25	1,395	1,048,069.81	
Res % of Total	43.4%	72.6%	84.6%	65.4%	66.7%	84.1%	59.9%	
C&I New Construction	30,135	8,978.75	2	213,272	161,892.85	11	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Large Retrofit	0	0.00	0	33,698	16,142.10	5	0.00	0.0%
C&I Govt Large	99,506	8,765.04	1	116,541	11,726.04	2	0.00	0.0%
C&I Small Retrofit	12,067	7,137.89	5	200,339	119,431.96	24	284,703.68	41.9%
C&I Govt Small	0	0.00	0	24,497	18,798.40	6	134,814.51	13.9%
C&I Products & Services	47,892	15,385.00	2	461,120	80,768.34	79	0.00	0.0%
C&I Subtotal	189,600	40,266.68	10	1,049,467	408,759.69	127	419,518.19	
C&I % of Total	35.0%	8.9%	3.2%	27.5%	16.8%	7.7%	24.0%	
Report Total	541,227	451,950.05	312	3,812,676	2,433,935.47	1,658	1,748,829.76	
Budget Comparison					1,937,146.60		1,748,829.76	110.8%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Harwich
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	15,714	26,673.17	15	67,635	110,166.56	48	85,484.37	128.9%
Low-Income Multi-Family	0	0.00	0	2,973	2,111.80	3	0.00	0.0%
LI Subtotal	15,714	26,673.17	15	70,608	112,278.36	51	85,484.37	
LI % of Total	5.4%	9.9%	9.4%	4.7%	7.6%	6.0%	16.1%	
Residential New Construction	0	0.00	0	5,371	1,188.79	1	8,198.57	14.5%
Residential Multi-Family Retrofit	761	527.23	1	3,249	3,180.74	2	0.00	0.0%
Res Home Energy	68,374	210,675.18	114	489,889	1,056,179.21	464	310,365.73	340.3%
Energy Star HVAC	889	450.00	1	43,541	41,450.00	101	0.00	0.0%
Energy Star Lighting	137,330	6,690.70	5	287,871	21,076.72	15	0.00	0.0%
Energy Star Appliance	12,692	1,952.96	20	64,937	15,885.33	183	0.00	0.0%
Res Subtotal	220,046	220,296.07	141	894,858	1,138,960.79	766	318,564.30	
Res % of Total	75.3%	81.9%	88.7%	59.7%	77.6%	89.7%	59.9%	
C&I New Construction	0	0.00	0	4,208	2,350.00	1	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	3,919.04	2	0.00	0.0%
C&I Large Retrofit	0	0.00	0	86,557	15,465.00	2	0.00	0.0%
C&I Govt Large	45,360	20,368.74	2	125,774	101,525.82	2	0.00	0.0%
C&I Small Retrofit	0	0.00	0	113,340	58,526.92	9	86,536.63	67.6%
C&I Govt Small	0	0.00	0	48,671	13,900.00	2	40,977.32	33.9%
C&I Products & Services	11,103	1,560.00	1	156,065	21,726.00	19	0.00	0.0%
C&I Subtotal	56,463	21,928.74	3	534,615	217,412.78	37	127,513.95	
C&I % of Total	19.3%	8.2%	1.9%	35.6%	14.8%	4.3%	24.0%	
Report Total	292,223	268,897.98	159	1,500,081	1,468,651.93	854	531,562.62	
Budget Comparison					1,239,961.48		531,562.62	233.3%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Martha's Vineyard
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	38,806	19,746.28	4	0.00	0.0%
Low-Income Single-Family	22,136	50,253.91	21	66,243	114,326.35	49	189,577.23	60.3%
Low-Income Multi-Family	16,847	15,586.70	1	81,857	144,839.32	61	0.00	0.0%
LI Subtotal	38,983	65,840.61	22	186,906	278,911.95	114	189,577.23	
LI % of Total	15.4%	21.9%	12.4%	9.9%	20.3%	12.8%	16.1%	
Residential New Construction	0	0.00	0	48,254	33,015.12	14	18,181.83	181.6%
Residential Multi-Family Retrofit	1,648	1,521.10	2	1,648	1,521.10	2	0.00	0.0%
Res Home Energy	113,706	196,350.10	115	450,750	698,263.96	376	688,292.82	101.4%
Energy Star HVAC	0	0.00	0	13,297	11,400.00	32	0.00	0.0%
Energy Star Lighting	23,996	3,337.20	7	149,930	16,071.40	26	0.00	0.0%
Energy Star Appliance	10,544	2,679.92	13	115,783	47,295.69	141	0.00	0.0%
Res Subtotal	149,894	203,888.32	137	779,662	807,567.27	591	706,474.65	
Res % of Total	59.1%	67.8%	77.0%	41.4%	58.8%	66.4%	59.9%	
C&I New Construction	0	0.00	0	1,364	948.50	3	0.00	0.0%
C&I Govt New Construction	0	37.00	1	0	8,224.10	3	0.00	0.0%
C&I Large Retrofit	0	486.50	2	78,425	11,651.10	4	0.00	0.0%
C&I Govt Large	0	12,009.60	3	2,293	40,846.75	6	0.00	0.0%
C&I Small Retrofit	17,110	6,299.48	3	64,901	33,851.25	10	191,910.82	17.6%
C&I Govt Small	10,128	7,001.00	5	137,676	103,098.78	16	90,874.71	113.5%
C&I Products & Services	37,648	5,168.00	5	632,948	88,561.00	143	0.00	0.0%
C&I Subtotal	64,886	31,001.58	19	917,607	287,181.48	185	282,785.53	
C&I % of Total	25.6%	10.3%	10.7%	48.7%	20.9%	20.8%	24.0%	
Report Total	253,763	300,730.51	178	1,884,175	1,373,660.70	890	1,178,837.41	
Budget Comparison					982,555.46		1,178,837.41	83.3%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Mashpee
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	20,440	27,890.25	20	89,835	126,511.21	60	105,861.18	119.5%
Low-Income Multi-Family	3,757	3,542.36	3	6,402	9,644.66	3	0.00	0.0%
LI Subtotal	24,197	31,432.61	23	96,237	136,155.87	63	105,861.18	
LI % of Total	15.4%	17.6%	19.3%	5.7%	12.9%	8.6%	16.1%	
Residential New Construction	6,969	1,221.33	2	113,199	22,833.14	31	10,152.85	224.9%
Residential Multi-Family Retrofit	1,304	1,197.52	3	89,650	39,700.38	46	0.00	0.0%
Res Home Energy	57,115	102,628.82	66	241,193	398,835.29	259	384,347.27	103.8%
Energy Star HVAC	1,296	1,450.00	4	38,170	38,424.00	92	0.00	0.0%
Energy Star Lighting	14,490	2,558.64	5	293,907	17,914.69	15	0.00	0.0%
Energy Star Appliance	6,588	614.00	11	46,555	10,144.00	160	0.00	0.0%
Res Subtotal	87,762	109,670.31	91	822,674	527,851.50	603	394,500.12	
Res % of Total	55.8%	61.3%	76.5%	49.1%	50.1%	82.3%	59.9%	
C&I New Construction	19,657	23,035.50	1	36,106	44,374.35	3	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	548.10	1	0.00	0.0%
C&I Large Retrofit	0	0.00	0	9,067	1,260.00	1	0.00	0.0%
C&I Govt Large	0	7,307.00	1	0	13,747.85	2	0.00	0.0%
C&I Small Retrofit	22,144	6,949.40	2	118,620	58,139.91	13	107,164.27	54.3%
C&I Govt Small	0	0.00	0	235,168	214,709.89	10	50,745.04	423.1%
C&I Products & Services	3,582	510.00	1	356,519	55,967.00	37	0.00	0.0%
C&I Subtotal	45,383	37,801.90	5	755,479	388,747.10	67	157,909.31	
C&I % of Total	28.8%	21.1%	4.2%	45.1%	36.9%	9.1%	24.0%	
Report Total	157,342	178,904.82	119	1,674,390	1,052,754.47	733	658,270.61	
Budget Comparison					821,029.44		658,270.61	124.7%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Oak Bluffs
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	8,363	19,072.29	7	28,115	41,531.80	20	42,434.63	97.9%
Low-Income Multi-Family	16,847	15,586.70	1	35,171	24,473.75	1	0.00	0.0%
LI Subtotal	25,210	34,658.99	8	63,286	66,005.55	21	42,434.63	
LI % of Total	27.0%	32.9%	17.4%	10.8%	17.3%	9.5%	16.1%	
Residential New Construction	0	0.00	0	0	0.00	0	4,069.79	0.0%
Residential Multi-Family Retrofit	843	530.56	1	843	530.56	1	0.00	0.0%
Res Home Energy	35,721	48,771.99	23	95,153	150,431.20	81	154,066.24	97.6%
Energy Star HVAC	0	0.00	0	3,754	3,100.00	10	0.00	0.0%
Energy Star Lighting	328	92.00	1	1,326	223.40	3	0.00	0.0%
Energy Star Appliance	4,543	1,569.92	4	35,588	16,363.88	40	0.00	0.0%
Res Subtotal	41,435	50,964.47	29	136,664	170,649.04	135	158,136.03	
Res % of Total	44.4%	48.3%	63.0%	23.3%	44.8%	61.4%	59.9%	
C&I New Construction	0	0.00	0	0	74.00	1	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Large Retrofit	0	412.50	1	0	664.10	1	0.00	0.0%
C&I Govt Large	0	7,560.00	1	0	7,560.00	1	0.00	0.0%
C&I Small Retrofit	12,960	4,371.80	1	27,728	14,150.88	4	42,956.98	32.9%
C&I Govt Small	10,128	7,001.00	5	128,901	90,482.65	10	20,341.23	444.8%
C&I Products & Services	3,517	497.00	1	230,808	31,446.00	47	0.00	0.0%
C&I Subtotal	26,605	19,842.30	9	387,437	144,377.63	64	63,298.21	
C&I % of Total	28.5%	18.8%	19.6%	66.0%	37.9%	29.1%	24.0%	
Report Total	93,250	105,465.76	46	587,387	381,032.22	220	263,868.87	
Budget Comparison					296,596.53		263,868.87	112.4%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Orleans
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	97,338	10,000.00	1	0.00	0.0%
Low-Income Single-Family	8,935	8,534.45	5	18,060	24,553.74	15	110,304.58	22.3%
Low-Income Multi-Family	0	0.00	0	1,650	1,288.80	1	0.00	0.0%
LI Subtotal	8,935	8,534.45	5	117,048	35,842.54	17	110,304.58	
LI % of Total	7.4%	5.3%	5.3%	9.9%	5.0%	3.8%	16.1%	
Residential New Construction	0	0.00	0	28,182	11,130.14	6	10,579.01	105.2%
Residential Multi-Family Retrofit	0	775.00	1	12,815	7,550.41	9	0.00	0.0%
Res Home Energy	44,656	125,616.99	64	184,130	428,919.88	185	400,479.78	107.1%
Energy Star HVAC	683	500.00	1	26,831	22,500.00	42	0.00	0.0%
Energy Star Lighting	12,099	679.30	6	236,339	13,139.55	19	0.00	0.0%
Energy Star Appliance	5,200	410.00	9	45,039	10,439.05	92	0.00	0.0%
Res Subtotal	62,638	127,981.29	81	533,336	493,679.03	353	411,058.79	
Res % of Total	51.9%	79.3%	86.2%	45.0%	68.3%	79.3%	59.9%	
C&I New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt New Construction	0	31.75	1	0	5,179.00	1	0.00	0.0%
C&I Large Retrofit	0	0.00	0	71,453	16,530.00	4	0.00	0.0%
C&I Govt Large	0	4,132.80	1	0	4,132.80	1	0.00	0.0%
C&I Small Retrofit	37,992	19,314.18	4	181,718	97,730.62	23	111,662.36	87.5%
C&I Govt Small	0	0.00	0	42,050	35,849.40	16	52,875.00	67.8%
C&I Products & Services	11,069	1,487.80	2	238,663	33,465.80	30	0.00	0.0%
C&I Subtotal	49,061	24,966.53	8	533,884	192,887.62	75	164,537.36	
C&I % of Total	40.7%	15.5%	8.5%	45.1%	26.7%	16.9%	24.0%	
Report Total	120,634	161,482.27	94	1,184,268	722,409.19	445	685,900.73	
Budget Comparison					598,183.78		685,900.73	87.2%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Provincetown
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	4,330	10,105.97	7	21,925	44,389.95	18	88,068.77	50.4%
Low-Income Multi-Family	3,964	2,863.40	4	64,053	57,510.15	28	0.00	0.0%
LI Subtotal	8,294	12,969.37	11	85,978	101,900.10	46	88,068.77	
LI % of Total	13.0%	17.5%	18.3%	7.4%	16.0%	12.4%	16.1%	
Residential New Construction	6,444	3,570.70	2	26,298	16,347.91	9	8,446.43	193.5%
Residential Multi-Family Retrofit	82	1,105.00	3	5,518	7,153.81	9	0.00	0.0%
Res Home Energy	6,570	39,042.95	31	64,483	183,796.77	118	319,748.87	57.5%
Energy Star HVAC	2,035	1,300.00	3	24,767	20,275.00	41	0.00	0.0%
Energy Star Lighting	2,238	106.10	1	91,502	6,838.35	4	0.00	0.0%
Energy Star Appliance	312	90.00	3	7,990	1,539.96	39	0.00	0.0%
Res Subtotal	17,681	45,214.75	43	220,558	235,951.80	220	328,195.30	
Res % of Total	27.8%	61.0%	71.7%	18.9%	36.9%	59.3%	59.9%	
C&I New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt New Construction	0	0.00	0	17,206	143,500.00	1	0.00	0.0%
C&I Large Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt Large	0	6,278.40	1	0	6,278.40	1	0.00	0.0%
C&I Small Retrofit	20,770	7,331.12	4	98,519	47,707.59	14	89,152.85	53.5%
C&I Govt Small	0	0.00	0	3,219	3,076.19	1	42,216.17	7.3%
C&I Products & Services	16,819	2,355.00	1	739,231	100,309.17	88	0.00	0.0%
C&I Subtotal	37,589	15,964.52	6	858,175	300,871.35	105	131,369.02	
C&I % of Total	59.1%	21.5%	10.0%	73.7%	47.1%	28.3%	24.0%	
Report Total	63,563	74,148.64	60	1,164,711	638,723.25	371	547,633.09	
Budget Comparison					295,318.41		547,633.09	53.9%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Sandwich
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	22,318	47,375.25	18	58,692	108,860.31	43	112,860.38	96.5%
Low-Income Multi-Family	0	0.00	0	991	630.50	1	0.00	0.0%
LI Subtotal	22,318	47,375.25	18	59,683	109,490.81	44	112,860.38	
LI % of Total	16.5%	20.9%	10.7%	4.3%	8.4%	4.6%	16.1%	
Residential New Construction	0	0.00	0	1,548	263.72	1	10,824.13	2.4%
Residential Multi-Family Retrofit	4,723	5,170.63	3	20,800	11,353.05	5	0.00	0.0%
Res Home Energy	50,605	166,017.96	115	425,681	952,893.29	504	409,759.06	232.5%
Energy Star HVAC	187	500.00	1	50,595	47,550.00	101	0.00	0.0%
Energy Star Lighting	8,516	349.20	5	303,587	23,961.50	22	0.00	0.0%
Energy Star Appliance	9,864	940.00	22	77,826	20,843.19	230	0.00	0.0%
Res Subtotal	73,895	172,977.79	146	880,037	1,056,864.75	863	420,583.19	
Res % of Total	54.6%	76.3%	86.9%	63.0%	80.8%	90.4%	59.9%	
C&I New Construction	0	0.00	0	0	2,804.50	2	0.00	0.0%
C&I Govt New Construction	0	31.75	1	0	517.25	1	0.00	0.0%
C&I Large Retrofit	0	0.00	0	38,899	6,240.00	1	0.00	0.0%
C&I Govt Large	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Small Retrofit	0	101.90	1	69,398	34,597.37	7	114,249.62	30.3%
C&I Govt Small	1,389	1,010.10	1	81,443	61,600.87	3	54,100.13	113.9%
C&I Products & Services	37,639	5,180.00	1	267,739	36,354.00	34	0.00	0.0%
C&I Subtotal	39,028	6,323.75	4	457,479	142,113.99	48	168,349.75	
C&I % of Total	28.9%	2.8%	2.4%	32.7%	10.9%	5.0%	24.0%	
Report Total	135,241	226,676.79	168	1,397,199	1,308,469.55	955	701,793.32	
Budget Comparison					1,158,215.56		701,793.32	165.0%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Tisbury
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	21,506	8,745.35	2	0.00	0.0%
Low-Income Single-Family	3,092	9,925.13	4	7,347	19,075.72	5	60,397.94	31.6%
Low-Income Multi-Family	0	0.00	0	43,694	94,476.96	52	0.00	0.0%
LI Subtotal	3,092	9,925.13	4	72,547	122,298.03	59	60,397.94	
LI % of Total	4.1%	12.4%	7.8%	13.4%	29.6%	21.7%	16.1%	
Residential New Construction	0	0.00	0	14,422	8,989.84	9	5,792.60	155.2%
Residential Multi-Family Retrofit	805	990.54	1	805	990.54	1	0.00	0.0%
Res Home Energy	21,359	59,948.45	34	127,173	206,229.30	100	219,285.13	94.0%
Energy Star HVAC	0	0.00	0	4,527	3,400.00	6	0.00	0.0%
Energy Star Lighting	19,781	2,980.85	4	79,542	11,847.40	9	0.00	0.0%
Energy Star Appliance	3,410	880.00	4	22,307	8,784.99	31	0.00	0.0%
Res Subtotal	45,355	64,799.84	43	248,776	240,242.07	156	225,077.73	
Res % of Total	60.0%	81.1%	84.3%	45.8%	58.2%	57.4%	59.9%	
C&I New Construction	0	0.00	0	1,364	874.50	2	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Large Retrofit	0	74.00	1	0	835.00	1	0.00	0.0%
C&I Govt Large	0	0.00	0	0	3,370.35	1	0.00	0.0%
C&I Small Retrofit	4,150	1,927.68	2	37,173	19,700.37	6	61,141.40	32.2%
C&I Govt Small	0	0.00	0	0	0.00	0	28,952.03	0.0%
C&I Products & Services	22,969	3,171.00	1	182,785	25,721.00	47	0.00	0.0%
C&I Subtotal	27,119	5,172.68	4	221,322	50,501.22	57	90,093.43	
C&I % of Total	35.9%	6.5%	7.8%	40.8%	12.2%	21.0%	24.0%	
Report Total	75,566	79,897.65	51	542,644	413,041.32	272	375,569.10	
Budget Comparison					253,995.23		375,569.10	67.6%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Truro
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	19,518	20,798.10	16	0.00	0.0%
Low-Income Single-Family	2,262	2,360.20	3	14,572	20,175.17	10	18,314.91	110.2%
Low-Income Multi-Family	0	0.00	0	0	0.00	0	0.00	0.0%
LI Subtotal	2,262	2,360.20	3	34,090	40,973.27	26	18,314.91	
LI % of Total	3.9%	4.0%	5.5%	12.0%	11.8%	10.8%	16.1%	
Residential New Construction	9,108	5,673.17	3	24,257	18,639.87	15	1,756.53	1061.2%
Residential Multi-Family Retrofit	0	745.00	1	4,590	4,449.73	2	0.00	0.0%
Res Home Energy	27,247	44,585.09	36	104,620	204,336.27	111	66,495.44	307.3%
Energy Star HVAC	889	450.00	1	18,061	14,950.00	28	0.00	0.0%
Energy Star Lighting	0	0.00	0	1,553	155.60	3	0.00	0.0%
Energy Star Appliance	939	80.00	2	22,743	6,934.00	37	0.00	0.0%
Res Subtotal	38,183	51,533.26	43	175,824	249,465.47	196	68,251.97	
Res % of Total	65.9%	86.4%	78.2%	62.1%	71.9%	81.3%	59.9%	
C&I New Construction	0	0.00	0	0	211.50	1	0.00	0.0%
C&I Govt New Construction	0	476.25	1	0	4,327.25	1	0.00	0.0%
C&I Large Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt Large	15,320	1,925.58	2	15,320	1,925.58	2	0.00	0.0%
C&I Small Retrofit	2,200	1,624.80	1	4,090	3,488.08	2	18,540.36	18.8%
C&I Govt Small	0	1,725.00	5	28,753	42,860.06	7	8,779.34	488.2%
C&I Products & Services	0	0.00	0	24,988	3,752.00	6	0.00	0.0%
C&I Subtotal	17,520	5,751.63	9	73,151	56,564.47	19	27,319.70	
C&I % of Total	30.2%	9.6%	16.4%	25.8%	16.3%	7.9%	24.0%	
Report Total	57,965	59,645.09	55	283,065	347,003.21	241	113,886.58	
Budget Comparison					289,499.45		113,886.58	254.2%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Wellfleet
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	1,421	1,212.20	2	10,871	14,274.88	7	28,104.80	50.8%
Low-Income Multi-Family	0	0.00	0	4,624	18,410.74	12	0.00	0.0%
LI Subtotal	1,421	1,212.20	2	15,495	32,685.62	19	28,104.80	
LI % of Total	5.9%	2.3%	5.4%	3.5%	8.9%	7.0%	16.1%	
Residential New Construction	0	0.00	0	0	210.00	1	2,695.45	7.8%
Residential Multi-Family Retrofit	0	0.00	0	10,680	5,457.93	2	0.00	0.0%
Res Home Energy	18,782	47,067.17	26	134,424	217,068.25	116	102,039.31	212.7%
Energy Star HVAC	683	500.00	1	36,200	27,150.00	48	0.00	0.0%
Energy Star Lighting	0	0.00	0	36,757	3,151.75	3	0.00	0.0%
Energy Star Appliance	3,168	200.00	4	19,029	5,179.98	45	0.00	0.0%
Res Subtotal	22,633	47,767.17	31	237,090	258,217.91	215	104,734.76	
Res % of Total	94.1%	89.8%	83.8%	53.1%	70.3%	79.0%	59.9%	
C&I New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Large Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt Large	0	3,355.20	1	0	3,355.20	1	0.00	0.0%
C&I Small Retrofit	0	853.04	3	69,758	44,216.50	18	28,450.75	155.4%
C&I Govt Small	0	0.00	0	2,106	11,224.50	2	13,472.16	83.3%
C&I Products & Services	0	0.00	0	121,755	17,458.17	17	0.00	0.0%
C&I Subtotal	0	4,208.24	4	193,619	76,254.37	38	41,922.91	
C&I % of Total	0.0%	7.9%	10.8%	43.4%	20.8%	14.0%	24.0%	
Report Total	24,054	53,187.61	37	446,204	367,157.90	272	174,762.47	
Budget Comparison					286,994.13		174,762.47	164.2%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: West Tisbury
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	Actual % of Budget
Low-Income New Construction	0	0.00	0	17,300	11,000.93	2	0.00	0.0%
Low-Income Single-Family	2,644	6,786.45	2	11,683	17,739.56	6	13,934.58	127.3%
Low-Income Multi-Family	0	0.00	0	0	0.00	0	0.00	0.0%
LI Subtotal	2,644	6,786.45	2	28,983	28,740.49	8	13,934.58	
LI % of Total	11.5%	17.0%	7.4%	15.2%	13.6%	5.8%	16.1%	
Residential New Construction	0	0.00	0	18,954	14,490.28	3	1,336.43	1084.3%
Residential Multi-Family Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
Res Home Energy	14,533	32,437.86	22	69,713	117,934.56	76	50,591.91	233.1%
Energy Star HVAC	0	0.00	0	1,630	1,650.00	5	0.00	0.0%
Energy Star Lighting	246	72.00	1	1,926	543.70	5	0.00	0.0%
Energy Star Appliance	835	50.00	1	27,554	9,499.92	27	0.00	0.0%
Res Subtotal	15,614	32,559.86	24	119,777	144,118.46	116	51,928.34	
Res % of Total	68.2%	81.5%	88.9%	63.0%	68.0%	84.1%	59.9%	
C&I New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	8,187.10	2	0.00	0.0%
C&I Large Retrofit	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Govt Large	0	0.00	0	0	25,043.80	1	0.00	0.0%
C&I Small Retrofit	0	0.00	0	0	0.00	0	14,106.11	0.0%
C&I Govt Small	0	0.00	0	0	74.00	1	6,679.61	1.1%
C&I Products & Services	4,637	600.00	1	41,408	5,892.00	10	0.00	0.0%
C&I Subtotal	4,637	600.00	1	41,408	39,196.90	14	20,785.72	
C&I % of Total	20.3%	1.5%	3.7%	21.8%	18.5%	10.1%	24.0%	
Report Total	22,895	39,946.31	27	190,168	212,055.85	138	86,648.64	
Budget Comparison					150,238.40		86,648.64	173.4%

Energy Efficiency Program Activity by Town

<http://www.capelightcompact.org/TownReports.htm>

Town Name: Yarmouth
Program Period: 2013
Current Dates: 12/01/13 - 12/31/13
Cumulative Dates: 01/01/13 - 12/31/13

Program	Current Period			Cumulative for Reporting Period				Actual % of Budget
	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Annual kWh Savings	Actual Expenditures	Unique Customer Accounts	Budget	
Low-Income New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
Low-Income Single-Family	17,186	20,914.78	18	129,229	170,821.11	89	261,421.04	65.3%
Low-Income Multi-Family	892	443.45	1	2,495	4,950.78	3	0.00	0.0%
LI Subtotal	18,078	21,358.23	19	131,724	175,771.89	92	261,421.04	
LI % of Total	3.7%	4.7%	7.9%	3.9%	7.2%	6.2%	16.1%	
Residential New Construction	0	0.00	0	0	0.00	0	25,072.17	0.0%
Residential Multi-Family Retrofit	135,176	120,288.97	4	170,426	144,620.53	20	0.00	0.0%
Res Home Energy	72,218	226,812.62	156	550,823	1,370,285.23	738	949,134.16	144.4%
Energy Star HVAC	3,078	2,600.00	5	68,167	73,750.00	176	0.00	0.0%
Energy Star Lighting	32,331	3,580.70	6	720,379	49,005.60	15	0.00	0.0%
Energy Star Appliance	20,123	1,790.00	38	103,157	20,281.72	330	0.00	0.0%
Res Subtotal	262,926	355,072.29	209	1,612,952	1,657,943.08	1,279	974,206.33	
Res % of Total	53.8%	77.7%	87.1%	48.3%	68.1%	86.2%	59.9%	
C&I New Construction	0	531.00	2	13,832	2,096.00	3	0.00	0.0%
C&I Govt New Construction	0	0.00	0	0	0.00	0	0.00	0.0%
C&I Large Retrofit	0	0.00	0	98,013	64,695.00	4	0.00	0.0%
C&I Govt Large	128,908	42,503.12	2	157,419	60,965.93	3	0.00	0.0%
C&I Small Retrofit	43,868	31,991.46	5	477,578	243,458.73	29	264,638.98	92.0%
C&I Govt Small	0	0.00	0	144,004	128,380.52	11	125,313.36	102.4%
C&I Products & Services	34,760	5,598.60	3	706,445	100,554.60	63	0.00	0.0%
C&I Subtotal	207,536	80,624.18	12	1,597,291	600,150.78	113	389,952.34	
C&I % of Total	42.5%	17.6%	5.0%	47.8%	24.7%	7.6%	24.0%	
Report Total	488,540	457,054.70	240	3,341,967	2,433,865.75	1,484	1,625,579.71	
Budget Comparison					1,912,945.59		1,625,579.71	117.7%

APPENDIX 7

CAPE LIGHT COMPACT ENERGY EDUCATION OUTREACH ACTIVITIES

The Compact continues its solid commitment to energy education outreach to its community, and continues to be a regional and nationally recognized leader in the design and implementation of its energy education programs. As a unique energy efficiency administrator and municipal aggregator, the Compact strives to support the community in efforts to encourage the development of deeper and broader knowledge of energy efficiency technology and practices, moving towards an energy-literate society.

Toward this goal, the Compact's Energy Education Program continues to see a substantial increase in its outreach within education programs and the school population through its innovative programs. Highlights of 2013 programs include:

- Over 100 education-based presentations, field trips, and all-school Energy Carnivals: students learn the basic lessons of energy efficiency, energy forms and energy sources in a first-hand, fun and engaging way. Over 6,000 students and teachers were reached.
- A Standards-based graduate level course for teachers to introduce and reinforce energy education concepts for the classroom
- Informal science programs for science and nature center staff
- Teacher Workshops in partnership with the State-wide Education Working Group and in-service training for school systems reaching teachers in our service territory.
- Sponsorship for 4 teachers to summer teacher training programs sponsored by NEED and KidWind.

For the 10th year in a row, we were proud to have our schools recognized by the National Energy Education Development Project ("NEED") and the State DOER for their outstanding work in energy education outreach to their communities:

- State Junior Level School of the Year - The Forestdale School's SPIT and SPARKS Club
- State Middle School Finalist - Bourne Middle School's Energy Savers Club
- National Finalist and State Elementary School of the Year - Eastham Elementary School
- State Senior School Finalist - Sandwich High School
- State Senior School Runner-up - Cape Cod Regional Technical School
- State Special Project of the Year - Harwich Middle School
- National Student of the Year - Brooke Reagan, Intern, Cape Light Compact

Our greatest successes continue with the "kids as teachers" model, where students were trained and studied to present information on energy efficiency, renewable energy, and related topics to younger students and community members. As evidenced in requested programs from year to year, schools have moved towards adopting energy education into their yearly scope and sequence of classroom activities, and thus continue to reach more individuals.

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The Compact continues to use updated and innovative materials from local and national energy education-based resources such as the NEED Project (of Manassas, VA), a 501(C)3 non-profit organization. Using a model for science-based facts and local Science, Technology, Engineering and Math (“STEM”) initiatives, the Compact designs and uses curriculum materials to align with the Massachusetts state standards for science and technology, allowing teachers to introduce lesson plans discussing energy efficiency, innovation, and conservation.

2013 Energy Education Program Activity

<u>Date</u>	<u>Activity</u>	<u>Location</u>	<u>Town</u>	<u># Students</u>	<u># Adults</u>
1/5-6/25/13	Energy Club	Harwich Middle School	Harwich	52(X 20 visits)	1
1/10-6-13/13	Energy Club	Bourne Middle School	Bourne	20 (x22 visits)	1
1/8-6/18/13	Energy Club	Forestdale School	Sandwich	12 (x22 visits)	2
1/7-6/10/13	Energy Club	Eastham Ele School	Eastham	41(x22 visits)	1
2/6-5/31/13	Energy Club	Barnstable Middle School	Barnstable	12(x14 visits)	1
1/5-6/25/13	Energy Club	Cape Cod Regional Technical School	Regional	2(x22 visits)	1
1/5/-6/25/13	Energy Club	Nauset High School	Regional	12(x14 visits)	1
1/8/2013	training	Sandwich High School	Sandwich	14	
1/14/2013	training	Sandwich High School	Sandwich	10	
1/15/2013	training	Sandwich High School	Sandwich	11	
1/16/2013	presentations	Forestdale	Sandwich	12	24
1/17/2013	presentations	Sandwich High School	Sandwich		12
2/1/2013	Energy Carnival	Forestdale School	Sandwich	350+	20+
2/4/2013	presentations	Cape Cod Community College	Barnstable	18	1
2/6/2013	Energy Carnival	Eastham Ele School	Eastham	300+	20+
2/16/2013	Science Fair	MV Reg High School	Regional	200+	70+
3/1-3/29/13	4 Presentations	Teaticket Elementary School	Falmouth	100+	5
3/13/2013	Workshop	St. Margaret's School	Regional		35+
3/16/2013	Energy Carnival	Truro Central	Truro	225	12
3/21/2013	training	Nauset High School	Regional	14	1
3/23/2013	Science Fair	Cape Cod Museum of Natural History	Regional	250	50
3/27/2013	Energy Carnival	Wellfleet Elementary School	Wellfleet	125	15
4/4/2013	Field Trip	Eddy School to Covanta SEMass	Brewster	14	2
4/5/2013	Energy Carnival	Bourne Middle School	Bourne	450+	25
4/8/2013	training	Wellfleet Bay Audubon	Wellfleet		6
4/9/2013	Training	Harwich Middle School	Harwich		20
4/10/2013	Energy Carnival	Barnstable Middle School	Barnstable	50+	3
4/22/2013	training	Harwich High School	Harwich	10	
4/23/2013	Energy Carnival	Oakridge School	Sandwich	250	8
4/24/2013	Energy Carnival	Ezra Baker School	Dennis	220	14
4/25/2013	Energy Carnival	ME Small School	Yarmouth	400	20
4/26/2013	Energy Carnival	Hyannis Youth Center	Barnstable	400	15
4/29/2013	Energy Carnival	Station Ave School	Yarmouth	250	12
4/30/2013	training	Cape Cod Regional Technical School	Regional	25	1
5/1/2013	Energy Day	Harwich Middle School	Harwich	650	25
5/1/2013	Workshop	St. Margaret's School	Regional		22
5/3/2013	training	Morse Pond School	Falmouth	15	2
5/8/2013	Energy Carnival	Eddy School	Brewster	175	14
5/15/2013	Energy Carnival	Wing School	Sandwich	200	10
5/16/2013	Energy Carnival	Morse Pond School	Falmouth	122	6
5/17/2013	Energy Carnival	Morse Pond School	Falmouth	125	4
5/23/2013	Energy Carnival	Oak Bluffs School	MV Regional	500+	15
6/1/2013	Solar Car Race	Edgartown Boys and Girls Club	MV Regional	150+	35
6/5/2013	Awards Ceremony	Statehouse	Regional	120+	12+
6/22-6/25/13	NEED YAP	Washington DC	Regional	25	15
6/27/2013	Presentation	MMA - ASLP	Regional	200+	25+
7/9-7/26/13	Energy Camp	Morse Pond School	Falmouth	17 (x 12 visits)	3
7/13/2013	Festival	Brewster Conservation Day	Brewster	100+	200+
7/22-8/16/13	Presentation	Camp Greenough (BSA)	Regional	100(X6 visits)	2
8/6/2013	Teacher Workshop	Boston Museum of Science	Regional		64
9/12/2013	Planning Meeting	Sandwich High School	Sandwich	6	1
9/23/2013	Training	Sandwich High School	Sandwich	6	1
9/30/2013	Presentation	Yarmouth	Regional		58
10/5/2013	Festival	MV Living Local	Regional	100+	500+
10/9/2013	Workshop	Falmouth	Regional		57
10/16/2013	Exhibit	Barnstable	Regional		250+
10/22/2013	Workshop	Springfield	Regional		70+
10/29/2013	Workshop	Plymouth	Regional		45
11/13/2013	Exhibit	Foxborough	Regional		1400
11/16/2013	Workshop	brewster	Regional		12
11/18/2013	training	Cape Cod Regional Technical School	Regional	12	2
11/19/2013	Workshop	Worcester	Regional		53