

Cape Light Compact Governing Board Meeting Executive Committee Meeting

DATE: Friday, April 24, 2015
LOCATION: Rooms 11&12, Superior Courthouse, Barnstable
TIME: 1:30 – 3:30 p.m.

AGENDA

- 1:30 Public Comment
- 1:40 Approval of Minutes
- 1:45 Energy Efficiency Program
1. Discussion and potential vote on First Draft of the 2016 – 2018 Energy Efficiency Plan
- 3:15 Administrator's Report
1. Board Schedule, other administrative updates

**Agenda Action Request
Cape Light Compact
Meeting Date: 04 24 15**



**First Draft of 2016-2018 ENERGY EFFICIENCY PLAN GOALS
AND BUDGETS**

REQUESTED BY: Maggie Downey

Proposed Motion(s)

1) I move the Executive Committee/ Board vote to approve the draft proposed goals and budgets presented by staff for the 2016-2018 Energy Efficiency Plan

The Compact Administrator is authorized and directed to take all actions necessary or appropriate to implement this vote, and to execute and deliver all documents as may be necessary or appropriate to implement this vote.

4) *I move the Board vote to (insert language)*

Additional Information

See attached presentation for additional information

Record of Board Action

| Motion by: | Second by: | # Aye | # Nay | # Abstain | Disposition |
|------------|------------|-------|-------|-----------|-------------|
| | | | | | |

- Aquinnah*
- Barnstable*
- Barnstable County*
- Bourne*
- Brewster*
- Chatham*
- Chilmark*
- Dennis*
- Dukes County*
- Eastham*
- Edgartown*
- Falmouth*
- Harwich*
- Mashpee*
- Oak Bluffs*
- Orleans*
- Provincetown*
- Sandwich*
- Tisbury*
- Truro*
- Wellfleet*
- West Tisbury*
- Yarmouth*

**2016-2018 ENERGY
EFFICIENCY PLAN**
PROPOSED APRIL 30TH DRAFT

OVERVIEW

- **2008 Massachusetts Green Communities mandates “electric and natural resource needs shall first be met through all available energy efficiency and demand reduction resources that are cost effective or less expensive than supply”**
- **2013, DPU 12-107 , Compact ordered to conduct a potential study to document the penetration of energy efficiency within its territory and the remaining cost-effective energy efficiency opportunities**
- **2015 Compact Potential Study identifies energy efficiency opportunities on Cape Cod and Martha’s Vineyard**

2016-2018 ENERGY EFFICIENCY ELECTRIC SAVINGS GOALS

- **Energy Efficiency Advisory Council, based on analysis from their consultants, proposes savings goals for electric Program Administrators**
 - 2016: 2.98% of sales
 - 2017: 3.03% of sales
 - 2018: 3.09% of sales
 - 2016-2018: 3.04% of sales
- **2015 Compact Potential Study identifies energy efficiency opportunities on Cape Cod and Martha's Vineyard over 2016-2021 time frame**
 - 2016-2021: 1.98% of sales

2016-2018 ENERGY EFFICIENCY SAVINGS GOALS

- Working from Compact Potential Study and incorporating policy directions from Compact Board, staff develop goals and budgets
- Staff goals and budgets are developed from the bottom up – incorporates staff and vendor knowledge of projects in pipeline and historical participation
 - 2016: 2.68% of sales
 - 2017: 2.75% of sales
 - 2018: 2.84% of sales
 - 2016-2018: 2.75% of sales
- 2013-2015: 1.97% sales

2016 Program Administrator Budget

| Program | Program Costs | | | | | | Total Program Costs |
|---|-------------------------------------|---------------------------|-----------------------|--|--------------------------------|-------------------|---------------------|
| | Program Planning and Administration | Marketing and Advertising | Participant Incentive | Sales, Technical Assistance & Training | Evaluation and Market Research | | |
| A - Residential | 1,139,298 | 549,069 | 14,239,446 | 4,404,695 | 1,065,921 | 21,398,428 | |
| A1 - Residential Whole House | 721,106 | 163,585 | 9,770,204 | 3,686,241 | 768,871 | 15,110,007 | |
| A1a - Residential New Construction | 14,261 | 6,262 | 199,602 | 78,628 | 15,959 | 314,712 | |
| A1b - Residential Multi-Family Retrofit | 32,849 | 23,770 | 391,776 | 222,907 | 36,271 | 707,573 | |
| A1c - Residential Home Energy Services - Measures | 598,082 | 91,141 | 9,129,325 | 1,806,629 | 630,545 | 12,255,722 | |
| A1d - Residential Home Energy Services - RCS | 75,915 | 32,413 | - | 1,488,576 | 86,096 | 1,683,000 | |
| A1e - Residential Behavior/Feedback Program | - | 10,000 | 49,501 | 89,500 | - | 149,001 | |
| A2 - Residential Products | 209,585 | 135,804 | 3,616,242 | 552,719 | 242,968 | 4,757,318 | |
| A2a - Residential Heating & Cooling Equipment | 82,334 | 22,949 | 1,393,525 | 166,220 | 90,033 | 1,755,062 | |
| A2b - Residential Consumer Products | 15,553 | 25,535 | 146,080 | 157,759 | 18,526 | 363,454 | |
| A2c - Residential Lighting | 111,697 | 87,319 | 2,076,637 | 228,740 | 134,409 | 2,638,803 | |
| A3 - Residential Hard-to-Measure | 208,606 | 249,680 | 853,000 | 165,735 | 54,081 | 1,531,103 | |
| A3a - Residential Statewide Marketing | - | 112,215 | - | - | - | 112,215 | |
| A3b - Residential Statewide Database | 13,276 | - | - | - | - | 13,276 | |
| A3c - Residential DOER Assessment | 145,345 | - | - | - | - | 145,345 | |
| A3d - Residential EEAC Consultants | - | - | - | - | - | - | |
| A3e - Residential Sponsorships & Subscriptions | 2,366 | - | - | - | - | 2,366 | |
| A3f - Residential HEAT Loan | 47,618 | 11,465 | 850,000 | 94,135 | 54,081 | 1,057,300 | |
| A3g - Residential Workforce Development | - | - | - | - | - | - | |
| A3h - Residential R&D and Demonstration | - | 1,000 | 3,000 | 19,600 | - | 19,600 | |
| A3i - Residential Education | - | 125,000 | - | 52,000 | - | 177,000 | |
| B - Low-Income | 150,849 | 69,433 | 3,070,350 | 886,183 | 196,428 | 4,373,243 | |
| B1 - Low-Income Whole House | 61,525 | 15,061 | 3,070,350 | 886,183 | 196,428 | 4,229,546 | |
| B1a - Low-Income Single Family Retrofit | 45,160 | 13,183 | 2,254,450 | 662,889 | 144,906 | 3,120,588 | |
| B1b - Low-Income Multi-Family Retrofit | 16,365 | 1,878 | 815,900 | 223,294 | 51,522 | 1,108,958 | |
| B2 - Low-Income Hard-to-Measure | 89,325 | 54,372 | - | - | - | 143,697 | |
| B2a - Low-Income Statewide Marketing | - | 24,872 | - | - | - | 24,872 | |
| B2b - Low-Income Statewide Database | 2,943 | - | - | - | - | 2,943 | |
| B2c - Low-Income DOER Assessment | 32,215 | - | - | - | - | 32,215 | |
| B2d - Low-Income Energy Affordability Network | 49,167 | 29,500 | - | - | - | 78,667 | |
| B2e - Low-Income Sponsorships & Subscriptions | 5,000 | - | - | - | - | 5,000 | |
| C - Commercial & Industrial | 945,091 | 274,716 | 9,864,199 | 1,772,773 | 613,400 | 13,470,179 | |
| C1 - C&I New Construction | 68,048 | 9,810 | 804,280 | 282,589 | 59,716 | 1,224,442 | |
| C1a - C&I New Buildings & Major Renovations | 60,362 | 6,928 | 723,800 | 245,694 | 52,521 | 1,089,304 | |
| C1b - C&I Initial Purchase & End of Useful Life | 7,686 | 2,882 | 80,480 | 36,896 | 7,195 | 135,138 | |
| C2 - C&I Retrofit | 757,994 | 171,994 | 9,019,919 | 1,420,184 | 553,684 | 11,923,775 | |
| C2a - C&I Existing Building Retrofit | 388,865 | 64,829 | 4,914,325 | 733,341 | 295,671 | 6,426,831 | |
| C2b - C&I Small Business | 215,590 | 69,243 | 2,043,824 | 318,769 | 118,295 | 2,766,220 | |
| C2c - C&I Multifamily Retrofit | 42,760 | 24,907 | 391,770 | 227,930 | 32,961 | 720,328 | |
| C2d - C&I Upstream Lighting | 110,780 | 12,714 | 1,640,000 | 140,145 | 106,757 | 2,010,996 | |
| C3 - C&I Hard-to-Measure | 119,049 | 92,913 | 40,000 | 70,000 | - | 321,962 | |
| C3a - C&I Statewide Marketing | - | 72,913 | - | - | - | 72,913 | |
| C3b - C&I Statewide Database | 8,627 | - | - | - | - | 8,627 | |
| C3c - C&I DOER Assessment | 94,440 | - | - | - | - | 94,440 | |
| C3d - C&I EEAC Consultants | - | - | - | - | - | - | |
| C3e - C&I Sponsorships & Subscriptions | 15,983 | - | - | - | - | 15,983 | |
| C3f - C&I Workforce Development | - | 20,000 | - | - | - | 20,000 | |
| C3g - C&I R&D and Demonstration | - | - | 40,000 | 10,000 | - | 50,000 | |
| Grand Total | 2,235,238 | 893,219 | 27,173,995 | 7,063,651 | 1,875,748 | 39,241,850 | |

2018 PLANNING

2017 Program Administrator Budget

| Program | Program Costs | | | | | | | Total Program Costs |
|---|-------------------------------------|---------------------------|-----------------------|--|--------------------------------|-------------------|--|---------------------|
| | Program Planning and Administration | Marketing and Advertising | Participant Incentive | Sales, Technical Assistance & Training | Evaluation and Market Research | | | |
| A - Residential | 1,086,619 | 557,184 | 14,998,325 | 4,641,282 | 1,111,058 | 22,394,468 | | |
| A1 - Residential Whole House | 682,103 | 163,068 | 10,404,506 | 3,894,687 | 808,235 | 15,952,600 | | |
| A1a - Residential New Construction | 13,489 | 6,324 | 206,596 | 89,384 | 16,793 | 332,587 | | |
| A1b - Residential Multi-Family Retrofit | 31,072 | 18,915 | 406,142 | 264,747 | 38,703 | 759,579 | | |
| A1c - Residential Home Energy Services - Measures | 565,732 | 94,398 | 9,738,185 | 1,890,162 | 663,288 | 12,951,764 | | |
| A1d - Residential Home Energy Services - RCS | 71,809 | 33,432 | - | 1,560,894 | 89,452 | 1,755,586 | | |
| A1e - Residential Behavior/Feedback Program | - | 10,000 | 53,584 | 89,500 | - | 153,084 | | |
| A2 - Residential Products | 198,249 | 145,226 | 3,684,319 | 568,505 | 246,782 | 4,843,081 | | |
| A2a - Residential Heating & Cooling Equipment | 77,881 | 23,812 | 1,535,225 | 176,807 | 97,347 | 1,911,072 | | |
| A2b - Residential Consumer Products | 14,712 | 34,603 | 145,580 | 158,767 | 18,995 | 372,598 | | |
| A2c - Residential Lighting | 105,656 | 86,811 | 2,003,514 | 232,931 | 130,499 | 2,559,411 | | |
| A3 - Residential Hard-to-Measure | 206,267 | 248,890 | 909,500 | 178,089 | 56,041 | 1,598,787 | | |
| A3a - Residential Statewide Marketing | - | 112,215 | - | - | - | 112,215 | | |
| A3b - Residential Statewide Database | 13,276 | - | - | - | - | 13,276 | | |
| A3c - Residential DOER Assessment | 145,345 | - | - | - | - | 145,345 | | |
| A3d - Residential EEAC Consultants | - | - | - | - | - | - | | |
| A3e - Residential Sponsorships & Subscriptions | 2,603 | - | - | - | - | 2,603 | | |
| A3f - Residential HEAT Loan | 45,043 | 7,675 | 892,500 | 98,489 | 56,041 | 1,099,747 | | |
| A3g - Residential Workforce Development | - | - | - | 19,600 | - | 19,600 | | |
| A3h - Residential R&D and Demonstration | - | 4,000 | 17,000 | 60,000 | - | 81,000 | | |
| A3i - Residential Education | - | 125,000 | - | - | - | 125,000 | | |
| B - Low-Income | 152,831 | 72,890 | 3,415,150 | 967,287 | 215,155 | 4,823,314 | | |
| B1 - Low-Income Whole House | 58,197 | 15,332 | 3,415,150 | 967,287 | 215,155 | 4,671,121 | | |
| B1a - Low-Income Single Family Retrofit | 42,717 | 13,382 | 2,491,950 | 723,699 | 157,974 | 3,429,723 | | |
| B1b - Low-Income Multi-Family Retrofit | 15,479 | 1,950 | 923,200 | 243,588 | 57,181 | 1,241,999 | | |
| B2 - Low-Income Hard-to-Measure | 94,635 | 57,558 | - | - | - | 152,193 | | |
| B2a - Low-Income Statewide Marketing | - | 24,872 | - | - | - | 24,872 | | |
| B2b - Low-Income Statewide Database | 2,943 | - | - | - | - | 2,943 | | |
| B2c - Low-Income DOER Assessment | 32,215 | - | - | - | - | 32,215 | | |
| B2d - Low-Income Energy Affordability Network | 54,477 | 32,686 | - | - | - | 87,163 | | |
| B2e - Low-Income Sponsorships & Subscriptions | 5,000 | - | - | - | - | 5,000 | | |
| C - Commercial & Industrial | 902,010 | 238,351 | 11,539,169 | 1,971,652 | 698,938 | 15,350,120 | | |
| C1 - C&I New Construction | 64,367 | 10,109 | 810,090 | 283,810 | 59,171 | 1,227,548 | | |
| C1a - C&I New Buildings & Major Renovations | 57,097 | 7,193 | 725,550 | 246,777 | 51,880 | 1,088,497 | | |
| C1b - C&I Initial Purchase & End of Useful Life | 7,270 | 2,916 | 84,540 | 37,033 | 7,291 | 139,051 | | |
| C2 - C&I Retrofit | 716,995 | 150,329 | 10,659,079 | 1,652,841 | 639,766 | 13,819,011 | | |
| C2a - C&I Existing Building Retrofit | 367,831 | 66,341 | 5,450,825 | 841,319 | 322,172 | 7,048,488 | | |
| C2b - C&I Small Business | 203,929 | 50,692 | 3,162,120 | 397,637 | 178,181 | 3,992,958 | | |
| C2c - C&I Multi-Family Retrofit | 40,447 | 20,096 | 406,135 | 269,949 | 34,184 | 770,810 | | |
| C2d - C&I Upstream Lighting | 104,788 | 13,202 | 1,640,000 | 143,936 | 105,229 | 2,007,955 | | |
| C3 - C&I Hard-to-Measure | 120,647 | 77,913 | 70,000 | 35,000 | - | 303,560 | | |
| C3a - C&I Statewide Marketing | - | 72,913 | - | - | - | 72,913 | | |
| C3b - C&I Statewide Database | 8,627 | - | - | - | - | 8,627 | | |
| C3c - C&I DOER Assessment | 94,440 | - | - | - | - | 94,440 | | |
| C3d - C&I EEAC Consultants | - | - | - | - | - | - | | |
| C3e - C&I Sponsorships & Subscriptions | 17,581 | - | - | - | - | 17,581 | | |
| C3f - C&I Workforce Development | - | 5,000 | - | - | - | 5,000 | | |
| C3g - C&I R&D and Demonstration | - | - | 70,000 | 20,000 | - | 90,000 | | |
| Grand Total | 2,141,460 | 868,426 | 29,952,644 | 7,580,221 | 2,025,151 | 42,567,901 | | |

2018 PLANNING
17,581
25,000
85,000

2018 Program Administrator Budget

| Program | Program Costs | | | | | | Total Program Costs |
|--|-------------------------------------|---------------------------|-----------------------|--|--------------------------------|-------------------|---------------------|
| | Program Planning and Administration | Marketing and Advertising | Participant Incentive | Sales, Technical Assistance & Training | Evaluation and Market Research | | |
| A - Residential | 1,156,496 | 584,791 | 18,768,360 | 4,904,724 | 1,303,197 | 26,717,568 | |
| A1 - Residential Whole House | 733,417 | 184,307 | 14,007,933 | 4,133,990 | 993,951 | 20,053,598 | |
| A1a - Residential New Construction | 14,504 | 6,816 | 216,099 | 90,152 | 17,261 | 344,833 | |
| A1b - Residential Multi-Family Retrofit | 33,410 | 15,047 | 419,340 | 316,020 | 41,525 | 825,341 | |
| A1c - Residential Home Energy Services - Measures | 608,292 | 115,675 | 13,314,827 | 1,998,830 | 842,020 | 16,879,645 | |
| A1d - Residential Home Energy Services - RCS | 77,211 | 36,768 | - | 1,639,487 | 93,145 | 1,846,611 | |
| A1e - Residential Behavior/Feedback Program | - | 10,000 | 57,668 | 89,500 | - | 157,168 | |
| A2 - Residential Products | 213,163 | 143,952 | 3,777,605 | 576,404 | 250,834 | 4,961,958 | |
| A2a - Residential Heating & Cooling Equipment | 83,740 | 27,150 | 1,677,275 | 190,394 | 104,759 | 2,083,319 | |
| A2b - Residential Consumer Products | 15,819 | 26,140 | 135,080 | 144,844 | 17,265 | 339,148 | |
| A2c - Residential Lighting | 113,604 | 90,662 | 1,965,250 | 241,166 | 128,810 | 2,539,492 | |
| A3 - Residential Hard-to-Measure | 209,916 | 256,532 | 982,822 | 194,330 | 58,412 | 1,702,013 | |
| A3a - Residential Statewide Marketing | - | 112,215 | - | - | - | 112,215 | |
| A3b - Residential Statewide Database | 13,276 | - | - | - | - | 13,276 | |
| A3c - Residential DOER Assessment | 145,345 | - | - | - | - | 145,345 | |
| A3d - Residential EEAC Consultants | - | - | - | - | - | - | |
| A3e - Residential Sponsorships & Subscriptions | 2,863 | - | - | - | - | 2,863 | |
| A3f - Residential HEAT Loan | 48,431 | 9,316 | 937,125 | 104,730 | 58,412 | 1,158,016 | |
| A3g - Residential Workforce Development | - | - | - | 19,600 | - | 19,600 | |
| A3h - Residential R&D and Demonstration | - | 10,000 | 45,697 | 70,000 | - | 125,697 | |
| A3i - Residential Education | - | 125,000 | - | - | - | 125,000 | |
| B - Low-income | 165,879 | 80,213 | 3,968,700 | 1,110,602 | 246,394 | 5,571,788 | |
| B1 - Low-income Whole House | 62,575 | 17,453 | 3,968,700 | 1,110,602 | 246,394 | 5,405,724 | |
| B1a - Low-income Single Family Retrofit | 45,931 | 14,939 | 2,874,200 | 831,133 | 179,889 | 3,946,091 | |
| B1b - Low-income Multi-Family Retrofit | 16,644 | 2,514 | 1,094,500 | 279,470 | 66,505 | 1,459,633 | |
| B2 - Low-income Hard-to-Measure | 103,304 | 62,760 | - | - | - | 166,064 | |
| B2a - Low-income Statewide Marketing | - | 24,872 | - | - | - | 24,872 | |
| B2b - Low-income Statewide Database | 2,943 | - | - | - | - | 2,943 | |
| B2c - Low-income DOER Assessment | 32,215 | - | - | - | - | 32,215 | |
| B2d - Low-income Energy Affordability Network | 63,146 | 37,888 | - | - | - | 101,034 | |
| B2e - Low-income Sponsorships & Subscriptions | 5,000 | - | - | - | - | 5,000 | |
| C - Commercial & Industrial | 962,549 | 261,833 | 13,247,879 | 2,164,666 | 799,170 | 17,436,097 | |
| C1 - C&I New Construction | 69,209 | 12,455 | 816,010 | 287,477 | 60,019 | 1,245,170 | |
| C1a - C&I New Buildings & Major Renovations | 61,392 | 9,274 | 725,550 | 250,029 | 52,380 | 1,098,626 | |
| C1b - C&I Initial Purchase & End of Useful Life | 7,817 | 3,181 | 90,460 | 37,448 | 7,639 | 146,544 | |
| C2 - C&I Retrofit | 770,934 | 171,464 | 12,361,869 | 1,842,189 | 739,152 | 15,885,608 | |
| C2a - C&I Existing Building Retrofit | 395,503 | 79,748 | 6,052,325 | 886,273 | 358,562 | 7,772,412 | |
| C2b - C&I Small Business | 219,270 | 58,125 | 4,250,212 | 484,255 | 238,246 | 5,250,108 | |
| C2c - C&I Multifamily Retrofit | 43,490 | 16,570 | 419,332 | 321,755 | 36,319 | 837,465 | |
| C2d - C&I Upstream Lighting | 112,671 | 17,021 | 1,640,000 | 149,906 | 106,025 | 2,025,623 | |
| C3 - C&I Hard-to-Measure | 122,406 | 77,913 | 70,000 | 35,000 | - | 305,319 | |
| C3a - C&I Statewide Marketing | - | 72,913 | - | - | - | 72,913 | |
| C3b - C&I Statewide Database | 8,627 | - | - | - | - | 8,627 | |
| C3c - C&I DOER Assessment | 94,440 | - | - | - | - | 94,440 | |
| C3d - C&I EEAC Consultants | - | - | - | - | - | - | |
| C3e - C&I Sponsorships & Subscriptions | 19,339 | - | - | - | - | 19,339 | |
| C3f - C&I Workforce Development | - | 5,000 | - | 20,000 | - | 25,000 | |
| C3g - C&I R&D and Demonstration | - | - | 70,000 | 15,000 | - | 85,000 | |
| Grand Total | 2,284,924 | 926,837 | 35,984,939 | 8,179,992 | 2,348,762 | 49,725,453 | |

2016-2018 Program Administrator Budget

| Program | Program Costs | | | | | | Total Program Costs |
|---|-------------------------------------|---------------------------|-----------------------|--|--------------------------------|--------------------|---------------------|
| | Program Planning and Administration | Marketing and Advertising | Participant Incentive | Sales, Technical Assistance & Training | Evaluation and Market Research | | |
| A - Residential | | | | | | | |
| A1 - Residential Whole House | 3,382,412 | 1,691,045 | 48,006,131 | 13,950,700 | 3,480,176 | 70,510,464 | |
| A1a - Residential New Construction | 2,136,626 | 510,961 | 34,182,643 | 11,714,918 | 2,571,057 | 51,116,204 | |
| A1b - Residential Multi-Family Retrofit | 42,255 | 19,402 | 622,297 | 258,164 | 50,013 | 992,131 | |
| A1c - Residential Home Energy Services - Measures | 97,331 | 57,732 | 1,217,257 | 803,674 | 116,498 | 2,292,492 | |
| A1d - Residential Home Energy Services - RCS | 1,772,106 | 301,214 | 32,182,336 | 5,695,622 | 2,135,854 | 42,087,132 | |
| A1e - Residential Behavior/Feedback Program | 224,935 | 102,613 | - | 4,688,958 | 268,692 | 5,285,197 | |
| A2 - Residential Products | | | | | | | |
| A2a - Residential Heating & Cooling Equipment | 620,996 | 424,982 | 11,078,166 | 1,697,628 | 740,584 | 14,562,357 | |
| A2b - Residential Consumer Products | 243,954 | 73,911 | 4,606,025 | 533,421 | 292,140 | 5,749,452 | |
| A2c - Residential Lighting | 46,085 | 86,278 | 426,740 | 461,370 | 54,727 | 1,075,199 | |
| A3 - Residential Hard-to-Measure | 330,957 | 264,792 | 6,045,401 | 702,837 | 393,718 | 7,737,705 | |
| A3a - Residential Statewide Marketing | 624,790 | 755,102 | 2,745,322 | 538,154 | 168,534 | 4,831,903 | |
| A3b - Residential DOER Assessment | - | 336,646 | - | - | - | 336,646 | |
| A3c - Residential EEAC Consultants | 39,829 | - | - | - | - | 39,829 | |
| A3d - Residential Sponsorships & Subscriptions | 436,036 | - | - | - | - | 436,036 | |
| A3e - Residential HEAT Loan | 7,832 | - | - | - | - | 7,832 | |
| A3f - Residential Workforce Development | 141,093 | 28,456 | 2,679,625 | 297,354 | 168,534 | 3,315,063 | |
| A3g - Residential R&D and Demonstration | - | - | - | 58,800 | - | 58,800 | |
| A3h - Residential Education | - | 15,000 | 65,697 | 182,000 | - | 262,697 | |
| B - Low-Income | | | | | | | |
| B1 - Low-Income Whole House | 469,559 | 222,536 | 10,454,200 | 2,964,072 | 657,977 | 14,768,344 | |
| B1a - Low-Income Single Family Retrofit | 182,297 | 47,846 | 10,454,200 | 2,964,072 | 657,977 | 14,306,392 | |
| B1b - Low-Income Multi-Family Retrofit | 133,808 | 41,503 | 7,620,600 | 2,217,721 | 482,769 | 10,496,402 | |
| B2 - Low-Income Hard-to-Measure | 287,263 | 6,343 | 2,833,600 | 746,352 | 175,208 | 3,809,990 | |
| B2a - Low-Income Statewide Marketing | - | 174,690 | - | - | - | 174,690 | |
| B2b - Low-Income Statewide Database | 8,828 | - | - | - | - | 8,828 | |
| B2c - Low-Income DOER Assessment | 96,645 | - | - | - | - | 96,645 | |
| B2d - Low-Income Energy Affordability Network | 166,790 | 100,074 | - | - | - | 266,864 | |
| B2e - Low-Income Sponsorships & Subscriptions | 15,000 | - | - | - | - | 15,000 | |
| C - Commercial & Industrial | | | | | | | |
| C1 - C&I New Construction | 2,809,650 | 774,901 | 34,651,247 | 5,909,091 | 2,111,508 | 46,256,396 | |
| C1a - C&I New Buildings & Major Renovations | 201,625 | 32,374 | 2,430,380 | 853,876 | 178,906 | 3,697,161 | |
| C1b - C&I Initial Purchase & End of Useful Life | 178,851 | 23,395 | 2,174,900 | 742,500 | 156,781 | 3,276,427 | |
| C2 - C&I Retrofit | 22,774 | 8,979 | 255,480 | 111,377 | 22,124 | 420,734 | |
| C2a - C&I Existing Building Retrofit | 2,245,923 | 493,787 | 32,040,867 | 4,915,214 | 1,932,602 | 41,628,394 | |
| C2b - C&I Small Business | 1,152,199 | 210,748 | 16,947,475 | 2,460,933 | 976,405 | 21,247,730 | |
| C2c - C&I Multifamily Retrofit | 638,288 | 178,559 | 9,436,156 | 1,200,664 | 534,722 | 12,008,887 | |
| C2d - C&I Upstream Lighting | 126,697 | 61,573 | 1,217,297 | 819,634 | 103,463 | 2,338,603 | |
| C3 - C&I Hard-to-Measure | 328,239 | 42,937 | 4,920,000 | 433,982 | 318,012 | 6,043,174 | |
| C3a - C&I Statewide Marketing | 362,102 | 248,739 | 180,000 | 140,000 | - | 930,841 | |
| C3b - C&I Statewide Database | 25,880 | 218,739 | - | - | - | 244,619 | |
| C3c - C&I DOER Assessment | 283,319 | - | - | - | - | 283,319 | |
| C3d - C&I EEAC Consultants | - | - | - | - | - | - | |
| C3e - C&I Sponsorships & Subscriptions | 52,904 | - | - | - | - | 52,904 | |
| C3f - C&I Workforce Development | - | 30,000 | - | - | - | 30,000 | |
| C3g - C&I R&D and Demonstration | - | - | 180,000 | 200,000 | 100,000 | 480,000 | |
| Grand Total | 6,661,622 | 2,688,481 | 93,111,578 | 22,823,863 | 6,249,660 | 131,535,204 | |

2016 PLANNING

2013-2015 Costs

| Program | 2013 Actual | 2014 Actual | 2015 MTM | 2013-2015 Total |
|---|-------------------|-------------------|-------------------|--------------------|
| A - Residential | 16,266,656 | 19,159,464 | 22,657,475 | 58,083,595 |
| A1 - Residential Whole House | 12,862,563 | 15,186,104 | 17,104,705 | 45,153,373 |
| A1a - Residential New Construction | 302,619 | 405,298 | 500,000 | 1,207,917 |
| A1b - Residential Multi-Family Retrofit | 333,936 | 519,807 | 614,659 | 1,468,402 |
| A1c - Residential Home Energy Services - Measures | 12,226,008 | 14,048,709 | 15,876,045 | 42,150,763 |
| A1d - Residential Home Energy Services - RCS | | | | |
| A1e - Residential Behavior/Feedback Program | | 212,290 | 114,001 | 326,291 |
| A2 - Residential Products | 2,334,868 | 2,856,523 | 4,069,981 | 9,261,372 |
| A2a - Residential Heating & Cooling Equipment | 1,012,407 | 1,070,576 | 1,698,563 | 3,781,547 |
| A2b - Residential Consumer Products | 330,725 | 387,225 | 462,351 | 1,180,301 |
| A2c - Residential Lighting | 991,735 | 1,398,721 | 1,909,067 | 4,299,524 |
| A3 - Residential Hard-to-Measure | 1,069,225 | 1,116,837 | 1,482,789 | 3,668,851 |
| A3a - Residential Statewide Marketing | 101,157 | 99,688 | 132,914 | 333,760 |
| A3b - Residential Statewide Database | | | | |
| A3c - Residential DOER Assessment | 91,763 | 105,406 | 112,389 | 309,558 |
| A3d - Residential EEAC Consultants | | | | |
| A3e - Residential Sponsorships & Subscriptions | | | | |
| A3f - Residential HEAT Loan | 19,539 | 2,592 | 24,985 | 47,116 |
| A3g - Residential Workforce Development | 737,870 | 802,979 | 850,000 | 2,390,849 |
| A3h - Residential R&D and Demonstration | 5,563 | 2,718 | 133,500 | 141,781 |
| A3i - Residential Education | 110,953 | 3,835 | 75,000 | 81,216 |
| B - Low-Income | 2,663,211 | 2,666,681 | 5,249,537 | 10,579,429 |
| B1 - Low-Income Whole House | 2,599,884 | 2,604,471 | 5,134,610 | 10,338,966 |
| B1a - Low-Income Single Family Retrofit | 2,188,588 | 2,255,627 | 4,456,888 | 8,901,103 |
| B1b - Low-Income Multi-Family Retrofit | 411,296 | 348,844 | 677,723 | 1,437,863 |
| B2 - Low-Income Hard-to-Measure | 63,326 | 62,210 | 114,926 | 240,463 |
| B2a - Low-Income Statewide Marketing | 17,992 | 17,980 | 22,264 | 58,236 |
| B2b - Low-Income Statewide Database | | | | |
| B2c - Low-Income DOER Assessment | 20,190 | 19,183 | 21,228 | 60,600 |
| B2d - Low-Income Energy Affordability Network | 25,145 | 25,047 | 71,435 | 121,627 |
| B2e - Low-Income Sponsorships & Subscriptions | | | | |
| C - Commercial & Industrial | 6,709,066 | 14,930,992 | 13,760,650 | 35,400,708 |
| C1 - C&I New Construction | 2,040,098 | 2,818,845 | 4,196,987 | 9,055,930 |
| C1a - C&I New Buildings & Major Renovations | 2,040,098 | 2,818,845 | 4,196,987 | 9,055,930 |
| C1b - C&I Initial Purchase & End of Useful Life | | | | |
| C2 - C&I Retrofit | 4,504,593 | 11,954,442 | 9,363,067 | 25,822,103 |
| C2a - C&I Existing Building Retrofit | 1,357,209 | 6,976,802 | 3,658,134 | 11,992,145 |
| C2b - C&I Small Business | 3,147,384 | 4,977,640 | 5,704,933 | 13,829,958 |
| C2c - C&I Multifamily Retrofit | | | | |
| C2d - C&I Upstream Lighting | | | | |
| C3 - C&I Hard-to-Measure | 164,375 | 157,704 | 200,596 | 522,676 |
| C3a - C&I Statewide Marketing | 6,235 | 62,096 | 78,965 | 205,296 |
| C3b - C&I Statewide Database | | | | |
| C3c - C&I DOER Assessment | 82,504 | 95,418 | 101,591 | 279,514 |
| C3d - C&I EEAC Consultants | | | | |
| C3e - C&I Sponsorships & Subscriptions | | 190 | 20,040 | 37,866 |
| C3f - C&I Workforce Development | 17,635 | | | |
| C3g - C&I R&D and Demonstration | | | | |
| GRAND TOTAL | 25,638,933 | 36,757,137 | 41,667,662 | 104,063,732 |

NEXT STEPS

- **April 30th :** Compact and all PAs, submit draft 2016-2018 Statewide Energy Efficiency Plan
- **May – September:** meetings/outreach to community stakeholders on Compact specific proposed goals and budgets
- **May – September:** refinement of Compact goals and budgets
 - Evaluation Study impacts
 - Bill Impact analysis
 - Policy direction from Compact Governing Board
 - Policy direction from MA Energy Efficiency Advisory Council
 - Input from community stakeholder meetings
 - Survey results on proposed goals and budgets
- **September:** Second Proposed Draft 2016-2018 Statewide Energy Efficiency Plan
- **October 31:** File 2016-2018 Statewide Energy Efficiency Plan with the DPU

