

**THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES**

CAPE LIGHT COMPACT

)
) D.P.U. 12-107

**PETITION FOR APPROVAL OF ENERGY EFFICIENCY INVESTMENT PLAN
FOR THE PERIOD JANUARY 1, 2013 THROUGH DECEMBER 31, 2015**

1. The Cape Light Compact (the “Compact”) respectfully requests approval from the Department of Public Utilities (the “Department”), pursuant to G.L. c. 164, § 134 and G.L. c. 25, §§ 19 and 21, of its proposed energy efficiency investment plan, budget and allocation of program operating costs for its energy efficiency programs for the period January 1, 2013 through December 31, 2015 (“Three-Year Plan”) (Exhibit Compact-1 and Exhibit Compact-11). The Compact proposes to adopt, as the core of its Three-Year Plan, the 2013-2015 Massachusetts Joint Statewide Three-Year Energy Efficiency Plan, which the Massachusetts Program Administrators developed in collaboration with the Massachusetts Energy Efficiency Advisory Council (“Council”), its consultants (“Consultants”), and other interested stakeholders. Following months of detailed and comprehensive discussions, the Three-Year Plan was unanimously approved by all gas and electric distribution companies and municipal aggregators (together “Program Administrators” or “PAs”).

2. On October 29, 2012, the PAs, the Department of Energy Resources (“DOER”), the Attorney General and the Consultants, reached agreement on key terms in the Three-Year Plans (“Electric and Gas Term Sheets 2013-2015”). The PAs anticipate that the Council will address the Electric and Gas Term Sheets 2013-2015 at the next Council meeting, as the

scheduled meeting on October 30, 2012, was canceled due to Hurricane Sandy, with a Council resolution on the Three-Year Plan to follow at a later date.

In support of this Petition, the Compact states the following:

3. The Compact is a governmental aggregator pursuant to G.L. c. 164, § 134 and consists of the twenty-one towns in Barnstable and Dukes Counties, as well as the two counties themselves. It is organized through a formal Intergovernmental Agreement under G.L. c. 40, § 4A and is governed by a Board of representatives selected by from its municipal members and two counties. The Compact's Aggregation Plan was approved by the Department in D.T.E. 00-47 (August 10, 2000). The Compact maintains a business office within the Barnstable County offices located at the Superior Courthouse at 3195 Main Street in Barnstable, MA 02630.

4. The design, implementation, and cost recovery of the Compact's energy efficiency programs are subject to the jurisdiction of the Department of Public Utilities ("Department") under the provisions of G.L. c. 164 and G.L. c. 25, §§ 19 and 21, an Act Relative to Green Communities ("Green Communities Act").¹

5. Consistent with G.L. c. 25, § 21, and § 3.7.3 of the Department's *Energy Efficiency Guidelines*, D.P.U. 08-50-B (2009) ("Guidelines"), the Compact seeks approval of its Three-Year Plan for effect during the three-year period commencing January 1, 2013, and ending December 31, 2015 ("Plan Term"). The Three-Year Plan will allow Program Administrators to satisfy the mandate of the Green Communities Act to capture all available cost-effective energy efficiency opportunities during the Plan Term and maximize environmental benefits and net

¹ Recent legislation makes certain changes to energy efficiency under the Green Communities Act. See "An Act Relative to Competitively Priced Electricity in the Commonwealth," St. 2012, c. 209, which was approved August 3, 2012.

economic benefits through a sustained and integrated statewide energy efficiency effort.² In setting aggressive energy efficiency goals, the Three-Year Plan takes into account many competing considerations, including, without limitation, cost efficiency, integrated program delivery, and bill impacts, as well as environmental and economic benefits.

6. The Compact currently operates comprehensive energy efficiency programs targeting the residential, low-income and commercial & industrial customer sectors. These programs are operated pursuant to the 2010-2012 Energy Efficiency Investment Plan approved by the Department in 2010. *Electric Three-Year Energy Efficiency Plans 2010-2012*, D.P.U. 09-116 through D.P.U. 09-120 (2010) (“*Electric Order*”). The Three-Year Plan builds on the successes of the PAs’ energy efficiency plan for 2010 to 2012, which have resulted in Massachusetts being ranked number one in the nation for energy efficiency by the American Council for an Energy-Efficient Economy (“ACEEE”) in 2011 and 2012. The Three-Year Plan proposes a comprehensive energy efficiency package to ensure that Massachusetts continues to lead the nation in energy efficiency with a continued, innovative, sustained and integrated statewide approach.

7. This filing is consistent with the template established in the D.P.U. 08-50 Working Group, including the table of contents and the tables filed herewith, which were developed, pursuant to the requirements of the Green Communities Act, through a collaborative stakeholder process. In accordance with the template, today’s filing includes Compact-specific data to supplement the statewide Three-Year Plan.

² As a municipal aggregator, the Compact maintains that approval by the Department of its Three-Year Plan does not require the same finding that its plan ensures the capture of all energy efficiency as is the case for utility program administrators. G.L. c. 25, § 21(d)(2) (omitting municipal aggregators from this express directive). Nevertheless, the Compact submits that its Three-Year Plan captures all cost effective energy efficiency opportunities in its service territory.

8. As detailed in the Three-Year Plan, the annual budgets for the expanded efforts and savings goals during the Plan Term represent a significant increase as compared to the budget levels approved in 2012. *See Electric Order*. The proposed budgets and savings goals are consistent with the enhanced energy efficiency goals of the Green Communities Act, and support the aggressive savings goals and the significant environmental and economic benefits anticipated in this Three-Year Plan. The three-year total budget proposed by the Compact is \$83,493,216, as detailed in the Three-Year Plan and the Compact-specific tables set forth in Exhibit Compact-4 of today's filing. Additionally, the Compact proposes savings goals that are aggressive; however, the Compact recognizes that these aggressive goals may not be sustainable beyond 2015. The total three-year savings goals proposed by the Compact are 118,078 MWh, as detailed in the Three-Year Plan and the Compact-specific tables set forth in Exhibit Compact-4 of today's filing. These savings goals do not assume any additional outside funding. The Compact also proposes to calculate bill impacts based on the Department's traditional bill impact methodology, consistent with *Energy Efficiency Guidelines*, D.P.U. 08-50-D, Order on Bill Impacts (2012). See Three-Year Plan Section III.E.

9. As detailed in the Compact's Overview (Exhibit Compact-2) as well as in the Three-Year Plan (Exhibit Compact-1 and Exhibit Compact-11), the Compact has proposed programs with initiatives that are based on current market conditions and that are responsive to the policy direction established by its Governing Board, and where appropriate, the Council and the Green Communities Act's mandate to develop energy efficiency plans that will "provide for the acquisition of all available energy efficiency and demand reduction resources that are cost effective or less expensive than supply." G.L. c. 25, § 21(b)(1).

10. When appropriate and consistent with the Guidelines, the Compact proposes to

retain the flexibility, during the Plan Term, to make modifications without Department approval. Specifically, when appropriate, the Compact may adjust spending and add or subtract program measures, and make ongoing revisions and enhancements after the adoption of the Three-Year Plan in order to reflect in-the-field conditions, technological advances, financing opportunities, and state-of-the-art new technologies. The Compact will seek Department and/or Council approval for modifications requiring such approval as set forth in the Guidelines.

11. Detailed budgets and, where applicable, cost-effectiveness analysis for the Compact's proposed programs are included in the Compact-specific tables and are described in the Compact's Overview and in the Three-Year Plan accompanying this Petition. See Exhibit Compact-1; Exhibit Compact-2; Exhibit Compact-4; Exhibit Compact-5 and Exhibit Compact-11.

12. During the Plan Term, the Compact proposes to recover its energy efficiency-related costs through its energy efficiency surcharge.

13. The Compact understands the importance of the evaluation, measurement and verification ("EM&V") of its programs, and thus proposes a framework whereby both the Department and the Council, through its Consultants, provide oversight of the Compact's programs. The Compact proposes to continue to work collaboratively with the Council in a transparent process, as detailed in the Three-Year Plan, to ensure that the Compact may report savings to the Department with full confidence.

14. In view of the Compact's history of successfully delivering energy efficiency services, and consistent with the collaborative energy efficiency process envisioned in the Green Communities Act, the Compact would be pleased to participate in settlement discussions or technical sessions at any time found to be convenient by the Department and other interested

parties.

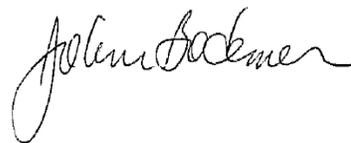
WHEREFORE, the Petitioner hereby respectfully requests that the Department:

- a) Promptly issue its order of notice and publication with respect to the Compact's Petition and the applicable public hearing on such date or dates as may be necessary or appropriate;
- b) Approve the Compact's proposed energy efficiency investment plan, budget and allocation of program operating costs for its energy efficiency programs for the period January 1, 2013 through December 31, 2015;
- c) Approve the Compact's recovery of the costs of such energy efficiency programs through its currently reviewed and approved Energy Efficiency Surcharge; and
- d) Provide such other and further relief as may be necessary or appropriate.

Respectfully submitted by,

THE CAPE LIGHT COMPACT

By its attorneys,



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Dated: November 2, 2012

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**THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES**

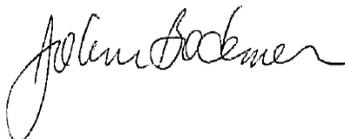
CAPE LIGHT COMPACT

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) D.P.U. 12-107

CERTIFICATE OF SERVICE

I hereby certify that I have this day served the foregoing document upon all parties of record in this proceeding in accordance with the requirements of 220 CMR 1.05(1) (Department's Rules of Practice and Procedure).

Dated at Newton, Massachusetts this 2nd day of November, 2012.



Jo Ann Bodemer, Esq.
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Gas Term Sheet: 2013-2015 Plan

	2013	2014	2015	Total 2013-2015
Annual Retail Energy Sales (Therms)	2,149,896,059	2,149,990,973	2,162,916,894	6,462,803,926
PA Total Annual Energy Savings as % of Energy Sales*	1.07%	1.13%	1.14%	1.11%
PA Total Annual Energy Savings Goals (Therms)	23,000,000	24,250,000	24,750,000	72,000,000
Benefits (\$, million)**				\$1,270
Performance Incentive Pool at <u>Design</u>	\$5,111,111	\$5,388,889	\$5,500,000	\$16,000,000
Performance Incentive Level (%):				
Threshold***	75%	75%	80%	75%-80%
Design	100%	100%	100%	100%
Exemplary - Cap	125%	125%	125%	125%
Budget: Program Costs (\$, million)	\$169	\$175	\$181	\$525
Cost per Annual Therm Saved	\$7.348	\$7.216	\$7.313	\$7.292

* Council savings targets (total annual energy savings as % of energy sales) are 1.10% in 2013, 1.12% in 2014, and 1.15% in 2015, with a three-year target of 1.12%.

** Benefits to be confirmed based on the resolution of the technical application of NEIs for 2013-2015.

*** Performance Incentive threshold for National Grid and NSTAR is based on the 1.10%, 1.12%, and 1.15% savings targets, in applicable years when their savings goals are in excess of these savings targets.

**** All savings and budget figures are subject to confirmation and quality control checks as the PAs develop detailed DPU 08-50 tables based upon this term sheet. Specifically, some costs may be reallocated into 2014 or 2015, but the 2013 budget above is not expected to increase. Final numbers may be slightly higher or lower than these values, but all within a reasonable, non-material bandwidth. Retail sales are estimates; forecasts are updated periodically.

Savings Goals:

Savings goals are set on the path to satisfy the Green Communities Act (“GCA”) mandate to capture all available cost-effective energy efficiency, with consideration of sustainability and bill impacts, while supporting the achievement of the emissions reductions called for in the Clean Energy and Climate Plan (“CECP”). National Grid and NSTAR have shown leadership by proposing savings goals that exceed the statewide total savings target of 1.12% on a three-year basis, and all Program Administrators (“PAs”) have contributed to committing to aggressive statewide savings goals.

Clean Energy and Climate Plan:

Pursuant to the Global Warming Solutions Act (“GWSA”), the Commonwealth of Massachusetts has set a goal of reducing greenhouse gas emissions from the 1990 business as usual level by 25% by 2020 and 80% by 2050. All cost-effective energy efficiency delivered through the three-year energy efficiency plans accounts for 7.1% of these reductions, as part of a suite of policies set forth in the CECP.

In support of both the mandate of all cost-effective energy efficiency provided for in the GCA and the greenhouse gas reduction goals established by the GWSA, the PAs will utilize full and diligent effort to meet their established savings goals as set forth in this term sheet and participate in developing strategies to assist the Commonwealth of Massachusetts in meeting its CECF goals.

Flexibility for PAs:

The Council acknowledges the need for flexibility for individual PAs. Such flexibility may allow for individual PA savings goals higher or lower than the total savings targets of 1.10% in 2013, 1.12% in 2014, and 1.15% in 2015, but with a PA statewide total savings goal of 72,000,000 therms (set forth above) being met or exceeded by the sum of all PAs; see Attachment A. The PAs have utilized an integrated, statewide approach to commit to the aggressive statewide savings levels set forth in this term sheet at costs that reflect reductions from those proposed costs presented to the Council in the September 19, 2012 draft plan. The savings levels and costs reflected in Attachment A are appropriate for the 2013-2015 Plan. Any PA that proposes a three-year savings goal that is more than 20% lower than the three-year savings target of 1.12% is required to document the penetration of program offerings and remaining cost-effective potential for energy efficiency in that PA's service territory through a study (joint or by PA, and with input and review by the Council's Consultant) that would be prepared and finalized during 2014, in time for the planning stages of the 2016-2018 Plan.

In addition, pursuant to An Act Relating to Competitively Priced Electricity in the Commonwealth (2012), the PAs will be offering a new Accelerated Rebate Pilot Program for the first time. In the event of impact from this pilot program or a new municipal aggregator program, the applicable PA shall have the opportunity to make appropriate adjustments to its costs and savings goals based upon the nature of its customers' participation, subject to the Council review under MGL Ch. 25, Sec. 21(c) and the approval of the Department of Public Utilities.

Performance Incentives:

- Maximum performance incentive pool at design level: \$16.0 million.
- Three components: benefits (\$), value (net benefits), and specific performance metrics.
- Incentive component weights: 56% benefits, 35% value, and 9% performance metrics.
- Fewer but meaningful performance metrics, such as on deeper savings and renters.
- The Council and the PAs have not come to an agreement on either the performance metrics or the number of performance metrics. Accordingly, the percentages among the components may change slightly to reflect the final number and meaningfulness of the performance metrics.

Other Issues:

- Support of the Mass Save mark and statewide brand is an important priority. The PAs commit to statewide marketing efforts that include the prominent integration and placement of the Mass Save mark as the statewide brand. PAs will include the Mass Save mark on statewide program, outreach and marketing materials and will include a link to the Mass Save website on the portion of their PA websites that is focused on energy efficiency services in Massachusetts, except where expressly limited by internal corporate website policies. PAs, in collaboration with DOER and the EEAC, will conduct an evaluation of the effectiveness of all joint statewide branding efforts to ensure that such brands support clear and recognizable messages that help promote program awareness. Such an evaluation will be completed by the end of 2013 and submitted to the EEAC.

- The PAs are committed to perform a follow-up study on the level and accuracy of Demand Reduction Induced Price Effects (“DRIPE”) as set forth in the 2011 Avoided Energy Supply Cost Study, and as utilized as an economic benefit in the Total Resource Cost (“TRC”) test. This study will help inform and optimize the accuracy of DRIPE in future avoided cost studies, which is a continued and important priority for the Attorney General, DOER and the PAs, as is the accuracy of all components of the TRC test. The DRIPE study will not affect the performance incentive pool set forth in this term sheet.

Note on Savings Goals and Program Budgets:

As proposed by the PAs in this term sheet, the PAs would commit to a three-year savings goal of 72,000,000 therms, an increase of 432,657 therms from the amounts shown on Attachment A. The PAs will identify such savings amongst themselves, and will then update the savings values that are shown in Attachment A; the budgets set forth in this term sheet reflect the PAs increasing savings to the 72,000,000 therms level.

ATTACHMENT A to Gas Term Sheet

STATEWIDE GAS				
	OCTOBER			
	2013	2014	2015	2013-2015
Annual Savings (Therms)	22,633,866	24,199,065	24,734,411	71,567,343
Goals as % Of Sales	1.05%	1.13%	1.14%	1.11%
Budgets	\$ 168,130,941	\$ 173,908,567	\$ 179,870,930	\$ 521,910,438
Cost per Annual Therm	\$ 7.428	\$ 7.187	\$ 7.272	\$ 7.293

NATIONAL GRID				
	OCTOBER			
	2013	2014	2015	2013-2015
Annual Savings (Therms)	12,365,156	13,561,479	13,688,667	39,615,302
Goals as % Of Sales	1.07%	1.18%	1.19%	1.15%
Budgets	\$ 91,688,098	\$ 94,319,449	\$ 96,743,075	\$ 282,750,622
Cost per Annual Therm	\$ 7.415	\$ 6.955	\$ 7.067	\$ 7.137

NSTAR				
	OCTOBER			
	2013	2014	2015	2013-2015
Annual Savings (Therms)	5,219,690	5,511,762	5,835,998	16,567,450
Goals as % Of Sales	1.07%	1.12%	1.17%	1.12%
Budgets	\$ 38,333,178	\$ 40,365,769	\$ 42,257,280	\$ 120,956,227
Cost per Annual Therm	\$ 7.344	\$ 7.324	\$ 7.241	\$ 7.301

CMA				
	OCTOBER			
	2013	2014	2015	2013-2015
Annual Savings (Therms)	4,052,618	4,068,714	4,097,391	12,218,722
Goals as % Of Sales	1.10%	1.10%	1.10%	1.10%
Budgets	\$ 29,791,645	\$ 30,405,476	\$ 31,677,289	\$ 91,874,410
Cost per Annual Therm	\$ 7.351	\$ 7.473	\$ 7.731	\$ 7.519

UNITIL				
	OCTOBER			
	2013	2014	2015	2013-2015
Annual Savings (Therms)	174,182	188,700	201,100	563,981
Goals as % Of Sales	0.70%	0.74%	0.77%	0.74%
Budgets	\$ 1,595,563	\$ 1,726,491	\$ 1,837,776	\$ 5,159,830
Cost per Annual Therm	\$ 9.160	\$ 9.149	\$ 9.139	\$ 9.149

BERKSHIRE				
	OCTOBER			
	2013	2014	2015	2013-2015
Annual Savings (Therms)	429,336	471,404	509,110	1,409,850
Goals as % Of Sales	0.68%	0.74%	0.80%	0.74%
Budgets	\$ 3,697,963	\$ 3,879,811	\$ 4,074,850	\$ 11,652,624
Cost per Annual Therm	\$ 8.613	\$ 8.230	\$ 8.004	\$ 8.265

NEW ENGLAND GAS				
	OCTOBER			
	2013	2014	2015	2013-2015
Annual Savings (Therms)	392,885	397,007	402,146	1,192,038
Goals as % Of Sales	0.79%	0.79%	0.80%	0.79%
Budgets	\$ 3,024,493	\$ 3,211,571	\$ 3,280,661	\$ 9,516,725
Cost per Annual Therm	\$ 7.698	\$ 8.089	\$ 8.158	\$ 7.984

Electric Term Sheet: 2013-2015 Plan

	2013	2014	2015	Total 2013-2015
Annual Retail Energy Sales (MWh)	47,763,309	48,460,704	48,960,921	145,184,934
PA Total Annual Energy Savings as % of Energy Sales*	2.50%	2.55%	2.60%	2.55%
PA Total Annual Energy Savings Goals (MWh)	1,194,114	1,235,761	1,272,969	3,702,844
Benefits (\$, million)**				\$7,500
Performance Incentive Pool at <u>Design</u>	\$25,798,851	\$26,698,635	\$27,502,514	\$80,000,000
Performance Incentive Levels (%):				
Threshold***	75%	75%	80%	75%-80%
Design	100%	100%	100%	100%
Exemplary - Cap	125%	125%	125%	125%
Budget: Program Costs (\$, million)	\$479.10	\$499.37	\$516.53	\$1,495.0
Cost per Annual kWh Saved	\$0.401	\$0.404	\$0.406	\$0.4037

* Council savings targets (total annual energy savings as % of energy sales) are 2.50% in 2013, 2.55% in 2014, and 2.60% in 2015, with a three-year target of 2.55%.

** Benefits to be confirmed based on the resolution of the technical application of NEIs for 2013-2015.

*** Performance Incentive threshold for National Grid and NU is based on the 2.50%, 2.55%, and 2.60% savings targets, in applicable years when their savings goals are in excess of these savings targets.

**** All savings and budget figures are subject to confirmation and quality control checks as the PAs develop detailed DPU 08-50 tables based upon this term sheet. As budget reductions are rolled into Plans, there may be some variance in allocation of overall budget among 2013, 2014, and 2015. Specifically, some costs may be reallocated into 2014 or 2015, but the 2013 budget above is not expected to increase. Final numbers may be slightly higher or lower than these values, but all within a reasonable, non-material bandwidth. Retail sales are estimates; forecasts are updated periodically.

Savings Goals:

Savings goals are set on the path to satisfy the Green Communities Act (“GCA”) mandate to capture all available cost-effective energy efficiency, with consideration of sustainability and bill impacts, while supporting the achievement of the emissions reductions called for in the Clean Energy and Climate Plan (“CECP”). NU and National Grid have shown leadership by proposing savings goals that exceed the statewide total savings targets of 2.50% in 2013, 2.55% in 2014, and 2.60% in 2015, and all Program Administrators (“PAs”) have contributed to committing to unprecedented statewide savings goals.

Clean Energy and Climate Plan:

Pursuant to the Global Warming Solutions Act (“GWSA”), the Commonwealth of Massachusetts has set a goal of reducing greenhouse gas emissions from the 1990 business as usual level by 25% by 2020 and 80% by 2050. All cost-effective energy efficiency delivered through the three-year energy efficiency plans accounts for 7.1% of these reductions, as part of a suite of policies set forth in the CECP.

In support of both the mandate of all cost-effective energy efficiency provided for in the GCA and the greenhouse gas reduction goals established by the GWSA, the PAs will utilize full and diligent efforts to meet their established savings goals as set forth in this term sheet and participate in developing strategies to assist the Commonwealth of Massachusetts in meeting its CECF goals.

Flexibility for PAs:

The Council acknowledges the need for flexibility for individual PAs. Such flexibility may allow for individual PA savings goals higher or lower than the total savings targets of 2.50% in 2013, 2.55% in 2014, and 2.60% in 2015, but with the PA statewide total savings goals (set forth in MWh in the table above) being met or exceeded by the sum of all PAs; see Attachment A. The PAs have utilized an integrated, statewide approach to commit to the aggressive statewide savings levels set forth in this term sheet at costs that reflect reductions from those proposed costs presented to the Council in the September 19, 2012 draft plan. The savings levels and costs reflected in Attachment A are appropriate for the 2013-2015 Plan. Any PA that proposes a three-year savings goal that is more than 20% lower than the three-year savings target of 2.55% is required to document the penetration of program offerings and remaining cost-effective potential for energy efficiency in that PA's service territory through a study (joint or by PA, and with input and review by the Council's Consultant) that would be prepared and finalized during 2014, in time for the planning stages of the 2016-2018 Plan.¹

In addition, pursuant to An Act Relating to Competitively Priced Electricity in the Commonwealth (2012), the PAs will be offering a new Accelerated Rebate Pilot Program for the first time. In the event of impact from this pilot program or a new municipal aggregator program, the applicable PA shall have the opportunity to make appropriate adjustments to its costs and savings goals based upon the nature of its customers' participation, subject to the Council review under MGL Ch. 25, Sec. 21(c) and the approval of the Department of Public Utilities.

Performance Incentives:

- Maximum performance incentive pool at design level: \$80.0 million.
- Three components: benefits (\$), value (net benefits), and specific performance metrics.
- Incentive component weights: 56% benefits, 35% value, and 9% performance metrics.
- Fewer but meaningful performance metrics, such as on deeper savings and renters.
- The Council and the PAs have not come to an agreement on either the performance metrics or the number of performance metrics. Accordingly, the percentages among the components may change slightly to reflect the final number and meaningfulness of the performance metrics.

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¹ This requirement shall not apply to Cape Light Compact, a municipal aggregator.

promote program awareness. Such an evaluation will be completed by the end of 2013 and submitted to the EEAC.

- The PAs are committed to perform a follow-up study on the level and accuracy of Demand Reduction Induced Price Effects (“DRIPE”) as set forth in the 2011 Avoided Energy Supply Cost Study and as utilized as an economic benefit in the Total Resource Cost (“TRC”) test. This study will help inform and optimize the accuracy of DRIPE in future avoided cost studies, which is a continued and important priority for the Attorney General, DOER and the PAs, as is the accuracy of all components of the TRC test. The DRIPE study will not affect the performance incentive pool set forth in this term sheet.

Note on Program Budgets:

Budgets identified in Attachment A will be reduced to levels set forth above (\$1,495 million total for 2013-2015). This reduction will include but is not limited to EM&V budget reductions. The maximum additional electric EM&V budget reduction will still maintain a total electric and gas EM&V budget of not less than \$69.2 million (with approximately \$48.0 million budgeted for electric and approximately \$21.2 million budgeted for gas). All reductions in EM&V budgets and all EM&V budget reallocations will be determined jointly with the Council EM&V Consultant.

ATTACHMENT A to Electric Term Sheet

STATEWIDE ELECTRIC				
	OCTOBER			
	2013	2014	2015	2013-2015
Annual Savings (MWh)	1,194,114	1,235,761	1,272,969	3,702,845
Goals as % Of Sales	2.50%	2.55%	2.60%	2.55%
Budgets	\$ 486,350,616	\$ 499,370,902	\$ 521,931,121	\$ 1,507,652,639
Cost per Annual kWh	\$ 0.407	\$ 0.404	\$ 0.410	\$ 0.407

NATIONAL GRID				
	OCTOBER			
	2013	2014	2015	2013-2015
Annual Savings (MWh)	558,547	588,079	613,923	1,760,550
Goals as % Of Sales	2.53%	2.58%	2.64%	2.58%
Budgets	\$ 207,558,635	\$ 214,219,874	\$ 223,369,614	\$ 645,148,123
Cost per Annual kWh	\$ 0.372	\$ 0.364	\$ 0.364	\$ 0.366

NSTAR/WMECO ("NU")				
	OCTOBER			
	2013	2014	2015	2013-2015
Annual Savings (MWh)	586,019	601,489	613,091	1,800,600
Goals as % Of Sales	2.52%	2.59%	2.64%	2.58%
Budgets	\$ 243,930,507	\$ 254,085,337	\$ 265,783,891	\$ 763,799,736
Cost per Annual kWh	\$ 0.416	\$ 0.422	\$ 0.434	\$ 0.424

UNITIL				
	OCTOBER			
	2013	2014	2015	2013-2015
Annual Savings (MWh)	7,713	7,883	8,014	23,610
Goals as % Of Sales	1.90%	1.93%	1.95%	1.93%
Budgets	\$ 5,085,704	\$ 5,199,357	\$ 5,288,906	\$ 15,573,967
Cost per Annual kWh	\$ 0.659	\$ 0.660	\$ 0.660	\$ 0.660

CAPE LIGHT COMPACT				
	OCTOBER			
	2013	2014	2015	2013-2015
Annual Savings (MWh)	41,835	38,308	37,941	118,085
Goals as % Of Sales	2.09%	1.92%	1.90%	1.97%
Budgets	\$ 29,775,771	\$ 25,866,333	\$ 27,488,709	\$ 83,130,813
Cost per Annual kWh	\$ 0.712	\$ 0.675	\$ 0.725	\$ 0.704

**THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES**

CAPE LIGHT COMPACT)
) D.P.U. 12-107

**PRE-HEARING STATEMENT ON BEHALF OF
THE CAPE LIGHT COMPACT**

The Cape Light Compact (“Compact”) respectfully requests approval from the Department of Public Utilities (“Department”), pursuant to G.L. c. 164, § 134 and G.L. c. 25, §§ 19 and 21, of its proposed energy efficiency plan, budget and allocation of program operating costs for its energy efficiency programs for the period January 1, 2013 through December 31, 2015 (“Three-Year Plan”) Exhibit Compact-1 (Statewide Plan) and Exhibit Compact-11 (Compact specific information). The Compact proposes to adopt, as its Three-Year Plan, the 2013-2015 Massachusetts Joint Statewide Three-Year Energy Efficiency Plan, which was developed through a collaborative process, unanimously adopted by the other gas and electric distribution companies and the Compact (together “Program Administrators” or “PAs”). On October 29, 2012, the PAs, the Department of Energy Resources, the Attorney General and the Consultants, reached agreement on key terms in the Three-Year Plans (“Electric and Gas Term Sheets 2013-2015”). The PAs anticipate that the Council will address the Electric and Gas Term Sheets 2013-2015 at the next Council meeting, as the scheduled meeting on October 30, 2012, was canceled due to Hurricane Sandy, with a Council resolution on the Three-Year Plan to follow at a later date.

In accordance with section 3.7.2(b) of the Department’s Energy Efficiency Guidelines (“Guidelines”) as adopted in *Energy Efficiency Guidelines*, D.P.U. 08-50-B (2009), the Compact

hereby submits its pre-hearing statement setting forth the relevant information for the Compact's proposed budget and allocation of program operating costs for its energy efficiency programs, as for the period January 1, 2013 through December 31, 2015.

As its pre-hearing statement, the Compact states the following:

1. One or more of the following Compact personnel may be called upon to testify on behalf of the Compact's Three-Year Plan:

- (a) Margaret T. Downey, Compact Administrator, with respect to the administration of the Compact, overall program oversight, and the accompanying Petition and supporting Exhibits 1-13; and
- (b) Margaret Song, Residential Program Manager, with respect to the Compact's residential and low-income programs, and the accompanying Petition Exhibit Compact-1, Section III.F, and Exhibit Compact-11.

Annexed hereto as Exhibit 1 are the resumes of Margaret T. Downey and Margaret Song.

2. In addition, the Compact has retained Synapse Energy Economics, Inc. ("Synapse") to develop the quantitative components of its Three-Year Plan. It is anticipated that the Compact will present the following Synapse personnel as expert witnesses:

- (a) Research Associate, Erin Malone, responsible for the Compact's quantitative analysis included in the 08-50 Tables and the coordination between PAs of consistent program assumptions for all applicable calculations; and
- (b) Associate, Doug Hurley, contributed his expertise in the areas of FCM, ISO-NE and RGGI calculations.

Annexed hereto as Exhibit 2 are the resumes of Erin Malone and Doug Hurley.

3. Accompanying the Compact's Petition filed with the Department in D.P.U. 12-107

are the following exhibits:

- (a) Exhibit Compact-1 – 2013-2015 Massachusetts Joint Statewide Three-Year Electric and Gas Energy Efficiency Plan, which the Compact adopts as the core of its Three-Year Plan;
- (b) Exhibit Compact-2 – Overview in support of the Compact’s Three-Year Energy Efficiency Plan;
- (c) Exhibit Compact-3 – Guide to the Filing Requirements of the Green Communities Act and D.P.U. 08-50-B in the Massachusetts Joint Statewide Three-Year Electric and Gas Energy Efficiency Plan for January 1, 2013 – December 31, 2015;
- (d) Exhibit Compact-4 – Compact Specific D.P.U. 08-50 Tables providing Compact specific budgets, costs and other quantitative analysis;
- (e) Exhibit Compact-5 – BCR Screening Model (on CD-Rom);
- (f) Exhibit Compact-6 – Bill Impact Analysis of the Compact;
- (g) Exhibit Compact-7 – Affidavit of Margaret T. Downey and James Richard Hornby;
- (h) Exhibit Compact-8 – Place holder for the Resolution of the Energy Efficiency Advisory Council, dated November XX, 2012;
- (i) Exhibit Compact-9 – Statewide D.P.U. 08-50 Comparison Tables (place holder, to be submitted in approx. 2 weeks);
- (j) Exhibit Compact-10 – Analysis of Variances in Statewide Comparison Tables (place holder, to be submitted in approx. 2 weeks);
- (k) Exhibit Compact-11 – Compact Specific Program Descriptions;

- (l) Exhibit Compact-12 – *Assessment of Costs/Lifetime MWh Savings*, prepared by Synapse Energy Economics, Inc., on the Compact’s behalf, in support of the Compact’s Three-Year Plan (place holder, to be submitted approx. 1 week after Exhibit Compact-9) and;
- (m) Exhibit Compact-13 – *Small Commercial Retrofit Program Insights Report*, dated June 6, 2012, prepared by MCR Performance Solutions, LLC, on the Compact’s behalf.

4. In accordance with its filing, the Compact requests approval of its Three-Year Plan, which was unanimously adopted by all of the Program Administrators. The Compact developed its Three-Year Plan, in consultation with these interested parties, policy direction from its Governing Board and in collaboration with all other Program Administrators, resulting in state-of-the-art programs and ambitious goals for energy efficiency within the Compact’s service territory. Both the statewide and Compact-specific information filed herewith were developed in accordance with the Green Communities Act and as a result of many months of discussions and collaboration.

5. The Compact’s filing follows the template established in the D.P.U. 08-50 Working Group. Today’s filing includes both the Three-Year Plan, which is an integrated, statewide plan, and Compact-specific data. As detailed in the Three-Year Plan, the annual budgets for these program expansion efforts during 2013 to 2015 represent a significant increase as compared to the budget levels set forth in the Compact’s 2010-2012 energy efficiency plan, and are consistent with the mandate of the Green Communities Act to implement all available cost-effective energy efficiency. *Electric Three-Year Energy Efficiency Plans 2010-2012*, D.P.U. 09-116 through 09-120 (2010) (“Electric Order”). These budgets will

support, through cost effective and sustained efforts that take into account customer bill impacts, the aggressive savings goals proposed in the Three-Year Plan.

6. This filing is consistent with the goals of G.L. c. 25, §§ 19 and 21, and the Department's previous review and approval of energy efficiency plan programs in the Electric Order. The Compact's filing is consistent with the Department's Orders in Energy Efficiency Guidelines, D.P.U. 08-50-A (2009) and D.P.U. 08-50-B, and will serve to deliver its energy efficiency program offerings in a cost-effective manner that captures all available efficiency opportunities for its customers in a manner that minimizes administrative costs to the fullest extent practicable and that utilizes competitive procurement to the fullest extent possible.

7. The Compact is not aware of any issues requiring stipulation.

8. The Compact notes that accompanying this filing, it has filed its Motion for Interim Continuation of its Existing Energy Efficiency Programs ("Motion") with the Department for approval to continue the Compact's energy efficiency program offerings during the period January 1, 2013 through January 31, 2013, or until the Department approves the Three-Year Plan as submitted with its filing. By its Motion, the Compact seeks Department approval to continue those energy efficiency program offerings, as reviewed and approved as cost effective by the Department and as offered by the Compact during the course of the 2012 program year period, for the interim period from January 1, 2013 through January 31, 2013, or until the Department approves the Three-Year Plan submitted by the Compact on October 31, 2012 in accordance with the Act.

9. As of this date, the Compact has not filed any motions seeking confidentiality with respect to the Compact's Three-Year Plan.

10. As of this date, no experts have been designated so the Compact has no objections

to offer on expert witness qualifications at this time. However, the Compact reserves the right to object should such a witness be offered at a later time, in accordance with the procedural schedule in this proceeding.

11. The Program Administrators comparison tables will be submitted on or before November 14, 2012 in accordance with the process and timing contemplated in the development of these tables in the D.P.U. 08-50 Working Group and in the Department's recent Order in D.P.U. 08-50-B. The Compact's Exhibit Compact-12 – *Assessment of Costs/Lifetime MWh Savings*, prepared by Synapse Energy Economics, Inc., on the Compact's behalf, in support of the Compact's Three-Year Plan will be submitted approximately one week after these comparison tables.

Respectfully submitted by,

CAPE LIGHT COMPACT

By its attorneys,



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Dated: November 2, 2012

COMMONWEALTH OF MASSACHUSETTS

DEPARTMENT OF PUBLIC UTILITIES

CAPE LIGHT COMPACT

)
) D.P.U. 12-107

CERTIFICATE OF SERVICE

I hereby certify that I have this day served the foregoing document upon all parties of record in this proceeding in accordance with the requirements of 220 CMR 1.05(1) (Department's Rules of Practice and Procedure).

Dated at Newton, Massachusetts this 2nd day of November, 2012.



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Exhibit Compact-1

2013-2015 Massachusetts Statewide Three-Year Electric and
Gas Energy Efficiency Plan

Paper copy provided on behalf of the Cape Light Compact by
Rich May, P.C.

THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES

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CAPE LIGHT COMPACT) D.P.U. 12-107
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OVERVIEW
OF THE CAPE LIGHT
COMPACT'S ENERGY EFFICIENCY PROGRAMS
FOR THE PERIOD JANUARY 1, 2013 through DECEMBER 31, 2015

I. INTRODUCTION

1. The purpose of this testimony is to provide information in support of the Compact's proposed Three-Year Plan, set forth at Exhibit Compact-1 and Exhibit Compact-11 ("Three-Year Plan"), highlight core aspects of the Three-Year Plan and provide an overview of how the filing requirements of G.L. c. 25, §§ 19 and 21, an Act Relative to Green Communities, Chapter 169 of the Acts of 2008 ("Green Communities Act" or "GCA"), as amended by an Act Relative to Competitively Priced Electricity in the Commonwealth, St. 2012, c. 209, ("Energy Act of 2012"), and D.P.U. 08-50-A, B, C and D have been satisfied. In addition, this Overview summarizes significant Compact-specific enhancements (Exhibit Compact-11) to the collaboratively and jointly prepared Massachusetts Statewide Three-Year Electric and Gas Energy Efficiency Plan (Exhibit Compact-1). Lastly, this Overview will introduce the witnesses the Compact intends to present before the Department at hearings to be scheduled in the above-captioned matter.

II. BACKGROUND OF THE COMPACT

2. The Compact is the only publicly-funded, municipal aggregator (as defined by G.L. c. 164, § 134) energy efficiency program administrator (“PA(s)” or “Program Administrator(s)”) in Massachusetts. Unlike every other Department approved energy efficiency PA, the Compact has no stockholders, has no rate of return and is controlled by a governing board consisting of representatives from its municipal members. Each Compact member appoints a representative to the Compact Governing Board, which is responsible for setting policy and overseeing the Compact’s energy efficiency programs.

3. The purposes of the Compact include, among other things, (1) to provide the basis for aggregation of all consumers on a non-discriminatory basis; (2) to acquire the best terms and conditions for electricity supply and transparent pricing; (3) to provide sharing of economic savings to consumers based on current electric rates and/or cost-of service ratemaking approved by the Department; (4) to provide full public accountability to consumers; and (5) to utilize and encourage demand side management and other forms of energy efficiency and to advance consumer awareness and adoption of a wide variety of energy efficiency measures through the implementation of an energy efficiency plan.

4. The Compact currently operates comprehensive energy efficiency programs targeting the residential, low-income, and commercial and industrial (“C&I”) customer sectors. These programs are operated pursuant to the 2010-2012 Energy Efficiency Investment Plan approved by the Department in 2010. *Electric Three-Year Energy Efficiency Plans 2010-2012*, D.P.U. 09-116 through D.P.U. 09-120 (2010) (“*Electric Order*”).

5. The Compact’s unique governing structure permits it to maintain its community roots and to be responsive to consumer needs and concerns, as well as devote itself to the

advancement of energy efficiency. Over the past 6 months, the Compact Governing Board has been involved in the development and review of the Compact's proposed budget and savings goals for the Three-Year Plan. As part of this planning process, the Compact Governing Board authorized the use of focus group research to better understand how best to serve the Compact's unique commercial sector. See Petition Exhibit Compact-13 (attaching a copy of the *MCR Performance Solutions, LLC Report*).

6. Since one of the Compact's basic tenets is to represent and protect consumer interests, the budget and goals established for the Compact's energy efficiency plan were set at a level that would minimize impacts to ratepayers while still maintaining robust energy efficiency programs. In the Compact's 2010-2012 Three-Year Plan, the Compact Governing Board approved budget and savings goals that were ambitious and considered a stretch to achieve. The Compact's proposed budget and savings goals are equally ambitious and will allow for the Compact to continue offering outstanding energy efficiency programs on Cape Cod and Martha's Vineyard.

III. DEVELOPMENT OF THE PROPOSED PLAN

7. The Compact proposes to adopt, as the core of its Three-Year Plan, the 2013-2015 Massachusetts Joint Statewide Three-Year Electric and Gas Energy Efficiency Plan (Exhibit Compact-1), which the Massachusetts Program Administrators developed in collaboration with the Massachusetts Energy Efficiency Advisory Council ("Council"), Council consultants ("Consultants"), and other interested stakeholders.

8. Planning for the development of the Three-Year Plan began in December of 2011 and continued with increasing rigor throughout 2012. During this time, the gas and electric

distribution companies and municipal aggregators have been engaged in detailed and comprehensive discussions with the Council, its Consultants and stakeholders. As part of the development of the Three-Year Plan, in 2012, the PAs participated in eleven Council meetings and four webinars, at which the PAs presented on a variety of topics as directed by the Council and the Consultants. The PAs also participated in at least sixteen Council Executive Committee and subcommittee meetings. In addition, the PAs convened a two-day statewide Appreciative Inquiry Summit held at Gillette Stadium in May to solicit input from stakeholder groups on the development of the Three-Year Plan. Also, numerous working groups and one-on-one meetings with stakeholders were held to address best practices and issues related to the development of the Three-Year Plan. Moreover, the PAs participated in a number of Department proceedings related to energy efficiency plans and collaborated with other stakeholders whenever possible, including D.P.U. 11-120 and the D.P.U. 08-50 Bill Impact Working Group.

9. The PAs developed and filed with the Council draft versions of the Three-Year Plan on April 30, 2012, July 2, 2012 and September 19, 2012. Since the September draft, the PAs have remained actively engaged in negotiations with the Council and the Consultants in an effort to reach as much consensus as possible and obtain the full support of the Council. On October 29, 2012, the PAs, the Department of Energy Resources (“DOER”), the Attorney General and the Consultants, reached agreement on key terms in the Three-Year Plans (“Electric and Gas Term Sheets 2013-2015”). The PAs anticipate that the Council will address the Electric and Gas Term Sheets 2013-2015 at the next Council meeting, as the scheduled meeting on October 30, 2012, was canceled due to Hurricane Sandy, with a Council resolution on the Three-Year Plan to follow at a later date.

10. Additionally, in the months leading up to the October 31, 2012 filing date, the

Compact held information sessions with all of the Cape Cod municipal Energy Committees, as well as holding four public informational sessions, to review the proposed Three-Year Plan and request comments, suggestions and feedback. The public responded to elements of the Three-Year Plan through in-person remarks at the community meetings, written letters sent directly to the Compact, direct messaging through the Compact's toll-free call center and participation in a dedicated on-line survey to determine the Three-Year programs viewed as the most valuable and beneficial by the Compact customers.¹ Facilitating and encouraging these opportunities for dialogues with its community members is a natural outgrowth of the Compact's structure and the basis for its formation - the collaboration of communities for the purpose of achieving energy savings for their constituents.

11. The Compact also advertised in local Cape Cod and Martha's Vineyard newspapers to encourage its customers to learn more about the proposed Three-Year Plan. Similarly, the Compact's Governing Board spoke directly to town governments and constituents (through editorial outreach to the media or direct meetings with their constituents). Lastly, a benefits summary of the Three-Year Plan was sent to over 750 Compact mailing list subscribers as part of its e-newsletter.

IV. THE THREE-YEAR PLAN FILING

12. The Compact, on this date, is submitting its Three-Year Plan for Department review and approval pursuant to the GCA (the "Three-Year Plan Filing"). The Three-Year Plan will allow the Compact to meet the GCA's directive to capture all available cost-effective energy

¹ The Compact provided the proposed plan summary, links to specific program descriptions and the dedicated survey on its website, www.capelightcompact.org.

efficiency opportunities during the years 2013 to 2015² and maximize environmental benefits and net economic benefits through a sustained and integrated statewide energy efficiency effort. In setting aggressive energy efficiency goals, the Three-Year Plan takes into account many competing considerations, including, without limitation, bill impacts, cost efficiency, integrated program delivery, and environmental and economic benefits.

13. The Three-Year Plan filing is consistent with the template established in the D.P.U. 08-50 Working Group, including a table of contents for the Three-Year Plan and attached tables, which were developed, pursuant to the requirements of the Green Communities Act, through a collaborative stakeholder process. In accordance with the template, the Three-Year Plan Filing includes Compact-specific data to supplement the statewide Three-Year Plan.

14. The Three-Year Plan builds on the successes of the PAs' energy efficiency plan for 2010 to 2012, which have resulted in Massachusetts being ranked number one in the nation for energy efficiency by the American Council for an Energy-Efficient Economy in 2011 and 2012. The Three-Year Plan proposes a comprehensive energy efficiency package to ensure that Massachusetts continues to lead the nation in energy efficiency with a continued, innovative, sustained and integrated statewide approach.

15. As noted in the Three-Year Plan, the Compact is not requesting approval of any unique pilot programs or initiatives.

16. The Three-Year Plan is organized in the format developed in the D.P.U. 08-50 Working Group and seeks to address each of the items set forth in the model form table of

² As a municipal aggregator, the Compact maintains that approval by the Department of its Three-Year Plan does not require the same finding that its plan ensures the capture of all energy efficiency as is the case for utility program administrators. G.L. c. 25, § 21(d)(2) (omitting municipal aggregators from this express directive). Nevertheless, the Compact submits that its Three-Year Plan satisfies this directive and captures all cost effective energy efficiency opportunities in its service territory.

contents developed by the D.P.U. 08-50 Working Group. A brief overview of key elements of the Three-Year Plan follows:

a. Section I provides an executive summary highlighting key benefits of the Three-Year Plan including savings, net economic benefits, state-of-the-art program design strategies, an enhanced evaluation and monitoring framework, economic development and job growth.

b. Section II provides procedural background highlighting key current and historical dockets and legislation affecting the Three-Year Plan.

c. Section III.A describes core benefits in more detail, including energy savings, greenhouse gas reductions, net economic benefits and progress toward the Green Communities Act's requirements and goals. This section also includes the process used to determine net benefits and cost-effectiveness of programs, including using the Total Resource Cost Test to analyze cost-effectiveness of programs based upon the most recent avoided cost data available (*see* Appendix N-O to the Three-Year Plan, which refers to the regional Avoided Energy Supply Cost dated July 21, 2011, as amended August 11, 2011). This section also describes gas and electric integration, as well as job growth and economic development.

d. Section III.B describes the process used to assess all available cost-effective energy efficiency pursuant to the Green Communities Act. This section describes the core factors used to establish proposed savings goals (and the related budgets necessary to achieve those goals), including: (1) the terms of the Green Communities Act; (2) resolutions of and direction from the Council;

(3) Department orders and precedent; (4) assessments performed by the Council, the Program Administrators, and other market studies; (5) studies and analyses by expert third parties; and (6) Program Administrators' own experience, including collaborative discussion, experience from the initial three-year plan, and the important consideration of customer bill impacts. This section also discusses market barriers, low-income allocation, and minimization of administrative costs.

e. Section III.C discusses funding sources and financing initiatives.

f. Section III.D is a summary of statewide budgets, savings, and benefits, and includes a description of cost drivers, common assumptions, and unique drivers in Program Administrator service areas.

g. Section III.E describes the methodology used by the Program Administrators to calculate bill impacts. Traditional Compact-specific bill impacts for non-participants in Exhibit Compact-6, as well as bill impact information for participants, pursuant to the direction from the Department in the D.P.U. 08-50 Working Group and the Department's Order in Energy Efficiency Guidelines, D.P.U. 08-50-D, Order on Bill Impacts (2012).

h. Section III.F sets forth detailed program descriptions of the energy efficiency efforts that the Compact proposes to undertake. The program descriptions are broken out into three primary categories: residential, low-income and C&I programs. The Program Administrators have worked diligently with the Council and its Consultants to develop state-of-the-art programs that can be implemented on a common basis across the state and that allow for the achievement of broader and deeper savings.

i. Section III.G describes any contemplated pilots and hard-to measure efforts.

j. Section III.H describes the proposed marketing, community engagement and public education outreach activities. These efforts include statewide education and training efforts and new marketing initiatives, community-based outreach, and further development of energy efficiency brands.

k. Section III.I describes the statewide process for evaluation, measurement and verification (“EM&V”), which includes information on enhancements, research areas, special activities and a description of the Council’s oversight role in EM&V activities for the Council.

l. Section III.J describes the Technical Reference Manual (“TRM”).

m. Sections III.K and III.L describe the statewide performance incentive and cost recovery framework.³ As explained in the Three-Year Plan Filing, the Compact proposes to continue to recover its costs through its energy efficiency surcharge (“EES”), which is collected through NSTAR Electric Company’s energy efficiency reconciliation factor (“EERF”) tariff. All energy efficiency costs, including program related costs, are recovered through this approach. The Compact will amend its cost recovery as necessary to comply with the Department’s directives in *Energy Efficiency Guidelines*, D.P.U. 11-120, Phase II.

n. Section III.M describes the current methodology for making mid-term revisions based upon objective standards that enable the Compact to retain

³ As a public entity and municipal aggregator, the Compact does not participate in performance incentives. Any discussion or reference to performance incentives is not applicable to the Compact.

flexibility to make ongoing revisions during the three-year term, including current proposed revisions pursuant to D.P.U. 11-120.

o. Section III.N addresses databases, including the Council's identification of enhanced data analytics and access as a priority. This section discusses current data tracking activities and Program Administrator commitment to working with DOER on improved data tracking.

p. Section III.O discusses the effect of the Investigation in D.P.U. 11-120 on the Three-Year Plans, including Phase I decisions on carbon compliance and changes to the way in which net savings are estimated, and Phase II proposed changes to the Department's Energy Efficiency Guidelines, D.P.U. 08-50-B (2009) ("*Guidelines*").

q. Section III.P addresses the role of energy efficiency as a key strategy within the Massachusetts Clean Energy and Climate Plan for 2020.

17. The Three-Year Plan also contains detailed appendices and background information, including a glossary, statewide D.P.U. 08-50 tables and a descriptive narrative, a report on the Appreciative Inquiry Summit, performance incentive models, database materials, materials related to unique Program Administrator issues, participant definitions, marketing materials, the TRM, and evaluations studies used in support of the Three-Year Plan not previously filed with the Department.

18. In addition, the Compact has prepared a chart cross-referencing key filing requirements of the D.P.U. 08-50 Working Group and the Green Communities Act with their location by section in the Three-Year Plan.

V. COMPACT SPECIFIC INFORMATION

19. The 2013-2015 Massachusetts Joint Statewide Three-Year Energy Efficiency Plan, represents the core of the Compact's Three-Year Plan. In addition, the Compact does provide specific program enhancements in several plan areas. The program departures result from the Governing Board's policy direction to continue existing programs that are both successful and responsive to the Compact's unique customer population. Eliminating these programs would result in customers being eligible for fewer energy efficiency measures than is currently the case under the Compact programs. As such, the Compact has tailored the statewide program offerings, where necessary to better meet its customers' unique profiles and needs.

20. The Compact's Governing Board has determined that these enhancements are necessary to continue to best serve the needs and meet the demands of the Compact's unique customer base. The C&I customer sector on Cape Cod and Martha's Vineyard is unique relative to other Program Administrator service territories. This fact was acknowledged by the Council in a presentation prepared by Synapse Energy Economics, Inc. titled Commercial & Industrial Customer Perspectives on Massachusetts Energy Efficiency Programs. The Compact has approximately 21,000 C&I accounts, with nearly 60% of these accounts using less than 10,000 kWh per year, which is roughly equivalent to the usage of a large residential account. Only 225 Compact C&I accounts use over 500,000 kWh per year. Hospitality and retail customers dominate the Compact's claimed savings at 57%; whereas, this same customer group represents only 14% of statewide potential savings. See Petition Exhibit Compact-13 at 5-6.

21. Further, 87% of all Compact electric accounts are residential customers, including a large number of seasonal homes. Significantly, 11% of these residential accounts use electric heat, and 10 of the 21 Compact member towns do not have access to natural gas (primarily in the

outer Cape towns from North Eastham to Provincetown and the six towns on Martha's Vineyard).

A. The Compact Program Enhancements

1. Residential Programs

a. **Residential Products** – *Adding to the statewide Residential Products program, the Compact offers rebates, on a promotional basis, to customers who turn-in inefficient dehumidifiers and air conditioners and replace them with energy efficient models. The Compact's decision to include dehumidifiers is based upon the Massachusetts RASS Study that demonstrated that, within the Compact territory, there were significant energy savings resulting from such an incentive. A copy of the RASS Study is available at*

<http://www.capelightcompact.org/documents/CLC2008AnnualReport2009-08-27.pdf>.

b. **Residential Whole House Program** – *In 2007, the Compact began offering an enhanced incentive for customers whose income was 60% to 80% of the state median income. These customers are served at the 100% incentive level for all identified cost effective measures in the Home Energy Services Core Initiative. The Compact implemented these programs because this customer segment was identified as hard to reach and hard to serve.*

c. **Residential Whole House Program** – *The Compact offers 100% incentives, up to the program cap, for qualified weatherization incentives for year-round renters that are responsible for payment of the electric bill in the Home Energy Services Core Initiative.*

d. **Residential Whole House Program** – *The Compact raised the*

cap for weatherization to \$4,000 for all customers after it identified that average recommendations often surpassed the previous cap of \$2,000. The change has allowed customers to make improvements within one year rather than over several years.

2. Commercial and Industrial Programs

a. ***Municipal Customers Eligible for 100%*** – *The Compact offers 100% incentive for all cost effective measures for public projects up to \$150,000.*

b. ***LED Municipal Owned Streetlight Retrofit Initiative*** – *In 2013, the Compact will introduce an LED streetlight retrofit initiative for Cape Cod and Martha's Vineyard towns owning their own streetlights. This cost-effective initiative will cover retrofitting approximately 14,542 streetlights and is expected to yield an estimated savings of 2,555,700 kWh annually. Consistent with the Compact's specialized municipal incentive structure, there will be no co-pay for participating municipalities. It is anticipated that this program should be completed within calendar year 2014.*

c. ***Small Retrofit Tenant Initiative*** – *In 2013, the Compact will increase its direct install incentive for qualifying tenant customers who pay their own electric bill, from the current up to 80% the Compact offers under this program (as compared to the standard PA incentive of up to 70%) to up to 95% of the cost of all cost-effective measures.*

d. ***Small Retrofit Vendor Financing Initiative*** – *In 2013, the Compact will offer zero percent interest financing through its primary direct install vendor for qualifying direct install customers. The interest rate buy down will be funded by the Compact over and above its up to 80% incentive offering. This option*

will not be available to customers participating in higher incentives of the Tenant initiative.

VI. THE COMPACT'S CONTINUED COMMITMENT TO PUBLIC EDUCATION AND COMMUNITY AWARENESS

A. Education Outreach

22. The Compact has always made a strong commitment to energy education and continues to be a nationally recognized leader in the design and implementation of energy education programs. As a wholly unique, energy efficiency program administrator, the Compact strives to address the continuing need for greater consumer awareness and encourages the development of deeper and broader community knowledge of energy efficiency technology and practices.

23. Recognizing that education is the key to effecting change in our society, the Compact remains committed to the education of its residents and has applied its outreach and marketing efforts accordingly. The Compact continues to work with a Teacher Advisory Board consisting of teachers, school administrators, Compact board members and staff. This group assists with direction, implementation and evaluation of the Compact's energy education programs.

24. The showpiece of the Compact's education initiatives is its collaboration with the National Energy Education Development Project ("NEED"), a 501(c)3 non-profit educational organization affiliated with the Department of Energy's Energy Information Services, in the development of an energy education program for elementary through secondary level teachers and students on the Cape and Vineyard. Using a curriculum with a foundation of science-based facts, the Compact and NEED have created curriculum materials which are

aligned with the Massachusetts State Frameworks for Science and Technology, allowing teachers to introduce lessons on energy efficiency and conservation.

25. For the past eight years (2004-2012), the Compact has been honored with NEED's Region of the Year Award for ongoing efforts in energy education. For six consecutive years, the schools in the Compact's region have received national and state awards for their energy education outreach efforts in their communities. In addition, the Compact's energy education program was awarded the 2007 and 2011 Innovation Award by the Interstate Renewable Energy Council for its "Solarize Our Schools" program and was recognized in the spring of 2009 by the state with a 15th Annual Secretary's Award for Excellence in Energy and Environmental Education. The Massachusetts Association of Science Educators awarded Compact staff with the 2011 "Educator of the Year" award for efforts in energy education.

26. Since its inception in 2003, the Compact through its partnership with NEED has helped over 60 schools adopt and implement lessons on energy efficiency and conservation. The Compact's Three-Year Plan proposes to continue a substantial budget allocation for its Energy Education program. The Compact proposes budget allocations to fund expanded community outreach programs to increase Compact customers' understanding and utilization of the many energy efficiency programs available.

B. Local Events

27. The Compact will continue its unique local marketing efforts through its commitment to participating in local community events that focus on energy. Participation in these joint events allows the Compact to maximize its reach to the customer while minimizing costs by sharing event costs with other community groups. The Compact has partnered with Barnstable County's Cape Cod Cooperative Extension Service to conduct community "turn-in"

events for inefficient air conditioners and dehumidifiers during the very popular Household Hazardous Waste collections.

28. The Compact will continue to participate in PA initiatives that market energy efficiency services to targeted customer groups. In the past, the Compact has worked successfully with other PAs to design, implement and market commercial and industrial programs, as well as the products and services programs for the residential and commercial sector.

VII. STANDARD OF REVIEW

A. Savings Goals

31. It is the Compact's understanding that the GCA directs the Department to issue a decision on the plan which ensures that "the *electric and natural gas distribution companies* have identified and shall capture all energy efficiency and demand reduction resources that are cost-effective or less expensive than supply." G.L. c. 25, § 21(d)(2) (emphasis added). Pursuant to this express language, as a municipal aggregator, the Compact's plan is not subject to the threshold requirement of capturing all cost-effective energy efficiency. Nevertheless, the Compact submits that its Three-Year Plan Filing satisfies the GCA mandate regarding the capture of all cost-effective energy efficiency.

32. As discussed above, the PAs have presented multiple drafts of the Three-Year Plan to the Council, presented at Council meetings and taken into consideration feedback from individual Councilors as well as Council Resolutions and other Council actions. Consistent with the Electric and Gas Term Sheets 2013-2015 agreed to on October 29, 2012, the PAs anticipate full Council support of the proposed savings goals for the Compact and each PA, as part of a

comprehensive suite of savings goals, benefits and performance incentives developed in coordination with the Council.

B. Program Budgets

33. It is the Compact's understanding that pursuant to the *Guidelines* at § 3.3, a Program Administrator's budget shall be comprised of its energy efficiency program implementation costs as approved by the Department.⁴ *Guidelines* at § 3.3.1. In support of these budgets, each Program Administrator shall present to the Department: (a) information regarding its budget sources consistent with the format approved in D.P.U. 08-50-B; and (b) supporting documentation for the budget sources. *Id.* at § 3.3.2. Additionally, a Program Administrator's program implementation is defined as all costs incurred by a Program Administrator to implement its Energy Efficiency Programs, including, but not limited to: (a) program planning and administration; (b) marketing and advertising; (c) program participant incentive; (d) sales, technical assistance and training; and (e) evaluation and market research. *Id.* at § 3.3.3.

34. The Department is required to ensure that energy efficiency activities are delivered in a cost-effective manner using competitive procurement processes to the fullest extent practicable. G.L. c. 25, §§ 19(a), 21(a), 21(b)(1) and 21(b)(2). In so reviewing and authorizing Program Administrator energy efficiency programs, the Department is directed to ensure that the programs are delivered in a cost-effective manner that captures all available efficiency opportunities, that minimizes administrative costs to the fullest extent possible and that utilizes competitive procurement to the fullest extent possible. *Electric Order* at 44. To that end, the Department has directed Program Administrators to minimize administrative costs to the fullest extent practicable and include a detailed description and supporting documentation of the

⁴ The Guidelines also permit recovery of performance incentives and lost base revenues. As a public entity and municipal aggregator, the Compact does not recover either of these costs.

steps taken to minimize such administrative costs. *Guidelines* at § 3.3.6. Further, where able, a Program Administrator is required to use competitive procurement processes to the fullest extent possible. *Id.* at § 3.3.7.

35. As detailed in the Three-Year Plan, the annual budgets for the expanded efforts and savings goals during the years 2013 to 2015 represent significant increases as compared to the budget levels approved in 2010-2012. *Electric Order*. They are consistent with the enhanced energy efficiency goals of the GCA, and support the aggressive savings goals and the significant environmental and economic benefits anticipated in this Three-Year Plan. The three-year total budget proposed by the Compact is detailed in the Three-Year Plan and the Compact-specific tables set forth in Exhibit Compact-4 of today's filing.

36. The Program Administrators determined the costs and benefits of the Three-Year Plan following an extensive review of plan objectives, cost drivers, as well as savings goals and the cost to achieve savings (including deeper savings), the costs of new and innovative strategies, methods of cost reduction and cost efficiency, and historical data. Proposed budgets also take into account new initiatives and other efforts that have been included in the Three-Year Plan in response to stakeholder input. Section III.D of the Three-Year Plan and Appendix C provide more detail on budgets and benefits of the Three-Year Plan, including cost drivers. In addition, Exhibit Compact-12 and Exhibit Compact-13 provide more detail regarding Compact-specific cost drivers.

37. The Compact's program budget was developed in compliance with the GCA, the Department's orders in D.P.U. 08-50-A and D.P.U. 08-50-B, and the *Guidelines*. In authorizing energy efficiency program budgets, it is our understanding that the Department is charged with ensuring that (1) Program Administrators have minimized administrative costs to the fullest

extent practicable; (2) sufficient funding is allocated to low-income programs; and (3) competitive procurement processes are used to the fullest extent practicable. G.L. c. 25, §§ 19(a)–(c).

38. The Three-Year Plan addresses each of these requirements. First, the Three-Year Plan addresses the PAs' efforts to minimize administrative costs in Section III.B(4). Allocation of funds for low-income programs and education are addressed in Section III.B(3). Finally, a description of the competitive procurement processes planned to be utilized by the PAs is found in Section III.B(5).

39. Moreover, in developing and presenting budgets, the Compact and its fellow Program Administrators employed the categories specified in G.L. c. 25A, § 11G (DOER's Energy Efficiency Oversight and Coordination), as well as complying with the *Guidelines* at § 3.3.1. In addition, the Compact incorporated its RCS budget into the Three-Year Plan. Section 32 of the Energy Act of 2012, states that if a utility includes RCS as part of an energy efficiency investment plan filed pursuant to G.L. c. 25, § 21, the utility shall have satisfied the requirements of subsection (b), and its energy efficiency investment plan shall not be reviewed under subsection (f), of section 7 of chapter 465 of the acts of 1980, as most recently amended by chapter 164 of the acts of 1997. In accordance with this statute, the Compact included its proposed operating budgets for the RCS program in the Three-Year Plan to meet the requirements of subsection (b) of section 7 of chapter 465 of the Acts of 1980.

40. Overall, the Three-Year Plan sets forth detailed strategies for coordinated program implementation in the residential, low-income, and C&I sectors. The detailed program description section of the Three-Year Plan is the result of collaboration and cooperation among the Program Administrators (both gas and electric), Council members, other interested parties,

and the Consultants. Consistent with the Department's directives in D.P.U. 08-50-B and the GCA, the Program Administrators' budgets were carefully prepared with sensitivity to the statutory mandate that administrative costs be minimized. *See* G.L. c. 25, § 19(a), *Guidelines* at §§ 3.3.6 and 3.3.7. The Compact and its fellow Program Administrators were mindful of this multi-dimensional mandate in developing the statewide plans, and the Compact believes that the administrative costs and procurement practices provided for in the Three-Year Plan are appropriate and consistent with the GCA.

C. Cost Effectiveness

41. The GCA requires the Three-Year Plan to “provide for the acquisition of all available energy efficiency and demand reduction resources *that are cost effective or less expensive than supply.*” G.L. c. 25, § 21(d) (emphasis added).⁵ The Department previously has adopted as the appropriate test for cost-effectiveness the “Total Resource Cost” or “TRC” test. *See Investigation to Establish Methods and Procedures to Evaluate and Approve Energy Efficiency Programs*, D.T.E. 98-100 (2000). In D.P.U. 08-50, the Department affirmed that the TRC test is consistent with the GCA's references to the cost-effectiveness of energy efficiency and demand reduction resources. *Energy Efficiency Guidelines*, D.P.U. 08-50-A at 14 (2009); *Electric Order* at 48. This is due to the TRC test's reliance on the avoided cost of supply as one of the most significant benefits of any energy efficiency program. D.P.U. 08-50-A at 14; *Electric Order* at 48.

42. The Department's *Guidelines* adopt the TRC methodology to determine the cost-effectiveness of energy efficiency programs. First, the Department requires Program Administrators to perform cost-effectiveness screening on an energy efficiency program-specific

⁵ See footnote 2, *supra*, regarding the Compact's position regarding this statutory language.

basis, except for hard-to-measure energy efficiency programs. *Guidelines* at § 3.4.3.1.⁶ An energy efficiency program shall be deemed cost-effective if the cumulative present value of its benefits is equal to or greater than the cumulative present value of its costs. *Id.*

43. The Compact understands that the Department requires Program Administrators to categorize program costs as program implementation costs or program participant costs. *Guidelines* at § 3.4.5. Program implementation costs shall include all costs incurred by a Program Administrator to implement its energy efficiency programs, including, but not limited to: (a) program planning and administration; (b) marketing and advertising; (c) program participant incentives; (d) sales, technical assistance and training; and (e) evaluation and market research. *Id.* at §§ 3.3.3 and 3.4.5. Program participant costs shall include all expenses incurred by a program participant as a result of its participation in an energy efficiency program, including, but not limited to: (a) the net cost of energy efficient equipment; (b) the cost to plan for and install energy efficient equipment; and (c) the cost of energy efficiency services, such as energy audits or inspections for proper equipment functioning. *Id.* Benefits and costs that are projected to occur over the term of each energy efficiency program shall be stated in present value terms, using a discount rate that is equal to a twelve-month average of the historic yields from the ten-year United States Treasury note, using the previous calendar year to determine the twelve-month average. *Guidelines* at § 3.4.6.

44. The Compact proposes to obtain all available cost-effective energy efficiency

⁶ Program Administrators are required to allocate the benefits and costs of hard-to-measure energy efficiency programs to the program's customer sector. *Guidelines* at § 3.4.3.2. If such inclusion causes the sector's benefit-cost ratio to fall below one, then that hard-to-measure energy efficiency program shall be deemed to be not cost-effective. *Id.* An energy efficiency plan shall include the following information regarding a hard-to-measure energy efficiency program: (a) the best estimates available regarding the hard-to-measure energy efficiency program's savings, costs and benefits; (b) detailed descriptions of the purpose, scope and design of the hard-to-measure energy efficiency program; (c) supporting documentation for why the program is qualified to be treated as hard-to-measure energy efficiency program; and (d) any recommendations made by the Council regarding the hard-to-measure energy efficiency program. *Id.*

through an aggressive level of savings for its energy efficiency activities.⁷ The PAs' savings goals are consistent with the Department's orders and the Council's priorities, both of which emphasize setting challenging goals that take into account bill impacts and sustainability of efforts over an extended period. Following the adoption of the "Sense of the Council," prepared by the Council on June 12, 2012 and the Department's resolution of July 23, 2012, the PAs re-assessed their savings goals and the manner in which they were determined. On October 29, 2012, following diligent, collaborative negotiations, DOER, the Attorney General, the Consultants, and the PAs agreed to the savings goals, benefits and budgets set forth in the Three-Year Plan. In formulating these goals, the PAs reviewed the types of projects, customers already served, those markets that have potential to be served as informed by the PAs' market assessment, historical performance (taking into account any outliers), EM&V results, preliminary results, and bill impacts. These savings goals are designed to achieve all available cost-effective energy efficiency with due consideration of bill impacts. As set forth in Appendix D, based upon the PAs' research to date, the level of savings set forth herein exceeds the saving goals of any other state on a proportionate basis. Section III.D of this Three-Year Plan and Appendix C provide more detail on savings and benefits of the Three-Year Plan, including cost-drivers and unique drivers of savings goals in specific territories.

45. The tables in Exhibit Compact-4 provide Compact-specific information in the format collaboratively developed in the D.P.U. 08-50 Working Group. These tables provide detailed underlying information with respect to all aspects of the Three-Year Plan in a manner that is common across all Program Administrators. As noted in the Three-Year Plan Filing, the Compact will also be supplementing these tables with PA-comparison tables in the format

⁷ The Compact, however, recognizes that these aggressive goals may not be sustainable beyond 2015.

developed in the D.P.U. 08-50 Working Group on or about November 14, 2012, and will describe where Compact-specific costs vary by more than 20 percent from certain statewide benchmarks, all in accordance with the processes established in the D.P.U. 08-50 Working Group. Appendix B of the Three-Year Plan provides a narrative summary overview of the Compact-specific tables, including summary information with respect to the budget, cost-effectiveness, cost-recovery, low-income allocation, administrative costs, and comparative procurement tables provided in Exhibit Compact-4. In short, the Compact-specific tables in Exhibit Compact-4 serve as a Compact-specific complement to the statewide tables provided in the Three-Year Plan. The statewide tables contained in the Three-Year Plan reflect the mathematical aggregation of the Program Administrator specific information for all Program Administrators across the Commonwealth. In other words, the Compact-specific information provided in Exhibit Compact-4 is a key underlying component of the statewide tables.

46. Finally, the Compact presented its cost/benefit analyses in its D.P.U. 08-50 Tables, both by customer sector and by program (Exhibit Compact-4). The Compact's analyses were completed using a Benefit Cost Ratio ("BCR") Screening Model ("Screening Model") common to the electric Program Administrators (Exhibit Compact-5). Consistent with the Department's *Guidelines*, the Screening Model filed by the Compact includes the program level budget information for each of the three years along with the measure level costs, measure level electric and other resource savings, and non-resource savings.

D. Funding Sources

47. The Green Communities Act authorizes the Department to review the funding of energy efficiency programs administered by the Program Administrators. G.L. c. 25, § 19. The GCA also directs the PAs to include in their energy efficiency plans "a fully reconciling funding

mechanism which may include, but which shall not be limited to, the charge authorized” by the Department pursuant to G.L. c. 25, § 19. G.L. c. 25, § 21(b)(2)(vii). For electric PAs, the GCA requires the Department to approve “a mandatory charge of 2.5 mills for kilowatt hour for all consumers, except those served by a municipal lighting plant.” G.L. c. 25, § 19(a). It also authorizes the Department to approve and fund energy efficiency programs with amounts generated under the Forward Capacity Market (“FCM”), cap and trade pollution control programs, and “other funding as approved by the department after consideration of: (i) the availability of other private or public funds, utility administered or otherwise, that may be available for energy efficiency or demand resources; and (ii) whether past programs have lowered the costs of electricity to residential and commercial consumers.” *Id.*

48. The Compact proposes to recover its costs associated with the Three-Year Plan through five sources: (1) a system benefit charge (“SBC”) of \$0.0025 per kWh collected from customers; (2) proceeds from the Company’s participation in the FCM administered by ISO-NE; (3) proceeds from the Regional Greenhouse Gas Initiative (“RGGI”), a multi-state carbon cap and trade system; (4) outside funding; and (5) an EES, collected through the EERF tariff, to be recovered from ratepayers through distribution rates. The Company proposes to allocate the SBC, FCM, and RGGI revenue to each customer class in proportion to each classes’ kWh consumption, consistent with G.L. c. 25, § 19(a).

49. In addition, the Compact has complied with the GCA’s mandate in G.L. c. 25, § 19(c) that at least 10 percent of the amount expected for electric energy efficiency programs be spent on low-income programs (Exhibit Compact-4).

E. Bill Impacts

50. As noted previously, the GCA requires the acquisition of all available cost-

effective energy efficiency resources. G.L. c. 25, § 21(b)(1). However, our understanding is that the Department has determined that the pace at which the Program Administrators acquire these resources is moderated in part by the requirement that the Department consider the effect of any rate increases on residential and commercial customers' bills before the approval of ratepayer funding for energy efficiency programs. *See* D.P.U. 08-50-D at 9-10 & n.11; *see also* G.L. c. 25, § 19(a). We also understand that the Department has directed the PAs in D.P.U. 08-50-D to provide traditional bill impacts for nonparticipants as well as information for participants at various usage levels. The Three-Year Plan addresses this Order in Sections II.E and III.E and each PA has provided Compact-specific bill impacts in Exhibit Compact-6.

51. Moreover, the bill impact analyses presented are consistent with the Department's directives in D.P.U. 08-50-D. The assumptions used by all the PAs is described in Section III.E of the Three-Year Plan and the Compact's bill impact analyses are presented in Exhibit Compact-6. These bill analyses demonstrate that the Compact's proposed Three-Year Plan results in bill impacts that are acceptable, particularly in light of the net economic benefits produced by, and the persistence of savings to be achieved over many years as a result of the Three-Year Plan.

F. Overview of Programs

52. The Compact understands that the GCA specifies the types of programs that statewide energy efficiency plans may include, and requires that each program be screened for cost-effectiveness. G.L. c. 25, §§ 21(b)(2)(iv) and (b)(3). As the Department has recognized, however, the following energy efficiency programs and activities allowed by the GCA may not have immediate energy savings or those savings may be difficult to quantify: (1) programs for research, development and commercialization of efficiency products; (2) programs to support

new appliance and product efficiency standards; (3) programs to integrate efficiency products with building energy codes or high performance sustainable buildings that exceed code; and (4) programs for public education regarding energy efficiency (collectively, “hard-to-measure energy efficiency programs”). D.P.U. 08-50-A at 24-25, *citing* G.L. c. 25, § 21(b)(2); *see also Guidelines* at § 2(11). The Department has directed the Program Administrators to include the costs and benefits of hard-to-measure energy efficiency programs within the cost-effectiveness evaluation of the most relevant customer sector, and has required that any such hard-to-measure energy efficiency program must be fully described in the energy efficiency plan. *See Guidelines* at § 3.4.3.2; *see also* D.P.U. 08-50 at 19-20.

53. Consistent with these directives, the Three-Year Plan includes a detailed description of each program design, which together with the rest of the plan will provide for the acquisition of all available cost-effective energy efficiency. In developing these program descriptions, the PAs sought to ensure consistent messaging among the Program Administrators, meet increased savings targets, allow for a review of new technologies being developed and offered to increase the efficiency of energy use for residential, low-income and C&I, provide details regarding the thoughtfully-designed and executed community-based efforts within a Program Administrator’s service area, provide information regarding workforce development goals associated with the programs, and offer insights into the long-term goals of the particular programs.

54. To develop the programs set out in the Three-Year Plan, the Program Administrators worked together collaboratively with the Council, the Consultants and other stakeholders to design a broad portfolio of programs that significantly expands upon existing energy efficiency offerings and also introduces bold new initiatives and program designs. The

Three-Year Plan sets forth general program descriptions as well as detailed strategies for coordinated program implementation in the residential, low-income, and C&I sectors. The program designs reflect comprehensive proven strategies that provide for: (1) greater consistency in offerings throughout the Commonwealth; (2) an enhanced customer experience, including seamless delivery strategies that integrate gas and electric efforts; (3) an expanded, diverse, and well-trained workforce; and (4) the delivery of new state-of-the-art technologies and services. In addition, the PAs have incorporated numerous new and innovative strategies into planned efforts in response to stakeholder input, including input following the filing of the April, July and September versions of this Three-Year Plan with the Council. Section III.F of this Three-Year Plan provides more detail on statewide electric and gas programs for 2013-2015.

G. Evaluation, Monitoring and Verification

55. It is the Compact's understanding that section 3.5.2 of the *Guidelines* requires each Program Administrator to prepare an evaluation plan that describes how it intends to monitor and evaluate energy efficiency programs, including a description of how the evaluation plan is consistent with any statewide evaluation plan and how the Program Administrator would coordinate its efforts with other Program Administrators. Section 3.5.3 of the *Guidelines* sets out additional information to be included in evaluation plans. The Department explained that the *Guidelines* are intended to create a statewide strategy that is collaboratively developed by the Council and PAs. *Electric Order* at 129. The Department emphasized that consistent and reliable EM&V studies will ensure that program investments continue to provide net benefits to customers. *Id.* at 130.

56. The Three-Year Plan defines the substantive approaches, study areas, EM&V budgets, and institutional roles to be in place over the three-year plan term sufficiently to satisfy

the Department's precedent and *Guidelines*. The EM&V framework proposed in this plan builds on the extensive EM&V achievements accomplished in 2010-2012, and reflects both the core principles of the Council Resolution on Evaluation, Measurement, and Verification approved on September 8, 2009 ("EM&V Resolution") and key lessons learned over the last three years. After discussion with the Council's independent expert EM&V consultant, the Three-Year Plan proposes several enhancements to the current EM&V framework, including the reduction of research areas from six to three and the continuation of the Evaluation Management Committee ("EMC") that was created in 2012. These enhancements are intended to improve the EM&V framework based upon actual experience in order to make evaluation efforts more streamlined and transparent, with the goal of improving the precision and usefulness of the studies. The EMC provides a forum for statewide evaluation issues, and provides guidance, planning and direction to each of the evaluation research areas. As tellingly demonstrated during the EM&V webinar of June 25, 2012, the EM&V framework and EMC are high functioning and marked by excellence and commitment to nation-leading EM&V practices that ensure confidence in energy efficiency efforts. Section III.I of this Three-Year Plan provides more detail on the enhancements to the current evaluation framework that are being proposed. Accordingly, the Department should find that the Program Administrators' EM&V framework satisfies the *Guidelines* and Department precedent.

H. Mid-Term Modification

57. The Compact understands that section 3.8 of the *Guidelines* outlines the Department's requirements for mid-term modifications ("MTMs") to a three-year plan that require Department approval, as amended by Cape Light Compact, D.P.U. 10-106 (2011). However, the Department has proposed to revise MTMs, having issued revised *Guidelines* for

comment on September 21, 2012.

58. The PAs anticipate that the need for MTM filings during the Three-Year Plan will be minimized in view of the Department's efforts and for other reasons discussed in the joint initial comments of the PAs dated October 15, 2012, filed in D.P.U. 11-120, Phase II. As discussed in Sections II.G, III.M and III.O of the Three-Year Plan, the Department's investigation on this issue is ongoing and the Program Administrators will conform to Department precedent on this issue.

I. Economic Development and Job Growth

59. The Compact understands that economic development and job growth requirements under the GCA direct that a plan shall include "any estimated economic benefits...including job retention, job growth or economic development." G.L. c. 25, § 21(b)(2)(viii). In addition, with Council approval, a plan may prioritize projects based upon economic development or job creation retention benefits. G.L. c. 25, § 21(b)(2). An important element of the Three-Year Plan is the economic impact of energy efficiency on the Commonwealth and its citizens, including job creation and retention stemming from energy efficiency programs. One way that energy efficiency affects consumers and businesses is by reducing energy costs, thereby allowing the money saved to be spent elsewhere, thus stimulating the economy. Additionally, energy efficiency programs create a wide variety of jobs, many of them tied to local communities. According to the 2012 Massachusetts Clean Energy Industry Report, energy efficiency has been adding jobs to the Commonwealth at a 10% growth rate since 2011. To quantify the job creation impacts of its energy efficiency programs, the Program Administrators engaged the New England Clean Energy Foundation ("NECEF") to update NECEF's analysis of workforce requirements and impacts associated with Program

Administrator energy efficiency programs. The Program Administrators are committed to job training for emerging clean energy industries, as well as sustainable funding of energy efficiency programs in order to maintain a consistent workforce. Section III.A.5.b of this Three-Year Plan provides preliminary results of NECEF's research.

J. Education and Marketing – The Statewide Branding of Energy Efficiency

60. It is the Compact's understanding that the GCA requires that a plan shall include "programs for public education regarding energy efficiency." G.L. c. 25, § 21(b)(2)(vi). Brand recognition and awareness is a critical element to the engagement of program participants and increasing participation in programs, and is an important Council priority.

61. In addition to the Compact-specific public education activities discussed above, the Program Administrators plan to focus on creating a culture of sustainability within the Commonwealth using public education and marketing as key tools in this effort. The focus will be on creating powerful, engaging, and motivating education and marketing strategies that will increase awareness of the benefits of energy efficiency and drive increased participation in the available energy efficiency programs and services. Proposed public education and marketing strategies will take into account the unique motivational differences between residential and non-residential customers.

62. Support of the Mass Save mark and statewide brand is an important priority. The PAs commit to statewide marketing efforts that include the prominent integration and placement of the Mass Save mark as the statewide brand. PAs will include the Mass Save mark on statewide program, outreach and marketing materials and will include a link to the Mass Save website on the portion of the Program Administrator's website that is focused on energy efficiency services in Massachusetts. PAs, in collaboration with DOER and the Council, will

conduct an evaluation of the effectiveness of all joint statewide branding efforts to ensure that such brands support clear and recognizable messages that help promote program awareness.

Such an evaluation will be completed by the end of 2013 and submitted to the Council.

63. The strategies and messages developed for statewide energy efficiency education, outreach and marketing will augment the efforts already in use and will attempt to complement and leverage program-specific marketing and individual PA efforts across the Commonwealth. For additional discussion, see Sections III.F.2 and III.H.

64. The Program Administrators are confident that the statewide marketing efforts, combined with the program specific marketing, will create the environment through which they will achieve the deeper and broader penetration necessary to achieve the goals of the Three-Year Plan. Equally important, these combined efforts will create seamless consumer experiences that offer integrated portfolios of energy efficiency information and program options that are clear, relevant to the consumer, and available to all Massachusetts residents, businesses, and other organizations. The marketing, education, and community outreach, as proposed and described in the Three-Year Plan will provide Program Administrators the platform to promote the proposed energy efficiency programs, which is critical to the achievement of the proposed Three-Year Plan savings and the realization of Three-Year Plan benefits.

VIII. THE COMPACT WITNESSES

65. None of the Compact's achievements could have occurred without the tremendous dedication and effort of its staff. Each of the Compact's energy efficiency program managers, analysts and outside consultants are vital to the continued success of the Compact's energy efficiency programs.

66. It is anticipated that one or more of the following will be presented as witnesses before the Department at the hearings to be scheduled in this matter.

a. Margaret T. Downey, the Compact's Administrator, responsible for the administration of the Compact, overall program oversight, and oversaw the preparation of the Compact's Three-Year Plan filing. See Exhibit 1, annexed to the Pre-Hearing Statement for the resume of Margaret T. Downey.

b. Margaret Song, the Compact's residential program manager, responsible for managing the Compact's residential and low income programs. See Exhibit 1, annexed to the Pre-Hearing Statement for the resume of Margaret Song.

c. Erin Malone, Analyst, Synapse Energy Economics, Inc., the Compact's consultant responsible for the preparation of the quantitative components of the Compact's Three-Year Plan, included in the 08-50 Tables and the coordination between PAs of consistent program assumptions for all applicable calculations. See Exhibit 2, annexed to the Pre-Hearing Statement for the resume of Erin Malone.

d. Doug Hurley, Associate, Synapse Energy Economics, Inc., contributed his expertise in the areas of FCM, ISO-NE and RGGI calculations. See Exhibit 2, annexed to the Pre-Hearing Statement for the resume of Doug Hurley.

IX. CONCLUSION

67. For the reasons set forth herein, as well as in those contained in the Compact's Petition and the exhibits thereto, it is respectfully requested that the Department approve the Compact's proposed Three-Year Plan for the period January 1, 2013 through December 31, 2015.

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IV.B. Electric PA Funding Sources - Cape Light Compact

1. Summary Table

Allocation of Funding Sources, 2013							
Sector	SBC (1)	FCM (2)	RGGI (3)	Other (4)	Carryover (5)	EERF (6)	TOTAL (7)
Residential	\$2,614,274	\$293,475	\$666,233	\$0	(\$930,307)	\$11,274,177	\$13,917,851
% of Residential	19%	2%	5%	0%	-7%	81%	100%
Low-Income	\$137,433	\$15,428	\$35,024	\$0	\$1,290,502	\$50,230	\$1,528,618
% of Low Income	9%	1%	2%	0%	84%	3%	100%
Commercial & Industrial	\$2,248,281	\$252,389	\$572,962	\$0	(\$1,664,528)	\$13,002,404	\$14,411,509
% of Commercial & Industrial	16%	2%	4%	0%	-12%	90%	100%
TOTAL	\$4,999,989	\$561,292	\$1,274,218	\$0	(\$1,304,332)	\$24,326,811	\$29,857,977
% of Total	17%	2%	4%	0%	-4%	81%	100%

Allocation of Funding Sources, 2014							
Sector	SBC (1)	FCM (2)	RGGI (3)	Other (4)	Carryover (5)	EERF (6)	TOTAL (7)
Residential	\$2,595,926	\$360,761	\$676,891	\$0	n/a	\$12,121,871	\$15,755,448
% of Residential	16%	2%	4%	0%	n/a	77%	100%
Low-Income	\$136,407	\$18,957	\$35,568	\$0	n/a	\$81,023	\$271,955
% of Low Income	50%	7%	13%	0%	n/a	30%	100%
Commercial & Industrial	\$2,253,611	\$313,188	\$587,632	\$0	n/a	\$6,771,941	\$9,926,372
% of Commercial & Industrial	23%	3%	6%	0%	n/a	68%	100%
TOTAL	\$4,985,943	\$692,906	\$1,300,091	\$0	n/a	\$18,974,835	\$25,953,775
% of Total	19%	3%	5%	0%	n/a	73%	100%

Allocation of Funding Sources, 2015							
Sector	SBC (1)	FCM (2)	RGGI (3)	Other (4)	Carryover (5)	EERF (6)	TOTAL (7)
Residential	\$2,588,123	\$450,470	\$640,654	\$0	n/a	\$13,542,183	\$17,221,430
% of Residential	15%	3%	4%	0%	n/a	79%	100%
Low-Income	\$135,972	\$23,666	\$33,658	\$0	n/a	\$98,586	\$291,883
% of Low Income	47%	8%	12%	0%	n/a	34%	100%
Commercial & Industrial	\$2,259,260	\$393,230	\$559,248	\$0	n/a	\$6,956,413	\$10,168,151
% of Commercial & Industrial	22%	4%	5%	0%	n/a	68%	100%
TOTAL	\$4,983,355	\$867,367	\$1,233,560	\$0	n/a	\$20,597,183	\$27,681,464
% of Total	18%	3%	4%	0%	n/a	74%	100%

Allocation of Funding Sources, 2013-2015							
Sector	SBC (1)	FCM (2)	RGGI (3)	Other (4)	Carryover (5)	EERF (6)	TOTAL (7)
Residential	\$7,798,323	\$1,104,705	\$1,983,777	\$0	(\$930,307)	\$36,938,231	\$46,894,729
% of Residential	17%	2%	4%	0%	-2%	79%	100%
Low-Income	\$409,812	\$58,051	\$104,250	\$0	\$1,290,502	\$229,839	\$2,092,455
% of Low Income	20%	3%	5%	0%	62%	11%	100%
Commercial & Industrial	\$6,761,152	\$958,808	\$1,719,842	\$0	(\$1,664,528)	\$26,730,759	\$34,506,032
% of Commercial & Industrial	20%	3%	5%	0%	-5%	77%	100%
TOTAL	\$14,969,286	\$2,121,564	\$3,807,869	\$0	(\$1,304,332)	\$63,898,829	\$83,493,216
% of Total	18%	3%	5%	0%	-2%	77%	100%

Notes:

(1) See Table IV.B.3.1

(2) See Table IV.B.3.2

(3) See Table IV.B.3.3

(4) See Table IV.B.3.4

(5) See Table IV.B.3.5

(6) See Table IV.B.3.6

(7) Where not otherwise indicated, budgets for each year are represented in nominal dollars (2013\$, 2014\$, 2015\$)

IV.B. Electric PA Funding Sources - Cape Light Compact
3.1. System Benefit Charge Funds

SBC Collections, 2013						
Sector	kWh Sales (1)	Energy Efficiency Charge	Collections	% Collections of Total	Allocation	% Allocation of Total
Residential	1,045,709,576	0.0025	\$2,614,274	52.3%	\$2,614,274	52.3%
Low-Income	54,973,348	0.0025	\$137,433	2.7%	\$137,433	2.7%
Commercial & Industrial	899,312,513	0.0025	\$2,248,281	45.0%	\$2,248,281	45.0%
TOTAL	1,999,995,437		\$4,999,989	100%	\$4,999,989	100%

SBC Collections, 2014						
Sector	kWh Sales (1)	Energy Efficiency Charge	Collections	% Collections of Total	Allocation	% Allocation of Total
Residential	1,038,370,355	0.0025	\$2,595,926	52.1%	\$2,595,926	52.1%
Low-Income	54,562,640	0.0025	\$136,407	2.7%	\$136,407	2.7%
Commercial & Industrial	901,444,276	0.0025	\$2,253,611	45.2%	\$2,253,611	45.2%
TOTAL	1,994,377,272		\$4,985,943	100%	\$4,985,943	100%

SBC Collections, 2015						
Sector	kWh Sales (1)	Energy Efficiency Charge	Collections	% Collections of Total	Allocation	% Allocation of Total
Residential	1,035,249,076	0.0025	\$2,588,123	51.9%	\$2,588,123	51.9%
Low-Income	54,388,884	0.0025	\$135,972	2.7%	\$135,972	2.7%
Commercial & Industrial	903,703,862	0.0025	\$2,259,260	45.3%	\$2,259,260	45.3%
TOTAL	1,993,341,822		\$4,983,355	100%	\$4,983,355	100%

SBC Collections, 2013-2015						
Sector	kWh Sales (1)	Energy Efficiency Charge	Collections	% Collections of Total	Allocation	% Allocation of Total
Residential	3,119,329,007	0.0025	\$7,798,323	52.1%	\$7,798,323	52.1%
Low-Income	163,924,872	0.0025	\$409,812	2.7%	\$409,812	2.7%
Commercial & Industrial	2,704,460,652	0.0025	\$6,761,152	45.2%	\$6,761,152	45.2%
TOTAL	5,987,714,531		\$14,969,286	100%	\$14,969,286	100%

Notes:

(1) kWh Sales are from a forecast provided by NSTAR.

IV.B. Electric PA Funding Sources - Cape Light Compact

3.2. Forward Capacity Market Proceeds

Forward Capacity Market Revenue, 2013							
Portfolio	Jan 2013 - May 2013			June 2013 - Dec 2013			TOTAL 2013 Revenue
	kW	FCM Clearing Price	Revenue	kW	FCM Clearing Price	Revenue	
	14,124	\$2.95	\$208,323	17,093	\$2.95	\$352,969	

Forward Capacity Market Revenue, 2014							
Portfolio	Jan 2014 - May 2014			June 2014 - Dec 2014			TOTAL 2014 Revenue
	kW	FCM Clearing Price	Revenue	kW	FCM Clearing Price	Revenue	
	17,093	\$2.95	\$252,121	19,623	\$3.21	\$440,785	

Forward Capacity Market Revenue, 2015							
Portfolio	Jan 2015 - May 2015			June 2015 - Dec 2015			TOTAL 2015 Revenue
	kW	FCM Clearing Price	Revenue	kW	FCM Clearing Price	Revenue	
	19,623	\$3.21	\$314,847	23,012	\$3.43	\$552,520	

Allocation of 2013-2015 FCM Revenue								
Sector	2013		2014		2015		TOTAL	
	FCM Revenue	% of Total FCM Revenue (1)	FCM Revenue	% of Total FCM Revenue (1)	FCM Revenue	% of Total FCM Revenue (1)	FCM Revenue	% of Total FCM Revenue (1)
Residential	\$293,475	52.3%	\$360,761	52.1%	\$450,470	51.9%	\$1,104,705	52.1%
Low-Income	\$15,428	2.7%	\$18,957	2.7%	\$23,666	2.7%	\$58,051	2.7%
C&I	\$252,389	45.0%	\$313,188	45.2%	\$393,230	45.3%	\$958,808	45.2%
TOTAL	\$561,292	100.0%	\$692,906	100.0%	\$867,367	100.0%	\$2,121,564	100.0%

Notes:

(1) Revenue is allocated across customer sector based on percentage allocation of kWh sales. See Table IV.B.3.1.

IV.B. Electric PA Funding Sources - Cape Light Compact
3.3. RGGI Proceeds

Total Compliance Period Sales (million allowances) (1) (2)						
	Allowance Demand	New Banking	Pre-Sold Allowances	Banked Allowances	Auction 15 & 16	Net Demand
RGGI Total						
Period 2 (2012-2014)	338.3	20.58	17.9	22.9	42.5	275.6
Period 3 (2015-2017)	351.5	21.38	18.6	20.6	-	333.7
MA Share						
Period 2 (2012-2014)	54.6	3.3	2.9	3.7	6.9	44.5
Period 3 (2015-2017)	56.7	3.5	3.0	3.3	-	53.9

Regional Greenhouse Gas Initiative Proceeds, 2013 (3) (4)									
Auction Projections	Auction 1		Auction 2		Auction 3		Auction 4		TOTAL
	Compliance Period 2	Compliance Period 3							
MA Proceeds									
MA Allowances Sold	4,448,488	375,582	4,448,488	375,582	4,448,488	375,582	4,448,488	375,582	
Auction Clearing Price	\$1.97	\$1.97	\$1.97	\$1.97	\$1.97	\$1.97	\$1.97	\$1.97	
Total Proceeds to MA	\$8,763,522	\$739,897	\$8,763,522	\$739,897	\$8,763,522	\$739,897	\$8,763,522	\$739,897	\$38,013,676
Proceeds to MA EE Plan									
Percent of MA Funds to EE Plans (e.g., >=80%)	80%	80%	80%	80%	80%	80%	80%	80%	
Total \$ to MA Energy Efficiency Plans	\$7,010,817	\$591,918	\$7,010,817	\$591,918	\$7,010,817	\$591,918	\$7,010,817	\$591,918	\$30,410,941
Allocation to PA									
Total MA kWh									
PA kWh									
% PA kWh of State	4.19%	4.19%	4.19%	4.19%	4.19%	4.19%	4.19%	4.19%	
TOTAL \$ to PA	\$293,753	\$24,801	\$293,753	\$24,801	\$293,753	\$24,801	\$293,753	\$24,801	\$1,274,218

Regional Greenhouse Gas Initiative Proceeds, 2014 (3) (4)									
Auction Projections	Auction 1		Auction 2		Auction 3		Auction 4		TOTAL
	Compliance Period 2	Compliance Period 3							
MA Proceeds									
MA Allowances Sold	4,448,488	375,582	4,448,488	375,582	4,448,488	375,582	4,448,488	375,582	
Auction Clearing Price	\$2.01	\$2.01	\$2.01	\$2.01	\$2.01	\$2.01	\$2.01	\$2.01	
Total Proceeds to MA	\$8,941,461	\$754,921	\$8,941,461	\$754,921	\$8,941,461	\$754,921	\$8,941,461	\$754,921	\$38,785,528
Proceeds to MA EE Plan									
Percent of MA Funds to EE Plans (e.g., >=80%)	80%	80%	80%	80%	80%	80%	80%	80%	
Total \$ to MA Energy Efficiency Plans	\$7,153,169	\$603,936	\$7,153,169	\$603,936	\$7,153,169	\$603,936	\$7,153,169	\$603,936	\$31,028,422
Allocation to PA									
Total MA kWh									
PA kWh									
% PA kWh of State	4.19%	4.19%	4.19%	4.19%	4.19%	4.19%	4.19%	4.19%	
TOTAL \$ to PA	\$299,718	\$25,305	\$299,718	\$25,305	\$299,718	\$25,305	\$299,718	\$25,305	\$1,300,091

Regional Greenhouse Gas Initiative Proceeds, 2015 (3) (4)									
Auction Projections	Auction 1		Auction 2		Auction 3		Auction 4		TOTAL
	Compliance Period 2	Compliance Period 3							
MA Proceeds									
MA Allowances Sold	0	4,487,892	0	4,487,892	0	4,487,892	0	4,487,892	17,450,468
Auction Clearing Price		\$2.05		\$2.05		\$2.05		\$2.05	
Total Proceeds to MA	\$0	\$9,200,179	\$0	\$9,200,179	\$0	\$9,200,179	\$0	\$9,200,179	\$36,800,715
Proceeds to MA EE Plan									
Percent of MA Funds to EE Plans (e.g., >=80%)	80%	80%	80%	80%	80%	80%	80%	80%	
Total \$ to MA Energy Efficiency Plans	\$0	\$7,360,143	\$0	\$7,360,143	\$0	\$7,360,143	\$0	\$7,360,143	\$29,440,572
Allocation to PA									
Total MA kWh									
PA kWh									
% PA kWh of State	4.19%	4.19%	4.19%	4.19%	4.19%	4.19%	4.19%	4.19%	
TOTAL \$ to PA	\$0	\$308,390	\$0	\$308,390	\$0	\$308,390	\$0	\$308,390	\$1,233,560

Allocation of RGGI Proceeds								
Sector (5)	2013		2014		2015		TOTAL	
	RGGI Funds	% of Total RGGI Funds	RGGI Funds	% of Total RGGI Funds	RGGI Funds	% of Total RGGI Funds	RGGI Funds	% of Total RGGI Funds
Residential	\$666,233	52.3%	\$676,891	52.1%	\$640,654	51.9%	\$1,983,777	52.1%
Low Income	\$35,024	2.7%	\$35,568	2.7%	\$33,658	2.7%	\$104,250	2.7%
Commercial & Industrial	\$572,962	45.0%	\$587,632	45.2%	\$559,248	45.3%	\$1,719,842	45.2%
TOTAL	\$1,274,218	100.0%	\$1,300,091	100.0%	\$1,233,560	100.0%	\$3,807,869	100.0%

Notes:

- (1) RGGI Sales estimate from 2012 Intergrated Planning Model results; MA sales assumed equal to 16.1% of total, based on MA share of total emissions budget (excluding NJ)
- (2) 17.9 million of allowance sales reported prior to beginning of compliance period 2 (5.2% of projected demand); First control period auction purchases exceed emissions by 22.9 million and were banked for future compliance. Early allowance sales and banking are projected to be proportionally the same for 2nd and 3rd compliance periods.
- (3) Distribution of Allowances: Remaining demand net of pre-sold allowances projected to be procured evenly over 12 auctions within compliance period; Pre-sales projected to occur evenly over 8 auctions preceding start of compliance period
- (4) Clearing price projected to remain at inflation adjusted reserve price through compliance period 3. 2012 IPM projects control area emissions below current budget through forecast period
- (5) Revenue is allocated across customer sector based on SBC % allocation of total. See Table IV.B.3.1

IV.B. Electric PA Funding Sources - Cape Light Compact

3.4. Other Funding Sources

Other Funding Sources, 2013 (1)		
Other Funding Sources Available	Description	Funding Amount
TOTAL		\$0

Other Funding Sources, 2014 (1)		
Other Funding Sources Available	Description	Funding Amount
TOTAL		\$0

Other Funding Sources, 2015 (1)		
Other Funding Sources Available	Description	Funding Amount
TOTAL		\$0

Other Funding Sources, 2013-2015 (1)		
Other Funding Sources Available	Description	Funding Amount
		\$0
		\$0
		\$0
TOTAL		\$0

Notes:

(1) "Other" Funding are those funds, private or public utility administered or otherwise, that may be available for energy efficiency or demand resources and do not include SBC Funds, FCM Revenue, or RGGI Proceeds. The Cape Light Compact assumes no other funding sources for 2013-2015.

IV.B. Electric PA Funding Sources - Cape Light Compact
3.5. Carryover

Carryover Information (1)							
Sector	2012 Plan (2)		2012 Actual (3)		2012 Carryover (Not Inc. Interest) (4)	2012 Carryover Interest (5)	TOTAL 2012 Carryover
	Collections	Budget	Collections	Expenditures			
Residential	\$ 12,701,737	\$ 13,551,206	\$ 10,276,317	\$ 10,542,815	\$ (927,187)	\$ (3,120)	\$ (930,307)
Low-Income	\$ 333,174	\$ 3,510,157	\$ 6,432,090	\$ 3,373,533	\$ 1,289,933	\$ 570	\$ 1,290,502
Commercial & Industrial	\$ 5,279,009	\$ 9,244,079	\$ 726,557	\$ 4,443,646	\$ (1,659,808)	\$ (4,719)	\$ (1,664,528)
TOTAL	\$ 18,313,920	\$ 26,305,442	\$ 17,434,964	\$ 18,359,994	\$ (1,297,063)	\$ (7,269)	\$ (1,304,332)

Notes:

- (1) The Cape Light Compact's actual 2012 carryover will be presented in NSTAR's annual Energy Efficiency Reconciliation Factor ("EERF") filing.
- (2) As this filing assumes approval of the 2012 Mid-Term Modifications, this data is based on the Cape Light Compact's 2012 Mid-Term Modifications Filing, D.P.U. 11-116, and includes an additional approximately \$8 million in carryover from 2011, in 2012\$.
- (3) 2012 Actual Collections and Expenditures are based on 2012 actual data through September, with the remaining months in the year forecasted consistent with planning assumptions.
- (4) Carryover is the remaining balance at the end of January 2013, which is when the final 2012 collections and expenditures become available. 2012 Carryover includes carryover from prior years.
- (5) The interest applied to carryover is 0.75%, which is the municipal bonds rate.

IV.B. Electric PA Funding Sources - Cape Light Compact

3.6. EERF

Calculation of Energy Efficiency Reconciliation Factor Funds, 2013 (1)							
Sector	Total Budget (2)	Lost Base Revenue (3)	SBC + FCM + RGGI + Other Funds + Carryover	EERF Funding Required (4)	% of Total Company kWh (5)	Low Income Allocation (6)	EERF Funding Allocation (7)
Residential	\$12,962,378	\$0	\$2,643,674	\$10,318,704	52.3%	\$955,473	\$11,274,177
Low-Income	\$3,305,799	\$0	\$1,478,388	\$1,827,411	2.7%	\$50,230	\$50,230
Commercial & Industrial	\$13,589,800	\$0	\$1,409,104	\$12,180,696	45.0%	\$821,709	\$13,002,404
TOTAL	\$29,857,977	\$0	\$5,531,166	\$24,326,811	100.0%	\$1,827,411	\$24,326,811

Calculation of Energy Efficiency Reconciliation Factor Funds, 2014 (1)							
Sector	Total Budget (2)	Lost Base Revenue (3)	SBC + FCM + RGGI + Other Funds	EERF Funding Required (4)	% of Total Company kWh (5)	Low Income Allocation (6)	EERF Funding Allocation (7)
Residential	\$14,213,515	\$0	\$3,633,577	\$10,579,938	52.1%	\$1,541,933	\$12,121,871
Low-Income	\$3,152,492	\$0	\$190,931	\$2,961,560	2.7%	\$81,023	\$81,023
Commercial & Industrial	\$8,587,768	\$0	\$3,154,431	\$5,433,337	45.2%	\$1,338,604	\$6,771,941
TOTAL	\$25,953,775	\$0	\$6,978,940	\$18,974,835	100.0%	\$2,961,560	\$18,974,835

Calculation of Energy Efficiency Reconciliation Factor Funds, 2015 (1)							
Sector	Total Budget (2)	Lost Base Revenue (3)	SBC + FCM + RGGI + Other Funds	EERF Funding Required (4)	% of Total Company kWh (5)	Low Income Allocation (6)	EERF Funding Allocation (7)
Residential	\$15,344,920	\$0	\$3,679,246	\$11,665,674	51.9%	\$1,876,510	\$13,542,183
Low-Income	\$3,806,461	\$0	\$193,297	\$3,613,164	2.7%	\$98,586.19	\$98,586
Commercial & Industrial	\$8,530,083	\$0	\$3,211,738	\$5,318,345	45.3%	\$1,638,068	\$6,956,413
TOTAL	\$27,681,464	\$0	\$7,084,281	\$20,597,183	100.0%	\$3,613,164	\$20,597,183

Calculation of Energy Efficiency Reconciliation Factor Funds, 2013-2015 (1)							
Sector	Total Budget (2)	Lost Base Revenue (3)	SBC + FCM + RGGI + Other Funds	EERF Funding Required (4)	% of Total Company kWh (5)	Low Income Allocation (6)	EERF Funding Allocation (7)
Residential	\$42,520,813	\$0	\$9,956,498	\$32,564,315	52.1%	\$4,373,916	\$36,938,231
Low-Income	\$10,264,752	\$0	\$1,862,616	\$8,402,136	2.7%	\$229,839	\$229,839
Commercial & Industrial	\$30,707,651	\$0	\$7,775,273	\$22,932,377	45.2%	\$3,798,381	\$26,730,759
TOTAL	\$83,493,216	\$0	\$19,594,387	\$63,898,829	100.0%	\$8,402,136	\$63,898,829

Notes:

(1) See Section IV.I.2 Calculation of EERF and V.E. Energy Efficiency Reconciliation Factor for more information

(2) Budget - See Budget Summary Table IV.C.1.

(3) LBR - See LBR Calculation Table IV.G.1.

(4) EERF Revenue Required = (Total Budget + LBR) - (SBC + FCM + RGGI + Other Funds + Carryover Funds)

(5) See Elec - SBC Table IV.B. 3.1

(6) Column F x Low Income EERF Funding Required

(7) Residential = EERF Funding Required for Residential + Low Income Allocation for Residential; Low Income = Low Income Allocation;

Commercial & Industrial = EERF Funding Required for C&I + Low Income Allocation for C&I

IV.C. Electric PA Budgets - Cape Light Compact
1. Summary Table

Program Administrator Budget, 2013 (1)									
Program	PA Costs (3)						Lost Base Revenue (2)	Performance Incentive (4)	TOTAL PA Budget (5)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$526,274	\$558,373	\$9,588,576	\$1,832,396	\$456,759	\$12,962,378	\$0	\$0	\$12,962,378
1. Residential Whole House	\$ 412,884	\$ 176,469	\$ 7,742,657	\$ 856,992	\$ 365,447	\$ 9,554,449	\$ -	\$ -	\$ 9,554,449
2. Residential Products	\$ 107,961	\$ 159,718	\$ 1,780,919	\$ 497,270	\$ 79,923	\$ 2,625,791	\$ -	\$ -	\$ 2,625,791
3. Residential Hard-to-Measure	\$ 5,429	\$ 222,185	\$ 65,000	\$ 478,134	\$ 11,389	\$ 782,137	\$ -	\$ -	\$ 782,137
Residential Statewide Marketing	\$ -	\$ 122,185	\$ -	\$ -	\$ -	\$ 122,185	\$ -	\$ -	\$ 122,185
Residential DOER Assessment	\$ -	\$ -	\$ -	\$ 89,134	\$ 11,389	\$ 100,523	\$ -	\$ -	\$ 100,523
Residential EEAC Consultants (6)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ 100,000
Low-Income (total)	\$133,035	\$68,542	\$2,333,589	\$653,796	\$116,838	\$3,305,799	\$0	\$0	\$3,305,799
4. Low-Income Whole House	\$ 133,035	\$ 24,880	\$ 2,333,589	\$ 596,709	\$ 113,868	\$ 3,202,081	\$ -	\$ -	\$ 3,202,081
5. Low-Income Hard-to-Measure	\$ -	\$ 43,662	\$ -	\$ 57,087	\$ 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	\$ -	\$ 23,297	\$ -	\$ 38,829	\$ -	\$ 62,126	\$ -	\$ -	\$ 62,126
Commercial & Industrial (total)	\$434,202	\$110,505	\$11,090,318	\$1,477,013	\$477,762	\$13,589,800	\$0	\$0	\$13,589,800
6. C&I New Construction	\$ 88,933	\$ 9,947	\$ 1,702,588	\$ 281,028	\$ 143,037	\$ 2,225,533	\$ -	\$ -	\$ 2,225,533
7. C&I Retrofit	\$ 340,697	\$ 38,107	\$ 9,387,730	\$ 1,145,447	\$ 325,135	\$ 11,237,117	\$ -	\$ -	\$ 11,237,117
8. C&I Hard-to-Measure	\$ 4,571	\$ 62,450	\$ -	\$ 50,537	\$ 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 (6)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 4,571	\$ -	\$ -	\$ -	\$ -	\$ 4,571	\$ -	\$ -	\$ 4,571
GRAND TOTAL	\$1,093,511	\$737,419	\$23,012,483	\$3,963,205	\$1,051,359	\$29,857,977	\$0	\$0	\$29,857,977

Program Administrator Budget, 2014 (1)									
Program	PA Costs (3)						Lost Base Revenue (2)	Performance Incentive (4)	TOTAL PA Budget (5)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$553,481	\$567,133	\$10,703,619	\$1,891,734	\$497,548	\$14,213,515	\$0	\$0	\$14,213,515
1. Residential Whole House	\$ 434,120	\$ 184,514	\$ 8,728,800	\$ 911,391	\$ 399,012	\$ 10,657,837	\$ -	\$ -	\$ 10,657,837
2. Residential Products	\$ 113,661	\$ 160,434	\$ 1,904,819	\$ 502,209	\$ 87,147	\$ 2,768,270	\$ -	\$ -	\$ 2,768,270
3. Residential Hard-to-Measure	\$ 5,700	\$ 222,185	\$ 70,000	\$ 478,134	\$ 11,389	\$ 787,409	\$ -	\$ -	\$ 787,409
Residential Statewide Marketing	\$ -	\$ 122,185	\$ -	\$ -	\$ -	\$ 122,185	\$ -	\$ -	\$ 122,185
Residential DOER Assessment	\$ -	\$ -	\$ -	\$ 89,134	\$ 11,389	\$ 100,523	\$ -	\$ -	\$ 100,523
Residential EEAC Consultants (6)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ 100,000
Low-Income (total)	\$140,059	\$69,167	\$2,243,046	\$589,018	\$111,202	\$3,152,492	\$0	\$0	\$3,152,492
4. Low-Income Whole House	\$ 140,059	\$ 26,624	\$ 2,243,046	\$ 533,795	\$ 108,232	\$ 3,051,755	\$ -	\$ -	\$ 3,051,755
5. Low-Income Hard-to-Measure	\$ -	\$ 42,543	\$ -	\$ 55,223	\$ 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	\$ -	\$ 22,179	\$ -	\$ 36,965	\$ -	\$ 59,145	\$ -	\$ -	\$ 59,145
Commercial & Industrial (total)	\$457,113	\$112,907	\$6,544,132	\$1,169,228	\$304,388	\$8,587,768	\$0	\$0	\$8,587,768
6. C&I New Construction	\$ 93,629	\$ 10,445	\$ 1,541,887	\$ 265,905	\$ 97,197	\$ 2,009,061	\$ -	\$ -	\$ 2,009,061
7. C&I Retrofit	\$ 358,684	\$ 40,012	\$ 5,002,245	\$ 852,785	\$ 197,601	\$ 6,451,328	\$ -	\$ -	\$ 6,451,328
8. C&I Hard-to-Measure	\$ 4,800	\$ 62,450	\$ -	\$ 50,537	\$ 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 (6)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 4,800	\$ -	\$ -	\$ -	\$ -	\$ 4,800	\$ -	\$ -	\$ 4,800
GRAND TOTAL	\$1,150,653	\$749,208	\$19,490,797	\$3,649,979	\$913,138	\$25,953,775	\$0	\$0	\$25,953,775

IV.C. Electric PA Budgets - Cape Light Compact
1. Summary Table

Program Administrator Budget, 2015 (1)									
Program	PA Costs (3)						Lost Base Revenue (2)	Performance Incentive (4)	TOTAL PA Budget (5)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$582,049	\$574,231	\$11,693,879	\$1,958,239	\$536,522	\$15,344,920	\$0	\$0	\$15,344,920
1. Residential Whole House	\$ 456,418	\$ 189,863	\$ 9,490,251	\$ 972,711	\$ 435,682	\$ 11,544,924	\$ -	\$ -	\$ 11,544,924
2. Residential Products	\$ 119,646	\$ 162,183	\$ 2,128,628	\$ 507,394	\$ 89,451	\$ 3,007,302	\$ -	\$ -	\$ 3,007,302
3. Residential Hard-to-Measure	\$ 5,985	\$ 222,185	\$ 75,000	\$ 478,134	\$ 11,389	\$ 792,694	\$ -	\$ -	\$ 792,694
Residential Statewide Marketing	\$ -	\$ 122,185	\$ -	\$ -	\$ -	\$ 122,185	\$ -	\$ -	\$ 122,185
Residential DOER Assessment	\$ -	\$ -	\$ -	\$ 89,134	\$ 11,389	\$ 100,523	\$ -	\$ -	\$ 100,523
Residential EEAC Consultants (6)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ 100,000
Low-Income (total)	\$147,433	\$74,558	\$2,762,496	\$688,089	\$133,885	\$3,806,461	\$0	\$0	\$3,806,461
4. Low-Income Whole House	\$ 147,433	\$ 27,405	\$ 2,762,496	\$ 625,184	\$ 130,915	\$ 3,693,434	\$ -	\$ -	\$ 3,693,434
5. Low-Income Hard-to-Measure	\$ -	\$ 47,152	\$ -	\$ 62,905	\$ 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	\$ -	\$ 26,788	\$ -	\$ 44,647	\$ -	\$ 71,435	\$ -	\$ -	\$ 71,435
Commercial & Industrial (total)	\$481,169	\$115,430	\$6,451,765	\$1,178,832	\$302,887	\$8,530,083	\$0	\$0	\$8,530,083
6. C&I New Construction	\$ 98,559	\$ 10,967	\$ 1,449,520	\$ 259,146	\$ 93,810	\$ 1,912,001	\$ -	\$ -	\$ 1,912,001
7. C&I Retrofit	\$ 377,571	\$ 42,013	\$ 5,002,245	\$ 869,149	\$ 199,486	\$ 6,490,464	\$ -	\$ -	\$ 6,490,464
8. C&I Hard-to-Measure	\$ 5,040	\$ 62,450	\$ -	\$ 50,537	\$ 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 (6)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 5,040	\$ -	\$ -	\$ -	\$ -	\$ 5,040	\$ -	\$ -	\$ 5,040
GRAND TOTAL	\$1,210,651	\$764,219	\$20,908,140	\$3,825,159	\$973,294	\$27,681,464	\$0	\$0	\$27,681,464

Program Administrator Budget, 2013-2015 (1)									
Program	PA Costs (1)						Lost Base Revenue (2)	Performance Incentive (3)	TOTAL PA Budget (4)
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total PA Costs			
Residential (total)	\$1,661,804	\$1,699,738	\$31,986,074	\$5,682,368	\$1,490,830	\$42,520,813	\$0	\$0	\$42,520,813
1. Residential Whole House	\$ 1,303,422	\$ 550,846	\$ 25,961,708	\$ 2,741,094	\$ 1,200,141	\$ 31,757,210	\$ -	\$ -	\$ 31,757,210
2. Residential Products	\$ 341,268	\$ 482,336	\$ 5,814,366	\$ 1,506,873	\$ 256,520	\$ 8,401,363	\$ -	\$ -	\$ 8,401,363
3. Residential Hard-to-Measure	\$ 17,114	\$ 666,556	\$ 210,000	\$ 1,434,402	\$ 34,168	\$ 2,362,240	\$ -	\$ -	\$ 2,362,240
Residential Statewide Marketing	\$ -	\$ 366,556	\$ -	\$ -	\$ -	\$ 366,556	\$ -	\$ -	\$ 366,556
Residential DOER Assessment	\$ -	\$ -	\$ -	\$ 267,402	\$ 34,168	\$ 301,570	\$ -	\$ -	\$ 301,570
Residential EEAC Consultants (6)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 17,114	\$ -	\$ -	\$ -	\$ -	\$ 17,114	\$ -	\$ -	\$ 17,114
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 900,000	\$ -	\$ 900,000	\$ -	\$ -	\$ 900,000
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 267,000	\$ -	\$ 267,000	\$ -	\$ -	\$ 267,000
Residential R&D and Demonstration	\$ -	\$ -	\$ 210,000	\$ -	\$ -	\$ 210,000	\$ -	\$ -	\$ 210,000
Residential Education	\$ -	\$ 300,000	\$ -	\$ -	\$ -	\$ 300,000	\$ -	\$ -	\$ 300,000
Low-Income (total)	\$420,527	\$212,267	\$7,339,131	\$1,930,903	\$361,925	\$10,264,752	\$0	\$0	\$10,264,752
4. Low-Income Whole House	\$ 420,527	\$ 78,909	\$ 7,339,131	\$ 1,755,688	\$ 353,015	\$ 9,947,270	\$ -	\$ -	\$ 9,947,270
5. Low-Income Hard-to-Measure	\$ -	\$ 133,357	\$ -	\$ 175,215	\$ 8,909	\$ 317,482	\$ -	\$ -	\$ 317,482
Low-Income Statewide Marketing	\$ -	\$ 61,093	\$ -	\$ -	\$ -	\$ 61,093	\$ -	\$ -	\$ 61,093
Low-Income DOER Assessment	\$ -	\$ -	\$ -	\$ 54,774	\$ 8,909	\$ 63,683	\$ -	\$ -	\$ 63,683
Low-Income Energy Affordability Network	\$ -	\$ 72,265	\$ -	\$ 120,441	\$ -	\$ 192,706	\$ -	\$ -	\$ 192,706
Commercial & Industrial (total)	\$1,372,485	\$338,842	\$24,086,214	\$3,825,072	\$1,085,037	\$30,707,651	\$0	\$0	\$30,707,651
6. C&I New Construction	\$ 281,121	\$ 31,359	\$ 4,693,994	\$ 806,079	\$ 334,044	\$ 6,146,596	\$ -	\$ -	\$ 6,146,596
7. C&I Retrofit	\$ 1,076,953	\$ 120,133	\$ 19,392,221	\$ 2,867,381	\$ 722,221	\$ 24,178,908	\$ -	\$ -	\$ 24,178,908
8. C&I Hard-to-Measure	\$ 14,411	\$ 187,351	\$ -	\$ 151,612	\$ 28,773	\$ 382,147	\$ -	\$ -	\$ 382,147
C&I Statewide Marketing	\$ -	\$ 187,351	\$ -	\$ -	\$ -	\$ 187,351	\$ -	\$ -	\$ 187,351
C&I DOER Assessment	\$ -	\$ -	\$ -	\$ 151,612	\$ 28,773	\$ 180,385	\$ -	\$ -	\$ 180,385
C&I EEAC Consultants (6)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 14,411	\$ -	\$ -	\$ -	\$ -	\$ 14,411	\$ -	\$ -	\$ 14,411
GRAND TOTAL	\$3,454,815	\$2,250,847	\$63,411,419	\$11,438,343	\$2,937,791	\$83,493,216	\$0	\$0	\$83,493,216

- Notes:
- (1) Where not otherwise indicated, budgets for each year are represented in nominal dollars (2013\$, 2014\$, 2015\$).
 - (2) Lost Base Revenues are not applicable to The Cape Light Compact.
 - (3) Refer to common definitions for allocation of costs.
 - (4) Shareholder Performance Incentives are not applicable to The Cape Light Compact.
 - (5) The Total PA Budget is the sum of Total TRC Costs and LBR.
 - (6) EEAC Consultant fees on the electric side do not get paid out of the PA's budgets, but are instead paid by the DOER out of the RGGI proceeds.

IV.C Electric PA Budgets - Cape Light Compact
2.2 PA Cost Comparison Table - Three Year Plan vs. Previous Years

Residential Programs												
PA Cost Category	2010 (1)		2011 (2)		2012 (3)		2013 (4)		2014 (4)		2015 (4)	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Program Planning and Administration	\$459,486	7%	\$582,175	6%	\$1,404,200	10%	\$526,274	4%	\$553,481	4%	\$582,049	4%
Marketing and Advertising	\$446,088	7%	\$445,598	4%	\$367,929	3%	\$558,373	4%	\$567,133	4%	\$574,231	4%
Participant Incentive	\$4,499,624	70%	\$7,685,643	77%	\$10,344,744	76%	\$9,588,576	74%	\$10,703,619	75%	\$11,693,879	76%
Sales, Technical Assistance & Training	\$737,653	12%	\$1,034,463	10%	\$884,022	7%	\$1,832,396	14%	\$1,891,734	13%	\$1,958,239	13%
Evaluation and Market Research	\$245,715	4%	\$250,664	3%	\$550,310	4%	\$456,759	4%	\$497,548	4%	\$536,522	3%
Performance Incentive	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
TOTAL	\$6,388,566	100%	\$9,998,543	100%	\$13,551,206	100%	\$12,962,378	100%	\$14,213,515	100%	\$15,344,920	100%

Low-Income Programs												
PA Cost Category	2010 (1)		2011 (2)		2012 (3)		2013 (4)		2014 (4)		2015 (4)	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Program Planning and Administration	\$111,114	6%	\$206,531	8%	\$327,686	9%	\$133,035	4%	\$140,059	4%	\$147,433	4%
Marketing and Advertising	\$51,184	3%	\$61,798	2%	\$42,885	1%	\$68,542	2%	\$69,167	2%	\$74,558	2%
Participant Incentive	\$1,388,933	76%	\$1,683,619	68%	\$2,416,411	69%	\$2,333,589	71%	\$2,243,046	71%	\$2,762,496	73%
Sales, Technical Assistance & Training	\$256,575	14%	\$504,266	20%	\$580,817	17%	\$653,796	20%	\$589,018	19%	\$688,089	18%
Evaluation and Market Research	\$18,885	1%	\$33,357	1%	\$142,359	4%	\$116,838	4%	\$111,202	4%	\$133,885	4%
Performance Incentive	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
TOTAL	\$1,826,691	100%	\$2,489,571	100%	\$3,510,157	100%	\$3,305,799	100%	\$3,152,492	100%	\$3,806,461	100%

Commercial & Industrial Programs												
PA Cost Category	2010 (1)		2011 (2)		2012 (3)		2013 (4)		2014 (4)		2015 (4)	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Program Planning and Administration	\$306,999	6%	\$279,698	6%	\$1,000,967	11%	\$434,202	3%	\$457,113	5%	\$481,169	6%
Marketing and Advertising	\$156,897	3%	\$78,367	2%	\$83,388	1%	\$110,505	1%	\$112,907	1%	\$115,430	1%
Participant Incentive	\$4,267,166	80%	\$3,405,057	77%	\$7,294,607	79%	\$11,090,318	82%	\$6,544,132	76%	\$6,451,765	76%
Sales, Technical Assistance & Training	\$499,832	9%	\$518,778	12%	\$489,718	5%	\$1,477,013	11%	\$1,169,228	14%	\$1,178,832	14%
Evaluation and Market Research	\$85,068	2%	\$138,146	3%	\$375,399	4%	\$477,762	4%	\$304,388	4%	\$302,887	4%
Performance Incentive	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
TOTAL	\$5,315,961	100%	\$4,420,046	100%	\$9,244,079	100%	\$13,589,800	100%	\$8,587,768	100%	\$8,530,083	100%

Total Programs												
PA Cost Category	2010 (1)		2011 (2)		2012 (3)		2013 (4)		2014 (4)		2015 (4)	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Program Planning and Administration	\$877,598	6%	\$1,068,404	6%	\$2,732,852	10%	\$1,093,511	4%	\$1,150,653	4%	\$1,210,651	4%
Marketing and Advertising	\$654,169	5%	\$585,764	3%	\$494,202	2%	\$737,419	2%	\$749,208	3%	\$764,219	3%
Participant Incentive	\$10,155,723	75%	\$12,774,319	76%	\$20,055,762	76%	\$23,012,483	77%	\$19,490,797	75%	\$20,908,140	76%
Sales, Technical Assistance & Training	\$1,494,060	11%	\$2,057,507	12%	\$1,954,557	7%	\$3,963,205	13%	\$3,649,979	14%	\$3,825,159	14%
Evaluation and Market Research	\$349,667	3%	\$422,166	2%	\$1,068,068	4%	\$1,051,359	4%	\$913,138	4%	\$973,294	4%
Performance Incentive	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
TOTAL	\$13,531,218	100%	\$16,908,160	100%	\$26,305,442	100%	\$29,857,977	100%	\$25,953,775	100%	\$27,681,464	100%

Notes:

- (1) Actual values from the Cape Light Compact's 2010 Annual Report D.P.U. 11-68, in 2010\$.
- (2) Actual values from the Cape Light Compact's 2011 Annual Report D.P.U. 12-54, in 2011\$.
- (3) As this filing assumes approval of the 2012 Mid-Term Modifications, this data is based on the Cape Light Compact's 2012 Mid-Term Modifications Filing, D.P.U. 11-116, and includes an additional approximately \$8 million in carryover from 2011, in 2012\$.
- (4) See Table IV.C.1. Where not otherwise indicated, budgets for each year are represented in nominal dollars (2013\$, 2014\$, 2015\$).

IV.D. Cost Effectiveness - Cape Light Compact

1. Summary Table

Total Resource Cost Test, 2013 (in 2013 \$)				
Customer Sector	B/C Ratio	Net Benefits	Benefits	Costs
Residential (total)	4.34	\$50,607,743	\$65,738,857	\$15,131,114
1. Residential Whole House	4.95	\$43,063,241	\$53,969,120	\$10,905,879
2. Residential Products	3.42	\$8,326,640	\$11,769,737	\$3,443,097
3. Residential Hard-to-Measure	0.00	-\$782,137	\$0	\$782,137
Residential Statewide Marketing	0.00	-\$122,185	\$0	\$122,185
Residential DOER Assessment	0.00	-\$100,523	\$0	\$100,523
Residential EEAC Consultants	0.00	\$0	\$0	\$0
Residential Sponsorship & Subscriptions	0.00	-\$5,429	\$0	\$5,429
Residential HEAT Loan	0.00	-\$300,000	\$0	\$300,000
Residential Workforce Development	0.00	-\$89,000	\$0	\$89,000
Residential R&D and Demonstration	0.00	-\$65,000	\$0	\$65,000
Residential Education	0.00	-\$100,000	\$0	\$100,000
Low-Income (total)	3.87	\$9,479,858	\$12,786,183	\$3,306,324
4. Low-Income Whole House	3.99	\$9,583,577	\$12,786,183	\$3,202,606
5. Low-Income Hard-to-Measure	0.00	-\$103,718	\$0	\$103,718
Low-Income Statewide Marketing	0.00	-\$20,364	\$0	\$20,364
Low-Income DOER Assessment	0.00	-\$21,228	\$0	\$21,228
Low-Income Energy Affordability Network	0.00	-\$62,126	\$0	\$62,126
Commercial & Industrial (total)	3.23	\$32,609,214	\$47,221,377	\$14,612,163
6. C&I New Construction	6.05	\$12,044,023	\$14,427,174	\$2,383,151
7. C&I Retrofit	2.71	\$20,692,341	\$32,794,203	\$12,101,861
8. C&I Hard-to-Measure	0.00	-\$127,150	\$0	\$127,150
C&I Statewide Marketing	0.00	-\$62,450	\$0	\$62,450
C&I DOER Assessment	0.00	-\$60,128	\$0	\$60,128
C&I EEAC Consultants	0.00	\$0	\$0	\$0
C&I Sponsorships & Subscriptions	0.00	-\$4,571	\$0	\$4,571
GRAND TOTAL	3.80	\$92,696,816	\$125,746,416	\$33,049,601

Total Resource Cost Test, 2014 (in 2013 \$)				
Customer Sector	B/C Ratio	Net Benefits	Benefits	Costs
Residential (total)	4.50	\$57,267,181	\$73,643,080	\$16,375,899
1. Residential Whole House	5.10	\$48,619,371	\$60,478,835	\$11,859,464
2. Residential Products	3.51	\$9,413,922	\$13,164,245	\$3,750,324
3. Residential Hard-to-Measure	0.00	-\$766,111	\$0	\$766,111
Residential Statewide Marketing	0.00	-\$118,881	\$0	\$118,881
Residential DOER Assessment	0.00	-\$97,804	\$0	\$97,804
Residential EEAC Consultants	0.00	\$0	\$0	\$0
Residential Sponsorship & Subscriptions	0.00	-\$5,546	\$0	\$5,546
Residential HEAT Loan	0.00	-\$291,886	\$0	\$291,886
Residential Workforce Development	0.00	-\$86,593	\$0	\$86,593
Residential R&D and Demonstration	0.00	-\$68,107	\$0	\$68,107
Residential Education	0.00	-\$97,295	\$0	\$97,295
Low-Income (total)	3.45	\$7,506,011	\$10,573,745	\$3,067,734
4. Low-Income Whole House	3.56	\$7,604,023	\$10,573,745	\$2,969,722
5. Low-Income Hard-to-Measure	0.00	-\$98,012	\$0	\$98,012
Low-Income Statewide Marketing	0.00	-\$19,813	\$0	\$19,813
Low-Income DOER Assessment	0.00	-\$20,654	\$0	\$20,654
Low-Income Energy Affordability Network	0.00	-\$57,545	\$0	\$57,545
Commercial & Industrial (total)	4.66	\$34,207,108	\$43,544,784	\$9,337,676
6. C&I New Construction	6.85	\$12,261,456	\$14,357,012	\$2,095,556
7. C&I Retrofit	4.10	\$22,069,585	\$29,187,772	\$7,118,187
8. C&I Hard-to-Measure	0.00	-\$123,933	\$0	\$123,933
C&I Statewide Marketing	0.00	-\$60,761	\$0	\$60,761
C&I DOER Assessment	0.00	-\$58,502	\$0	\$58,502
C&I EEAC Consultants	0.00	\$0	\$0	\$0
C&I Sponsorships & Subscriptions	0.00	-\$4,670	\$0	\$4,670
GRAND TOTAL	4.44	\$98,980,301	\$127,761,609	\$28,781,309

IV.D. Cost Effectiveness - Cape Light Compact

1. Summary Table

Total Resource Cost Test, 2015 (in 2013 \$)				
Customer Sector	B/C Ratio	Net Benefits	Benefits	Costs
Residential (total)	4.53	\$61,521,814	\$78,943,287	\$17,421,473
1. Residential Whole House	5.23	\$53,005,715	\$65,544,714	\$12,538,999
2. Residential Products	3.24	\$9,266,491	\$13,398,572	\$4,132,081
3. Residential Hard-to-Measure	0.00	-\$750,392	\$0	\$750,392
Residential Statewide Marketing	0.00	-\$115,665	\$0	\$115,665
Residential DOER Assessment	0.00	-\$95,159	\$0	\$95,159
Residential EEAC Consultants	0.00	\$0	\$0	\$0
Residential Sponsorship & Subscriptions	0.00	-\$5,666	\$0	\$5,666
Residential HEAT Loan	0.00	-\$283,991	\$0	\$283,991
Residential Workforce Development	0.00	-\$84,251	\$0	\$84,251
Residential R&D and Demonstration	0.00	-\$70,998	\$0	\$70,998
Residential Education	0.00	-\$94,664	\$0	\$94,664
Low-Income (total)	3.62	\$9,458,272	\$13,062,159	\$3,603,888
4. Low-Income Whole House	3.74	\$9,565,267	\$13,062,159	\$3,496,892
5. Low-Income Hard-to-Measure	0.00	-\$106,995	\$0	\$106,995
Low-Income Statewide Marketing	0.00	-\$19,278	\$0	\$19,278
Low-Income DOER Assessment	0.00	-\$20,095	\$0	\$20,095
Low-Income Energy Affordability Network	0.00	-\$67,623	\$0	\$67,623
Commercial & Industrial (total)	4.67	\$33,119,521	\$42,138,068	\$9,018,548
6. C&I New Construction	6.97	\$11,542,769	\$13,477,807	\$1,935,038
7. C&I Retrofit	4.12	\$21,697,560	\$28,660,261	\$6,962,701
8. C&I Hard-to-Measure	0.00	-\$120,808	\$0	\$120,808
C&I Statewide Marketing	0.00	-\$59,118	\$0	\$59,118
C&I DOER Assessment	0.00	-\$56,919	\$0	\$56,919
C&I EEAC Consultants	0.00	\$0	\$0	\$0
C&I Sponsorships & Subscriptions	0.00	-\$4,771	\$0	\$4,771
GRAND TOTAL	4.46	\$104,099,606	\$134,143,514	\$30,043,908

Total Resource Cost Test, 2013-2015 (in 2013 \$)				
Customer Sector	B/C Ratio	Net Benefits	Benefits	Costs
Residential (total)	4.46	\$169,396,738	\$218,325,223	\$48,928,485
1. Residential Whole House	5.10	\$144,688,326	\$179,992,669	\$35,304,343
2. Residential Products	3.38	\$27,007,053	\$38,332,554	\$11,325,502
3. Residential Hard-to-Measure	0.00	-\$2,298,640	\$0	\$2,298,640
Residential Statewide Marketing	0.00	-\$356,731	\$0	\$356,731
Residential DOER Assessment	0.00	-\$293,487	\$0	\$293,487
Residential EEAC Consultants	0.00	\$0	\$0	\$0
Residential Sponsorship & Subscriptions	0.00	-\$16,640	\$0	\$16,640
Residential HEAT Loan	0.00	-\$875,876	\$0	\$875,876
Residential Workforce Development	0.00	-\$259,843	\$0	\$259,843
Residential R&D and Demonstration	0.00	-\$204,104	\$0	\$204,104
Residential Education	0.00	-\$291,959	\$0	\$291,959
Low-Income (total)	3.65	\$26,444,141	\$36,422,087	\$9,977,946
4. Low-Income Whole House	3.77	\$26,752,867	\$36,422,087	\$9,669,220
5. Low-Income Hard-to-Measure	0.00	-\$308,725	\$0	\$308,725
Low-Income Statewide Marketing	0.00	-\$59,455	\$0	\$59,455
Low-Income DOER Assessment	0.00	-\$61,976	\$0	\$61,976
Low-Income Energy Affordability Network	0.00	-\$187,294	\$0	\$187,294
Commercial & Industrial (total)	4.03	\$99,935,843	\$132,904,230	\$32,968,386
6. C&I New Construction	6.59	\$35,848,248	\$42,261,993	\$6,413,745
7. C&I Retrofit	3.46	\$64,459,487	\$90,642,236	\$26,182,750
8. C&I Hard-to-Measure	0.00	-\$371,891	\$0	\$371,891
C&I Statewide Marketing	0.00	-\$182,329	\$0	\$182,329
C&I DOER Assessment	0.00	-\$175,549	\$0	\$175,549
C&I EEAC Consultants	0.00	\$0	\$0	\$0
C&I Sponsorships & Subscriptions	0.00	-\$14,012	\$0	\$14,012
GRAND TOTAL	4.22	\$295,776,723	\$387,651,540	\$91,874,817

IV.D. Cost Effectiveness - Cape Light Compact
2.1. Cost Summary Table

2013 (in 2013 \$)				
Programs	PA Costs		Participant Costs	Total TRC Test Costs
	Program Costs (1)	Performance Incentive (2)		
Residential (total)	\$12,962,378	\$0	\$2,168,736	\$15,131,114
1. Residential Whole House	\$9,554,449	\$0	\$1,351,430	\$10,905,879
2. Residential Products	\$2,625,791	\$0	\$817,306	\$3,443,097
3. Residential Hard-to-Measure	\$782,137	\$0	\$0	\$782,137
Residential Statewide Marketing	\$122,185	\$0	\$0	\$122,185
Residential DOER Assessment	\$100,523	\$0	\$0	\$100,523
Residential EEAC Consultants	\$0	\$0	\$0	\$0
Residential Sponsorship & Subscriptions	\$5,429	\$0	\$0	\$5,429
Residential HEAT Loan	\$300,000	\$0	\$0	\$300,000
Residential Workforce Development	\$89,000	\$0	\$0	\$89,000
Residential R&D and Demonstration	\$65,000	\$0	\$0	\$65,000
Residential Education	\$100,000	\$0	\$0	\$100,000
Low-Income (total)	\$3,305,799	\$0	\$525	\$3,306,324
4. Low-Income Whole House	\$3,202,081	\$0	\$525	\$3,202,606
5. Low-Income Hard-to-Measure	\$103,718	\$0	\$0	\$103,718
Low-Income Statewide Marketing	\$20,364	\$0	\$0	\$20,364
Low-Income DOER Assessment	\$21,228	\$0	\$0	\$21,228
Low-Income Energy Affordability Network	\$62,126	\$0	\$0	\$62,126
Commercial & Industrial (total)	\$13,589,800	\$0	\$1,022,363	\$14,612,163
6. C&I New Construction	\$2,225,533	\$0	\$157,618	\$2,383,151
7. C&I Retrofit	\$11,237,117	\$0	\$864,745	\$12,101,861
8. C&I Hard-to-Measure	\$127,150	\$0	\$0	\$127,150
C&I Statewide Marketing	\$62,450	\$0	\$0	\$62,450
C&I DOER Assessment	\$60,128	\$0	\$0	\$60,128
C&I EEAC Consultants	\$0	\$0	\$0	\$0
C&I Sponsorships & Subscriptions	\$4,571	\$0	\$0	\$4,571
GRAND TOTAL	\$29,857,977	\$0	\$3,191,623	\$33,049,601

2014 (in 2013 \$)				
Programs	PA Costs		Participant Costs	Total TRC Test Costs
	Program Costs (1)	Performance Incentive (2)		
Residential (total)	\$13,829,067	\$0	\$2,546,832	\$16,375,899
1. Residential Whole House	\$10,369,563	\$0	\$1,489,901	\$11,859,464
2. Residential Products	\$2,693,393	\$0	\$1,056,930	\$3,750,324
3. Residential Hard-to-Measure	\$766,111	\$0	\$0	\$766,111
Residential Statewide Marketing	\$118,881	\$0	\$0	\$118,881
Residential DOER Assessment	\$97,804	\$0	\$0	\$97,804
Residential EEAC Consultants	\$0	\$0	\$0	\$0
Residential Sponsorship & Subscriptions	\$5,546	\$0	\$0	\$5,546
Residential HEAT Loan	\$291,886	\$0	\$0	\$291,886
Residential Workforce Development	\$86,593	\$0	\$0	\$86,593
Residential R&D and Demonstration	\$68,107	\$0	\$0	\$68,107
Residential Education	\$97,295	\$0	\$0	\$97,295
Low-Income (total)	\$3,067,223	\$0	\$511	\$3,067,734
4. Low-Income Whole House	\$2,969,211	\$0	\$511	\$2,969,722
5. Low-Income Hard-to-Measure	\$98,012	\$0	\$0	\$98,012
Low-Income Statewide Marketing	\$19,813	\$0	\$0	\$19,813
Low-Income DOER Assessment	\$20,654	\$0	\$0	\$20,654
Low-Income Energy Affordability Network	\$57,545	\$0	\$0	\$57,545
Commercial & Industrial (total)	\$8,355,485	\$0	\$982,191	\$9,337,676
6. C&I New Construction	\$1,954,720	\$0	\$140,835	\$2,095,556
7. C&I Retrofit	\$6,276,832	\$0	\$841,355	\$7,118,187
8. C&I Hard-to-Measure	\$123,933	\$0	\$0	\$123,933
C&I Statewide Marketing	\$60,761	\$0	\$0	\$60,761
C&I DOER Assessment	\$58,502	\$0	\$0	\$58,502
C&I EEAC Consultants	\$0	\$0	\$0	\$0
C&I Sponsorships & Subscriptions	\$4,670	\$0	\$0	\$4,670
GRAND TOTAL	\$25,251,776	\$0	\$3,529,533	\$28,781,309

IV.D. Cost Effectiveness - Cape Light Compact
2.1. Cost Summary Table

2015 (in 2013 \$)				
Programs	PA Costs		Participant Costs	Total TRC Test Costs
	Program Costs (1)	Performance Incentive (2)		
Residential (total)	\$14,526,046	\$0	\$2,895,427	\$17,421,473
1. Residential Whole House	\$10,928,835	\$0	\$1,610,165	\$12,538,999
2. Residential Products	\$2,846,819	\$0	\$1,285,263	\$4,132,081
3. Residential Hard-to-Measure	\$750,392	\$0	\$0	\$750,392
Residential Statewide Marketing	\$115,665	\$0	\$0	\$115,665
Residential DOER Assessment	\$95,159	\$0	\$0	\$95,159
Residential EEAC Consultants	\$0	\$0	\$0	\$0
Residential Sponsorship & Subscriptions	\$5,666	\$0	\$0	\$5,666
Residential HEAT Loan	\$283,991	\$0	\$0	\$283,991
Residential Workforce Development	\$84,251	\$0	\$0	\$84,251
Residential R&D and Demonstration	\$70,998	\$0	\$0	\$70,998
Residential Education	\$94,664	\$0	\$0	\$94,664
Low-Income (total)	\$3,603,331	\$0	\$557	\$3,603,888
4. Low-Income Whole House	\$3,496,335	\$0	\$557	\$3,496,892
5. Low-Income Hard-to-Measure	\$106,995	\$0	\$0	\$106,995
Low-Income Statewide Marketing	\$19,278	\$0	\$0	\$19,278
Low-Income DOER Assessment	\$20,095	\$0	\$0	\$20,095
Low-Income Energy Affordability Network	\$67,623	\$0	\$0	\$67,623
Commercial & Industrial (total)	\$8,074,879	\$0	\$943,669	\$9,018,548
6. C&I New Construction	\$1,809,968	\$0	\$125,070	\$1,935,038
7. C&I Retrofit	\$6,144,103	\$0	\$818,598	\$6,962,701
8. C&I Hard-to-Measure	\$120,808	\$0	\$0	\$120,808
C&I Statewide Marketing	\$59,118	\$0	\$0	\$59,118
C&I DOER Assessment	\$56,919	\$0	\$0	\$56,919
C&I EEAC Consultants	\$0	\$0	\$0	\$0
C&I Sponsorships & Subscriptions	\$4,771	\$0	\$0	\$4,771
GRAND TOTAL	\$26,204,255	\$0	\$3,839,652	\$30,043,908

2013-2015 (in 2013 \$)				
Programs	PA Costs		Participant Costs	Total TRC Test Costs
	Program Costs (1)	Performance Incentive (2)		
Residential (total)	\$41,317,491	\$0	\$7,610,994	\$48,928,485
1. Residential Whole House	\$30,852,847	\$0	\$4,451,496	\$35,304,343
2. Residential Products	\$8,166,003	\$0	\$3,159,498	\$11,325,502
3. Residential Hard-to-Measure	\$2,298,640	\$0	\$0	\$2,298,640
Residential Statewide Marketing	\$356,731	\$0	\$0	\$356,731
Residential DOER Assessment	\$293,487	\$0	\$0	\$293,487
Residential EEAC Consultants	\$0	\$0	\$0	\$0
Residential Sponsorship & Subscriptions	\$16,640	\$0	\$0	\$16,640
Residential HEAT Loan	\$875,876	\$0	\$0	\$875,876
Residential Workforce Development	\$259,843	\$0	\$0	\$259,843
Residential R&D and Demonstration	\$204,104	\$0	\$0	\$204,104
Residential Education	\$291,959	\$0	\$0	\$291,959
Low-Income (total)	\$9,976,353	\$0	\$1,593	\$9,977,946
4. Low-Income Whole House	\$9,667,628	\$0	\$1,593	\$9,669,220
5. Low-Income Hard-to-Measure	\$308,725	\$0	\$0	\$308,725
Low-Income Statewide Marketing	\$59,455	\$0	\$0	\$59,455
Low-Income DOER Assessment	\$61,976	\$0	\$0	\$61,976
Low-Income Energy Affordability Network	\$187,294	\$0	\$0	\$187,294
Commercial & Industrial (total)	\$30,020,164	\$0	\$2,948,222	\$32,968,386
6. C&I New Construction	\$5,990,222	\$0	\$423,524	\$6,413,745
7. C&I Retrofit	\$23,658,052	\$0	\$2,524,698	\$26,182,750
8. C&I Hard-to-Measure	\$371,891	\$0	\$0	\$371,891
C&I Statewide Marketing	\$182,329	\$0	\$0	\$182,329
C&I DOER Assessment	\$175,549	\$0	\$0	\$175,549
C&I EEAC Consultants	\$0	\$0	\$0	\$0
C&I Sponsorships & Subscriptions	\$14,012	\$0	\$0	\$14,012
GRAND TOTAL	\$81,314,008	\$0	\$10,560,809	\$91,874,817

Notes:

- (1) Program Costs include Program Planning and Administration, Marketing and Advertising, Program Incentive, Sales, Technical Assistance & Training, Evaluation and Market Research (See Table IV.C.1, Budget Summary).
(2) Shareholder Performance Incentives are not applicable to The Cape Light Compact.

IV.D Cost Effectiveness - Cape Light Compact
2.3 Cost Comparison Table - Three-Year Plan vs. Previous Years

Historical Cost Comparison												
Programs	2010 (1)		2011 (2)		2012 (3)		2013 (4)		2014 (4)		2015 (4)	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Residential	7,186,647	100%	11,206,807	100%	17,827,772	100%	15,131,114	100%	16,375,899	100%	17,421,473	100%
PA Costs	6,388,566	89%	9,998,543	89%	13,551,206	76%	12,962,378	86%	13,829,067	84%	14,526,046	83%
Participant Cost	798,081	11%	1,208,264	11%	4,276,567	24%	2,168,736	14%	2,546,832	16%	2,895,427	17%
Low-Income	1,828,369	100%	2,489,571	100%	3,510,157	100%	3,306,324	100%	3,067,734	100%	3,603,888	100%
PA Costs	1,826,691	100%	2,489,571	100%	3,510,157	100%	3,305,799	100%	3,067,223	100%	3,603,331	100%
Participant Cost	1,678	0%	0	0%	0	0%	525	0%	511	0%	557	0%
Commercial & Industrial	5,983,719	100%	5,661,182	100%	10,322,449	100%	14,612,163	100%	9,337,676	100%	9,018,548	100%
PA Costs	5,315,961	89%	4,420,046	78%	9,244,079	90%	13,589,800	93%	8,355,485	89%	8,074,879	90%
Participant Cost	667,758	11%	1,241,136	22%	1,078,370	10%	1,022,363	7%	982,191	11%	943,669	10%
TOTAL	14,998,735	100%	19,357,560	100%	31,660,378	100%	33,049,601	100%	28,781,309	100%	30,043,908	100%
PA Costs	13,531,218	90%	16,908,160	87%	26,305,442	83%	29,857,977	90%	25,251,776	88%	26,204,255	87%
Participant Cost	1,467,517	10%	2,449,400	13%	5,354,936	17%	3,191,623	10%	3,529,533	12%	3,839,652	13%

- Notes:**
- (1) Actual values from the Cape Light Compact's 2010 Annual Report D.P.U. 11-68, in 2010\$.
 - (2) Actual values from the Cape Light Compact's 2011 Annual Report D.P.U. 12-54, in 2011\$.
 - (3) As this filing assumes approval of the 2012 Mid-Term Modifications, this data is based on the Cape Light Compact's 2012 Mid-Term Modifications Filing, D.P.U. 11-116, and includes an additional approximately \$8 million in carryover from 2011, in 2012\$.
 - (4) See Table IV.D.2.1. Values are in 2013\$.

IV.D Cost Effectiveness - Cape Light Compact
3.1.i. Benefits Summary Table

Program	Electric Benefits, 2013 (in 2013 \$) (1), (2)											
	Capacity						Energy					
	Generation		Trans.	Distrib.	DRIPE	TOTAL	Winter		Summer		DRIPE	TOTAL
	Summer	Winter					Peak	Off Peak	Peak	Off Peak		
Residential (total)	\$1,051,716	\$0	\$411,648	\$1,348,440	\$914,618	\$3,726,422	\$4,036,249	\$3,923,938	\$1,745,479	\$1,266,825	\$3,519,731	\$14,492,220
1. Residential Whole House	\$641,779	\$0	\$190,924	\$625,412	\$392,600	\$1,850,714	\$1,678,258	\$1,853,518	\$576,049	\$393,805	\$1,060,029	\$5,561,660
2. Residential Products (3)	\$409,937	\$0	\$220,724	\$723,028	\$522,018	\$1,875,708	\$2,357,990	\$2,070,419	\$1,169,429	\$873,020	\$2,459,702	\$8,930,561
3. Residential Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Statewide Marketing						\$0						\$0
Residential DOER Assessment						\$0						\$0
Residential EEAC Consultants						\$0						\$0
Residential Sponsorship & Subscriptions						\$0						\$0
Residential HEAT Loan						\$0						\$0
Residential Workforce Development						\$0						\$0
Residential R&D and Demonstration						\$0						\$0
Residential Education						\$0						\$0
Low-Income (total)	\$208,948	\$0	\$67,664	\$221,647	\$162,048	\$660,307	\$319,359	\$326,710	\$164,316	\$113,323	\$271,985	\$1,195,693
4. Low-Income Whole House	\$208,948	\$0	\$67,664	\$221,647	\$162,048	\$660,307	\$319,359	\$326,710	\$164,316	\$113,323	\$271,985	\$1,195,693
5. Low-Income Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low-Income Statewide Marketing						\$0						\$0
Low-Income DOER Assessment						\$0						\$0
Low-Income Energy Affordability Network						\$0						\$0
Commercial & Industrial (total)	\$2,815,622	\$0	\$1,217,716	\$3,988,889	\$4,071,176	\$12,093,402	\$9,062,033	\$4,112,746	\$6,461,094	\$2,440,445	\$7,249,034	\$29,325,352
6. C&I New Construction	\$1,132,889	\$0	\$480,559	\$1,574,175	\$1,539,395	\$4,727,018	\$3,166,436	\$921,967	\$2,645,570	\$624,334	\$2,420,709	\$9,779,017
7. C&I Retrofit	\$1,682,733	\$0	\$737,157	\$2,414,715	\$2,531,780	\$7,366,384	\$5,895,597	\$3,190,779	\$3,815,524	\$1,816,111	\$4,828,325	\$19,546,335
8. C&I Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
C&I Statewide Marketing						\$0						\$0
C&I DOER Assessment						\$0						\$0
C&I EEAC Consultants						\$0						\$0
C&I Sponsorships & Subscriptions						\$0						\$0
GRAND TOTAL	\$4,076,286	\$0	\$1,697,027	\$5,558,976	\$5,147,842	\$16,480,131	\$13,417,640	\$8,363,394	\$8,370,889	\$3,820,593	\$11,040,750	\$45,013,265

Program	Electric Benefits, 2014 (in 2013 \$) (1), (2)											
	Capacity						Energy					
	Generation		Trans.	Distrib.	DRIPE	TOTAL	Winter		Summer		DRIPE	TOTAL
	Summer	Winter					Peak	Off Peak	Peak	Off Peak		
Residential (total)	\$1,196,433	\$0	\$434,080	\$1,421,924	\$1,091,570	\$4,144,006	\$4,740,029	\$4,587,878	\$1,869,993	\$1,358,751	\$5,207,916	\$17,764,567
1. Residential Whole House	\$743,850	\$0	\$213,346	\$698,861	\$465,540	\$2,121,597	\$2,315,429	\$2,434,516	\$645,332	\$446,851	\$1,774,335	\$7,616,463
2. Residential Products (3)	\$452,583	\$0	\$220,734	\$723,063	\$626,030	\$2,022,410	\$2,424,600	\$2,153,361	\$1,224,662	\$911,900	\$3,433,581	\$10,148,104
3. Residential Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Statewide Marketing						\$0						\$0
Residential DOER Assessment						\$0						\$0
Residential EEAC Consultants						\$0						\$0
Residential Sponsorship & Subscriptions						\$0						\$0
Residential HEAT Loan						\$0						\$0
Residential Workforce Development						\$0						\$0
Residential R&D and Demonstration						\$0						\$0
Residential Education						\$0						\$0
Low-Income (total)	\$160,399	\$0	\$52,541	\$172,109	\$141,101	\$526,150	\$369,998	\$369,510	\$169,659	\$122,038	\$445,105	\$1,476,310
4. Low-Income Whole House	\$160,399	\$0	\$52,541	\$172,109	\$141,101	\$526,150	\$369,998	\$369,510	\$169,659	\$122,038	\$445,105	\$1,476,310
5. Low-Income Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low-Income Statewide Marketing						\$0						\$0
Low-Income DOER Assessment						\$0						\$0
Low-Income Energy Affordability Network						\$0						\$0
Commercial & Industrial (total)	\$3,001,825	\$0	\$1,169,860	\$3,832,128	\$4,282,904	\$12,286,717	\$8,160,852	\$2,987,990	\$6,095,072	\$1,805,597	\$8,358,274	\$27,407,784
6. C&I New Construction	\$1,182,856	\$0	\$449,784	\$1,473,365	\$1,602,227	\$4,708,232	\$2,889,769	\$840,267	\$2,497,896	\$587,136	\$2,885,817	\$9,700,885
7. C&I Retrofit	\$1,818,969	\$0	\$720,076	\$2,358,763	\$2,680,677	\$7,578,484	\$5,271,082	\$2,147,723	\$3,597,176	\$1,218,461	\$5,472,457	\$17,706,899
8. C&I Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
C&I Statewide Marketing						\$0						\$0
C&I DOER Assessment						\$0						\$0
C&I EEAC Consultants						\$0						\$0
C&I Sponsorships & Subscriptions						\$0						\$0
GRAND TOTAL	\$4,358,656	\$0	\$1,656,482	\$5,426,161	\$5,515,575	\$16,956,873	\$13,270,879	\$7,945,377	\$8,134,724	\$3,286,386	\$14,011,294	\$46,648,661

IV.D Cost Effectiveness - Cape Light Compact
3.1.i. Benefits Summary Table

Program	Electric Benefits, 2015 (in 2013 \$) (1), (2)											
	Capacity						Energy					
	Generation		Trans.	Distrib.	DRIPE	TOTAL	Winter		Summer		DRIPE	TOTAL
	Summer	Winter					Peak	Off Peak	Peak	Off Peak		
Residential (total)	\$1,357,937	\$0	\$457,613	\$1,499,010	\$1,267,601	\$4,582,161	\$5,117,618	\$4,971,617	\$2,019,598	\$1,466,930	\$4,049,962	\$17,625,725
1. Residential Whole House	\$805,266	\$0	\$220,273	\$721,552	\$488,541	\$2,235,632	\$2,491,207	\$2,632,095	\$676,486	\$468,223	\$1,361,029	\$7,629,039
2. Residential Products (3)	\$552,671	\$0	\$237,340	\$777,457	\$779,060	\$2,346,528	\$2,626,411	\$2,339,522	\$1,343,111	\$998,708	\$2,688,933	\$9,996,685
3. Residential Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Statewide Marketing						\$0						\$0
Residential DOER Assessment						\$0						\$0
Residential EEAC Consultants						\$0						\$0
Residential Sponsorship & Subscriptions						\$0						\$0
Residential HEAT Loan						\$0						\$0
Residential Workforce Development						\$0						\$0
Residential R&D and Demonstration						\$0						\$0
Residential Education						\$0						\$0
Low-Income (total)	\$222,831	\$0	\$67,307	\$220,480	\$187,088	\$697,706	\$440,995	\$446,843	\$206,915	\$148,031	\$380,305	\$1,623,089
4. Low-Income Whole House	\$222,831	\$0	\$67,307	\$220,480	\$187,088	\$697,706	\$440,995	\$446,843	\$206,915	\$148,031	\$380,305	\$1,623,089
5. Low-Income Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low-Income Statewide Marketing						\$0						\$0
Low-Income DOER Assessment						\$0						\$0
Low-Income Energy Affordability Network						\$0						\$0
Commercial & Industrial (total)	\$3,263,412	\$0	\$1,151,750	\$3,772,803	\$4,405,996	\$12,593,962	\$8,174,595	\$3,009,701	\$6,111,609	\$1,825,871	\$6,572,194	\$25,693,972
6. C&I New Construction	\$1,265,450	\$0	\$434,998	\$1,424,928	\$1,621,735	\$4,747,111	\$2,764,869	\$802,222	\$2,436,566	\$571,995	\$2,191,990	\$8,767,642
7. C&I Retrofit	\$1,997,962	\$0	\$716,752	\$2,347,875	\$2,784,261	\$7,846,851	\$5,409,727	\$2,207,479	\$3,675,044	\$1,253,876	\$4,380,204	\$16,926,330
8. C&I Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
C&I Statewide Marketing						\$0						\$0
C&I DOER Assessment						\$0						\$0
C&I EEAC Consultants						\$0						\$0
C&I Sponsorships & Subscriptions						\$0						\$0
GRAND TOTAL	\$4,844,180	\$0	\$1,676,670	\$5,492,293	\$5,860,685	\$17,873,828	\$13,733,209	\$8,428,161	\$8,338,122	\$3,440,833	\$11,002,461	\$44,942,785

Program	Electric Benefits, 2013-2015 (in 2013 \$) (1), (2)											
	Capacity						Energy					
	Generation		Trans.	Distrib.	DRIPE	TOTAL	Winter		Summer		DRIPE	TOTAL
	Summer	Winter					Peak	Off Peak	Peak	Off Peak		
Residential (total)	\$3,606,086	\$0	\$1,303,341	\$4,269,374	\$3,273,789	\$12,452,589	\$13,893,896	\$13,483,432	\$5,635,070	\$4,092,507	\$12,777,609	\$49,882,512
1. Residential Whole House	\$2,190,894	\$0	\$624,543	\$2,045,825	\$1,346,680	\$6,207,943	\$6,484,894	\$6,920,129	\$1,897,867	\$1,308,879	\$4,195,393	\$20,807,162
2. Residential Products (3)	\$1,415,191	\$0	\$678,798	\$2,223,548	\$1,927,108	\$6,244,646	\$7,409,001	\$6,563,302	\$3,737,202	\$2,783,628	\$8,582,216	\$29,075,350
3. Residential Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Statewide Marketing	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential DOER Assessment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential EEAC Consultants	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Sponsorship & Subscriptions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential HEAT Loan	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Workforce Development	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential R&D and Demonstration	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Education	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low-Income (total)	\$592,178	\$0	\$187,512	\$614,235	\$490,237	\$1,884,162	\$1,130,353	\$1,143,063	\$540,890	\$383,392	\$1,097,394	\$4,295,091
4. Low-Income Whole House	\$592,178	\$0	\$187,512	\$614,235	\$490,237	\$1,884,162	\$1,130,353	\$1,143,063	\$540,890	\$383,392	\$1,097,394	\$4,295,091
5. Low-Income Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low-Income Statewide Marketing	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low-Income DOER Assessment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low-Income Energy Affordability Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Commercial & Industrial (total)	\$9,080,859	\$0	\$3,539,326	\$11,593,820	\$12,760,075	\$36,974,080	\$25,397,480	\$10,110,437	\$18,667,775	\$6,071,913	\$22,179,502	\$82,427,107
6. C&I New Construction	\$3,581,195	\$0	\$1,365,341	\$4,472,468	\$4,763,357	\$14,182,361	\$8,821,074	\$2,564,456	\$7,580,031	\$1,783,466	\$7,498,517	\$28,247,543
7. C&I Retrofit	\$5,499,664	\$0	\$2,173,985	\$7,121,353	\$7,996,719	\$22,791,719	\$16,576,406	\$7,545,982	\$11,087,744	\$4,288,447	\$14,680,986	\$54,179,564
8. C&I Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
C&I Statewide Marketing	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
C&I DOER Assessment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
C&I EEAC Consultants	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
C&I Sponsorships & Subscriptions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
GRAND TOTAL	\$13,279,122	\$0	\$5,030,179	\$16,477,429	\$16,524,101	\$51,310,832	\$40,421,728	\$24,736,932	\$24,843,735	\$10,547,811	\$36,054,505	\$136,604,711

Notes:

- (1) See Table IV.D.3.2.i Savings Summary for information on the savings used to determine the benefits in these tables.
- (2) See Table IV.D.3.3.i for the Avoided Cost Factors used to determine the benefits in these tables.
- (3) The Non-Resource Benefits for the Residential Heating & Cooling Equipment initiative within the Residential Products program are reduced by 10% from the values included in the Technical Resource Manual. This is to account for both the early retirement of measures and replacement of measures upon failure. Please refer to Section III.F.6.a of the Joint Statewide Three-Year Plan for details.

IV.D Cost Effectiveness - Cape Light Compact
3.1.i. Benefits Summary Table

Program	Non-Electric Benefits, 2013 (in 2013 \$) (1), (2)									
	Resource Benefits							Non- Resource Benefits	TOTAL	TOTAL BENEFITS
	Avoided Natural Gas	No. 2 Distillate	No. 4 Fuel Oil	Propane	Wood	Water	Kerosene			
Residential (total)	\$2,560,020	\$14,992,956	\$0	\$2,999,690	\$0	\$98,166	\$0	\$26,869,382	\$47,520,214	\$65,738,857
1. Residential Whole House	\$2,604,150	\$14,992,956	\$0	\$2,999,690	\$0	\$98,166	\$0	\$25,861,784	\$46,556,746	\$53,969,120
2. Residential Products (3)	-\$44,130	\$0	\$0	\$0	\$0	\$0	\$0	\$1,007,598	\$963,468	\$11,769,737
3. Residential Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Statewide Marketing									\$0	\$0
Residential DOER Assessment									\$0	\$0
Residential EEAC Consultants									\$0	\$0
Residential Sponsorship & Subscriptions									\$0	\$0
Residential HEAT Loan									\$0	\$0
Residential Workforce Development									\$0	\$0
Residential R&D and Demonstration									\$0	\$0
Residential Education									\$0	\$0
Low-Income (total)	\$62	\$5,851,865	\$0	\$1,075,471	\$0	\$93,942	\$0	\$3,908,842	\$10,930,183	\$12,786,183
4. Low-Income Whole House	\$62	\$5,851,865	\$0	\$1,075,471	\$0	\$93,942	\$0	\$3,908,842	\$10,930,183	\$12,786,183
5. Low-Income Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low-Income Statewide Marketing									\$0	\$0
Low-Income DOER Assessment									\$0	\$0
Low-Income Energy Affordability Network									\$0	\$0
Commercial & Industrial (total)	-\$505,372	\$386,858	\$0	\$99,248	\$0	\$0	\$0	\$5,821,889	\$5,802,623	\$47,221,377
6. C&I New Construction	-\$96,763	\$0	\$0	\$17,902	\$0	\$0	\$0	\$0	-\$78,861	\$14,427,174
7. C&I Retrofit	-\$408,609	\$386,858	\$0	\$81,346	\$0	\$0	\$0	\$5,821,889	\$5,881,484	\$32,794,203
8. C&I Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
C&I Statewide Marketing									\$0	\$0
C&I DOER Assessment									\$0	\$0
C&I EEAC Consultants									\$0	\$0
C&I Sponsorships & Subscriptions									\$0	\$0
GRAND TOTAL	\$2,054,711	\$21,231,680	\$0	\$4,174,409	\$0	\$192,108	\$0	\$36,600,113	\$64,253,020	\$125,746,416

Program	Non-Electric Benefits, 2014 (in 2013 \$) (1), (2)									
	Resource Benefits							Non- Resource Benefits	TOTAL	TOTAL BENEFITS
	Avoided Natural Gas	No. 2 Distillate	No. 4 Fuel Oil	Propane	Wood	Water	Kerosene			
Residential (total)	\$2,829,515	\$16,658,655	\$0	\$3,904,860	\$0	\$145,970	\$0	\$28,195,506	\$51,734,507	\$73,643,080
1. Residential Whole House	\$2,874,815	\$16,658,655	\$0	\$3,904,860	\$0	\$145,970	\$0	\$27,156,476	\$50,740,776	\$60,478,835
2. Residential Products (3)	-\$45,299	\$0	\$0	\$0	\$0	\$0	\$0	\$1,039,030	\$993,731	\$13,164,245
3. Residential Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Statewide Marketing									\$0	\$0
Residential DOER Assessment									\$0	\$0
Residential EEAC Consultants									\$0	\$0
Residential Sponsorship & Subscriptions									\$0	\$0
Residential HEAT Loan									\$0	\$0
Residential Workforce Development									\$0	\$0
Residential R&D and Demonstration									\$0	\$0
Residential Education									\$0	\$0
Low-Income (total)	\$84	\$4,171,681	\$0	\$1,078,469	\$0	\$96,786	\$0	\$3,224,265	\$8,571,286	\$10,573,745
4. Low-Income Whole House	\$84	\$4,171,681	\$0	\$1,078,469	\$0	\$96,786	\$0	\$3,224,265	\$8,571,286	\$10,573,745
5. Low-Income Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low-Income Statewide Marketing									\$0	\$0
Low-Income DOER Assessment									\$0	\$0
Low-Income Energy Affordability Network									\$0	\$0
Commercial & Industrial (total)	-\$452,193	\$379,641	\$0	\$98,788	\$0	\$0	\$0	\$3,824,048	\$3,850,284	\$43,544,784
6. C&I New Construction	-\$69,986	\$0	\$0	\$17,880	\$0	\$0	\$0	\$0	-\$52,105	\$14,357,012
7. C&I Retrofit	-\$382,207	\$379,641	\$0	\$80,908	\$0	\$0	\$0	\$3,824,048	\$3,902,389	\$29,187,772
8. C&I Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
C&I Statewide Marketing									\$0	\$0
C&I DOER Assessment									\$0	\$0
C&I EEAC Consultants									\$0	\$0
C&I Sponsorships & Subscriptions									\$0	\$0
GRAND TOTAL	\$2,377,407	\$21,209,977	\$0	\$5,082,117	\$0	\$242,756	\$0	\$35,243,819	\$64,156,076	\$127,761,609

IV.D Cost Effectiveness - Cape Light Compact
3.1.i. Benefits Summary Table

Program	Non-Electric Benefits, 2015 (in 2013 \$) (1), (2)									
	Resource Benefits							Non- Resource Benefits	TOTAL	TOTAL BENEFITS
	Avoided Natural Gas	No. 2 Distillate	No. 4 Fuel Oil	Propane	Wood	Water	Kerosene			
Residential (total)	\$2,965,772	\$18,174,604	\$0	\$4,392,529	\$0	\$151,096	\$0	\$31,051,401	\$56,735,401	\$78,943,287
1. Residential Whole House	\$3,012,189	\$18,174,604	\$0	\$4,392,529	\$0	\$151,096	\$0	\$29,949,625	\$55,680,043	\$65,544,714
2. Residential Products (3)	-\$46,417	\$0	\$0	\$0	\$0	\$0	\$0	\$1,101,776	\$1,055,359	\$13,398,572
3. Residential Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Statewide Marketing									\$0	\$0
Residential DOER Assessment									\$0	\$0
Residential EEAC Consultants									\$0	\$0
Residential Sponsorship & Subscriptions									\$0	\$0
Residential HEAT Loan									\$0	\$0
Residential Workforce Development									\$0	\$0
Residential R&D and Demonstration									\$0	\$0
Residential Education									\$0	\$0
Low-Income (total)	\$107	\$5,515,774	\$0	\$1,224,620	\$0	\$98,304	\$0	\$3,902,559	\$10,741,365	\$13,062,159
4. Low-Income Whole House	\$107	\$5,515,774	\$0	\$1,224,620	\$0	\$98,304	\$0	\$3,902,559	\$10,741,365	\$13,062,159
5. Low-Income Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low-Income Statewide Marketing									\$0	\$0
Low-Income DOER Assessment									\$0	\$0
Low-Income Energy Affordability Network									\$0	\$0
Commercial & Industrial (total)	-\$436,421	\$381,114	\$0	\$98,729	\$0	\$0	\$0	\$3,806,713	\$3,850,135	\$42,138,068
6. C&I New Construction	-\$54,856	\$0	\$0	\$17,911	\$0	\$0	\$0	\$0	-\$36,945	\$13,477,807
7. C&I Retrofit	-\$381,566	\$381,114	\$0	\$80,819	\$0	\$0	\$0	\$3,806,713	\$3,887,080	\$28,660,261
8. C&I Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
C&I Statewide Marketing									\$0	\$0
C&I DOER Assessment									\$0	\$0
C&I EEAC Consultants									\$0	\$0
C&I Sponsorships & Subscriptions									\$0	\$0
GRAND TOTAL	\$2,529,458	\$24,071,492	\$0	\$5,715,878	\$0	\$249,400	\$0	\$38,760,673	\$71,326,901	\$134,143,514

Program	Non-Electric Benefits, 2013-2015 (in 2013 \$) (1), (2)									
	Resource Benefits							Non- Resource Benefits	TOTAL	TOTAL BENEFITS
	Avoided Natural Gas	No. 2 Distillate	No. 4 Fuel Oil	Propane	Wood	Water	Kerosene			
Residential (total)	\$8,355,307	\$49,826,215	\$0	\$11,297,079	\$0	\$395,232	\$0	\$86,116,289	\$155,990,122	\$218,325,223
1. Residential Whole House	\$8,491,153	\$49,826,215	\$0	\$11,297,079	\$0	\$395,232	\$0	\$82,967,885	\$152,977,564	\$179,992,669
2. Residential Products (3)	-\$135,846	\$0	\$0	\$0	\$0	\$0	\$0	\$3,148,404	\$3,012,558	\$38,332,554
3. Residential Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Statewide Marketing									\$0	\$0
Residential DOER Assessment									\$0	\$0
Residential EEAC Consultants									\$0	\$0
Residential Sponsorship & Subscriptions									\$0	\$0
Residential HEAT Loan									\$0	\$0
Residential Workforce Development									\$0	\$0
Residential R&D and Demonstration									\$0	\$0
Residential Education									\$0	\$0
Low-Income (total)	\$254	\$15,539,320	\$0	\$3,378,561	\$0	\$289,032	\$0	\$11,035,666	\$30,242,833	\$36,422,087
4. Low-Income Whole House	\$254	\$15,539,320	\$0	\$3,378,561	\$0	\$289,032	\$0	\$11,035,666	\$30,242,833	\$36,422,087
5. Low-Income Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low-Income Statewide Marketing									\$0	\$0
Low-Income DOER Assessment									\$0	\$0
Low-Income Energy Affordability Network									\$0	\$0
Commercial & Industrial (total)	-\$1,393,986	\$1,147,613	\$0	\$296,765	\$0	\$0	\$0	\$13,452,650	\$13,503,042	\$132,904,230
6. C&I New Construction	-\$221,604	\$0	\$0	\$53,693	\$0	\$0	\$0	\$0	-\$167,911	\$42,261,993
7. C&I Retrofit	-\$1,172,382	\$1,147,613	\$0	\$243,072	\$0	\$0	\$0	\$13,452,650	\$13,670,953	\$90,642,236
8. C&I Hard-to-Measure	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
C&I Statewide Marketing									\$0	\$0
C&I DOER Assessment									\$0	\$0
C&I EEAC Consultants									\$0	\$0
C&I Sponsorships & Subscriptions									\$0	\$0
GRAND TOTAL	\$6,961,575	\$66,513,148	\$0	\$14,972,405	\$0	\$684,264	\$0	\$110,604,605	\$199,735,997	\$387,651,540

IV.D Cost Effectiveness - Cape Light Compact
3.1.iii. Benefits Comparison Table - Three Year Plan vs. Previous Years

Year by Sector	Total Benefits					
	Electric Benefits		Non-Electric Benefits		TOTAL TRC Test Benefits	
	\$	%	\$	%	\$	%
Residential (total)	\$119,906,730	32%	\$257,532,821	68%	\$377,439,551	100%
2010 (1)	\$10,359,888	53%	\$9,022,607	47%	\$19,382,496	100%
2011 (2)	\$15,481,471	36%	\$27,570,036	64%	\$43,051,507	100%
2012 (3)	\$31,730,269	33%	\$64,950,056	67%	\$96,680,325	100%
2013 (4)	\$18,218,642	28%	\$47,520,214	72%	\$65,738,857	100%
2014 (4)	\$21,908,573	30%	\$51,734,507	70%	\$73,643,080	100%
2015 (4)	\$22,207,885	28%	\$56,735,401	72%	\$78,943,287	100%
Low-Income (total)	\$11,481,273	19%	\$48,837,668	81%	\$60,318,940	100%
2010 (1)	\$951,884	22%	\$3,350,053	78%	\$4,301,936	100%
2011 (2)	\$1,404,796	22%	\$5,124,685	78%	\$6,529,481	100%
2012 (3)	\$2,945,339	23%	\$10,120,097	77%	\$13,065,436	100%
2013 (4)	\$1,856,000	15%	\$10,930,183	85%	\$12,786,183	100%
2014 (4)	\$2,002,460	19%	\$8,571,286	81%	\$10,573,745	100%
2015 (4)	\$2,320,795	18%	\$10,741,365	82%	\$13,062,159	100%
Commercial & Industrial (total)	\$182,704,640	92%	\$16,694,335	8%	\$199,398,975	100%
2010 (1)	\$11,734,299	81%	\$2,737,478	19%	\$14,471,777	100%
2011 (2)	\$18,333,530	93%	\$1,347,567	7%	\$19,681,097	100%
2012 (3)	\$33,235,623	103%	-\$893,752	-3%	\$32,341,871	100%
2013 (4)	\$41,418,754	88%	\$5,802,623	12%	\$47,221,377	100%
2014 (4)	\$39,694,501	91%	\$3,850,284	9%	\$43,544,784	100%
2015 (4)	\$38,287,933	91%	\$3,850,135	9%	\$42,138,068	100%
GRAND TOTAL	\$314,092,642	49%	\$323,064,824	51%	\$637,157,466	100%
2010 (1)	\$23,046,072	60%	\$15,110,138	40%	\$38,156,209	100%
2011 (2)	\$35,219,797	51%	\$34,042,288	49%	\$69,262,085	100%
2012 (3)	\$67,911,231	48%	\$74,176,401	52%	\$142,087,632	100%
2013 (4)	\$61,493,396	49%	\$64,253,020	51%	\$125,746,416	100%
2014 (4)	\$63,605,534	50%	\$64,156,076	50%	\$127,761,609	100%
2015 (4)	\$62,816,613	47%	\$71,326,901	53%	\$134,143,514	100%

Year by Sector	Electric Benefits					
	Capacity		Energy		TOTAL Electric Benefits	
	\$	%	\$	%	\$	%
Residential (total)	\$29,209,667	24%	\$90,697,063	76%	\$119,906,730	100%
2010 (1)	\$2,126,433	21%	\$8,233,456	79%	\$10,359,888	100%
2011 (2)	\$2,118,900	14%	\$13,362,571	86%	\$15,481,471	100%
2012 (3)	\$12,511,745	39%	\$19,218,524	61%	\$31,730,269	100%
2013 (4)	\$3,726,422	20%	\$14,492,220	80%	\$18,218,642	100%
2014 (4)	\$4,144,006	19%	\$17,764,567	81%	\$21,908,573	100%
2015 (4)	\$4,582,161	21%	\$17,625,725	79%	\$22,207,885	100%
Low-Income (total)	\$2,624,250	23%	\$8,857,023	77%	\$11,481,273	100%
2010 (1)	\$114,839	12%	\$837,045	88%	\$951,884	100%
2011 (2)	\$180,826	13%	\$1,223,970	87%	\$1,404,796	100%
2012 (3)	\$444,422	15%	\$2,500,917	85%	\$2,945,339	100%
2013 (4)	\$660,307	36%	\$1,195,693	64%	\$1,856,000	100%
2014 (4)	\$526,150	26%	\$1,476,310	74%	\$2,002,460	100%
2015 (4)	\$697,706	30%	\$1,623,089	70%	\$2,320,795	100%
Commercial & Industrial (total)	\$55,309,644	30%	\$127,394,996	70%	\$182,704,640	100%
2010 (1)	\$2,698,009	23%	\$9,036,290	77%	\$11,734,299	100%
2011 (2)	\$3,704,513	20%	\$14,629,017	80%	\$18,333,530	100%
2012 (3)	\$11,933,042	36%	\$21,302,581	64%	\$33,235,623	100%
2013 (4)	\$12,093,402	29%	\$29,325,352	71%	\$41,418,754	100%
2014 (4)	\$12,286,717	31%	\$27,407,784	69%	\$39,694,501	100%
2015 (4)	\$12,593,962	33%	\$25,693,972	67%	\$38,287,933	100%
GRAND TOTAL	\$87,143,561	28%	\$226,949,082	72%	\$314,092,642	100%
2010 (1)	\$4,939,281	21%	\$18,106,791	79%	\$23,046,072	100%
2011 (2)	\$6,004,239	17%	\$29,215,558	83%	\$35,219,797	100%
2012 (3)	\$24,889,208	37%	\$43,022,023	63%	\$67,911,231	100%
2013 (4)	\$16,480,131	27%	\$45,013,265	73%	\$61,493,396	100%
2014 (4)	\$16,956,873	27%	\$46,648,661	73%	\$63,605,534	100%
2015 (4)	\$17,873,828	28%	\$44,942,785	72%	\$62,816,613	100%

IV.D Cost Effectiveness - Cape Light Compact
3.1.iii. Benefits Comparison Table - Three Year Plan vs. Previous Years

Year by Sector	Capacity Benefits											
	Generation				Trans.		Distrib.		DRIPE		TOTAL	
	Summer		Winter									
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Residential (total)	\$7,605,922	26%	\$0	0%	\$3,110,633	11%	\$12,729,409	44%	\$5,763,703	20%	\$29,209,667	100%
2010 (1)	\$528,570	25%	\$0	0%	\$235,076	11%	\$1,166,061	55%	\$196,725	9%	\$2,126,433	100%
2011 (2)	\$408,397	19%	\$0	0%	\$220,167	10%	\$1,092,108	52%	\$398,228	19%	\$2,118,900	100%
2012 (3)	\$3,062,869	24%	\$0	0%	\$1,352,049	11%	\$6,201,866	50%	\$1,894,962	15%	\$12,511,745	100%
2013 (4)	\$1,051,716	28%	\$0	0%	\$411,648	11%	\$1,348,440	36%	\$914,618	25%	\$3,726,422	100%
2014 (4)	\$1,196,433	29%	\$0	0%	\$434,080	10%	\$1,421,924	34%	\$1,091,570	26%	\$4,144,006	100%
2015 (4)	\$1,357,937	30%	\$0	0%	\$457,613	10%	\$1,499,010	33%	\$1,267,601	28%	\$4,582,161	100%
Low-Income (total)	\$745,478	28%	\$0	0%	\$269,752	10%	\$999,707	38%	\$609,312	23%	\$2,624,250	100%
2010 (1)	\$27,944	24%	\$0	0%	\$12,913	11%	\$64,055	56%	\$9,926	9%	\$114,839	100%
2011 (2)	\$36,469	20%	\$0	0%	\$19,429	11%	\$96,373	53%	\$28,556	16%	\$180,826	100%
2012 (3)	\$88,886	20%	\$0	0%	\$49,899	11%	\$225,044	51%	\$80,593	18%	\$444,422	100%
2013 (4)	\$208,948	32%	\$0	0%	\$67,664	10%	\$221,647	34%	\$162,048	25%	\$660,307	100%
2014 (4)	\$160,399	30%	\$0	0%	\$52,541	10%	\$172,109	33%	\$141,101	27%	\$526,150	100%
2015 (4)	\$222,831	32%	\$0	0%	\$67,307	10%	\$220,480	32%	\$187,088	27%	\$697,706	100%
Commercial & Industrial (total)	\$12,516,147	23%	\$0	0%	\$5,596,095	10%	\$21,113,724	38%	\$16,083,678	29%	\$55,309,644	100%
2010 (1)	\$571,471	21%	\$0	0%	\$315,789	12%	\$1,566,426	58%	\$244,323	9%	\$2,698,009	100%
2011 (2)	\$692,114	19%	\$0	0%	\$412,817	11%	\$2,047,724	55%	\$551,857	15%	\$3,704,513	100%
2012 (3)	\$2,171,704	18%	\$0	0%	\$1,328,164	11%	\$5,905,752	49%	\$2,527,422	21%	\$11,933,042	100%
2013 (4)	\$2,815,622	23%	\$0	0%	\$1,217,716	10%	\$3,988,889	33%	\$4,071,176	34%	\$12,093,402	100%
2014 (4)	\$3,001,825	24%	\$0	0%	\$1,169,860	10%	\$3,832,128	31%	\$4,282,904	35%	\$12,286,717	100%
2015 (4)	\$3,263,412	26%	\$0	0%	\$1,151,750	9%	\$3,772,803	30%	\$4,405,996	35%	\$12,593,962	100%
GRAND TOTAL	\$20,867,547	24%	\$0	0%	\$8,976,481	10%	\$34,842,840	40%	\$22,456,694	26%	\$87,143,561	100%
2010 (1)	\$1,127,986	23%	\$0	0%	\$563,778	11%	\$2,796,543	57%	\$450,975	9%	\$4,939,281	100%
2011 (2)	\$1,136,980	19%	\$0	0%	\$652,413	11%	\$3,236,205	54%	\$978,641	16%	\$6,004,239	100%
2012 (3)	\$5,323,459	21%	\$0	0%	\$2,730,111	11%	\$12,332,662	50%	\$4,502,977	18%	\$24,889,208	100%
2013 (4)	\$4,076,286	25%	\$0	0%	\$1,697,027	10%	\$5,558,976	34%	\$5,147,842	31%	\$16,480,131	100%
2014 (4)	\$4,358,656	26%	\$0	0%	\$1,656,482	10%	\$5,426,161	32%	\$5,515,575	33%	\$16,956,873	100%
2015 (4)	\$4,844,180	27%	\$0	0%	\$1,676,670	9%	\$5,492,293	31%	\$5,860,685	33%	\$17,873,828	100%

Notes:
(1) Actual values from the Cape Light Compact's 2010 Annual Report D.P.U. 11-68, in 2010\$.
(2) Actual values from the Cape Light Compact's 2011 Annual Report D.P.U. 12-54, in 2011\$.
(3) As this filing assumes approval of the 2012 Mid-Term Modifications, this data is based on the Cape Light Compact's 2012 Mid-Term Modifications Filing, D.P.U. 11-116, and includes the additional benefits expected to be achieved from an approximately \$8 million in carryover from 2011, in 2012\$.
(4) See Table IV.D.3.1.i. Values are in 2013\$.

IV.D Cost Effectiveness - Cape Light Compact
3.1.iii. Benefits Comparison Table - Three Year Plan vs. Previous Years

Year by Sector	Energy Benefits										TOTAL	
	Winter				Summer				DRIPE		\$	%
	Peak	Off Peak										
\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	
Residential (total)	\$22,454,407	25%	\$23,165,103	26%	\$13,208,929	15%	\$9,734,884	11%	\$22,133,740	24%	\$90,697,063	100%
2010 (1)	\$1,987,694	24%	\$2,078,677	25%	\$1,006,659	12%	\$1,006,900	12%	\$2,153,527	26%	\$8,233,456	100%
2011 (2)	\$4,105,678	31%	\$3,193,383	24%	\$1,701,929	13%	\$1,151,982	9%	\$3,209,598	24%	\$13,362,571	100%
2012 (3)	\$2,467,140	13%	\$4,409,612	23%	\$4,865,272	25%	\$3,483,495	18%	\$3,993,006	21%	\$19,218,524	100%
2013 (4)	\$4,036,249	28%	\$3,923,938	27%	\$1,745,479	12%	\$1,266,825	9%	\$3,519,731	24%	\$14,492,220	100%
2014 (4)	\$4,740,029	27%	\$4,587,878	26%	\$1,869,993	11%	\$1,358,751	8%	\$5,207,916	29%	\$17,764,567	100%
2015 (4)	\$5,117,618	29%	\$4,971,617	28%	\$2,019,598	11%	\$1,466,930	8%	\$4,049,962	23%	\$17,625,725	100%
Low-Income (total)	\$2,230,834	25%	\$2,471,628	28%	\$1,112,778	13%	\$1,024,023	12%	\$2,017,761	23%	\$8,857,023	100%
2010 (1)	\$204,252	24%	\$241,109	29%	\$102,230	12%	\$115,593	14%	\$173,861	21%	\$837,045	100%
2011 (2)	\$367,156	30%	\$311,268	25%	\$172,013	14%	\$129,712	11%	\$243,821	20%	\$1,223,970	100%
2012 (3)	\$529,073	21%	\$776,189	31%	\$297,645	12%	\$395,327	16%	\$502,684	20%	\$2,500,917	100%
2013 (4)	\$319,359	27%	\$326,710	27%	\$164,316	14%	\$113,323	9%	\$271,985	23%	\$1,195,693	100%
2014 (4)	\$369,998	25%	\$369,510	25%	\$169,659	11%	\$122,038	8%	\$445,105	30%	\$1,476,310	100%
2015 (4)	\$440,995	27%	\$446,843	28%	\$206,915	13%	\$148,031	9%	\$380,305	23%	\$1,623,089	100%
Commercial & Industrial (total)	\$41,480,071	33%	\$15,499,628	12%	\$29,608,243	23%	\$9,331,975	7%	\$31,475,080	25%	\$127,394,996	100%
2010 (1)	\$2,962,425	33%	\$982,886	11%	\$2,334,484	26%	\$680,753	8%	\$2,075,742	23%	\$9,036,290	100%
2011 (2)	\$4,299,801	29%	\$1,778,400	12%	\$4,371,708	30%	\$1,352,741	9%	\$2,826,367	19%	\$14,629,017	100%
2012 (3)	\$8,820,365	41%	\$2,627,903	12%	\$4,234,276	20%	\$1,226,568	6%	\$4,393,469	21%	\$21,302,581	100%
2013 (4)	\$9,062,033	31%	\$4,112,746	14%	\$6,461,094	22%	\$2,440,445	8%	\$7,249,034	25%	\$29,325,352	100%
2014 (4)	\$8,160,852	30%	\$2,987,990	11%	\$6,095,072	22%	\$1,805,597	7%	\$8,358,274	30%	\$27,407,784	100%
2015 (4)	\$8,174,595	32%	\$3,009,701	12%	\$6,111,609	24%	\$1,825,871	7%	\$6,572,194	26%	\$25,693,972	100%
GRAND TOTAL	\$66,165,311	29%	\$41,136,359	18%	\$43,929,949	19%	\$20,090,883	9%	\$55,626,580	25%	\$226,949,082	100%
2010 (1)	\$5,154,371	28%	\$3,302,672	18%	\$3,443,373	19%	\$1,803,246	10%	\$4,403,130	24%	\$18,106,791	100%
2011 (2)	\$8,772,635	30%	\$5,283,051	18%	\$6,245,650	21%	\$2,634,435	9%	\$6,279,787	21%	\$29,215,558	100%
2012 (3)	\$11,816,578	27%	\$7,813,704	18%	\$9,397,192	22%	\$5,105,390	12%	\$8,889,158	21%	\$43,022,023	100%
2013 (4)	\$13,417,640	30%	\$8,363,394	19%	\$8,370,889	19%	\$3,820,593	8%	\$11,040,750	25%	\$45,013,265	100%
2014 (4)	\$13,270,879	28%	\$7,945,377	17%	\$8,134,724	17%	\$3,286,386	7%	\$14,011,294	30%	\$46,648,661	100%
2015 (4)	\$13,733,209	31%	\$8,428,161	19%	\$8,338,122	19%	\$3,440,833	8%	\$11,002,461	24%	\$44,942,785	100%

Year by Sector	Non-Electric Benefits					
	Resource Benefits		Non-Resource Benefits		TOTAL	
	\$	%	\$	%	\$	%
Residential (total)	\$147,231,937	57%	\$110,300,884	43%	\$257,532,821	100%
2010 (1)	\$8,634,144	96%	\$388,464	4%	\$9,022,607	100%
2011 (2)	\$13,286,097	48%	\$14,283,939	52%	\$27,570,036	100%
2012 (3)	\$55,437,863	85%	\$9,512,193	15%	\$64,950,056	100%
2013 (4)	\$20,650,832	43%	\$26,869,382	57%	\$47,520,214	100%
2014 (4)	\$23,539,000	45%	\$28,195,506	55%	\$51,734,507	100%
2015 (4)	\$25,684,000	45%	\$31,051,401	55%	\$56,735,401	100%
Low-Income (total)	\$24,657,193	50%	\$24,180,475	50%	\$48,837,668	100%
2010 (1)	\$1,371,742	41%	\$1,978,311	59%	\$3,350,053	100%
2011 (2)	\$2,923,400	57%	\$2,201,285	43%	\$5,124,685	100%
2012 (3)	\$1,154,884	11%	\$8,965,213	89%	\$10,120,097	100%
2013 (4)	\$7,021,341	64%	\$3,908,842	36%	\$10,930,183	100%
2014 (4)	\$5,347,021	62%	\$3,224,265	38%	\$8,571,286	100%
2015 (4)	\$6,838,806	64%	\$3,902,559	36%	\$10,741,365	100%
Commercial & Industrial (total)	\$129,383	1%	\$16,564,952	99%	\$16,694,335	100%
2010 (1)	\$1,090,279	40%	\$1,647,198	60%	\$2,737,478	100%
2011 (2)	-\$148,188	-11%	\$1,495,755	111%	\$1,347,567	100%
2012 (3)	-\$863,100	97%	-\$30,651	3%	-\$893,752	100%
2013 (4)	-\$19,266	0%	\$5,821,889	100%	\$5,802,623	100%
2014 (4)	\$26,236	1%	\$3,824,048	99%	\$3,850,284	100%
2015 (4)	\$43,422	1%	\$3,806,713	99%	\$3,850,135	100%
GRAND TOTAL	\$172,018,513	53%	\$151,046,311	47%	\$323,064,824	100%
2010 (1)	\$11,096,165	73%	\$4,013,973	27%	\$15,110,138	100%
2011 (2)	\$16,061,309	47%	\$17,980,978	53%	\$34,042,288	100%
2012 (3)	\$55,729,646	75%	\$18,446,754	25%	\$74,176,401	100%
2013 (4)	\$27,652,907	43%	\$36,600,113	57%	\$64,253,020	100%
2014 (4)	\$28,912,257	45%	\$35,243,819	55%	\$64,156,076	100%
2015 (4)	\$32,566,228	46%	\$38,760,673	54%	\$71,326,901	100%

IV.D Cost Effectiveness - Cape Light Compact
3.1.iii. Benefits Comparison Table - Three Year Plan vs. Previous Years

Year by Sector	Non-Electric Resource Benefits															
	Avoided Natural Gas		No. 2 Distillate		No. 4 Fuel Oil		Propane		Wood		Water		Kerosene		TOTAL	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Residential (total)	\$24,170,022	16%	\$104,066,533	71%	\$0	0%	\$18,331,056	12%	\$0	0%	\$664,325	0%	\$0	0%	\$147,231,937	100%
2010 (1)	\$2,135,291	25%	\$5,371,912	62%	\$0	0%	\$1,072,350	12%	\$0	0%	\$54,591	1%	\$0	0%	\$8,634,144	100%
2011 (2)	\$2,973,874	22%	\$9,030,837	68%	\$0	0%	\$1,256,205	9%	\$0	0%	\$25,180	0%	\$0	0%	\$13,286,097	100%
2012 (3)	\$10,705,549	19%	\$39,837,569	72%	\$0	0%	\$4,705,423	8%	\$0	0%	\$189,323	0%	\$0	0%	\$55,437,863	100%
2013 (4)	\$2,560,020	12%	\$14,992,956	73%	\$0	0%	\$2,999,690	15%	\$0	0%	\$98,166	0%	\$0	0%	\$20,650,832	100%
2014 (4)	\$2,829,515	12%	\$16,658,655	71%	\$0	0%	\$3,904,860	17%	\$0	0%	\$145,970	1%	\$0	0%	\$23,539,000	100%
2015 (4)	\$2,965,772	12%	\$18,174,604	71%	\$0	0%	\$4,392,529	17%	\$0	0%	\$151,096	1%	\$0	0%	\$25,684,000	100%
Low-Income (total)	\$943,923	4%	\$19,201,900	78%	\$0	0%	\$3,913,821	16%	\$0	0%	\$597,548	2%	\$0	0%	\$24,657,193	100%
2010 (1)	\$499,271	36%	\$788,016	57%	\$0	0%	\$49,853	4%	\$0	0%	\$34,602	3%	\$0	0%	\$1,371,742	100%
2011 (2)	\$906,000	31%	\$1,830,624	63%	\$0	0%	\$159,315	5%	\$0	0%	\$27,461	1%	\$0	0%	\$2,923,400	100%
2012 (3)	-\$461,602	-40%	\$1,043,940	90%	\$0	0%	\$326,093	28%	\$0	0%	\$246,453	21%	\$0	0%	\$1,154,884	100%
2013 (4)	\$62	0%	\$5,851,865	83%	\$0	0%	\$1,075,471	15%	\$0	0%	\$93,942	1%	\$0	0%	\$7,021,341	100%
2014 (4)	\$84	0%	\$4,171,681	78%	\$0	0%	\$1,078,469	20%	\$0	0%	\$96,786	2%	\$0	0%	\$5,347,021	100%
2015 (4)	\$107	0%	\$5,515,774	81%	\$0	0%	\$1,224,620	18%	\$0	0%	\$98,304	1%	\$0	0%	\$6,838,806	100%
Commercial & Industrial (total)	-\$2,345,355	-1813%	\$1,748,029	1351%	\$0	0%	\$698,897	540%	\$0	0%	\$27,812	21%	\$0	0%	\$129,383	100%
2010 (1)	\$641,051	59%	\$292,130	27%	\$0	0%	\$157,099	14%	\$0	0%	\$0	0%	\$0	0%	\$1,090,279	100%
2011 (2)	-\$367,172	248%	\$118,822	-80%	\$0	0%	\$100,162	-68%	\$0	0%	\$0	0%	\$0	0%	-\$148,188	100%
2012 (3)	-\$1,225,249	142%	\$189,465	-22%	\$0	0%	\$144,871	-17%	\$0	0%	\$27,812	-3%	\$0	0%	-\$863,100	100%
2013 (4)	-\$505,372	2623%	\$386,858	-2008%	\$0	0%	\$99,248	-515%	\$0	0%	\$0	0%	\$0	0%	-\$19,266	100%
2014 (4)	-\$452,193	-1724%	\$379,641	1447%	\$0	0%	\$98,788	377%	\$0	0%	\$0	0%	\$0	0%	\$26,236	100%
2015 (4)	-\$436,421	-1005%	\$381,114	878%	\$0	0%	\$98,729	227%	\$0	0%	\$0	0%	\$0	0%	\$43,422	100%
GRAND TOTAL	\$22,768,590	13%	\$125,016,462	73%	\$0	0%	\$22,943,775	13%	\$0	0%	\$1,289,686	1%	\$0	0%	\$172,018,513	100%
2010 (1)	\$3,275,613	30%	\$6,452,057	58%	\$0	0%	\$1,279,301	12%	\$0	0%	\$89,193	1%	\$0	0%	\$11,096,165	100%
2011 (2)	\$3,512,703	22%	\$10,980,283	68%	\$0	0%	\$1,515,682	9%	\$0	0%	\$52,641	0%	\$0	0%	\$16,061,309	100%
2012 (3)	\$9,018,698	16%	\$41,070,974	74%	\$0	0%	\$5,176,386	9%	\$0	0%	\$463,588	1%	\$0	0%	\$55,729,646	100%
2013 (4)	\$2,054,711	7%	\$21,231,680	77%	\$0	0%	\$4,174,409	15%	\$0	0%	\$192,108	1%	\$0	0	\$27,652,907	100%
2014 (4)	\$2,377,407	8%	\$21,209,977	73%	\$0	0%	\$5,082,117	18%	\$0	0%	\$242,756	1%	\$0	0	\$28,912,257	100%
2015 (4)	\$2,529,458	8%	\$24,071,492	74%	\$0	0%	\$5,715,878	18%	\$0	0%	\$249,400	1%	\$0	0	\$32,566,228	100%

Notes:

- (1) Actual values from the Cape Light Compact's 2010 Annual Report D.P.U. 11-68, in 2010\$.
- (2) Actual values from the Cape Light Compact's 2011 Annual Report D.P.U. 12-54, in 2011\$.
- (3) As this filing assumes approval of the 2012 Mid-Term Modifications, this data is based on the Cape Light Compact's 2012 Mid-Term Modifications Filing, D.P.U. 11-116, and includes the additional benefits expected to be achieved from an approximately \$8 million in carryover from 2011, in 2012\$.
- (4) See Table IV.D.3.1.i. Values are in 2013\$.

IV.D. Cost Effectiveness - Cape Light Compact
3.2.i. Savings Summary Table

Program	# of Participants	Electric Savings, 2013								
		Capacity (kW)			Energy (MWh)					
		Annual		Lifetime	Summer (Annual)		Winter (Annual)		Total Annual MWh	Lifetime
		Summer	Winter		Peak	Off Peak	Peak	Off Peak		
Residential (total)	75,499	1,873	3,866	18,670	2,118	2,349	5,713	5,992	16,172	134,419
1. Residential Whole House	7,184	563	1,530	8,815	553	592	1,699	1,929	4,773	52,475
2. Residential Products	68,315	1,309	2,336	9,855	1,565	1,757	4,014	4,063	11,399	81,944
3. Residential Hard-to-Measure	0	0	0	0	0	0	0	0	0	0
Residential Statewide Marketing										
Residential DOER Assessment										
Residential EEAC Consultants										
Residential Sponsorship & Subscriptions										
Residential HEAT Loan										
Residential Workforce Development										
Residential R&D and Demonstration										
Residential Education										
Low-Income (total)	725	215	368	3,092	190	206	439	483	1,319	11,191
4. Low-Income Whole House	725	215	368	3,092	190	206	439	483	1,319	11,191
5. Low-Income Hard-to-Measure	0	0	0	0	0	0	0	0	0	0
Low-Income Statewide Marketing										
Low-Income DOER Assessment										
Low-Income Energy Affordability Network										
Commercial & Industrial (total)	1,549	4,893	3,490	56,679	5,792	3,154	9,967	5,253	24,166	266,421
6. C&I New Construction	826	1,901	1,267	22,389	2,223	762	3,497	1,183	7,664	86,578
7. C&I Retrofit	723	2,991	2,223	34,290	3,569	2,392	6,471	4,069	16,502	179,842
8. C&I Hard-to-Measure	0	0	0	0	0	0	0	0	0	0
C&I Statewide Marketing										
C&I DOER Assessment										
C&I EEAC Consultants										
C&I Sponsorships & Subscriptions										
GRAND TOTAL	77,773	6,980	7,724	78,442	8,100	5,709	16,119	11,727	41,658	412,031

Program	# of Participants	Electric Savings, 2014								
		Capacity (kW)			Energy (MWh)					
		Annual		Lifetime	Summer (Annual)		Winter (Annual)		Total Annual MWh	Lifetime
		Summer	Winter		Peak	Off Peak	Peak	Off Peak		
Residential (total)	79,520	1,894	3,956	19,723	2,105	2,319	5,791	6,097	16,312	146,508
1. Residential Whole House	8,746	656	1,794	9,847	615	654	2,037	2,274	5,579	65,187
2. Residential Products	70,774	1,237	2,161	9,876	1,490	1,665	3,755	3,823	10,733	81,321
3. Residential Hard-to-Measure	0	0	0	0	0	0	0	0	0	0
Residential Statewide Marketing										
Residential DOER Assessment										
Residential EEAC Consultants										
Residential Sponsorship & Subscriptions										
Residential HEAT Loan										
Residential Workforce Development										
Residential R&D and Demonstration										
Residential Education										
Low-Income (total)	825	189	377	2,392	205	226	495	537	1,466	12,169
4. Low-Income Whole House	825	189	377	2,392	205	226	495	537	1,466	12,169
5. Low-Income Hard-to-Measure	0	0	0	0	0	0	0	0	0	0
Low-Income Statewide Marketing										
Low-Income DOER Assessment										
Low-Income Energy Affordability Network										
Commercial & Industrial (total)	1,419	4,695	3,197	54,456	5,334	2,385	8,800	3,928	20,447	220,514
6. C&I New Construction	717	1,759	1,151	20,964	2,003	679	3,039	1,027	6,748	77,419
7. C&I Retrofit	702	2,936	2,045	33,491	3,331	1,706	5,762	2,900	13,699	143,096
8. C&I Hard-to-Measure	0	0	0	0	0	0	0	0	0	0
C&I Statewide Marketing										
C&I DOER Assessment										
C&I EEAC Consultants										
C&I Sponsorships & Subscriptions										
GRAND TOTAL	81,764	6,778	7,529	76,571	7,644	4,930	15,087	10,562	38,225	379,191

IV.D. Cost Effectiveness - Cape Light Compact
3.2.i. Savings Summary Table

Program	# of Participants	Electric Savings, 2015								
		Capacity (kW)			Energy (MWh)					
		Annual		Lifetime	Summer (Annual)		Winter (Annual)		Total Annual MWh	Lifetime
		Summer	Winter		Peak	Off Peak	Peak	Off Peak		
Residential (total)	81,938	1,962	4,038	20,805	2,158	2,357	5,891	6,220	16,626	152,960
1. Residential Whole House	10,261	693	1,845	10,169	640	674	2,114	2,367	5,794	67,712
2. Residential Products	71,677	1,270	2,194	10,637	1,518	1,683	3,778	3,853	10,832	85,248
3. Residential Hard-to-Measure	0	0	0	0	0	0	0	0	0	0
Residential Statewide Marketing										
Residential DOER Assessment										
Residential EEAC Consultants										
Residential Sponsorship & Subscriptions										
Residential HEAT Loan										
Residential Workforce Development										
Residential R&D and Demonstration										
Residential Education										
Low-Income (total)	925	230	436	3,069	230	251	550	601	1,635	14,154
4. Low-Income Whole House	925	230	436	3,069	230	251	550	601	1,635	14,154
5. Low-Income Hard-to-Measure	0	0	0	0	0	0	0	0	0	0
Low-Income Statewide Marketing										
Low-Income DOER Assessment										
Low-Income Energy Affordability Network										
Commercial & Industrial (total)	1,360	4,627	3,141	53,612	5,211	2,339	8,544	3,841	19,934	214,709
6. C&I New Construction	658	1,690	1,095	20,280	1,880	633	2,782	940	6,235	72,284
7. C&I Retrofit	702	2,936	2,045	33,332	3,331	1,706	5,762	2,900	13,699	142,425
8. C&I Hard-to-Measure	0	0	0	0	0	0	0	0	0	0
C&I Statewide Marketing										
C&I DOER Assessment										
C&I EEAC Consultants										
C&I Sponsorships & Subscriptions										
GRAND TOTAL	84,223	6,819	7,616	77,486	7,598	4,947	14,985	10,662	38,195	381,823

Program	# of Participants	Electric Savings, 2013-2015								
		Capacity (kW)			Energy (MWh)					
		Annual		Lifetime	Summer (Annual)		Winter (Annual)		Total Annual MWh	Lifetime
		Summer	Winter		Peak	Off Peak	Peak	Off Peak		
Residential (total)	236,957	5,729	11,860	59,199	6,382	7,025	17,396	18,309	49,111	433,888
1. Residential Whole House	26,191	1,912	5,169	28,831	1,809	1,920	5,850	6,569	16,146	185,375
2. Residential Products	210,766	3,817	6,691	30,368	4,573	5,105	11,546	11,739	32,965	248,513
3. Residential Hard-to-Measure	0	0	0	0	0	0	0	0	0	0
Residential Statewide Marketing	0	0	0	0	0	0	0	0	0	0
Residential DOER Assessment	0	0	0	0	0	0	0	0	0	0
Residential EEAC Consultants	0	0	0	0	0	0	0	0	0	0
Residential Sponsorship & Subscriptions	0	0	0	0	0	0	0	0	0	0
Residential HEAT Loan	0	0	0	0	0	0	0	0	0	0
Residential Workforce Development	0	0	0	0	0	0	0	0	0	0
Residential R&D and Demonstration	0	0	0	0	0	0	0	0	0	0
Residential Education	0	0	0	0	0	0	0	0	0	0
Low-Income (total)	2,475	633	1,181	8,553	624	683	1,484	1,621	4,420	37,514
4. Low-Income Whole House	2,475	633	1,181	8,553	624	683	1,484	1,621	4,420	37,514
5. Low-Income Hard-to-Measure	0	0	0	0	0	0	0	0	0	0
Low-Income Statewide Marketing	0	0	0	0	0	0	0	0	0	0
Low-Income DOER Assessment	0	0	0	0	0	0	0	0	0	0
Low-Income Energy Affordability Network	0	0	0	0	0	0	0	0	0	0
Commercial & Industrial (total)	4,328	14,215	9,828	164,747	16,337	7,878	27,312	13,021	64,547	701,644
6. C&I New Construction	2,201	5,351	3,514	63,634	6,106	2,074	9,317	3,151	20,648	236,281
7. C&I Retrofit	2,127	8,864	6,314	101,113	10,231	5,804	17,994	9,870	43,899	465,363
8. C&I Hard-to-Measure	0	0	0	0	0	0	0	0	0	0
C&I Statewide Marketing	0	0	0	0	0	0	0	0	0	0
C&I DOER Assessment	0	0	0	0	0	0	0	0	0	0
C&I EEAC Consultants	0	0	0	0	0	0	0	0	0	0
C&I Sponsorships & Subscriptions	0	0	0	0	0	0	0	0	0	0
GRAND TOTAL	243,760	20,576	22,869	232,499	23,342	15,586	46,191	32,951	118,078	1,173,045

IV.D. Cost Effectiveness - Cape Light Compact
3.2.i. Savings Summary Table

Program	Non Electric Resources, 2013						
	MMBTU						Gallons
	Avoided Natural Gas	No. 2 Distillate	No. 4 Fuel Oil	Propane	Wood	Kerosene	Water
Residential (total)	12,548	27,337	0	3,889	0	0	1,113,195
1. Residential Whole House	12,818	27,337	0	3,889	0	0	1,113,195
2. Residential Products	-269	0	0	0	0	0	0
3. Residential Hard-to-Measure	0	0	0	0	0	0	0
Residential Statewide Marketing							
Residential DOER Assessment							
Residential EEAC Consultants							
Residential Sponsorship & Subscriptions							
Residential HEAT Loan							
Residential Workforce Development							
Residential R&D and Demonstration							
Residential Education							
Low-Income (total)	1	11,611	0	1,409	0	0	1,192,288
4. Low-Income Whole House	1	11,611	0	1,409	0	0	1,192,288
5. Low-Income Hard-to-Measure	0	0	0	0	0	0	0
Low-Income Statewide Marketing							
Low-Income DOER Assessment							
Low-Income Energy Affordability Network							
Commercial & Industrial (total)	-5,389	1,728	0	259	0	0	0
6. C&I New Construction	-1,470	0	0	33	0	0	0
7. C&I Retrofit	-3,919	1,728	0	226	0	0	0
8. C&I Hard-to-Measure	0	0	0	0	0	0	0
C&I Statewide Marketing							
C&I DOER Assessment							
C&I EEAC Consultants							
C&I Sponsorships & Subscriptions							
GRAND TOTAL	7,160	40,676	0	5,557	0	0	2,305,483

Program	Non Electric Resources, 2014						
	MMBTU						Gallons
	Avoided Natural Gas	No. 2 Distillate	No. 4 Fuel Oil	Propane	Wood	Kerosene	Water
Residential (total)	13,722	29,872	0	5,284	0	0	1,668,505
1. Residential Whole House	13,997	29,872	0	5,284	0	0	1,668,505
2. Residential Products	-275	0	0	0	0	0	0
3. Residential Hard-to-Measure	0	0	0	0	0	0	0
Residential Statewide Marketing							
Residential DOER Assessment							
Residential EEAC Consultants							
Residential Sponsorship & Subscriptions							
Residential HEAT Loan							
Residential Workforce Development							
Residential R&D and Demonstration							
Residential Education							
Low-Income (total)	2	8,365	0	1,449	0	0	1,188,433
4. Low-Income Whole House	2	8,365	0	1,449	0	0	1,188,433
5. Low-Income Hard-to-Measure	0	0	0	0	0	0	0
Low-Income Statewide Marketing							
Low-Income DOER Assessment							
Low-Income Energy Affordability Network							
Commercial & Industrial (total)	-4,791	1,698	0	259	0	0	0
6. C&I New Construction	-1,136	0	0	33	0	0	0
7. C&I Retrofit	-3,655	1,698	0	226	0	0	0
8. C&I Hard-to-Measure	0	0	0	0	0	0	0
C&I Statewide Marketing							
C&I DOER Assessment							
C&I EEAC Consultants							
C&I Sponsorships & Subscriptions							
GRAND TOTAL	8,933	39,936	0	6,992	0	0	2,856,938

IV.D. Cost Effectiveness - Cape Light Compact
3.2.i. Savings Summary Table

Program	Non Electric Resources, 2015						
	MMBTU						Gallons
	Avoided Natural Gas	No. 2 Distillate	No. 4 Fuel Oil	Propane	Wood	Kerosene	Water
Residential (total)	14,192	32,735	0	5,904	0	0	1,740,832
1. Residential Whole House	14,472	32,735	0	5,904	0	0	1,740,832
2. Residential Products	-281	0	0	0	0	0	0
3. Residential Hard-to-Measure	0	0	0	0	0	0	0
Residential Statewide Marketing							
Residential DOER Assessment							
Residential EEAC Consultants							
Residential Sponsorship & Subscriptions							
Residential HEAT Loan							
Residential Workforce Development							
Residential R&D and Demonstration							
Residential Education							
Low-Income (total)	2	10,898	0	1,658	0	0	1,216,585
4. Low-Income Whole House	2	10,898	0	1,658	0	0	1,216,585
5. Low-Income Hard-to-Measure	0	0	0	0	0	0	0
Low-Income Statewide Marketing							
Low-Income DOER Assessment							
Low-Income Energy Affordability Network							
Commercial & Industrial (total)	-4,603	1,698	0	259	0	0	0
6. C&I New Construction	-948	0	0	33	0	0	0
7. C&I Retrofit	-3,655	1,698	0	226	0	0	0
8. C&I Hard-to-Measure	0	0	0	0	0	0	0
C&I Statewide Marketing							
C&I DOER Assessment							
C&I EEAC Consultants							
C&I Sponsorships & Subscriptions							
GRAND TOTAL	9,590	45,331	0	7,820	0	0	2,957,417

Program	Non Electric Resources, 2013-2015						
	MMBTU						Gallons
	Avoided Natural Gas	No. 2 Distillate	No. 4 Fuel Oil	Propane	Wood	Kerosene	Water
Residential (total)	40,462	89,945	0	15,077	0	0	4,522,531
1. Residential Whole House	41,287	89,945	0	15,077	0	0	4,522,531
2. Residential Products	-825	0	0	0	0	0	0
3. Residential Hard-to-Measure	0	0	0	0	0	0	0
Residential Statewide Marketing	0	0	0	0	0	0	0
Residential DOER Assessment	0	0	0	0	0	0	0
Residential EEAC Consultants	0	0	0	0	0	0	0
Residential Sponsorship & Subscriptions	0	0	0	0	0	0	0
Residential HEAT Loan	0	0	0	0	0	0	0
Residential Workforce Development	0	0	0	0	0	0	0
Residential R&D and Demonstration	0	0	0	0	0	0	0
Residential Education	0	0	0	0	0	0	0
Low-Income (total)	5	30,874	0	4,516	0	0	3,597,306
4. Low-Income Whole House	5	30,874	0	4,516	0	0	3,597,306
5. Low-Income Hard-to-Measure	0	0	0	0	0	0	0
Low-Income Statewide Marketing	0	0	0	0	0	0	0
Low-Income DOER Assessment	0	0	0	0	0	0	0
Low-Income Energy Affordability Network	0	0	0	0	0	0	0
Commercial & Industrial (total)	-14,783	5,124	0	776	0	0	0
6. C&I New Construction	-3,554	0	0	100	0	0	0
7. C&I Retrofit	-11,229	5,124	0	677	0	0	0
8. C&I Hard-to-Measure	0	0	0	0	0	0	0
C&I Statewide Marketing	0	0	0	0	0	0	0
C&I DOER Assessment	0	0	0	0	0	0	0
C&I EEAC Consultants	0	0	0	0	0	0	0
C&I Sponsorships & Subscriptions	0	0	0	0	0	0	0
GRAND TOTAL	25,683	125,943	0	20,370	0	0	8,119,837

IV.D. Cost Effectiveness - Cape Light Compact
3.2.ii. Savings Comparison Table - Three Year Plan vs. Previous Years

Program	# of Participants (5)	Electric Savings								
		Capacity (kW)			Energy (MWh)				Total Annual MWh	Lifetime
		Annual		Lifetime	Summer (Annual)		Winter (Annual)			
		Summer	Winter		Peak	Off Peak	Peak	Off Peak		
Residential (total)	410,592	13,367	20,424	161,791	12,956	15,343	28,123	33,741	90,162	815,730
2010 (1)	28,116	1,189	1,958	15,504	1,130	1,644	2,329	3,269	8,372	75,217
2011 (2)	63,538	1,506	2,858	13,708	2,217	2,028	5,021	4,510	13,742	116,688
2012 (3)	81,981	4,943	3,748	73,380	3,227	4,645	3,378	7,654	18,937	189,938
2013 (4)	75,499	1,873	3,866	18,670	2,118	2,349	5,713	5,992	16,172	134,419
2014 (4)	79,520	1,894	3,956	19,723	2,105	2,319	5,791	6,097	16,312	146,508
2015 (4)	81,938	1,962	4,038	20,805	2,158	2,357	5,891	6,220	16,626	152,960
Low-Income (total)	6,478	1,057	2,092	13,117	1,182	1,541	2,642	3,337	8,711	81,845
2010 (1)	954	63	125	852	82	126	170	251	628	8,164
2011 (2)	772	108	159	1,228	153	150	334	321	958	11,264
2012 (3)	2,277	253	627	2,484	324	583	654	1,144	2,704	24,903
2013 (4)	725	215	368	3,092	190	206	439	483	1,319	11,191
2014 (4)	825	189	377	2,392	205	226	495	537	1,466	12,169
2015 (4)	925	230	436	3,069	230	251	550	601	1,635	14,154
Commercial & Industrial	6,061	23,090	15,077	279,057	25,467	11,700	41,295	18,920	97,382	1,119,522
2010 (1)	532	1,512	799	21,159	1,957	794	2,539	1,088	6,378	82,565
2011 (2)	660	2,135	1,290	27,003	3,228	1,391	3,935	1,943	10,497	134,400
2012 (3)	541	5,228	3,161	66,148	3,946	1,637	7,509	2,868	15,960	200,914
2013 (4)	1,549	4,893	3,490	56,679	5,792	3,154	9,967	5,253	24,166	266,421
2014 (4)	1,419	4,695	3,197	54,456	5,334	2,385	8,800	3,928	20,447	220,514
2015 (4)	1,360	4,627	3,141	53,612	5,211	2,339	8,544	3,841	19,934	214,709
GRAND TOTAL	423,131	37,514	37,594	453,965	39,605	28,585	72,060	55,998	196,255	2,017,098
2010 (1)	29,602	2,764	2,881	37,514	3,168	2,564	5,038	4,608	15,378	165,946
2011 (2)	64,970	3,749	4,308	41,940	5,598	3,569	9,290	6,774	25,198	262,352
2012 (3)	84,799	10,424	7,536	142,011	7,496	6,865	11,541	11,665	37,601	415,755
2013 (4)	77,773	6,980	7,724	78,442	8,100	5,709	16,119	11,727	41,658	412,031
2014 (4)	81,764	6,778	7,529	76,571	7,644	4,930	15,087	10,562	38,225	379,191
2015 (4)	84,223	6,819	7,616	77,486	7,598	4,947	14,985	10,662	38,195	381,823

Notes:

- (1) Actual values from the Cape Light Compact's 2010 Annual Report D.P.U. 11-68.
- (2) Actual values from the Cape Light Compact's 2011 Annual Report D.P.U. 12-54.
- (3) As this filing assumes approval of the 2012 Mid-Term Modifications, this data is based on the Cape Light Compact's 2012 Mid-Term Modifications Filing, D.P.U. 11-116, and includes the additional savings expected to be achieved from an approximately \$8 million in carryover from 2011.
- (4) See Table IV.D.3.2.i.
- (5) PAs have developed new participant definitions through the common assumptions working group for the 2013-2015 Plan. Historical participant numbers may not be comparable.

IV.D. Cost Effectiveness
3.2.ii. Savings Comparison

Program	Non Electric Resources						
	MMBTU						Gallons
	Avoided Natural Gas	No. 2 Distillate	No. 4 Fuel Oil	Propane	Wood	Kerosene	Water
Residential (total)	107,688	198,645	0	27,544	0	0	8,754,011
2010 (1)	8,256	12,778	0	1,538	0	0	924,978
2011 (2)	11,692	20,587	0	1,931	0	0	417,156
2012 (3)	47,278	75,336	0	8,999	0	0	2,889,346
2013 (4)	12,548	27,337	0	3,889	0	0	1,113,195
2014 (4)	13,722	29,872	0	5,284	0	0	1,668,505
2015 (4)	14,192	32,735	0	5,904	0	0	1,740,832
Low-Income (total)	5,139	39,875	0	5,328	0	0	8,431,585
2010 (1)	2,205	2,046	0	73	0	0	589,111
2011 (2)	3,730	4,303	0	253	0	0	459,192
2012 (3)	-800	2,652	0	485	0	0	3,785,976
2013 (4)	1	11,611	0	1,409	0	0	1,192,288
2014 (4)	2	8,365	0	1,449	0	0	1,188,433
2015 (4)	2	10,898	0	1,658	0	0	1,216,585
Commercial & Industrial	-21,840	8,267	0	1,943	0	0	486,180
2010 (1)	4,764	1,614	0	403	0	0	0
2011 (2)	-3,501	348	0	316	0	0	0
2012 (3)	-8,320	1,181	0	448	0	0	486,180
2013 (4)	-5,389	1,728	0	259	0	0	0
2014 (4)	-4,791	1,698	0	259	0	0	0
2015 (4)	-4,603	1,698	0	259	0	0	0
GRAND TOTAL	90,986	246,787	0	34,815	0	0	17,671,777
2010 (1)	15,225	16,438	0	2,014	0	0	1,514,089
2011 (2)	11,920	25,238	0	2,500	0	0	876,348
2012 (3)	38,158	79,168	0	9,932	0	0	7,161,502
2013 (4)	7,160	40,676	0	5,557	0	0	2,305,483
2014 (4)	8,933	39,936	0	6,992	0	0	2,856,938
2015 (4)	9,590	45,331	0	7,820	0	0	2,957,417

IV.D. Cost Effectiveness - Cape Light Compact
3.3.i.a. Avoided Cost Factors Summary Table

Year	Avoided Cost Factors																Distribution (\$/kW) (2013\$) (2)	Transmission (2013\$) (\$/kW) (2)
	Capacity (\$/kW-yr) (2011\$) (1)		Energy (\$/kWh) (2011\$) (1)				Non-Electric (2011\$) (1)											
	Summer	Winter	Winter		Summer		\$/MMBTU								\$/Gallons			
			Peak	Off Peak	Peak	Off Peak	Res Avoided Natural Gas (Heating)	C&I Avoided Natural Gas (Heating)	Res No. 2 Distillate	C&I No. 2 Distillate	No. 4 Fuel Oil	Propane	Wood	Kerosene	Water			
2013	36.76	\$0.00	\$0.062	\$0.054	\$0.074	\$0.053	8.01	7.85	25.44	21.83	20.83	37.77	9.49	25.20	\$0.0110	\$68.79	\$21.00	
2014	36.76	\$0.00	\$0.064	\$0.056	\$0.077	\$0.055	8.39	8.23	24.69	21.30	20.45	36.55	9.21	24.46	\$0.0110	\$68.79	\$21.00	
2015	36.76	\$0.00	\$0.071	\$0.062	\$0.083	\$0.060	8.86	8.69	24.18	20.95	20.16	35.61	9.02	23.96	\$0.0110	\$68.79	\$21.00	
2016	15.09	\$0.00	\$0.072	\$0.063	\$0.090	\$0.062	8.88	8.71	24.14	20.96	20.15	34.74	9.01	23.92	\$0.0110	\$68.79	\$21.00	
2017	22.21	\$0.00	\$0.073	\$0.065	\$0.091	\$0.062	8.87	8.70	23.94	20.80	20.02	34.07	8.93	23.72	\$0.0110	\$68.79	\$21.00	
2018	31.01	\$0.00	\$0.078	\$0.070	\$0.100	\$0.068	8.89	8.73	24.64	21.44	20.66	34.68	9.19	24.41	\$0.0110	\$68.79	\$21.00	
2019	34.80	\$0.00	\$0.078	\$0.071	\$0.097	\$0.068	8.95	8.78	25.09	21.91	21.17	34.95	9.36	24.86	\$0.0110	\$68.79	\$21.00	
2020	48.69	\$0.00	\$0.080	\$0.070	\$0.092	\$0.069	9.04	8.88	25.47	22.24	21.49	35.19	9.50	25.23	\$0.0110	\$68.79	\$21.00	
2021	49.61	\$0.00	\$0.081	\$0.072	\$0.093	\$0.070	9.15	8.98	25.62	22.41	21.69	35.44	9.56	25.38	\$0.0110	\$68.79	\$21.00	
2022	74.46	\$0.00	\$0.084	\$0.074	\$0.096	\$0.073	9.32	9.15	25.83	22.68	21.96	35.65	9.64	25.59	\$0.0110	\$68.79	\$21.00	
2023	89.72	\$0.00	\$0.089	\$0.078	\$0.100	\$0.077	9.59	9.42	26.17	22.92	22.20	35.95	9.76	25.92	\$0.0110	\$68.79	\$21.00	
2024	98.16	\$0.00	\$0.092	\$0.080	\$0.102	\$0.078	9.76	9.59	26.36	23.08	22.36	36.23	9.84	26.11	\$0.0110	\$68.79	\$21.00	
2025	101.86	\$0.00	\$0.092	\$0.080	\$0.103	\$0.080	9.84	9.68	26.67	23.35	22.64	36.50	9.95	26.42	\$0.0110	\$68.79	\$21.00	
2026	104.09	\$0.00	\$0.092	\$0.080	\$0.105	\$0.080	9.98	9.81	26.95	23.56	22.83	36.66	10.06	26.70	\$0.0110	\$68.79	\$21.00	
2027	104.98	\$0.00	\$0.095	\$0.082	\$0.108	\$0.082	10.11	9.94	27.31	23.89	23.17	36.96	10.19	27.06	\$0.0110	\$68.79	\$21.00	
2028	105.49	\$0.00	\$0.098	\$0.084	\$0.111	\$0.084	10.25	10.08	27.67	24.23	23.51	37.26	10.33	27.41	\$0.0110	\$68.79	\$21.00	
2029	105.62	\$0.00	\$0.101	\$0.086	\$0.114	\$0.086	10.38	10.21	28.04	24.56	23.85	37.57	10.46	27.78	\$0.0110	\$68.79	\$21.00	
2030	105.75	\$0.00	\$0.104	\$0.089	\$0.117	\$0.089	10.52	10.35	28.41	24.91	24.21	37.88	10.60	28.14	\$0.0110	\$68.79	\$21.00	
2031	105.88	\$0.00	\$0.107	\$0.091	\$0.121	\$0.091	10.66	10.49	28.79	25.25	24.56	38.19	10.74	28.52	\$0.0110	\$68.79	\$21.00	
2032	105.88	\$0.00	\$0.110	\$0.093	\$0.124	\$0.094	10.80	10.63	29.17	25.61	24.92	38.50	10.88	28.90	\$0.0110	\$68.79	\$21.00	
2033	105.88	\$0.00	\$0.114	\$0.096	\$0.127	\$0.097	10.94	10.78	29.55	25.96	25.29	38.81	11.03	29.28	\$0.0110	\$68.79	\$21.00	

Notes:

- (1) The Avoided Costs are consistent with the 2011 Avoided Energy Supply Costs in New England Report prepared by Synapse Energy Economics, Inc., in 2011\$.
- (2) The Avoided Transmission and Distribution capacity values are per NSTAR, in 2013\$.

IV.D. Cost Effectiveness - Cape Light Compact

Jeffrey M. Leupold, Hearing Officer

3.3.iii. Distribution & Transmission Avoided Costs Factors Comparison Table - Three Year Plan vs. Previous Years

Avoided Cost Factors		
Year	Distribution (\$/kW)	Transmission (\$/kW)
2010 (1)	\$77.76	\$15.68
2011 (2)	\$77.76	\$15.68
2012 (3)	\$77.76	\$15.68
2013 (4)	\$68.79	\$21.00
2014 (4)	\$68.79	\$21.00
2015 (4)	\$68.79	\$21.00

Notes:

- (1) Actual values from the Cape Light Compact's 2010 Annual Report D.P.U. 11-68, in 2009\$.
- (2) Actual values from the Cape Light Compact's 2011 Annual Report D.P.U. 12-54, in 2009\$.
- (3) As this filing assumes approval of the 2012 Mid-Term Modifications, this data is as filed in the Cape Light Compact's 2012 Mid-Term Modifications Filing, D.P.U. 11-116, in 2009\$
- (4) See Table IV.D.3.3.i.a.

IV.G. Monitoring and Evaluation - Cape Light Compact
2. Evaluation Activities

Evaluation Activities, 2013		
Program	Study	(J)oint/(C)ompany Specific
Residential		
Program 1		
Program 2		
Low-Income		
Program 1		
Program 2		
Commercial & Industrial		
Program 1		
Program 2		

Evaluation Activities, 2014		
Program	Study	(J)oint/(C)ompany Specific
Residential		
Program 1		
Program 2		
Low-Income		
Program 1		
Program 2		
Commercial & Industrial		
Program 1		
Program 2		

Evaluation Activities, 2015		
Program	Study	(J)oint/(C)ompany Specific
Residential		
Program 1		
Program 2		
Low-Income		
Program 1		
Program 2		
Commercial & Industrial		
Program 1		
Program 2		

Notes:

(1) Please refer to the Evaluation, Monitoring & Verification Section of the Joint Statewide Three-Year Plan for details describing EM&V activities planned.

IV.H. Performance Incentive - Cape Light Compact

1. Summary Table

2013				
Sector	After-Tax Performance Incentives	% of PA Costs	Pre-Tax Performance Incentives	% of PA Costs
Residential		0		0
Low-Income		0		0.0%
Commercial & Industrial		0		0.0%
TOTAL	\$0	0.0%	\$0	0.0%

2014				
Sector	After-Tax Performance Incentives	% of PA Costs	Pre-Tax Performance Incentives	% of PA Costs
Residential		0		0.0%
Low-Income		0		0.0%
Commercial & Industrial		0		0.0%
TOTAL	\$0	0.0%	\$0	0.0%

2015				
Sector	After-Tax Performance Incentives	% of PA Costs	Pre-Tax Performance Incentives	% of PA Costs
Residential		0		0.0%
Low-Income		0		0.0%
Commercial & Industrial		0		0.0%
TOTAL	\$0	0.0%	\$0	0.0%

2013-2015				
Sector	After-Tax Performance Incentives	% of PA Costs	Pre-Tax Performance Incentives	% of PA Costs
Residential	\$0	0	\$0	0.0%
Low-Income	\$0	0	\$0	0.0%
Commercial & Industrial	\$0	0	\$0	0.0%
TOTAL	\$0	0.0%	\$0	0.0%

Notes:

(1) Shareholder Performance Incentives are not applicable to The Cape Light Compact.

IV.I. Cost Recovery - Cape Light Compact

1. Lost Base Revenue

Notes:

(1) Lost Base Revenues are not applicable to The Cape Light Compact.

IV.I. Cost Recovery - Cape Light Compact

2. Energy Efficiency Reconciliation Factor

Jeffrey M. Leupold, Hearing Officer

Calculation of the Energy Efficiency Reconciliation Factor, 2013			
Sector	EERF Revenue Requirement (1)	Annual kWh (2)	EERF (\$/kWh) (3)
Residential	\$11,274,177	1,045,709,576	0.01078
Low-Income	\$50,230	54,973,348	0.00091
Commercial & Industrial	\$13,002,404	899,312,513	0.01446
TOTAL	\$24,326,811	1,999,995,437	0.01216

Calculation of the Energy Efficiency Reconciliation Factor, 2014			
Sector	EERF Revenue Requirement (1)	Annual kWh (2)	EERF (\$/kWh) (3)
Residential	\$12,121,871	1,038,370,355	0.01167
Low-Income	\$81,023	54,562,640	0.00148
Commercial & Industrial	\$6,771,941	901,444,276	0.00751
TOTAL	\$18,974,835	1,994,377,272	0.00951

Calculation of the Energy Efficiency Reconciliation Factor, 2015			
Sector	EERF Revenue Requirement (1)	Annual kWh (2)	EERF (\$/kWh) (3)
Residential	\$13,542,183	1,035,249,076	0.01308
Low-Income	\$98,586	54,388,884	0.00181
Commercial & Industrial	\$6,956,413	903,703,862	0.00770
TOTAL	\$20,597,183	1,993,341,822	0.01033

Notes:

- (1) See Table IV.B.3.6. EERF Funding.
- (2) See Table IV.B.3.1. Systems Benefit Charge Funds, kWh Sales.
- (3) EERF = EERF Revenue Requirement / Annual kWh

V.B. Allocation of Funds - Cape Light Compact

1. Low Income Minimum

Jeffrey M. Leupold, Hearing Officer

Electric Minimum Allocation to Low Income for 2013				
Sector	SBC Collections	% of Total SBC Collections	Budget	% of Total Budget
Residential	\$2,614,274	52.3%	\$12,962,378	43.4%
Low-Income (1)	\$137,433	2.7%	\$3,305,799	11.1%
Commercial & Industrial	\$2,248,281	45.0%	\$13,589,800	45.5%
TOTAL	\$4,999,989	100.0%	\$29,857,977	100.0%

Electric Minimum Allocation to Low Income for 2014				
Sector	SBC Collections	% of Total SBC Collections	Budget	% of Total Budget
Residential	\$2,595,926	52.1%	\$14,213,515	54.8%
Low-Income (1)	\$136,407	2.7%	\$3,152,492	12.1%
Commercial & Industrial	\$2,253,611	45.2%	\$8,587,768	33.1%
TOTAL	\$4,985,943	100.0%	\$25,953,775	100.0%

Electric Minimum Allocation to Low Income for 2015				
Sector	SBC Collections	% of Total SBC Collections	Budget	% of Total Budget
Residential	\$2,588,123	51.9%	\$15,344,920	55.4%
Low-Income (1)	\$135,972	2.7%	\$3,806,461	13.8%
Commercial & Industrial	\$2,259,260	45.3%	\$8,530,083	30.8%
TOTAL	\$4,983,355	100.0%	\$27,681,464	100.0%

Electric Minimum Allocation to Low Income for 2013-2015				
Sector	SBC Collections	% of Total SBC Collections	Budget	% of Total Budget
Residential	\$7,798,323	52.1%	\$42,520,813	50.9%
Low-Income (1)	\$409,812	2.7%	\$10,264,752	12.3%
Commercial & Industrial	\$6,761,152	45.2%	\$30,707,651	36.8%
TOTAL	\$14,969,286	100.0%	\$83,493,216	100.0%

Notes:

(1)"% of Total Budget" for the Low Income sector needs to be at least 10%, or the percentage that is collected from Low Income customers through the SBC.

V.D. Outsourced/Competitive Procured Services - Cape Light Compact
1. Summary Table

Program	Program Planning and Administration (1)													
	2013						2014							
	In-House Activities		Outsourced Activities				TOTAL	In-House Activities		Outsourced Activities				TOTAL
			Competitively Procured		Non-Competitively Procured					Competitively Procured		Non-Competitively Procured		
\$	%	\$	% of Outsource	\$	% of Outsource	\$	\$	%	\$	% of Outsource	\$	% of Outsource	\$	
Residential (total)	\$148,701	28%	\$223,521	59%	\$154,052	41%	\$526,274	\$155,603	28%	\$234,698	59%	\$163,180	41%	\$553,481
1. Residential Whole House	\$119,488	29%	\$176,223	60%	\$117,173	40%	\$412,884	\$124,930	29%	\$185,034	60%	\$124,156	40%	\$434,120
2. Residential Products	\$29,213	27%	\$47,299	60%	\$31,450	40%	\$107,961	\$30,674	27%	\$49,664	60%	\$33,324	40%	\$113,661
3. Residential Hard-to-Measure	\$0	0%	\$0	0%	\$5,429	100%	\$5,429	\$0	0%	\$0	0%	\$5,700	100%	\$5,700
Residential Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential DOER Assessment	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Sponsorship & Subscriptions	\$0	0%	\$0	0%	\$5,429	100%	\$5,429	\$0	0%	\$0	0%	\$5,700	100%	\$5,700
Residential HEAT Loan	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Workforce Development	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential R&D and Demonstration	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Education	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income (total)	\$35,998	21%	\$58,284	60%	\$38,754	40%	\$133,035	\$37,797	27%	\$61,198	60%	\$41,063	40%	\$140,059
4. Low-Income Whole House	\$35,998	27%	\$58,284	60%	\$38,754	40%	\$133,035	\$37,797	27%	\$61,198	60%	\$41,063	40%	\$140,059
5. Low-Income Hard-to-Measure	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income DOER Assessment	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income Energy Affordability Network	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Commercial & Industrial (total)	\$116,252	27%	\$188,225	59%	\$129,725	41%	\$434,202	\$122,065	27%	\$197,636	59%	\$137,412	41%	\$457,113
6. C&I New Construction	\$24,064	27%	\$38,962	60%	\$25,907	40%	\$88,933	\$25,267	27%	\$40,911	60%	\$27,451	40%	\$93,629
7. C&I Retrofit	\$92,188	27%	\$149,262	60%	\$99,247	40%	\$340,697	\$96,798	27%	\$156,725	60%	\$105,161	40%	\$358,684
8. C&I Hard-to-Measure	\$0	0%	\$0	0%	\$4,571	100%	\$4,571	\$0	0%	\$0	0%	\$4,800	100%	\$4,800
C&I Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I DOER Assessment	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I Sponsorships & Subscriptions	\$0	0%	\$0	0%	\$4,571	100%	\$4,571	\$0	0%	\$0	0%	\$4,800	100%	\$4,800
TOTAL	\$300,951	28%	\$470,030	59%	\$322,530	41%	\$1,093,511	\$315,466	27%	\$493,532	59%	\$341,655	41%	\$1,150,653

Program	Marketing and Advertising (1)													
	2013						2014							
	In-House Activities		Outsourced Activities				TOTAL	In-House Activities		Outsourced Activities				TOTAL
			Competitively Procured		Non-Competitively Procured					Competitively Procured		Non-Competitively Procured		
\$	%	\$	% of Outsource	\$	% of Outsource	\$	\$	%	\$	% of Outsource	\$	% of Outsource	\$	
Residential (total)	\$122,185	22%	\$336,188	77%	\$100,000	23%	\$558,373	\$122,185	22%	\$344,948	78%	\$100,000	22%	\$567,133
1. Residential Whole House	\$0	0%	\$176,469	100%	\$0	0%	\$176,469	\$0	0%	\$184,514	100%	\$0	0%	\$184,514
2. Residential Products	\$0	0%	\$159,718	100%	\$0	0%	\$159,718	\$0	0%	\$160,434	100%	\$0	0%	\$160,434
3. Residential Hard-to-Measure	\$122,185	55%	\$0	0%	\$100,000	100%	\$222,185	\$122,185	55%	\$0	0%	\$100,000	100%	\$222,185
Residential Statewide Marketing	\$122,185	100%	\$0	0%	\$0	0%	\$122,185	\$122,185	100%	\$0	0%	\$0	0%	\$122,185
Residential DOER Assessment	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Sponsorship & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential HEAT Loan	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Workforce Development	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential R&D and Demonstration	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Education	\$0	0%	\$0	0%	\$100,000	100%	\$100,000	\$0	0%	\$0	0%	\$100,000	100%	\$100,000
Low-Income (total)	\$20,364	30%	\$24,880	52%	\$23,297	48%	\$68,542	\$20,364	29%	\$26,624	55%	\$22,179	45%	\$69,167
4. Low-Income Whole House	\$0	0%	\$24,880	100%	\$0	0%	\$24,880	\$0	0%	\$26,624	100%	\$0	0%	\$26,624
5. Low-Income Hard-to-Measure	\$20,364	47%	\$0	0%	\$23,297	100%	\$43,662	\$20,364	48%	\$0	0%	\$22,179	100%	\$42,543
Low-Income Statewide Marketing	\$20,364	100%	\$0	0%	\$0	0%	\$20,364	\$20,364	100%	\$0	0%	\$0	0%	\$20,364
Low-Income DOER Assessment	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income Energy Affordability Network	\$0	0%	\$0	0%	\$23,297	100%	\$23,297	\$0	0%	\$0	0%	\$22,179	100%	\$22,179
Commercial & Industrial (total)	\$62,450	57%	\$48,054	100%	\$0	0%	\$110,505	\$62,450	55%	\$50,457	100%	\$0	0%	\$112,907
6. C&I New Construction	\$0	0%	\$9,947	100%	\$0	0%	\$9,947	\$0	0%	\$10,445	100%	\$0	0%	\$10,445
7. C&I Retrofit	\$0	0%	\$38,107	100%	\$0	0%	\$38,107	\$0	0%	\$40,012	100%	\$0	0%	\$40,012
8. C&I Hard-to-Measure	\$62,450	100%	\$0	0%	\$0	0%	\$62,450	\$62,450	100%	\$0	0%	\$0	0%	\$62,450
C&I Statewide Marketing	\$62,450	100%	\$0	0%	\$0	0%	\$62,450	\$62,450	100%	\$0	0%	\$0	0%	\$62,450
C&I DOER Assessment	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I Sponsorships & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
TOTAL	\$205,000	28%	\$409,122	77%	\$123,297	23%	\$737,419	\$205,000	27%	\$422,029	78%	\$122,179	22%	\$749,208

V.D. Outsourced/Competitive Procured Services - Cape Light Compact
1. Summary Table

Program	Sales, Technical Assistance & Training (1)													
	2013						2014							
	In-House Activities		Outsourced Activities				TOTAL	In-House Activities		Outsourced Activities				TOTAL
	\$	%	Competitively Procured		Non-Competitively Procured			\$	%	Competitively Procured		Non-Competitively Procured		
\$			% of Outsource	\$	% of Outsource	\$	% of Outsource			\$	% of Outsource			
Residential (total)	\$555,896	30%	\$1,276,500	100%	\$0	0%	\$1,832,396	\$579,234	31%	\$1,312,500	100%	\$0	0%	\$1,891,734
1. Residential Whole House	\$367,992	43%	\$489,000	100%	\$0	0%	\$856,992	\$386,391	42%	\$525,000	100%	\$0	0%	\$911,391
2. Residential Products	\$98,770	20%	\$398,500	100%	\$0	0%	\$497,270	\$103,709	21%	\$398,500	100%	\$0	0%	\$502,209
3. Residential Hard-to-Measure	\$89,134	19%	\$389,000	100%	\$0	0%	\$478,134	\$89,134	19%	\$389,000	100%	\$0	0%	\$478,134
Residential Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential DOER Assessment	\$89,134	100%	\$0	0%	\$0	0%	\$89,134	\$89,134	100%	\$0	0%	\$0	0%	\$89,134
Residential EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Sponsorship & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential HEAT Loan	\$0	0%	\$300,000	100%	\$0	0%	\$300,000	\$0	0%	\$300,000	100%	\$0	0%	\$300,000
Residential Workforce Development	\$0	0%	\$89,000	100%	\$0	0%	\$89,000	\$0	0%	\$89,000	100%	\$0	0%	\$89,000
Residential R&D and Demonstration	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Education	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income (total)	\$139,967	21%	\$475,000	92%	\$38,829	8%	\$653,796	\$146,052	25%	\$406,000	92%	\$36,965	8%	\$589,018
4. Low-Income Whole House	\$121,709	20%	\$475,000	100%	\$0	0%	\$596,709	\$127,795	24%	\$406,000	100%	\$0	0%	\$533,795
5. Low-Income Hard-to-Measure	\$18,258	32%	\$0	0%	\$38,829	100%	\$57,087	\$18,258	33%	\$0	0%	\$36,965	100%	\$55,223
Low-Income Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income DOER Assessment	\$18,258	100%	\$0	0%	\$0	0%	\$18,258	\$18,258	100%	\$0	0%	\$0	0%	\$18,258
Low-Income Energy Affordability Network	\$0	0%	\$0	0%	\$38,829	100%	\$38,829	\$0	0%	\$0	0%	\$36,965	100%	\$36,965
Commercial & Industrial (total)	\$443,592	30%	\$1,033,421	100%	\$0	0%	\$1,477,013	\$463,245	40%	\$705,983	100%	\$0	0%	\$1,169,228
6. C&I New Construction	\$81,362	29%	\$199,666	100%	\$0	0%	\$281,028	\$85,430	32%	\$180,475	100%	\$0	0%	\$265,905
7. C&I Retrofit	\$311,692	27%	\$833,755	100%	\$0	0%	\$1,145,447	\$327,277	38%	\$525,508	100%	\$0	0%	\$852,785
8. C&I Hard-to-Measure	\$50,537	100%	\$0	0%	\$0	0%	\$50,537	\$50,537	100%	\$0	0%	\$0	0%	\$50,537
C&I Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I DOER Assessment	\$50,537	100%	\$0	0%	\$0	0%	\$50,537	\$50,537	100%	\$0	0%	\$0	0%	\$50,537
C&I EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I Sponsorships & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
TOTAL	\$1,139,455	29%	\$2,784,921	99%	\$38,829	1%	\$3,963,205	\$1,188,531	33%	\$2,424,483	98%	\$36,965	2%	\$3,649,979

Program	Evaluation and Market Research (1)													
	2013						2014							
	In-House Activities		Outsourced Activities				TOTAL	In-House Activities		Outsourced Activities				TOTAL
	\$	%	Competitively Procured		Non-Competitively Procured			\$	%	Competitively Procured		Non-Competitively Procured		
\$			% of Outsource	\$	% of Outsource	\$	% of Outsource			\$	% of Outsource			
Residential (total)	\$11,389	2%	\$445,370	100%	\$0	0%	\$456,759	\$11,389	2%	\$486,159	100%	\$0	0%	\$497,548
1. Residential Whole House	\$0	0%	\$365,447	100%	\$0	0%	\$365,447	\$0	0%	\$399,012	100%	\$0	0%	\$399,012
2. Residential Products	\$0	0%	\$79,923	100%	\$0	0%	\$79,923	\$0	0%	\$87,147	100%	\$0	0%	\$87,147
3. Residential Hard-to-Measure	\$11,389	100%	\$0	0%	\$0	0%	\$11,389	\$11,389	100%	\$0	0%	\$0	0%	\$11,389
Residential Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential DOER Assessment	\$11,389	100%	\$0	0%	\$0	0%	\$11,389	\$11,389	100%	\$0	0%	\$0	0%	\$11,389
Residential EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Sponsorship & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential HEAT Loan	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Workforce Development	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential R&D and Demonstration	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Education	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income (total)	\$2,970	3%	\$113,868	100%	\$0	0%	\$116,838	\$2,970	3%	\$108,232	100%	\$0	0%	\$111,202
4. Low-Income Whole House	\$0	0%	\$113,868	100%	\$0	0%	\$113,868	\$0	0%	\$108,232	100%	\$0	0%	\$108,232
5. Low-Income Hard-to-Measure	\$2,970	100%	\$0	0%	\$0	0%	\$2,970	\$2,970	100%	\$0	0%	\$0	0%	\$2,970
Low-Income Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income DOER Assessment	\$2,970	100%	\$0	0%	\$0	0%	\$2,970	\$2,970	100%	\$0	0%	\$0	0%	\$2,970
Low-Income Energy Affordability Network	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Commercial & Industrial (total)	\$9,591	2%	\$468,171	100%	\$0	0%	\$477,762	\$9,591	3%	\$294,797	100%	\$0	0%	\$304,388
6. C&I New Construction	\$0	0%	\$143,037	100%	\$0	0%	\$143,037	\$0	0%	\$97,197	100%	\$0	0%	\$97,197
7. C&I Retrofit	\$0	0%	\$325,135	100%	\$0	0%	\$325,135	\$0	0%	\$197,601	100%	\$0	0%	\$197,601
8. C&I Hard-to-Measure	\$9,591	100%	\$0	0%	\$0	0%	\$9,591	\$9,591	100%	\$0	0%	\$0	0%	\$9,591
C&I Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I DOER Assessment	\$9,591	100%	\$0	0%	\$0	0%	\$9,591	\$9,591	100%	\$0	0%	\$0	0%	\$9,591
C&I EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I Sponsorships & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
TOTAL	\$23,950	2%	\$1,027,409	100%	\$0	0%	\$1,051,359	\$23,950	3%	\$889,188	100%	\$0	0%	\$913,138

V.D. Outsourced/Competitive Procured Services - Cape Light Compact
1. Summary Table

Program	TOTAL (1)													
	2013						2014							
	In-House Activities		Outsourced Activities				TOTAL	In-House Activities		Outsourced Activities				TOTAL
			Competitively Procured		Non-Competitively Procured					Competitively Procured		Non-Competitively Procured		
\$	%	\$	% of Outsource	\$	% of Outsource	\$	\$	%	\$	% of Outsource	\$	% of Outsource	\$	
Residential (total)	\$838,171	25%	\$2,281,579	90%	\$254,052	10%	\$3,373,802	\$868,412	25%	\$2,378,304	90%	\$263,180	10%	\$3,509,896
1. Residential Whole House	\$487,480	27%	\$1,207,139	91%	\$117,173	9%	\$1,811,792	\$511,321	27%	\$1,293,559	91%	\$124,156	9%	\$1,929,037
2. Residential Products	\$127,983	15%	\$685,440	96%	\$31,450	4%	\$844,872	\$134,382	16%	\$695,745	95%	\$33,324	5%	\$863,451
3. Residential Hard-to-Measure	\$222,709	31%	\$389,000	79%	\$105,429	21%	\$717,137	\$222,709	31%	\$389,000	79%	\$105,700	21%	\$717,409
Residential Statewide Marketing	\$122,185	100%	\$0	0%	\$0	0%	\$122,185	\$122,185	100%	\$0	0%	\$0	0%	\$122,185
Residential DOER Assessment	\$100,523	100%	\$0	0%	\$0	0%	\$100,523	\$100,523	100%	\$0	0%	\$0	0%	\$100,523
Residential EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Sponsorship & Subscriptions	\$0	0%	\$0	0%	\$5,429	100%	\$5,429	\$0	0%	\$0	0%	\$5,700	100%	\$5,700
Residential HEAT Loan	\$0	0%	\$300,000	100%	\$0	0%	\$300,000	\$0	0%	\$300,000	100%	\$0	0%	\$300,000
Residential Workforce Development	\$0	0%	\$89,000	100%	\$0	0%	\$89,000	\$0	0%	\$89,000	100%	\$0	0%	\$89,000
Residential R&D and Demonstration	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Education	\$0	0%	\$0	0%	\$100,000	100%	\$100,000	\$0	0%	\$0	0%	\$100,000	100%	\$100,000
Low-Income (total)	\$199,299	20%	\$672,032	87%	\$100,880	13%	\$972,210	\$207,184	23%	\$602,054	86%	\$100,208	14%	\$909,446
4. Low-Income Whole House	\$157,707	18%	\$672,032	95%	\$38,754	5%	\$868,492	\$165,592	20%	\$602,054	94%	\$41,063	6%	\$808,709
5. Low-Income Hard-to-Measure	\$41,592	40%	\$0	0%	\$62,126	100%	\$103,718	\$41,592	41%	\$0	0%	\$59,145	100%	\$100,737
Low-Income Statewide Marketing	\$20,364	100%	\$0	0%	\$0	0%	\$20,364	\$20,364	100%	\$0	0%	\$0	0%	\$20,364
Low-Income DOER Assessment	\$21,228	100%	\$0	0%	\$0	0%	\$21,228	\$21,228	100%	\$0	0%	\$0	0%	\$21,228
Low-Income Energy Affordability Network	\$0	0%	\$0	0%	\$62,126	100%	\$62,126	\$0	0%	\$0	0%	\$59,145	100%	\$59,145
Commercial & Industrial (total)	\$631,885	25%	\$1,737,871	93%	\$129,725	7%	\$2,499,482	\$657,351	32%	\$1,248,873	90%	\$137,412	10%	\$2,043,636
6. C&I New Construction	\$105,426	20%	\$391,612	94%	\$25,907	6%	\$522,946	\$110,698	24%	\$329,027	92%	\$27,451	8%	\$467,175
7. C&I Retrofit	\$403,881	22%	\$1,346,259	93%	\$99,247	7%	\$1,849,386	\$424,075	29%	\$919,847	90%	\$105,161	10%	\$1,449,083
8. C&I Hard-to-Measure	\$122,579	96%	\$0	0%	\$4,571	100%	\$127,150	\$122,579	96%	\$0	0%	\$4,800	100%	\$127,378
C&I Statewide Marketing	\$62,450	100%	\$0	0%	\$0	0%	\$62,450	\$62,450	100%	\$0	0%	\$0	0%	\$62,450
C&I DOER Assessment	\$60,128	100%	\$0	0%	\$0	0%	\$60,128	\$60,128	100%	\$0	0%	\$0	0%	\$60,128
C&I EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I Sponsorships & Subscriptions	\$0	0%	\$0	0%	\$4,571	100%	\$4,571	\$0	0%	\$0	0%	\$4,800	100%	\$4,800
TOTAL	\$1,669,356	24%	\$4,691,482	90%	\$484,657	9%	\$6,845,494	\$1,732,947	27%	\$4,229,232	89%	\$500,800	11%	\$6,462,978

Notes:
(1) Where not otherwise indicated, budgets for each year are represented in nominal dollars (2013\$, 2014\$, 2015\$).

V.D. Outsourced/Competitive Procured Services
1. Summary Table

Program	Program Planning and Administration (1)													
	2015						2013-2015							
	In-House Activities		Outsourced Activities				TOTAL	In-House Activities		Outsourced Activities				TOTAL
	\$	%	Competitively Procured		Non-Competitively Procured			\$	\$	%	Competitively Procured		Non-Competitively Procured	
\$			% of Outsource	\$	% of Outsource	\$	\$				% of Outsource	\$	% of Outsource	
Residential (total)	\$162,851	28%	\$246,432	59%	\$172,765	41%	\$582,049	\$467,156	28%	\$704,652	59%	\$489,997	41%	\$1,661,804
1. Residential Whole House	\$130,644	29%	\$194,286	60%	\$131,488	40%	\$456,418	\$375,062	29%	\$555,542	60%	\$372,817	40%	\$1,303,422
2. Residential Products	\$32,207	27%	\$52,147	60%	\$35,292	40%	\$119,646	\$92,094	27%	\$149,109	60%	\$100,065	40%	\$341,268
3. Residential Hard-to-Measure	\$0	0%	\$0	0%	\$5,985	100%	\$5,985	\$0	0%	\$0	0%	\$17,114	100%	\$17,114
Residential Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential DOER Assessment	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Sponsorship & Subscriptions	\$0	0%	\$0	0%	\$5,985	100%	\$5,985	\$0	0%	\$0	0%	\$17,114	100%	\$17,114
Residential HEAT Loan	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Workforce Development	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential R&D and Demonstration	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Education	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income (total)	\$39,687	27%	\$64,258	60%	\$43,488	40%	\$147,433	\$113,482	33%	\$183,739	60%	\$123,305	40%	\$420,527
4. Low-Income Whole House	\$39,687	27%	\$64,258	60%	\$43,488	40%	\$147,433	\$113,482	27%	\$183,739	60%	\$123,305	40%	\$420,527
5. Low-Income Hard-to-Measure	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income DOER Assessment	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income Energy Affordability Network	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Commercial & Industrial (total)	\$128,168	27%	\$207,518	59%	\$145,483	41%	\$481,169	\$366,486	27%	\$593,379	59%	\$412,620	41%	\$1,372,485
6. C&I New Construction	\$26,531	27%	\$42,956	60%	\$29,072	40%	\$98,559	\$75,862	27%	\$122,829	60%	\$82,429	40%	\$281,121
7. C&I Retrofit	\$101,637	27%	\$164,562	60%	\$111,372	40%	\$377,571	\$290,623	27%	\$470,549	60%	\$315,780	40%	\$1,076,953
8. C&I Hard-to-Measure	\$0	0%	\$0	0%	\$5,040	100%	\$5,040	\$0	0%	\$0	0%	\$14,411	100%	\$14,411
C&I Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I DOER Assessment	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I Sponsorships & Subscriptions	\$0	0%	\$0	0%	\$5,040	100%	\$5,040	\$0	0%	\$0	0%	\$14,411	100%	\$14,411
TOTAL	\$330,707	27%	\$518,208	59%	\$361,737	41%	\$1,210,651	\$947,123	27%	\$1,481,770	59%	\$1,025,922	40%	\$3,454,815

Program	Marketing and Advertising (1)													
	2015						2013-2015							
	In-House Activities		Outsourced Activities				TOTAL	In-House Activities		Outsourced Activities				TOTAL
	\$	%	Competitively Procured		Non-Competitively Procured			\$	\$	%	Competitively Procured		Non-Competitively Procured	
\$			% of Outsource	\$	% of Outsource	\$	\$				% of Outsource	\$	% of Outsource	
Residential (total)	\$122,185	21%	\$352,046	78%	\$100,000	22%	\$574,231	\$366,556	22%	\$1,033,182	77%	\$300,000	23%	\$1,699,738
1. Residential Whole House	\$0	0%	\$189,863	100%	\$0	0%	\$189,863	\$0	0%	\$550,846	100%	\$0	0%	\$550,846
2. Residential Products	\$0	0%	\$162,183	100%	\$0	0%	\$162,183	\$0	0%	\$482,336	100%	\$0	0%	\$482,336
3. Residential Hard-to-Measure	\$122,185	55%	\$0	0%	\$100,000	100%	\$222,185	\$366,556	55%	\$0	0%	\$300,000	100%	\$666,556
Residential Statewide Marketing	\$122,185	100%	\$0	0%	\$0	0%	\$122,185	\$366,556	100%	\$0	0%	\$0	0%	\$366,556
Residential DOER Assessment	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Sponsorship & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential HEAT Loan	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Workforce Development	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential R&D and Demonstration	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Education	\$0	0%	\$0	0%	\$100,000	100%	\$100,000	\$0	0%	\$0	0%	\$300,000	100%	\$300,000
Low-Income (total)	\$20,364	27%	\$27,405	51%	\$26,788	49%	\$74,558	\$61,093	29%	\$78,909	52%	\$72,265	48%	\$212,267
4. Low-Income Whole House	\$0	0%	\$27,405	100%	\$0	0%	\$27,405	\$0	0%	\$78,909	100%	\$0	0%	\$78,909
5. Low-Income Hard-to-Measure	\$20,364	43%	\$0	0%	\$26,788	100%	\$47,152	\$61,093	46%	\$0	0%	\$72,265	100%	\$133,357
Low-Income Statewide Marketing	\$20,364	100%	\$0	0%	\$0	0%	\$20,364	\$61,093	100%	\$0	0%	\$0	0%	\$61,093
Low-Income DOER Assessment	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income Energy Affordability Network	\$0	0%	\$0	0%	\$26,788	100%	\$26,788	\$0	0%	\$0	0%	\$72,265	100%	\$72,265
Commercial & Industrial (total)	\$62,450	54%	\$52,980	100%	\$0	0%	\$115,430	\$187,351	55%	\$151,491	100%	\$0	0%	\$338,842
6. C&I New Construction	\$0	0%	\$10,967	100%	\$0	0%	\$10,967	\$0	0%	\$31,359	100%	\$0	0%	\$31,359
7. C&I Retrofit	\$0	0%	\$42,013	100%	\$0	0%	\$42,013	\$0	0%	\$120,133	100%	\$0	0%	\$120,133
8. C&I Hard-to-Measure	\$62,450	100%	\$0	0%	\$0	0%	\$62,450	\$187,351	100%	\$0	0%	\$0	0%	\$187,351
C&I Statewide Marketing	\$62,450	100%	\$0	0%	\$0	0%	\$62,450	\$187,351	100%	\$0	0%	\$0	0%	\$187,351
C&I DOER Assessment	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I Sponsorships & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
TOTAL	\$205,000	27%	\$432,431	77%	\$126,788	23%	\$764,219	\$615,000	27%	\$1,263,582	77%	\$372,265	23%	\$2,250,847

V.D. Outsourced/Competitive Procured Services
1. Summary Table

Program	Sales, Technical Assistance & Training (1)													
	2015						2013-2015							
	In-House Activities		Outsourced Activities				TOTAL	In-House Activities		Outsourced Activities				TOTAL
	\$	%	Competitively Procured		Non-Competitively Procured			\$	\$	%	Competitively Procured		Non-Competitively Procured	
\$			% of Outsource	\$	% of Outsource	\$	% of Outsource				\$	% of Outsource		
Residential (total)	\$603,739	31%	\$1,354,500	100%	\$0	0%	\$1,958,239	\$1,738,868	31%	\$3,943,500	100%	\$0	0%	\$5,682,368
1. Residential Whole House	\$405,711	42%	\$567,000	100%	\$0	0%	\$972,711	\$1,160,094	42%	\$1,581,000	100%	\$0	0%	\$2,741,094
2. Residential Products	\$108,894	21%	\$398,500	100%	\$0	0%	\$507,394	\$311,373	21%	\$1,195,500	100%	\$0	0%	\$1,506,873
3. Residential Hard-to-Measure	\$89,134	19%	\$389,000	100%	\$0	0%	\$478,134	\$267,402	19%	\$1,167,000	100%	\$0	0%	\$1,434,402
Residential Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential DOER Assessment	\$89,134	100%	\$0	0%	\$0	0%	\$89,134	\$267,402	100%	\$0	0%	\$0	0%	\$267,402
Residential EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Sponsorship & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential HEAT Loan	\$0	0%	\$300,000	100%	\$0	0%	\$300,000	\$0	0%	\$900,000	100%	\$0	0%	\$900,000
Residential Workforce Development	\$0	0%	\$89,000	100%	\$0	0%	\$89,000	\$0	0%	\$267,000	100%	\$0	0%	\$267,000
Residential R&D and Demonstration	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Education	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income (total)	\$152,442	22%	\$491,000	92%	\$44,647	8%	\$688,089	\$438,462	23%	\$1,372,000	92%	\$120,441	8%	\$1,930,903
4. Low-Income Whole House	\$134,184	21%	\$491,000	100%	\$0	0%	\$625,184	\$383,688	22%	\$1,372,000	100%	\$0	0%	\$1,755,688
5. Low-Income Hard-to-Measure	\$18,258	29%	\$0	0%	\$44,647	100%	\$62,905	\$54,774	31%	\$0	0%	\$120,441	100%	\$175,215
Low-Income Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income DOER Assessment	\$18,258	100%	\$0	0%	\$0	0%	\$18,258	\$54,774	100%	\$0	0%	\$0	0%	\$54,774
Low-Income Energy Affordability Network	\$0	0%	\$0	0%	\$44,647	100%	\$44,647	\$0	0%	\$0	0%	\$120,441	100%	\$120,441
Commercial & Industrial (total)	\$483,880	41%	\$694,952	100%	\$0	0%	\$1,178,832	\$1,390,716	36%	\$2,434,356	100%	\$0	0%	\$3,825,072
6. C&I New Construction	\$89,702	35%	\$169,444	100%	\$0	0%	\$259,146	\$256,494	32%	\$549,585	100%	\$0	0%	\$806,079
7. C&I Retrofit	\$343,641	40%	\$525,508	100%	\$0	0%	\$869,149	\$982,610	34%	\$1,884,772	100%	\$0	0%	\$2,867,381
8. C&I Hard-to-Measure	\$50,537	100%	\$0	0%	\$0	0%	\$50,537	\$151,612	100%	\$0	0%	\$0	0%	\$151,612
C&I Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I DOER Assessment	\$50,537	100%	\$0	0%	\$0	0%	\$50,537	\$151,612	100%	\$0	0%	\$0	0%	\$151,612
C&I EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I Sponsorships & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
TOTAL	\$1,240,060	32%	\$2,540,452	98%	\$44,647	2%	\$3,825,159	\$3,568,046	31%	\$7,749,856	98%	\$120,441	2%	\$11,438,343

Program	Evaluation and Market Research (1)													
	2015						2013-2015							
	In-House Activities		Outsourced Activities				TOTAL	In-House Activities		Outsourced Activities				TOTAL
	\$	%	Competitively Procured		Non-Competitively Procured			\$	\$	%	Competitively Procured		Non-Competitively Procured	
\$			% of Outsource	\$	% of Outsource	\$	% of Outsource				\$	% of Outsource		
Residential (total)	\$11,389	2%	\$525,133	100%	\$0	0%	\$536,522	\$34,168	2%	\$1,456,661	100%	\$0	0%	\$1,490,830
1. Residential Whole House	\$0	0%	\$435,682	100%	\$0	0%	\$435,682	\$0	0%	\$1,200,141	100%	\$0	0%	\$1,200,141
2. Residential Products	\$0	0%	\$89,451	100%	\$0	0%	\$89,451	\$0	0%	\$256,520	100%	\$0	0%	\$256,520
3. Residential Hard-to-Measure	\$11,389	100%	\$0	0%	\$0	0%	\$11,389	\$34,168	100%	\$0	0%	\$0	0%	\$34,168
Residential Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential DOER Assessment	\$11,389	100%	\$0	0%	\$0	0%	\$11,389	\$34,168	100%	\$0	0%	\$0	0%	\$34,168
Residential EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Sponsorship & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential HEAT Loan	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Workforce Development	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential R&D and Demonstration	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Education	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income (total)	\$2,970	2%	\$130,915	100%	\$0	0%	\$133,885	\$8,909	2%	\$353,015	100%	\$0	0%	\$361,925
4. Low-Income Whole House	\$0	0%	\$130,915	100%	\$0	0%	\$130,915	\$0	0%	\$353,015	100%	\$0	0%	\$353,015
5. Low-Income Hard-to-Measure	\$2,970	100%	\$0	0%	\$0	0%	\$2,970	\$8,909	100%	\$0	0%	\$0	0%	\$8,909
Low-Income Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Low-Income DOER Assessment	\$2,970	100%	\$0	0%	\$0	0%	\$2,970	\$8,909	100%	\$0	0%	\$0	0%	\$8,909
Low-Income Energy Affordability Network	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Commercial & Industrial (total)	\$9,591	3%	\$293,296	100%	\$0	0%	\$302,887	\$28,773	3%	\$1,056,265	100%	\$0	0%	\$1,085,037
6. C&I New Construction	\$0	0%	\$93,810	100%	\$0	0%	\$93,810	\$0	0%	\$334,044	100%	\$0	0%	\$334,044
7. C&I Retrofit	\$0	0%	\$199,486	100%	\$0	0%	\$199,486	\$0	0%	\$722,221	100%	\$0	0%	\$722,221
8. C&I Hard-to-Measure	\$9,591	100%	\$0	0%	\$0	0%	\$9,591	\$28,773	100%	\$0	0%	\$0	0%	\$28,773
C&I Statewide Marketing	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I DOER Assessment	\$9,591	100%	\$0	0%	\$0	0%	\$9,591	\$28,773	100%	\$0	0%	\$0	0%	\$28,773
C&I EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I Sponsorships & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
TOTAL	\$23,950	2%	\$949,344	100%	\$0	0%	\$973,294	\$71,850	2%	\$2,865,941	100%	\$0	0%	\$2,937,791

V.D. Outsourced/Competitive Procured Services
1. Summary Table

Program	TOTAL (1)													
	In-House Activities		2015				TOTAL	In-House Activities		2013-2015				TOTAL
			Outsourced Activities		Non-Competitively Procured					Outsourced Activities		Non-Competitively Procured		
	\$	%	\$	% of Outsource	\$	% of Outsource	\$	%	\$	% of Outsource	\$	% of Outsource	\$	
Residential (total)	\$900,165	25%	\$2,478,111	90%	\$272,765	10%	\$3,651,041	\$2,606,748	25%	\$7,137,995	90%	\$789,997	10%	\$10,534,739
1. Residential Whole House	\$536,355	26%	\$1,386,831	91%	\$131,488	9%	\$2,054,673	\$1,535,155	26%	\$3,887,530	91%	\$372,817	9%	\$5,795,502
2. Residential Products	\$141,101	16%	\$702,281	95%	\$35,292	5%	\$878,674	\$403,466	16%	\$2,083,465	95%	\$100,065	5%	\$2,586,997
3. Residential Hard-to-Measure	\$222,709	31%	\$389,000	79%	\$105,985	21%	\$717,694	\$668,126	31%	\$1,167,000	79%	\$317,114	21%	\$2,152,240
Residential Statewide Marketing	\$122,185	100%	\$0	0%	\$0	0%	\$122,185	\$366,556	100%	\$0	0%	\$0	0%	\$366,556
Residential DOER Assessment	\$100,523	100%	\$0	0%	\$0	0%	\$100,523	\$301,570	100%	\$0	0%	\$0	0%	\$301,570
Residential EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Sponsorship & Subscriptions	\$0	0%	\$0	0%	\$5,985	100%	\$5,985	\$0	0%	\$0	0%	\$17,114	100%	\$17,114
Residential HEAT Loan	\$0	0%	\$300,000	100%	\$0	0%	\$300,000	\$0	0%	\$900,000	100%	\$0	0%	\$900,000
Residential Workforce Development	\$0	0%	\$89,000	100%	\$0	0%	\$89,000	\$0	0%	\$267,000	100%	\$0	0%	\$267,000
Residential R&D and Demonstration	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
Residential Education	\$0	0%	\$0	0%	\$100,000	100%	\$100,000	\$0	0%	\$0	0%	\$300,000	100%	\$300,000
Low-Income (total)	\$215,463	21%	\$713,578	86%	\$114,923	14%	\$1,043,965	\$621,946	22%	\$1,987,664	86%	\$316,011	14%	\$2,925,621
4. Low-Income Whole House	\$173,871	19%	\$713,578	94%	\$43,488	6%	\$930,938	\$497,170	19%	\$1,987,664	94%	\$123,305	6%	\$2,608,139
5. Low-Income Hard-to-Measure	\$41,592	37%	\$0	0%	\$71,435	100%	\$113,027	\$124,776	45%	\$0	0%	\$192,706	100%	\$317,482
Low-Income Statewide Marketing	\$20,364	100%	\$0	0%	\$0	0%	\$20,364	\$61,093	100%	\$0	0%	\$0	0%	\$61,093
Low-Income DOER Assessment	\$21,228	100%	\$0	0%	\$0	0%	\$21,228	\$63,683	100%	\$0	0%	\$0	0%	\$63,683
Low-Income Energy Affordability Network	\$0	0%	\$0	0%	\$71,435	100%	\$71,435	\$0	0%	\$0	0%	\$192,706	100%	\$192,706
Commercial & Industrial (total)	\$684,089	33%	\$1,248,746	90%	\$145,483	10%	\$2,078,318	\$1,973,325	30%	\$4,235,491	91%	\$412,620	9%	\$6,621,436
6. C&I New Construction	\$116,233	25%	\$317,177	92%	\$29,072	8%	\$462,481	\$332,357	23%	\$1,037,816	93%	\$82,429	7%	\$1,452,602
7. C&I Retrofit	\$445,278	30%	\$931,569	89%	\$111,372	11%	\$1,488,218	\$1,273,233	27%	\$3,197,674	91%	\$315,780	9%	\$4,786,688
8. C&I Hard-to-Measure	\$122,579	96%	\$0	0%	\$5,040	100%	\$127,618	\$367,736	96%	\$0	0%	\$14,411	100%	\$382,147
C&I Statewide Marketing	\$62,450	100%	\$0	0%	\$0	0%	\$62,450	\$187,351	100%	\$0	0%	\$0	0%	\$187,351
C&I DOER Assessment	\$60,128	100%	\$0	0%	\$0	0%	\$60,128	\$180,385	100%	\$0	0%	\$0	0%	\$180,385
C&I EEAC Consultants	\$0	0%	\$0	0%	\$0	0%	\$0	\$0	0%	\$0	0%	\$0	0%	\$0
C&I Sponsorships & Subscriptions	\$0	0%	\$0	0%	\$5,040	100%	\$5,040	\$0	0%	\$0	0%	\$14,411	100%	\$14,411
TOTAL	\$1,799,717	27%	\$4,440,435	89%	\$533,172	11%	\$6,773,324	\$5,202,019	26%	\$13,361,149	90%	\$1,518,628	10%	\$20,081,796

V.D. Outsourced/Competitively Procured Services - Cape Light Compact
3. Comparison Table - Three Year Plan vs. Previous Years

Outsourced and Competitively Procured Services														
Sector	Program Planning and Administration							Marketing and Advertising						
	In-House Activities		Outsourced Activities				TOTAL	In-House Activities		Outsourced Activities				TOTAL
			Competitively Procured		Non-Competitively Procured					Competitively Procured		Non-Competitively Procured		
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%		
Residential	\$1,476,955	37%	\$1,061,309	26%	\$1,496,666	37%	\$4,034,930	\$674,581	23%	\$1,667,875	57%	\$576,213	20%	\$2,918,669
2010 (1)	\$109,756	28%	\$163,393	42%	\$113,602	29%	\$386,752	\$100,472	25%	\$244,120	60%	\$60,812	15%	\$405,404
2011 (2)	\$272,634	47%	\$151,977	26%	\$157,563	27%	\$582,175	\$113,533	25%	\$246,115	55%	\$85,950	19%	\$445,598
2012 (3)	\$627,408	45%	\$41,288	3%	\$735,504	52%	\$1,404,200	\$94,020	26%	\$144,459	39%	\$129,451	35%	\$367,929
2013 (4)	\$148,701	28%	\$223,521	42%	\$154,052	29%	\$526,274	\$122,185	22%	\$336,188	60%	\$100,000	18%	\$558,373
2014 (4)	\$155,603	28%	\$234,698	42%	\$163,180	29%	\$553,481	\$122,185	22%	\$344,948	61%	\$100,000	18%	\$567,133
2015 (4)	\$162,851	28%	\$246,432	42%	\$172,765	30%	\$582,049	\$122,185	21%	\$352,046	61%	\$100,000	17%	\$574,231
Low-income	\$360,728	34%	\$283,304	27%	\$411,516	39%	\$1,055,548	\$109,050	30%	\$144,545	40%	\$110,118	30%	\$363,713
2010 (1)	\$27,355	27%	\$40,697	40%	\$32,753	32%	\$100,804	\$23,959	51%	\$22,804	49%	\$0	0%	\$46,763
2011 (2)	\$102,173	49%	\$58,868	29%	\$45,490	22%	\$206,531	\$23,972	39%	\$27,961	45%	\$9,866	16%	\$61,798
2012 (3)	\$117,717	36%	\$0	0%	\$209,969	64%	\$327,686	\$26	0%	\$14,872	35%	\$27,987	65%	\$42,885
2013 (4)	\$35,998	27%	\$58,284	44%	\$38,754	29%	\$133,035	\$20,364	30%	\$24,880	36%	\$23,297	34%	\$68,542
2014 (4)	\$37,797	27%	\$61,198	44%	\$41,063	29%	\$140,059	\$20,364	29%	\$26,624	38%	\$22,179	32%	\$69,167
2015 (4)	\$39,687	27%	\$64,258	44%	\$43,488	29%	\$147,433	\$20,364	27%	\$27,405	37%	\$26,788	36%	\$74,558
Commercial & Industrial	\$1,248,527	43%	\$755,280	26%	\$917,361	31%	\$2,921,167	\$293,649	45%	\$337,754	51%	\$26,091	4%	\$657,494
2010 (1)	\$83,940	31%	\$94,308	35%	\$89,770	33%	\$268,018	\$84,645	54%	\$72,252	46%	\$0	0%	\$156,897
2011 (2)	\$134,019	48%	\$67,593	24%	\$78,086	28%	\$279,698	\$20,088	26%	\$58,279	74%	\$0	0%	\$78,367
2012 (3)	\$664,083	66%	\$0	0%	\$336,884	34%	\$1,000,967	\$1,565	2%	\$55,731	67%	\$26,091	31%	\$83,388
2013 (4)	\$116,252	27%	\$188,225	43%	\$129,725	30%	\$434,202	\$62,450	57%	\$48,054	43%	\$0	0%	\$110,505
2014 (4)	\$122,065	27%	\$197,636	43%	\$137,412	30%	\$457,113	\$62,450	55%	\$50,457	45%	\$0	0%	\$112,907
2015 (4)	\$128,168	27%	\$207,518	43%	\$145,483	30%	\$481,169	\$62,450	54%	\$52,980	46%	\$0	0%	\$115,430
TOTAL	\$3,086,209	39%	\$2,099,893	26%	\$2,825,543	35%	\$8,011,645	\$1,077,280	27%	\$2,150,174	55%	\$712,422	18%	\$3,939,877
2010 (1)	\$221,051	29%	\$298,398	39%	\$236,125	31%	\$755,574	\$209,076	34%	\$339,176	56%	\$60,812	10%	\$609,064
2011 (2)	\$508,827	48%	\$278,438	26%	\$281,139	26%	\$1,068,404	\$157,593	27%	\$332,355	57%	\$95,816	16%	\$585,764
2012 (3)	\$1,409,208	52%	\$41,288	2%	\$1,282,357	47%	\$2,732,852	\$95,611	19%	\$215,062	44%	\$183,530	37%	\$494,202
2013 (4)	\$300,951	28%	\$470,030	43%	\$322,530	29%	\$1,093,511	\$205,000	28%	\$409,122	55%	\$123,297	17%	\$737,419
2014 (4)	\$315,466	27%	\$493,532	43%	\$341,655	30%	\$1,150,653	\$205,000	27%	\$422,029	56%	\$122,179	16%	\$749,208
2015 (4)	\$330,707	27%	\$518,208	43%	\$361,737	30%	\$1,210,651	\$205,000	27%	\$432,431	57%	\$126,788	17%	\$764,219

Notes:

- (1) Actual values from the Cape Light Compact's 2010 Annual Report D.P.U. 11-68, in 2010S.
- (2) Actual values from the Cape Light Compact's 2011 Annual Report D.P.U. 12-54, in 2011S.
- (3) As this filing assumes approval of the 2012 Mid-Term Modifications, this data is based on the Cape Light Compact's 2012 Mid-Term Modifications Filing, D.P.U. 11-116, and includes an additional approximately \$8 million in carryover from 2011, in 2012S.
- (4) See Table V.D.1. Where not otherwise indicated, budgets for each year are represented in nominal dollars (2013\$, 2014\$, 2015\$).

V.D. Outsourced/Competitiv
3. Comparison Table - Thre

Sector	Outsourced and Competitively Procured Services													
	Sales, Technical Assistance & Training						Evaluation and Market Research							
	In-House Activities		Outsourced Activities				TOTAL	In-House Activities		Outsourced Activities				TOTAL
			Competitively Procured		Non-Competitively Procured					Competitively Procured		Non-Competitively Procured		
\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	
Residential	\$2,318,986	28%	\$5,770,747	69%	\$222,375	3%	\$8,312,108	\$129,555	5%	\$2,368,960	94%	\$22,139	1%	\$2,520,654
2010 (1)	\$224,085	32%	\$485,434	68%	\$1,735	0%	\$711,255	\$33,509	15%	\$195,341	85%	\$0	0%	\$228,850
2011 (2)	\$355,158	34%	\$675,385	65%	\$3,920	0%	\$1,034,463	\$0	0%	\$250,664	100%	\$0	0%	\$250,664
2012 (3)	\$875	0%	\$666,427	75%	\$216,720	25%	\$884,022	\$61,878	11%	\$466,294	85%	\$22,139	4%	\$550,310
2013 (4)	\$555,896	30%	\$1,276,500	70%	\$0	0%	\$1,832,396	\$11,389	2%	\$445,370	98%	\$0	0%	\$456,759
2014 (4)	\$579,234	31%	\$1,312,500	69%	\$0	0%	\$1,891,734	\$11,389	2%	\$486,159	98%	\$0	0%	\$497,548
2015 (4)	\$603,739	31%	\$1,354,500	69%	\$0	0%	\$1,958,239	\$11,389	2%	\$525,133	98%	\$0	0%	\$536,522
Low-income	\$685,214	21%	\$1,983,100	61%	\$596,879	18%	\$3,265,193	\$32,614	6%	\$517,560	93%	\$6,352	1%	\$556,525
2010 (1)	\$52,575	21%	\$196,631	79%	\$0	0%	\$249,207	\$8,380	44%	\$10,505	56%	\$0	0%	\$18,885
2011 (2)	\$162,254	32%	\$325,569	65%	\$16,443	3%	\$504,266	\$0	0%	\$33,357	100%	\$0	0%	\$33,357
2012 (3)	\$31,924	5%	\$88,899	15%	\$459,994	79%	\$580,817	\$15,324	11%	\$120,682	85%	\$6,352	4%	\$142,359
2013 (4)	\$139,967	21%	\$475,000	73%	\$38,829	6%	\$653,796	\$2,970	3%	\$113,868	97%	\$0	0%	\$116,838
2014 (4)	\$146,052	25%	\$406,000	69%	\$36,965	6%	\$589,018	\$2,970	3%	\$108,232	97%	\$0	0%	\$111,202
2015 (4)	\$152,442	22%	\$491,000	71%	\$44,647	6%	\$688,089	\$2,970	2%	\$130,915	98%	\$0	0%	\$133,885
Commercial & Industrial	\$1,874,540	35%	\$2,916,525	55%	\$542,334	10%	\$5,333,400	\$75,245	4%	\$1,590,949	94%	\$17,456	1%	\$1,683,650
2010 (1)	\$179,120	36%	\$137,540	28%	\$183,172	37%	\$499,832	\$20,184	24%	\$64,884	76%	\$0	0%	\$85,068
2011 (2)	\$134,901	26%	\$176,976	34%	\$206,900	40%	\$518,778	\$0	0%	\$138,146	100%	\$0	0%	\$138,146
2012 (3)	\$169,803	35%	\$167,653	34%	\$152,262	31%	\$489,718	\$26,288	7%	\$331,655	88%	\$17,456	5%	\$375,399
2013 (4)	\$443,592	30%	\$1,033,421	70%	\$0	0%	\$1,477,013	\$9,591	2%	\$468,171	98%	\$0	0%	\$477,762
2014 (4)	\$463,245	40%	\$705,983	60%	\$0	0%	\$1,169,228	\$9,591	3%	\$294,797	97%	\$0	0%	\$304,388
2015 (4)	\$483,880	41%	\$694,952	59%	\$0	0%	\$1,178,832	\$9,591	3%	\$293,296	97%	\$0	0%	\$302,887
TOTAL	\$4,878,741	29%	\$10,670,372	63%	\$1,361,588	8%	\$16,910,701	\$237,413	5%	\$4,477,469	94%	\$45,946	1%	\$4,760,829
2010 (1)	\$455,780	31%	\$819,606	56%	\$184,907	13%	\$1,460,293	\$62,073	19%	\$270,730	81%	\$0	0%	\$332,803
2011 (2)	\$652,313	32%	\$1,177,930	57%	\$227,264	11%	\$2,057,507	\$0	0%	\$422,166	100%	\$0	0%	\$422,166
2012 (3)	\$202,602	10%	\$922,979	47%	\$828,976	42%	\$1,954,557	\$103,491	10%	\$918,631	86%	\$45,946	4%	\$1,068,068
2013 (4)	\$1,139,455	29%	\$2,784,921	70%	\$38,829	1%	\$3,963,205	\$23,950	2%	\$1,027,409	98%	\$0	0%	\$1,051,359
2014 (4)	\$1,188,531	33%	\$2,424,483	66%	\$36,965	1%	\$3,649,979	\$23,950	3%	\$889,188	97%	\$0	0%	\$913,138
2015 (4)	\$1,240,060	32%	\$2,540,452	66%	\$44,647	1%	\$3,825,159	\$23,950	2%	\$949,344	98%	\$0	0%	\$973,294

V.D. Outsourced/Competitiv
3. Comparison Table - Thre

Outsourced and Competitively Procured Services							
Sector	TOTAL						
	In-House Activities		Outsourced Activities				TOTAL
			Competitively Procured		Non-Competitively Procured		
	\$	%	\$	%	\$	%	
Residential	\$4,600,077	26%	\$10,868,891	61%	\$2,317,393	13%	\$17,786,362
2010 (1)	\$467,822	27%	\$1,088,289	63%	\$176,150	10%	\$1,732,261
2011 (2)	\$741,325	32%	\$1,324,141	57%	\$247,433	11%	\$2,312,900
2012 (3)	\$784,181	24%	\$1,318,467	41%	\$1,103,814	34%	\$3,206,462
2013 (4)	\$838,171	25%	\$2,281,579	68%	\$254,052	8%	\$3,373,802
2014 (4)	\$868,412	25%	\$2,378,304	68%	\$263,180	7%	\$3,509,896
2015 (4)	\$900,165	25%	\$2,478,111	68%	\$272,765	7%	\$3,651,041
Low-income	\$1,187,605	23%	\$2,928,508	56%	\$1,124,865	21%	\$5,240,978
2010 (1)	\$112,270	27%	\$270,637	65%	\$32,753	8%	\$415,659
2011 (2)	\$288,399	36%	\$445,754	55%	\$71,799	9%	\$805,952
2012 (3)	\$164,991	15%	\$224,453	21%	\$704,302	64%	\$1,093,746
2013 (4)	\$199,299	20%	\$672,032	69%	\$100,880	10%	\$972,210
2014 (4)	\$207,184	23%	\$602,054	66%	\$100,208	11%	\$909,446
2015 (4)	\$215,463	21%	\$713,578	68%	\$114,923	11%	\$1,043,965
Commercial & Industrial	\$3,491,961	33%	\$5,600,508	53%	\$1,503,242	14%	\$10,595,711
2010 (1)	\$367,888	36%	\$368,984	37%	\$272,942	27%	\$1,009,814
2011 (2)	\$289,009	28%	\$440,994	43%	\$284,987	28%	\$1,014,989
2012 (3)	\$861,739	44%	\$555,040	28%	\$532,693	27%	\$1,949,472
2013 (4)	\$631,885	25%	\$1,737,871	70%	\$129,725	5%	\$2,499,482
2014 (4)	\$657,351	32%	\$1,248,873	61%	\$137,412	7%	\$2,043,636
2015 (4)	\$684,089	33%	\$1,248,746	60%	\$145,483	7%	\$2,078,318
TOTAL	\$9,279,644	28%	\$19,397,907	58%	\$4,945,500	15%	\$33,623,051
2010 (1)	\$947,980	30%	\$1,727,910	55%	\$481,844	15%	\$3,157,734
2011 (2)	\$1,318,733	32%	\$2,210,889	53%	\$604,219	15%	\$4,133,841
2012 (3)	\$1,810,912	29%	\$2,097,960	34%	\$2,340,809	37%	\$6,249,680
2013 (4)	\$1,669,356	24%	\$4,691,482	69%	\$484,657	7%	\$6,845,494
2014 (4)	\$1,732,947	27%	\$4,229,232	65%	\$500,800	8%	\$6,462,978
2015 (4)	\$1,799,717	27%	\$4,440,435	66%	\$533,172	8%	\$6,773,324

VII. Appendix - Cape Light Compact
B.2. Master EE Activities

Electric PA's EE Activities											
Year	Sector	Benefits (\$)						TRC Costs (\$)			TRC B/C Ratio
		Capacity	Energy	DRIPE (Capacity & Energy)	Non-Elec. Resource	Non-Resource	Total Benefits	PA	Customer	TOTAL	
	Residential	\$3,726,422	\$14,492,220	\$4,434,349	\$20,650,832	\$26,869,382	\$65,738,857	\$12,962,378	\$2,168,736	\$15,131,114	4.34
	Low-Income	\$660,307	\$1,195,693	\$434,033	\$7,021,341	\$3,908,842	\$12,786,183	\$3,305,799	\$525	\$3,306,324	3.87
	Commercial & Industrial	\$12,093,402	\$29,325,352	\$11,320,209	-\$19,266	\$5,821,889	\$47,221,377	\$13,589,800	\$1,022,363	\$14,612,163	3.23
2013	Total	\$16,480,131	\$45,013,265	\$16,188,592	\$27,652,907	\$36,600,113	\$125,746,416	\$29,857,977	\$3,191,623	\$33,049,601	3.80
	Residential	\$4,144,006	\$17,764,567	\$6,299,485	\$23,539,000	\$28,195,506	\$73,643,080	\$13,829,067	\$2,546,832	\$16,375,899	4.50
	Low-Income	\$526,150	\$1,476,310	\$586,206	\$5,347,021	\$3,224,265	\$10,573,745	\$3,067,223	\$511	\$3,067,734	3.45
	Commercial & Industrial	\$12,286,717	\$27,407,784	\$12,641,178	\$26,236	\$3,824,048	\$43,544,784	\$8,355,485	\$982,191	\$9,337,676	4.66
2014	Total	\$16,956,873	\$46,648,661	\$19,526,869	\$28,912,257	\$35,243,819	\$127,761,609	\$25,251,776	\$3,529,533	\$28,781,309	4.44
	Residential	\$4,582,161	\$17,625,725	\$5,317,563	\$25,684,000	\$31,051,401	\$78,943,287	\$14,526,046	\$2,895,427	\$17,421,473	4.53
	Low-Income	\$697,706	\$1,623,089	\$567,392	\$6,838,806	\$3,902,559	\$13,062,159	\$3,603,331	\$557	\$3,603,888	3.62
	Commercial & Industrial	\$12,593,962	\$25,693,972	\$10,978,190	\$43,422	\$3,806,713	\$42,138,068	\$8,074,879	\$943,669	\$9,018,548	4.67
2015	Total	\$17,873,828	\$44,942,785	\$16,863,146	\$32,566,228	\$38,760,673	\$134,143,514	\$26,204,255	\$3,839,652	\$30,043,908	4.46
	Residential	\$12,452,589	\$49,882,512	\$16,051,397	\$69,873,833	\$86,116,289	\$218,325,223	\$41,317,491	\$7,610,994	\$48,928,485	4.46
	Low-Income	\$1,884,162	\$4,295,091	\$1,587,632	\$19,207,167	\$11,035,666	\$36,422,087	\$9,976,353	\$1,593	\$9,977,946	3.65
	Commercial & Industrial	\$36,974,080	\$82,427,107	\$34,939,578	\$50,392	\$13,452,650	\$132,904,230	\$30,020,164	\$2,948,222	\$32,968,386	4.03
GRAND TOTAL		\$51,310,832	\$136,604,711	\$52,578,606	\$89,131,392	\$110,604,605	\$387,651,540	\$81,314,008	\$10,560,809	\$91,874,817	4.22

Notes:

- (1) Benefits and TRC Costs for all three years are represented in 2013\$.
- (2) GHG for information purposes only; it is not included in TRC test.

VII. Appendix - Cape Light Compact
B.2. Master EE Activities

		Electric PA's EE Activities																
Year	Sector	Net Benefits	Savings								Avg Measure Life (yrs.)	TR Summer Demand Cost (\$/Lifetime kW)	TR Energy Cost (\$/Lifetime-mWh saved)	GHG Reductions (Short Tons)				Participants
			Capacity (kW)		Energy (MWh)		Gas (Therms)		Other Fuels					Nox	SO2	GHG (MA Based)	CO2 (Regional Based)	
			Annual (Summer)	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime								
	Residential	\$50,607,743	1,873	18,670	16,172	134,419	12,548	104,299	31,226	259,546	8.3	\$810.43	\$112.57	35	98	84,963	77,303	75,499
	Low-Income	\$9,479,858	215	3,092	1,319	11,191	1	10	13,020	110,435	8.5	\$1,069.23	\$295.44	3	8	13,473	12,836	725
	Commercial & Industrial	\$32,609,214	4,893	56,679	24,166	266,421	(5,389)	(59,417)	1,987	21,903	11.0	\$257.80	\$54.85	69	195	131,877	116,694	1,549
2013	Total	\$92,696,816	6,980	78,442	41,658	412,031	7,160	44,892	46,234	391,884	9.9	\$421.32	\$80.21	106	301	230,314	206,832	77,773
	Residential	\$57,267,181	1,894	19,723	16,312	146,508	13,722	123,242	35,156	315,755	9.0	\$830.30	\$111.77	38	107	94,333	85,984	79,520
	Low-Income	\$7,506,011	189	2,392	1,466	12,169	2	13	9,814	81,482	8.3	\$1,282.35	\$252.10	3	9	11,599	10,906	825
	Commercial & Industrial	\$34,207,108	4,695	54,456	20,447	220,514	(4,791)	(51,666)	1,957	21,106	10.8	\$171.47	\$42.35	57	161	109,346	96,779	1,419
2014	Total	\$98,980,301	6,778	76,571	38,225	379,191	8,933	71,590	46,927	418,343	9.9	\$375.88	\$75.90	98	277	215,278	193,668	81,764
	Residential	\$61,521,814	1,962	20,805	16,626	152,960	14,192	130,562	38,639	355,476	9.2	\$837.35	\$113.90	39	112	100,205	91,488	81,938
	Low-Income	\$9,458,272	230	3,069	1,635	14,154	2	17	12,556	108,667	8.7	\$1,174.31	\$254.63	4	10	14,589	13,782	925
	Commercial & Industrial	\$33,119,521	4,627	53,612	19,934	214,709	(4,603)	(49,583)	1,957	21,080	10.8	\$168.22	\$42.00	55	157	106,508	94,272	1,360
2015	Total	\$104,099,606	6,819	77,486	38,195	381,823	9,590	80,996	53,152	485,222	10.0	\$387.73	\$78.69	99	279	221,303	199,543	84,223
	Residential	\$169,396,738	5,729	59,199	49,111	433,888	40,462	358,103	105,022	930,776	8.8	\$826.51	\$112.77	112	317	279,502	254,775	236,957
	Low-Income	\$26,444,141	633	8,553	4,420	37,514	5	41	35,390	300,583	8.5	\$1,166.54	\$265.98	10	27	39,662	37,524	2,475
	Commercial & Industrial	\$99,935,843	14,215	164,747	64,547	701,644	(14,783)	(160,665)	5,901	64,089	10.9	\$200.12	\$46.99	181	513	347,731	307,745	4,328
GRAND TOTAL		\$295,776,723	20,576	232,499	118,078	1,173,045	25,683	197,478	146,313	1,295,448	9.9	\$395.16	\$78.32	303	857	666,895	600,044	243,760

Exhibit Compact-5
BCR Screening Model
(on CD-ROM)

**THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES**

_____))
CAPE LIGHT COMPACT) D.P.U. 12-107
_____))

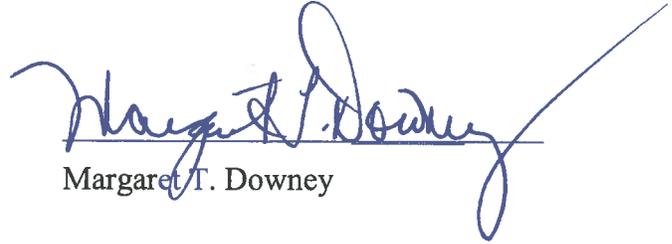
**AFFIDAVIT OF MARGARET T. DOWNEY ON BEHALF OF
THE CAPE LIGHT COMPACT**

I, Margaret T. Downey, do depose and say:

1. My name is Margaret T. Downey and my business address is c/o Cape Light Compact, 3195 Main Street, Barnstable, MA 02630.
2. I am the Administrator for the Cape Light Compact (the "Compact").
3. As the Compact's Administrator, I oversee the administration of the Compact and its development and implementation of its energy efficiency plans since 2001, as well as its provision of competitive energy supply through its municipal aggregation program. With respect to the Compact's activities as an electric energy efficiency program administrator, I oversee the Compact's annual energy efficiency program budget that is part of the three-year plan, approved by the Department of Public Utilities. I am responsible for local and state regulatory reporting and approvals, as well as the oversight of the participation and compliance in the ISO New England forward capacity market. I regularly make presentations and provide reports to customers, Compact staff, board members, regulatory agencies and community advocates. In addition, I serve as the Compact's representative on the Massachusetts Energy Efficiency Advisory Council.

4. I certify that the Overview, annexed as Exhibit Compact-2 to the Compact's Petition and filed with the Department on October 31, 2012, was prepared by me or under my supervision and is true and accurate to the best of my knowledge and belief.

Signed under the pains and penalties of perjury as of this October 29, 2012



Margaret T. Downey

1986, I held several positions within the Nova Scotia Department of Mines and Energy, most recently as the Assistant Deputy Minister of Energy, where I directed the preparation of provincial energy plans and analyses of policies to improve energy efficiency and to develop Nova Scotia's natural gas, coal and renewable energy resources.

4. As a Senior Consultant for Synapse, I served as the lead consultant for the review and determination of the marginal energy supply costs that will be avoided due to reductions in the use of electricity, natural gas, and other fuels resulting from energy efficiency programs offered to customers throughout New England. These projections were developed to support decisions during 2011 and 2012 regarding the design, evaluation and approval of energy efficiency programs to be implemented in those years and in 2013-2015 in conjunction with the mandates of the Green Communities Act. The results of this review are contained in the AESC Study and referenced in applicable exhibits (generally referred to as the AESC Study) in the Three-Year Plan of the Program Administrators.

5. Since 1986, I have presented oral testimony on electric and natural gas planning, pricing, and market restructuring issues for gas producers, retail energy service providers, electric and gas utilities, regulators and consumer advocates in proceedings before state regulators in Arkansas, Arizona, California, Colorado, the District of Columbia, Florida, Maine, Maryland, Michigan, Minnesota, New Hampshire, Massachusetts, Hawaii, Illinois, New York, New Jersey, Pennsylvania, North Carolina, South Carolina, Oklahoma, Rhode Island, Montana, Utah, and West Virginia. I have also testified in a proceeding at the Federal Energy Regulatory Commission and before arbitration panels in Nova Scotia and Ontario. I have presented papers on these topics at conferences organized by NARUC, NASUCA, the DOE, and ACEEE.

6. I certify that the information contained in the AESC Study, which is an appendix to the Three-Year Plan, was prepared by me or under my supervision and is true and accurate to the best of my knowledge and belief.

Signed under the pains and penalties of perjury as of this 29th day of October, 2012.

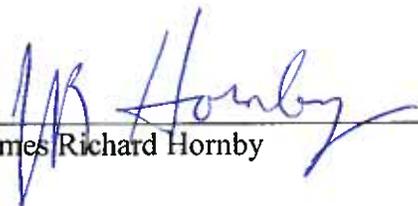

James Richard Hornby

Exhibit Compact-8

Resolution of the Energy Efficiency Advisory Council

(To be provided on or before November 15, 2012)

Exhibit Compact-9

D.P.U. 08-50 Statewide Comparison Tables

(To be provided on or before November 15, 2012)

Exhibit Compact-10

Analysis of Variance in Statewide Comparison Tables

(To be provided on or before November 15, 2012)

Residential and Low-Income Program Descriptions¹

Residential Whole House

2013-2015 Program Description	See Statewide Plan for full descriptions.
2013-2015 Program Goals	The Compact expects lifetime energy savings of 185,375 MWh.
2013-2015 Program Budget	\$31,757,210
2013-2015 Compact Enhancements	<p><u>Home Energy Services Initiative</u></p> <p>The Compact has identified cost-effective enhancements during the 2010-2012 term that assist customers with identified barriers such as split incentives and difficulty with co-payments. To address these issues, the Compact has offered 100% incentives, up to the program cap, for qualified weatherization incentives for year-round renters that are responsible for payment of the electric bill and those customers whose income is within 61-80% of state median income.</p> <p>In addition, the Compact raised the cap for weatherization to \$4,000 for all customers after it identified that average recommendations often surpassed the previous cap of \$2,000. The change has allowed customers to make improvements within one year rather than over several years.</p>

Residential Products

2013-2015 Program Description	See Statewide Plan for full descriptions.
2013-2015 Program Goals	The Compact expects lifetime energy savings of 248,513 MWh.
2013-2015 Program Budget	\$8,401,363
2013-2015 Compact Enhancements	<p><u>Residential Consumer Products</u></p> <p>The Compact continues to offer air conditioner and dehumidifier turn-in events where customers are offered the opportunity to retire old units and purchase new ENERGY STAR® qualified models.</p>

¹ Program titles and ordering correspond to Section II(f)(6) of the Statewide Plan, annexed as Exhibit Compact-1 to the Compact's Petition. Programs unique to the Compact are subsequently listed.

Low-Income Whole House

2013-2015 Program Description	See Statewide Plan for full description.
2013-2015 Program Goals	The Compact expects lifetime energy savings of 37,514 MWh.
2013-2015 Program Budget	\$9,947,270
2013-2015 Compact Enhancements	None.

Commercial & Industrial (“C&I”) Program Descriptions²

C & I New Construction and Major Renovation

2013-2015 Program Description	See Statewide Plan for full description.
2013-2015 Program Goals	The Compact expects lifetime energy savings of 236,281 MWh.
2013-2015 Program Budget	\$6,146,596
2013-2015 Compact Enhancements	The Compact continues to offer its municipal customers specialized incentives to cover 100% of incremental custom measure costs as part of this program.

C & I Retrofit Program for Existing Buildings

2013-2015 Program Description	See Statewide Plan for full description.
2013-2015 Program Goals	The Compact expects lifetime energy savings of 465,363 MWh.
2013-2015 Program Budget	\$24,178,908
2013-2015 Compact Enhancements	<p>The Compact continues to offer its municipal customers specialized incentives to cover 100% of custom and direct install cost-effective measure costs as part of this program.</p> <p>In 2013, the Compact is implementing a territory-wide initiative to retrofit approximately 14,000 municipally-owned street lights with LED lamps. These cost-effective retrofits will also be implemented at the 100% incentive level for participating towns.</p> <p>For its small business customers, the Compact continues to offer higher incentives for Direct Install measures (up to 80% rather than up to 70% as offered in the Statewide Plan).</p> <p>Additionally, the Compact is launching two new incentive initiatives for the 2013-2015 term to further assist our small business customers in overcoming barriers to participation. First, not unlike our program for residential tenants, small business tenants who qualify will receive increased incentives up to 95% for direct install</p>

² Program titles and ordering correspond to Section II(f)(6) of the Statewide Plan, annexed to the Compact’s Petition as Exhibit Compact-1.

	measures. Second, for other small business customers, the Compact is offering an additional zero interest financing option directly through its primary direct install program vendor.
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Special Marketing and Education Activities

Energy Education

2013-2015 Program Description	See Statewide Plan for full description.
2013-2015 Program Goals	<p>The Compact has always paid special attention to the importance of energy education and continues to be a nationally-recognized leader in the design and implementation of energy education programs. As a wholly unique energy efficiency program administrator, the Compact strives to address the continuing need for greater consumer awareness and to encourage the development of deeper and broader community knowledge of energy efficiency technology and practices.</p>
2013-2015 Program Budget	\$300,000
2013-2015 Compact Enhancements	<p>Recognizing that education is the key to affecting change in our society, the Compact remains committed to the education of its residents and has applied its outreach and marketing efforts accordingly. The Compact continues to work with a Teacher Advisory Board consisting of teachers, school administrators, Compact board members and staff. This group assists with direction, implementation and evaluation of the Compact’s energy education programs.</p> <p>The showpiece of the Compact’s education initiatives is its collaboration with the National Energy Education Development Project (“NEED”), a 501(C)3 non-profit educational organization affiliated with the Department of Energy’s Energy Information Services, in the development of an energy education program for elementary through secondary level teachers and students on the Cape and Vineyard. Using a curriculum with a foundation of science-based facts, the Compact and NEED have created curriculum materials which are aligned with the Massachusetts State Frameworks for Science and Technology, allowing teachers to introduce lessons on energy efficiency and conservation.</p> <p>The Compact was initially honored with NEED’s Region of the Year Award in 2004 for ongoing efforts in energy education. For eight</p>

	<p>consecutive years, the schools in the Compact’s region have received national and state awards for their energy education outreach efforts in their communities. In addition, the Compact’s energy education program was awarded the 2007 and 2011 Innovation Award by the Interstate Renewable Energy Council for the Compact’s “Solarize our Schools” program and was recognized in the spring of 2009 by the state with a 15th Annual Secretary’s Award for Excellence in Energy and Environmental Education. The Massachusetts Association of Science Educators awarded Compact staff with the 2011 “Educator of the Year” award for efforts in energy education.</p> <p>Since its inception in 2002, the Compact through its partnership with NEED has helped over 60 area schools adopt and implement lessons on energy efficiency and conservation. The Compact’s EEP proposes to continue a substantial budget allocation for its Energy Education program.</p> <p>Similarly, the Compact proposes continuing budget allocations to fund expanded community outreach programs to increase Compact customers’ understanding and utilization of the many energy efficiency programs available.</p>
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Exhibit Compact-12

Assessment of Cost/Lifetime MWh Savings prepared by
Synapse Energy Economics, Inc.

(To be provided approximately one week after the filing of
Exhibit Compact-9)