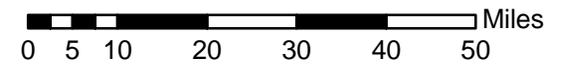


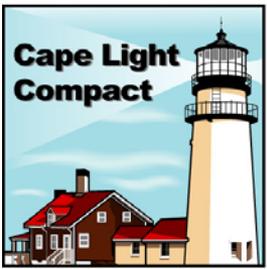
Natural Gas Providers (2008), by Town

- | | | | |
|---|---|---|-----------------------|
|  | Bay State d/b/a Columbia Gas of Massachusetts |  | National Grid |
|  | Bay State; Blackstone Gas Co. |  | National Grid; NSTAR |
|  | Bay State; NSTAR |  | National Grid; UNITIL |
|  | Berkshire Gas |  | New England Gas |
|  | Blackstone Gas Co. |  | UNITIL |
|  | Municipal |  | None |
|  | NSTAR | | |



H. Unique Service Area Presentations

CAPE LIGHT COMPACT (CLC) 2013-2015 ENERGY EFFICIENCY PLAN BACKGROUND



- Cape Light Compact (CLC) is a municipal aggregator, M.G.L. C. 164, Section 134, consisting of 23 town/county members. CLC has a 23 member Governing Board
 - The CLC has 202,530 electric account customers in 2012
 - 176,019 residential electric accounts in 2012
 - 19,422 electric heat customers
 - 78,298 oil and propane heat
 - 26,511 C&I electric accounts in 2012
 - Less than 2% on the commercial electric space heating rate code
- CLC Governing Board sets policy direction for the CLC Energy Efficiency Plan under GCA
- The overarching goal of the CLC 2013-2015 Energy Efficiency Plan (EE Plan), established by the Cape Light Compact Governing Board at its April 2012 Board meeting, is to comprehensively and cost effectively serve Cape Cod and Martha's Vineyard customers regardless of fuel type for maximum benefits.
 - Municipal/Government customers receive 100% incentive for all cost effective measures (overcomes implementation barriers and continues current 2010-12 plan incentive)
 - Non-energy benefits are a significant portion of CLC savings
 - Incentive levels may differ from other PAs due to CLC Board direction
 - Estimated Benefit Cost Ratios (BCRs) for all proposed programs are high, indicating large benefits for the costs

CAPE LIGHT COMPACT (CLC) 2013-2015 ENERGY EFFICIENCY PLAN

What's Driving CLC Costs/Benefits?

- Relative to the Commercial & Industrial (C&I) sector - CLC was asked to “explain proposed 171% cost increase in 2013 compared to 2011 actuals, which then drops down to a 90% increase in 2014 and 2015.”
 - The Consultants’ analysis of the April 30th version of 2013-2015 EE Plan was based on 2011 Q4 Quantitative Quarterly Report data and not 2011 actuals
 - The preliminary actual 2011 cost per lifetime MWh savings is closer to \$36 than the \$21 as reported in April 30th version of EE Plan
 - Cost increase of 26% on average over three years (\$36 - \$46)
 - The CLC’s proposed 2013-2015 Energy Efficiency Plan contains a major C&I initiative to retrofit all 14,500 municipally owned streetlights with LEDs in 2013 (cost estimates evolving and may see lower \$/unit costs for LED streetlights)
 - New Construction – increased incentives for advanced buildings projects, which represents much of the program and showing pleasing signs of economic growth in this critical employment sector
 - Large Retrofit – MOUs with top 10 customers with higher negotiated incentives
 - Small Retrofit – Increased incentives from 80% to 95% for tenants to spur implementation
- The baseline for CLC 2013-2015 proposed budget and savings goals is the 2012 MTM rather than its initial 2010-2012 Plan. As a result, comparison of savings between the 2010-2012 Plan and the 2013-2015 Plan should be made based on the 2012 MTM for an accurate comparison.

CAPE LIGHT COMPACT (CLC) 2013-2015 ENERGY EFFICIENCY PLAN

What Makes the CLC Territory Unique?

- The CLC has high cost per lifetime MWh savings for the C&I sector in 2010, 2011 and proposed going forward in 2013-2015
 - CLC has a different service territory and therefore, a different cost distribution by program - CLC spends more on most expensive programs to implement (many small C&I vs fewer large C&I)
 - CLC offers different incentive levels = different cost per lifetime MWh savings
 - CLC has more non-electric savings not captured in cost/lifetime MWh savings calculation
- CLC Residential and Low Income programs have more non-electric, non-lighting savings due to whole house, fuel blind approach and the customer demand
- In 2010, CLC percentage of annual non-electric savings across all sectors was approximately 75% electric and 25% non-electric
- CLC continues to collaborate with fellow PAs and will further investigate and understand what makes our territory unique and what drives differences in CLC costs and savings relative to other PA's

3-Year Energy Efficiency Plan (2013 – 2015)

Setting Aggressive, Sustainable Goals for
the Next 3 Years

September 19, 2012





Basic Principles of Planning

- Unitil has a unique service area in six communities
- ~70% of customers are in *single community*, which is significantly different from statewide averages in all key demographic and economic factors including income, economic opportunity, and building stock
- 38,238 residential and 5,250 C&I Customers
- 32 Industrial customers account for ~40% of electric sales
- 28 gas customers account for ~55% of gas sales.
- Lower economic well-being than the Commonwealth as a whole
- Significant hard to reach / serve population
- Older building stock with significant non-electric savings (oil heat, etc.)
- “High-Touch” implementation approach
 - Requires higher investment
 - Results in very high close rate on major Residential measures per audit



Basic Principles of Planning

In preparing our plan, we have sought to balance the need for aggressive savings goals with the need to consider rate and bill impacts, the challenges of continued program acceleration, sustainability and our service territory specific considerations, based on substantial experience planning and delivering programs in our service area.



Challenging Factors

- **Unitil has a unique service area and our energy efficiency plan does not benefit from “averaging” across diverse communities:**
 - 69% of Unitil’s customer base is in one community - a community that differs significantly from statewide averages in all key demographic and economic factors, including income level, economic opportunity, building stock, and construction.
- **Lack of diversity and size also results in higher variances relative to the mean – budgets and savings are harder to predict and more variable:**
 - The entire service area has just 35 large C&I customers
 - 2 C&I customers accounted for 31% of total 2010 kWh savings
 - A single project (Simonds CHP) accounted for 86% of Unitil’s total savings in 2011



..... Influence Performance

- **Variations in key parameters strongly affect relative performance**
 - Unitil HES residential electric savings were 7% of total HES program savings compared to the statewide average of 33% - but Unitil's *non-electric* savings were 93% of the total, compared to the statewide average of 67%. Overall B/C ratios are right in line.
 - Much higher oil savings for Unitil distorts the comparisons.
 - Unitil has the opportunity to be more "high-touch" as we are close to our customers – for example, Unitil has a very high close rate on major residential EE measures per audit.



Unitil's Service Area ...

- **6 Communities – 38,238 Residential & 5,250 C&I Customers**
 - 27 Industrial customers represent 31% of electric sales
 - 28 Industrial customers represent 55% of gas sales
- **Lower economic well-being than Commonwealth as a whole**
 - High poverty rate - Median income is lower at all household sizes and all age levels
 - One of the highest proportions of households with public assistance income
- **Significant hard-to-reach / serve population**
 - High penetration of renters, aging population, high poverty
 - 85% of the families below Federal Poverty have children
 - 4.2% of households have no-one >14yrs who speaks English
 - Only 10% of heads of households have a college degree





... Is Unique

- **Building Characteristics**

- 90% of all buildings are “occupied” (residential housing)
- Smaller and much older stock - median age is 65+ years
- 50% of housing stock is 1 unit – 27% is 2-4 units
- High penetration of heating oil leads to high non-electric benefits

- **Depressed Economic Region**

- Very limited job opportunities relative to the state
- Little or no new construction activity
- Very small number of major employers

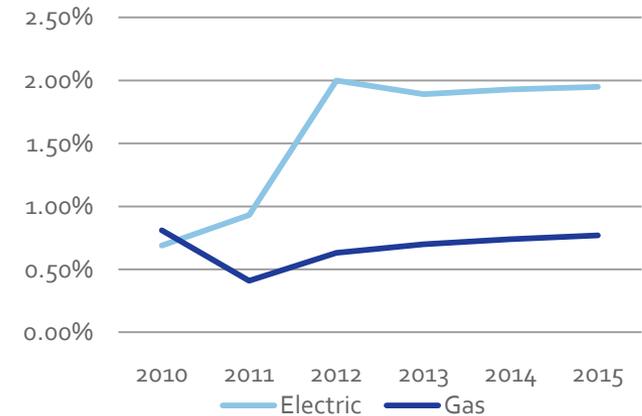




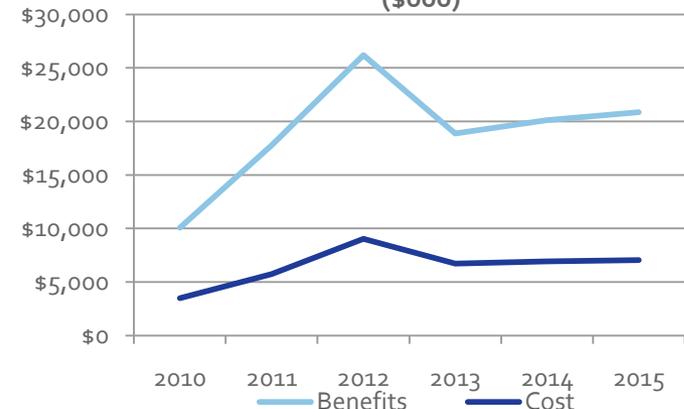
Setting Aggressive but Sustainable Goals ...

- **Unitil proposes annual kWh savings of 1.95% of electricity sales by 2015, and annual therm savings of 0.77% of gas sales**
 - Sustainable – gradual increase efficiency spending and achievement
 - Acceptable annual costs for participants
 - Achievable in unique Unitil service territory characteristics
- **Benefits per unit of spending better reflects impact than % of sales achieved**
 - Oil savings are better reflected in benefits
 - Non-energy impacts (NEIs) more comprehensive
 - Smoothing effect for service area characteristics

% of Annual Sales



Benefits & Unitil Cost
(\$000)





... Cost & Rate Impact are Priority

- **Managing Cost is a Priority**
 - 2013 proposed Cost / kWh is down 12% from 2010
 - 2013 Cost / therm within 10% of statewide avg.
- **Attentive to Rate and Bill Impacts**
 - 1% for electric and 1.1%-2.2% for gas
 - Budgeting 2.5% of electric sales (if it were achievable) would increase electric bills by 3.5% to 5.2% depending upon rate class
 - Customers in small, depressed service area could collectively pay up to an additional \$23.3 million over three year period
 - Budgeting 1.1% of gas sales (if it were achievable) would increase gas bills by 3.4% to 6.5% depending upon rate class



Unique Implementation Methods

- **Home Energy Solutions Program** – Unitil plans to manage the program with in-house staff. As a result of this approach in 2010-2012, we have achieved one of the highest major measure closure rates in the state.
- **Multi-Family Projects** – Unfortunately, during 2010-2012, the Multi-Family Market Integrator (MMI) produced very few leads that turned into closed projects. Unitil is considering managing these projects without the use of the MMI, however, we will analyze whether using the MMI with a new approach to Multi-Family projects would be successful.



Small Pool of C&I Customers

- Only 25 large C&I customers in Unitil's service area pay into the energy efficiency fund
- Many large C&I customers have done a great job investing in energy efficiency projects in the past, but with such a small pool, their collective ability to continue to invest in efficiency may be limited by economic conditions.
- Unitil continues to pursue CHP projects and hopes to continue its success from 2012 into the future.

Thank You



THE BERKSHIRE GAS COMPANY

2013-2015 ENERGY EFFICIENCY PLAN



Key Takeaways

- **Unique Territory**
 - Covers two non-contiguous rural areas, making in-the-field efficiencies challenging
 - Company serves 20 cities and towns with combined population of 190,000
- **Unique Customers**
 - Berkshire Gas serves approx. 32,000 heating customers, approx. 5000 commercial customers, only 2% are large C&I
 - Large C&I customers account for only 0.31% of heating customers, yet they contribute 27 % to annual portfolio savings goals
 - Many customers use readily available and low cost alternative fuel sources, such as wood, rather than taking advantage of our energy efficiency programs
- **Economy**
 - In the past few years, the Company experienced certain plants or parts of plants closing, moving or simply shutting down
 - Some commercial customers have been uncertain about the future of some satellite locations in the area, making it challenging for them to commit to energy efficiency projects
- **Budget increase since 2009**
 - Berkshire's 2013 energy efficiency budget shows two and a half fold increase since its 2009 budget



What Makes Berkshire's Territory Unique?

- Berkshire Gas serves approximately 32,000 heating customers
- Located in pastoral western Massachusetts, an area renowned for its natural beauty
- This unique geographic area presents unique challenges
- There is a small commercial & industrial (C&I) customer base
- Out of 5,000 commercial customers, only 2% (about 100) are large C&I customers
- Large C&I customers account for only 0.31% of all heating customers yet they contribute 27% to the annual portfolio savings goal
- In the past few years, the Company experienced certain plants or parts of plants closing, moving or simply shutting down.



ADDITIONAL BACKGROUND

- Challenging economic conditions have not turned around.
- The original 3- Year Plan was built on the premise that the economy would bounce back at the end of the third year.
- Of our 27,000 residential heating customers, 18% or 5,000 are Low-Income heating customers.
- Many customers use readily available and low cost alternative fuel sources, such as wood or wood pellets, rather than taking advantage of our energy efficiency programs.
- During the first three-year plan, the gas companies experienced evaluation study results that have been a significant factor in reducing annual savings goals.
- The 2011 avoided gas costs are lower than the previous study by some 35%



2013-2015

Berkshire has increased its savings goals since July

	2013	2014	2015
July Savings Goals	0.63%	0.67%	0.72%
Sept. Savings Goals	0.65%	0.69%	0.73%

Budgets to support Sept. savings goals have significantly increased since 2009

	2009	2010	2011	2012*	2013*	2014*	2015*
Energy Efficiency expenditure / budget*	\$1,570,000	\$2,417,000	\$2,330,000	\$3,555,000	\$3,697,000	\$3,879,000	\$4,074,000
% EE cost increase since 2009		160%	153%	226%	235%	247%	260%

Increasing savings goals to 1.3%, 1.5% and 1.7% throughout 2013-2015 per EEAC scenario analysis request would be fourfold budget increase compared to 2009

	2013	2014	2015
Energy Efficiency expenditure / budget*	\$5,724,000	\$6,357,000	\$6,936,000
% EE cost increase since 2009	365%	405%	442%

Increasing savings goals to 1.1%, 1.12% and 1.15% thru 2013-2015 per consultants' request would be over trifold budget increase compared to 2009

	2013	2014	2015
Energy Efficiency expenditure / budget*	\$4,843,000	\$4,931,000	\$5,064,000
% EE cost increase since 2009	308%	314%	323%



What's Driving Berkshire's Costs/Benefits?



- Residential
 - Continued low performance of Residential New Construction
 - Current draft evaluation results for Home Energy Services show lower deemed savings for insulation than used for previous planning.
 - High Efficiency Heating; the 2013 furnace standard change will reduce savings between 60-75% over the next three year plan.
 - Multifamily is still struggling with average therm/ participant savings due to limited opportunity in those types of buildings
- Low Income
 - Impact study shows heating system savings will be reduced significantly from the current 358.05 therms to approximately 199 therms per unit.
 - Uncertainty how lack of ARRA will affect program

Other Cost/Benefit Drivers

Commercial & Industrial

- Berkshire's proposed C&I Retrofit Initiative's annual savings goal accounts for 27% of the overall portfolio level savings goal.
- These savings must come from about 1,480 C&I customers, representing only 4.6% of the Company's total 32,000 heating customers.
- Large commercial boiler baseline savings average reduction of 39% in 2011
- New incremental costs resulting in the need to lower rebates for these boilers making it less attractive for customers to move forward with capital projects (longer paybacks)
- Lower gas prices contributing to yet even longer payback periods
- Custom program hit by a recent result of 67% realization rate



Other Cost/Benefit Drivers

- Example - C&I Customer using 75,000 therms annually
 - 2009 loaded gas cost for this customer was \$1.07; in 2012 it is \$0.84
 - For a project with a projected annual savings of 7,000 therms and installation cost of \$100,000, the payback difference is almost 2 years

	Gas cost per therm	Total project cost	Projected savings	Customer co-pay	Annual \$ Savings	Payback (YRS)
2009	\$1.07	\$100,000	\$7,000	\$50,000	\$7,490	6.7
2012	\$0.84	\$100,000	\$7,000	\$50,000	\$5,880	8.5



THE FUTURE

- Fully committed to providing the best possible energy efficiency programs and services to our customers.
- Fully committed to continuing to be a valuable and trusted partner in the Western Massachusetts community and building on the Company's many years of excellent service
- Fully committed to continuing to collaborate with fellow PAs to identify best practices and better understand differences driving costs and savings relative to other Pas
- Fully committed to continuing our successful integration efforts with our electric PA partners
- Build on recent successful projects such as:
 - A large, well coordinated public housing authority project that resulted in significant therm savings.
 - A large healthcare provider, with multiple locations, focusing on unique gas-saving opportunities that will provide short payback periods and the opportunity for the Company to duplicate this success with other large C&I customers.



2013-2015 Energy Efficiency Plan Background

New England Gas Company
Updated September 2012

Key Takeaways



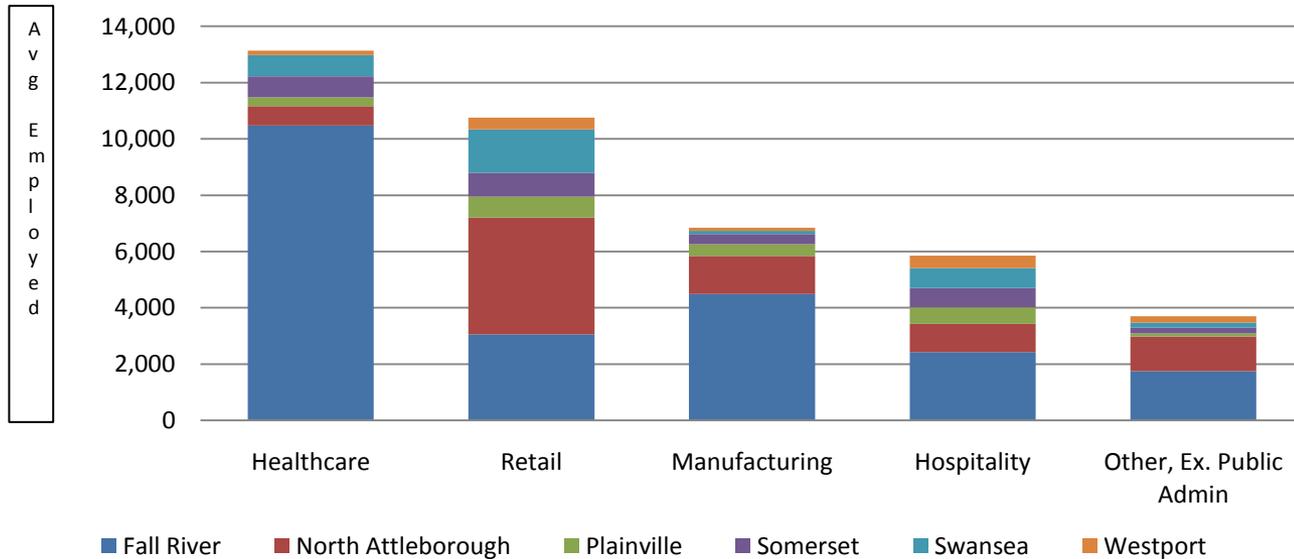
- The economy in Greater Fall River is in dire condition.
- Businesses continue to be recruited to other states and foreign countries. Perceived pro-business climate elsewhere.
- Company has been informed of concerns that more stringent Codes and Standards will hurt the construction industry and trades, and ultimately consumers.
- Fully committed to providing the best possible energy efficiency programs and services to our customers.
- Unique economic conditions make goal setting/goal attainment a real challenge.
- Customers (especially C&I) are very sensitive to bill impacts.
- Challenging economic conditions which have not turned around. The original 3 Year Plan was built on the premise that the economy would bounce back at the end of the third year.

Local Economic Climate

- Historically, Fall River consistently has the highest unemployment rate in the Commonwealth.
- Textile based workforce, even though the jobs in this sector are no longer in large demand.
- Motivated and eager blue collar workforce with limited opportunities.
- According to Bureau of Labor Statistics (May 2011), the FR (which includes Providence/Warwick RI) area is the 7th worst in the United States to find a job.

Changing Industry

**New England Gas Company
2010 Avg. Employment by Industry**



Source: Labor Mkt. Information-Labor & Workforce Development-Municipal Employment Data

Local Economic Reality

Demolish large and small scale mill properties.

- Buildings are functionally obsolete.
- High cost to maintain properties, high property taxes, high utility costs and environmental liabilities.
- Many properties strictly use heat for fire protection. Very little process load anymore.
- Modern 21st century businesses are not attracted to locate in the mills. (ex. little if no parking)

Changing Landscape



Tillotson Complex – Mill #1 Built in 1887, Demolished in 2011. (total of 400,000 sq ft. razed in complex.)



Former Mill #1 – May 18, 2012
(Green roofed building is TPI R&D facility for wind turbine blade co.)

Changing Landscape



AJ Wright (TJX Corp)
(500,000 sq. ft. distribution center, employed 800,
closed January 2010)

Facility purchase by RI Novelty
June 2011
(Company relocated. 125 jobs moved to FR,
Potential for more jobs)

Changing Landscape

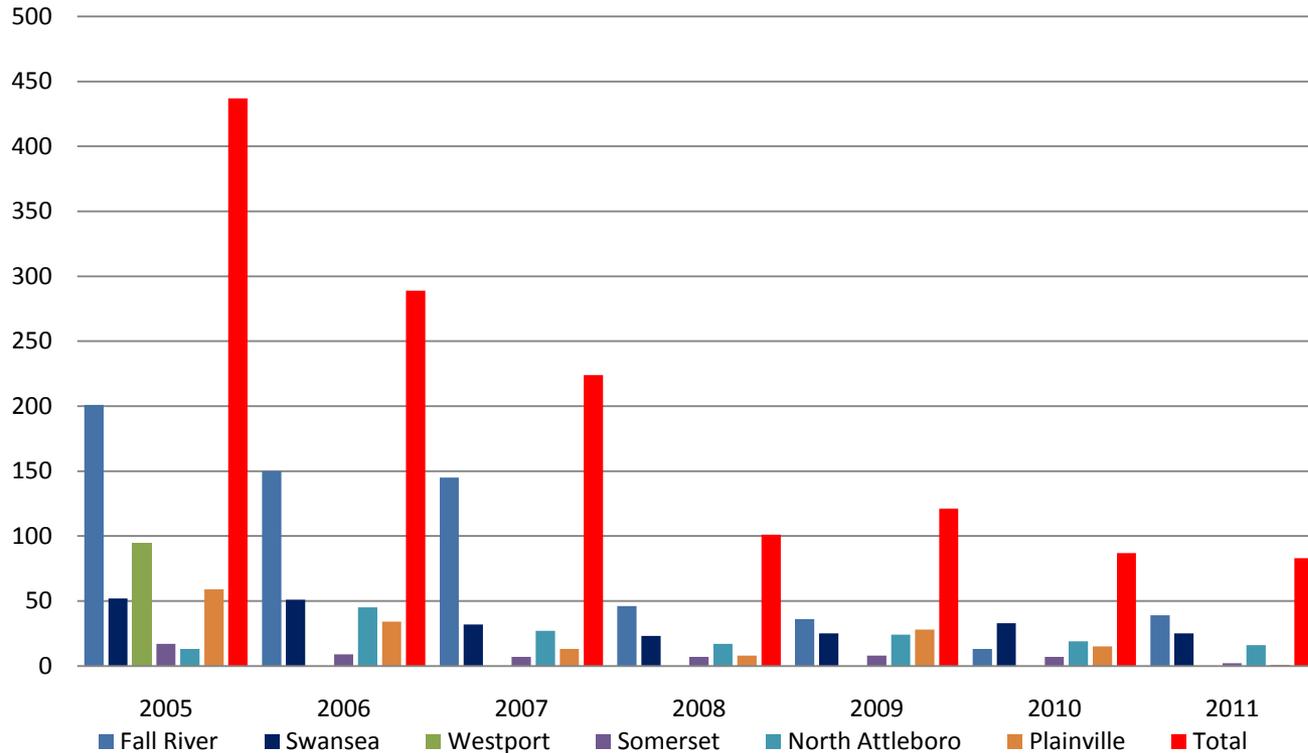


- January 3, 2012 – Arson Fire
- Condemned as unsafe because of lack of sprinkler system.
- Located in residential area
- 8 Businesses employ 10-12 workers in complex
- Owner owes city \$378,000 in back taxes.
- 2 horses in makeshift corral

King Phillip Mill – Built in 1871, 700,000 sq. ft. – 3 building complex (Photo June 2, 2012)

Reduction in Home Construction

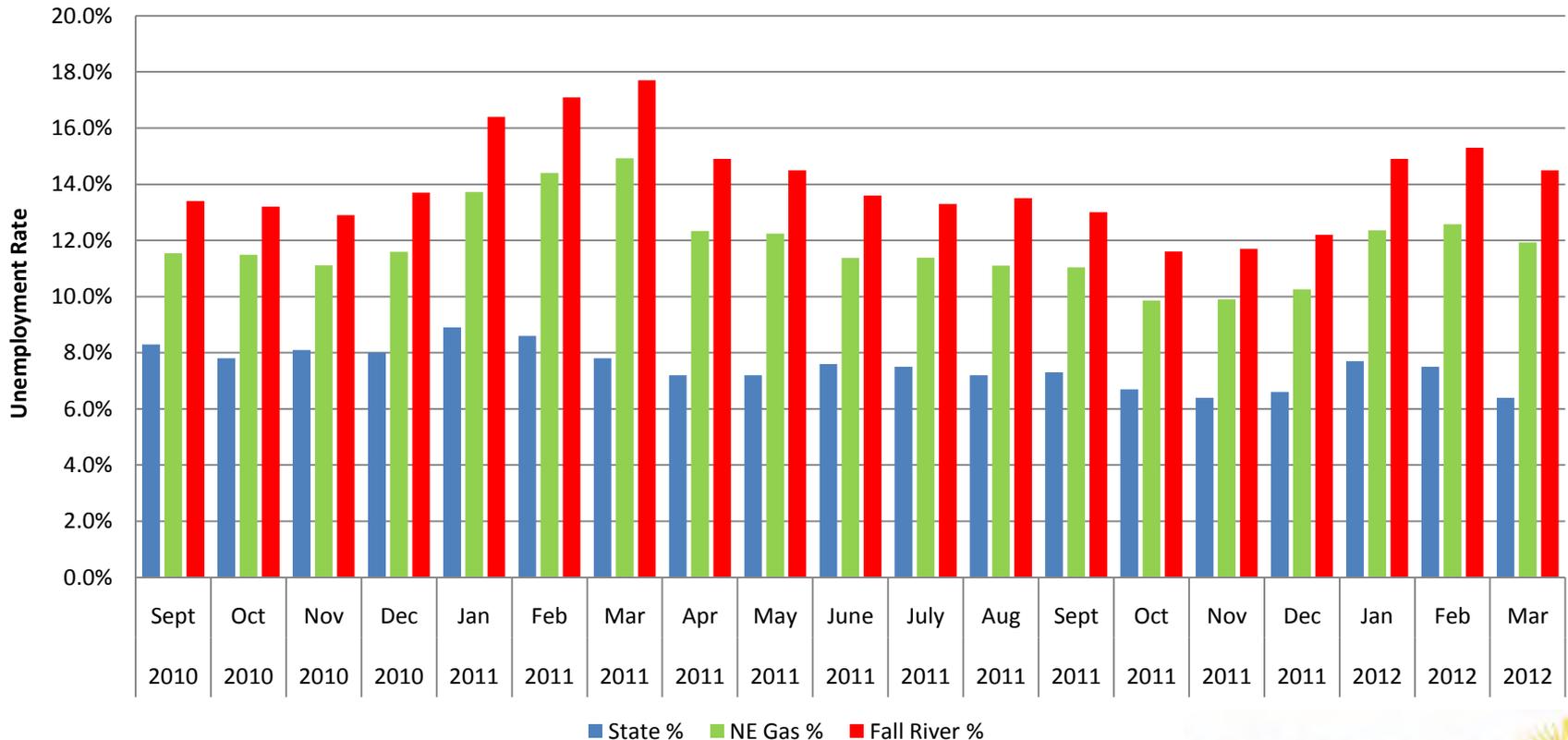
**New England Gas Company
Building Permits**



<http://centstats.census.gov>

Unemployment Continues in the Service Territory

New England Gas Company Unemployment Rate Comparison

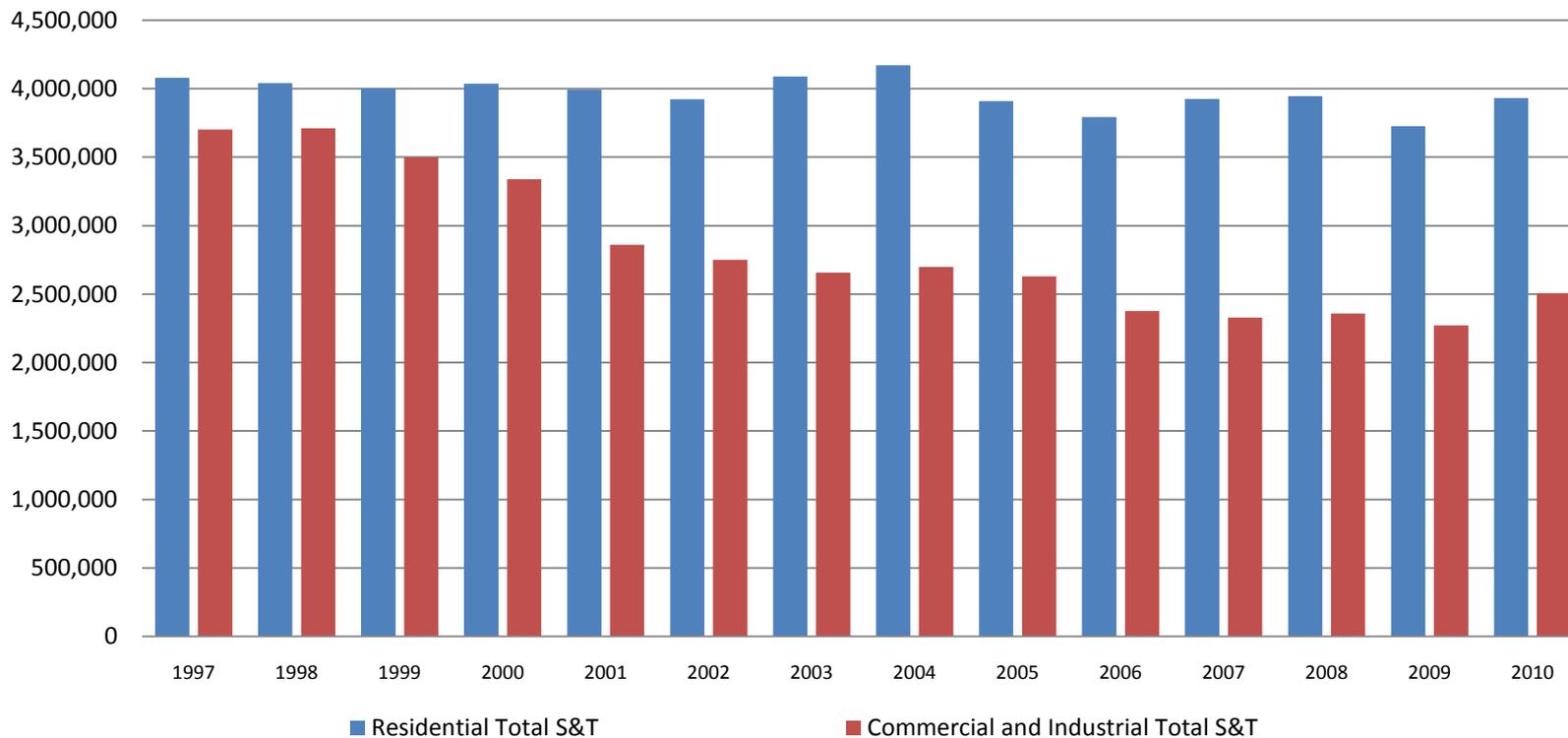


Source: Mass. Labor & Unemployment Data-Executive Office of Labor & Workforce



Sendout is flat or declines

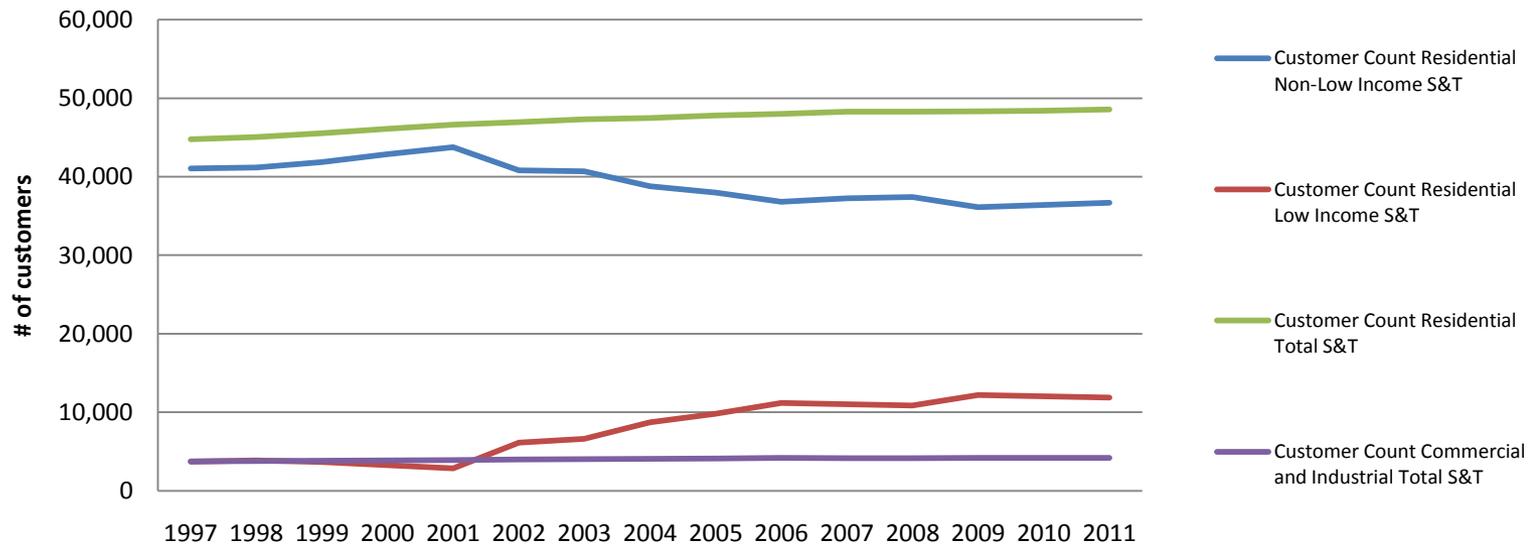
**New England Gas Company
Weather Normalized Sendout**



Customer Data

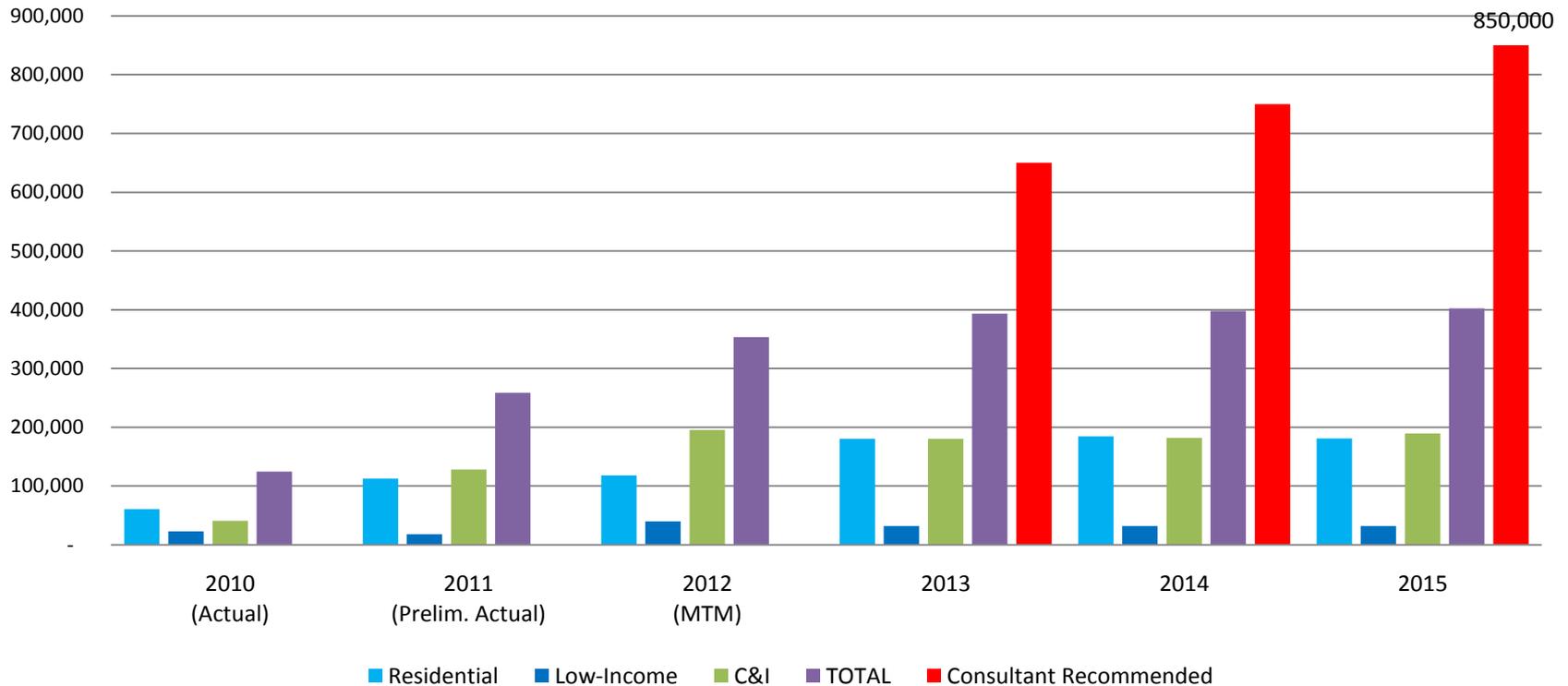
No growth in C&I and Changing Residential

**New England Gas Company
of Customers**



2013-2015 Therm Savings

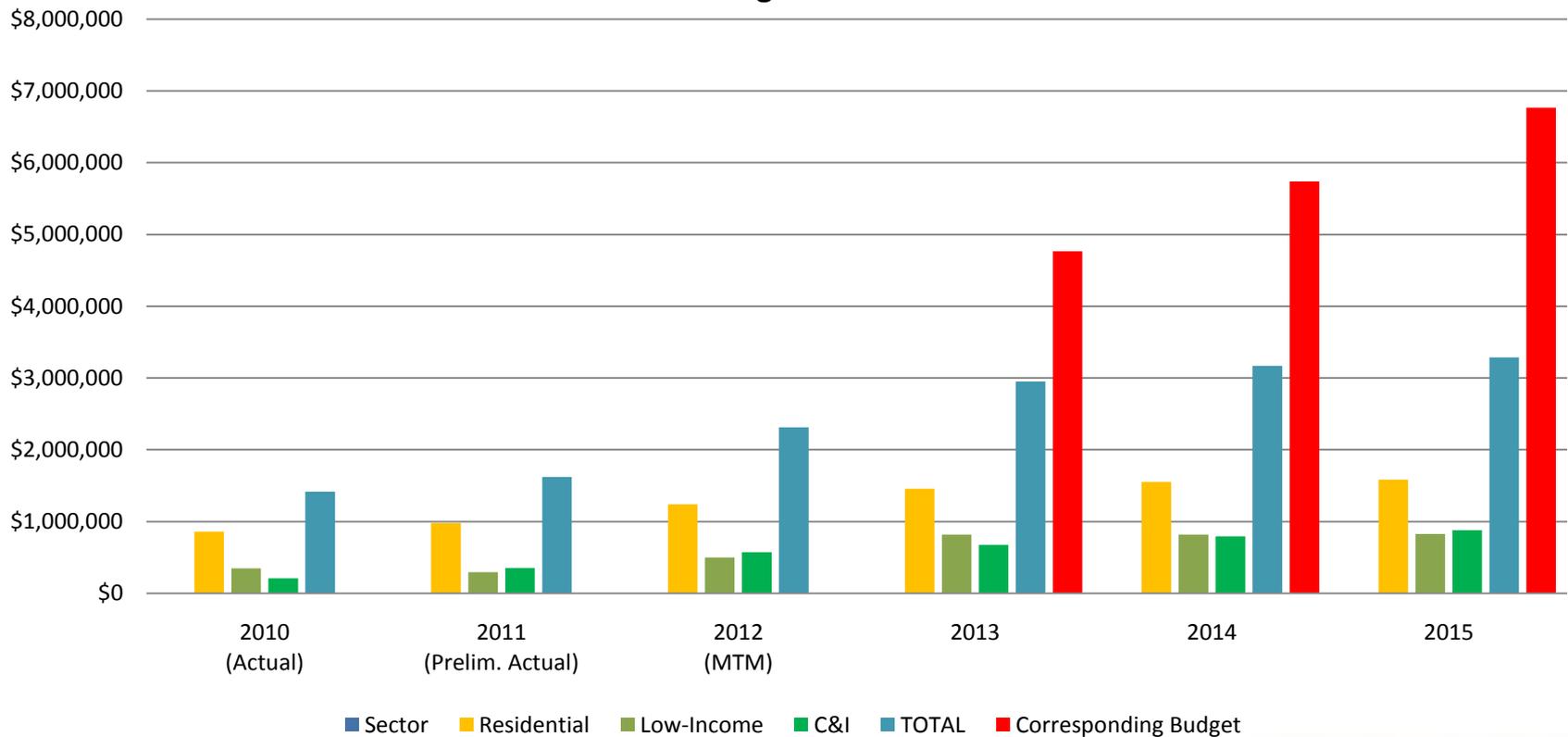
New England Gas Company Savings



NOTE: This chart was calculated using the savings from the Company's 9/19/2012 submission and conducting a scenario analysis using 1.7% savings target per EEAC request.

2013-2015 Budget

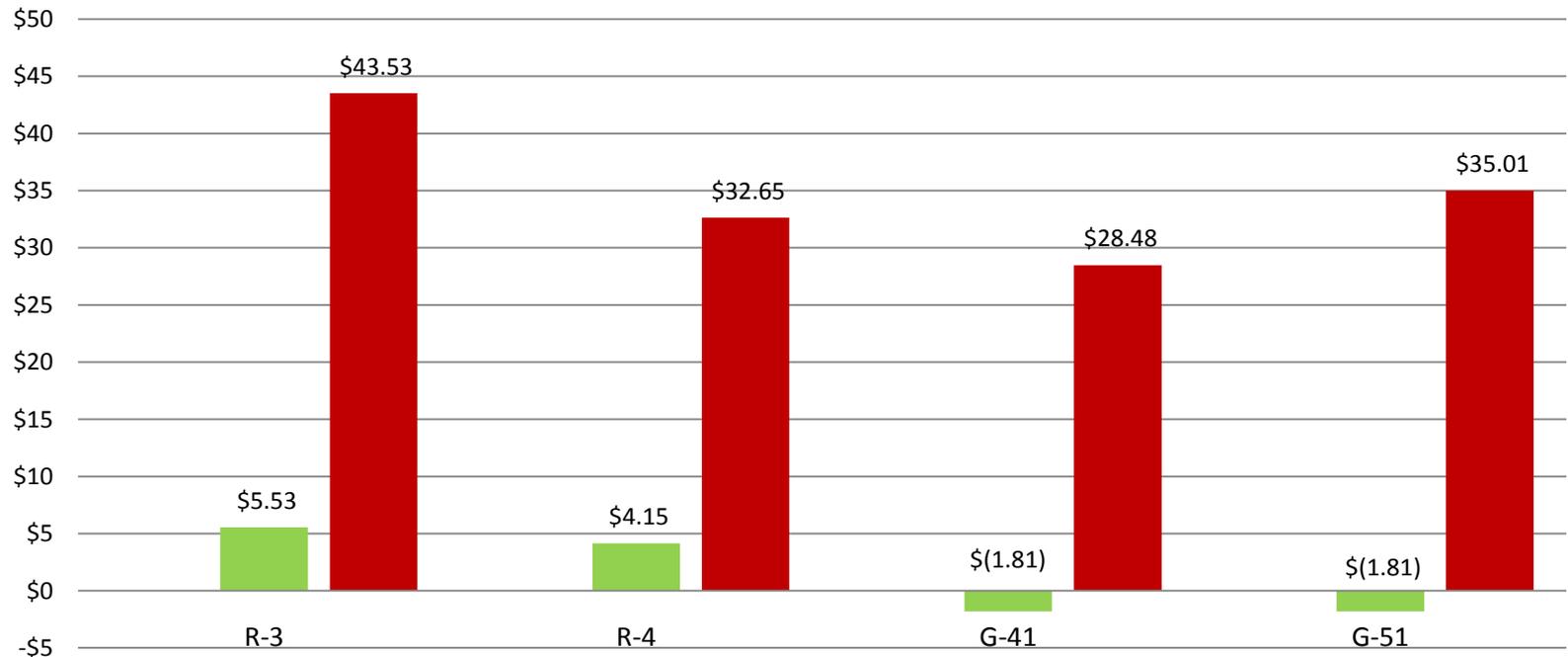
New England Gas Company Budget



NOTE: *Please see caveat on previous slide.

2013-2015 Bill Impacts

Yearly Bill Impacts 2012 MTM vs. 2013 Recommended



■ 2012 MTM ■ 2013 Budget

*Please see caveats on previous slides

EE Success Story

Swan Dying & Printing – Fall River



Modern (Late 1960's) Textile Factory

- Company specializes in high-end specialty fabrics
- Offers commission dyeing and printing of fabrics
- 2011 EE benefits resulted in additional EE projects in 2012.
- Boiler Controls, Steam Traps, Lighting and VSD motors
- NEG/NGrid worked cooperatively to deliver EE savings
- Most successful NEG EE project to date

I. Sample Marketing Materials

2010 Campaign Calendar

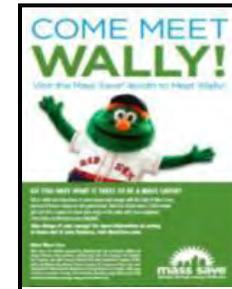
- Mass Save Statewide Campaign first launched in this year with a variety of education, awareness building and community outreach tactics with primary focus on residential customers with selected tactics targeted at business customers

2010

Media/Tactic	April	May	June	July	Aug	Sept	Oct	Nov	Dec
Umbrella Research Study									
PR Outreach									
HGTV Sponsorship									
Red Sox Radio Sponsorship									
Print									
Business Mass Savers Event									
Banner Ads									
Community Engagement									
Keyword Search									
Participation & Savings Results									

Schedule subject to change

■ Resi
 ■ C&I
 ■ Both



- A multi-channel campaign ran from March-November.
- Residential focus was on seasonal program specific initiatives – not building awareness.
- C&I focus was new for the year and utilized customer testimonials based on the 2010 Mass Savers Award winners.
- Mass Savers event held in October with case studies prepared to showcase the winners.
- PA logos, in conjunction with the Mass Save logo, were used on a regional basis.

Media/Tactic	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov
Radio Commercials									
Newspapers									
Business Journals									
Banners									
Keywords									
C&I Mass Savers Event									
Participation & Savings Results									

■ Resi
 ■ C&I
 ■ Both



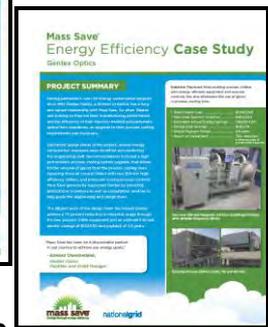
Resi Ads



C&I Ads



Case Studies



- Media plan reached 88% of our target on average of 3 times.
- Campaign provided tactical support for the program specific communications in the market.
- Front-loading/consolidating the media activity provided greater support for the specific program messages
- Mass Save logo in conjunction with all the PAs logos appeared throughout MA regardless of service territory

2012

Media/Tactic	Jan	Feb	Mar	Apr	May	June	July	Aug
Umbrella Focus Groups								
Umbrella Awareness Study								
Radio Commercials								
Business Journal Ads								
Newspaper Ads								
Banner Ads								
Transit/Commuter Rail								
Keywords/Google Ads								
Participation & Savings Results								

Schedule subject to change

MassSave.com

Resi C&I Both



Banner Ads



Commuter/Bus/Transit



Summer is coming! COOL Smart now.

D.P.U. 12-100 to D.P.U. 12-111
Three-Year Plan 2013-2015
November 2, 2012

Exhibit 1, Appendix I
Page 4 of 36



Receive up to a \$500 rebate on a new ENERGY STAR® central AC, mini-split system, or air source heat pump.

For more information call: **1-800-473-1105** OR Visit: **www.masssave.com**

Offers valid only for residential customers in MA where COOL SMART is offered by NSTAR Electric.



Receive an extra \$150.00!
Hire a COOL SMART
trained contractor
(www.masssave.com) to
install your rebate-eligible
AC system and ask them for a
Quality Installation Verification test.
You will get the extra incentive AND be
sure your system is installed according to
manufacturer's specifications. Only COOL SMART
contractors can qualify you for this incentive.



For more information and to find a
COOL SMART Contractor in your
area, call **1-800-473-1105** or visit
www.masssave.com

D.P.U. 12-100 to D.P.U. 12-111
Three-Year Plan 2013-2015
November 2, 2012
Exhibit 1, Appendix I
Page 5 of 36



*An ENERGY STAR
qualified model could
cut your cooling costs
by 30%, and provide
increased comfort.*

“We put in a new control system in our engine room which has **saved us around 200,000 kWh in only six months.** And it’s getting better every day as we fine tune it. With the NSTAR incentives, our investment wasn’t that substantial. We know we’re saving money and avoiding costs by doing this project.”

– John Pine, Maintenance Manager at American Pride Seafoods



NSTAR offers practical solutions to help lower electric use for both residential and business consumers. Here’s an example of how NSTAR’s Business Solutions Program helped one of our customers. To find out how we can help your business, contact NSTAR at 781-441-8592.

The Background

American Pride Seafoods, part of the American Seafood Group, has two plants in New Bedford that process scallops and fish. The plants are large and busy operations that require approximately 12 million kWh of electricity per year. In addition, both plants are older facilities so they present unique challenges to keep energy usage in check.

The Challenge

For John Pine, Maintenance Manager at American Pride Seafoods, the goal is to find ways to make the two plants as energy efficient as possible. He met with NSTAR to find out how NSTAR programs and incentives could help him meet that goal. Working together with NSTAR, they identified a number of energy saving opportunities in areas such as lighting and the control room.

“With simple projects like lighting, it’s a no brainer. We installed new lights that use 50% less energy so we’ll save half on our lighting costs.”

The NSTAR Solution

Lighting was one of the first projects John did with NSTAR. “NSTAR provided incentives that covered 50% of the project cost so we jumped on it and did that project within a month. We put in new lights and sensors that turn the lights on as you move through the warehouse and then after a period of time they shut themselves off.” In total, they replaced approximately 188 fixtures.

John next installed an air compressor with variable speed drive and then began looking at a total control system package for their engine room. “Our normal procedure is to look at projects with a one year payback. We looked at this project and it was pretty close, but we knew with rising energy prices it would be worthwhile pursuing. Plus, NSTAR offered incentives to cover 50% of the cost.”

The Benefits

John says there are powerful reasons to make energy efficiency changes. “With simple projects like lighting, it’s a no brainer. We installed new lights that use 50% less energy so we’ll save half on our lighting costs. You’re replacing 100 kWh lights with 50 kWh, but the quality of the lights is actually brighter. It has more lumens, which lights up the plant just as well if not better than the existing lights.”

The control system project has also made a big difference to American Pride Seafoods. “The total cost of that project was \$530,000 and the incentive was 50% or \$265,000. It was one of those projects that we immediately started saving money. But the real potential is when you learn how your new system runs and can tweak it to maximize efficiency.”



The NSTAR Mission

We’re committed to delivering great service.

Energy Efficiency:

It’s simply good business.

NSTAR has offered expertise in the energy business spanning 100 years. Our Energy Efficiency Programs have helped hundreds of our business customers save nearly one billion kWh since 1998. That is the equivalent of enough energy to power over 150,000 homes for one year. Those savings helped grow and strengthen Massachusetts’ business and contributed to a strong Massachusetts economy, increased local property values with wise facility investments, and helped create a healthier environment for all Massachusetts businesses and residents by reducing emissions.

To learn how NSTAR can make your business more competitive through energy efficiency, contact us today.

781-441-8592

www.nstar.com



“Energy efficiency programs with NSTAR
mean **more profit** for my company,
better bottom line for the owners
and a **better environment**
for all of us - it's just the right thing to do.”

— Stephen Johnston, General Manager at Jury's Boston Hotel



NSTAR offers practical solutions to help lower electric use for both residential and business customers. Here's an example of how NSTAR's Business Solutions Program helped one of our customers. To find out how we can help your business, contact NSTAR at 781-441-8592.

The Background

Jurys Boston Hotel is a four-diamond hotel located in the historic Police Headquarters building on Stuart Street in Boston's Back Bay. Jurys invested approximately \$60 million in the preservation project that sought to keep the best of the old building while transforming it into a world class hotel. After the addition of two new floors and a new wing, Jurys opened to the public in July 2004. Today the 225 room hotel is a popular destination for business and leisure travellers alike.

The Challenge

For Stephen Johnston, General Manager, the goal is to ensure that Jurys Boston Hotel is comfortable and safe for guests while reducing energy costs wherever possible. For Stephen, it's not enough for lighting to be energy efficient; it also has to be stylish to complement every aspect of the hotel interior.

The NSTAR Solution

Stephen and his team first worked with NSTAR to change the lighting at Jurys. "We opened the hotel and every light bulb in our guestrooms and hallways was incandescent. We worked with Tim Lee at NSTAR and changed everything in the guestrooms to compact fluorescent technology and the new lights were so good that no one noticed a difference."

They also had variable speed drives installed on all the fittings in the mechanical room. "We have plate and frame exchangers so on a day like today, it's only thirty-five degrees outside and we're able to make our own chilled water for free."

Making these changes has been easy, says Stephen. "We simply call our account rep and run a project by him and he'll get in touch with the energy efficiency department."

The Benefits

Making energy efficiency improvements has made a big difference to energy consumption at Jurys. ***"The first month we were opened we used 300,300 kWh of electricity and a year later in January - when we sold more rooms - we only used 217,500 kWh, so our room nights went up but our electrical consumption went down."***

In total, Stephen estimates they've received approximately \$75,000 in incentives from NSTAR. They've been able to use the money for a number of different projects including upgrading the restaurant fryolators to new energy saving ENERGY STAR models.

There have been other benefits too; many of the systems are largely automated now so less manpower is needed. Stephen encourages others to take advantage of NSTAR programs. "I tell people that NSTAR programs are easy to maneuver and they're customer friendly so they should take advantage of them."



The NSTAR Mission

We're committed to delivering great service.

Energy Efficiency:

It's simply good business.

NSTAR has offered expertise in the energy business spanning 100 years. Our Energy Efficiency Programs have helped hundreds of our business customers save nearly one billion kWh since 1998 alone. That is the equivalent of enough energy to power over 150,000 homes for one year. Those savings helped grow and strengthen Massachusetts' business and contributed to a strong Massachusetts economy, increased local property values with wise facility investments, and helped create a healthier environment for all Massachusetts businesses and residents by reducing emissions.

To learn how NSTAR can make your business more competitive through energy efficiency, contact us today.

781-441-8592

www.nstar.com



Massachusetts General and Brigham and Women's Hospitals

“We're challenging ourselves. Do we have to do everything we're doing right now? **Is there any room where we can save energy?**”

- Jim Turner, Utilities Manager at Brigham & Women's Hospital



NSTAR offers practical solutions to help lower electric use for both residential and business customers. Here's an example of how NSTAR's Business Solutions helped one of our customers. To find out how we can help your business, contact **NSTAR** at **781-441-8592**.

The Background

Massachusetts General Hospital and Brigham and Women's Hospital are two of the nation's leading medical institutions. They are consistently ranked in U.S. News & World Reports' Honor Roll and are renowned for their clinical and research excellence. Located in Boston, the two hospitals are also founding members of Partners HealthCare.



The Challenge

Delivering the finest medical care is a 24 hour a day, 365 day a year job for Massachusetts General and Brigham and Women's Hospitals. This often makes it difficult to schedule energy efficiency improvements to equipment in busy areas of the hospital.

“There are a lot of things we just can't control - there is medical equipment, air handling systems that have to run continuously and a lot of our facility is staffed 24 hours a day so it's a real challenge,” says Jim Turner, Utilities Manager at Brigham & Women's Hospital.

The NSTAR Solution

Both Jim and Dennis Villanueva, Facilities Manager at Massachusetts General Hospital agree that patient care is always the number one priority. But both have also discovered ways to reduce energy consumption by working together with NSTAR.

“When we look at a project, we're not looking at it as an energy conservation project - it's an infrastructure upgrade. But we don't just buy equipment that is standard, that just meets code. **We buy better equipment and factor in the savings over the life of the project and what NSTAR has to offer and embed the cost,**” explains Dennis.

Jim also makes a persuasive case for energy efficiency. “Let's say we spend an extra million dollars on utilities. If we have a 5% profit margin that means you need another \$20 million in revenue. **What would you rather do - figure out how to make another \$20 million with what you've got or save \$1 million by spending half that on energy efficiency?**”

The Benefits

The benefits are clear for both hospitals. “If you look at our use over the past two decades, we average two-three percent load growth per year and that's pretty typical. So our energy efficiency improvements allow us to decrease that rate of growth,” says Jim.

Dennis adds that lighting projects at Massachusetts General are saving money and improving lighting quality. “Immediately hospital administrators noticed a difference in the bill and so they liked that but also the quality of the light improved dramatically. So with things like that, we're now getting people's attention.”

The NSTAR Mission

We're committed to delivering great service.

Energy Efficiency: It's simply good business.

NSTAR has offered expertise in the energy business spanning 100 years. Our Energy Efficiency Programs have helped hundreds of our business customers save nearly one billion kWh since 1998 alone. That is the equivalent of enough energy to power over 150,000 homes for one year. Those savings helped grow and strengthen Massachusetts' business and contributed to a strong Massachusetts economy, increased local property values with wise facility investments, and helped create a healthier environment for all Massachusetts businesses and residents by reducing emissions.

To learn how NSTAR can make your business more competitive through energy efficiency, contact us today.

781-441-8592

www.nstar.com





MASS SAVER

MALL COMBO

A \$100 VALUE
FOR \$10

- 10 Incandescent Style CFLs
- 2 Desk Lamps
- 2 LED Night Lights

JOIN THE
MASS SAVERS



For a limited time
ONLY!
May 6th to
June 5th, 2011







It's Time. **Get Ready.**

Winter is just around the corner! Get your home ready now.



You may be eligible to receive 75% OFF the cost of insulating your home (up to \$2000)



Adding insulation is the best way to prepare your home for winter. Proper insulation can:

- Reduce the loss of heat
- Help prevent ice dams from forming
- Trim your energy costs
- Keep your home more comfortable all year long

**Call today to schedule your
no-cost Home Energy Assessment.**

1-800-632-8300

Visit MassSave.com/Insulate for more information



Customers must meet program eligibility requirements to participate. Eligibility for rebates/incentives is based on findings from the Home Energy Assessment. Insulation incentive covers 75% of the cost, up to \$2000, for qualified measures. Some restrictions apply and offers are subject to change or cancellation.

50 Washington Street, Suite 3000
Westborough, MA 01581

D.P.U. 12-100 to D.P.U. 12-111
Three-Year Plan 2013-2015
November 2, 2012
Exhibit 1, Appendix I
Page 17 of 36

BE THE

COOLEST HOUSE

ON THE BLOCK

Receive rebates up to \$500 for ENERGY STAR® Qualified Central AC Systems from NSTAR through the Mass Save program and **reduce your energy costs during the hottest part of the year.**



Call 1-800-473-1105 or go to MassSave.com/Cooling to learn more.



About Mass Save®

Mass Save is an initiative sponsored by Massachusetts' gas and electric utilities and energy efficiency service providers working closely with the Massachusetts Department of Energy Resources to provide a wide range of services, incentives, training, and information promoting energy efficiency that help residents and businesses manage energy use and related costs.

IMPROVE YOUR BOTTOM LINE

D.P.U. 12-100 to D.P.U. 12-111
Three-Year Plan 2013-2015
November 2, 2012
Exhibit 1, Appendix I
Page 19 of 36

Make your Multi-Family
more energy efficient.

Brought to you by:



Western Massachusetts
Electric
A Northeast Utilities Company

Learn more about our energy efficiency programs at MassSave.com

Get started today! It's easy.

To see if your property is eligible for a no-cost, no-obligation energy evaluation, call **1-800-594-7277**.



Energy Efficiency. It's Just Smart Business Sense

Your guide to the Mass Save® Multi-Family Program

Want to add value to your property, increase occupancy rates and retain tenants by lowering energy and maintenance costs? Our programs may help you gain greater financial control by providing a series of incentives for energy efficiency upgrades.

Mass Save Multi-Family Program

If you're the owner or manager of a residential multi-family facility with five (5) or more units, you may qualify for this exciting program. It's easy. Your local electric and gas utility and energy efficiency service provider offer no-cost, no obligation energy assessments. Our "whole facility" approach focuses on the entire building, including insulation, lighting, cooling, heating, and water heating systems. Benefits include:

For Property Owners:

- Enhanced property value
- No-cost, no obligation evaluation
- Generous financial incentives
- Retain and attract valuable tenants
- Shorter payback period
- Lower operating cost and greater annual savings

For Tenants:

- Potential for better air and lighting quality
- Energy-saving products
- More comfortable and affordable living environment
- Potential for a 'Greener' complex

Every \$1 invested in an energy-related product or service increases building value by \$10**

For All:

- Lower energy and maintenance costs
- More durable and comfortable building
- Become a leader in social responsibility
- Environmental benefits for your community

Eligible Upgrades

D.P.U. 12-100 to D.P.U. 12-111
Three-Year Plan 2013-2015
November 2, 2012
Exhibit 1, Appendix I
Page 20 of 36

- Air sealing* and insulation
- High-efficiency heating and cooling equipment upgrades and controls
- Water heating equipment, energy-saving showerheads*, aerators* and pipe insulation*
- ENERGY STAR® lighting* and ENERGY STAR refrigerators
- Programmable thermostats*
- Other energy improvements determined on a site-specific basis

Eligibility

- Residential complex/facility must have five (5) or more dwelling units on the property.
NOTE: Program is NOT available for individual units.
- The owner/condo association (or an authorized representative) is the only one who can schedule the energy assessment. Tenants and owners must work together to make the program successful.



Multi-family apartment complex with 156 units in Quincy, MA

Upon completion of the energy assessment, incentives were provided for air sealing and insulation, domestic hot water conservation measures and energy-efficient lighting in the dwelling units and common areas of the complex.

Total Project Cost:	\$105,713
Incentive:	\$104,972
Cost to Customer:	\$741
Annual Electricity Savings:	\$13,300
Annual Gas Savings:	\$18,200

Dollar values are base MA industry average pricing for kWh and therms.
*Improvements may be available at no cost.
**Source: "Demystifying SMB Decision-Makers: Identifying Motivations and Marketing Channels," *E SOURCE Small & Midsize Business Service, SMB-22* (July 2004).

START SAVING MONEY and Energy for No Cost

The NSTAR Conservation Action Program (NCAP) is designed to help income eligible renters and homeowners living in 1 to 4 unit homes reduce costs on their electric bill. An Energy Specialist performs a FREE Assessment on the existing refrigerator, freezer, and window air conditioner. If the equipment is eligible, a new replacement unit will be provided at NO COST! In addition, customers will receive FREE energy saving products and money saving tips!

FREE Incentives Include:

- Replacement Refrigerator or Freezer (if eligible)*
- Replacement AC Unit (if eligible)*
- Energy Efficient Light Bulbs
- Water Conservation Materials
- TLC Kit of Energy Saving Products
- Tips to Save Energy and Money

*Refrigerator, Freezer and/or AC Unit must meet program eligibility requirements and will be installed at a follow-up visit.



Call **1-800-783-8233** to schedule an appointment or visit **BostonABCD.org** for additional information. Don't forget to mention **Summer** when you call.



Action for Boston
Community Development, Inc.

The NSTAR Conservation Action Program is for a limited time and paid for by Action for Boston Community Development (ABCD) and NSTAR Electric.

Customers who live in buildings with 5+ units will need to be served by our Lean Multifamily Program. To be served by this Program, please have your landlord submit a request on the website LEANMultiFamily.org.

Conservation Services Group (CSG) is an ABCD/NSTAR Electric authorized contractor for the NCAP Program.

COMIENZE A AHORRAR DINERO y energía sin ningun costo alguno

El Programa NSTAR de Acción para la Conservación (NSTAR Conservation Action Program, NCAP) fue creado para ayudar a inquilinos y propietarios de ciertos ingresos que viven en inmuebles de 1 a 4 unidades, a reducir los costos electricos de sus facturas mensuales. Un especialista en conservacion de energía hará una evaluación GRATIS del refrigerador, congelador y aire acondicionado de ventana. Si el equipo cumple los requisitos, se le proveerá una nueva unidad SIN NINGUN COSTO! Además, los clientes recibirán productos GRATIS para ahorrar energía y sugerencias para ahorrar dinero!

Los incentivos **GRATIS** incluyen:

- Reemplazo del refrigerador o congelador (si cumple los requisitos)*
- Reemplazo de la unidad de aire acondicionado (si cumple los requisitos)*
- Focos o bombillas eficientes para la luz
- Materiales para conservación de agua
- Juego de TLC con productos para ahorrar energía
- Sugerencias para ahorrar energía y dinero

*El refrigerador, congelador y unidad de aire acondicionado deben cumplir los requisitos de elegibilidad del programa y serán instalados durante una visita de seguimiento.



Llame al **1-800-783-8233** para solicitar una cita o visite **BostonABCD.org** para obtener información adicional.
No olvide mencionar **Summer** cuando llame.



Action for Boston
Community Development, Inc.

El Programa NSTAR de Acción para la Conservación durará por tiempo limitado y lo financiara la Acción para el Desarrollo Comunitario de Boston (Action for Boston Community Development, ABCD) y NSTAR Electric.

Los clientes que viven en edificios con 5 o mas unidades necesitarán ser atendidos por nuestro Programa Lean para Múltiples Familias (Lean Multifamily Program). Para ser servidos por este programa, por favor pida a su propietario que presente una solicitud en el sitio Web LEANMultiFamily.org

Conservation Services Group (CSG) es un contratista autorizado de ABCD/NSTAR Electric para el Programa NCAP.

VERSION 1



FRAME 1

Camera follows arrow come in from the left and circles down around opening headline.



Get a
\$20
rebate

and help improve the air quality
in your home when you purchase
an ENERGY STAR® qualified room
air cleaner.

FRAME 2

As the camera moves down, the arrow circles the room air cleaner rebate offer.



FRAME 3

Camera follows arrow back around to the right while lock-up and logo fades in, and arrow stops in sync with opacity fade of logo and additional green part of arrow.

VERSION 2



FRAME 1

Camera follows arrow come in from the left and circles down around opening headline.



Receive a
\$20
rebate

when you purchase an ENERGY STAR®
qualified room air cleaner.



FRAME 2

As the camera moves down, the arrow circles the room air cleaner rebate offer.



FRAME 3

Camera follows arrow back around to the right while lock-up and logo fades in, and arrow stops in sync with opacity fade of logo and additional green part of arrow.

VERSION 3

Now that's
**a breath
of fresh air.**



FRAME 1

Camera follows arrow come in from the right and circles down around opening headline.



Receive a
\$20
rebate

when you purchase an ENERGY STAR®
qualified room air cleaner.

FRAME 2

As the camera moves down, the arrow circles the room air cleaner rebate offer.



FRAME 3

Camera follows arrow back around to the right while lock-up and logo fades in, and arrow stops in sync with opacity fade of logo and additional green part of arrow.

Reduce Home Energy Costs

**No-Cost Home
Energy Assessment**

866-527-SAVE



MassSave.com

NSTAR RECYCLING TELEVISION PSA'S
CHANNEL 5 , WCVB
:15 TV

V1:

PICTURE: FADE UP ON OLD FRIDGE

SUPER: THIS OLD FRIDGE COULD BE COSTING YOU OVER \$300/YEAR TO OPERATE

PICTURE: FRIDGE FADES OUT

SUPER: WHO HAS THAT KIND OF MONEY?

PICTURE: OLD FRIDGE IN RECYCLING BIN FADES UP

ANNOUNCER: NOW, THANKS TO NSTAR YOU CANGET \$50 REBATE WHEN YOU RECYCLE
YOUR OLD SECOND REFRIDGERATOR OR FREEZER.

ANNOUNCER: SCHEUDLEYOURFREE HAULAWAY AT MASSSAVE.COM/OLDFRIDGE

LOGO/URL UP

V2:

PICTURE: FADE UP ON OLD FRIDGE

SUPER: THIS OLD FRIDGE COULD BE COSTING YOU OVER \$300/YEAR TO OPERATE

PICTURE: FRIDGE FADES OUT

SUPER: WHO HAS THAT KIND OF MONEY?

PICTURE: OLD FRIDGE IN RECYCLING BIN FADES UP

ANNOUNCER: NOW, THAKNS TO NSTAR YOU CANGET \$50 WHEN YOU RECYCLE YOUR
OLD SECOND REFRIGERATOR OR FREEZER.

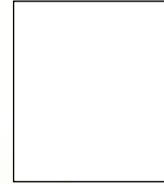
ANNOUNCER: LEARN MORE AT BOSTONCHANNEL.COM

LOGO/URL UP



One NSTAR Way, SW360
Westwood, MA 02090

**Recycle your old
refrigerator or
freezer today!**



D.P.U. 12-100 to D.P.U. 12-111
Three-Year Plan 2013-2015
November 2, 2012
Exhibit 1, Appendix I
Page 34 of 36



Cold hard cash.

Save energy. Save money.

Did you know your old, second refrigerator or freezer uses up to four times more electricity than a new one? Save that much extra energy, and you could save up to \$150 a year on your electricity use. That's a good reason to let us recycle your old refrigerator or freezer. We'll even haul it away for FREE and give you a \$50 reward. Plus, recycling that fridge will keep 10 tons of carbon dioxide out of the atmosphere, which means a lot more clean air for our future.

GET
\$50
FOR YOUR
OLD WORKING
SECOND FRIDGE
OR FREEZER

SAVE UP TO
\$150/YR
IN ENERGY USE

**For a FREE pickup, call 1-877-545-4113
or visit MassSave.com/recycle.**



The program is available to residential NSTAR Electric customers. Refrigerators and freezers must be in working condition, owned by the resident and must be 10-30 cubic feet in size, using inside measurements. NSTAR contracts with JACO Environmental, an appliance recycler, to pick up and recycle refrigerators and freezers. Limit two units per residential address. Cannot be combined with any other offer. Some restrictions apply. ♻️



GET
\$50
FOR YOUR
OLD WORKING
SECOND FRIDGE
OR FREEZER

SAVE UP TO
\$150/YR
IN ENERGY USE

For a **FREE pickup**, call
1-877-545-4113 or visit
MassSave.com/recycle.



Use this magnet to remind yourself how easy it is to **save money and get money back!**

NSTAR offers two great community programs

DPH 12-190 to DPH 12-111
Three-Year Plan 2013-2015
November 2, 2012
Exhibit 1, Appendix I
Page 36 of 36

The Magic of Saving Power

“The Magic of Saving Power” is a spellbinding showcase on the benefits of conserving energy hosted by Joules, the official NSTAR Energy Wizard. Joules will dazzle your students with fun facts and teach them magic tricks to use at home to conserve energy.

- School performances only.
Appropriate for grades K - 3
- Thirty minute performance
- One performance per school.
Maximum 50 students
- Available to schools located in the NSTAR Electric service territory*

To Schedule a performance please call 617-929-2641 or email energywizard@globe.com

Change a Light, Change The World Fundraiser

NSTAR offers schools in the NSTAR Electric territory a unique and educational fundraising opportunity. The “Change a Light, Change the World” fundraiser enables your school to raise much needed funds while teaching students about conserving energy. To learn more about this program, visit nstar.com or call 781-441-3888.

Schools keep 100% of the funds raised through the sale of energy saving products.



**Teachers
Have Fun and Go Green!**



*Visit www.nstar.com to see if your school is located in the NSTAR Electric service territory.

*Cape Light Compact towns are not eligible to participate. Please call 1-800-797-6699 to find similar programs available to you

J. Performance Incentive Models

Input Sheet: Forecasted 2013 - 2015 figures
In 2013 dollars

Electric	National Grid				NU (NSTAR + WMECO)			
	2013	2014	2015	3-Year Total	2013	2014	2015	3-Year Total
1 Goals (thousands of Annual MWh)	559.120	588.600	614.367	1,762.088	586.018	601.492	613.926	1,801.436
Benefits (\$)								
2 Residential	278,338,066	298,513,023	293,297,097	870,148,186	282,674,295	310,432,590	336,205,980	929,312,866
3 Low Income	53,246,196	55,275,501	54,555,268	163,076,965	52,362,066	55,057,092	54,292,434	161,711,593
4 C&I	<u>771,972,422</u>	<u>865,834,600</u>	<u>895,781,102</u>	<u>2,533,588,124</u>	<u>774,035,817</u>	<u>875,102,265</u>	<u>876,128,301</u>	<u>2,525,266,383</u>
5 Total	1,103,556,684	1,219,623,125	1,243,633,467	3,566,813,275	1,109,072,178	1,240,591,947	1,266,626,716	3,616,290,841
Total Costs								
6 Residential	95,616,132	96,752,171	97,649,582	290,017,885	89,949,112	99,767,051	101,742,912	291,459,076
7 Low Income	27,065,161	26,276,043	25,762,992	79,104,196	26,806,149	27,009,731	27,251,950	81,067,831
8 C&I	<u>176,530,634</u>	<u>184,719,929</u>	<u>190,003,349</u>	<u>551,253,912</u>	<u>218,979,234</u>	<u>224,227,730</u>	<u>225,644,149</u>	<u>668,851,113</u>
9 Total	299,211,926	307,748,144	313,415,922	920,375,992	335,734,495	351,004,513	354,639,011	1,041,378,019
Performance Incentives used in preliminary Total Cost calculation								
10 Residential	3,399,913	3,316,669	3,219,725	9,936,307	3,755,072	3,646,835	4,014,242	11,416,149
11 Low Income	1,147,143	954,372	908,970	3,010,484	1,205,816	955,996	931,982	3,093,795
12 C&I	<u>8,918,077</u>	<u>9,618,993</u>	<u>9,878,438</u>	<u>28,415,507</u>	<u>9,362,310</u>	<u>9,825,366</u>	<u>9,843,053</u>	<u>29,030,729</u>
13 Total	13,465,132	13,890,034	14,007,132	41,362,299	14,323,198	14,428,197	14,789,277	43,540,673
Net Benefits excluding performance incentives								
14 Residential	186,121,847	205,077,521	198,867,241	590,066,609	196,480,255	214,312,374	238,477,310	649,269,939
15 Low Income	27,328,178	29,953,829	29,701,246	86,983,254	26,761,732	29,003,357	27,972,467	83,737,557
16 C&I	<u>604,359,865</u>	<u>690,733,665</u>	<u>715,656,190</u>	<u>2,010,749,720</u>	<u>564,418,893</u>	<u>660,699,900</u>	<u>660,327,206</u>	<u>1,885,445,999</u>
17 Total	817,809,890	925,765,015	944,224,677	2,687,799,582	787,660,881	904,015,631	926,776,982	2,618,453,494
Payout Rates								
18 Savings rate 2013 - 2015	\$ 0.0061833	\$ 0.0061833	\$ 0.0061833	\$ 0.0061833	\$ 0.0061833	\$ 0.0061833	\$ 0.0061833	\$ 0.0061833
19 Value rate for 2013 - 2015	\$ 0.0052374	\$ 0.0052374	\$ 0.0052374	\$ 0.0052374	\$ 0.0052374	\$ 0.0052374	\$ 0.0052374	\$ 0.0052374
Performance Metric Allocation Weights								
Residential								
20	1. Residential Metric 1							
21	2. Residential Metric 2							
Low Income								
22	1. Low Income Metric 1							
Commercial & Industrial								
23	1. C&I Metric 1							
24	2. C&I Metric 2							
Performance Metric Sector Allocation								
25	Residential							
26	Low Income							
27	C&I							
28	Total							

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Performance Metric Pool**

<u>A. Total Performance Incentive Pool</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>Total</u>	Comment
1 PA proposed goals (thousands MWh) excluding CLC	1,153	1,198	1,236	3,587	Statewide savings goals per PA plans.
2 CLC proposed goals (thousands MWh)	42	38	38	118	Savings goals proposed by CLC
3 EEAC Recommended goals (thousands MWh)	1,194	1,236	1,273	3,703	Per term sheets approved by the DOER, AG, and PAs and to be addressed at the next Council meeting
4 EEAC Recommended goals (thousands MWh) excluding CLC	1,152	1,198	1,235	3,585	Line 3 - Line 2
5 Statewide 2013 - 2015 Design Level Performance Incentives	\$ 25,798,851	\$ 26,698,635	\$ 27,502,514	\$ 80,000,000	Per term sheets approved by the DOER, AG, and PAs and to be addressed at the next Council meeting
6 Adjusted Statewide 2013 - 2015 Design Level Performance Incentives at PA proposed goals	\$ 25,808,756	\$ 26,709,928	\$ 27,537,585	\$ 80,056,269	Line 5 * (Line 1/Line 4)
 <u>B. Incentives Allocated by Component</u>					
7 State Benefits excluding CLC	\$ 2,233,678,265	\$ 2,482,925,269	\$ 2,533,790,299	\$ 7,250,393,833	State benefits without CLC: Electric Input, line 5
8 Savings payout rate	\$ 0.0061833	\$ 0.0061833	\$ 0.0061833	\$ 0.0061833	56% of Total Line 6/Total Line 7
9 State Performance incentives to savings	\$ 13,811,549	\$ 15,352,723	\$ 15,667,238	\$ 44,831,510	Line 7 * Line 8
10 State Net Benefits excluding CLC	\$ 1,618,371,999	\$ 1,844,832,959	\$ 1,886,735,555	\$ 5,349,940,512	State net benefits without CLC: Electric Input, Line 17
11 Value Mechanism Payout Rate	\$ 0.0052374	\$ 0.0052374	\$ 0.0052374	\$ 0.0052374	35% of Total Line 6/Total Line 10
12 State performance incentives to value	\$ 8,476,036	\$ 9,662,099	\$ 9,881,559	\$ 28,019,694	Line 10 * Line 11
13 Remaining performance incentives to metrics	\$ 3,521,171	\$ 1,695,105	\$ 1,988,788	\$ 7,205,064	Line 6- Line 9 - Line 12

2013 2014 2015 Total

C. Performance Metrics allocated to Sectors

Performance Metric Sector Allocation

14	Residential	36%	36%	36%		Electric Input Line 25
15	Low Income	28%	28%	28%		Electric Input Line 26
16	C&I	<u>36%</u>	<u>36%</u>	<u>36%</u>		Electric Input Line 27
17	Total	100%	100%	100%		

18	Residential Performance Metrics - State	\$ 1,267,622	\$ 610,238	\$ 715,964	\$ 2,593,823	Line 13 * Line 14
19	Low Income Performance Metrics - State	\$ 985,928	\$ 474,629	\$ 556,861	\$ 2,017,418	Line 13 * Line 15
20	C&I Performance Metrics - State	\$ 1,267,622	\$ 610,238	\$ 715,964	\$ 2,593,823	Line 13 * Line 16

D. Thresholds Applicable to PAs With Savings Goals in Excess of Council Targets

21	National Grid Sales Forecast (GWh)	22,073	22,768	23,276		PA-specific sales forecast
22	NU Sales Forecast (GWh)	23,227	23,235	23,229		PA-specific sales forecast

Annual Energy Savings Goals at EEAC Targets (2.5% of sales in 2013, 2.55% of sales in 2014, and 2.6% of sales in 2015):

23	National Grid (GWh)	551.8	580.6	605.2	1,737.6	Percent of sales target in year * line 21
24	NU (GWh)	580.7	592.5	604.0	1,777.1	Percent of sales target in year * line 22

EEAC recommended goals as a percent of PA proposed goals:

25	National Grid	98.7%	98.6%	98.5%	98.6%	Line 23/Line 1 Electric Input Page
26	NU	99.1%	98.5%	98.4%	98.7%	Line 24/Line 1 Electric Input Page

Adjusted percentage of Design Level Performance to define Thresholds under Savings and Value Mechanisms

27	National Grid	74.0%	74.0%	78.8%		75% of Line 25 in 2013 and 2014, 80% of Line 25 in 2015
28	NU	74.3%	73.9%	78.7%		75% of Line 26 in 2013 and 2014, 80% of Line 25 in 2015

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2013**

State	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		564,538,037	106,863,687	1,562,276,541	2,233,678,265	Electric Input Lines 2-4
2 Savings Payout Rate 2013		0.006183321	0.006183321	0.006183321	0.006183321	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 3,490,720	\$ 660,772	\$ 9,660,057	\$ 13,811,549	Line 1 times Line 2
4 Forecasted Net Benefits		384,439,982	54,551,409	1,179,380,608	1,618,371,999	Electric Input Lines 14-16
5 Value Payout Rate 2013		0.005237384	0.005237384	0.005237384	0.005237384	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 2,013,460	\$ 285,707	\$ 6,176,869	\$ 8,476,036	Line 4 times Line 5
7 Statewide Performance Metrics		1,267,622	985,928	1,267,622	3,521,171	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		100%	100%	100%	100%	Line 4/State Line 4
9 Performance Metrics		\$ 1,267,622	\$ 985,928	\$ 1,267,622	\$ 3,521,171	Line 7 * Line 8
10 Total Performance Incentives		\$ 6,771,801	\$ 1,932,407	\$ 17,104,548	\$ 25,808,756	Line 3 + Line 6 + Line 9
<u>Performance Metric Allocation</u>						
Residential						
11 1. Residential Metric 1	50.0%	\$ 633,811		\$ 633,811	\$ 633,811	Line 9 * segment %
12 2. Residential Metric 2	50.0%	\$ 633,811		\$ 633,811	\$ 633,811	Line 9 * segment %
Low Income						
13 1. Low Income Metric 1	100.0%		\$ 985,928	\$ 985,928	\$ 985,928	Line 9 * segment %
Commercial & Industrial						
14 1. C&I Metric 1	50.0%		\$ 633,811	\$ 633,811	\$ 633,811	Line 9 * segment %
15 2. C&I Metric 2	50.0%		\$ 633,811	\$ 633,811	\$ 633,811	Line 9 * segment %
16 Total Performance Metrics		\$ 1,267,622	\$ 985,928	\$ 1,267,622	\$ 3,521,171	

Results

Sector	Residential	Low Income	C&I	Total State
Savings	51.5%	34.2%	56.5%	53.5%
Value	29.7%	14.8%	36.1%	32.8%
Performance Metrics	<u>18.7%</u>	<u>51.0%</u>	<u>7.4%</u>	<u>13.6%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2014**

State	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		612,919,450	111,641,931	1,758,363,889	2,482,925,269	Electric Input Lines 2-4
2 Savings Payout Rate 2014		0.006183321	0.006183321	0.006183321	0.006183321	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 3,789,878	\$ 690,318	\$ 10,872,528	\$ 15,352,723	Line 1 times Line 2
4 Forecasted Net Benefits		421,646,202	59,483,722	1,363,703,036	1,844,832,959	Electric Input Lines 14-16
5 Value Payout Rate 2014		0.005237384	0.005237384	0.005237384	0.005237384	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 2,208,323	\$ 311,539	\$ 7,142,237	\$ 9,662,099	Line 4 times Line 5
7 Statewide Performance Metrics		610,238	474,629	610,238	1,695,105	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		100%	100%	100%	100%	Line 4/State Line 4
9 Performance Metrics		\$ 610,238	\$ 474,629	\$ 610,238	\$ 1,695,105	Line 7 * Line 8
10 Total Performance Incentives		\$ 6,608,439	\$ 1,476,486	\$ 18,625,003	\$ 26,709,928	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential						
11	1. Residential Metric 1	50.0%	\$ 305,119		\$ 305,119	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 305,119		\$ 305,119	Line 9 * segment %
Low Income						
13	1. Low Income Metric 1	100.0%		\$ 474,629	\$ 474,629	Line 9 * segment %
Commercial & Industrial						
14	1. C&I Metric 1	50.0%		\$ 305,119	\$ 305,119	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 305,119	\$ 305,119	Line 9 * segment %
16	Total Performance Metrics		\$ 610,238	\$ 474,629	\$ 610,238	\$ 1,695,105

Results

Sector	Residential	Low Income	C&I	Total State
Savings	57.3%	46.8%	58.4%	57.5%
Value	33.4%	21.1%	38.3%	36.2%
Performance Metrics	<u>9.2%</u>	<u>32.1%</u>	<u>3.3%</u>	<u>6.3%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2015**

State	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		633,453,208	110,222,515	1,790,114,575	2,533,790,299	Electric Input Lines 2-4
2 Savings Payout Rate 2015		0.006183321	0.006183321	0.006183321	0.006183321	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 3,916,844	\$ 681,541	\$ 11,068,853	\$ 15,667,238	Line 1 times Line 2
4 Forecasted Net Benefits		439,563,163	58,267,601	1,388,904,790	1,886,735,555	Electric Input Lines 14-16
5 Value Payout Rate 2015		0.005237384	0.005237384	0.005237384	0.005237384	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 2,302,161	\$ 305,170	\$ 7,274,228	\$ 9,881,559	Line 4 times Line 5
7 Statewide Performance Metrics		715,964	556,861	715,964	1,988,788	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		100%	100%	100%	100%	Line 4/State Line 4
9 Performance Metrics		\$ 715,964	\$ 556,861	\$ 715,964	\$ 1,988,788	Line 7 * Line 8
10 Total Performance Incentives		\$ 6,934,969	\$ 1,543,571	\$ 19,059,044	\$ 27,537,585	Line 3 + Line 6 + Line 9

Performance Metric Allocation

<u>Residential</u>						
11	1. Residential Metric 1	50.0%	\$ 357,982		\$ 357,982	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 357,982		\$ 357,982	Line 9 * segment %
<u>Low Income</u>						
13	1. Low Income Metric 1	100.0%		\$ 556,861	\$ 556,861	Line 9 * segment %
<u>Commercial & Industrial</u>						
14	1. C&I Metric 1	50.0%		\$ 357,982	\$ 357,982	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 357,982	\$ 357,982	Line 9 * segment %
16	Total Performance Metrics		\$ 715,964	\$ 556,861	\$ 715,964	\$ 1,988,788

Results

Sector	Residential	Low Income	C&I	Total State
Savings	56.5%	44.2%	58.1%	56.9%
Value	33.2%	19.8%	38.2%	35.9%
Performance Metrics	<u>10.3%</u>	<u>36.1%</u>	<u>3.8%</u>	<u>7.2%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2013 - 2015**

State	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 1,810,910,695	\$ 328,728,133	\$ 5,110,755,006	\$ 7,250,393,833	Electric Input Lines 2-4
2 Savings Payout Rate 2013 - 2015		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 11,197,442	\$ 2,032,631	\$ 31,601,437	\$ 44,831,510	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 1,245,649,347	\$ 172,302,732	\$ 3,931,988,434	\$ 5,349,940,512	Electric Input Lines 14-16
5 Value Payout Rate 2013 - 2015		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 6,523,944	\$ 902,416	\$ 20,593,334	\$ 28,019,694	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 2,593,823	\$ 2,017,418	\$ 2,593,823	\$ 7,205,064	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		100%	100%	100%	100%	Line 4/State Line 4
9 Performance Metrics		\$ 2,593,823	\$ 2,017,418	\$ 2,593,823	\$ 7,205,064	Line 7 * Line 8
10 Total Performance Incentives		\$ 20,315,209	\$ 4,952,465	\$ 54,788,595	\$ 80,056,269	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential						
11	1. Residential Metric 1	50.0%	\$ 1,296,912		\$ 1,296,912	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 1,296,912		\$ 1,296,912	Line 9 * segment %
Low Income						
13	1. Low Income Metric 1	100.0%		\$ 2,017,418	\$ 2,017,418	Line 9 * segment %
Commercial & Industrial						
14	1. C&I Metric 1	50.0%		\$ 1,296,912	\$ 1,296,912	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 1,296,912	\$ 1,296,912	Line 9 * segment %
16	Total Performance Metrics		\$ 2,593,823	\$ 2,017,418	\$ 2,593,823	\$ 7,205,064

Results

Sector	Residential	Low Income	C&I	Total State
Savings	55.1%	41.0%	57.7%	56.0%
Value	32.1%	18.2%	37.6%	35.0%
Performance Metrics	<u>12.8%</u>	<u>40.7%</u>	<u>4.7%</u>	<u>9.0%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2013**

National Grid	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 278,338,066	\$ 53,246,196	\$ 771,972,422	\$ 1,103,556,684	Electric Input Lines 2-4
2 Savings Payout Rate 2013		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 1,721,054	\$ 329,238	\$ 4,773,353	\$ 6,823,645	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 186,121,847	\$ 27,328,178	\$ 604,359,865	\$ 817,809,890	Electric Input Lines 14-16
5 Value Payout Rate 2013		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 974,792	\$ 143,128	\$ 3,165,265	\$ 4,283,185	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 1,267,622	\$ 985,928	\$ 1,267,622	\$ 3,521,171	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		51%	51%	51%	51%	Line 4/State Line 4
9 Performance Metrics		\$ 640,566	\$ 498,218	\$ 640,566	\$ 1,779,349	Line 7 * Line 8
10 Total Performance Incentives		\$ 3,336,411	\$ 970,584	\$ 8,579,184	\$ 12,886,179	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 320,283		\$ 320,283	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 320,283		\$ 320,283	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 498,218		\$ 498,218	Line 9 * segment %
----	------------------------	--------	------------	--	------------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 320,283	\$ 320,283	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 320,283	\$ 320,283	Line 9 * segment %

16	Total Performance Metrics		\$ 640,566	\$ 498,218	\$ 640,566	\$ 1,779,349
----	---------------------------	--	------------	------------	------------	--------------

Results

Sector	Residential	Low Income	C&I	Total National Grid
Savings	51.6%	33.9%	55.6%	53.0%
Value	29.2%	14.7%	36.9%	33.2%
Performance Metrics	<u>19.2%</u>	<u>51.3%</u>	<u>7.5%</u>	<u>13.8%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2014**

National Grid	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 298,513,023	\$ 55,275,501	\$ 865,834,600	\$ 1,219,623,125	Electric Input Lines 2-4
2 Savings Payout Rate 2014		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 1,845,802	\$ 341,786	\$ 5,353,733	\$ 7,541,321	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 205,077,521	\$ 29,953,829	\$ 690,733,665	\$ 925,765,015	Electric Input Lines 14-16
5 Value Payout Rate 2014		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 1,074,070	\$ 156,880	\$ 3,617,638	\$ 4,848,587	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 610,238	\$ 474,629	\$ 610,238	\$ 1,695,105	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		50%	50%	50%	50%	Line 4/State Line 4
9 Performance Metrics		\$ 306,227	\$ 238,176	\$ 306,227	\$ 850,629	Line 7 * Line 8
10 Total Performance Incentives		\$ 3,226,098	\$ 736,842	\$ 9,277,597	\$ 13,240,537	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 153,113		\$ 153,113	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 153,113		\$ 153,113	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%		\$ 238,176	\$ 238,176	Line 9 * segment %
----	------------------------	--------	--	------------	------------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 153,113	\$ 153,113	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 153,113	\$ 153,113	Line 9 * segment %

16	Total Performance Metrics		\$ 306,227	\$ 238,176	\$ 306,227	\$ 850,629
----	---------------------------	--	------------	------------	------------	------------

Results

Sector	Residential	Low Income	C&I	Total National Grid
Savings	57.2%	46.4%	57.7%	57.0%
Value	33.3%	21.3%	39.0%	36.6%
Performance Metrics	<u>9.5%</u>	<u>32.3%</u>	<u>3.3%</u>	<u>6.4%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2015**

National Grid	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 293,297,097	\$ 54,555,268	\$ 895,781,102	\$ 1,243,633,467	Electric Input Lines 2-4
2 Savings Payout Rate 2015		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 1,813,550	\$ 337,333	\$ 5,538,902	\$ 7,689,785	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 198,867,241	\$ 29,701,246	\$ 715,656,190	\$ 944,224,677	Electric Input Lines 14-16
5 Value Payout Rate 2015		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 1,041,544	\$ 155,557	\$ 3,748,166	\$ 4,945,267	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 715,964	\$ 556,861	\$ 715,964	\$ 1,988,788	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		50%	50%	50%	50%	Line 4/State Line 4
9 Performance Metrics		\$ 358,307	\$ 278,683	\$ 358,307	\$ 995,297	Line 7 * Line 8
10 Total Performance Incentives		\$ 3,213,401	\$ 771,573	\$ 9,645,375	\$ 13,630,349	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 179,153		\$ 179,153	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 179,153		\$ 179,153	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 278,683		\$ 278,683	Line 9 * segment %
----	------------------------	--------	------------	--	------------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 179,153	\$ 179,153	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 179,153	\$ 179,153	Line 9 * segment %

16	Total Performance Metrics		\$ 358,307	\$ 278,683	\$ 358,307	\$ 995,297
----	---------------------------	--	------------	------------	------------	------------

Results

Sector	Residential	Low Income	C&I	Total National Grid
Savings	56.4%	43.7%	57.4%	56.4%
Value	32.4%	20.2%	38.9%	36.3%
Performance Metrics	<u>11.2%</u>	<u>36.1%</u>	<u>3.7%</u>	<u>7.3%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2013 - 2015**

National Grid	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 870,148,186	\$ 163,076,965	\$ 2,533,588,124	\$ 3,566,813,275	Electric Input Lines 2-4
2 Savings Payout Rate 2013 - 2015		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 5,380,405	\$ 1,008,357	\$ 15,665,988	\$ 22,054,750	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 590,066,609	\$ 86,983,254	\$ 2,010,749,720	\$ 2,687,799,582	Electric Input Lines 14-16
5 Value Payout Rate 2013 - 2015		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 3,090,406	\$ 455,565	\$ 10,531,069	\$ 14,077,039	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 2,593,823	\$ 2,017,418	\$ 2,593,823	\$ 7,205,064	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		50%	50%	50%	50%	Line 4/State Line 4
9 Performance Metrics		\$ 1,305,099	\$ 1,015,077	\$ 1,305,099	\$ 3,625,276	Line 7 * Line 8
10 Total Performance Incentives		\$ 9,775,910	\$ 2,478,999	\$ 27,502,156	\$ 39,757,065	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 652,550		\$ 652,550	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 652,550		\$ 652,550	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%		\$ 1,015,077	\$ 1,015,077	Line 9 * segment %
----	------------------------	--------	--	--------------	--------------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 652,550	\$ 652,550	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 652,550	\$ 652,550	Line 9 * segment %

18	Total Performance Metrics		\$ 1,305,099	\$ 1,015,077	\$ 1,305,099	\$ 3,625,276
----	---------------------------	--	--------------	--------------	--------------	--------------

Results

Sector	Residential	Low Income	C&I	Total National Grid
Savings	55.0%	40.7%	57.0%	55.5%
Value	31.6%	18.4%	38.3%	35.4%
Performance Metrics	<u>13.4%</u>	<u>40.9%</u>	<u>4.7%</u>	<u>9.1%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2013**

NU	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 282,674,295	\$ 52,362,066	\$ 774,035,817	\$ 1,109,072,178	Electric Input Lines 2-4
2 Savings Payout Rate 2013		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 1,747,866	\$ 323,771	\$ 4,786,112	\$ 6,857,749	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 196,480,255	\$ 26,761,732	\$ 564,418,893	\$ 787,660,881	Electric Input Lines 14-16
5 Value Payout Rate 2013		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 1,029,043	\$ 140,161	\$ 2,956,079	\$ 4,125,283	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 1,267,622	\$ 985,928	\$ 1,267,622	\$ 3,521,171	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		49%	49%	49%	49%	Line 4/State Line 4
9 Performance Metrics		\$ 616,951	\$ 479,851	\$ 616,951	\$ 1,713,752	Line 7 * Line 8
10 Total Performance Incentives		\$ 3,393,859	\$ 943,784	\$ 8,359,141	\$ 12,696,784	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 308,475		\$ 308,475	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 308,475		\$ 308,475	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 479,851		\$ 479,851	Line 9 * segment %
----	------------------------	--------	------------	--	------------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 308,475	\$ 308,475	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 308,475	\$ 308,475	Line 9 * segment %

16	Total Performance Metrics		\$ 616,951	\$ 479,851	\$ 616,951	\$ 1,713,752
----	---------------------------	--	------------	------------	------------	--------------

Results

Sector	Residential	Low Income	C&I	Total NU
Savings	51.5%	34.3%	57.3%	54.0%
Value	30.3%	14.9%	35.4%	32.5%
Performance Metrics	<u>18.2%</u>	<u>50.8%</u>	<u>7.4%</u>	<u>13.5%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2014**

NU	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 310,432,590	\$ 55,057,092	\$ 875,102,265	\$ 1,240,591,947	Electric Input Lines 2-4
2 Savings Payout Rate 2014		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 1,919,504	\$ 340,436	\$ 5,411,038	\$ 7,670,978	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 214,312,374	\$ 29,003,357	\$ 660,699,900	\$ 904,015,631	Electric Input Lines 14-16
5 Value Payout Rate 2014		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 1,122,436	\$ 151,902	\$ 3,460,339	\$ 4,734,677	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 610,238	\$ 474,629	\$ 610,238	\$ 1,695,105	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		49%	49%	49%	49%	Line 4/State Line 4
9 Performance Metrics		\$ 299,032	\$ 232,581	\$ 299,032	\$ 830,645	Line 7 * Line 8
10 Total Performance Incentives		\$ 3,340,973	\$ 724,918	\$ 9,170,409	\$ 13,236,300	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 149,516		\$ 149,516	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 149,516		\$ 149,516	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 232,581		\$ 232,581	Line 9 * segment %
----	------------------------	--------	------------	--	------------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 149,516	\$ 149,516	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 149,516	\$ 149,516	Line 9 * segment %

16	Total Performance Metrics		\$ 299,032	\$ 232,581	\$ 299,032	\$ 830,645
----	---------------------------	--	------------	------------	------------	------------

Results

Sector	Residential	Low Income	C&I	Total NU
Savings	57.5%	47.0%	59.0%	58.0%
Value	33.6%	21.0%	37.7%	35.8%
Performance Metrics	<u>9.0%</u>	<u>32.1%</u>	<u>3.3%</u>	<u>6.3%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2015**

NU	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 336,205,980	\$ 54,292,434	\$ 876,128,301	\$ 1,266,626,716	Electric Input Lines 2-4
2 Savings Payout Rate 2015		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 2,078,869	\$ 335,708	\$ 5,417,382	\$ 7,831,959	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 238,477,310	\$ 27,972,467	\$ 660,327,206	\$ 926,776,982	Electric Input Lines 14-16
5 Value Payout Rate 2015		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 1,248,997	\$ 146,503	\$ 3,458,387	\$ 4,853,887	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 715,964	\$ 556,861	\$ 715,964	\$ 1,988,788	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		49%	49%	49%	49%	Line 4/State Line 4
9 Performance Metrics		\$ 351,686	\$ 273,534	\$ 351,686	\$ 976,906	Line 7 * Line 8
10 Total Performance Incentives		\$ 3,679,553	\$ 755,744	\$ 9,227,456	\$ 13,662,752	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 175,843		\$ 175,843	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 175,843		\$ 175,843	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 273,534		\$ 273,534	Line 9 * segment %
----	------------------------	--------	------------	--	------------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 175,843	\$ 175,843	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 175,843	\$ 175,843	Line 9 * segment %

16	Total Performance Metrics		\$ 351,686	\$ 273,534	\$ 351,686	\$ 976,906
----	---------------------------	--	------------	------------	------------	------------

Results

Sector	Residential	Low Income	C&I	Total NU
Savings	56.5%	44.4%	58.7%	57.3%
Value	33.9%	19.4%	37.5%	35.5%
Performance Metrics	<u>9.6%</u>	<u>36.2%</u>	<u>3.8%</u>	<u>7.2%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2013 - 2015**

NU	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 929,312,866	\$ 161,711,593	\$ 2,525,266,383	\$ 3,616,290,841	Electric Input Lines 2-4
2 Savings Payout Rate 2013 - 2015		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 5,746,240	\$ 999,915	\$ 15,614,532	\$ 22,360,686	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 649,269,939	\$ 83,737,557	\$ 1,885,445,999	\$ 2,618,453,494	Electric Input Lines 14-16
5 Value Payout Rate 2013 - 2015		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 3,400,476	\$ 438,566	\$ 9,874,805	\$ 13,713,847	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 2,593,823	\$ 2,017,418	\$ 2,593,823	\$ 7,205,064	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		49%	49%	49%	49%	Line 4/State Line 4
9 Performance Metrics		\$ 1,267,669	\$ 985,965	\$ 1,267,669	\$ 3,521,303	Line 7 * Line 8
10 Total Performance Incentives		\$ 10,414,385	\$ 2,424,445	\$ 26,757,006	\$ 39,595,836	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 633,835		\$ 633,835	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 633,835		\$ 633,835	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%		\$ 985,965	\$ 985,965	Line 9 * segment %
----	------------------------	--------	--	------------	------------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 633,835	\$ 633,835	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 633,835	\$ 633,835	Line 9 * segment %

18	Total Performance Metrics		\$ 1,267,669	\$ 985,965	\$ 1,267,669	\$ 3,521,303
----	---------------------------	--	--------------	------------	--------------	--------------

Results

Sector	Residential	Low Income	C&I	Total NU
Savings	55.2%	41.2%	58.4%	56.5%
Value	32.7%	18.1%	36.9%	34.6%
Performance Metrics	<u>12.2%</u>	<u>40.7%</u>	<u>4.7%</u>	<u>8.9%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2013**

Unitil	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 3,525,676	\$ 1,255,425	\$ 16,268,302	\$ 21,049,403	Electric Input Lines 2-4
2 Savings Payout Rate 2013		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 21,800	\$ 7,763	\$ 100,592	\$ 130,155	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 1,837,880	\$ 461,498	\$ 10,601,850	\$ 12,901,228	Electric Input Lines 14-16
5 Value Payout Rate 2013		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 9,626	\$ 2,417	\$ 55,526	\$ 67,569	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 1,267,622	\$ 985,928	\$ 1,267,622	\$ 3,521,171	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		1%	1%	1%	1%	Line 4/State Line 4
9 Performance Metrics		\$ 10,105	\$ 7,860	\$ 10,105	\$ 28,070	Line 7 * Line 8
10 Total Performance Incentives		\$ 41,531	\$ 18,039	\$ 166,223	\$ 225,794	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 5,053		\$ 5,053	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 5,053		\$ 5,053	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 7,860		\$ 7,860	Line 9 * segment %
----	------------------------	--------	----------	--	----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 5,053	\$ 5,053	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 5,053	\$ 5,053	Line 9 * segment %

16	Total Performance Metrics		\$ 10,105	\$ 7,860	\$ 10,105	\$ 28,070
----	---------------------------	--	-----------	----------	-----------	-----------

Results

Sector	Residential	Low Income	C&I	Total Unitil
Savings	52.5%	43.0%	60.5%	57.6%
Value	23.2%	13.4%	33.4%	29.9%
Performance Metrics	24.3%	43.6%	6.1%	12.4%
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2014**

Unitil	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 3,973,836	\$ 1,309,337	\$ 17,427,024	\$ 22,710,197	Electric Input Lines 2-4
2 Savings Payout Rate 2014		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 24,572	\$ 8,096	\$ 107,757	\$ 140,424	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 2,256,306	\$ 526,535	\$ 12,269,471	\$ 15,052,312	Electric Input Lines 14-16
5 Value Payout Rate 2014		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 11,817	\$ 2,758	\$ 64,260	\$ 78,835	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 610,238	\$ 474,629	\$ 610,238	\$ 1,695,105	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		1%	1%	1%	1%	Line 4/State Line 4
9 Performance Metrics		\$ 4,979	\$ 3,873	\$ 4,979	\$ 13,831	Line 7 * Line 8
10 Total Performance Incentives		\$ 41,368	\$ 14,726	\$ 176,996	\$ 233,090	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11 1. Residential Metric 1	50.0%	\$ 2,490			\$ 2,490	Line 9 * segment %
12 2. Residential Metric 2	50.0%	\$ 2,490			\$ 2,490	Line 9 * segment %

Low Income

13 1. Low Income Metric 1	100.0%		\$ 3,873		\$ 3,873	Line 9 * segment %
---------------------------	--------	--	----------	--	----------	--------------------

Commercial & Industrial

14 1. C&I Metric 1	50.0%			\$ 2,490	\$ 2,490	Line 9 * segment %
15 2. C&I Metric 2	50.0%			\$ 2,490	\$ 2,490	Line 9 * segment %

16 Total Performance Metrics		\$ 4,979	\$ 3,873	\$ 4,979	\$ 13,831	
------------------------------	--	----------	----------	----------	-----------	--

Results

Sector	Residential	Low Income	C&I	Total Unitil
Savings	59.4%	55.0%	60.9%	60.2%
Value	28.6%	18.7%	36.3%	33.8%
Performance Metrics	<u>12.0%</u>	<u>26.3%</u>	<u>2.8%</u>	<u>5.9%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2015**

Unitil	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 3,950,130	\$ 1,374,813	\$ 18,205,172	\$ 23,530,116	Electric Input Lines 2-4
2 Savings Payout Rate 2015		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 24,425	\$ 8,501	\$ 112,568	\$ 145,494	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 2,218,613	\$ 593,888	\$ 12,921,394	\$ 15,733,895	Electric Input Lines 14-16
5 Value Payout Rate 2015		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 11,620	\$ 3,110	\$ 67,674	\$ 82,404	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 715,964	\$ 556,861	\$ 715,964	\$ 1,988,788	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		1%	1%	1%	1%	Line 4/State Line 4
9 Performance Metrics		\$ 5,971	\$ 4,644	\$ 5,971	\$ 16,585	Line 7 * Line 8
10 Total Performance Incentives		\$ 42,015	\$ 16,255	\$ 186,213	\$ 244,484	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 2,985		\$ 2,985	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 2,985		\$ 2,985	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 4,644		\$ 4,644	Line 9 * segment %
----	------------------------	--------	----------	--	----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 2,985	\$ 2,985	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 2,985	\$ 2,985	Line 9 * segment %

16	Total Performance Metrics		\$ 5,971	\$ 4,644	\$ 5,971	\$ 16,585
----	---------------------------	--	----------	----------	----------	-----------

Results

Sector	Residential	Low Income	C&I	Total Unitil
Savings	58.1%	52.3%	60.5%	59.5%
Value	27.7%	19.1%	36.3%	33.7%
Performance Metrics	<u>14.2%</u>	<u>28.6%</u>	<u>3.2%</u>	<u>6.8%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013- 2015 Energy Efficiency Performance Incentives
Derivation of Electric Targets 2013 - 2015**

Unitil	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 11,449,643	\$ 3,939,575	\$ 51,900,498	\$ 67,289,716	Electric Input Lines 2-4
2 Savings Payout Rate 2013 - 2015		0.0061833	0.0061833	0.0061833	0.0061833	Pef Met Pool, Line 8
3 Forecasted Savings Incentives		\$ 70,797	\$ 24,360	\$ 320,917	\$ 416,074	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 6,312,799	\$ 1,581,922	\$ 35,792,715	\$ 43,687,436	Electric Input Lines 14-16
5 Value Payout Rate 2013 - 2015		0.0052374	0.0052374	0.0052374	0.0052374	Pef Met Pool Line 11
6 Forecasted Value Incentives		\$ 33,063	\$ 8,285	\$ 187,460	\$ 228,808	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 2,593,823	\$ 2,017,418	\$ 2,593,823	\$ 7,205,064	Pef met Pool Lines 18- 20
8 Share of State Net Benefits		1%	1%	1%	1%	Line 4/State Line 4
9 Performance Metrics		\$ 21,055	\$ 16,376	\$ 21,055	\$ 58,485	Line 7 * Line 8
10 Total Performance Incentives		\$ 124,914	\$ 49,021	\$ 529,432	\$ 703,367	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 10,527		\$ 10,527	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 10,527		\$ 10,527	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 16,376		\$ 16,376	Line 9 * segment %
----	------------------------	--------	-----------	--	-----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 10,527	\$ 10,527	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 10,527	\$ 10,527	Line 9 * segment %

18	Total Performance Metrics		\$ 21,055	\$ 16,376	\$ 21,055	\$ 58,485
----	---------------------------	--	-----------	-----------	-----------	-----------

Results

Sector	Residential	Low Income	C&I	Total Unitil
Savings	56.7%	49.7%	60.6%	59.2%
Value	26.5%	16.9%	35.4%	32.5%
Performance Metrics	<u>16.9%</u>	<u>33.4%</u>	<u>4.0%</u>	<u>8.3%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 Energy Efficiency Performance Incentives
Summary of Performance Incentives by Sector and Incentive Type
Assuming Design Level Performance Incentive**

In 2013 dollars					Percent of Total Incentive				
State (no CLC)	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	3,490,720	660,772	9,660,057	13,811,549	Savings	13.5%	2.6%	37.4%	53.5%
2 Value	2,013,460	285,707	6,176,869	8,476,036	Value	7.8%	1.1%	23.9%	32.8%
3 Metrics	<u>1,267,622</u>	<u>985,928</u>	<u>1,267,622</u>	<u>3,521,171</u>	Metrics	<u>4.9%</u>	<u>3.8%</u>	<u>4.9%</u>	<u>13.6%</u>
4 Total	6,771,801	1,932,407	17,104,548	25,808,756	Total	26.2%	7.5%	66.3%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
5 Savings	1,721,054	329,238	4,773,353	6,823,645	Savings	13.4%	2.6%	37.0%	53.0%
6 Value	974,792	143,128	3,165,265	4,283,185	Value	7.6%	1.1%	24.6%	33.2%
7 Metrics	<u>640,566</u>	<u>498,218</u>	<u>640,566</u>	<u>1,779,349</u>	Metrics	<u>5.0%</u>	<u>3.9%</u>	<u>5.0%</u>	<u>13.8%</u>
8 Total	3,336,411	970,584	8,579,184	12,886,179	Total	25.9%	7.5%	66.6%	100.0%
NU	Residential	Low Income	C&I	Total	NU	Residential	Low Income	C&I	Total
9 Savings	1,747,866	323,771	4,786,112	6,857,749	Savings	13.8%	2.6%	37.7%	54.0%
10 Value	1,029,043	140,161	2,956,079	4,125,283	Value	8.1%	1.1%	23.3%	32.5%
11 Metrics	<u>616,951</u>	<u>479,851</u>	<u>616,951</u>	<u>1,713,752</u>	Metrics	<u>4.9%</u>	<u>3.8%</u>	<u>4.9%</u>	<u>13.5%</u>
12 Total	3,393,859	943,784	8,359,141	12,696,784	Total	26.7%	7.4%	65.8%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
17 Savings	21,800	7,763	100,592	130,155	Savings	9.7%	3.4%	44.6%	57.6%
18 Value	9,626	2,417	55,526	67,569	Value	4.3%	1.1%	24.6%	29.9%
19 Metrics	<u>10,105</u>	<u>7,860</u>	<u>10,105</u>	<u>28,070</u>	Metrics	<u>4.5%</u>	<u>3.5%</u>	<u>4.5%</u>	<u>12.4%</u>
20 Total	41,531	18,039	166,223	225,794	Total	18.4%	8.0%	73.6%	100.0%

**2014 Energy Efficiency Performance Incentives
Summary of Performance Incentives by Sector and Incentive Type
Assuming Design Level Performance Incentive**

In 2013 dollars					Percent of Total Incentive				
State (no CLC)	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	3,789,878	690,318	10,872,528	15,352,723	Savings	14.2%	2.6%	40.7%	57.5%
2 Value	2,208,323	311,539	7,142,237	9,662,099	Value	8.3%	1.2%	26.7%	36.2%
3 Metrics	<u>610,238</u>	<u>474,629</u>	<u>610,238</u>	<u>1,695,105</u>	Metrics	<u>2.3%</u>	<u>1.8%</u>	<u>2.3%</u>	<u>6.3%</u>
4 Total	6,608,439	1,476,486	18,625,003	26,709,928	Total	24.7%	5.5%	69.7%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
5 Savings	1,845,802	341,786	5,353,733	7,541,321	Savings	13.9%	2.6%	40.4%	57.0%
6 Value	1,074,070	156,880	3,617,638	4,848,587	Value	8.1%	1.2%	27.3%	36.6%
7 Metrics	<u>306,227</u>	<u>238,176</u>	<u>306,227</u>	<u>850,629</u>	Metrics	<u>2.3%</u>	<u>1.8%</u>	<u>2.3%</u>	<u>6.4%</u>
8 Total	3,226,098	736,842	9,277,597	13,240,537	Total	24.4%	5.6%	70.1%	100.0%
NU	Residential	Low Income	C&I	Total	NU	Residential	Low Income	C&I	Total
9 Savings	1,919,504	340,436	5,411,038	7,670,978	Savings	14.5%	2.6%	40.9%	58.0%
10 Value	1,122,436	151,902	3,460,339	4,734,677	Value	8.5%	1.1%	26.1%	35.8%
11 Metrics	<u>299,032</u>	<u>232,581</u>	<u>299,032</u>	<u>830,645</u>	Metrics	<u>2.3%</u>	<u>1.8%</u>	<u>2.3%</u>	<u>6.3%</u>
12 Total	3,340,973	724,918	9,170,409	13,236,300	Total	25.2%	5.5%	69.3%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
17 Savings	24,572	8,096	107,757	140,424	Savings	10.5%	3.5%	46.2%	60.2%
18 Value	11,817	2,758	64,260	78,835	Value	5.1%	1.2%	27.6%	33.8%
19 Metrics	<u>4,979</u>	<u>3,873</u>	<u>4,979</u>	<u>13,831</u>	Metrics	<u>2.1%</u>	<u>1.7%</u>	<u>2.1%</u>	<u>5.9%</u>
20 Total	41,368	14,726	176,996	233,090	Total	17.7%	6.3%	75.9%	100.0%

**2015 Energy Efficiency Performance Incentives
Summary of Performance Incentives by Sector and Incentive Type
Assuming Design Level Performance Incentive**

In 2013 dollars					Percent of Total Incentive				
State (no CLC)	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	3,916,844	681,541	11,068,853	15,667,238	Savings	14.2%	2.5%	40.2%	56.9%
2 Value	2,302,161	305,170	7,274,228	9,881,559	Value	8.4%	1.1%	26.4%	35.9%
3 Metrics	<u>715,964</u>	<u>556,861</u>	<u>715,964</u>	<u>1,988,788</u>	Metrics	<u>2.6%</u>	<u>2.0%</u>	<u>2.6%</u>	<u>7.2%</u>
4 Total	6,934,969	1,543,571	19,059,044	27,537,585	Total	25.2%	5.6%	69.2%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
5 Savings	1,813,550	337,333	5,538,902	7,689,785	Savings	13.3%	2.5%	40.6%	56.4%
6 Value	1,041,544	155,557	3,748,166	4,945,267	Value	7.6%	1.1%	27.5%	36.3%
7 Metrics	<u>358,307</u>	<u>278,683</u>	<u>358,307</u>	<u>995,297</u>	Metrics	<u>2.6%</u>	<u>2.0%</u>	<u>2.6%</u>	<u>7.3%</u>
8 Total	3,213,401	771,573	9,645,375	13,630,349	Total	23.6%	5.7%	70.8%	100.0%
NU	Residential	Low Income	C&I	Total	NU	Residential	Low Income	C&I	Total
9 Savings	2,078,869	335,708	5,417,382	7,831,959	Savings	15.2%	2.5%	39.7%	57.3%
10 Value	1,248,997	146,503	3,458,387	4,853,887	Value	9.1%	1.1%	25.3%	35.5%
11 Metrics	<u>351,686</u>	<u>273,534</u>	<u>351,686</u>	<u>976,906</u>	Metrics	<u>2.6%</u>	<u>2.0%</u>	<u>2.6%</u>	<u>7.2%</u>
12 Total	3,679,553	755,744	9,227,456	13,662,752	Total	26.9%	5.5%	67.5%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
17 Savings	24,425	8,501	112,568	145,494	Savings	10.0%	3.5%	46.0%	59.5%
18 Value	11,620	3,110	67,674	82,404	Value	4.8%	1.3%	27.7%	33.7%
19 Metrics	<u>5,971</u>	<u>4,644</u>	<u>5,971</u>	<u>16,585</u>	Metrics	<u>2.4%</u>	<u>1.9%</u>	<u>2.4%</u>	<u>6.8%</u>
20 Total	42,015	16,255	186,213	244,484	Total	17.2%	6.6%	76.2%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Summary of Performance Incentives by Sector and Incentive Type
Assuming Design Level Performance Incentive**

In 2013 dollars					Percent of Total Incentive				
State (no CLC)	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	11,197,442	2,032,631	31,601,437	44,831,510	Savings	14.0%	2.5%	39.5%	56.0%
2 Value	6,523,944	902,416	20,593,334	28,019,694	Value	8.1%	1.1%	25.7%	35.0%
3 Metrics	<u>2,593,823</u>	<u>2,017,418</u>	<u>2,593,823</u>	<u>7,205,064</u>	Metrics	<u>3.2%</u>	<u>2.5%</u>	<u>3.2%</u>	<u>9.0%</u>
4 Total	20,315,209	4,952,465	54,788,595	80,056,269	Total	25.4%	6.2%	68.4%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
5 Savings	5,380,405	1,008,357	15,665,988	22,054,750	Savings	13.5%	2.5%	39.4%	55.5%
6 Value	3,090,406	455,565	10,531,069	14,077,039	Value	7.8%	1.1%	26.5%	35.4%
7 Metrics	<u>1,305,099</u>	<u>1,015,077</u>	<u>1,305,099</u>	<u>3,625,276</u>	Metrics	<u>3.3%</u>	<u>2.6%</u>	<u>3.3%</u>	<u>9.1%</u>
8 Total	9,775,910	2,478,999	27,502,156	39,757,065	Total	24.6%	6.2%	69.2%	100.0%
NU	Residential	Low Income	C&I	Total	NU	Residential	Low Income	C&I	Total
9 Savings	5,746,240	999,915	15,614,532	22,360,686	Savings	14.5%	2.5%	39.4%	56.5%
10 Value	3,400,476	438,566	9,874,805	13,713,847	Value	8.6%	1.1%	24.9%	34.6%
11 Metrics	<u>1,267,669</u>	<u>985,965</u>	<u>1,267,669</u>	<u>3,521,303</u>	Metrics	<u>3.2%</u>	<u>2.5%</u>	<u>3.2%</u>	<u>8.9%</u>
12 Total	10,414,385	2,424,445	26,757,006	39,595,836	Total	26.3%	6.1%	67.6%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
17 Savings	70,797	24,360	320,917	416,074	Savings	10.1%	3.5%	45.6%	59.2%
18 Value	33,063	8,285	187,460	228,808	Value	4.7%	1.2%	26.7%	32.5%
19 Metrics	<u>21,055</u>	<u>16,376</u>	<u>21,055</u>	<u>58,485</u>	Metrics	<u>3.0%</u>	<u>2.3%</u>	<u>3.0%</u>	<u>8.3%</u>
20 Total	124,914	49,021	529,432	703,367	Total	17.8%	7.0%	75.3%	100.0%

Input Sheet: 2013 - 2015 figures
In 2013 dollars

Gas	National Grid				NSTAR				Columbia				Unitil			
	2013	2014	2015	Total	2013	2014	2015	Total	2013	2014	2015	Total	2013	2014	2015	Total
1 Goals (annual therms)	12,365,156	13,599,214	13,688,667	39,653,037	5,216,394	5,584,659	5,920,843	16,721,896	4,052,657	4,120,698	4,173,856	12,347,212	174,775	196,669	220,876	592,320
Benefits																
2 Residential	95,042,432	97,611,400	96,476,571	289,130,403	37,480,639	38,646,017	39,617,860	115,744,516	49,138,319	48,582,392	45,465,729	143,186,440	949,592	1,048,934	1,245,527	3,244,053
3 Low Income	35,691,296	35,581,270	35,764,482	107,037,049	11,377,562	11,725,279	12,156,922	35,259,763	7,828,536	8,573,630	9,385,461	25,787,627	532,168	576,639	617,257	1,726,063
4 C&I	83,967,835	86,832,909	94,156,518	264,957,262	46,316,203	49,674,106	52,677,603	148,667,912	27,990,507	28,195,056	28,588,726	84,774,290	2,274,222	2,768,540	2,976,880	8,019,642
5 Total	214,701,563	220,025,580	226,397,572	661,124,714	95,174,404	100,045,402	104,452,385	299,672,191	84,957,362	85,351,078	83,439,916	253,748,357	3,755,981	4,394,112	4,839,664	12,989,757
Total Costs																
6 Residential	68,996,673	68,980,355	68,105,235	206,082,262	24,497,093	24,712,994	24,811,151	74,021,238	25,102,180	25,388,917	22,844,158	73,335,254	776,566	835,276	900,884	2,512,727
7 Low Income	18,903,734	18,916,855	18,897,247	56,717,836	8,044,091	8,163,496	8,553,251	24,760,838	6,188,874	6,590,600	7,014,160	19,793,633	532,046	576,552	617,139	1,725,737
8 C&I	37,723,531	37,528,451	37,487,238	112,739,220	21,600,010	23,607,758	24,205,057	69,412,825	12,347,528	12,118,366	12,089,302	36,555,196	1,068,972	1,186,633	1,095,558	3,351,162
9 Total	125,623,937	125,425,661	124,489,719	375,539,318	54,141,194	56,484,248	57,569,459	168,194,901	43,638,582	44,097,882	41,947,620	129,684,084	2,377,584	2,598,461	2,613,581	7,589,626
Performance Incentives used in Preliminary Total Cost calculation																
10 Residential	1,128,473	1,200,263	1,173,644	3,502,380	454,312	474,460	472,964	1,401,736	503,464	538,267	550,026	1,591,757	14,897	15,320	20,380	50,597
11 Low Income	530,636	555,422	551,148	1,637,206	162,819	178,365	179,879	521,063	116,988	140,192	143,798	400,978	14,785	15,360	15,831	45,976
12 C&I	1,251,152	1,404,713	1,526,803	4,182,668	610,396	652,638	672,993	1,936,027	365,817	401,970	366,563	1,134,350	30,948	34,078	36,280	101,306
13 Total	2,910,261	3,160,398	3,251,595	9,322,254	1,227,527	1,305,463	1,325,836	3,858,826	986,268	1,080,429	1,060,388	3,127,085	60,629	64,758	72,491	197,878
Net Benefits excluding performance incentives																
14 Residential	27,174,231	29,831,309	29,544,981	86,550,521	13,437,858	14,407,483	15,279,673	43,125,014	24,539,603	23,731,742	23,171,597	71,442,943	187,922	228,978	365,023	781,922
15 Low Income	17,318,199	17,219,837	17,418,383	51,956,419	3,496,290	3,740,148	3,783,550	11,019,988	1,756,650	2,123,222	2,515,100	6,394,972	14,907	15,446	15,949	46,302
16 C&I	47,495,456	50,709,171	58,196,084	156,400,711	25,326,589	26,718,986	29,145,539	81,191,114	16,008,796	16,478,660	16,865,987	49,353,443	1,236,198	1,615,985	1,917,602	4,769,785
17 Total	91,987,886	97,760,317	105,159,448	294,907,651	42,260,737	44,866,617	48,208,762	135,336,116	42,305,049	42,333,624	42,552,685	127,191,358	1,439,027	1,860,409	2,298,573	5,598,009
Payout Rates																
18 Savings rate 2012																
19 Value rate for 2012																
Performance Metric Allocation Weights																
Residential																
20 1. Residential Metric 1																
21 2. Residential Metric 2																
Low Income																
22 1. Low Income Metric 1																
Commercial & Industrial																
23 1. C&I Metric 1																
24 2. C&I Metric 2																
Performance Metric Sector Allocation																
25 Residential																
26 Low Income																
27 C&I																
28 Total																

Input Sheet: 2013 - 2015 figures
In 2013 dollars

Gas	Berkshire				New England Gas (NA & FR)				State			
	2013	2014	2015	Total	2013	2014	2015	Total	2013	2014	2015	Total
1 Goals (annual therms)	438,539	481,530	520,459	1,440,528	413,518	418,360	424,312	1,256,190	22,661,038	24,401,130	24,949,014	72,011,182
Benefits												
2 Residential	4,637,350	4,671,608	4,639,239	13,948,197	3,398,062	3,723,181	3,602,541	10,723,785	190,646,393	194,283,532	191,047,468	575,977,394
3 Low Income	1,447,061	1,558,113	1,669,013	4,674,187	1,202,259	1,196,413	1,190,064	3,588,735	58,078,882	59,211,343	60,783,199	178,073,424
4 C&I	4,188,536	4,972,408	5,764,726	14,925,670	2,939,380	2,629,845	2,955,967	8,525,192	167,676,684	175,072,864	187,120,420	529,869,969
5 Total	10,272,947	11,202,128	12,072,978	33,548,054	7,539,700	7,549,439	7,748,572	22,837,712	416,401,958	428,567,740	438,951,088	1,283,920,786
Sum of Lines 2 to 4												
Total Costs												
6 Residential	3,278,394	3,230,663	3,189,070	9,698,127	2,116,778	2,255,832	2,183,848	6,556,458	124,767,684	125,404,037	122,034,346	372,206,067
7 Low Income	770,510	836,076	896,422	2,503,009	836,078	814,497	798,794	2,449,369	35,275,332	35,898,077	36,777,013	107,950,422
8 C&I	1,313,796	1,406,952	1,502,483	4,223,231	1,003,953	1,199,024	1,202,884	3,405,861	75,057,790	77,047,184	77,582,521	229,687,496
9 Total	5,362,700	5,473,691	5,587,975	16,424,367	3,956,810	4,269,353	4,185,525	12,411,688	235,100,807	238,349,297	236,393,880	709,843,984
Sum of Lines 6 to 8												
Performance Incentives used in Preliminary Total Co:												
10 Residential	60,168	62,447	60,627	183,242	47,150	50,917	49,651	147,719	2,208,463	2,341,674	2,327,293	6,877,431
11 Low Income	23,134	25,678	26,046	74,857	17,603	17,781	17,466	52,850	865,965	932,798	934,168	2,732,931
12 C&I	58,091	68,225	75,206	201,521	44,476	36,000	40,385	120,862	2,360,879	2,597,623	2,718,231	7,676,733
13 Total	141,393	156,349	161,879	459,621	109,229	104,698	107,503	321,430	5,435,307	5,872,095	5,979,692	17,287,094
Sum of Lines 10 to 12												
Net Benefits excluding performance incentives												
14 Residential	1,419,124	1,503,391	1,510,797	4,433,312	1,328,434	1,518,267	1,468,344	4,315,045	68,087,172	71,221,170	71,340,415	210,648,757
15 Low Income	699,685	747,714	798,636	2,246,035	383,783	399,696	408,737	1,192,216	23,669,514	24,246,064	24,940,354	72,855,932
16 C&I	2,932,831	3,633,681	4,337,449	10,903,961	1,979,903	1,466,821	1,793,469	5,240,193	94,979,773	100,623,304	112,256,130	307,859,206
17 Total	5,051,640	5,884,786	6,646,882	17,583,308	3,692,120	3,384,785	3,670,550	10,747,454	186,736,459	196,090,538	208,536,900	591,363,896
Sum of lines 14 to 16												
Payout Rates												
18 Savings rate 2012									\$0.0069797	\$0.0069797	\$0.0069797	\$0.0069797
19 Value rate for 2012									\$0.0094711	\$0.0094711	\$0.0094711	\$0.0094711
Performance Metric Allocation Weights												
Residential												
20 1. Residential Metric 1									50%	50%	50%	50%
21 2. Residential Metric 2									50%	50%	50%	50%
									100.0%	100.0%	100.0%	100.0%
Low Income												
22 1. Low Income Metric 1									100.0%	100.0%	100.0%	100.0%
Commercial & Industrial												
23 1. C&I Metric 1									50%	50%	50%	50%
24 2. C&I Metric 2									50%	50%	50%	50%
									100.0%	100.0%	100.0%	100.0%
Performance Metric Sector Allocation												
25 Residential									36.0%	36.0%	36.0%	36.0%
26 Low Income									28.0%	28.0%	28.0%	28.0%
27 C&I									36.0%	36.0%	36.0%	36.0%
28 Total									100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Performance Metric Pool**

	2013		2014		2015		Total		
<u>A. Total Performance Incentive Pool</u>									
1 PA Proposed Goals (Annual Therms)	22,661,038		24,401,130		24,949,014		72,011,182	therms	Statewide goals per PA Plans
2 EEAC Proposed Goals (Annual Therms)	23,000,000		24,250,000		24,750,000		72,000,000		Per term sheets approved by the DOER, AG, and PAs and to be addressed at the next Council meeting
3 Statewide Design Level Performance Incentives at EEAC Goals	\$ 5,111,111	\$ 5,388,889	\$ 5,500,000	\$ 16,000,000					Per term sheets approved by the DOER, AG, and PAs and to be addressed at the next Council meeting
4 Adjusted Statewide 2013 - 2015 Design Level Performance Incentives at PA proposed goals	\$ 5,035,786	\$ 5,422,473	\$ 5,544,225	\$ 16,002,485					Line 3 * (Line 1/Line 2)
<u>B. Incentives Allocated by Component</u>									
5 State Benefits	\$ 416,401,958	\$ 428,567,740	\$ 438,951,088	\$ 1,283,920,786					Gas Input, line 5
6 Savings payout rate	0.0069797	0.0069797	0.0069797	0.0069797					56% of Total Line 4/Total Line 5
7 State performance incentives to savings	\$ 2,906,364	\$ 2,991,277	\$ 3,063,750	\$ 8,961,392					Line 5 * Line 6
8 State Net Benefits	\$ 186,736,459	\$ 196,090,538	\$ 208,536,900	\$ 591,363,896					Gas Input, line 17
9 Value payout rate	\$ 0.0094711	\$ 0.0094711	\$ 0.0094711	\$ 0.0094711					35% of Total Line 4/Total Line 8
10 State performance incentives to value	\$ 1,768,601	\$ 1,857,194	\$ 1,975,075	\$ 5,600,870					Line 8 * Line 9
11 Remaining performance incentives to metrics	\$ 360,822	\$ 574,002	\$ 505,400	\$ 1,440,224					Line 4- Line 7 - Line 10
<u>C. Performance Metrics allocated to Sectors</u>									
Performance Metric Sector Allocation									
12 Residential	36%	36%	36%						Gas Input Line 25
13 Low Income	28%	28%	28%						Gas Input Line 26
14 C&I	36%	36%	36%						Gas Input Line 27
15 Total	100%	100%	100%						
16 Residential Performance Metrics - State	\$ 129,896	\$ 206,641	\$ 181,944	\$ 518,481					Line 11 * Line 12
17 Low Income Performance Metrics - State	\$ 101,030	\$ 160,721	\$ 141,512	\$ 403,263					Line 11 * Line 13
18 C&I Performance Metrics - State	\$ 129,896	\$ 206,641	\$ 181,944	\$ 518,481					Line 11 * Line 14

	2013	2014	2015	Total		
D. Thresholds Applicable to PAs With Savings Goals in Excess of Council Targets						
19	National Grid Sales Forecast (Therms)	1,156,536,179	1,148,208,817	1,153,327,901	3,458,072,897	PA-specific sales forecast
20	NSTAR Sales Forecast (Therms)	487,907,670	493,535,465	497,855,521	1,479,298,656	PA-specific sales forecast
21	Columbia Sales Forecast (Therms)	368,419,779	369,883,052	372,490,068	1,110,792,899	PA-specific sales forecast
22	Unitil Sales Forecast (Therms)	24,050,060	24,666,930	25,283,770	74,000,760	PA-specific sales forecast
23	Berkshire Sales Forecast (Therms)	62,937,900	63,652,238	63,915,164	190,505,303	PA-specific sales forecast
24	NEG Sales Forecast (Therms)	50,044,470	50,044,470	50,044,470	150,133,410	PA-specific sales forecast
Annual Energy Savings Goals at EEAC Targets (1.1% of sales in 2013, 1.12% of sales in 2014, and 1.15% of sales in 2015):						
25	National Grid (Therms)	12,721,898	12,859,939	13,263,271	38,845,108	Percent of sales target in year * line 19
26	NSTAR (Therms)	5,366,984	5,527,597	5,725,338	16,619,920	Percent of sales target in year * line 20
27	Columbia (Therms)	4,052,618	4,142,690	4,283,636	12,478,944	Percent of sales target in year * line 21
28	Unitil (Therms)	264,551	276,270	290,763	831,584	Percent of sales target in year * line 22
29	Berkshire (Therms)	692,317	712,905	735,024	2,140,246	Percent of sales target in year * line 23
30	NEG (Therms)	550,489	560,498	575,511	1,686,499	Percent of sales target in year * line 24
Goals above Council Target in Year:						
31	National Grid (Therms)	-356,742	739,275	425,397	807,929	Line 1 Gas Input Page - line 25
32	NSTAR (Therms)	-150,590	57,062	195,505	101,976	Line 1 Gas Input Page - line 26
33	Columbia (Therms)	40	-21,992	-109,780	-131,732	Line 1 Gas Input Page - line 27
34	Unitil (Therms)	-89,776	-79,601	-69,887	-239,264	Line 1 Gas Input Page - line 28
35	Berkshire (Therms)	-253,778	-231,375	-214,566	-699,719	Line 1 Gas Input Page - line 29
36	NEG (Therms)	<u>-136,971</u>	<u>-142,138</u>	<u>-151,199</u>	<u>-430,309</u>	Line 1 Gas Input Page - line 30
37	Total	-987,818	321,231	75,470	-591,118	
EEAC recommended goals as a percent of PA proposed goals:						
38	National Grid	102.9%	94.6%	96.9%	98.0%	Line 25/Gas Input, Line 1
39	NSTAR	102.9%	99.0%	96.7%	99.4%	Line 26/Gas Input, Line 1
40	Columbia	100.0%	100.5%	102.6%	101.1%	Line 27/Gas Input, Line 1
41	Unitil	151.4%	140.5%	131.6%	140.4%	Line 28/Gas Input, Line 1
42	Berkshire	157.9%	148.0%	141.2%	148.6%	Line 29/Gas Input, Line 1
43	NEG	133.1%	134.0%	135.6%	134.3%	Line 30/Gas Input, Line 1
Adjusted percentage of Design Level Performance to define Thresholds under Savings and Value Mechanisms (Applicable only when Lines 38 - 43 are less than 100%):						
44	National Grid	NA	70.9%	77.5%		75% of Line 38 in 2013 and 2014, 80% of Line 38 in 2015.
45	NSTAR	NA	74.2%	77.4%		75% of Line 39 in 2013 and 2014, 80% of Line 39 in 2015.
46	Columbia	75.0%	NA	NA		75% of Line 40 in 2013 and 2014, 80% of Line 40 in 2015.
47	Unitil	NA	NA	NA		75% of Line 41 in 2013 and 2014, 80% of Line 41 in 2015.
48	Berkshire	NA	NA	NA		75% of Line 42 in 2013 and 2014, 80% of Line 42 in 2015.
49	NEG	NA	NA	NA		75% of Line 43 in 2013 and 2014, 80% of Line 43 in 2015.

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013**

State	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 190,646,393	\$ 58,078,882	\$ 167,676,684	\$ 416,401,958	Gas Input, Lines 2-4
2 Savings Payout Rate 2013		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 1,330,656	\$ 405,374	\$ 1,170,334	\$ 2,906,364	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 68,087,172	\$ 23,669,514	\$ 94,979,773	\$ 186,736,459	Gas Input, Lines 14-16
5 Value Payout Rate 2013		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 644,861	\$ 224,176	\$ 899,563	\$ 1,768,601	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 129,896	\$ 101,030	\$ 129,896	\$ 360,822	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		100%	100%	100%	100%	Line 4/State Line 4
9 Performance Metrics		\$ 129,896	\$ 101,030	\$ 129,896	\$ 360,822	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 2,105,413	\$ 730,580	\$ 2,199,793	\$ 5,035,786	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11 1. Residential Metric 1	50.0%	\$ 64,948			\$ 64,948	Line 9 * segment %
12 2. Residential Metric 2	50.0%	\$ 64,948			\$ 64,948	Line 9 * segment %

Low Income

13 1. Low Income Metric 1	100.0%		\$ 101,030		\$ 101,030	Line 9 * segment %
---------------------------	--------	--	------------	--	------------	--------------------

Commercial & Industrial

14 1. C&I Metric 1	50.0%			\$ 64,948	\$ 64,948	Line 9 * segment %
15 2. C&I Metric 2	50.0%			\$ 64,948	\$ 64,948	Line 9 * segment %

16 Total Performance Metrics		\$ 129,896	\$ 101,030	\$ 129,896	\$ 360,822	
------------------------------	--	------------	------------	------------	------------	--

Results

Sector	Residential	Low Income	C&I	Total State
Savings	63.2%	55.5%	53.2%	57.7%
Value	30.6%	30.7%	40.9%	35.1%
Performance Metrics	<u>6.2%</u>	<u>13.8%</u>	<u>5.9%</u>	<u>7.2%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2014**

State	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 194,283,532	\$ 59,211,343	\$ 175,072,864	\$ 428,567,740	Gas Input, Lines 2-4
2 Savings Payout Rate 2014		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 1,356,042	\$ 413,278	\$ 1,221,957	\$ 2,991,277	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 71,221,170	\$ 24,246,064	\$ 100,623,304	\$ 196,090,538	Gas Input, Lines 14-16
5 Value Payout Rate 2014		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 674,543	\$ 229,637	\$ 953,014	\$ 1,857,194	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 206,641	\$ 160,721	\$ 206,641	\$ 574,002	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		100%	100%	100%	100%	Line 4/State Line 4
9 Performance Metrics		\$ 206,641	\$ 160,721	\$ 206,641	\$ 574,002	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 2,237,226	\$ 803,635	\$ 2,381,612	\$ 5,422,473	Line 3 + Line 6 + Line 9
<u>Performance Metric Allocation</u>						
Residential						
11 1. Residential Metric 1	50.0%	\$ 103,320			\$ 103,320	Line 9 * segment %
12 2. Residential Metric 2	50.0%	\$ 103,320			\$ 103,320	Line 9 * segment %
Low Income						
13 1. Low Income Metric 1	100.0%		\$ 160,721		\$ 160,721	Line 9 * segment %
Commercial & Industrial						
14 1. C&I Metric 1	50.0%			\$ 103,320	\$ 103,320	Line 9 * segment %
15 2. C&I Metric 2	50.0%			\$ 103,320	\$ 103,320	Line 9 * segment %
16 Total Performance Metrics		\$ 206,641	\$ 160,721	\$ 206,641	\$ 574,002	

Results

Sector	Residential	Low Income	C&I	Total State
Savings	60.6%	51.4%	51.3%	55.2%
Value	30.2%	28.6%	40.0%	34.2%
Performance Metrics	<u>9.2%</u>	<u>20.0%</u>	<u>8.7%</u>	<u>10.6%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2015**

State	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 191,047,468	\$ 60,783,199	\$ 187,120,420	\$ 438,951,088	Gas Input, Lines 2-4
2 Savings Payout Rate 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 1,333,455	\$ 424,249	\$ 1,306,046	\$ 3,063,750	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 71,340,415	\$ 24,940,354	\$ 112,256,130	\$ 208,536,900	Gas Input, Lines 14-16
5 Value Payout Rate 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 675,673	\$ 236,213	\$ 1,063,190	\$ 1,975,075	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 181,944	\$ 141,512	\$ 181,944	\$ 505,400	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		100%	100%	100%	100%	Line 4/State Line 4
9 Performance Metrics		\$ 181,944	\$ 141,512	\$ 181,944	\$ 505,400	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 2,191,072	\$ 801,974	\$ 2,551,179	\$ 5,544,225	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 90,972		\$ 90,972	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 90,972		\$ 90,972	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 141,512		\$ 141,512	Line 9 * segment %
----	------------------------	--------	------------	--	------------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 90,972	\$ 90,972	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 90,972	\$ 90,972	Line 9 * segment %

16	Total Performance Metrics		\$ 181,944	\$ 141,512	\$ 181,944	\$ 505,400
----	---------------------------	--	------------	------------	------------	------------

Results

Sector	Residential	Low Income	C&I	Total State
Savings	60.9%	52.9%	51.2%	55.3%
Value	30.8%	29.5%	41.7%	35.6%
Performance Metrics	<u>8.3%</u>	<u>17.6%</u>	<u>7.1%</u>	<u>9.1%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013 - 2015**

State	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 575,977,394	\$ 178,073,424	\$ 529,869,969	\$ 1,283,920,786	Gas Input, Lines 2-4
2 Savings Payout Rate 2013 - 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 4,020,154	\$ 1,242,900	\$ 3,698,337	\$ 8,961,392	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 210,648,757	\$ 72,855,932	\$ 307,859,206	\$ 591,363,896	Gas Input, Lines 14-16
5 Value Payout Rate 2013 - 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 1,995,077	\$ 690,026	\$ 2,915,767	\$ 5,600,870	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 518,481	\$ 403,263	\$ 518,481	\$ 1,440,224	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		100%	100%	100%	100%	Line 4/State Line 4
9 Performance Metrics		\$ 518,481	\$ 403,263	\$ 518,481	\$ 1,440,224	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 6,533,711	\$ 2,336,189	\$ 7,132,585	\$ 16,002,485	Line 3 + Line 6 + Line 9
<u>Performance Metric Allocation</u>						
Residential						
11 1. Residential Metric 1	50.0%	\$ 259,240			\$ 259,240	Line 9 * segment %
12 2. Residential Metric 2	50.0%	\$ 259,240			\$ 259,240	Line 9 * segment %
Low Income						
13 1. Low Income Metric 1	100.0%		\$ 403,263		\$ 403,263	Line 9 * segment %
Commercial & Industrial						
14 1. C&I Metric 1	50.0%			\$ 259,240	\$ 259,240	Line 9 * segment %
15 2. C&I Metric 2	50.0%			\$ 259,240	\$ 259,240	Line 9 * segment %
16 Total Performance Metrics		\$ 518,481	\$ 403,263	\$ 518,481	\$ 1,440,224	
<u>Results</u>						
Sector		Residential	Low Income	C&I	Total State	
Savings		61.5%	53.2%	51.9%	56.0%	
Value		30.5%	29.5%	40.9%	35.0%	
Performance Metrics		<u>7.9%</u>	<u>17.3%</u>	<u>7.3%</u>	<u>9.0%</u>	
Total		100.0%	100.0%	100.0%	100.0%	

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013**

National Grid	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 95,042,432	\$ 35,691,296	\$ 83,967,835	\$ 214,701,563	Gas Input, Lines 2-4
2 Savings Payout Rate 2013		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 663,368	\$ 249,115	\$ 586,071	\$ 1,498,554	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 27,174,231	\$ 17,318,199	\$ 47,495,456	\$ 91,987,886	Gas Input, Lines 14-16
5 Value Payout Rate 2013		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 257,370	\$ 164,022	\$ 449,834	\$ 871,227	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 129,896	\$ 101,030	\$ 129,896	\$ 360,822	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		49%	49%	49%	49%	Line 4/State Line 4
9 Performance Metrics		\$ 63,988	\$ 49,768	\$ 63,988	\$ 177,744	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 984,726	\$ 462,906	\$ 1,099,893	\$ 2,547,525	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 31,994		\$ 31,994	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 31,994		\$ 31,994	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%		\$ 49,768	\$ 49,768	Line 9 * segment %
----	------------------------	--------	--	-----------	-----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 31,994	\$ 31,994	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 31,994	\$ 31,994	Line 9 * segment %

16	Total Performance Metrics		\$ 63,988	\$ 49,768	\$ 63,988	\$ 177,744
----	---------------------------	--	-----------	-----------	-----------	------------

Results

Sector	Residential	Low Income	C&I	Total National Grid
Savings	67.4%	53.8%	53.3%	58.8%
Value	26.1%	35.4%	40.9%	34.2%
Performance Metrics	<u>6.5%</u>	<u>10.8%</u>	<u>5.8%</u>	<u>7.0%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2014**

National Grid	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 97,611,400	\$ 35,581,270	\$ 86,832,909	\$ 220,025,580	Gas Input, Lines 2-4
2 Savings Payout Rate 2014		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 681,299	\$ 248,347	\$ 606,068	\$ 1,535,714	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 29,831,309	\$ 17,219,837	\$ 50,709,171	\$ 97,760,317	Gas Input, Lines 14-16
5 Value Payout Rate 2014		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 282,535	\$ 163,091	\$ 480,272	\$ 925,898	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 206,641	\$ 160,721	\$ 206,641	\$ 574,002	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		50%	50%	50%	50%	Line 4/State Line 4
9 Performance Metrics		\$ 103,020	\$ 80,127	\$ 103,020	\$ 286,167	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 1,066,855	\$ 491,564	\$ 1,189,360	\$ 2,747,779	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential						
11	1. Residential Metric 1	50.0%	\$ 51,510		\$ 51,510	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 51,510		\$ 51,510	Line 9 * segment %
Low Income						
13	1. Low Income Metric 1	100.0%		\$ 80,127	\$ 80,127	Line 9 * segment %
Commercial & Industrial						
14	1. C&I Metric 1	50.0%		\$ 51,510	\$ 51,510	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 51,510	\$ 51,510	Line 9 * segment %
16	Total Performance Metrics		\$ 103,020	\$ 80,127	\$ 103,020	\$ 286,167

Results

Sector	Residential	Low Income	C&I	Total National Grid
Savings	63.9%	50.5%	51.0%	55.9%
Value	26.5%	33.2%	40.4%	33.7%
Performance Metrics	<u>9.7%</u>	<u>16.3%</u>	<u>8.7%</u>	<u>10.4%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2015**

National Grid	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 96,476,571	\$ 35,764,482	\$ 94,156,518	\$ 226,397,572	Gas Input, Lines 2-4
2 Savings Payout Rate 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 673,378	\$ 249,626	\$ 657,185	\$ 1,580,189	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 29,544,981	\$ 17,418,383	\$ 58,196,084	\$ 105,159,448	Gas Input, Lines 14-16
5 Value Payout Rate 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 279,824	\$ 164,971	\$ 551,181	\$ 995,976	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 181,944	\$ 141,512	\$ 181,944	\$ 505,400	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		50%	50%	50%	50%	Line 4/State Line 4
9 Performance Metrics		\$ 91,749	\$ 71,361	\$ 91,749	\$ 254,859	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 1,044,951	\$ 485,958	\$ 1,300,116	\$ 2,831,024	Line 3 + Line 6 + Line 9

Performance Metric Allocation

<u>Residential</u>						
11	1. Residential Metric 1	50.0%	\$ 45,875		\$ 45,875	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 45,875		\$ 45,875	Line 9 * segment %
<u>Low Income</u>						
13	1. Low Income Metric 1	100.0%		\$ 71,361	\$ 71,361	Line 9 * segment %
<u>Commercial & Industrial</u>						
14	1. C&I Metric 1	50.0%		\$ 45,875	\$ 45,875	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 45,875	\$ 45,875	Line 9 * segment %
16	Total Performance Metrics		\$ 91,749	\$ 71,361	\$ 91,749	\$ 254,859

Results

Sector	Residential	Low Income	C&I	Total National Grid
Savings	64.4%	51.4%	50.5%	55.8%
Value	26.8%	33.9%	42.4%	35.2%
Performance Metrics	<u>8.8%</u>	<u>14.7%</u>	<u>7.1%</u>	<u>9.0%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013 - 2015**

National Grid	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 289,130,403	\$ 107,037,049	\$ 264,957,262	\$ 661,124,714	Gas Input, Lines 2-4
2 Savings Payout Rate 2013 - 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 2,018,046	\$ 747,087	\$ 1,849,324	\$ 4,614,457	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 86,550,521	\$ 51,956,419	\$ 156,400,711	\$ 294,907,651	Gas Input, Lines 14-16
5 Value Payout Rate 2013 - 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 819,729	\$ 492,085	\$ 1,481,288	\$ 2,793,101	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 518,481	\$ 403,263	\$ 518,481	\$ 1,440,224	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		50%	50%	50%	50%	Line 4/State Line 4
9 Performance Metrics		\$ 258,757	\$ 201,256	\$ 258,757	\$ 718,770	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 3,096,532	\$ 1,440,428	\$ 3,589,369	\$ 8,126,328	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 129,379		\$ 129,379	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 129,379		\$ 129,379	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%		\$ 201,256	\$ 201,256	Line 9 * segment %
----	------------------------	--------	--	------------	------------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 129,379	\$ 129,379	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 129,379	\$ 129,379	Line 9 * segment %

16	Total Performance Metrics		\$ 258,757	\$ 201,256	\$ 258,757	\$ 718,770
----	---------------------------	--	------------	------------	------------	------------

Results

Sector	Residential	Low Income	C&I	Total National Grid
Savings	65.2%	51.9%	51.5%	56.8%
Value	26.5%	34.2%	41.3%	34.4%
Performance Metrics	<u>8.4%</u>	<u>14.0%</u>	<u>7.2%</u>	<u>8.8%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013**

NSTAR	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 37,480,639	\$ 11,377,562	\$ 46,316,203	\$ 95,174,404	Gas Input, Lines 2-4
2 Savings Payout Rate 2013		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 261,604	\$ 79,412	\$ 323,274	\$ 664,290	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 13,437,858	\$ 3,496,290	\$ 25,326,589	\$ 42,260,737	Gas Input, Lines 14-16
5 Value Payout Rate 2013		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 127,271	\$ 33,114	\$ 239,871	\$ 400,256	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 129,896	\$ 101,030	\$ 129,896	\$ 360,822	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		23%	23%	23%	23%	Line 4/State Line 4
9 Performance Metrics		\$ 29,397	\$ 22,864	\$ 29,397	\$ 81,658	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 418,272	\$ 135,390	\$ 592,541	\$ 1,146,204	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential						
11	1. Residential Metric 1	50.0%	\$ 14,699		\$ 14,699	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 14,699		\$ 14,699	Line 9 * segment %
Low Income						
13	1. Low Income Metric 1	100.0%	\$ 22,864		\$ 22,864	Line 9 * segment %
Commercial & Industrial						
14	1. C&I Metric 1	50.0%		\$ 14,699	\$ 14,699	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 14,699	\$ 14,699	Line 9 * segment %
16	Total Performance Metrics		\$ 29,397	\$ 22,864	\$ 29,397	\$ 81,658

Results

Sector	Residential	Low Income	C&I	Total NSTAR
Savings	62.5%	58.7%	54.6%	58.0%
Value	30.4%	24.5%	40.5%	34.9%
Performance Metrics	<u>7.0%</u>	<u>16.9%</u>	<u>5.0%</u>	<u>7.1%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2014**

NSTAR	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 38,646,017	\$ 11,725,279	\$ 49,674,106	\$ 100,045,402	Gas Input, Lines 2-4
2 Savings Payout Rate 2014		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 269,738	\$ 81,839	\$ 346,711	\$ 698,288	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 14,407,483	\$ 3,740,148	\$ 26,718,986	\$ 44,866,617	Gas Input, Lines 14-16
5 Value Payout Rate 2014		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 136,455	\$ 35,423	\$ 253,058	\$ 424,936	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 206,641	\$ 160,721	\$ 206,641	\$ 574,002	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		23%	23%	23%	23%	Line 4/State Line 4
9 Performance Metrics		\$ 47,281	\$ 36,774	\$ 47,281	\$ 131,335	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 453,473	\$ 154,036	\$ 647,050	\$ 1,254,559	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential						
11	1. Residential Metric 1	50.0%	\$ 23,640		\$ 23,640	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 23,640		\$ 23,640	Line 9 * segment %
Low Income						
13	1. Low Income Metric 1	100.0%		\$ 36,774	\$ 36,774	Line 9 * segment %
Commercial & Industrial						
14	1. C&I Metric 1	50.0%		\$ 23,640	\$ 23,640	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 23,640	\$ 23,640	Line 9 * segment %
16	Total Performance Metrics		\$ 47,281	\$ 36,774	\$ 47,281	\$ 131,335

Results

Sector	Residential	Low Income	C&I	Total NSTAR
Savings	59.5%	53.1%	53.6%	55.7%
Value	30.1%	23.0%	39.1%	33.9%
Performance Metrics	<u>10.4%</u>	<u>23.9%</u>	<u>7.3%</u>	<u>10.5%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2015**

NSTAR	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 39,617,860	\$ 12,156,922	\$ 52,677,603	\$ 104,452,385	Gas Input, Lines 2-4
2 Savings Payout Rate 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 276,521	\$ 84,852	\$ 367,674	\$ 729,047	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 15,279,673	\$ 3,783,550	\$ 29,145,539	\$ 48,208,762	Gas Input, Lines 14-16
5 Value Payout Rate 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 144,715	\$ 35,834	\$ 276,040	\$ 456,590	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 181,944	\$ 141,512	\$ 181,944	\$ 505,400	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		23%	23%	23%	23%	Line 4/State Line 4
9 Performance Metrics		\$ 42,061	\$ 32,714	\$ 42,061	\$ 116,836	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 463,298	\$ 153,400	\$ 685,776	\$ 1,302,474	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 21,031		\$ 21,031	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 21,031		\$ 21,031	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%		\$ 32,714	\$ 32,714	Line 9 * segment %
----	------------------------	--------	--	-----------	-----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 21,031	\$ 21,031	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 21,031	\$ 21,031	Line 9 * segment %

16	Total Performance Metrics		\$ 42,061	\$ 32,714	\$ 42,061	\$ 116,836
----	---------------------------	--	-----------	-----------	-----------	------------

Results

Sector	Residential	Low Income	C&I	Total NSTAR
Savings	59.7%	55.3%	53.6%	56.0%
Value	31.2%	23.4%	40.3%	35.1%
Performance Metrics	<u>9.1%</u>	<u>21.3%</u>	<u>6.1%</u>	<u>9.0%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013 - 2015**

NSTAR	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 115,744,516	\$ 35,259,763	\$ 148,667,912	\$ 299,672,191	Gas Input, Lines 2-4
2 Savings Payout Rate 2013 - 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 807,863	\$ 246,103	\$ 1,037,659	\$ 2,091,624	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 43,125,014	\$ 11,019,988	\$ 81,191,114	\$ 135,336,116	Gas Input, Lines 14-16
5 Value Payout Rate 2013 - 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 408,442	\$ 104,371	\$ 768,970	\$ 1,281,783	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 518,481	\$ 403,263	\$ 518,481	\$ 1,440,224	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		23%	23%	23%	23%	Line 4/State Line 4
9 Performance Metrics		\$ 118,739	\$ 92,352	\$ 118,739	\$ 329,830	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 1,335,043	\$ 442,827	\$ 1,925,367	\$ 3,703,237	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 59,369		\$ 59,369	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 59,369		\$ 59,369	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%		\$ 92,352	\$ 92,352	Line 9 * segment %
----	------------------------	--------	--	-----------	-----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 59,369	\$ 59,369	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 59,369	\$ 59,369	Line 9 * segment %

16	Total Performance Metrics		\$ 118,739	\$ 92,352	\$ 118,739	\$ 329,830
----	---------------------------	--	------------	-----------	------------	------------

Results

Sector	Residential	Low Income	C&I	Total NSTAR
Savings	60.5%	55.6%	53.9%	56.5%
Value	30.6%	23.6%	39.9%	34.6%
Performance Metrics	<u>8.9%</u>	<u>20.9%</u>	<u>6.2%</u>	<u>8.9%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013**

Columbia	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 49,138,319	\$ 7,828,536	\$ 27,990,507	\$ 84,957,362	Gas Input, Lines 2-4
2 Savings Payout Rate 2013		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 342,971	\$ 54,641	\$ 195,366	\$ 592,978	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 24,539,603	\$ 1,756,650	\$ 16,008,796	\$ 42,305,049	Gas Input, Lines 14-16
5 Value Payout Rate 2013		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 232,417	\$ 16,637	\$ 151,621	\$ 400,676	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 129,896	\$ 101,030	\$ 129,896	\$ 360,822	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		23%	23%	23%	23%	Line 4/State Line 4
9 Performance Metrics		\$ 29,428	\$ 22,888	\$ 29,428	\$ 81,744	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 604,816	\$ 94,167	\$ 376,414	\$ 1,075,397	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential						
11	1. Residential Metric 1	50.0%	\$ 14,714		\$ 14,714	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 14,714		\$ 14,714	Line 9 * segment %
Low Income						
13	1. Low Income Metric 1	100.0%		\$ 22,888	\$ 22,888	Line 9 * segment %
Commercial & Industrial						
14	1. C&I Metric 1	50.0%		\$ 14,714	\$ 14,714	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 14,714	\$ 14,714	Line 9 * segment %
16	Total Performance Metrics		\$ 29,428	\$ 22,888	\$ 29,428	\$ 81,744

Results

Sector	Residential	Low Income	C&I	Total Columbia
Savings	56.7%	58.0%	51.9%	55.1%
Value	38.4%	17.7%	40.3%	37.3%
Performance Metrics	<u>4.9%</u>	<u>24.3%</u>	<u>7.8%</u>	<u>7.6%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2014**

Columbia	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 48,582,392	\$ 8,573,630	\$ 28,195,056	\$ 85,351,078	Gas Input, Lines 2-4
2 Savings Payout Rate 2014		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 339,091	\$ 59,841	\$ 196,793	\$ 595,726	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 23,731,742	\$ 2,123,222	\$ 16,478,660	\$ 42,333,624	Gas Input, Lines 14-16
5 Value Payout Rate 2014		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 224,766	\$ 20,109	\$ 156,071	\$ 400,946	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 206,641	\$ 160,721	\$ 206,641	\$ 574,002	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		22%	22%	22%	22%	Line 4/State Line 4
9 Performance Metrics		\$ 44,611	\$ 34,698	\$ 44,611	\$ 123,920	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 608,468	\$ 114,648	\$ 397,476	\$ 1,120,592	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 22,306		\$ 22,306	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 22,306		\$ 22,306	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%		\$ 34,698	\$ 34,698	Line 9 * segment %
----	------------------------	--------	--	-----------	-----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 22,306	\$ 22,306	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 22,306	\$ 22,306	Line 9 * segment %

16	Total Performance Metrics		\$ 44,611	\$ 34,698	\$ 44,611	\$ 123,920
----	---------------------------	--	-----------	-----------	-----------	------------

Results

Sector	Residential	Low Income	C&I	Total Columbia
Savings	55.7%	52.2%	49.5%	53.2%
Value	36.9%	17.5%	39.3%	35.8%
Performance Metrics	<u>7.3%</u>	<u>30.3%</u>	<u>11.2%</u>	<u>11.1%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2015**

Columbia	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 45,465,729	\$ 9,385,461	\$ 28,588,726	\$ 83,439,916	Gas Input, Lines 2-4
2 Savings Payout Rate 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 317,337	\$ 65,508	\$ 199,541	\$ 582,386	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 23,171,597	\$ 2,515,100	\$ 16,865,987	\$ 42,552,685	Gas Input, Lines 14-16
5 Value Payout Rate 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 219,461	\$ 23,821	\$ 159,740	\$ 403,021	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 181,944	\$ 141,512	\$ 181,944	\$ 505,400	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		20%	20%	20%	20%	Line 4/State Line 4
9 Performance Metrics		\$ 37,126	\$ 28,876	\$ 37,126	\$ 103,129	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 573,924	\$ 118,205	\$ 396,407	\$ 1,088,536	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 18,563		\$ 18,563	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 18,563		\$ 18,563	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 28,876		\$ 28,876	Line 9 * segment %
----	------------------------	--------	-----------	--	-----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 18,563	\$ 18,563	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 18,563	\$ 18,563	Line 9 * segment %

16	Total Performance Metrics		\$ 37,126	\$ 28,876	\$ 37,126	\$ 103,129
----	---------------------------	--	-----------	-----------	-----------	------------

Results

Sector	Residential	Low Income	C&I	Total Columbia
Savings	55.3%	55.4%	50.3%	53.5%
Value	38.2%	20.2%	40.3%	37.0%
Performance Metrics	<u>6.5%</u>	<u>24.4%</u>	<u>9.4%</u>	<u>9.5%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013 - 2015**

Columbia	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 143,186,440	\$ 25,787,627	\$ 84,774,290	\$ 253,748,357	Gas Input, Lines 2-4
2 Savings Payout Rate 2013 - 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 999,399	\$ 179,990	\$ 591,700	\$ 1,771,089	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 71,442,943	\$ 6,394,972	\$ 49,353,443	\$ 127,191,358	Gas Input, Lines 14-16
5 Value Payout Rate 2013 - 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 676,644	\$ 60,567	\$ 467,432	\$ 1,204,643	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 518,481	\$ 403,263	\$ 518,481	\$ 1,440,224	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		22%	22%	22%	22%	Line 4/State Line 4
9 Performance Metrics		\$ 111,165	\$ 86,462	\$ 111,165	\$ 308,793	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 1,787,209	\$ 327,020	\$ 1,170,297	\$ 3,284,525	Line 3 + Line 6 + Line 9

Performance Metric Allocation

<u>Residential</u>						
11	1. Residential Metric 1	50.0%	\$ 55,583		\$ 55,583	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 55,583		\$ 55,583	Line 9 * segment %
<u>Low Income</u>						
13	1. Low Income Metric 1	100.0%		\$ 86,462	\$ 86,462	Line 9 * segment %
<u>Commercial & Industrial</u>						
14	1. C&I Metric 1	50.0%		\$ 55,583	\$ 55,583	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 55,583	\$ 55,583	Line 9 * segment %
16	Total Performance Metrics		\$ 111,165	\$ 86,462	\$ 111,165	\$ 308,793

Results

Sector	Residential	Low Income	C&I	Total Columbia
Savings	55.9%	55.0%	50.6%	53.9%
Value	37.9%	18.5%	39.9%	36.7%
Performance Metrics	<u>6.2%</u>	<u>26.4%</u>	<u>9.5%</u>	<u>9.4%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013**

Unitil	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 949,592	\$ 532,168	\$ 2,274,222	\$ 3,755,981	Gas Input, Lines 2-4
2 Savings Payout Rate 2013		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 6,628	\$ 3,714	\$ 15,873	\$ 26,216	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 187,922	\$ 14,907	\$ 1,236,198	\$ 1,439,027	Gas Input, Lines 14-16
5 Value Payout Rate 2013		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 1,780	\$ 141	\$ 11,708	\$ 13,629	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 129,896	\$ 101,030	\$ 129,896	\$ 360,822	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		1%	1%	1%	1%	Line 4/State Line 4
9 Performance Metrics		\$ 1,001	\$ 779	\$ 1,001	\$ 2,781	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 9,409	\$ 4,634	\$ 28,583	\$ 42,625	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential						
11	1. Residential Metric 1	50.0%	\$ 501		\$ 501	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 501		\$ 501	Line 9 * segment %
Low Income						
13	1. Low Income Metric 1	100.0%	\$ 779		\$ 779	Line 9 * segment %
Commercial & Industrial						
14	1. C&I Metric 1	50.0%		\$ 501	\$ 501	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 501	\$ 501	Line 9 * segment %
16	Total Performance Metrics		\$ 1,001	\$ 779	\$ 1,001	\$ 2,781

Results

Sector	Residential	Low Income	C&I	Total Unitil
Savings	70.4%	80.2%	55.5%	61.5%
Value	18.9%	3.0%	41.0%	32.0%
Performance Metrics	<u>10.6%</u>	<u>16.8%</u>	<u>3.5%</u>	<u>6.5%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2014**

Unitil	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 1,048,934	\$ 576,639	\$ 2,768,540	\$ 4,394,112	Gas Input, Lines 2-4
2 Savings Payout Rate 2014		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 7,321	\$ 4,025	\$ 19,324	\$ 30,670	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 228,978	\$ 15,446	\$ 1,615,985	\$ 1,860,409	Gas Input, Lines 14-16
5 Value Payout Rate 2014		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 2,169	\$ 146	\$ 15,305	\$ 17,620	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 206,641	\$ 160,721	\$ 206,641	\$ 574,002	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		1%	1%	1%	1%	Line 4/State Line 4
9 Performance Metrics		\$ 1,961	\$ 1,525	\$ 1,961	\$ 5,446	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 11,450	\$ 5,696	\$ 36,589	\$ 53,736	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential						
11	1. Residential Metric 1	50.0%	\$ 980		\$ 980	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 980		\$ 980	Line 9 * segment %
Low Income						
13	1. Low Income Metric 1	100.0%	\$ 1,525		\$ 1,525	Line 9 * segment %
Commercial & Industrial						
14	1. C&I Metric 1	50.0%		\$ 980	\$ 980	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 980	\$ 980	Line 9 * segment %
16	Total Performance Metrics		\$ 1,961	\$ 1,525	\$ 1,961	\$ 5,446

Results

Sector	Residential	Low Income	C&I	Total Unitil
Savings	63.9%	70.7%	52.8%	57.1%
Value	18.9%	2.6%	41.8%	32.8%
Performance Metrics	<u>17.1%</u>	<u>26.8%</u>	<u>5.4%</u>	<u>10.1%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2015**

Unitil	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 1,245,527	\$ 617,257	\$ 2,976,880	\$ 4,839,664	Gas Input, Lines 2-4
2 Savings Payout Rate 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 8,693	\$ 4,308	\$ 20,778	\$ 33,779	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 365,023	\$ 15,949	\$ 1,917,602	\$ 2,298,573	Gas Input, Lines 14-16
5 Value Payout Rate 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 3,457	\$ 151	\$ 18,162	\$ 21,770	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 181,944	\$ 141,512	\$ 181,944	\$ 505,400	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		1%	1%	1%	1%	Line 4/State Line 4
9 Performance Metrics		\$ 2,005	\$ 1,560	\$ 2,005	\$ 5,571	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 14,156	\$ 6,019	\$ 40,945	\$ 61,120	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential						
11	1. Residential Metric 1	50.0%	\$ 1,003		\$ 1,003	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 1,003		\$ 1,003	Line 9 * segment %
Low Income						
13	1. Low Income Metric 1	100.0%	\$ 1,560		\$ 1,560	Line 9 * segment %
Commercial & Industrial						
14	1. C&I Metric 1	50.0%		\$ 1,003	\$ 1,003	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 1,003	\$ 1,003	Line 9 * segment %
16	Total Performance Metrics		\$ 2,005	\$ 1,560	\$ 2,005	\$ 5,571

Results

	Residential	Low Income	C&I	Total Unitil
Sector				
Savings	61.4%	71.6%	50.7%	55.3%
Value	24.4%	2.5%	44.4%	35.6%
Performance Metrics	<u>14.2%</u>	<u>25.9%</u>	<u>4.9%</u>	<u>9.1%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013 - 2015**

<u>Unitil</u>	<u>Segment %</u>	<u>Residential</u>	<u>Low Income</u>	<u>C&I</u>	<u>Total</u>	<u>Comment</u>
1 Forecasted Benefits		\$ 3,244,053	\$ 1,726,063	\$ 8,019,642	\$ 12,989,757	Gas Input, Lines 2-4
2 Savings Payout Rate 2013 - 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 22,643	\$ 12,047	\$ 55,975	\$ 90,665	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 781,922	\$ 46,302	\$ 4,769,785	\$ 5,598,009	Gas Input, Lines 14-16
5 Value Payout Rate 2013 - 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 7,406	\$ 439	\$ 45,175	\$ 53,019	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 518,481	\$ 403,263	\$ 518,481	\$ 1,440,224	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		1%	1%	1%	1%	Line 4/State Line 4
9 Performance Metrics		\$ 4,967	\$ 3,863	\$ 4,967	\$ 13,797	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 35,015	\$ 16,349	\$ 106,117	\$ 157,481	Line 3 + Line 6 + Line 9

Performance Metric Allocation

<u>Residential</u>						
11	1. Residential Metric 1	50.0%	\$ 2,483		\$ 2,483	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 2,483		\$ 2,483	Line 9 * segment %
<u>Low Income</u>						
13	1. Low Income Metric 1	100.0%		\$ 3,863	\$ 3,863	Line 9 * segment %
<u>Commercial & Industrial</u>						
14	1. C&I Metric 1	50.0%		\$ 2,483	\$ 2,483	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 2,483	\$ 2,483	Line 9 * segment %
16	Total Performance Metrics		\$ 4,967	\$ 3,863	\$ 4,967	\$ 13,797

Results

Sector	Residential	Low Income	C&I	Total Unitil
Savings	64.7%	73.7%	52.7%	57.6%
Value	21.1%	2.7%	42.6%	33.7%
Performance Metrics	<u>14.2%</u>	<u>23.6%</u>	<u>4.7%</u>	<u>8.8%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013**

Berkshire	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 4,637,350	\$ 1,447,061	\$ 4,188,536	\$ 10,272,947	Gas Input, Lines 2-4
2 Savings Payout Rate 2013		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 32,367	\$ 10,100	\$ 29,235	\$ 71,702	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 1,419,124	\$ 699,685	\$ 2,932,831	\$ 5,051,640	Gas Input, Lines 14-16
5 Value Payout Rate 2013		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 13,441	\$ 6,627	\$ 27,777	\$ 47,845	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 129,896	\$ 101,030	\$ 129,896	\$ 360,822	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		3%	3%	3%	3%	Line 4/State Line 4
9 Performance Metrics		\$ 3,514	\$ 2,733	\$ 3,514	\$ 9,761	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 49,322	\$ 19,460	\$ 60,526	\$ 129,308	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 1,757		\$ 1,757	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 1,757		\$ 1,757	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 2,733		\$ 2,733	Line 9 * segment %
----	------------------------	--------	----------	--	----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 1,757	\$ 1,757	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 1,757	\$ 1,757	Line 9 * segment %

16	Total Performance Metrics		\$ 3,514	\$ 2,733	\$ 3,514	\$ 9,761
----	---------------------------	--	----------	----------	----------	----------

Results

Sector	Residential	Low Income	C&I	Total Berkshire
Savings	65.6%	51.9%	48.3%	55.5%
Value	27.3%	34.1%	45.9%	37.0%
Performance Metrics	<u>7.1%</u>	<u>14.0%</u>	<u>5.8%</u>	<u>7.5%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2014**

Berkshire	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 4,671,608	\$ 1,558,113	\$ 4,972,408	\$ 11,202,128	Gas Input, Lines 2-4
2 Savings Payout Rate 2014		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 32,606	\$ 10,875	\$ 34,706	\$ 78,188	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 1,503,391	\$ 747,714	\$ 3,633,681	\$ 5,884,786	Gas Input, Lines 14-16
5 Value Payout Rate 2014		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 14,239	\$ 7,082	\$ 34,415	\$ 55,735	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 206,641	\$ 160,721	\$ 206,641	\$ 574,002	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		3%	3%	3%	3%	Line 4/State Line 4
9 Performance Metrics		\$ 6,201	\$ 4,823	\$ 6,201	\$ 17,226	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 53,047	\$ 22,780	\$ 75,322	\$ 151,149	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 3,101		\$ 3,101	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 3,101		\$ 3,101	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 4,823		\$ 4,823	Line 9 * segment %
----	------------------------	--------	----------	--	----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 3,101	\$ 3,101	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 3,101	\$ 3,101	Line 9 * segment %

16	Total Performance Metrics		\$ 6,201	\$ 4,823	\$ 6,201	\$ 17,226
----	---------------------------	--	----------	----------	----------	-----------

Results

Sector	Residential	Low Income	C&I	Total Berkshire
Savings	61.5%	47.7%	46.1%	51.7%
Value	26.8%	31.1%	45.7%	36.9%
Performance Metrics	<u>11.7%</u>	<u>21.2%</u>	<u>8.2%</u>	<u>11.4%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2015**

Berkshire	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 4,639,239	\$ 1,669,013	\$ 5,764,726	\$ 12,072,978	Gas Input, Lines 2-4
2 Savings Payout Rate 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 32,381	\$ 11,649	\$ 40,236	\$ 84,266	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 1,510,797	\$ 798,636	\$ 4,337,449	\$ 6,646,882	Gas Input, Lines 14-16
5 Value Payout Rate 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 14,309	\$ 7,564	\$ 41,080	\$ 62,953	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 181,944	\$ 141,512	\$ 181,944	\$ 505,400	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		3%	3%	3%	3%	Line 4/State Line 4
9 Performance Metrics		\$ 5,799	\$ 4,511	\$ 5,799	\$ 16,109	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 52,489	\$ 23,724	\$ 87,116	\$ 163,328	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 2,900		\$ 2,900	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 2,900		\$ 2,900	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 4,511		\$ 4,511	Line 9 * segment %
----	------------------------	--------	----------	--	----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 2,900	\$ 2,900	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 2,900	\$ 2,900	Line 9 * segment %

16	Total Performance Metrics		\$ 5,799	\$ 4,511	\$ 5,799	\$ 16,109
----	---------------------------	--	----------	----------	----------	-----------

Results

Sector	Residential	Low Income	C&I	Total Berkshire
Savings	61.7%	49.1%	46.2%	51.6%
Value	27.3%	31.9%	47.2%	38.5%
Performance Metrics	<u>11.0%</u>	<u>19.0%</u>	<u>6.7%</u>	<u>9.9%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013 - 2015**

Berkshire	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 13,948,197	\$ 4,674,187	\$ 14,925,670	\$ 33,548,054	Gas Input, Lines 2-4
2 Savings Payout Rate 2013 - 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 97,354	\$ 32,624	\$ 104,177	\$ 234,156	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 4,433,312	\$ 2,246,035	\$ 10,903,961	\$ 17,583,308	Gas Input, Lines 14-16
5 Value Payout Rate 2013 - 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 41,988	\$ 21,272	\$ 103,273	\$ 166,533	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 518,481	\$ 403,263	\$ 518,481	\$ 1,440,224	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		3%	3%	3%	3%	Line 4/State Line 4
9 Performance Metrics		\$ 15,515	\$ 12,067	\$ 15,515	\$ 43,096	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 154,857	\$ 65,964	\$ 222,964	\$ 443,785	Line 3 + Line 6 + Line 9

Performance Metric Allocation

<u>Residential</u>						
11	1. Residential Metric 1	50.0%	\$ 7,757		\$ 7,757	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 7,757		\$ 7,757	Line 9 * segment %
<u>Low Income</u>						
13	1. Low Income Metric 1	100.0%		\$ 12,067	\$ 12,067	Line 9 * segment %
<u>Commercial & Industrial</u>						
14	1. C&I Metric 1	50.0%		\$ 7,757	\$ 7,757	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 7,757	\$ 7,757	Line 9 * segment %
16	Total Performance Metrics		\$ 15,515	\$ 12,067	\$ 15,515	\$ 43,096

Results

Sector	Residential	Low Income	C&I	Total Berkshire
Savings	62.9%	49.5%	46.7%	52.8%
Value	27.1%	32.2%	46.3%	37.5%
Performance Metrics	<u>10.0%</u>	<u>18.3%</u>	<u>7.0%</u>	<u>9.7%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013**

New England Gas NA & FR	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 3,398,062	\$ 1,202,259	\$ 2,939,380	\$ 7,539,700	Gas Input, Lines 2-4
2 Savings Payout Rate 2013		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 23,717	\$ 8,391	\$ 20,516	\$ 52,625	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 1,328,434	\$ 383,783	\$ 1,979,903	\$ 3,692,120	Gas Input, Lines 14-16
5 Value Payout Rate 2013		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 12,582	\$ 3,635	\$ 18,752	\$ 34,968	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 129,896	\$ 101,030	\$ 129,896	\$ 360,822	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		2%	2%	2%	2%	Line 4/State Line 4
9 Performance Metrics		\$ 2,568	\$ 1,998	\$ 2,568	\$ 7,134	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 38,867	\$ 14,024	\$ 41,836	\$ 94,727	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 1,284		\$ 1,284	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 1,284		\$ 1,284	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 1,998		\$ 1,998	Line 9 * segment %
----	------------------------	--------	----------	--	----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 1,284	\$ 1,284	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 1,284	\$ 1,284	Line 9 * segment %

16	Total Performance Metrics		\$ 2,568	\$ 1,998	\$ 2,568	\$ 7,134
----	---------------------------	--	----------	----------	----------	----------

Results

Sector	Total New England Gas			
	Residential	Low Income	C&I	NA & FR
Savings	61.0%	59.8%	49.0%	55.6%
Value	32.4%	25.9%	44.8%	36.9%
Performance Metrics	<u>6.6%</u>	<u>14.2%</u>	<u>6.1%</u>	<u>7.5%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2014**

New England Gas NA & FR	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 3,723,181	\$ 1,196,413	\$ 2,629,845	\$ 7,549,439	Gas Input, Lines 2-4
2 Savings Payout Rate 2014		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 25,987	\$ 8,351	\$ 18,356	\$ 52,693	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 1,518,267	\$ 399,696	\$ 1,466,821	\$ 3,384,785	Gas Input, Lines 14-16
5 Value Payout Rate 2014		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 14,380	\$ 3,786	\$ 13,892	\$ 32,058	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 206,641	\$ 160,721	\$ 206,641	\$ 574,002	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		2%	2%	2%	2%	Line 4/State Line 4
9 Performance Metrics		\$ 3,567	\$ 2,774	\$ 3,567	\$ 9,908	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 43,933	\$ 14,910	\$ 35,815	\$ 94,659	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 1,783		\$ 1,783	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 1,783		\$ 1,783	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 2,774		\$ 2,774	Line 9 * segment %
----	------------------------	--------	----------	--	----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 1,783	\$ 1,783	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 1,783	\$ 1,783	Line 9 * segment %

16	Total Performance Metrics		\$ 3,567	\$ 2,774	\$ 3,567	\$ 9,908
----	---------------------------	--	----------	----------	----------	----------

Results

Sector	Total New England Gas NA & FR			
	Residential	Low Income	C&I	
Savings	59.2%	56.0%	51.3%	55.7%
Value	32.7%	25.4%	38.8%	33.9%
Performance Metrics	<u>8.1%</u>	<u>18.6%</u>	<u>10.0%</u>	<u>10.5%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2015**

New England Gas NA & FR	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 3,602,541	\$ 1,190,064	\$ 2,955,967	\$ 7,748,572	Gas Input, Lines 2-4
2 Savings Payout Rate 2015		0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives		\$ 25,145	\$ 8,306	\$ 20,632	\$ 54,083	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 1,468,344	\$ 408,737	\$ 1,793,469	\$ 3,670,550	Gas Input, Lines 14-16
5 Value Payout Rate 2015		0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives		\$ 13,907	\$ 3,871	\$ 16,986	\$ 34,764	Line 4 times Line 5
7 Statewide Performance Metrics		\$ 181,944	\$ 141,512	\$ 181,944	\$ 505,400	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits		2%	2%	2%	2%	Line 4/State Line 4
9 Performance Metrics		\$ 3,202	\$ 2,491	\$ 3,202	\$ 8,896	Line 7 * Line 8
10 Total Performance Incentives at target		\$ 42,254	\$ 14,668	\$ 40,820	\$ 97,743	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential

11	1. Residential Metric 1	50.0%	\$ 1,601		\$ 1,601	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 1,601		\$ 1,601	Line 9 * segment %

Low Income

13	1. Low Income Metric 1	100.0%	\$ 2,491		\$ 2,491	Line 9 * segment %
----	------------------------	--------	----------	--	----------	--------------------

Commercial & Industrial

14	1. C&I Metric 1	50.0%		\$ 1,601	\$ 1,601	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 1,601	\$ 1,601	Line 9 * segment %

16	Total Performance Metrics		\$ 3,202	\$ 2,491	\$ 3,202	\$ 8,896
----	---------------------------	--	----------	----------	----------	----------

Results

Sector	Total New England Gas NA & FR			
	Residential	Low Income	C&I	NA & FR
Savings	59.5%	56.6%	50.5%	55.3%
Value	32.9%	26.4%	41.6%	35.6%
Performance Metrics	<u>7.6%</u>	<u>17.0%</u>	<u>7.8%</u>	<u>9.1%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Derivation of Gas Targets 2013 - 2015**

New England Gas NA & FR	Segment	% Residential	Low Income	C&I	Total	Comment	
1 Forecasted Benefits			\$ 10,723,785	\$ 3,588,735	\$ 8,525,192	\$ 22,837,712	Gas Input, Lines 2-4
2 Savings Payout Rate 2013 - 2015			0.0069797	0.0069797	0.0069797	0.0069797	Pef Met Pool, Line 6
3 Forecasted Savings Incentives			\$ 74,849	\$ 25,048	\$ 59,503	\$ 159,401	Line 1 times Line 2
4 Forecasted Net Benefits			\$ 4,315,045	\$ 1,192,216	\$ 5,240,193	\$ 10,747,454	Gas Input, Lines 14-16
5 Value Payout Rate 2013 - 2015			0.0094711	0.0094711	0.0094711	0.0094711	Pef Met Pool, Line 9
6 Forecasted Value Incentives			\$ 40,868	\$ 11,292	\$ 49,630	\$ 101,790	Line 4 times Line 5
7 Statewide Performance Metrics			\$ 518,481	\$ 403,263	\$ 518,481	\$ 1,440,224	Pef Met Pool Lines 16 to 18
8 Share of State Net Benefits			2%	2%	2%	2%	Line 4/State Line 4
9 Performance Metrics			\$ 9,338	\$ 7,263	\$ 9,338	\$ 25,938	Line 7 * Line 8
10 Total Performance Incentives at target			\$ 125,055	\$ 43,603	\$ 118,471	\$ 287,129	Line 3 + Line 6 + Line 9

Performance Metric Allocation

Residential							
11	1. Residential Metric 1	50.0%	\$ 4,669		\$ 4,669	\$ 4,669	Line 9 * segment %
12	2. Residential Metric 2	50.0%	\$ 4,669		\$ 4,669	\$ 4,669	Line 9 * segment %
Low Income							
13	1. Low Income Metric 1	100.0%	\$ 7,263		\$ 7,263	\$ 7,263	Line 9 * segment %
Commercial & Industrial							
14	1. C&I Metric 1	50.0%		\$ 4,669	\$ 4,669	\$ 4,669	Line 9 * segment %
15	2. C&I Metric 2	50.0%		\$ 4,669	\$ 4,669	\$ 4,669	Line 9 * segment %
16	Total Performance Metrics		\$ 9,338	\$ 7,263	\$ 9,338	\$ 25,938	

Results

Sector	Residential	Low Income	C&I	Total New England Gas NA & FR
Savings	59.9%	57.4%	50.2%	55.5%
Value	32.7%	25.9%	41.9%	35.5%
Performance Metrics	<u>7.5%</u>	<u>16.7%</u>	<u>7.9%</u>	<u>9.0%</u>
Total	100.0%	100.0%	100.0%	100.0%

**2013 Energy Efficiency Performance Incentives
Summary of Performance Incentives by Sector and Incentive Type
Assuming Design Level Performance Incentive**

In 2013 dollars					Percent of Total Incentive				
State	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	1,330,656	405,374	1,170,334	2,906,364	Savings	26.4%	8.0%	23.2%	57.7%
2 Value	644,861	224,176	899,563	1,768,601	Value	12.8%	4.5%	17.9%	35.1%
3 Metrics	<u>129,896</u>	<u>101,030</u>	<u>129,896</u>	<u>360,822</u>	Metrics	<u>2.6%</u>	<u>2.0%</u>	<u>2.6%</u>	<u>7.2%</u>
4 Total	2,105,413	730,580	2,199,793	5,035,786	Total	41.8%	14.5%	43.7%	100.0%
National Grid									
5 Savings	663,368	249,115	586,071	1,498,554	Savings	26.0%	9.8%	23.0%	58.8%
6 Value	257,370	164,022	449,834	871,227	Value	10.1%	6.4%	17.7%	34.2%
7 Metrics	<u>63,988</u>	<u>49,768</u>	<u>63,988</u>	<u>177,744</u>	Metrics	<u>2.5%</u>	<u>2.0%</u>	<u>2.5%</u>	<u>7.0%</u>
8 Total	984,726	462,906	1,099,893	2,547,525	Total	38.7%	18.2%	43.2%	100.0%
NSTAR									
9 Savings	261,604	79,412	323,274	664,290	Savings	22.8%	6.9%	28.2%	58.0%
10 Value	127,271	33,114	239,871	400,256	Value	11.1%	2.9%	20.9%	34.9%
11 Metrics	<u>29,397</u>	<u>22,864</u>	<u>29,397</u>	<u>81,658</u>	Metrics	<u>2.6%</u>	<u>2.0%</u>	<u>2.6%</u>	<u>7.1%</u>
12 Total	418,272	135,390	592,541	1,146,204	Total	36.5%	11.8%	51.7%	100.0%
Columbia									
13 Savings	342,971	54,641	195,366	592,978	Savings	31.9%	5.1%	18.2%	55.1%
14 Value	232,417	16,637	151,621	400,676	Value	21.6%	1.5%	14.1%	37.3%
15 Metrics	<u>29,428</u>	<u>22,888</u>	<u>29,428</u>	<u>81,744</u>	Metrics	<u>2.7%</u>	<u>2.1%</u>	<u>2.7%</u>	<u>7.6%</u>
16 Total	604,816	94,167	376,414	1,075,397	Total	56.2%	8.8%	35.0%	100.0%
Unitil									
17 Savings	6,628	3,714	15,873	26,216	Savings	15.5%	8.7%	37.2%	61.5%
18 Value	1,780	141	11,708	13,629	Value	4.2%	0.3%	27.5%	32.0%
19 Metrics	<u>1,001</u>	<u>779</u>	<u>1,001</u>	<u>2,781</u>	Metrics	<u>2.3%</u>	<u>1.8%</u>	<u>2.3%</u>	<u>6.5%</u>
20 Total	9,409	4,634	28,583	42,625	Total	22.1%	10.9%	67.1%	100.0%
Berkshire									
21 Savings	32,367	10,100	29,235	71,702	Savings	25.0%	7.8%	22.6%	55.5%
22 Value	13,441	6,627	27,777	47,845	Value	10.4%	5.1%	21.5%	37.0%
23 Metrics	<u>3,514</u>	<u>2,733</u>	<u>3,514</u>	<u>9,761</u>	Metrics	<u>2.7%</u>	<u>2.1%</u>	<u>2.7%</u>	<u>7.5%</u>
24 Total	49,322	19,460	60,526	129,308	Total	38.1%	15.0%	46.8%	100.0%
NEG NA &FR									
25 Savings	23,717	8,391	20,516	52,625	Savings	25.0%	8.9%	21.7%	55.6%
26 Value	12,582	3,635	18,752	34,968	Value	13.3%	3.8%	19.8%	36.9%
27 Metrics	<u>2,568</u>	<u>1,998</u>	<u>2,568</u>	<u>7,134</u>	Metrics	<u>2.7%</u>	<u>2.1%</u>	<u>2.7%</u>	<u>7.5%</u>
28 Total	38,867	14,024	41,836	94,727	Total	41.0%	14.8%	44.2%	100.0%

**2014 Energy Efficiency Performance Incentives
Summary of Performance Incentives by Sector and Incentive Type
Assuming Design Level Performance Incentive**

In 2013 dollars					Percent of Total Incentive				
State	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	1,356,042	413,278	1,221,957	2,991,277	Savings	25.0%	7.6%	22.5%	55.2%
2 Value	674,543	229,637	953,014	1,857,194	Value	12.4%	4.2%	17.6%	34.2%
3 Metrics	<u>206,641</u>	<u>160,721</u>	<u>206,641</u>	<u>574,002</u>	Metrics	<u>3.8%</u>	<u>3.0%</u>	<u>3.8%</u>	<u>10.6%</u>
4 Total	2,237,226	803,635	2,381,612	5,422,473	Total	41.3%	14.8%	43.9%	100.0%
National Grid									
5 Savings	681,299	248,347	606,068	1,535,714	Savings	24.8%	9.0%	22.1%	55.9%
6 Value	282,535	163,091	480,272	925,898	Value	10.3%	5.9%	17.5%	33.7%
7 Metrics	<u>103,020</u>	<u>80,127</u>	<u>103,020</u>	<u>286,167</u>	Metrics	<u>3.7%</u>	<u>2.9%</u>	<u>3.7%</u>	<u>10.4%</u>
8 Total	1,066,855	491,564	1,189,360	2,747,779	Total	38.8%	17.9%	43.3%	100.0%
NSTAR									
9 Savings	269,738	81,839	346,711	698,288	Savings	21.5%	6.5%	27.6%	55.7%
10 Value	136,455	35,423	253,058	424,936	Value	10.9%	2.8%	20.2%	33.9%
11 Metrics	<u>47,281</u>	<u>36,774</u>	<u>47,281</u>	<u>131,335</u>	Metrics	<u>3.8%</u>	<u>2.9%</u>	<u>3.8%</u>	<u>10.5%</u>
12 Total	453,473	154,036	647,050	1,254,559	Total	36.1%	12.3%	51.6%	100.0%
Columbia									
13 Savings	339,091	59,841	196,793	595,726	Savings	30.3%	5.3%	17.6%	53.2%
14 Value	224,766	20,109	156,071	400,946	Value	20.1%	1.8%	13.9%	35.8%
15 Metrics	<u>44,611</u>	<u>34,698</u>	<u>44,611</u>	<u>123,920</u>	Metrics	<u>4.0%</u>	<u>3.1%</u>	<u>4.0%</u>	<u>11.1%</u>
16 Total	608,468	114,648	397,476	1,120,592	Total	54.3%	10.2%	35.5%	100.0%
Unitil									
17 Savings	7,321	4,025	19,324	30,670	Savings	13.6%	7.5%	36.0%	57.1%
18 Value	2,169	146	15,305	17,620	Value	4.0%	0.3%	28.5%	32.8%
19 Metrics	<u>1,961</u>	<u>1,525</u>	<u>1,961</u>	<u>5,446</u>	Metrics	<u>3.6%</u>	<u>2.8%</u>	<u>3.6%</u>	<u>10.1%</u>
20 Total	11,450	5,696	36,589	53,736	Total	21.3%	10.6%	68.1%	100.0%
Berkshire									
21 Savings	32,606	10,875	34,706	78,188	Savings	21.6%	7.2%	23.0%	51.7%
22 Value	14,239	7,082	34,415	55,735	Value	9.4%	4.7%	22.8%	36.9%
23 Metrics	<u>6,201</u>	<u>4,823</u>	<u>6,201</u>	<u>17,226</u>	Metrics	<u>4.1%</u>	<u>3.2%</u>	<u>4.1%</u>	<u>11.4%</u>
24 Total	53,047	22,780	75,322	151,149	Total	35.1%	15.1%	49.8%	100.0%
NEG NA &FR									
25 Savings	25,987	8,351	18,356	52,693	Savings	27.5%	8.8%	19.4%	55.7%
26 Value	14,380	3,786	13,892	32,058	Value	15.2%	4.0%	14.7%	33.9%
27 Metrics	<u>3,567</u>	<u>2,774</u>	<u>3,567</u>	<u>9,908</u>	Metrics	<u>3.8%</u>	<u>2.9%</u>	<u>3.8%</u>	<u>10.5%</u>
28 Total	43,933	14,910	35,815	94,659	Total	46.4%	15.8%	37.8%	100.0%

2015 Energy Efficiency Performance Incentives
Summary of Performance Incentives by Sector and Incentive Type
Assuming Design Level Performance Incentive

In 2013 dollars					Percent of Total Incentive				
State	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	1,333,455	424,249	1,306,046	3,063,750	Savings	24.1%	7.7%	23.6%	55.3%
2 Value	675,673	236,213	1,063,190	1,975,075	Value	12.2%	4.3%	19.2%	35.6%
3 Metrics	<u>181,944</u>	<u>141,512</u>	<u>181,944</u>	<u>505,400</u>	Metrics	<u>3.3%</u>	<u>2.6%</u>	<u>3.3%</u>	<u>9.1%</u>
4 Total	2,191,072	801,974	2,551,179	5,544,225	Total	39.5%	14.5%	46.0%	100.0%
National Grid									
5 Savings	673,378	249,626	657,185	1,580,189	Savings	23.8%	8.8%	23.2%	55.8%
6 Value	279,824	164,971	551,181	995,976	Value	9.9%	5.8%	19.5%	35.2%
7 Metrics	<u>91,749</u>	<u>71,361</u>	<u>91,749</u>	<u>254,859</u>	Metrics	<u>3.2%</u>	<u>2.5%</u>	<u>3.2%</u>	<u>9.0%</u>
8 Total	1,044,951	485,958	1,300,116	2,831,024	Total	36.9%	17.2%	45.9%	100.0%
NSTAR									
9 Savings	276,521	84,852	367,674	729,047	Savings	21.2%	6.5%	28.2%	56.0%
10 Value	144,715	35,834	276,040	456,590	Value	11.1%	2.8%	21.2%	35.1%
11 Metrics	<u>42,061</u>	<u>32,714</u>	<u>42,061</u>	<u>116,836</u>	Metrics	<u>3.2%</u>	<u>2.5%</u>	<u>3.2%</u>	<u>9.0%</u>
12 Total	463,298	153,400	685,776	1,302,474	Total	35.6%	11.8%	52.7%	100.0%
Columbia									
13 Savings	317,337	65,508	199,541	582,386	Savings	29.2%	6.0%	18.3%	53.5%
14 Value	219,461	23,821	159,740	403,021	Value	20.2%	2.2%	14.7%	37.0%
15 Metrics	<u>37,126</u>	<u>28,876</u>	<u>37,126</u>	<u>103,129</u>	Metrics	<u>3.4%</u>	<u>2.7%</u>	<u>3.4%</u>	<u>9.5%</u>
16 Total	573,924	118,205	396,407	1,088,536	Total	52.7%	10.9%	36.4%	100.0%
Unitil									
17 Savings	8,693	4,308	20,778	33,779	Savings	14.2%	7.0%	34.0%	55.3%
18 Value	3,457	151	18,162	21,770	Value	5.7%	0.2%	29.7%	35.6%
19 Metrics	<u>2,005</u>	<u>1,560</u>	<u>2,005</u>	<u>5,571</u>	Metrics	<u>3.3%</u>	<u>2.6%</u>	<u>3.3%</u>	<u>9.1%</u>
20 Total	14,156	6,019	40,945	61,120	Total	23.2%	9.8%	67.0%	100.0%
Berkshire									
21 Savings	32,381	11,649	40,236	84,266	Savings	19.8%	7.1%	24.6%	51.6%
22 Value	14,309	7,564	41,080	62,953	Value	8.8%	4.6%	25.2%	38.5%
23 Metrics	<u>5,799</u>	<u>4,511</u>	<u>5,799</u>	<u>16,109</u>	Metrics	<u>3.6%</u>	<u>2.8%</u>	<u>3.6%</u>	<u>9.9%</u>
24 Total	52,489	23,724	87,116	163,328	Total	32.1%	14.5%	53.3%	100.0%
NEG NA &FR									
25 Savings	25,145	8,306	20,632	54,083	Savings	25.7%	8.5%	21.1%	55.3%
26 Value	13,907	3,871	16,986	34,764	Value	14.2%	4.0%	17.4%	35.6%
27 Metrics	<u>3,202</u>	<u>2,491</u>	<u>3,202</u>	<u>8,896</u>	Metrics	<u>3.3%</u>	<u>2.5%</u>	<u>3.3%</u>	<u>9.1%</u>
28 Total	42,254	14,668	40,820	97,743	Total	43.2%	15.0%	41.8%	100.0%

**2013 - 2015 Energy Efficiency Performance Incentives
Summary of Performance Incentives by Sector and Incentive Type
Assuming Design Level Performance Incentive**

In 2013 dollars					Percent of Total Incentive				
State	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	4,020,154	1,242,900	3,698,337	8,961,392	Savings	25.1%	7.8%	23.1%	56.0%
2 Value	1,995,077	690,026	2,915,767	5,600,870	Value	12.5%	4.3%	18.2%	35.0%
3 Metrics	<u>518,481</u>	<u>403,263</u>	<u>518,481</u>	<u>1,440,224</u>	Metrics	<u>3.2%</u>	<u>2.5%</u>	<u>3.2%</u>	<u>9.0%</u>
4 Total	6,533,711	2,336,189	7,132,585	16,002,485	Total	40.8%	14.6%	44.6%	100.0%
National Grid									
5 Savings	2,018,046	747,087	1,849,324	4,614,457	Savings	24.8%	9.2%	22.8%	56.8%
6 Value	819,729	492,085	1,481,288	2,793,101	Value	10.1%	6.1%	18.2%	34.4%
7 Metrics	<u>258,757</u>	<u>201,256</u>	<u>258,757</u>	<u>718,770</u>	Metrics	<u>3.2%</u>	<u>2.5%</u>	<u>3.2%</u>	<u>8.8%</u>
8 Total	3,096,532	1,440,428	3,589,369	8,126,328	Total	38.1%	17.7%	44.2%	100.0%
NSTAR									
9 Savings	807,863	246,103	1,037,659	2,091,624	Savings	21.8%	6.6%	28.0%	56.5%
10 Value	408,442	104,371	768,970	1,281,783	Value	11.0%	2.8%	20.8%	34.6%
11 Metrics	<u>118,739</u>	<u>92,352</u>	<u>118,739</u>	<u>329,830</u>	Metrics	<u>3.2%</u>	<u>2.5%</u>	<u>3.2%</u>	<u>8.9%</u>
12 Total	1,335,043	442,827	1,925,367	3,703,237	Total	36.1%	12.0%	52.0%	100.0%
Columbia									
13 Savings	999,399	179,990	591,700	1,771,089	Savings	30.4%	5.5%	18.0%	53.9%
14 Value	676,644	60,567	467,432	1,204,643	Value	20.6%	1.8%	14.2%	36.7%
15 Metrics	<u>111,165</u>	<u>86,462</u>	<u>111,165</u>	<u>308,793</u>	Metrics	<u>3.4%</u>	<u>2.6%</u>	<u>3.4%</u>	<u>9.4%</u>
16 Total	1,787,209	327,020	1,170,297	3,284,525	Total	54.4%	10.0%	35.6%	100.0%
Unitil									
17 Savings	22,643	12,047	55,975	90,665	Savings	14.4%	7.7%	35.5%	57.6%
18 Value	7,406	439	45,175	53,019	Value	4.7%	0.3%	28.7%	33.7%
19 Metrics	<u>4,967</u>	<u>3,863</u>	<u>4,967</u>	<u>13,797</u>	Metrics	<u>3.2%</u>	<u>2.5%</u>	<u>3.2%</u>	<u>8.8%</u>
20 Total	35,015	16,349	106,117	157,481	Total	22.2%	10.4%	67.4%	100.0%
Berkshire									
21 Savings	97,354	32,624	104,177	234,156	Savings	21.9%	7.4%	23.5%	52.8%
22 Value	41,988	21,272	103,273	166,533	Value	9.5%	4.8%	23.3%	37.5%
23 Metrics	<u>15,515</u>	<u>12,067</u>	<u>15,515</u>	<u>43,096</u>	Metrics	<u>3.5%</u>	<u>2.7%</u>	<u>3.5%</u>	<u>9.7%</u>
24 Total	154,857	65,964	222,964	443,785	Total	34.9%	14.9%	50.2%	100.0%
NEG NA &FR									
25 Savings	74,849	25,048	59,503	159,401	Savings	26.1%	8.7%	20.7%	55.5%
26 Value	40,868	11,292	49,630	101,790	Value	14.2%	3.9%	17.3%	35.5%
27 Metrics	<u>9,338</u>	<u>7,263</u>	<u>9,338</u>	<u>25,938</u>	Metrics	<u>3.3%</u>	<u>2.5%</u>	<u>3.3%</u>	<u>9.0%</u>
28 Total	125,055	43,603	118,471	287,129	Total	43.6%	15.2%	41.3%	100.0%

K. Performance Metrics

To be provided in November 2012.

L. Database Materials

- Increase in the size of the Massachusetts energy efficiency programs has increased the focus the state's energy efficiency program achievements. State needs to track progress towards acquiring all cost effective energy efficiency.
- The *number of stakeholders* requiring information about achievements of the Massachusetts energy efficiency programs has grown, as well as the need for *more frequent* reporting.
- The state needs to consolidate the progress of 11 Program Administrator's to a *statewide* view in a *timely* manner.
- Progress reports need to be *user friendly*, while providing value to Massachusetts ratepayers.
- Single source for achievements will reduce confusion which stems from multiple sets of numbers and sources (ISO-NE, GWSA tracking, DPU, EEAC, DOER)

Data reporting: Current state

Monthly reporting

- Data dashboard (provided at 2nd EEAC after month close)
 - Sector level
 - Participants, savings (annual, lifetime), budgets compared to goal
 - YTD only

Quarterly reporting

- EEAC quarterly report (provided at 2nd EEAC after quarter close)
 - Program level
 - Participants, savings (annual, lifetime), budgets compared to goal
 - Quarterly and YTD, Benefits 2nd and 4th Q

Annual reporting (plan and annual report)

- 08-50 Tables
 - Program level
 - Participants, savings (annual, lifetime), budgets compared to goal
- PARIS*
 - End use and measure level (BCR model driven)
 - Actual production, savings (annual, lifetime), budgets, benefits, TRC
 - Serves as 'double check' for BCR and PI models

*PARIS refers to "Program Administrator Reporting information System," which was developed by DOER.

Category	Data Dashboard	Quarterly Report	PARIS
<i>Format</i>	Excel	Excel	Access
<i>Accessible to all</i>	Yes	Yes	No
<i>Statewide</i>	Yes	Yes	Yes
<i>Frequency</i>	Monthly	Quarterly	Plan and Annual Report
<i>Savings Level</i>	Sector	Program and Sector	Measure, Program and Sector
<i>Participants</i>	Sector	Program and Sector	Measure, Program and Sector
<i>Savings</i>	Annual, Lifetime by Sector	Annual, Lifetime by Program and Sector	Annual, Lifetime by Measure, Program and Sector
<i>Benefits</i>	No	Program and Sector	Measure, Program and Sector
<i>Expenditures</i>	Sector	Program, Cost Category and Total	Measure, Program, Cost Category and Total

- Solution needs to balance level of detail required with timeliness of information.

Cost

Do we need to recreate PA tracking systems?

Determine the cost of multiple reporting and the process of aggregating data to a statewide view.

Level of Detail

Sector, program or measure?



Timeliness

Annual, quarterly or monthly?

Data reporting: Possibilities for future state

Monthly reporting

- Sector level
- Participants, savings (annual, lifetime), budgets compared to goal – YTD only

Quarterly reporting

- Program level
- Participants, savings (annual, lifetime), budgets compared to goal
- Quarterly and YTD, Benefits 2nd and 4th Q
- Could perhaps provide benefits every quarter ? (subject to ck with other, smaller PAs)

Data reporting: Possibilities for future state

Annual reporting (plan and annual report)

- PARIS – how can we build on and improve PARIS ?
 - End use and measure level (BCR model driven)
 - Actual production, savings (annual, lifetime), budgets, benefits, TRC
 - Serves as ‘double check’ for BCR and PI models
 - How can we make more:
 - Timely
 - Transparent
 - Accessible
 - User friendly
 - Automated – web based on the back end ?
 - Can we simplify?
 - Can we improve naming convention for programs, end uses and measures without adding additional administrative burden?
- 08-50 Tables
 - Program level
 - Participants, savings (annual, lifetime), budgets compared to goal

Next Steps

- Secure resource to perform requirements analysis
- Issue an RFP for development of statewide database

PA FEEDBACK ON DATABASE MEETING HELD ON 01/05/12

Provided to DOER on January 31, 2012

I. INTRODUCTION

The Department of Energy Resources (DOER) convened a database discussion on January 5, 2012. The Program Administrators (PAs) were asked to provide feedback to the DOER by January 31, 2012. The PAs greatly appreciate DOER's efforts and outreach, and the opportunity to offer these thoughts. In this document, the PAs: 1) summarize their understanding of DOER's current database proposal/concerns based on the January 5, 2012 meeting; 2) highlight core issues/questions to address in looking at new database initiatives; and 3) suggest some concrete next steps. The PAs look forward to continuing to work with DOER, and other interested parties, on these challenging issues, and thank the DOER for actively soliciting PA viewpoints.

II. SUMMARY OF DOER PROPOSAL AND CORE CONCERNS EXPRESSED TO PAS:

DOER wants to create a new "PARIS 2.0," a new statewide database, for data that PAs "traditionally gather." Excerpts below:

1. PARIS 1.0
 - a. DOER CORE CONCERNS
 - i. PAs do QC/QA of savings calculations before submitting
 - ii. Data Quality – consistent naming & meaningful data
 - iii. Naming conventions vary – particularly measure names
 - iv. Measure count at times 1 for all measures
 - v. PARIS data is not always the same as that reported in 08-50 tables
 - vi. DOER gets some data months after DPU reporting deadline.
 - vii. Some data/definitions ambiguous, or vary by PA. i.e. Participant
 2. ENERGY EFFICIENCY DATA TODAY
 - a. Resources for calculating savings & benefits
 - i. Technical Reference Manual (TRM) - annual update
 - ii. Avoided Energy Supply Component Study - biennial update
 - b. Methodology for calculating savings & benefits
 - i. Statewide Screening Model – most electric PAs
 - ii. Commercial & Industrial Tracking System – NationalGrid Electric
 - iii. GDS Screening Model (4 gas Pas)
 - c. Non-PARIS & PARIS Reporting
 - i. EEAC – monthly dashboards & quarterly reports
 - ii. DPU – 08-50 tables & tables for plan narrative (3-year plans, MTM, annual reports)
 - iii. DOER – PARIS (3-year plans, MTM, annual reports)
 3. PARIS 2.0/ New Version of Statewide Database - Specifications broadly speaking
 - a. Overarching Goals
 - i. More economic – lower cost to develop & operate
 - ii. More accurate – TRM-driven (working with same underlying data)
 - iii. More transparent – displays underlying intelligence of endeavor
 - iv. More flexible – adding new attributes and displaying in different way

PA FEEDBACK ON DATABASE MEETING HELD ON 01/05/12

Provided to DOER on January 31, 2012

- v. More efficient – easier to populate & maintain database
- b. Features
 - i. Input web interface
 - ii. PAs have [play space] to QC data before formal filing
 - iii. Output
 - 1. 08-50 tables
 - 2. MDA-ready data table
 - 3. TRM Library
- c. 2013 Launch
- d. Cost (no funding in place)
 - i. EOEEA-IT (no commitment to do the work)
 - 1. \$3/4 million
 - 2. Did not include moving TRM into database environment
- e. Next step DOER - move TRM from text document to database document

III. PAS' CORE INITIAL ISSUES/CONCERNS AND QUESTIONS TO ADDRESS:

To develop an effective/optimal data system, all interested parties need to clearly identify the data that is sought (and the reasons why that data is sought). The PAs believe the process can benefit from further thought/discussion of these goals-especially factoring in potential legislation regarding energy efficiency databases. As the exact information sought is identified, an optimal data approach can be devised, and at all times the parties should look to leverage the deep wealth of data already tracked and available. To help focus thinking, the PAs have identified the core issues/concerns and questions set forth below that they believe should be addressed and further thought through before a potentially costly, new database development initiative is launched.

Can we better leverage the extensive data already collected and existing in PA tracking systems?

The PAs would like to clarify the purpose/objectives of the database. Exactly what data is needed and why? Who is the intended audience? Who are the intended users? What are the exact parameters or drivers of improvements to PARIS? Regulatory oversight? Program planning? QA/QC? Policy research? Data visualization? This will help inform what we are trying to accomplish.

Can these objectives be met with currently available data? There is a wealth of excellent data available PARIS 1.0; 08-50 tables; Benefit Cost Model (BCR); Quarterly reports; Data Dashboards; Annual Reports; TRM. What information is requested that cannot be pulled from here? The 08-50 tables were the result of a comprehensive stakeholder process that examined what could/should be reported. Are there reasonable enhancements that can be made to these existing approaches to achieve DOERs' desired goals. Leveraging this existing data, or reasonably enhancing these sources, can be a better use of dollars.

PA FEEDBACK ON DATABASE MEETING HELD ON 01/05/12

Provided to DOER on January 31, 2012

Is the value of additional information worth the cost?

What is the value of the additional information and to whom? As discussed below, the PAs do not believe new systems will necessarily result in efficiencies for them.

It is not clear that this is a cost-effective use of ratepayer funds.

The PAs are concerned that no funding source has been identified. 2102 budgets are locked down. Where will funds for a new database come from? Would DOER or the Attorney General provide funding, or would there be an assessment of ratepayers?

TRM Complexities.

One major concern is the calculation of savings and application of TRM in this database. Given the different type of programs and tracking systems out there, it is not as easy as importing widgets into this database and having it calculate net savings based on the TRM. Some PA tracking systems already account for the TRM, and this approach would not work for any custom measure or weatherization.

The TRM and the TRM words would have to be part of the database. It will be labor and validation intensive to put it into database. We need to think through the practicalities of importing TRM data into a new system-the PAs believe this process will be more challenging than it would appear; does DOER share these concerns?

PA-specific Tracking Systems in Place and Working Well

The PAs have individual tracking systems and have invested significant resources in them. They generally work well and provide regulatory required information, as well as data that each of the PAs deem necessary to meet their internal goals and processes. These systems interconnect with PA-specific internal systems that serve multiple purposes.

How do we best leverage these systems? These systems currently work with PARIS 1.0, but will they work with a PARIS 2.0?

Regulatory Concerns

DOER has a clear role in energy efficiency policy and efforts. The PAs must also answer to the DPU and seek to work with systems that have been tested through the DPU regulatory process. For example, GDS runs screening models for several PAs – these have been reviewed and accepted by the DPU. Because PAs are responsible for defending data before the DPU, the savings calculation/data presentation responsibility appropriately should remain with the PAs.. For example, the PAs cannot testify as to the accuracy of 08-50 tables that they did not create. The PAs also have some pragmatic concerns about double counting.

DOER and DPU seek different information. The differences require further examination; such as whether the data in question matches up (e.g. rate classes don't match up with participants).

PA FEEDBACK ON DATABASE MEETING HELD ON 01/05/12

Provided to DOER on January 31, 2012

PAs have gained excellent experience with rollups and can continue to effectively aggregate statewide data. All parties must bear in mind, however, that data is not final until the filing as internal QC and data entry takes time. PARIS 2.0 will not eliminate the wait for statewide rollups – those delays result from the data checking/entry or allocation decisions that impact the tables.

The 08-50 tables are currently quite consistent across PAs, but there are some areas for enhancement, in particular regarding participant information. The PAs are working on achieving even greater consistency and have achieved huge amounts of progress already-only two years into the very first statewide three-year energy efficiency plan. We expect this progress to continue.

The PAs request that DOER consider the above factors when thinking about possible new data systems.

Privacy Concerns

PAs are constrained by what information they track and what information they can lawfully disclose in light of customer privacy laws and expectations. Source data that is individual cannot be disclosed. We know DOER is sensitive to all these privacy matters as well. Any disclosure of individual measure or usage data is problematic, and the PAs prepare aggregate data to mask customer data. It is a burden to summarize that data. The PAs do not uniformly have usage data in current energy efficiency tracking systems. In some instances, it has to be obtained from another department at the distribution company and there is cost associated with getting that information. Any system must respect these legitimate expectations of privacy and protect against any possible “reverse engineering” to obtain confidential customer data-which can be an especially important concern to certain C&I customers in competitive industries. The current system does a good job addressing privacy concerns and the PAs are concerned that a dramatically new system can lead to loss of privacy- especially if items such as income, language, race or ethnicity are sought to be tracked-as appears to be advocated, at least indirectly, by certain parties.

Miscellaneous and Pragmatic Concerns/Questions.

The PAs have some concerns about what kind of data PARIS 2.0 will house. Preliminary or final data? The PAs are concerned about comparing apples to apples; a consistent look at data is key. How do the PAs make updates for new or corrected information?

Improvements can be made to PARIS 1.0 – such as improving efficiencies in program level reporting, but this is different from participant level reporting. The PAs believe they can improve the 08-50 tables and make the PARIS link easier and more accessible. PAs could improve efficiencies in Program level reporting in current tables/reports, but that is different from participant level data. DPU reporting is aggregated by program. PAs allocate measures to programs.

PA FEEDBACK ON DATABASE MEETING HELD ON 01/05/12

Provided to DOER on January 31, 2012

What is the value of providing NTG and impact factors? Will users be running queries by impact factors or gross savings. In NY, the PAs provide NTG but database does not recalculate the net savings/benefits. Provides efficiencies and reduces duplication of efforts.

What is the end use of the data going to be? If for visualization, end use is not as straightforward on gas side. The data does not always provide an accurate answer to a query - there is always a story behind the numbers that may not be depicted by the number themselves.

Timing concerns: PAs will be working on the three year plan this summer, with annual reports due August 1 and the final plan filed at the DPU by the end of October after an intensive process with the EEAC over the spring, summer and early fall. Pragmatically, is this the optimal time to be tackling a new database?

As currently understood by the PAs, a dramatically new database seems like it will not replace PA tasks or provide labor savings, but would likely increase costs and add administrative tasks.

It is not clear what the position of other relevant stakeholders, such as the Attorney General, is. Is there a process to solicit their feedback/ideas?

IV. PAS' SUGGESTED NEXT STEPS:

A. Funding

Sources of funding for any new database initiative should be identified. Without knowing funding sources, conversations are necessarily constrained and preliminary. The question: "Who pays for this?" needs to be considered and answered.

B. Drill down on the objectives.

Clarify with specificity what exactly DOER intends to accomplish. Identify the data to be collected, for what purposes, and by whom the information would be used. Specify who or what is driving the proposed PARIS changes. Circulating to the PAs and stakeholders a copy of any existing analysis/critiques of PARIS 1.0 would help focus discussions. If the core intent is to assist in responding to public inquiries for data, let us identify the nature of the requests and requestors, number of requests, frequency from PAs and of whom the information was requested. An understanding of the objectives is critical to considering appropriate solutions.

C. Examine/understand the data that is currently reported and not reported.

Let's not recreate the wheel. There is a wealth of information already available (e.g. 08-50 tables, MTM filings, eight "quarterly" reports; data dashboard, annual reports). In considering the objectives and possible solutions, we should leverage the data that PAs already have available. The processes for 08-50 tables could be more efficient, but the data provided in those tables are the work of a stakeholder group that worked hard to come up with a reporting mechanism that was consistent with PA tracking systems and acceptable for many competing

PA FEEDBACK ON DATABASE MEETING HELD ON 01/05/12

Provided to DOER on January 31, 2012

interests. Let's examine if there are reasonable enhancements or additions to the 08-50 tables that can accomplish the stated goals.

At the same time, understand the challenges the PAs may have in collecting certain data, including customer privacy, current tracking capabilities and different corporate departments. Extracting or preparing certain information requires extra work and dollars. Be mindful of what information the PAs are statutorily required to track, what they track for their own business purposes and the limitations on the disclosure of certain confidential and/or proprietary customer and business information. Be mindful of the fact there are PA-specific tracking systems that have, in general, worked well in the field and have withstood regulatory scrutiny - look for ways to leverage these existing systems..

D. Identify the gaps.

Once the objectives and available data have been clarified, identify any disconnects and brainstorm about possible solutions.

E. Examine the best, most cost-effective ways to fill those gaps are.

This discussion should be cognizant of related issues, like database legislation, and include appropriate stakeholders. Ask this question: do the benefits of a new system justify the costs - both monetary and in personnel resources and time.

M. Participant Definitions

ELECTRIC

Residential	PARTICIPANT DEFINITION
1. Residential Whole House	
Residential New Construction	Unique Identifier
Residential Multifamily Retrofit	Dwelling Unit
Residential Home Energy Services	Unique Account Number
Residential Behavior/Feedback	Unique Account Number (Activated Customer for OPower), (activated and passive customers for WMECO)
2. Residential Products	
Residential Cooling & Heating Equipment	Unique Account Number
Residential Lighting	x number of widgets (see chart below)
Residential Consumer Products	Unique Account Number + assumption for upstream (e.g., one-to-one for TVs)
3. Residential Hard-to-Measure	
Low Income	
4. Low-Income Whole House	
Low-Income New Construction	Unique Identifier
Low-Income Single Family Retrofit	Unique Account Number
Low-Income Multifamily Retrofit	Dwelling Unit
5. Low-Income Hard-to-Measure	
Commercial & Industrial	
6. C&I New Construction	
C&I New Construction	See C&I Definition below, with examples
7. C&I Retrofit	
C&I Retrofit	See C&I Definition below, with examples
C&I Direct Install	See C&I Definition below, with examples
8. C&I Hard-to-Measure	

C&I Definition

- **By one representative number (account number, location ID, or meter, as determined by each PA) for each location/campus, by year, by program.**
 - Example: Company A has 5 buildings with 5 meters and 3 customer account numbers in Location X. Company A installs measures related to several end uses in the retrofit program in January 2013. Company A then installs additional retrofit measures in April 2013. PA would count ONE participant in C&I Retrofit in 2013.
 - If Company A were to build another building at Location X in 2013 and measures were installed with New Construction dollars, ONE additional participant would be counted in C&I New Construction.
 - If Company A were to install retrofit measures in Location Y in 2013, one additional participant would be counted.

- If Company A were to install additional retrofit measures in Location X in 2014, one participant would be counted for 2014.
- **For electric upstream lighting initiative, by unique installation address or representative account number IN ADDITION to any participant already counted in New Construction**
 - Example: Company A installs New Construction measures in 2013 (other than upstream lighting-related), one participant is counted. If Company A also participates in Upstream Lighting in 2013, a SECOND participant is counted.
 - This method will apply generally to additional upstream initiatives unless otherwise discussed.
- **For street lighting, by actual (not representative) account number.**

Residential Lighting Assumptions

2010 Lighting program	Widget per Participant
Screw-in Bulbs	8
Screw-in Bulbs - Hard to reach	4
Screw-in Bulbs (Specialty bulbs)	8
LED's	1
Indoor Fixture (incl. Torchieres)	2
Outdoor Fixture	2
LED Fixtures	1
Screw-in Bulbs - School Fundraiser	4

GAS

Residential (total)	PARTICIPANT DEFINITION
1. Residential Whole House	
Residential New Construction	Unique Identifier
Residential Multifamily Retrofit	Dwelling Unit
Residential Home Energy Services	Unique Account Number
Residential Behavior/Feedback	Unique Account Number (Activated Customer for OPower)
2. Residential Products	
Residential Heating & Water Heating	Unique Account Number
3. Residential Hard-to-Measure	
Low-Income (total)	
4. Low-Income Whole House	
Low-Income Single Family Retrofit	Unique Account Number
Low-Income Multifamily Retrofit	Dwelling Unit
5. Low-Income Hard-to-Measure	
Commercial & Industrial (total)	
6. C&I New Construction	
C&I New Construction	See C&I Definition below, with examples
7. C&I Retrofit	
C&I Retrofit	See C&I Definition below, with examples
C&I Direct Install	See C&I Definition below, with examples
8. C&I Hard-to-Measure	

C&I Definition

- **By one representative number (account number, location ID, or meter, as determined by each PA) for each location/campus, by year, by program.**
 - Example: Company A has 5 buildings with 5 meters and 3 customer account numbers in Location X. Company A installs measures related to several end uses in the retrofit program in January 2013. Company A then installs additional retrofit measures in April 2013. PA would count ONE participant in C&I Retrofit in 2013.
 - If Company A were to build another building at Location X in 2013 and measures were installed with New Construction dollars, ONE additional participant would be counted in C&I New Construction.
 - If Company A were to install retrofit measures in Location Y in 2013, one additional participant would be counted.
 - If Company A were to install additional retrofit measures in Location X in 2014, one participant would be counted for 2014.
- **For electric upstream lighting initiative, by unique installation address or representative account number IN ADDITION to any participant already counted in New Construction**

- Example: Company A installs New Construction measures in 2013 (other than upstream lighting-related), one participant is counted. If Company A also participates in Upstream Lighting in 2013, a SECOND participant is counted.
- This method will apply generally to additional upstream initiatives unless otherwise discussed.
- **For street lighting, by actual (not representative) account number.**

N. **Technical Reference Manual**

O. 2011 Avoided Cost Study

The 2011 Avoided Cost Study was filed in each PA's 2012 Mid-Term Modification, D.P.U. 11-106 through D.P.U. 11-116, at Exhibit I, Appendix 5, Study 1, and is incorporated herein by reference.

Q. Bibliography

Massachusetts Energy Efficiency Advisory Council Consultant Team (Lead Authors: Jeff Loiter, Alek Antczak, and Eric Belliveau). Preliminary Assessment of Potential. 2012.
<http://www.ma-eeac.org/docs/3.13.12/Potential%20Assessment%20Final.pdf>

New England Clean Energy Foundation. An Estimate of Direct Full-Time Equivalent (FTE) Employment in 2011 Supported by Mass Save Energy Efficiency Programs. 2012.
See Appendix P.

Point380. Market Opportunity Analysis. 2012.

Synapse Energy Economics. Avoided Energy Supply Costs in New England: 2011 Report. 2011.
<http://www.ma-eeac.org/docs/PAcites/AESC%202011%20Final%20-amended%208-11-11%20-Synapse.pdf>

Synapse Energy Economics. Commercial & Industrial Customer Perspectives on Massachusetts Energy Efficiency Programs. 2012.
<http://www.ma-eeac.org/docs/4.3.12/Synapse%20MA%20EEAC%20CI%20Assessment%20-%20Final%20-%202012%2004%2003.pdf>

R. Term Sheets 10/29/12

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.

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

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

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