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June 8, 2018

VIA HAND DELIVERY AND E-FILING

Mark D. Marini, Secretary
Department of Public Utilities
One South Station, 5th Floor
Boston, Massachusetts 02110

Re: Cape Light Compact JPE, D.P.U. 18-51
2017 Energy Efficiency Plan-Year Report

Dear Secretary Marini:

On behalf of the Cape Light Compact JPE (the "Compact"), enclosed is the Compact's 2017 Energy Efficiency Plan-Year Report for filing with the Department of Public Utilities (the "Department").¹ Plan Year 2017 was the second year of implementation under the *2016-2018 Massachusetts Joint Statewide Three-Year Electric and Gas Energy Efficiency Plan*, as reviewed and approved by the Department in D.P.U. 15-160 through D.P.U. 15-169. The Compact also encloses the pre-filed testimony of Margaret T. Downey, as directed by the Department in D.P.U. 17-165. The Compact is providing the Department one paper copy, as well as a CD-Rom of the filing.

In 2017, the Massachusetts Energy Efficiency Program Administrators² (the "Program Administrators") successfully delivered on very ambitious energy savings goals for the year. Statewide, the electric Program Administrators achieved 107 percent of the lifetime electric savings goal, and 100 percent of planned total benefits in 2017. The gas Program Administrators

¹ This report is being submitted pursuant to the Hearing Officer's Memorandum dated May 2, 2014 adopting the Energy Efficiency Plan-Year Report Template in D.P.U. 11-120-A, Phase II.

² The Massachusetts Program Administrators are: Bay State Gas Company, d/b/a Columbia Gas of Massachusetts; The Berkshire Gas Company; Boston Gas Company, Colonial Gas Company, Massachusetts Electric Company and Nantucket Electric Company each d/b/a National Grid; Cape Light Compact JPE; Fitchburg Gas and Electric Light Company d/b/a Unitil; NSTAR Electric Company and NSTAR Gas Company, each d/b/a Eversource Energy; and Liberty Utilities (New England Natural Gas Company) Corp. d/b/a Liberty Utilities.

achieved 98 percent of the lifetime gas savings goal, and 99 percent of planned total benefits statewide in 2017. The Program Administrators achieved these aggressive savings goals and benefits while maintaining budgetary control and complying with the directive of the Green Communities Act to seek all available cost-effective energy efficiency opportunities. Additionally, the Program Administrators also achieved great success in their low-income programs. By working with the Low-Income Energy Affordability Network and increasing targeted marketing, all statewide electric and gas savings, benefits, and participation targets for this important sector were exceeded in 2017.

The Program Administrators took many actions in 2017 to serve customers and achieve energy efficiency goals. Program Administrators provided optimized offerings to renters and moderate income customers to continue seeking ways to meet the needs of all customers. In order ensure consistency in offerings statewide, the Program Administrators established a consistent statewide approach to small and mid-size C&I new construction projects. Program Administrators also concluded a review of small business turnkey delivery programs across North America in order to ensure that they are using the most successful delivery models. Additionally, the MassSave.com website was revamped in 2017 to provide Massachusetts residents and businesses with a modern, personalized resource that encourages participation in the Program Administrators' energy efficiency programs, and puts ease-of-use, speed, and reliability front and center. Other efforts to encourage customer adoption of energy efficiency included the Program Administrators undertaking many promotions, such as a promotion for communicating thermostats. The Program Administrators also received the ENERGY STAR® Partner of the Year Award for excellence in energy efficiency program delivery for the Residential Lighting & Products core initiative. This is the fourth consecutive year the Program Administrators have been honored with the Environmental Protection Agency's most prestigious award that recognizes the success and innovativeness of the Program Administrators' efforts to increase the adoption of energy efficient products in Massachusetts.

To support innovation, the Program Administrators launched an online rebate application platform that provides commercial and industrial customers with a fully digital means to search for offers and apply for incentives, replacing the former paper-based system. The intuitive design allows customers to browse through offers and guides them through the application process while connecting them to additional recommended energy efficiency measures. Additionally, the Program Administrators' Massachusetts Technology Assessment Committee reviewed over 30 new technologies, adding seven new technologies as eligible custom measures. The Program Administrators also continued to implement their Demand Response Demonstration Projects in 2017, and worked with various demand response consultants, equipment vendors, installers, and other vendors.

These accomplishments demonstrate the Program Administrators' continued commitment throughout 2017 to achieving sustainable cost-effective energy efficiency, as well as the Program Administrators' commitment to leveraging relationships with customers, contractors, and other vendors and stakeholders to coordinate efforts, share ideas and best practices, and serve customers.

Mark D. Marini, Secretary

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The Program Administrators look forward to continuing these efforts and achieving additional successes going forward.

Very truly yours,

A handwritten signature in black ink, appearing to read "Jo Ann Bodemer". The signature is fluid and cursive, with a large initial "J" and "B".

Jo Ann Bodemer

JAB/drb

Enclosures

cc: Jeffrey Leupold, Esq., Hearing Officer, DPU (via email and hand delivery) (1 CD-Rom copy)
Donald Boecke, Esq., Office of the Attorney General (via email only)
Rachel Graham Evans, Esq., Department of Energy Resources (via email only)
Jerrold Oppenheim, Esq., Low-Income Energy Affordability Network (via email only)
Members of the Energy Efficiency Advisory Council (via email only)
D.P.U. 15-166 Service List (via email only)
Margaret T. Downey, Administrator, Compact JPE (via email and first-class mail)



Cape Light Compact JPE

Plan-Year Report on Energy Efficiency Activities for 2017

**Submitted to the
Massachusetts Department of Public Utilities
and the Massachusetts Department of Energy Resources
June 8, 2018**

Cape Light Compact JPE

D.P.U. 18-51

2017 Energy Efficiency Plan-Year Report

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SECTION I INTRODUCTION AND OVERVIEW

Cape Light Compact JPE Overview

The Cape Light Compact JPE (“Compact” or “CLC”) is pleased with the results for the second year (“2017 Plan-Year”) of its 2016–2018 Three-Year Energy Efficiency Plan (“2016–2018 Three-Year Plan”), the third of such plans envisioned by the Green Communities Act (“GCA”) and approved by the Department of Public Utilities (“Department” or “DPU”). The Compact and the other Massachusetts Energy Efficiency Program Administrators (“Program Administrators” or “PAs”) diligently implemented their respective plans over the past year, making significant progress toward their three-year goals. Program Year 2017 built on the nationally acclaimed accomplishments of the 2013-2015 Three-Year Plan and the 2010-2012 Three-Year Plan, showing remarkable success with respect to goal attainment and achievement of real benefits for the environment and the economy in the Commonwealth of Massachusetts.

The results of the second year of the 2016–2018 Three-Year Plan, presented in this 2017 annual report (“Plan-Year Report”), indicate that the Compact is on track to reach its three-year goals by the end of 2018. Including actual results from 2017, the Compact achieved 57 percent of its three-year annual energy savings goal, achieved 48 percent of its three-year total benefit goal, and spent 48 percent of its planned three-year budget. Based on these results in combination with the 2016 actuals and the 2018 planned values, over the three-year term, the Compact expects to achieve:

- robustly cost-effective programs with a benefit-cost ratio (“BCR”) of 2.5,
- net benefits of \$198 million,
- annual energy savings of 159 gigawatt hours (“GWh”),
- lifetime energy savings of 1,484 GWh,
- total benefits of \$332 million, and
- program costs of \$108 million.

Organization of Plan-Year Report

The Compact's 2017 Plan-Year Report¹ is organized as follows:

- Section I provides an overview of the 2017 Plan-Year.
- Section II provides Compact-specific data tables at the core initiative level, including planned, preliminary, and evaluated data, and comparisons across the three different types of data.
- Appendix 1 provides explanations for (a) significant variances at the core initiative level and (b) any non-cost-effective core initiatives over the three-year term, consistent with the D.P.U. 11-120, Phase II, Energy Efficiency Plan-Year Report Template.
- Appendix 2 provides the Compact's evaluated benefit-cost ratio screening tool in Microsoft Excel format.
- Appendix 3 provides the 2017 Program-Year Report version of the statewide Technical Reference Manual ("TRM").
- Appendix 4 provides detail on the year's evaluation efforts, including summaries for each statewide evaluation study and a complete copy of each evaluation study.
- Appendix 5 provides the statewide performance incentive model. Since the Compact is a public entity, it does not collect any performance incentives. As such, this section is not applicable to the Compact.
- Appendix 6 provides a summary of the Compact's demand response activities.
- Appendix 7 provides the Compact's town activity reports for the 2017 Plan-Year.
- Appendix 8 provides the Compact's Energy Education Outreach activities for the 2017 Plan-Year.

¹ In previous annual reports, the Compact provided information on its financial reports. The Compact continues to provide its financial reports on its website at: www.capelightcompact.org/reports.

SECTION II
2017 PLAN YEAR REPORT DATA TABLES

Compact-specific data tables are as follows.

Energy Efficiency Data Tables

2017 Plan Year Report Overview

Cape Light Compact

June 8, 2018

OVERVIEW

The following data tables provide a summary of the Program Administrator's benefits, costs, savings, and cost-effectiveness for 2016 through 2018. The planned values are consistent with each Program Administrator's 2016-2018 Three-Year Plan. The 2016 preliminary and evaluated values are presented here for the first time as part of each Program Administrator's 2017 Plan Year Report.

The data included in these tables is based on other supporting models. The primary supporting models used by the Program Administrators in the preparation of this 2017 Plan Year Report are the Benefit-Cost Screening model and the Performance Incentive model. These exhibits should be referenced when looking for more detailed analyses, such as measure-level savings. High-level summaries for each of these models are provided below.

USING THE DATA TABLES

These Plan Year Report data tables are in a pivot table format with set outputs based on the Department's direction in D.P.U. 11-120, Phase II. Users can manipulate the data by using either the raw data included on the Master Data tab, or the Slicers shown on the Selections tab. The Slicers will update the comparisons between the planned, preliminary, or evaluated results on the Plan Year Summary tables only.

BENEFIT-COST SCREENING MODEL

The Benefit-Cost Screening model provides measure-level savings and benefits. This model uses the avoided cost values from the 2015 Avoided Energy Supply Cost study prepared by Tabors Caramanis Rudkevich.

PERFORMANCE INCENTIVE MODEL

The Performance Incentive model filed as part of the Joint Statewide Three-Year Plan provides support for the performance incentive dollars proposed for collection by the Program Administrator. Final performance incentive amounts will be based on the three-year term and will be subject to review and final approval in the three-year term report; the amounts shown in the Plan-Year Report are based on the data available to date and will change as additional years of data are included. Note that performance incentives are not applicable to the Cape Light Compact.

EM&V ACTIVITIES

The Evaluation, Monitoring & Verification (EMV) Section of the Joint Statewide Three-Year Plan describes in detail the EM&V activities planned for 2016-2018. The EMV section of each Program Administrator's 2017 Plan Year Report summarizes the evaluation results completed in 2017 and their impact on the 2017 evaluated results. The Technical Reference Library (TRL) has been updated to account for recent evaluation results.

2017 Plan Year Report Variances

Variances Summary

Cape Light Compact

June 8, 2018

Variances Summary				
Program	Total Program Cost Variances	Lifetime Electric Savings (MWh) Variances	Total Benefits (2016\$) Variances	Total Resource Benefits (2016\$) Variances
A - Residential	-12.7%	50.4%	10.0%	-21.3%
A1 - Residential Whole House	-17.8%	53.2%	0.6%	-20.5%
A1a - Residential New Construction	62.4%	193.3%	178.7%	-69.1%
A1b - Residential Multi-Family Retrofit	-29.7%	19.4%	5.1%	20.0%
A1c - Residential Home Energy Services - Measures	-18.8%	35.8%	-10.9%	-9.0%
A1d - Residential Home Energy Services - RCS	-19.0%			
A1e - Residential Behavior/Feedback Program	-57.1%	-74.8%	-73.9%	-10.8%
A2 - Residential Products	6.3%	48.2%	43.3%	-22.8%
A2a - Residential Heating & Cooling Equipment	-19.1%	-10.7%	-12.5%	-4.3%
A2b - Residential Consumer Products	26.4%	52.1%	59.6%	-2.4%
A2c - Residential Lighting	25.5%	60.9%	56.5%	-27.1%
B - Low-Income	-33.2%	6.3%	-46.3%	-10.9%
B1 - Low-Income Whole House	-33.5%	6.3%	-46.3%	-10.9%
B1a - Low-Income Single Family Retrofit	-37.2%	6.9%	-21.5%	-10.6%
B1b - Low-Income Multi-Family Retrofit	-25.3%	4.7%	-75.3%	-12.0%
C - Commercial & Industrial	-39.8%	-40.0%	-39.9%	-3.4%
C1 - C&I New Construction	-28.7%	-48.3%	-32.3%	-1.9%
C1a - C&I New Buildings & Major Renovations	-28.5%	31.7%	20.3%	-4.1%
C1b - C&I Initial Purchase & End of Useful Life	-29.3%	-63.2%	-48.6%	-0.4%
C2 - C&I Retrofit	-40.8%	-38.5%	-40.6%	-3.7%
C2a - C&I Existing Building Retrofit	2.6%	59.1%	70.4%	-1.3%
C2b - C&I Small Business	-58.9%	-70.6%	-74.4%	-1.7%
C2c - C&I Multifamily Retrofit	-66.7%	-85.7%	-87.4%	44.5%
C2d - C&I Upstream Lighting	-49.0%	-51.9%	-52.7%	-17.4%
Grand Total	-24.3%	-4.5%	-16.5%	-16.2%

Notes

- Significant variances, which require explanation, are defined as:
 - variances between *planned and actual* core initiative budget of 15 percent or greater;
 - variances between *planned and preliminary* core initiative total lifetime savings showing a decrease of 15 percent or greater;
 - variances between *planned and preliminary* core initiative total benefits showing a decrease of 15 percent or greater; and
 - variances between *preliminary and evaluated* core initiative total resource benefits showing a decrease of 15 percent or greater .
- Variances are calculated as a percent of the three-year goal, meaning variance are calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan Year Report year.
- Cells highlighted in the above tables indicate that a variance is significant enough to require explanation. Refer to the Program Administrator's Plan Year Report for explanations of significant variances.

2017 Plan Year Report Variances

Total Program Cost Variances

Cape Light Compact
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Total Program Cost Variances									
Program	Planned				Actual		Planned v. Preliminary (%)		
	2016	2017	2018	2016-2018	2016	2017	Planned 2016 + 2017 % Total	Preliminary 2016 + 2017 % Total Plan	Planned v Preliminary (%)
A - Residential	21,642,293	22,558,347	23,687,146	67,887,786	16,460,438	22,125,001	65%	57%	-12.7%
A1 - Residential Whole House	15,957,371	16,840,971	17,888,340	50,686,681	11,814,665	15,135,573	65%	53%	-17.8%
A1a - Residential New Construction	450,955	448,964	484,438	1,384,357	776,082	685,184	65%	106%	62.4%
A1b - Residential Multi-Family Retrofit	748,556	750,920	819,292	2,318,768	531,173	523,164	65%	45%	-29.7%
A1c - Residential Home Energy Services - Measures	12,753,248	13,569,883	14,430,591	40,753,722	9,248,469	12,134,002	65%	52%	-18.8%
A1d - Residential Home Energy Services - RCS	1,680,762	1,745,089	1,824,187	5,250,037	1,086,549	1,686,791	65%	53%	-19.0%
A1e - Residential Behavior/Feedback Program	323,850	326,115	329,832	979,797	172,392	106,432	66%	28%	-57.1%
A2 - Residential Products	4,237,564	4,205,485	4,219,506	12,662,554	3,651,100	5,320,502	67%	71%	6.3%
A2a - Residential Heating & Cooling Equipment	1,733,864	1,923,467	2,134,905	5,792,237	1,472,942	1,485,215	63%	51%	-19.1%
A2b - Residential Consumer Products	378,068	386,422	350,095	1,114,585	315,466	650,640	69%	87%	26.4%
A2c - Residential Lighting	2,125,632	1,895,596	1,734,505	5,755,733	1,862,692	3,184,647	70%	88%	25.5%
B - Low-Income	4,040,498	4,460,916	4,965,362	13,466,775	2,849,163	2,828,292	63%	42%	-33.2%
B1 - Low-Income Whole House	3,938,279	4,354,065	4,853,328	13,145,672	2,767,940	2,746,905	63%	42%	-33.5%
B1a - Low-Income Single Family Retrofit	2,731,037	2,956,841	3,368,876	9,056,754	1,877,245	1,692,527	63%	39%	-37.2%
B1b - Low-Income Multi-Family Retrofit	1,207,242	1,397,224	1,484,452	4,088,918	890,694	1,054,378	64%	48%	-25.3%
C - Commercial & Industrial	13,162,821	15,216,941	17,586,749	45,966,511	7,943,839	9,148,015	62%	37%	-39.8%
C1 - C&I New Construction	1,679,273	1,368,025	1,354,976	4,402,273	1,169,283	1,002,486	69%	49%	-28.7%
C1a - C&I New Buildings & Major Renovations	1,069,334	1,052,858	1,044,413	3,166,606	816,317	701,535	67%	48%	-28.5%
C1b - C&I Initial Purchase & End of Useful Life	609,938	315,167	310,562	1,235,667	352,965	300,951	75%	53%	-29.3%
C2 - C&I Retrofit	11,134,552	13,516,904	15,896,567	40,548,023	6,605,103	7,988,347	61%	36%	-40.8%
C2a - C&I Existing Building Retrofit	3,222,186	3,691,013	3,882,093	10,795,292	2,850,166	4,243,841	64%	66%	2.6%
C2b - C&I Small Business	5,464,819	7,408,747	9,548,266	22,421,832	2,442,122	2,843,519	57%	24%	-58.9%
C2c - C&I Multifamily Retrofit	753,420	750,216	814,252	2,317,888	205,948	295,346	65%	22%	-66.7%
C2d - C&I Upstream Lighting	1,694,127	1,666,927	1,651,957	5,013,011	1,106,866	605,640	67%	34%	-49.0%
Grand Total	38,845,613	42,236,204	46,239,256	127,321,073	27,253,441	34,101,308	64%	48%	-24.3%

Notes

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

2017 Plan Year Report Variances
Lifetime Electric Savings (MWh) Variances
Cape Light Compact
June 8, 2018

Lifetime Electric Savings (MWh) Variances									
Program	Planned				Preliminary		Planned v. Preliminary (%)		
	2016	2017	2018	2016-2018	2016	2017	Planned 2016 + 2017 % Total	Preliminary 2016 + 2017 % Total Plan	Planned v Preliminary (%)
A - Residential	213,456	201,747	195,123	610,325	231,168	393,254	68%	102%	50.4%
A1 - Residential Whole House	90,499	91,469	95,321	277,289	119,254	159,471	66%	101%	53.2%
A1a - Residential New Construction	11,845	10,994	12,767	35,606	22,778	44,206	64%	188%	193.3%
A1b - Residential Multi-Family Retrofit	5,711	5,024	5,181	15,917	5,882	6,941	67%	81%	19.4%
A1c - Residential Home Energy Services - Measures	71,722	74,266	76,240	222,228	90,291	108,022	66%	89%	35.8%
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-			
A1e - Residential Behavior/Feedback Program	1,220	1,184	1,133	3,537	304	302	68%	17%	-74.8%
A2 - Residential Products	122,957	110,278	99,802	333,037	111,914	233,783	70%	104%	48.2%
A2a - Residential Heating & Cooling Equipment	19,120	20,543	22,036	61,699	16,138	19,273	64%	57%	-10.7%
A2b - Residential Consumer Products	7,075	7,173	6,463	20,711	8,639	13,037	69%	105%	52.1%
A2c - Residential Lighting	96,762	82,562	71,302	250,627	87,137	201,472	72%	115%	60.9%
B - Low-Income	16,707	18,219	20,543	55,469	17,760	19,365	63%	67%	6.3%
B1 - Low-Income Whole House	16,707	18,219	20,543	55,469	17,760	19,365	63%	67%	6.3%
B1a - Low-Income Single Family Retrofit	12,387	13,370	15,251	41,008	14,279	13,251	63%	67%	6.9%
B1b - Low-Income Multi-Family Retrofit	4,320	4,849	5,292	14,461	3,481	6,115	63%	66%	4.7%
C - Commercial & Industrial	322,580	331,257	372,130	1,025,967	218,043	174,221	64%	38%	-40.0%
C1 - C&I New Construction	67,142	32,961	34,496	134,599	22,976	28,747	74%	38%	-48.3%
C1a - C&I New Buildings & Major Renovations	6,610	9,109	11,627	27,346	10,110	10,596	57%	76%	31.7%
C1b - C&I Initial Purchase & End of Useful Life	60,532	23,852	22,869	107,253	12,867	18,152	79%	29%	-63.2%
C2 - C&I Retrofit	255,439	298,296	337,634	891,368	195,066	145,474	62%	38%	-38.5%
C2a - C&I Existing Building Retrofit	44,426	63,955	72,955	181,336	85,966	86,497	60%	95%	59.1%
C2b - C&I Small Business	97,761	129,273	166,972	394,006	34,221	32,581	58%	17%	-70.6%
C2c - C&I Multifamily Retrofit	5,734	5,052	5,190	15,976	548	993	68%	10%	-85.7%
C2d - C&I Upstream Lighting	107,517	100,017	92,517	300,050	74,331	25,403	69%	33%	-51.9%
Grand Total	552,743	551,223	587,796	1,691,761	466,970	586,841	65%	62%	-4.5%

Notes

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

2017 Plan Year Report Variances

Total Benefits (2016\$) Variances

Cape Light Compact

June 8, 2018

Total Benefits (2016\$) Variances									
Program	Planned				Preliminary		Planned v. Preliminary (%)		
	2016	2017	2018	2016-2018	2016	2017	Planned 2016 + 2017 % Total	Preliminary 2016 + 2017 % Total Plan	Planned v Preliminary (%)
A - Residential	60,058,844	61,650,073	63,721,865	185,430,783	52,912,136	80,967,053	66%	72%	10.0%
A1 - Residential Whole House	45,800,226	49,098,091	52,405,426	147,303,743	40,036,260	55,432,516	64%	65%	0.6%
A1a - Residential New Construction	2,942,867	2,816,632	3,074,075	8,833,573	6,553,422	9,500,574	65%	182%	178.7%
A1b - Residential Multi-Family Retrofit	950,225	866,759	902,469	2,719,453	937,188	972,047	67%	70%	5.1%
A1c - Residential Home Energy Services - Measures	41,662,094	45,178,204	48,203,864	135,044,163	32,479,353	44,900,434	64%	57%	-10.9%
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-			
A1e - Residential Behavior/Feedback Program	245,040	236,496	225,018	706,554	66,297	59,460	68%	18%	-73.9%
A2 - Residential Products	14,258,618	12,551,983	11,316,439	38,127,040	12,875,876	25,534,537	70%	101%	43.3%
A2a - Residential Heating & Cooling Equipment	2,530,518	2,717,001	2,935,257	8,182,775	2,134,710	2,459,302	64%	56%	-12.5%
A2b - Residential Consumer Products	1,038,255	1,030,545	932,249	3,001,049	1,287,927	2,014,147	69%	110%	59.6%
A2c - Residential Lighting	10,689,845	8,804,437	7,448,933	26,943,215	9,453,239	21,061,088	72%	113%	56.5%
B - Low-Income	9,767,299	11,084,297	11,846,681	32,698,277	6,530,823	4,672,204	64%	34%	-46.3%
B1 - Low-Income Whole House	9,767,299	11,084,297	11,846,681	32,698,277	6,530,823	4,672,204	64%	34%	-46.3%
B1a - Low-Income Single Family Retrofit	5,377,221	5,870,457	6,718,730	17,966,408	5,039,913	3,787,351	63%	49%	-21.5%
B1b - Low-Income Multi-Family Retrofit	4,390,078	5,213,840	5,127,950	14,731,869	1,490,910	884,854	65%	16%	-75.3%
C - Commercial & Industrial	53,598,354	57,506,827	67,166,111	178,271,292	35,840,507	30,951,606	62%	37%	-39.9%
C1 - C&I New Construction	6,723,767	3,232,003	3,827,292	13,783,062	2,964,423	3,771,975	72%	49%	-32.3%
C1a - C&I New Buildings & Major Renovations	1,058,180	1,291,476	1,524,627	3,874,283	1,328,574	1,499,202	61%	73%	20.3%
C1b - C&I Initial Purchase & End of Useful Life	5,665,587	1,940,527	2,302,665	9,908,779	1,635,849	2,272,772	77%	39%	-48.6%
C2 - C&I Retrofit	46,874,587	54,274,824	63,338,819	164,488,230	32,876,084	27,179,632	61%	37%	-40.6%
C2a - C&I Existing Building Retrofit	8,070,409	10,602,558	11,720,659	30,393,626	14,952,888	16,863,277	61%	105%	70.4%
C2b - C&I Small Business	20,095,558	27,147,660	36,857,059	84,100,277	5,804,734	6,298,830	56%	14%	-74.4%
C2c - C&I Multifamily Retrofit	817,318	742,465	769,315	2,329,097	71,823	125,480	67%	8%	-87.4%
C2d - C&I Upstream Lighting	17,891,302	15,782,141	13,991,787	47,665,230	12,046,640	3,892,043	71%	33%	-52.7%
Grand Total	123,424,497	130,241,198	142,734,656	396,400,351	95,283,466	116,590,863	64%	53%	-16.5%

Notes

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

2017 Plan Year Report Variances
Total Resource Benefits (2016\$) Variances

Cape Light Compact
June 8, 2018

Total Resource Benefits (2016\$) Variances			
Program	2017		
	Preliminary	Evaluated	Preliminary v Evaluated (%)
A - Residential	69,714,147	54,888,409	-21.3%
A1 - Residential Whole House	45,712,694	36,357,308	-20.5%
A1a - Residential New Construction	9,109,243	2,818,092	-69.1%
A1b - Residential Multi-Family Retrofit	798,170	958,048	20.0%
A1c - Residential Home Energy Services - Measures	35,745,821	32,528,118	-9.0%
A1d - Residential Home Energy Services - RCS	-	-	
A1e - Residential Behavior/Feedback Program	59,460	53,050	-10.8%
A2 - Residential Products	24,001,453	18,531,101	-22.8%
A2a - Residential Heating & Cooling Equipment	2,321,556	2,221,552	-4.3%
A2b - Residential Consumer Products	2,014,147	1,966,418	-2.4%
A2c - Residential Lighting	19,665,749	14,343,130	-27.1%
B - Low-Income	3,809,956	3,395,367	-10.9%
B1 - Low-Income Whole House	3,809,956	3,395,367	-10.9%
B1a - Low-Income Single Family Retrofit	3,087,503	2,759,922	-10.6%
B1b - Low-Income Multi-Family Retrofit	722,453	635,445	-12.0%
C - Commercial & Industrial	26,457,634	25,548,840	-3.4%
C1 - C&I New Construction	3,771,975	3,700,156	-1.9%
C1a - C&I New Buildings & Major Renovations	1,499,202	1,437,141	-4.1%
C1b - C&I Initial Purchase & End of Useful Life	2,272,772	2,263,015	-0.4%
C2 - C&I Retrofit	22,685,659	21,848,683	-3.7%
C2a - C&I Existing Building Retrofit	13,637,992	13,456,567	-1.3%
C2b - C&I Small Business	5,379,778	5,289,228	-1.7%
C2c - C&I Multifamily Retrofit	115,767	167,275	44.5%
C2d - C&I Upstream Lighting	3,552,122	2,935,614	-17.4%
Grand Total	99,981,737	83,832,615	-16.2%

Notes

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

Program Administrator Budgets, Plan Year Summary
2017 Planned vs. Evaluated
Cape Light Compact
June 8, 2018

2017 Planned Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	1,171,579	480,933	15,335,147	4,801,294	769,394	22,558,347	-	22,558,347	272	2.41
A1 - Residential Whole House	750,918	173,161	11,279,444	4,014,474	622,974	16,840,971	-	16,840,971	4,752	2.53
A1a - Residential New Construction	20,064	6,861	311,251	95,158	15,631	448,964	-	448,964	5,161	5.21
A1b - Residential Multi-Family Retrofit	33,558	18,739	399,808	272,670	26,144	750,920	-	750,920	2,303	0.88
A1c - Residential Home Energy Services - Measures	609,338	94,175	10,399,771	1,956,940	509,659	13,569,883	-	13,569,883	4,969	2.90
A1d - Residential Home Energy Services - RCS	77,987	37,275	-	1,569,069	60,758	1,745,089	-	1,745,089	-	-
A1e - Residential Behavior/Feedback Program	9,970	16,111	168,614	120,638	10,781	326,115	-	326,115	815	0.73
A2 - Residential Products	187,941	146,193	3,130,704	594,227	146,420	4,205,485	-	4,205,485	53	2.81
A2a - Residential Heating & Cooling Equipment	85,959	28,579	1,535,440	206,522	66,968	1,923,467	-	1,923,467	408	1.32
A2b - Residential Consumer Products	17,269	34,674	159,788	161,237	13,454	386,422	-	386,422	153	2.67
A2c - Residential Lighting	84,713	82,940	1,435,476	226,469	65,998	1,895,596	-	1,895,596	26	4.36
A3 - Residential Hard-to-Measure	232,720	161,579	925,000	192,592	-	1,511,892	-	1,511,892	-	-
A3a - Residential Statewide Marketing	-	112,017	-	-	-	112,017	-	112,017	-	-
A3b - Residential Statewide Database	13,253	-	-	-	-	13,253	-	13,253	-	-
A3c - Residential DOER Assessment	145,089	-	-	-	-	145,089	-	145,089	-	-
A3d - Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-
A3e - Residential Sponsorships & Subscriptions	25,662	10,633	-	-	-	36,296	-	36,296	-	-
A3f - Residential HEAT Loan	48,716	7,428	892,500	103,492	-	1,052,136	-	1,052,136	-	-
A3g - Residential Workforce Development	-	-	-	19,600	-	19,600	-	19,600	-	-
A3h - Residential R&D and Demonstration	-	6,500	32,500	-	-	108,500	-	108,500	-	-
A3i - Residential Education	-	25,000	-	-	-	25,000	-	25,000	-	-
B - Low-Income	264,628	55,051	3,201,910	783,640	155,687	4,460,916	-	4,460,916	4,647	2.12
B1 - Low-Income Whole House	182,616	30,212	3,201,910	783,640	155,687	4,354,065	-	4,354,065	4,535	2.17
B1a - Low-Income Single Family Retrofit	124,014	23,084	2,119,850	584,166	105,727	2,956,841	-	2,956,841	4,620	1.63
B1b - Low-Income Multi-Family Retrofit	58,602	7,128	1,082,060	199,474	49,960	1,397,224	-	1,397,224	4,366	3.32
B2 - Low-Income Hard-to-Measure	82,012	24,838	-	-	-	106,850	-	106,850	-	-
B2a - Low-Income Statewide Marketing	-	22,684	-	-	-	22,684	-	22,684	-	-
B2b - Low-Income Statewide Database	2,684	-	-	-	-	2,684	-	2,684	-	-
B2c - Low-Income DOER Assessment	29,381	-	-	-	-	29,381	-	29,381	-	-
B2d - Low-Income Energy Affordability Network	40,275	-	-	-	-	40,275	-	40,275	-	-
B2e - Low-Income Sponsorships & Subscriptions	9,672	2,155	-	-	-	11,827	-	11,827	-	-
C - Commercial & Industrial	840,154	223,154	11,656,472	1,980,424	516,737	15,216,941	-	15,216,941	6,156	3.20
C1 - C&I New Construction	64,390	8,773	968,340	279,030	47,492	1,368,025	-	1,368,025	15,724	2.36
C1a - C&I New Buildings & Major Renovations	49,556	5,213	725,100	236,440	36,550	1,052,858	-	1,052,858	28,456	1.23
C1b - C&I Initial Purchase & End of Useful Life	14,834	3,560	243,240	42,591	10,941	315,167	-	315,167	6,303	6.16
C2 - C&I Retrofit	636,212	126,920	10,618,132	1,666,393	469,246	13,516,904	-	13,516,904	5,667	3.36
C2a - C&I Existing Building Retrofit	173,728	43,274	2,936,305	409,571	128,135	3,691,013	-	3,691,013	23,214	2.42
C2b - C&I Small Business	348,714	56,680	5,896,199	849,956	257,198	7,408,747	-	7,408,747	10,584	3.07
C2c - C&I Multifamily Retrofit	35,311	18,714	399,808	270,339	26,044	750,216	-	750,216	2,301	0.87
C2d - C&I Upstream Lighting	78,459	8,253	1,385,820	136,527	57,868	1,666,927	-	1,666,927	1,389	7.88
C3 - C&I Hard-to-Measure	139,552	87,461	70,000	35,000	-	332,013	-	332,013	-	-
C3a - C&I Statewide Marketing	-	75,299	-	-	-	75,299	-	75,299	-	-
C3b - C&I Statewide Database	8,909	-	-	-	-	8,909	-	8,909	-	-
C3c - C&I DOER Assessment	97,530	-	-	-	-	97,530	-	97,530	-	-
C3d - C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-
C3e - C&I Sponsorships & Subscriptions	33,113	7,162	-	-	-	40,275	-	40,275	-	-
C3f - C&I Workforce Development	-	5,000	-	20,000	-	25,000	-	25,000	-	-
C3g - C&I R&D and Demonstration	-	-	70,000	15,000	-	85,000	-	85,000	-	-
Grand Total	2,276,360	759,138	30,193,530	7,565,358	1,441,817	42,236,204	-	42,236,204	488	2.67

Program Administrator Budgets, Plan Year Summary
2017 Planned vs. Evaluated
Cape Light Compact
June 8, 2018

2017 Evaluated Program Administrator Budget										
Program	Program Costs					Total Program Costs	Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research					
A - Residential	1,240,416	408,081	15,362,780	4,222,961	890,763	22,125,001	-	22,125,001	136	2.48
A1 - Residential Whole House	848,192	107,616	10,116,397	3,544,331	519,037	15,135,573	-	15,135,573	1,652	2.40
A1a - Residential New Construction	22,663	2,665	493,453	120,668	45,735	685,184	-	685,184	1,735	4.11
A1b - Residential Multi-Family Retrofit	37,905	4,458	321,946	127,141	31,714	523,164	-	523,164	809	1.83
A1c - Residential Home Energy Services - Measures	688,272	85,298	9,258,837	1,720,072	381,522	12,134,002	-	12,134,002	1,496	2.68
A1d - Residential Home Energy Services - RCS	88,090	13,871	-	1,533,261	51,570	1,686,791	-	1,686,791	-	-
A1e - Residential Behavior/Feedback Program	11,262	1,324	42,161	43,189	8,496	106,432	-	106,432	13,304	0.50
A2 - Residential Products	212,287	150,789	4,042,857	542,843	371,726	5,320,502	-	5,320,502	35	3.48
A2a - Residential Heating & Cooling Equipment	97,094	24,095	1,091,978	190,847	81,201	1,485,215	-	1,485,215	662	1.50
A2b - Residential Consumer Products	19,506	36,481	363,168	159,340	72,144	650,640	-	650,640	194	3.02
A2c - Residential Lighting	95,687	90,213	2,587,711	192,656	218,381	3,184,647	-	3,184,647	22	4.50
A3 - Residential Hard-to-Measure	179,937	149,676	1,203,526	135,787	-	1,668,926	-	1,668,926	-	-
A3a - Residential Statewide Marketing	-	107,913	-	-	-	107,913	-	107,913	-	-
A3b - Residential Statewide Database	503	-	-	-	-	503	-	503	-	-
A3c - Residential DOER Assessment	124,409	-	-	-	-	124,409	-	124,409	-	-
A3d - Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-
A3e - Residential Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-
A3f - Residential HEAT Loan	55,026	8,103	1,203,526	126,622	-	1,393,277	-	1,393,277	-	-
A3g - Residential Workforce Development	-	-	-	9,166	-	9,166	-	9,166	-	-
A3h - Residential R&D and Demonstration	-	-	-	-	-	-	-	-	-	-
A3i - Residential Education	-	33,659	-	-	-	33,659	-	33,659	-	-
B - Low-Income	250,267	63,080	2,007,738	357,058	150,150	2,828,292	-	2,828,292	1,393	1.20
B1 - Low-Income Whole House	193,783	38,177	2,007,738	357,058	150,150	2,746,905	-	2,746,905	1,352	1.24
B1a - Low-Income Single Family Retrofit	131,598	29,680	1,226,637	205,122	99,490	1,692,527	-	1,692,527	1,850	1.63
B1b - Low-Income Multi-Family Retrofit	62,185	8,497	781,100	151,935	50,660	1,054,378	-	1,054,378	945	0.60
B2 - Low-Income Hard-to-Measure	56,484	24,903	-	-	-	81,387	-	81,387	-	-
B2a - Low-Income Statewide Marketing	-	24,903	-	-	-	24,903	-	24,903	-	-
B2b - Low-Income Statewide Database	112	-	-	-	-	112	-	112	-	-
B2c - Low-Income DOER Assessment	29,041	-	-	-	-	29,041	-	29,041	-	-
B2d - Low-Income Energy Affordability Network	27,331	-	-	-	-	27,331	-	27,331	-	-
B2e - Low-Income Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	951,037	162,555	6,261,169	1,176,151	597,103	9,148,015	-	9,148,015	7,169	2.79
C1 - C&I New Construction	88,822	8,074	661,850	180,354	63,387	1,002,486	-	1,002,486	8,642	3.69
C1a - C&I New Buildings & Major Renovations	68,366	6,214	437,300	145,752	43,904	701,535	-	701,535	20,044	2.05
C1b - C&I Initial Purchase & End of Useful Life	20,456	1,860	224,550	34,603	19,483	300,951	-	300,951	3,715	7.52
C2 - C&I Retrofit	782,130	79,772	5,599,320	993,409	533,717	7,988,347	-	7,988,347	6,887	2.74
C2a - C&I Existing Building Retrofit	240,812	21,783	3,544,118	308,148	128,980	4,243,841	-	4,243,841	19,739	3.17
C2b - C&I Small Business	408,306	43,724	1,623,814	506,378	261,298	2,843,519	-	2,843,519	8,124	1.86
C2c - C&I Multifamily Retrofit	41,283	4,428	156,337	66,443	26,855	295,346	-	295,346	8,687	0.57
C2d - C&I Upstream Lighting	91,728	9,838	275,051	112,440	116,583	605,640	-	605,640	1,080	4.85
C3 - C&I Hard-to-Measure	80,085	74,709	-	2,388	-	157,182	-	157,182	-	-
C3a - C&I Statewide Marketing	-	74,709	-	-	-	74,709	-	74,709	-	-
C3b - C&I Statewide Database	503	-	-	-	-	503	-	503	-	-
C3c - C&I DOER Assessment	79,582	-	-	-	-	79,582	-	79,582	-	-
C3d - C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-
C3e - C&I Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-
C3f - C&I Workforce Development	-	-	-	2,388	-	2,388	-	2,388	-	-
C3g - C&I R&D and Demonstration	-	-	-	-	-	-	-	-	-	-
Grand Total	2,441,719	633,715	23,631,687	5,756,170	1,638,016	34,101,308	-	34,101,308	206	2.46

Program Administrator Budgets, Plan Year Summary
2017 Planned vs. Evaluated
Cape Light Compact
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2017 Planned v. Evaluated Program Administrator Budget Variances (%)											
Program	Program Costs						Total Program Costs	Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research						
A - Residential	6%	-15%	0%	-12%	16%	-2%		-2%		-50%	3%
A1 - Residential Whole House	13%	-38%	-10%	-12%	-17%	-10%		-10%		-65%	-5%
A1a - Residential New Construction	13%	-61%	27%	193%	53%	53%		53%		-66%	-21%
A1b - Residential Multi-Family Retrofit	13%	-76%	-19%	-53%	21%	-30%		-30%		-65%	109%
A1c - Residential Home Energy Services - Measures	13%	-9%	-11%	-12%	-25%	-11%		-11%		-70%	-8%
A1d - Residential Home Energy Services - RCS	13%	-63%		-2%	-15%	-3%		-3%			
A1e - Residential Behavior/Feedback Program	13%	-92%	-75%	-64%	-21%	-67%		-67%		1532%	-31%
A2 - Residential Products	13%	3%	29%	-9%	154%	27%		27%		-34%	24%
A2a - Residential Heating & Cooling Equipment	13%	-16%	-29%	-8%	21%	-23%		-23%		62%	14%
A2b - Residential Consumer Products	13%	5%	127%	-1%	436%	68%		68%		27%	13%
A2c - Residential Lighting	13%	9%	80%	-15%	231%	68%		68%		-18%	3%
A3 - Residential Hard-to-Measure	-23%	-7%	30%	-29%		10%		10%			
A3a - Residential Statewide Marketing		-4%				-4%		-4%			
A3b - Residential Statewide Database	-96%					-96%		-96%			
A3c - Residential DOER Assessment	-14%					-14%		-14%			
A3d - Residential EEAC Consultants											
A3e - Residential Sponsorships & Subscriptions	-100%	-100%				-100%		-100%			
A3f - Residential HEAT Loan	13%	9%	35%	22%		32%		32%			
A3g - Residential Workforce Development				-53%		-53%		-53%			
A3h - Residential R&D and Demonstration		-100%	-100%	-100%		-100%		-100%			
A3i - Residential Education		35%				35%		35%			
B - Low-Income	-5%	15%	-37%	-54%	-4%	-37%		-37%		-70%	-43%
B1 - Low-Income Whole House	6%	26%	-37%	-54%	-4%	-37%		-37%		-70%	-43%
B1a - Low-Income Single Family Retrofit	6%	29%	-42%	-65%	-6%	-43%		-43%		-60%	0%
B1b - Low-Income Multi-Family Retrofit	6%	19%	-28%	-24%	1%	-25%		-25%		-78%	-82%
B2 - Low-Income Hard-to-Measure	-31%	0%				-24%		-24%			
B2a - Low-Income Statewide Marketing		10%				10%		10%			
B2b - Low-Income Statewide Database	-96%					-96%		-96%			
B2c - Low-Income DOER Assessment	-1%					-1%		-1%			
B2d - Low-Income Energy Affordability Network	-32%					-32%		-32%			
B2e - Low-Income Sponsorships & Subscriptions	-100%	-100%				-100%		-100%			
C - Commercial & Industrial	13%	-27%	-46%	-41%	16%	-40%		-40%		16%	-13%
C1 - C&I New Construction	38%	-8%	-32%	-35%	33%	-27%		-27%		-45%	56%
C1a - C&I New Buildings & Major Renovations	38%	19%	-40%	-38%	20%	-33%		-33%		-30%	67%
C1b - C&I Initial Purchase & End of Useful Life	38%	-48%	-8%	-19%	78%	-5%		-5%		-41%	22%
C2 - C&I Retrofit	23%	-37%	-47%	-40%	14%	-41%		-41%		22%	-19%
C2a - C&I Existing Building Retrofit	39%	-50%	21%	-25%	1%	15%		15%		-15%	31%
C2b - C&I Small Business	17%	-23%	-72%	-40%	2%	-62%		-62%		-23%	-39%
C2c - C&I Multifamily Retrofit	17%	-76%	-61%	-75%	3%	-61%		-61%		277%	-35%
C2d - C&I Upstream Lighting	17%	19%	-80%	-18%	101%	-64%		-64%		-22%	-38%
C3 - C&I Hard-to-Measure	-43%	-15%	-100%	-93%		-53%		-53%			
C3a - C&I Statewide Marketing		-1%				-1%		-1%			
C3b - C&I Statewide Database	-94%					-94%		-94%			
C3c - C&I DOER Assessment	-18%					-18%		-18%			
C3d - C&I EEAC Consultants											
C3e - C&I Sponsorships & Subscriptions	-100%	-100%				-100%		-100%			
C3f - C&I Workforce Development		-100%		-88%		-90%		-90%			
C3g - C&I R&D and Demonstration			-100%	-100%		-100%		-100%			
Grand Total	7%	-17%	-22%	-24%	14%	-19%		-19%		-58%	-8%

Notes

- Where not otherwise indicated, budgets for each year are represented in nominal dollars (2016\$, 2017\$, 2018\$).
- Refer to common definitions for allocation of costs.
- EEAC Consultant fees on the electric side do not get paid out of the Program Administrators' budgets, but are instead paid by the DOER out of the RGGI proceeds.
- The budgets in the above tables do not include costs associated with the Program Administrator's demand response activities.
- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

• In accordance with the Department's directive in 2016 2018 Three-Year Plans Order, D.P.U. 15-160 through D.P.U. 15-169, at 40, the Program Administrators are providing notice to the Department of a reclassification in cost categories for potential studies. Potential study costs were classified as PP&A in the 2016-2018 Three-Year Plan because they were expected to be expended as part of a planning process; however, the Program Administrators determined in 2016 that the costs are more appropriately classified as Evaluation and Market Research based on cost causation principles. While potential studies continue to be a planning tool for the Program Administrators, these studies are more appropriately categorized as market research costs and therefore were charged to Evaluation and Market Research. All Program Administrators have made this change consistently. No other change in cost categories has been made by the Program Administrators since the 2016-2018 Three-Year Plan.

Program Administrator Budgets, Three-Year Total
2016-2018 Program Administrator Budget
Cape Light Compact
June 8, 2018

2016 Evaluated Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	1,033,401	362,178	11,286,416	3,163,053	615,390	16,460,438		16,460,438	196	2.40
A1 - Residential Whole House	687,253	104,786	8,084,539	2,625,215	312,872	11,814,665		11,814,665	1,692	2.37
A1a - Residential New Construction	19,468	3,918	587,463	119,133	46,100	776,082		776,082	2,403	3.64
A1b - Residential Multi-Family Retrofit	32,316	4,440	384,082	86,343	23,992	531,173		531,173	968	1.62
A1c - Residential Home Energy Services - Measures	553,380	81,417	7,030,236	1,371,614	211,822	9,248,469		9,248,469	1,516	2.63
A1d - Residential Home Energy Services - RCS	72,561	13,702	3,135	974,100	23,051	1,086,549		1,086,549	-	-
A1e - Residential Behavior/Feedback Program	9,527	1,309	79,623	74,025	7,908	172,392		172,392	19,155	0.39
A2 - Residential Products	182,942	123,190	2,601,023	441,427	302,518	3,651,100		3,651,100	47	3.16
A2a - Residential Heating & Cooling Equipment	74,854	17,239	1,157,099	149,791	73,960	1,472,942		1,472,942	575	1.29
A2b - Residential Consumer Products	16,322	24,785	170,354	99,668	4,338	315,466		315,466	127	4.08
A2c - Residential Lighting	91,767	81,166	1,273,570	191,968	224,221	1,862,692		1,862,692	26	4.47
A3 - Residential Hard-to-Measure	163,206	134,202	600,853	96,411	-	994,673		994,673	-	-
A3a - Residential Statewide Marketing	-	107,139	-	-	-	107,139		107,139	-	-
A3b - Residential Statewide Database	2,704	-	-	-	-	2,704		2,704	-	-
A3c - Residential DOER Assessment	114,662	-	-	-	-	114,662		114,662	-	-
A3d - Residential EEAC Consultants	-	-	-	-	-	-		-	-	-
A3e - Residential Sponsorships & Subscriptions	374	-	-	-	-	374		374	-	-
A3f - Residential HEAT Loan	45,467	7,910	600,853	92,605	-	746,835		746,835	-	-
A3g - Residential Workforce Development	-	-	-	3,780	-	3,780		3,780	-	-
A3h - Residential R&D and Demonstration	-	-	-	26	-	26		26	-	-
A3i - Residential Education	-	19,154	-	-	-	19,154		19,154	-	-
B - Low-Income	216,965	48,767	2,140,346	381,001	62,084	2,849,163		2,849,163	2,115	1.74
B1 - Low-Income Whole House	157,450	27,058	2,140,346	381,001	62,084	2,767,940		2,767,940	2,055	1.79
B1a - Low-Income Single Family Retrofit	109,185	19,736	1,466,419	239,117	42,787	1,877,245		1,877,245	2,095	2.07
B1b - Low-Income Multi-Family Retrofit	48,265	7,322	673,927	141,884	19,297	890,694		890,694	1,975	1.22
B2 - Low-Income Hard-to-Measure	59,515	21,709	-	-	-	81,224		81,224	-	-
B2a - Low-Income Statewide Marketing	-	21,709	-	-	-	21,709		21,709	-	-
B2b - Low-Income Statewide Database	547	-	-	-	-	547		547	-	-
B2c - Low-Income DOER Assessment	29,381	-	-	-	-	29,381		29,381	-	-
B2d - Low-Income Energy Affordability Network	29,587	-	-	-	-	29,587		29,587	-	-
B2e - Low-Income Sponsorships & Subscriptions	-	-	-	-	-	-		-	-	-
C - Commercial & Industrial	689,945	152,256	5,551,310	1,128,694	421,633	7,943,839		7,943,839	4,399	3.61
C1 - C&I New Construction	77,920	11,065	711,127	271,527	97,643	1,169,283		1,169,283	7,495	2.51
C1a - C&I New Buildings & Major Renovations	49,618	6,411	473,048	212,198	75,043	816,317		816,317	15,698	1.63
C1b - C&I Initial Purchase & End of Useful Life	28,302	4,654	238,080	59,330	22,600	352,965		352,965	3,394	4.56
C2 - C&I Retrofit	516,656	68,978	4,840,182	855,296	323,990	6,605,103		6,605,103	4,003	3.90
C2a - C&I Existing Building Retrofit	149,513	19,315	2,251,275	329,054	101,009	2,850,166		2,850,166	10,517	3.73
C2b - C&I Small Business	253,574	35,102	1,656,633	364,830	131,984	2,442,122		2,442,122	9,429	2.00
C2c - C&I Multifamily Retrofit	34,960	4,409	112,656	37,585	16,339	205,948		205,948	11,442	0.24
C2d - C&I Upstream Lighting	78,609	10,152	819,619	123,827	74,659	1,106,866		1,106,866	1,004	9.23
C3 - C&I Hard-to-Measure	95,369	72,213	-	1,871	-	169,453		169,453	-	-
C3a - C&I Statewide Marketing	-	72,163	-	-	-	72,163		72,163	-	-
C3b - C&I Statewide Database	1,824	-	-	-	-	1,824		1,824	-	-
C3c - C&I DOER Assessment	91,978	-	-	-	-	91,978		91,978	-	-
C3d - C&I EEAC Consultants	-	-	-	-	-	-		-	-	-
C3e - C&I Sponsorships & Subscriptions	1,567	-	-	-	-	1,567		1,567	-	-
C3f - C&I Workforce Development	-	50	-	1,844	-	1,894		1,894	-	-
C3g - C&I R&D and Demonstration	-	-	-	27	-	27		27	-	-
Grand Total	1,940,312	563,202	18,978,071	4,672,748	1,099,108	27,253,441		27,253,441	312	2.69

Program Administrator Budgets, Three-Year Total

2016-2018 Program Administrator Budget

Cape Light Compact

June 8, 2018

2017 Evaluated Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	1,240,416	408,081	15,362,780	4,222,961	890,763	22,125,001	-	22,125,001	136	2.48
A1 - Residential Whole House	848,192	107,616	10,116,397	3,544,331	519,037	15,135,573	-	15,135,573	1,652	2.40
A1a - Residential New Construction	22,663	2,665	493,453	120,668	45,735	685,184	-	685,184	1,735	4.11
A1b - Residential Multi-Family Retrofit	37,905	4,458	321,946	127,141	31,714	523,164	-	523,164	809	1.83
A1c - Residential Home Energy Services - Measures	688,272	85,298	9,258,837	1,720,072	381,522	12,134,002	-	12,134,002	1,496	2.68
A1d - Residential Home Energy Services - RCS	88,090	13,871	-	1,533,261	51,570	1,686,791	-	1,686,791	-	-
A1e - Residential Behavior/Feedback Program	11,262	1,324	42,161	43,189	8,496	106,432	-	106,432	13,304	0.50
A2 - Residential Products	212,287	150,789	4,042,857	542,843	371,726	5,320,502	-	5,320,502	35	3.48
A2a - Residential Heating & Cooling Equipment	97,094	24,095	1,091,978	190,847	81,201	1,485,215	-	1,485,215	662	1.50
A2b - Residential Consumer Products	19,506	36,481	363,168	159,340	72,144	650,640	-	650,640	194	3.02
A2c - Residential Lighting	95,687	90,213	2,587,711	192,656	218,381	3,184,647	-	3,184,647	22	4.50
A3 - Residential Hard-to-Measure	179,937	149,676	1,203,526	135,787	-	1,668,926	-	1,668,926	-	-
A3a - Residential Statewide Marketing	-	107,913	-	-	-	107,913	-	107,913	-	-
A3b - Residential Statewide Database	503	-	-	-	-	503	-	503	-	-
A3c - Residential DOER Assessment	124,409	-	-	-	-	124,409	-	124,409	-	-
A3d - Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-
A3e - Residential Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-
A3f - Residential HEAT Loan	55,026	8,103	1,203,526	126,622	-	1,393,277	-	1,393,277	-	-
A3g - Residential Workforce Development	-	-	-	9,166	-	9,166	-	9,166	-	-
A3h - Residential R&D and Demonstration	-	-	-	-	-	-	-	-	-	-
A3i - Residential Education	-	33,659	-	-	-	33,659	-	33,659	-	-
B - Low-Income	250,267	63,080	2,007,738	357,058	150,150	2,828,292	-	2,828,292	1,393	1.20
B1 - Low-Income Whole House	193,783	38,177	2,007,738	357,058	150,150	2,746,905	-	2,746,905	1,352	1.24
B1a - Low-Income Single Family Retrofit	131,598	29,680	1,226,637	205,122	99,490	1,692,527	-	1,692,527	1,850	1.63
B1b - Low-Income Multi-Family Retrofit	62,185	8,497	781,100	151,935	50,660	1,054,378	-	1,054,378	945	0.60
B2 - Low-Income Hard-to-Measure	56,484	24,903	-	-	-	81,387	-	81,387	-	-
B2a - Low-Income Statewide Marketing	-	24,903	-	-	-	24,903	-	24,903	-	-
B2b - Low-Income Statewide Database	112	-	-	-	-	112	-	112	-	-
B2c - Low-Income DOER Assessment	29,041	-	-	-	-	29,041	-	29,041	-	-
B2d - Low-Income Energy Affordability Network	27,331	-	-	-	-	27,331	-	27,331	-	-
B2e - Low-Income Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	951,037	162,555	6,261,169	1,176,151	597,103	9,148,015	-	9,148,015	7,169	2.79
C1 - C&I New Construction	88,822	8,074	661,850	180,354	63,387	1,002,486	-	1,002,486	8,642	3.69
C1a - C&I New Buildings & Major Renovations	68,366	6,214	437,300	145,752	43,904	701,535	-	701,535	20,044	2.05
C1b - C&I Initial Purchase & End of Useful Life	20,456	1,860	224,550	34,603	19,483	300,951	-	300,951	3,715	7.52
C2 - C&I Retrofit	782,130	79,772	5,599,320	993,409	533,717	7,988,347	-	7,988,347	6,887	2.74
C2a - C&I Existing Building Retrofit	240,812	21,783	3,544,118	308,148	128,980	4,243,841	-	4,243,841	19,739	3.17
C2b - C&I Small Business	408,306	43,724	1,623,814	506,378	261,298	2,843,519	-	2,843,519	8,124	1.86
C2c - C&I Multifamily Retrofit	41,283	4,428	156,337	66,443	26,855	295,346	-	295,346	8,687	0.57
C2d - C&I Upstream Lighting	91,728	9,838	275,051	112,440	116,583	605,640	-	605,640	1,080	4.85
C3 - C&I Hard-to-Measure	80,085	74,709	-	2,388	-	157,182	-	157,182	-	-
C3a - C&I Statewide Marketing	-	74,709	-	-	-	74,709	-	74,709	-	-
C3b - C&I Statewide Database	503	-	-	-	-	503	-	503	-	-
C3c - C&I DOER Assessment	79,582	-	-	-	-	79,582	-	79,582	-	-
C3d - C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-
C3e - C&I Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-
C3f - C&I Workforce Development	-	-	-	2,388	-	2,388	-	2,388	-	-
C3g - C&I R&D and Demonstration	-	-	-	-	-	-	-	-	-	-
Grand Total	2,441,719	633,715	23,631,687	5,756,170	1,638,016	34,101,308	-	34,101,308	206	2.46

Program Administrator Budgets, Three-Year Total
2016-2018 Program Administrator Budget
Cape Light Compact
June 8, 2018

2018 Planned Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	1,193,495	499,692	16,195,391	5,032,146	766,421	23,687,146	-	23,687,146	306	2.38
A1 - Residential Whole House	774,930	189,307	12,062,890	4,234,120	627,094	17,888,340	-	17,888,340	4,779	2.55
A1a - Residential New Construction	21,030	7,422	343,630	96,359	15,996	484,438	-	484,438	5,383	5.33
A1b - Residential Multi-Family Retrofit	35,567	14,731	418,353	323,588	27,053	819,292	-	819,292	2,438	0.84
A1c - Residential Home Energy Services - Measures	629,288	110,795	11,128,209	2,048,843	513,456	14,430,591	-	14,430,591	5,033	2.92
A1d - Residential Home Energy Services - RCS	79,191	40,048	-	1,644,713	60,234	1,824,187	-	1,824,187	-	-
A1e - Residential Behavior/Feedback Program	9,853	16,311	172,698	120,616	10,355	329,832	-	329,832	733	0.68
A2 - Residential Products	183,176	141,116	3,160,377	595,510	139,327	4,219,506	-	4,219,506	57	2.53
A2a - Residential Heating & Cooling Equipment	92,680	31,828	1,712,940	226,963	70,494	2,134,905	-	2,134,905	435	1.28
A2b - Residential Consumer Products	15,198	25,772	152,288	145,277	11,560	350,095	-	350,095	148	2.66
A2c - Residential Lighting	75,298	83,516	1,295,149	223,270	57,273	1,734,505	-	1,734,505	26	4.03
A3 - Residential Hard-to-Measure	235,389	169,270	972,125	202,516	-	1,579,300	-	1,579,300	-	-
A3a - Residential Statewide Marketing	-	112,017	-	-	-	112,017	-	112,017	-	-
A3b - Residential Statewide Database	13,253	-	-	-	-	13,253	-	13,253	-	-
A3c - Residential DOER Assessment	145,089	-	-	-	-	145,089	-	145,089	-	-
A3d - Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-
A3e - Residential Sponsorships & Subscriptions	27,522	11,165	-	-	-	38,687	-	38,687	-	-
A3f - Residential HEAT Loan	49,525	8,588	937,125	107,916	-	1,103,154	-	1,103,154	-	-
A3g - Residential Workforce Development	-	-	-	19,600	-	19,600	-	19,600	-	-
A3h - Residential R&D and Demonstration	-	12,500	35,000	75,000	-	122,500	-	122,500	-	-
A3i - Residential Education	-	25,000	-	-	-	25,000	-	25,000	-	-
B - Low-Income	284,526	61,698	3,564,650	897,183	157,304	4,965,362	-	4,965,362	4,433	2.03
B1 - Low-Income Whole House	197,438	36,752	3,564,650	897,183	157,304	4,853,328	-	4,853,328	4,333	2.07
B1a - Low-Income Single Family Retrofit	137,049	27,958	2,424,950	669,728	109,191	3,368,876	-	3,368,876	4,679	1.63
B1b - Low-Income Multi-Family Retrofit	60,389	8,794	1,139,700	227,455	48,114	1,484,452	-	1,484,452	3,711	3.08
B2 - Low-Income Hard-to-Measure	87,088	24,946	-	-	-	112,034	-	112,034	-	-
B2a - Low-Income Statewide Marketing	-	22,684	-	-	-	22,684	-	22,684	-	-
B2b - Low-Income Statewide Database	2,684	-	-	-	-	2,684	-	2,684	-	-
B2c - Low-Income DOER Assessment	29,381	-	-	-	-	29,381	-	29,381	-	-
B2d - Low-Income Energy Affordability Network	45,027	-	-	-	-	45,027	-	45,027	-	-
B2e - Low-Income Sponsorships & Subscriptions	9,996	2,262	-	-	-	12,259	-	12,259	-	-
C - Commercial & Industrial	923,533	244,437	13,739,420	2,151,735	527,625	17,586,749	-	17,586,749	6,393	3.21
C1 - C&I New Construction	61,353	9,824	966,760	275,598	41,441	1,354,976	-	1,354,976	15,574	2.82
C1a - C&I New Buildings & Major Renovations	47,291	6,031	725,100	234,049	31,943	1,044,413	-	1,044,413	28,227	1.46
C1b - C&I Initial Purchase & End of Useful Life	14,062	3,793	241,660	41,549	9,498	310,562	-	310,562	6,211	7.41
C2 - C&I Retrofit	719,793	146,793	12,702,660	1,841,138	486,184	15,896,567	-	15,896,567	5,967	3.31
C2a - C&I Existing Building Retrofit	175,780	47,417	3,127,055	413,110	118,731	3,882,093	-	3,882,093	23,817	2.52
C2b - C&I Small Business	432,343	75,136	7,771,431	977,329	292,026	9,548,266	-	9,548,266	9,895	3.21
C2c - C&I Multifamily Retrofit	36,869	14,702	418,353	319,424	24,903	814,252	-	814,252	2,423	0.83
C2d - C&I Upstream Lighting	74,800	9,539	1,385,820	131,274	50,524	1,651,957	-	1,651,957	1,377	6.99
C3 - C&I Hard-to-Measure	142,387	87,819	70,000	35,000	-	335,206	-	335,206	-	-
C3a - C&I Statewide Marketing	-	75,299	-	-	-	75,299	-	75,299	-	-
C3b - C&I Statewide Database	8,909	-	-	-	-	8,909	-	8,909	-	-
C3c - C&I DOER Assessment	97,530	-	-	-	-	97,530	-	97,530	-	-
C3d - C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-
C3e - C&I Sponsorships & Subscriptions	35,948	7,520	-	-	-	43,468	-	43,468	-	-
C3f - C&I Workforce Development	-	5,000	-	-	20,000	25,000	-	25,000	-	-
C3g - C&I R&D and Demonstration	-	-	70,000	15,000	-	85,000	-	85,000	-	-
Grand Total	2,401,554	805,827	33,499,461	8,081,065	1,451,350	46,239,256	-	46,239,256	569	2.66

Program Administrator Budgets, Three-Year Total

2016-2018 Program Administrator Budget

Cape Light Compact

June 8, 2018

2016-2018 Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	3,467,313	1,269,951	42,844,586	12,418,161	2,272,574	62,272,585	-	62,272,585	192	2.42
A1 - Residential Whole House	2,310,375	401,708	30,263,826	10,403,665	1,459,003	44,838,578	-	44,838,578	2,255	2.45
A1a - Residential New Construction	63,162	14,005	1,424,546	336,160	107,831	1,945,704	-	1,945,704	2,408	4.23
A1b - Residential Multi-Family Retrofit	105,789	23,628	1,124,381	537,072	82,759	1,873,629	-	1,873,629	1,223	1.34
A1c - Residential Home Energy Services - Measures	1,870,941	277,510	27,417,282	5,140,529	1,106,800	35,813,062	-	35,813,062	2,097	2.76
A1d - Residential Home Energy Services - RCS	239,842	67,621	3,135	4,152,074	134,855	4,597,527	-	4,597,527	-	-
A1e - Residential Behavior/Feedback Program	30,642	18,944	294,482	237,830	26,758	608,656	-	608,656	1,303	0.57
A2 - Residential Products	578,405	415,094	9,804,256	1,579,780	813,572	13,191,108	-	13,191,108	43	3.09
A2a - Residential Heating & Cooling Equipment	264,627	73,162	3,962,017	567,601	225,655	5,093,062	-	5,093,062	524	1.34
A2b - Residential Consumer Products	51,026	87,038	685,810	404,286	88,042	1,316,201	-	1,316,201	161	3.18
A2c - Residential Lighting	262,752	254,895	5,156,429	607,893	499,875	6,781,844	-	6,781,844	24	4.38
A3 - Residential Hard-to-Measure	578,532	453,148	2,776,504	434,715	-	4,242,900	-	4,242,900	-	-
A3a - Residential Statewide Marketing	-	327,070	-	-	-	327,070	-	327,070	-	-
A3b - Residential Statewide Database	16,459	-	-	-	-	16,459	-	16,459	-	-
A3c - Residential DOER Assessment	384,159	-	-	-	-	384,159	-	384,159	-	-
A3d - Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-
A3e - Residential Sponsorships & Subscriptions	27,895	11,165	-	-	-	39,060	-	39,060	-	-
A3f - Residential HEAT Loan	150,019	24,601	2,741,504	327,143	-	3,243,266	-	3,243,266	2,366	1.73
A3g - Residential Workforce Development	-	-	-	32,546	-	32,546	-	32,546	2,305	1.78
A3h - Residential R&D and Demonstration	-	12,500	35,000	75,026	-	122,526	-	122,526	2,741	1.75
A3i - Residential Education	-	77,813	-	-	-	77,813	-	77,813	1,744	1.83
B - Low-Income	751,757	173,545	7,712,734	1,635,243	369,538	10,642,817	-	10,642,817	5,945	3.19
B1 - Low-Income Whole House	548,671	101,987	7,712,734	1,635,243	369,538	10,368,173	-	10,368,173	5,945	3.19
B1a - Low-Income Single Family Retrofit	377,832	77,374	5,118,007	1,113,968	251,467	6,938,648	-	6,938,648	4,104	3.08
B1b - Low-Income Multi-Family Retrofit	170,839	24,613	2,594,727	521,275	118,071	3,429,524	-	3,429,524	1,691	3.08
B2 - Low-Income Hard-to-Measure	203,086	71,558	-	-	-	274,644	-	274,644	9,424	2.75
B2a - Low-Income Statewide Marketing	-	69,296	-	-	-	69,296	-	69,296	3,391	0.68
B2b - Low-Income Statewide Database	3,342	-	-	-	-	3,342	-	3,342	1,175	7.34
B2c - Low-Income DOER Assessment	87,803	-	-	-	-	87,803	-	87,803	-	-
B2d - Low-Income Energy Affordability Network	101,944	-	-	-	-	101,944	-	101,944	-	-
B2e - Low-Income Sponsorships & Subscriptions	9,996	2,262	-	-	-	12,259	-	12,259	-	-
C - Commercial & Industrial	2,564,514	559,248	25,551,898	4,456,581	1,546,361	34,678,603	-	34,678,603	322	2.60
C1 - C&I New Construction	228,095	28,963	2,339,737	727,479	202,470	3,526,745	-	3,526,745	9,824	2.97
C1a - C&I New Buildings & Major Renovations	165,275	18,655	1,635,448	591,998	150,889	2,562,265	-	2,562,265	20,663	1.67
C1b - C&I Initial Purchase & End of Useful Life	62,820	10,308	704,289	135,481	51,581	964,479	-	964,479	4,104	6.40
C2 - C&I Retrofit	2,018,578	295,544	23,142,162	3,689,843	1,343,891	30,490,017	-	30,490,017	5,570	3.29
C2a - C&I Existing Building Retrofit	566,106	88,515	8,922,448	1,050,312	348,719	10,976,100	-	10,976,100	16,912	3.08
C2b - C&I Small Business	1,094,223	153,961	11,051,878	1,848,538	685,308	14,833,908	-	14,833,908	9,424	2.75
C2c - C&I Multifamily Retrofit	113,112	23,539	687,346	423,452	68,097	1,315,546	-	1,315,546	3,391	0.68
C2d - C&I Upstream Lighting	245,138	29,529	2,480,490	367,541	241,766	3,364,463	-	3,364,463	1,175	7.34
C3 - C&I Hard-to-Measure	317,841	234,741	70,000	39,259	-	661,841	-	661,841	-	-
C3a - C&I Statewide Marketing	-	222,171	-	-	-	222,171	-	222,171	-	-
C3b - C&I Statewide Database	11,235	-	-	-	-	11,235	-	11,235	-	-
C3c - C&I DOER Assessment	269,091	-	-	-	-	269,091	-	269,091	-	-
C3d - C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-
C3e - C&I Sponsorships & Subscriptions	37,516	7,520	-	-	-	45,036	-	45,036	-	-
C3f - C&I Workforce Development	-	5,050	-	24,232	-	29,282	-	29,282	-	-
C3g - C&I R&D and Demonstration	-	-	70,000	15,027	-	85,027	-	85,027	-	-
Grand Total	6,783,584	2,002,744	76,109,219	18,509,984	4,188,473	107,594,005	-	107,594,005	322	2.60

Notes

- Where not otherwise indicated, budgets for each year are represented in nominal dollars (2016\$, 2017\$, 2018\$).
- Refer to common definitions for allocation of costs.
- EEAC Consultant fees on the electric side do not get paid out of the Program Administrators' budgets, but are instead paid by the DOER out of the RGGI proceeds.
- The budgets in the above tables do not include costs associated with the Program Administrator's demand response activities.

• In accordance with the Department's directive in 2016 2018 Three-Year Plans Order, D.P.U. 15-160 through D.P.U. 15-169, at 40, the Program Administrators are providing notice to the Department of a reclassification in cost categories for potential studies. Potential study costs were classified as PP&A in the 2016-2018 Three-Year Plan because they were expected to be expended as part of a planning process; however, the Program Administrators determined in 2016 that the costs are more appropriately classified as Evaluation and Market Research based on cost causation principles. While potential studies continue to be a planning tool for the Program Administrators, these studies are more appropriately categorized as market research costs and therefore were charged to Evaluation and Market Research. All Program Administrators have made this change consistently. No other change in cost categories has been made by the Program Administrators since the 2016-2018 Three-Year Plan.

Program Administrator Budgets, Plan Year Summary

Demand Response

Cape Light Compact

June 8, 2018

Cape Light Compact JPE

D.P.U. 18-51

Section II

Jeffrey Leupold

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2017 Planned Demand Response Budget						
Sector	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
A - Residential	\$ -	\$ 4,500	\$ 11,700	\$ 224,817	\$ -	\$ 241,017
B - Low-Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C - Commercial & Industrial	\$ -	\$ 500	\$ 1,300	\$ 24,980	\$ -	\$ 26,780
Grand Total	\$ -	\$ 5,000	\$ 13,000	\$ 249,797	\$ -	\$ 267,797

2017 Actual Demand Response Budget						
Sector	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
A - Residential	\$ -	\$ -	\$ 1,171	\$ 257,050	\$ 103,682	\$ 361,902
B - Low-Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C - Commercial & Industrial	\$ -	\$ -	\$ 1,136	\$ -	\$ 47,336	\$ 48,472
Grand Total	\$ -	\$ -	\$ 2,307	\$ 257,050	\$ 151,017	\$ 410,374

2017 Planned v. Actual Demand Response Budget Variances (%)						
Sector	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
A - Residential		-100%	-90%	14%		50%
B - Low-Income						
C - Commercial & Industrial		-100%	-13%	-100%		81%
Grand Total		-100%	-82%	3%		53%

Program Savings, Plan Year Summary
2017 Planned vs. Evaluated
Cape Light Compact
June 8, 2018

2017 Planned Net Savings														
Program	# of Participants	Electric Savings				Natural Gas Savings			Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)		
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	
A - Residential	83,043	2,677	3,621	18,921	201,747	(96,360)	(967,062)	52,623	1,086,921	8,189	174,696	4,137,458	38,607,152	
A1 - Residential Whole House	3,544	1,366	1,844	8,092	91,469	3,472	31,213	58,431	1,143,052	9,672	189,071	3,991,738	37,587,112	
A1a - Residential New Construction	87	85	169	540	10,994	112	1,674	47	1,175	1,326	32,152	-	-	
A1b - Residential Multi-Family Retrofit	326	16	136	345	5,024	281	2,260	328	5,544	14	236	127,914	895,398	
A1c - Residential Home Energy Services - Measures	2,731	1,237	1,499	7,023	74,266	1,812	14,604	58,016	1,135,935	8,321	156,567	3,365,492	31,708,394	
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-	-	-	-	-	-	-	-	
A1e - Residential Behavior/Feedback Program	400	29	39	184	1,184	1,268	12,675	40	398	12	117	498,332	4,983,320	
A2 - Residential Products	79,499	1,311	1,777	10,829	110,278	(99,831)	(998,275)	(5,808)	(56,131)	(1,483)	(14,376)	145,720	1,020,040	
A2a - Residential Heating & Cooling Equipment	4,718	169	406	1,426	20,543	(4,082)	(73,483)	-	-	-	-	-	-	
A2b - Residential Consumer Products	2,520	148	92	849	7,173	222	1,554	25	176	22	155	145,720	1,020,040	
A2c - Residential Lighting	72,262	994	1,278	8,554	82,562	(95,971)	(926,346)	(5,834)	(56,307)	(1,505)	(14,531)	-	-	
B - Low-Income	960	285	545	1,750	18,219	-	-	13,117	299,136	927	18,126	2,538,560	12,692,800	
B1 - Low-Income Whole House	960	285	545	1,750	18,219	-	-	13,117	299,136	927	18,126	2,538,560	12,692,800	
B1a - Low-Income Single Family Retrofit	640	221	256	1,329	13,370	-	-	5,670	112,973	927	18,126	1,749,120	8,745,600	
B1b - Low-Income Multi-Family Retrofit	320	64	289	421	4,849	-	-	7,447	186,163	-	-	789,440	3,947,200	
C - Commercial & Industrial	2,472	7,381	5,746	37,138	331,257	(174,146)	(2,275,491)	(3,611)	71,244	3,117	39,328	395,141	1,743,320	
C1 - C&I New Construction	87	288	323	1,770	32,961	(81,556)	(1,634,262)	117	1,830	-	-	-	-	
C1a - C&I New Buildings & Major Renovations	37	97	53	558	9,109	698	10,810	117	1,830	-	-	-	-	
C1b - C&I Initial Purchase & End of Useful Life	50	191	269	1,212	23,852	(82,254)	(1,645,071)	-	-	-	-	-	-	
C2 - C&I Retrofit	2,385	7,092	5,423	35,369	298,296	(92,590)	(641,229)	(3,729)	69,414	3,117	39,328	395,141	1,743,320	
C2a - C&I Existing Building Retrofit	159	812	675	5,210	63,955	14,900	155,837	318	2,668	465	5,715	8,665	64,989	
C2b - C&I Small Business	700	2,180	1,604	9,913	129,273	(32,218)	(420,568)	10,343	134,179	2,639	33,348	121,619	486,474	
C2c - C&I Multifamily Retrofit	326	15	137	345	5,052	290	2,858	325	6,447	14	265	264,857	1,191,857	
C2d - C&I Upstream Lighting	1,200	4,085	3,007	19,900	100,017	(75,562)	(379,356)	(14,715)	(73,880)	-	-	-	-	
Grand Total	86,475	10,343	9,912	57,809	551,223	(270,505)	(3,242,553)	62,128	1,457,301	12,233	232,150	7,071,159	53,043,272	

2017 Evaluated Net Savings														
Program	# of Participants	Electric Savings				Natural Gas Savings			Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)		
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	
A - Residential	162,105	4,957	5,481	33,952	278,956	13,763	362,749	13,619	470,725	7,364	189,350	2,793,581	22,336,807	
A1 - Residential Whole House	9,162	1,632	2,368	10,535	102,184	247,108	527,904	27,724	569,322	10,988	214,663	2,514,076	20,380,276	
A1a - Residential New Construction	395	174	177	759	9,328	(5,769)	(3,749)	(409)	(2,861)	2,456	57,193	-	-	
A1b - Residential Multi-Family Retrofit	647	37	202	613	8,756	-	-	17	239	48	1,185	73,439	514,074	
A1c - Residential Home Energy Services - Measures	8,112	1,417	1,984	9,136	83,934	250,215	530,056	28,058	571,591	8,465	156,169	2,306,509	19,061,434	
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-	-	-	-	-	-	-	-	
A1e - Residential Behavior/Feedback Program	8	4	5	28	165	2,662	1,597	59	353	19	115	134,128	804,768	
A2 - Residential Products	152,943	3,326	3,113	23,417	176,771	(233,345)	(165,155)	(14,105)	(98,597)	(3,624)	(25,312)	279,504	1,956,531	
A2a - Residential Heating & Cooling Equipment	2,245	142	182	1,200	18,447	(2,216)	(3,895)	(58)	(580)	(8)	(81)	-	-	
A2b - Residential Consumer Products	3,352	323	81	1,354	12,736	754	528	42	291	20	139	279,504	1,956,531	
A2c - Residential Lighting	147,346	2,860	2,850	20,864	145,589	(231,884)	(161,788)	(14,088)	(98,308)	(3,636)	(25,370)	-	-	
B - Low-Income	2,031	294	358	1,888	16,039	21	16	2,472	49,240	335	6,458	2,023,395	10,171,545	
B1 - Low-Income Whole House	2,031	294	358	1,888	16,039	21	16	2,472	49,240	335	6,458	2,023,395	10,171,545	
B1a - Low-Income Single Family Retrofit	915	227	207	1,230	10,430	21	16	2,472	49,240	335	6,458	2,023,395	10,171,545	
B1b - Low-Income Multi-Family Retrofit	1,116	66	152	657	5,608	-	-	-	-	-	-	-	-	
C - Commercial & Industrial	1,276	3,140	2,771	13,645	171,504	(90,123)	(129,149)	(2,316)	(33,074)	4,197	44,444	545,691	2,562,765	
C1 - C&I New Construction	116	427	434	1,920	28,415	(55,868)	(83,631)	(186)	(2,675)	440	6,604	13,696	54,784	
C1a - C&I New Buildings & Major Renovations	35	103	79	671	10,263	(760)	(1,115)	(152)	(2,234)	440	6,604	13,696	54,784	
C1b - C&I Initial Purchase & End of Useful Life	81	325	355	1,249	18,152	(55,108)	(82,516)	(34)	(441)	-	-	-	-	
C2 - C&I Retrofit	1,160	2,713	2,336	11,724	143,089	(34,255)	(45,518)	(2,130)	(30,399)	3,757	37,840	531,995	2,507,981	
C2a - C&I Existing Building Retrofit	215	1,563	1,301	6,660	86,497	(7,121)	(11,706)	(1,646)	(25,624)	3,724	37,229	34,229	256,721	
C2b - C&I Small Business	350	736	602	2,535	32,327	(25,432)	(32,342)	(178)	(2,242)	10	87	493,238	2,219,571	
C2c - C&I Multifamily Retrofit	34	8	60	201	1,580	-	-	39	452	24	523	4,527	31,690	
C2d - C&I Upstream Lighting	561	406	374	2,328	22,685	(1,702)	(1,470)	(346)	(2,985)	-	-	-	-	
Grand Total	165,412	8,391	8,610	49,484	466,498	(76,339)	233,616	13,775	486,890	11,895	240,252	5,362,666	35,071,117	

Program Savings, Plan Year Summary
2017 Planned vs. Evaluated
Cape Light Compact
June 8, 2018

2017 Planned v. Evaluated Net Savings Variances (%)															
Program	# of Participants	Electric Savings				Natural Gas Savings				Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)		Annual	Lifetime
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	95%	85%	51%	79%	38%	-114%	-138%	-74%	-57%	-10%	8%	-32%	-42%		
A1 - Residential Whole House	159%	19%	28%	30%	12%	7017%	1591%	-53%	-50%	14%	14%	-37%	-46%		
A1a - Residential New Construction	354%	105%	4%	41%	-15%	-5269%	-324%	-970%	-344%	85%	78%	-43%	-43%		
A1b - Residential Multi-Family Retrofit	98%	139%	48%	78%	74%	-100%	-100%	-95%	-96%	250%	402%	-43%	-43%		
A1c - Residential Home Energy Services - Measures	197%	15%	32%	30%	13%	13709%	3530%	-52%	-50%	2%	0%	-31%	-40%		
A1d - Residential Home Energy Services - RCS															
A1e - Residential Behavior/Feedback Program	-98%	-87%	-87%	-85%	-86%	110%	-87%	48%	-11%	64%	-2%	-73%	-84%		
A2 - Residential Products	92%	154%	75%	116%	60%	134%	-83%	143%	76%	144%	76%	92%	92%		
A2a - Residential Heating & Cooling Equipment	-52%	-16%	-55%	-16%	-10%	-46%	-95%								
A2b - Residential Consumer Products	33%	118%	-13%	59%	78%	240%	-66%	65%	65%	-11%	-11%	92%	92%		
A2c - Residential Lighting	104%	188%	123%	144%	76%	142%	-83%	142%	75%	142%	75%				
B - Low-Income	112%	3%	-34%	8%	-12%			-81%	-84%	-64%	-64%	-20%	-20%		
B1 - Low-Income Whole House	112%	3%	-34%	8%	-12%			-81%	-84%	-64%	-64%	-20%	-20%		
B1a - Low-Income Single Family Retrofit	43%	3%	-19%	-7%	-22%			-56%	-56%	-64%	-64%	16%	16%		
B1b - Low-Income Multi-Family Retrofit	249%	3%	-48%	56%	16%			-100%	-100%			-100%	-100%		
C - Commercial & Industrial	-48%	-57%	-52%	-63%	-48%	-48%	-94%	-36%	-146%	35%	13%	38%	47%		
C1 - C&I New Construction	33%	48%	35%	9%	-14%	-31%	-95%	-258%	-246%						
C1a - C&I New Buildings & Major Renovations	-5%	6%	49%	20%	13%	-209%	-110%	-230%	-222%						
C1b - C&I Initial Purchase & End of Useful Life	62%	70%	32%	3%	-24%	-33%	-95%								
C2 - C&I Retrofit	-51%	-62%	-57%	-67%	-52%	-63%	-93%	-43%	-144%	21%	-4%	35%	44%		
C2a - C&I Existing Building Retrofit	35%	93%	93%	28%	35%	-148%	-108%	-618%	-1060%	702%	551%	295%	295%		
C2b - C&I Small Business	-50%	-66%	-62%	-74%	-75%	-21%	-92%	-102%	-102%	-100%	-100%	306%	356%		
C2c - C&I Multifamily Retrofit	-90%	-45%	-56%	-42%	-69%	-100%	-100%	-88%	-93%	72%	97%	-98%	-97%		
C2d - C&I Upstream Lighting	-53%	-90%	-88%	-88%	-77%	-98%	-100%	-98%	-96%						
Grand Total	91%	-19%	-13%	-14%	-15%	-72%	-107%	-78%	-67%	-3%	3%	-24%	-34%		

Notes
• The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Program Savings, Three-Year Total
2016-2018 Net Savings
Cape Light Compact
June 8, 2018

2016 Evaluated Net Savings														
Program	# of Participants	Electric Savings				Natural Gas Savings			Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)		
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	
A - Residential	84,183	3,405	4,033	24,337	196,860	(117,572)	270,856	10,631	403,959	5,637	128,668	2,562,146	19,057,903	
A1 - Residential Whole House	6,982	1,342	2,023	9,453	94,860	56,367	1,345,730	22,240	474,226	6,526	134,054	2,038,796	15,394,453	
A1a - Residential New Construction	323	255	201	1,012	10,048	(10,538)	(63,188)	(697)	(3,995)	1,497	35,361	-	-	
A1b - Residential Multi-Family Retrofit	549	34	198	571	7,669	118	1,305	-	-	1	7	208,982	1,462,873	
A1c - Residential Home Energy Services - Measures	6,101	1,046	1,615	7,825	76,835	66,194	1,403,454	22,901	477,969	5,013	98,580	1,645,222	12,639,436	
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-	-	-	-	-	-	-	-	
A1e - Residential Behavior/Feedback Program	9	7	9	44	308	594	4,158	36	252	15	106	184,592	1,292,144	
A2 - Residential Products	77,201	2,063	2,010	14,884	101,999	(173,939)	(1,074,873)	(11,609)	(70,267)	(889)	(5,386)	523,350	3,663,450	
A2a - Residential Heating & Cooling Equipment	2,561	123	178	939	14,598	(2,198)	(38,681)	(55)	(550)	(8)	(77)	-	-	
A2b - Residential Consumer Products	2,478	166	64	894	8,639	262	1,835	12	81	9	60	523,350	3,663,450	
A2c - Residential Lighting	72,162	1,774	1,767	13,051	78,763	(172,003)	(1,038,027)	(11,566)	(69,798)	(890)	(5,369)	-	-	
B - Low-Income	1,347	310	519	1,668	14,667	-	-	4,840	96,762	1,330	26,583	3,078,103	15,390,515	
B1 - Low-Income Whole House	1,347	310	519	1,668	14,667	-	-	4,840	96,762	1,330	26,583	3,078,103	15,390,515	
B1a - Low-Income Single Family Retrofit	896	230	218	1,316	11,767	-	-	4,184	83,658	561	11,211	1,995,090	9,975,450	
B1b - Low-Income Multi-Family Retrofit	451	80	301	352	2,900	-	-	655	13,104	769	15,372	1,083,013	5,415,065	
C - Commercial & Industrial	1,806	4,273	3,248	24,906	217,880	(100,162)	(938,576)	(9,620)	(41,581)	141	1,665	452,825	3,356,442	
C1 - C&I New Construction	156	255	190	1,530	22,899	(20,624)	(309,084)	(18)	(211)	-	-	157,900	1,412,848	
C1a - C&I New Buildings & Major Renovations	52	100	90	673	10,110	(1,046)	(15,426)	(154)	(2,257)	-	-	157,900	1,412,848	
C1b - C&I Initial Purchase & End of Useful Life	104	155	100	856	12,790	(19,577)	(293,659)	136	2,046	-	-	-	-	
C2 - C&I Retrofit	1,650	4,018	3,058	23,377	194,981	(79,538)	(629,491)	(9,603)	(41,370)	141	1,665	294,925	1,943,594	
C2a - C&I Existing Building Retrofit	271	693	665	6,495	85,966	(1,960)	(26,525)	715	14,282	90	1,060	138,890	1,319,455	
C2b - C&I Small Business	259	534	331	2,694	34,221	(23,917)	(321,198)	(9)	(1,522)	51	605	156,035	624,139	
C2c - C&I Multifamily Retrofit	18	4	10	48	462	-	-	-	-	-	-	-	-	
C2d - C&I Upstream Lighting	1,102	2,787	2,051	14,140	74,331	(53,661)	(281,768)	(10,309)	(54,129)	-	-	-	-	
Grand Total	87,336	7,988	7,800	50,912	429,406	(217,733)	(667,720)	5,850	459,140	7,109	156,915	6,093,074	37,804,860	

2017 Evaluated Net Savings														
Program	# of Participants	Electric Savings				Natural Gas Savings			Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)		
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	
A - Residential	162,105	4,957	5,481	33,952	278,956	13,763	362,749	13,619	470,725	7,364	189,350	2,793,581	22,336,807	
A1 - Residential Whole House	9,162	1,632	2,368	10,535	102,184	247,108	527,904	27,724	569,322	10,988	214,663	2,514,076	20,380,276	
A1a - Residential New Construction	395	174	177	759	9,328	(5,769)	(3,749)	(409)	(2,861)	2,456	57,193	-	-	
A1b - Residential Multi-Family Retrofit	647	37	202	613	8,756	-	-	17	239	48	1,185	73,439	514,074	
A1c - Residential Home Energy Services - Measures	8,112	1,417	1,984	9,136	83,934	250,215	530,056	28,058	571,591	8,465	156,169	2,306,509	19,061,434	
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-	-	-	-	-	-	-	-	
A1e - Residential Behavior/Feedback Program	8	4	5	28	165	2,662	1,597	59	353	19	115	134,128	804,768	
A2 - Residential Products	152,943	3,326	3,113	23,417	176,771	(233,345)	(165,155)	(14,105)	(98,597)	(3,624)	(25,312)	279,504	1,956,531	
A2a - Residential Heating & Cooling Equipment	2,245	142	182	1,200	18,447	(2,216)	(3,895)	(58)	(580)	(8)	(81)	-	-	
A2b - Residential Consumer Products	3,352	323	81	1,354	12,736	754	528	42	291	20	139	279,504	1,956,531	
A2c - Residential Lighting	147,346	2,860	2,850	20,864	145,589	(231,884)	(161,788)	(14,088)	(98,308)	(3,636)	(25,370)	-	-	
B - Low-Income	2,031	294	358	1,888	16,039	21	16	2,472	49,240	335	6,458	2,023,395	10,171,545	
B1 - Low-Income Whole House	2,031	294	358	1,888	16,039	21	16	2,472	49,240	335	6,458	2,023,395	10,171,545	
B1a - Low-Income Single Family Retrofit	915	227	207	1,230	10,430	21	16	2,472	49,240	335	6,458	2,023,395	10,171,545	
B1b - Low-Income Multi-Family Retrofit	1,116	66	152	657	5,608	-	-	-	-	-	-	-	-	
C - Commercial & Industrial	1,276	3,140	2,771	13,645	171,504	(90,123)	(129,149)	(2,316)	(33,074)	4,197	44,444	545,691	2,562,765	
C1 - C&I New Construction	116	427	434	1,920	28,415	(55,868)	(83,631)	(186)	(2,675)	440	6,604	13,696	54,784	
C1a - C&I New Buildings & Major Renovations	35	103	79	671	10,263	(760)	(1,115)	(152)	(2,234)	440	6,604	13,696	54,784	
C1b - C&I Initial Purchase & End of Useful Life	81	325	355	1,249	18,152	(55,108)	(82,516)	(34)	(441)	-	-	-	-	
C2 - C&I Retrofit	1,160	2,713	2,336	11,724	143,089	(34,255)	(45,518)	(2,130)	(30,399)	3,757	37,840	531,995	2,507,981	
C2a - C&I Existing Building Retrofit	215	1,563	1,301	6,660	86,497	(7,121)	(11,706)	(1,646)	(25,624)	3,724	37,229	34,229	256,721	
C2b - C&I Small Business	350	736	602	2,535	32,327	(25,432)	(32,342)	(178)	(2,242)	10	87	493,238	2,219,571	
C2c - C&I Multifamily Retrofit	34	8	60	201	1,580	-	-	39	452	24	523	4,527	31,690	
C2d - C&I Upstream Lighting	561	406	374	2,328	22,885	(1,702)	(1,470)	(346)	(2,985)	-	-	-	-	
Grand Total	165,412	8,391	8,610	49,484	466,498	(76,339)	233,616	13,775	486,890	11,895	240,252	5,362,666	35,071,117	

Program Savings, Three-Year Total
2016-2018 Net Savings
Cape Light Compact
June 8, 2018

2018 Planned Net Savings															
Program	# of Participants	Electric Savings				Natural Gas Savings				Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)		Annual	Lifetime
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime		
A - Residential	77,345	2,485	3,420	17,211	195,123	(84,691)	(894,824)	57,929	1,169,331	9,517	194,031	5,059,487	48,683,555		
A1 - Residential Whole House	3,743	1,376	1,856	8,128	95,321	3,485	31,335	62,542	1,217,783	10,692	206,424	4,913,767	47,663,515		
A1a - Residential New Construction	90	87	172	618	12,767	115	1,728	49	1,215	1,371	33,257	-	-		
A1b - Residential Multi-Family Retrofit	336	18	140	354	5,181	290	2,328	338	5,719	14	236	132,543	927,801		
A1c - Residential Home Energy Services - Measures	2,867	1,243	1,504	6,970	76,240	1,812	14,604	62,116	1,210,450	9,295	172,814	4,282,892	41,752,394		
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-	-	-	-	-	-	-	-		
A1e - Residential Behavior/Feedback Program	450	29	40	187	1,133	1,268	12,675	40	398	12	117	498,332	4,983,320		
A2 - Residential Products	73,602	1,108	1,564	9,083	99,802	(88,176)	(926,159)	(4,613)	(48,452)	(1,175)	(12,394)	145,720	1,020,040		
A2a - Residential Heating & Cooling Equipment	4,905	178	462	1,511	22,036	(4,082)	(73,483)	-	-	-	-	-	-		
A2b - Residential Consumer Products	2,370	139	86	771	6,463	222	1,554	25	176	22	155	145,720	1,020,040		
A2c - Residential Lighting	66,327	790	1,016	6,801	71,302	(84,316)	(854,230)	(4,638)	(48,628)	(1,197)	(12,549)	-	-		
B - Low-Income	1,120	317	642	1,925	20,543	-	-	13,398	302,789	1,137	22,334	2,954,560	14,772,800		
B1 - Low-Income Whole House	1,120	317	642	1,925	20,543	-	-	13,398	302,789	1,137	22,334	2,954,560	14,772,800		
B1a - Low-Income Single Family Retrofit	720	241	291	1,450	15,251	-	-	6,345	126,461	1,137	22,334	1,967,760	9,838,800		
B1b - Low-Income Multi-Family Retrofit	400	76	351	475	5,292	-	-	7,053	176,328	-	-	986,800	4,934,000		
C - Commercial & Industrial	2,751	7,540	5,840	39,373	372,130	(143,780)	(1,743,673)	6,792	198,289	5,405	69,152	426,095	1,943,422		
C1 - C&I New Construction	87	283	310	1,848	34,496	(55,316)	(1,109,107)	106	1,668	-	-	-	-		
C1a - C&I New Buildings & Major Renovations	37	97	53	684	11,627	639	9,989	106	1,668	-	-	-	-		
C1b - C&I Initial Purchase & End of Useful Life	50	187	257	1,164	22,869	(55,955)	(1,119,096)	-	-	-	-	-	-		
C2 - C&I Retrofit	2,664	7,256	5,530	37,525	337,634	(88,464)	(634,566)	6,686	196,621	5,405	69,152	426,095	1,943,422		
C2a - C&I Existing Building Retrofit	163	857	720	5,934	72,955	15,057	156,357	167	777	444	5,512	8,665	64,989		
C2b - C&I Small Business	965	2,604	1,889	12,833	166,972	(33,936)	(442,978)	19,794	257,541	4,947	63,374	142,987	643,443		
C2c - C&I Multifamily Retrofit	336	16	139	354	5,190	300	2,948	335	6,639	14	265	274,442	1,234,989		
C2d - C&I Upstream Lighting	1,200	3,778	2,781	18,406	92,517	(69,885)	(350,893)	(13,610)	(68,337)	-	-	-	-		
Grand Total	81,216	10,341	9,902	58,509	587,796	(228,471)	(2,638,497)	78,119	1,670,409	16,060	285,516	8,440,142	65,399,777		

2016-2018 Net Savings															
Program	# of Participants	Electric Savings				Natural Gas Savings				Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)		Annual	Lifetime
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime		
A - Residential	323,633	10,847	12,934	75,500	670,938	(188,500)	(261,219)	82,180	2,044,014	22,518	512,049	10,415,213	90,078,265		
A1 - Residential Whole House	19,887	4,350	6,247	28,117	292,366	306,960	1,904,969	112,506	2,261,331	28,205	555,141	9,466,639	83,438,244		
A1a - Residential New Construction	808	515	550	2,389	32,143	(16,192)	(65,208)	(1,057)	(5,641)	5,323	125,812	-	-		
A1b - Residential Multi-Family Retrofit	1,532	89	540	1,538	21,607	408	3,633	354	5,958	63	1,428	414,964	2,904,748		
A1c - Residential Home Energy Services - Measures	17,080	3,706	5,102	23,931	237,009	318,221	1,948,114	113,075	2,260,010	22,773	427,563	8,234,623	73,453,264		
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-	-	-	-	-	-	-	-		
A1e - Residential Behavior/Feedback Program	467	39	54	259	1,606	4,524	18,430	135	1,003	46	338	817,052	7,080,232		
A2 - Residential Products	303,746	6,497	6,688	47,383	378,573	(495,461)	(2,166,188)	(30,327)	(217,316)	(5,688)	(43,092)	948,574	6,640,021		
A2a - Residential Heating & Cooling Equipment	9,711	444	823	3,650	55,081	(8,496)	(116,060)	(113)	(1,130)	(16)	(158)	-	-		
A2b - Residential Consumer Products	8,200	629	231	3,018	27,838	1,238	3,917	78	549	51	354	948,574	6,640,021		
A2c - Residential Lighting	285,835	5,425	5,634	40,716	295,654	(488,203)	(2,054,045)	(30,292)	(216,735)	(5,722)	(43,288)	-	-		
B - Low-Income	4,498	920	1,519	5,480	51,248	21	16	20,709	448,791	2,802	55,374	8,056,058	40,334,860		
B1 - Low-Income Whole House	4,498	920	1,519	5,480	51,248	21	16	20,709	448,791	2,802	55,374	8,056,058	40,334,860		
B1a - Low-Income Single Family Retrofit	2,531	698	716	3,996	37,448	21	16	13,000	259,359	2,033	40,002	5,986,245	29,985,795		
B1b - Low-Income Multi-Family Retrofit	1,967	222	803	1,484	13,801	-	-	7,708	189,432	769	15,372	2,069,813	10,349,065		
C - Commercial & Industrial	5,833	14,953	11,858	77,924	761,514	(334,065)	(2,811,398)	(5,144)	123,634	9,744	115,260	1,424,610	7,862,629		
C1 - C&I New Construction	359	966	934	5,298	85,810	(133,807)	(1,501,823)	(97)	(1,218)	440	6,604	171,596	1,467,632		
C1a - C&I New Buildings & Major Renovations	124	300	223	2,028	31,999	(1,167)	(6,551)	(200)	(2,823)	440	6,604	171,596	1,467,632		
C1b - C&I Initial Purchase & End of Useful Life	235	666	711	3,270	53,811	(130,640)	(1,495,271)	103	1,605	-	-	-	-		
C2 - C&I Retrofit	5,474	13,987	10,924	72,626	675,703	(202,258)	(1,309,576)	(5,047)	124,853	9,303	108,656	1,253,014	6,394,997		
C2a - C&I Existing Building Retrofit	649	3,113	2,687	19,089	245,418	5,976	118,126	(764)	(10,565)	4,258	43,802	181,785	1,641,165		
C2b - C&I Small Business	1,574	3,874	2,822	18,061	233,520	(83,285)	(796,518)	19,607	253,778	5,008	64,065	792,260	3,487,154		
C2c - C&I Multifamily Retrofit	388	28	209	603	7,232	300	2,948	374	7,091	37	789	278,969	1,266,679		
C2d - C&I Upstream Lighting	2,863	6,972	5,206	34,873	189,533	(125,249)	(634,132)	(24,264)	(125,451)	-	-	-	-		
Grand Total	333,964	26,719	26,312	158,905	1,483,700	(522,544)	(3,072,601)	97,744	2,616,439	35,064	682,683	19,895,881	138,275,754		

Program Benefits, Plan Year Summary
2017 Planned vs. Evaluated
Cape Light Compact
June 8, 2018

2017 Planned Benefits								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	\$ 5,274,710	\$ 1,265,444	\$ 4,238,008	\$ -	\$ 10,778,161	\$ 16,437,351	\$ 1,560,346	\$ 17,997,696
A1 - Residential Whole House	\$ 3,134,795	\$ 740,150	\$ 2,478,784	\$ -	\$ 6,353,729	\$ 7,613,718	\$ 673,298	\$ 8,287,016
A1a - Residential New Construction	\$ 312,330	\$ 70,917	\$ 237,501	\$ -	\$ 620,748	\$ 1,021,333	\$ 50,706	\$ 1,072,038
A1b - Residential Multi-Family Retrofit	\$ 26,595	\$ 6,495	\$ 21,751	\$ -	\$ 54,841	\$ 442,628	\$ 30,362	\$ 472,991
A1c - Residential Home Energy Services - Measures	\$ 2,766,671	\$ 655,366	\$ 2,194,838	\$ -	\$ 5,616,874	\$ 6,060,977	\$ 580,226	\$ 6,641,203
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 29,200	\$ 7,373	\$ 24,693	\$ -	\$ 61,266	\$ 88,780	\$ 12,004	\$ 100,784
A2 - Residential Products	\$ 2,139,914	\$ 525,294	\$ 1,759,224	\$ -	\$ 4,424,432	\$ 8,823,633	\$ 887,048	\$ 9,710,680
A2a - Residential Heating & Cooling Equipment	\$ 393,039	\$ 92,774	\$ 310,703	\$ -	\$ 796,515	\$ 1,683,651	\$ 121,720	\$ 1,805,371
A2b - Residential Consumer Products	\$ 205,754	\$ 52,008	\$ 174,176	\$ -	\$ 431,938	\$ 516,170	\$ 63,794	\$ 579,964
A2c - Residential Lighting	\$ 1,541,121	\$ 380,512	\$ 1,274,345	\$ -	\$ 3,195,979	\$ 6,623,812	\$ 701,533	\$ 7,325,345
B - Low-Income	\$ 516,645	\$ 125,614	\$ 420,685	\$ -	\$ 1,062,944	\$ 1,439,719	\$ 142,655	\$ 1,582,374
B1 - Low-Income Whole House	\$ 516,645	\$ 125,614	\$ 420,685	\$ -	\$ 1,062,944	\$ 1,439,719	\$ 142,655	\$ 1,582,374
B1a - Low-Income Single Family Retrofit	\$ 425,762	\$ 102,690	\$ 343,911	\$ -	\$ 872,363	\$ 1,039,559	\$ 107,967	\$ 1,147,525
B1b - Low-Income Multi-Family Retrofit	\$ 90,883	\$ 22,924	\$ 76,774	\$ -	\$ 190,581	\$ 400,160	\$ 34,688	\$ 434,848
C - Commercial & Industrial	\$ 9,875,282	\$ 2,478,040	\$ 8,299,025	\$ -	\$ 20,652,346	\$ 24,886,969	\$ 2,978,306	\$ 27,865,274
C1 - C&I New Construction	\$ 833,004	\$ 192,161	\$ 643,553	\$ -	\$ 1,668,718	\$ 2,780,839	\$ 156,138	\$ 2,936,977
C1a - C&I New Buildings & Major Renovations	\$ 225,173	\$ 52,993	\$ 177,476	\$ -	\$ 455,642	\$ 744,092	\$ 48,185	\$ 792,277
C1b - C&I Initial Purchase & End of Useful Life	\$ 607,832	\$ 139,168	\$ 466,077	\$ -	\$ 1,213,077	\$ 2,036,747	\$ 107,953	\$ 2,144,700
C2 - C&I Retrofit	\$ 9,042,277	\$ 2,285,879	\$ 7,655,472	\$ -	\$ 18,983,628	\$ 22,106,129	\$ 2,822,168	\$ 24,928,297
C2a - C&I Existing Building Retrofit	\$ 1,666,227	\$ 398,787	\$ 1,335,549	\$ -	\$ 3,400,563	\$ 4,815,235	\$ 427,391	\$ 5,242,626
C2b - C&I Small Business	\$ 4,517,141	\$ 1,079,552	\$ 3,615,451	\$ -	\$ 9,212,145	\$ 9,934,835	\$ 845,670	\$ 10,780,505
C2c - C&I Multifamily Retrofit	\$ 30,266	\$ 7,236	\$ 24,233	\$ -	\$ 61,736	\$ 419,239	\$ 30,221	\$ 449,460
C2d - C&I Upstream Lighting	\$ 2,828,642	\$ 800,303	\$ 2,680,238	\$ -	\$ 6,309,184	\$ 6,936,820	\$ 1,518,887	\$ 8,455,706
Grand Total	\$ 15,666,636	\$ 3,869,098	\$ 12,957,717	\$ -	\$ 32,493,451	\$ 42,764,038	\$ 4,681,306	\$ 47,445,345

2017 Evaluated Benefits								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	\$ 6,420,554	\$ 1,610,962	\$ 5,395,156	\$ -	\$ 13,426,673	\$ 21,425,201	\$ 2,708,287	\$ 24,133,488
A1 - Residential Whole House	\$ 2,888,323	\$ 694,148	\$ 2,324,721	\$ -	\$ 5,907,192	\$ 8,364,351	\$ 861,627	\$ 9,225,978
A1a - Residential New Construction	\$ 463,359	\$ 107,002	\$ 358,353	\$ -	\$ 928,714	\$ 811,854	\$ 64,017	\$ 875,871
A1b - Residential Multi-Family Retrofit	\$ 39,384	\$ 10,209	\$ 34,190	\$ -	\$ 83,783	\$ 786,705	\$ 54,258	\$ 840,964
A1c - Residential Home Energy Services - Measures	\$ 2,382,523	\$ 576,108	\$ 1,929,403	\$ -	\$ 4,888,034	\$ 6,754,078	\$ 741,283	\$ 7,495,361
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 3,057	\$ 829	\$ 2,775	\$ -	\$ 6,661	\$ 11,713	\$ 2,069	\$ 13,782
A2 - Residential Products	\$ 3,532,231	\$ 916,814	\$ 3,070,435	\$ -	\$ 7,519,480	\$ 13,060,851	\$ 1,846,660	\$ 14,907,510
A2a - Residential Heating & Cooling Equipment	\$ 310,736	\$ 73,110	\$ 244,847	\$ -	\$ 628,693	\$ 1,536,677	\$ 104,645	\$ 1,641,323
A2b - Residential Consumer Products	\$ 441,581	\$ 110,548	\$ 370,227	\$ -	\$ 922,356	\$ 910,738	\$ 99,318	\$ 1,010,056
A2c - Residential Lighting	\$ 2,779,915	\$ 733,156	\$ 2,455,361	\$ -	\$ 5,968,432	\$ 10,613,435	\$ 1,642,696	\$ 12,256,132
B - Low-Income	\$ 372,632	\$ 93,845	\$ 314,290	\$ -	\$ 780,767	\$ 1,206,513	\$ 148,289	\$ 1,354,802
B1 - Low-Income Whole House	\$ 372,632	\$ 93,845	\$ 314,290	\$ -	\$ 780,767	\$ 1,206,513	\$ 148,289	\$ 1,354,802
B1a - Low-Income Single Family Retrofit	\$ 293,220	\$ 73,692	\$ 246,798	\$ -	\$ 613,711	\$ 789,088	\$ 97,327	\$ 886,414
B1b - Low-Income Multi-Family Retrofit	\$ 79,412	\$ 20,153	\$ 67,492	\$ -	\$ 167,057	\$ 417,426	\$ 50,962	\$ 468,388
C - Commercial & Industrial	\$ 6,047,292	\$ 1,446,581	\$ 4,844,640	\$ -	\$ 12,338,513	\$ 12,945,815	\$ 1,107,625	\$ 14,053,440
C1 - C&I New Construction	\$ 965,469	\$ 226,650	\$ 759,057	\$ -	\$ 1,951,177	\$ 2,222,173	\$ 160,036	\$ 2,382,209
C1a - C&I New Buildings & Major Renovations	\$ 241,607	\$ 56,486	\$ 189,174	\$ -	\$ 487,267	\$ 818,110	\$ 56,699	\$ 874,809
C1b - C&I Initial Purchase & End of Useful Life	\$ 723,863	\$ 170,164	\$ 569,884	\$ -	\$ 1,463,910	\$ 1,404,063	\$ 103,337	\$ 1,507,400
C2 - C&I Retrofit	\$ 5,081,823	\$ 1,219,931	\$ 4,085,583	\$ -	\$ 10,387,336	\$ 10,723,642	\$ 947,589	\$ 11,671,231
C2a - C&I Existing Building Retrofit	\$ 3,069,642	\$ 732,978	\$ 2,454,766	\$ -	\$ 6,257,386	\$ 6,530,254	\$ 543,736	\$ 7,073,990
C2b - C&I Small Business	\$ 1,442,443	\$ 344,780	\$ 1,154,677	\$ -	\$ 2,941,900	\$ 2,428,304	\$ 206,769	\$ 2,635,073
C2c - C&I Multifamily Retrofit	\$ 6,826	\$ 1,843	\$ 6,173	\$ -	\$ 14,842	\$ 118,005	\$ 15,106	\$ 133,112
C2d - C&I Upstream Lighting	\$ 562,911	\$ 140,330	\$ 469,968	\$ -	\$ 1,173,209	\$ 1,647,079	\$ 181,978	\$ 1,829,056
Grand Total	\$ 12,840,478	\$ 3,151,388	\$ 10,554,087	\$ -	\$ 26,545,953	\$ 35,577,530	\$ 3,964,201	\$ 39,541,731

Program Benefits, Plan Year Summary
2017 Planned vs. Evaluated
Cape Light Compact
June 8, 2018

2017 Planned v. Evaluated Benefit Variances (%)								
Program	Electric Benefits							
	Capacity				Energy			
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	22%	27%	27%		25%	30%	74%	34%
A1 - Residential Whole House	-8%	-6%	-6%		-7%	10%	28%	11%
A1a - Residential New Construction	48%	51%	51%		50%	-21%	26%	-18%
A1b - Residential Multi-Family Retrofit	48%	57%	57%		53%	78%	79%	78%
A1c - Residential Home Energy Services - Measures	-14%	-12%	-12%		-13%	11%	28%	13%
A1d - Residential Home Energy Services - RCS								
A1e - Residential Behavior/Feedback Program	-90%	-89%	-89%		-89%	-87%	-83%	-86%
A2 - Residential Products	65%	75%	75%		70%	48%	108%	54%
A2a - Residential Heating & Cooling Equipment	-21%	-21%	-21%		-21%	-9%	-14%	-9%
A2b - Residential Consumer Products	115%	113%	113%		114%	76%	56%	74%
A2c - Residential Lighting	80%	93%	93%		87%	60%	134%	67%
B - Low-Income	-28%	-25%	-25%		-27%	-16%	4%	-14%
B1 - Low-Income Whole House	-28%	-25%	-25%		-27%	-16%	4%	-14%
B1a - Low-Income Single Family Retrofit	-31%	-28%	-28%		-30%	-24%	-10%	-23%
B1b - Low-Income Multi-Family Retrofit	-13%	-12%	-12%		-12%	4%	47%	8%
C - Commercial & Industrial	-39%	-42%	-42%		-40%	-48%	-63%	-50%
C1 - C&I New Construction	16%	18%	18%		17%	-20%	2%	-19%
C1a - C&I New Buildings & Major Renovations	7%	7%	7%		7%	10%	18%	10%
C1b - C&I Initial Purchase & End of Useful Life	19%	22%	22%		21%	-31%	-4%	-30%
C2 - C&I Retrofit	-44%	-47%	-47%		-45%	-51%	-66%	-53%
C2a - C&I Existing Building Retrofit	84%	84%	84%		84%	36%	27%	35%
C2b - C&I Small Business	-68%	-68%	-68%		-68%	-76%	-76%	-76%
C2c - C&I Multifamily Retrofit	-77%	-75%	-75%		-76%	-72%	-50%	-70%
C2d - C&I Upstream Lighting	-80%	-82%	-82%		-81%	-76%	-88%	-78%
Grand Total	-18%	-19%	-19%		-18%	-17%	-15%	-17%

Notes

- Total Resource Benefits is the sum of electric benefits, natural gas benefits, and other resource benefits.

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

Program Benefits, Plan Year Summary

2017 Planned vs. Evaluated

Cape Light Compact

June 8, 2018

Program	2017 Planned Benefits										Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant		
	Non-Electric Resource Benefits							Total Other Resource Benefits	Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits					Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits												
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits									
A - Residential	\$ (811,502)	\$ (83,738)	\$ (895,241)	\$ 22,812,931	\$ 3,360,792	\$ 409,118	\$ 26,582,841	\$ 54,463,458	\$ 7,186,616	\$ 61,650,073	\$ 655.84					
A1 - Residential Whole House	\$ 24,952	\$ 3,013	\$ 27,966	\$ 23,935,663	\$ 3,632,445	\$ 398,236	\$ 27,966,344	\$ 42,635,055	\$ 6,463,036	\$ 49,098,091	\$ 12,030.21					
A1a - Residential New Construction	\$ 1,341	\$ 115	\$ 1,456	\$ 25,087	\$ 621,303	\$ -	\$ 646,390	\$ 2,340,632	\$ 476,000	\$ 2,816,632	\$ 26,903.82					
A1b - Residential Multi-Family Retrofit	\$ 1,787	\$ 239	\$ 2,027	\$ 114,592	\$ 4,519	\$ 9,552	\$ 128,664	\$ 658,522	\$ 208,237	\$ 866,759	\$ 2,020.01					
A1c - Residential Home Energy Services - Measures	\$ 11,377	\$ 1,556	\$ 12,932	\$ 23,788,110	\$ 3,004,419	\$ 335,866	\$ 27,128,395	\$ 39,399,404	\$ 5,778,799	\$ 45,178,204	\$ 14,426.73					
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
A1e - Residential Behavior/Feedback Program	\$ 10,447	\$ 1,103	\$ 11,550	\$ 7,874	\$ 2,203	\$ 52,817	\$ 62,895	\$ 236,496	\$ -	\$ 236,496	\$ 591.24					
A2 - Residential Products	\$ (836,455)	\$ (86,751)	\$ (923,206)	\$ (1,122,733)	\$ (271,652)	\$ 10,882	\$ (1,383,503)	\$ 11,828,403	\$ 723,580	\$ 12,551,983	\$ 148.79					
A2a - Residential Heating & Cooling Equipment	\$ (62,997)	\$ (4,248)	\$ (67,245)	\$ -	\$ -	\$ -	\$ -	\$ 2,534,641	\$ 182,359	\$ 2,717,001	\$ 537.28					
A2b - Residential Consumer Products	\$ 1,267	\$ 179	\$ 1,445	\$ 3,414	\$ 2,901	\$ 10,882	\$ 17,198	\$ 1,030,545	\$ -	\$ 1,030,545	\$ 408.95					
A2c - Residential Lighting	\$ (774,725)	\$ (82,682)	\$ (857,407)	\$ (1,126,147)	\$ (274,554)	\$ -	\$ (1,400,701)	\$ 8,263,217	\$ 541,221	\$ 8,804,437	\$ 114.35					
B - Low-Income	\$ -	\$ -	\$ -	\$ 6,332,208	\$ 347,696	\$ 136,005	\$ 6,815,909	\$ 9,461,227	\$ 1,623,070	\$ 11,084,297	\$ 9,855.44					
B1 - Low-Income Whole House	\$ -	\$ -	\$ -	\$ 6,332,208	\$ 347,696	\$ 136,005	\$ 6,815,909	\$ 9,461,227	\$ 1,623,070	\$ 11,084,297	\$ 9,855.44					
B1a - Low-Income Single Family Retrofit	\$ -	\$ -	\$ -	\$ 2,355,822	\$ 347,696	\$ 93,710	\$ 2,797,228	\$ 4,817,117	\$ 1,053,340	\$ 5,870,457	\$ 7,526.74					
B1b - Low-Income Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 3,976,386	\$ -	\$ 42,295	\$ 4,018,681	\$ 4,644,110	\$ 569,730	\$ 5,213,840	\$ 14,512.84					
C - Commercial & Industrial	\$ (1,802,087)	\$ (170,278)	\$ (1,972,365)	\$ 1,404,734	\$ 745,429	\$ 18,520	\$ 2,168,682	\$ 48,713,938	\$ 8,792,889	\$ 57,506,827	\$ 19,706.29					
C1 - C&I New Construction	\$ (1,314,481)	\$ (93,589)	\$ (1,408,070)	\$ 34,378	\$ -	\$ -	\$ 34,378	\$ 3,232,003	\$ -	\$ 3,232,003	\$ 37,149.46					
C1a - C&I New Buildings & Major Renovations	\$ 8,454	\$ 725	\$ 9,179	\$ 34,378	\$ -	\$ -	\$ 34,378	\$ 1,291,476	\$ -	\$ 1,291,476	\$ 34,904.76					
C1b - C&I Initial Purchase & End of Useful Life	\$ (1,322,935)	\$ (94,315)	\$ (1,417,250)	\$ -	\$ -	\$ -	\$ -	\$ 1,940,527	\$ -	\$ 1,940,527	\$ 38,810.54					
C2 - C&I Retrofit	\$ (487,606)	\$ (76,689)	\$ (564,295)	\$ 1,370,355	\$ 745,429	\$ 18,520	\$ 2,134,304	\$ 45,481,935	\$ 8,792,889	\$ 54,274,824	\$ 19,069.99					
C2a - C&I Existing Building Retrofit	\$ 118,181	\$ 13,700	\$ 131,881	\$ 47,751	\$ 108,309	\$ 681	\$ 156,742	\$ 8,931,813	\$ 1,670,745	\$ 10,602,558	\$ 56,174.92					
C2b - C&I Small Business	\$ (324,137)	\$ (31,580)	\$ (355,717)	\$ 2,486,090	\$ 632,027	\$ 5,179	\$ 3,123,295	\$ 22,760,229	\$ 4,387,431	\$ 27,147,660	\$ 32,514.61					
C2c - C&I Multifamily Retrofit	\$ 1,973	\$ 279	\$ 2,252	\$ 123,954	\$ 5,093	\$ 12,660	\$ 141,707	\$ 655,154	\$ 87,310	\$ 742,465	\$ 2,009.68					
C2d - C&I Upstream Lighting	\$ (283,624)	\$ (59,088)	\$ (342,711)	\$ (1,287,440)	\$ -	\$ -	\$ (1,287,440)	\$ 13,134,739	\$ 2,647,403	\$ 15,782,141	\$ 10,945.62					
Grand Total	\$ (2,613,589)	\$ (254,016)	\$ (2,867,605)	\$ 30,549,872	\$ 4,453,918	\$ 563,643	\$ 35,567,432	\$ 112,638,623	\$ 17,602,576	\$ 130,241,198	\$ 1,302.55					

Program	2017 Evaluated Benefits										Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant		
	Non-Electric Resource Benefits							Total Other Resource Benefits	Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits					Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits												
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits									
A - Residential	\$ 3,285,910	\$ 85,978	\$ 3,371,888	\$ 10,068,102	\$ 3,650,805	\$ 237,454	\$ 13,956,360	\$ 54,888,409	\$ 8,667,281	\$ 63,555,689	\$ 338.60					
A1 - Residential Whole House	\$ 4,633,561	\$ 274,217	\$ 4,907,778	\$ 11,976,434	\$ 4,123,345	\$ 216,581	\$ 16,316,360	\$ 36,357,308	\$ 7,243,111	\$ 43,600,419	\$ 3,968.27					
A1a - Residential New Construction	\$ (30,545)	\$ (4,567)	\$ (35,112)	\$ (55,372)	\$ 1,103,991	\$ -	\$ 1,048,619	\$ 2,818,092	\$ 259,017	\$ 3,077,109	\$ 7,134.41					
A1b - Residential Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 4,904	\$ 22,913	\$ 5,484	\$ 33,302	\$ 958,048	\$ 144,845	\$ 1,102,894	\$ 1,480.75					
A1c - Residential Home Energy Services - Measures	\$ 4,651,105	\$ 276,700	\$ 4,927,804	\$ 12,020,122	\$ 2,994,304	\$ 202,492	\$ 15,216,918	\$ 32,528,118	\$ 6,839,249	\$ 39,367,367	\$ 4,009.88					
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
A1e - Residential Behavior/Feedback Program	\$ 13,002	\$ 2,084	\$ 15,086	\$ 6,780	\$ 2,137	\$ 8,604	\$ 17,521	\$ 53,050	\$ -	\$ 53,050	\$ 6,631.20					
A2 - Residential Products	\$ (1,347,652)	\$ (188,238)	\$ (1,535,890)	\$ (1,908,332)	\$ (472,540)	\$ 20,873	\$ (2,360,000)	\$ 18,531,101	\$ 1,424,170	\$ 19,955,271	\$ 121.16					
A2a - Residential Heating & Cooling Equipment	\$ (33,156)	\$ (2,303)	\$ (35,459)	\$ (11,475)	\$ (1,529)	\$ -	\$ (13,004)	\$ 2,221,552	\$ 84,492	\$ 2,306,045	\$ 989.56					
A2b - Residential Consumer Products	\$ 4,302	\$ 607	\$ 4,909	\$ 5,632	\$ 2,593	\$ 20,873	\$ 29,098	\$ 1,966,418	\$ -	\$ 1,966,418	\$ 586.64					
A2c - Residential Lighting	\$ (1,318,798)	\$ (186,542)	\$ (1,505,340)	\$ (1,902,489)	\$ (473,604)	\$ -	\$ (2,376,093)	\$ 14,343,130	\$ 1,339,678	\$ 15,682,808	\$ 97.34					
B - Low-Income	\$ 116	\$ 19	\$ 135	\$ 1,026,849	\$ 123,839	\$ 108,974	\$ 1,259,662	\$ 3,395,367	\$ 1,831,017	\$ 5,226,385	\$ 1,671.77					
B1 - Low-Income Whole House	\$ 116	\$ 19	\$ 135	\$ 1,026,849	\$ 123,839	\$ 108,974	\$ 1,259,662	\$ 3,395,367	\$ 1,831,017	\$ 5,226,385	\$ 1,671.77					
B1a - Low-Income Single Family Retrofit	\$ 116	\$ 19	\$ 135	\$ 1,026,849	\$ 123,839	\$ 108,974	\$ 1,259,662	\$ 2,759,922	\$ 1,487,809	\$ 4,247,731	\$ 3,016.31					
B1b - Low-Income Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 635,445	\$ 343,208	\$ 978,653	\$ 569.39					
C - Commercial & Industrial	\$ (1,001,312)	\$ (91,338)	\$ (1,092,650)	\$ (616,246)	\$ 838,593	\$ 27,189	\$ 249,536	\$ 25,548,840	\$ 4,222,592	\$ 29,771,431	\$ 20,022.60					
C1 - C&I New Construction	\$ (652,177)	\$ (57,379)	\$ (709,556)	\$ (49,972)	\$ 125,715	\$ 583	\$ 76,326	\$ 3,700,156	\$ (86,662)	\$ 3,613,494	\$ 31,897.90					
C1a - C&I New Buildings & Major Renovations	\$ (8,684)	\$ (775)	\$ (9,459)	\$ (41,774)	\$ 125,715	\$ 583	\$ 84,524	\$ 1,437,141	\$ 113,689	\$ 1,550,830	\$ 41,061.17					
C1b - C&I Initial Purchase & End of Useful Life	\$ (643,493)	\$ (56,604)	\$ (700,097)	\$ (8,198)	\$ -	\$ -	\$ (8,198)	\$ 2,263,015	\$ (200,351)	\$ 2,062,664	\$ 27,938.46					
C2 - C&I Retrofit	\$ (349,135)	\$ (33,959)	\$ (383,094)	\$ (566,274)	\$ 712,878	\$ 26,606	\$ 173,210	\$ 21,848,683	\$ 4,309,254	\$ 26,157,937	\$ 18,835.07					
C2a - C&I Existing Building Retrofit	\$ (91,199)	\$ (7,572)	\$ (98,771)	\$ (479,887)	\$ 701,157	\$ 2,691	\$ 223,961	\$ 13,456,567	\$ 3,225,285	\$ 16,681,852	\$ 62,588.68					
C2b - C&I Small Business	\$ (246,772)	\$ (24,903)	\$ (271,675)	\$ (41,276)	\$ 1,629	\$ 23,576	\$ (16,070)	\$ 5,289,228	\$ 905,156	\$ 6,194,384	\$ 15,112.08					
C2c - C&I Multifamily Retrofit	\$ -	\$ -	\$ -	\$ 8,891	\$ 10,092	\$ 338	\$ 19,321	\$ 167,275	\$ 38,845	\$ 206,120	\$ 4,919.85					
C2d - C&I Upstream Lighting	\$ (11,164)	\$ (1,484)	\$ (12,648)	\$ (54,003)	\$ -	\$ -	\$ (54,003)	\$ 2,935,614	\$ 139,968	\$ 3,075,581	\$ 5,232.82					
Grand Total	\$ 2,284,714	\$ (5,341)	\$ 2,279,373	\$ 10,478,705	\$ 4,613,237	\$ 373,617	\$ 15,465,558	\$ 83,832,615	\$ 14,720,890	\$ 98,553,505	\$ 506.81					

Program Benefits, Plan Year Summary

2017 Planned vs. Evaluated

Cape Light Compact

June 8, 2018

Program	2017 Planned v. Evaluated Benefit Variances (%)										
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits					
A - Residential	-505%	-203%	-477%	-56%	9%	-42%	-47%	1%	21%	3%	-48%
A1 - Residential Whole House	18470%	9000%	17449%	-50%	14%	-46%	-42%	-15%	12%	-11%	-67%
A1a - Residential New Construction	-2377%	-4077%	-2511%	-321%	78%		62%	20%	-46%	9%	-73%
A1b - Residential Multi-Family Retrofit	-100%	-100%	-100%	-96%	407%	-43%	-74%	45%	-30%	27%	-27%
A1c - Residential Home Energy Services - Measures	40783%	17687%	38004%	-49%	0%	-40%	-44%	-17%	18%	-13%	-72%
A1d - Residential Home Energy Services - RCS											
A1e - Residential Behavior/Feedback Program	24%	89%	31%	-14%	-3%	-84%	-72%	-78%		-78%	1022%
A2 - Residential Products	61%	117%	66%	70%	74%	92%	71%	57%	97%	59%	-19%
A2a - Residential Heating & Cooling Equipment	-47%	-46%	-47%					-12%	-54%	-15%	84%
A2b - Residential Consumer Products	240%	240%	240%	65%	-11%	92%	69%	91%		91%	43%
A2c - Residential Lighting	70%	126%	76%	69%	72%		70%	74%	148%	78%	-15%
B - Low-Income				-84%	-64%	-20%	-82%	-64%	13%	-53%	-83%
B1 - Low-Income Whole House				-84%	-64%	-20%	-82%	-64%	13%	-53%	-83%
B1a - Low-Income Single Family Retrofit				-56%	-64%	16%	-55%	-43%	41%	-28%	-60%
B1b - Low-Income Multi-Family Retrofit				-100%		-100%	-100%	-86%	-40%	-81%	-96%
C - Commercial & Industrial	-44%	-46%	-45%	-144%	12%	47%	-88%	-48%	-52%	-48%	2%
C1 - C&I New Construction	-50%	-39%	-50%	-245%			122%	14%		12%	-14%
C1a - C&I New Buildings & Major Renovations	-203%	-207%	-203%	-222%			146%	11%		20%	18%
C1b - C&I Initial Purchase & End of Useful Life	-51%	-40%	-51%					17%		6%	-28%
C2 - C&I Retrofit	-28%	-56%	-32%	-141%	-4%	44%	-92%	-52%	-51%	-52%	-1%
C2a - C&I Existing Building Retrofit	-177%	-155%	-175%	-1105%	547%	295%	43%	51%	93%	57%	11%
C2b - C&I Small Business	-24%	-21%	-24%	-102%	-100%	355%	-101%	-77%	-79%	-77%	-54%
C2c - C&I Multifamily Retrofit	-100%	-100%	-100%	-93%	98%	-97%	-86%	-74%	-56%	-72%	145%
C2d - C&I Upstream Lighting	-96%	-97%	-96%	-96%			-96%	-78%	-95%	-81%	-52%
Grand Total	-187%	-98%	-179%	-66%	4%	-34%	-57%	-26%	-16%	-24%	-61%

Program Benefits, Three-Year Total
2016-2018 Benefits
Cape Light Compact
June 8, 2018

2016 Evaluated Benefits								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	\$ 4,413,821	\$ 1,205,697	\$ 4,037,912	\$ -	\$ 9,657,431	\$ 15,231,347	\$ 3,359,549	\$ 18,590,895
A1 - Residential Whole House	\$ 2,483,633	\$ 634,030	\$ 2,123,386	\$ -	\$ 5,241,049	\$ 7,700,949	\$ 1,329,680	\$ 9,030,628
A1a - Residential New Construction	\$ 631,144	\$ 154,233	\$ 516,530	\$ -	\$ 1,301,907	\$ 843,326	\$ 141,645	\$ 984,971
A1b - Residential Multi-Family Retrofit	\$ 46,191	\$ 12,540	\$ 41,997	\$ -	\$ 100,728	\$ 659,164	\$ 83,605	\$ 742,769
A1c - Residential Home Energy Services - Measures	\$ 1,800,087	\$ 465,419	\$ 1,558,700	\$ -	\$ 3,824,206	\$ 6,176,369	\$ 1,098,570	\$ 7,274,939
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 6,211	\$ 1,839	\$ 6,159	\$ -	\$ 14,209	\$ 22,089	\$ 5,860	\$ 27,949
A2 - Residential Products	\$ 1,930,189	\$ 571,666	\$ 1,914,527	\$ -	\$ 4,416,382	\$ 7,530,398	\$ 2,029,869	\$ 9,560,267
A2a - Residential Heating & Cooling Equipment	\$ 303,539	\$ 74,564	\$ 249,715	\$ -	\$ 627,818	\$ 1,187,657	\$ 134,690	\$ 1,322,347
A2b - Residential Consumer Products	\$ 238,222	\$ 64,446	\$ 215,832	\$ -	\$ 518,499	\$ 610,167	\$ 115,747	\$ 725,914
A2c - Residential Lighting	\$ 1,388,428	\$ 432,657	\$ 1,448,980	\$ -	\$ 3,270,065	\$ 5,732,574	\$ 1,779,432	\$ 7,512,006
B - Low-Income	\$ 448,344	\$ 120,017	\$ 401,942	\$ -	\$ 970,303	\$ 1,119,182	\$ 228,567	\$ 1,347,749
B1 - Low-Income Whole House	\$ 448,344	\$ 120,017	\$ 401,942	\$ -	\$ 970,303	\$ 1,119,182	\$ 228,567	\$ 1,347,749
B1a - Low-Income Single Family Retrofit	\$ 354,285	\$ 93,648	\$ 313,629	\$ -	\$ 761,562	\$ 903,944	\$ 181,609	\$ 1,085,552
B1b - Low-Income Multi-Family Retrofit	\$ 94,058	\$ 26,370	\$ 88,313	\$ -	\$ 208,741	\$ 215,238	\$ 46,958	\$ 262,196
C - Commercial & Industrial	\$ 4,726,873	\$ 1,330,758	\$ 4,456,745	\$ -	\$ 10,514,375	\$ 16,171,963	\$ 3,470,067	\$ 19,642,031
C1 - C&I New Construction	\$ 582,466	\$ 144,086	\$ 482,547	\$ -	\$ 1,209,098	\$ 1,767,388	\$ 219,908	\$ 1,987,295
C1a - C&I New Buildings & Major Renovations	\$ 231,015	\$ 57,068	\$ 191,123	\$ -	\$ 479,205	\$ 790,485	\$ 98,891	\$ 889,376
C1b - C&I Initial Purchase & End of Useful Life	\$ 351,451	\$ 87,018	\$ 291,424	\$ -	\$ 729,893	\$ 976,903	\$ 121,017	\$ 1,097,920
C2 - C&I Retrofit	\$ 4,144,407	\$ 1,186,672	\$ 3,974,198	\$ -	\$ 9,305,277	\$ 14,404,576	\$ 3,250,160	\$ 17,654,735
C2a - C&I Existing Building Retrofit	\$ 1,374,146	\$ 349,110	\$ 1,169,179	\$ -	\$ 2,892,436	\$ 6,510,034	\$ 935,997	\$ 7,446,031
C2b - C&I Small Business	\$ 1,038,171	\$ 264,710	\$ 886,520	\$ -	\$ 2,189,401	\$ 2,591,186	\$ 391,172	\$ 2,982,358
C2c - C&I Multifamily Retrofit	\$ 4,703	\$ 1,291	\$ 4,323	\$ -	\$ 10,317	\$ 32,901	\$ 6,358	\$ 39,260
C2d - C&I Upstream Lighting	\$ 1,727,387	\$ 571,562	\$ 1,914,176	\$ -	\$ 4,213,124	\$ 5,270,455	\$ 1,916,632	\$ 7,187,087
Grand Total	\$ 9,589,038	\$ 2,656,472	\$ 8,896,599	\$ -	\$ 21,142,109	\$ 32,522,491	\$ 7,058,183	\$ 39,580,675

2017 Evaluated Benefits								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	\$ 6,420,554	\$ 1,610,962	\$ 5,395,156	\$ -	\$ 13,426,673	\$ 21,425,201	\$ 2,708,287	\$ 24,133,488
A1 - Residential Whole House	\$ 2,888,323	\$ 694,148	\$ 2,324,721	\$ -	\$ 5,907,192	\$ 8,364,351	\$ 861,627	\$ 9,225,978
A1a - Residential New Construction	\$ 463,359	\$ 107,002	\$ 358,353	\$ -	\$ 928,714	\$ 811,854	\$ 64,017	\$ 875,871
A1b - Residential Multi-Family Retrofit	\$ 39,384	\$ 10,209	\$ 34,190	\$ -	\$ 83,783	\$ 786,705	\$ 54,258	\$ 840,964
A1c - Residential Home Energy Services - Measures	\$ 2,382,523	\$ 576,108	\$ 1,929,403	\$ -	\$ 4,888,034	\$ 6,754,078	\$ 741,283	\$ 7,495,361
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 3,057	\$ 829	\$ 2,775	\$ -	\$ 6,661	\$ 11,713	\$ 2,069	\$ 13,782
A2 - Residential Products	\$ 3,532,231	\$ 916,814	\$ 3,070,435	\$ -	\$ 7,519,480	\$ 13,060,851	\$ 1,846,660	\$ 14,907,510
A2a - Residential Heating & Cooling Equipment	\$ 310,736	\$ 73,110	\$ 244,847	\$ -	\$ 628,693	\$ 1,536,677	\$ 104,645	\$ 1,641,323
A2b - Residential Consumer Products	\$ 441,581	\$ 110,548	\$ 370,227	\$ -	\$ 922,356	\$ 910,738	\$ 99,318	\$ 1,010,056
A2c - Residential Lighting	\$ 2,779,915	\$ 733,156	\$ 2,455,361	\$ -	\$ 5,968,432	\$ 10,613,435	\$ 1,642,696	\$ 12,256,132
B - Low-Income	\$ 372,632	\$ 93,845	\$ 314,290	\$ -	\$ 780,767	\$ 1,206,513	\$ 148,289	\$ 1,354,802
B1 - Low-Income Whole House	\$ 372,632	\$ 93,845	\$ 314,290	\$ -	\$ 780,767	\$ 1,206,513	\$ 148,289	\$ 1,354,802
B1a - Low-Income Single Family Retrofit	\$ 293,220	\$ 73,692	\$ 246,798	\$ -	\$ 613,711	\$ 789,088	\$ 97,327	\$ 886,414
B1b - Low-Income Multi-Family Retrofit	\$ 79,412	\$ 20,153	\$ 67,492	\$ -	\$ 167,057	\$ 417,426	\$ 50,962	\$ 468,388
C - Commercial & Industrial	\$ 6,047,292	\$ 1,446,581	\$ 4,844,640	\$ -	\$ 12,338,513	\$ 12,945,815	\$ 1,107,625	\$ 14,053,440
C1 - C&I New Construction	\$ 965,469	\$ 226,650	\$ 759,057	\$ -	\$ 1,951,177	\$ 2,222,173	\$ 160,036	\$ 2,382,209
C1a - C&I New Buildings & Major Renovations	\$ 241,607	\$ 56,486	\$ 189,174	\$ -	\$ 487,267	\$ 818,110	\$ 56,699	\$ 874,809
C1b - C&I Initial Purchase & End of Useful Life	\$ 723,863	\$ 170,164	\$ 569,884	\$ -	\$ 1,463,910	\$ 1,404,063	\$ 103,337	\$ 1,507,400
C2 - C&I Retrofit	\$ 5,081,823	\$ 1,219,931	\$ 4,085,583	\$ -	\$ 10,387,336	\$ 10,723,642	\$ 947,589	\$ 11,671,231
C2a - C&I Existing Building Retrofit	\$ 3,069,642	\$ 732,978	\$ 2,454,766	\$ -	\$ 6,257,386	\$ 6,530,254	\$ 543,736	\$ 7,073,990
C2b - C&I Small Business	\$ 1,442,443	\$ 344,780	\$ 1,154,677	\$ -	\$ 2,941,900	\$ 2,428,304	\$ 206,769	\$ 2,635,073
C2c - C&I Multifamily Retrofit	\$ 6,826	\$ 1,843	\$ 6,173	\$ -	\$ 14,842	\$ 118,005	\$ 15,106	\$ 133,112
C2d - C&I Upstream Lighting	\$ 562,911	\$ 140,330	\$ 469,968	\$ -	\$ 1,173,209	\$ 1,647,079	\$ 181,978	\$ 1,829,056
Grand Total	\$ 12,840,478	\$ 3,151,388	\$ 10,554,087	\$ -	\$ 26,545,953	\$ 35,577,530	\$ 3,964,201	\$ 39,541,731

Program Benefits, Three-Year Total
2016-2018 Benefits
Cape Light Compact
June 8, 2018

2018 Planned Benefits								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	\$ 5,381,401	\$ 1,242,065	\$ 4,159,712	\$ -	\$ 10,783,178	\$ 16,383,662	\$ 702,623	\$ 17,086,285
A1 - Residential Whole House	\$ 3,347,881	\$ 766,029	\$ 2,565,454	\$ -	\$ 6,679,365	\$ 8,141,381	\$ 338,770	\$ 8,480,151
A1a - Residential New Construction	\$ 333,163	\$ 74,131	\$ 248,267	\$ -	\$ 655,561	\$ 1,217,195	\$ 33,080	\$ 1,250,275
A1b - Residential Multi-Family Retrofit	\$ 32,872	\$ 7,682	\$ 25,727	\$ -	\$ 66,280	\$ 466,913	\$ 16,819	\$ 483,733
A1c - Residential Home Energy Services - Measures	\$ 2,952,816	\$ 677,164	\$ 2,267,840	\$ -	\$ 5,897,819	\$ 6,371,767	\$ 283,406	\$ 6,655,173
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 29,031	\$ 7,053	\$ 23,621	\$ -	\$ 59,704	\$ 85,506	\$ 5,464	\$ 90,970
A2 - Residential Products	\$ 2,033,520	\$ 476,036	\$ 1,594,258	\$ -	\$ 4,103,814	\$ 8,242,281	\$ 363,853	\$ 8,606,134
A2a - Residential Heating & Cooling Equipment	\$ 433,391	\$ 99,225	\$ 332,307	\$ -	\$ 864,923	\$ 1,859,708	\$ 67,418	\$ 1,927,127
A2b - Residential Consumer Products	\$ 202,032	\$ 48,680	\$ 163,031	\$ -	\$ 413,743	\$ 473,784	\$ 26,005	\$ 499,788
A2c - Residential Lighting	\$ 1,398,097	\$ 328,131	\$ 1,098,919	\$ -	\$ 2,825,148	\$ 5,908,789	\$ 270,430	\$ 6,179,219
B - Low-Income	\$ 608,346	\$ 142,208	\$ 476,258	\$ -	\$ 1,226,812	\$ 1,659,541	\$ 77,312	\$ 1,736,853
B1 - Low-Income Whole House	\$ 608,346	\$ 142,208	\$ 476,258	\$ -	\$ 1,226,812	\$ 1,659,541	\$ 77,312	\$ 1,736,853
B1a - Low-Income Single Family Retrofit	\$ 496,622	\$ 115,311	\$ 386,178	\$ -	\$ 998,111	\$ 1,218,141	\$ 57,732	\$ 1,275,873
B1b - Low-Income Multi-Family Retrofit	\$ 111,725	\$ 26,897	\$ 90,080	\$ -	\$ 228,702	\$ 441,401	\$ 19,579	\$ 460,980
C - Commercial & Industrial	\$ 11,124,929	\$ 2,643,972	\$ 8,854,737	\$ -	\$ 22,623,639	\$ 28,707,057	\$ 1,456,204	\$ 30,163,261
C1 - C&I New Construction	\$ 834,193	\$ 187,953	\$ 629,461	\$ -	\$ 1,651,607	\$ 3,008,620	\$ 85,944	\$ 3,094,563
C1a - C&I New Buildings & Major Renovations	\$ 231,942	\$ 52,993	\$ 177,476	\$ -	\$ 462,411	\$ 992,068	\$ 29,813	\$ 1,021,881
C1b - C&I Initial Purchase & End of Useful Life	\$ 602,251	\$ 134,960	\$ 451,985	\$ -	\$ 1,189,196	\$ 2,016,551	\$ 56,131	\$ 2,072,682
C2 - C&I Retrofit	\$ 10,290,736	\$ 2,456,019	\$ 8,225,277	\$ -	\$ 20,972,032	\$ 25,698,437	\$ 1,370,261	\$ 27,068,698
C2a - C&I Existing Building Retrofit	\$ 1,825,665	\$ 421,220	\$ 1,410,677	\$ -	\$ 3,657,562	\$ 5,648,223	\$ 218,924	\$ 5,867,147
C2b - C&I Small Business	\$ 5,581,675	\$ 1,286,358	\$ 4,308,048	\$ -	\$ 11,176,081	\$ 13,217,351	\$ 528,051	\$ 13,745,402
C2c - C&I Multifamily Retrofit	\$ 35,371	\$ 8,154	\$ 27,308	\$ -	\$ 70,832	\$ 441,098	\$ 16,840	\$ 457,938
C2d - C&I Upstream Lighting	\$ 2,848,026	\$ 740,287	\$ 2,479,243	\$ -	\$ 6,067,557	\$ 6,391,765	\$ 606,446	\$ 6,998,211
Grand Total	\$ 17,114,677	\$ 4,028,245	\$ 13,490,707	\$ -	\$ 34,633,630	\$ 46,750,260	\$ 2,236,139	\$ 48,986,399

2016-2018 Benefits								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	\$ 16,215,777	\$ 4,058,724	\$ 13,592,781	\$ -	\$ 33,867,282	\$ 53,040,210	\$ 6,770,458	\$ 59,810,668
A1 - Residential Whole House	\$ 8,719,837	\$ 2,094,208	\$ 7,013,561	\$ -	\$ 17,827,606	\$ 24,206,680	\$ 2,530,077	\$ 26,736,757
A1a - Residential New Construction	\$ 1,427,666	\$ 335,366	\$ 1,123,149	\$ -	\$ 2,886,182	\$ 2,872,376	\$ 238,742	\$ 3,111,118
A1b - Residential Multi-Family Retrofit	\$ 118,446	\$ 30,431	\$ 101,914	\$ -	\$ 250,791	\$ 1,912,783	\$ 154,683	\$ 2,067,465
A1c - Residential Home Energy Services - Measures	\$ 7,135,426	\$ 1,718,691	\$ 5,755,943	\$ -	\$ 14,610,059	\$ 19,302,213	\$ 2,123,260	\$ 21,425,473
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 38,299	\$ 9,721	\$ 32,554	\$ -	\$ 80,574	\$ 119,308	\$ 13,393	\$ 132,701
A2 - Residential Products	\$ 7,495,940	\$ 1,964,516	\$ 6,579,220	\$ -	\$ 16,039,676	\$ 28,833,529	\$ 4,240,382	\$ 33,073,911
A2a - Residential Heating & Cooling Equipment	\$ 1,047,666	\$ 246,898	\$ 826,869	\$ -	\$ 2,121,433	\$ 4,584,043	\$ 306,753	\$ 4,890,796
A2b - Residential Consumer Products	\$ 881,834	\$ 223,674	\$ 749,090	\$ -	\$ 1,854,598	\$ 1,994,689	\$ 241,070	\$ 2,235,758
A2c - Residential Lighting	\$ 5,566,441	\$ 1,493,944	\$ 5,003,260	\$ -	\$ 12,063,644	\$ 22,254,798	\$ 3,692,559	\$ 25,947,357
B - Low-Income	\$ 1,429,322	\$ 356,070	\$ 1,192,490	\$ -	\$ 2,977,882	\$ 3,985,236	\$ 454,168	\$ 4,439,404
B1 - Low-Income Whole House	\$ 1,429,322	\$ 356,070	\$ 1,192,490	\$ -	\$ 2,977,882	\$ 3,985,236	\$ 454,168	\$ 4,439,404
B1a - Low-Income Single Family Retrofit	\$ 1,144,127	\$ 282,651	\$ 946,605	\$ -	\$ 2,373,383	\$ 2,911,172	\$ 336,668	\$ 3,247,840
B1b - Low-Income Multi-Family Retrofit	\$ 285,195	\$ 73,420	\$ 245,885	\$ -	\$ 604,499	\$ 1,074,064	\$ 117,500	\$ 1,191,564
C - Commercial & Industrial	\$ 21,899,094	\$ 5,421,311	\$ 18,156,123	\$ -	\$ 45,476,528	\$ 57,824,835	\$ 6,033,897	\$ 63,858,732
C1 - C&I New Construction	\$ 2,382,128	\$ 558,689	\$ 1,871,065	\$ -	\$ 4,811,882	\$ 6,998,180	\$ 465,888	\$ 7,464,068
C1a - C&I New Buildings & Major Renovations	\$ 704,563	\$ 166,548	\$ 557,772	\$ -	\$ 1,428,883	\$ 2,600,663	\$ 185,403	\$ 2,786,066
C1b - C&I Initial Purchase & End of Useful Life	\$ 1,677,565	\$ 392,141	\$ 1,313,293	\$ -	\$ 3,382,999	\$ 4,397,517	\$ 280,485	\$ 4,678,002
C2 - C&I Retrofit	\$ 19,516,966	\$ 4,862,622	\$ 16,285,058	\$ -	\$ 40,664,646	\$ 50,826,655	\$ 5,568,009	\$ 56,394,664
C2a - C&I Existing Building Retrofit	\$ 6,269,453	\$ 1,503,308	\$ 5,034,622	\$ -	\$ 12,807,384	\$ 18,688,511	\$ 1,698,657	\$ 20,387,168
C2b - C&I Small Business	\$ 8,062,289	\$ 1,895,847	\$ 6,349,246	\$ -	\$ 16,307,382	\$ 18,236,842	\$ 1,125,992	\$ 19,362,833
C2c - C&I Multifamily Retrofit	\$ 46,900	\$ 11,288	\$ 37,803	\$ -	\$ 95,991	\$ 592,004	\$ 38,305	\$ 630,309
C2d - C&I Upstream Lighting	\$ 5,138,325	\$ 1,452,178	\$ 4,863,387	\$ -	\$ 11,453,890	\$ 13,309,298	\$ 2,705,055	\$ 16,014,353
Grand Total	\$ 39,544,193	\$ 9,836,105	\$ 32,941,393	\$ -	\$ 82,321,691	\$ 114,850,281	\$ 13,258,523	\$ 128,108,804

Notes

* Total Resource Benefits is the sum of electric benefits, natural gas benefits, and other resource benefits.

Program Benefits, Three-Year Total
2016-2018 Benefits
Cape Light Compact
June 8, 2018

Program	2016 Evaluated Benefits										Resource Benefits per Participant
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	
	Natural Gas Benefits			Other Resource Benefits							
Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits					
A - Residential	\$ 308,598	\$ (139,278)	\$ 169,320	\$ 8,505,581	\$ 2,443,375	\$ 202,985	\$ 11,151,941	\$ 39,569,586	\$ 7,988,870	\$ 47,558,456	\$ 470.04
A1 - Residential Whole House	\$ 1,163,150	\$ 98,217	\$ 1,261,367	\$ 9,809,989	\$ 2,540,211	\$ 163,902	\$ 12,514,101	\$ 28,047,145	\$ 7,073,015	\$ 35,120,160	\$ 4,017.06
A1a - Residential New Construction	\$ (50,098)	\$ (14,346)	\$ (64,444)	\$ (73,463)	\$ 673,260	\$ -	\$ 599,797	\$ 2,822,230	\$ 564,454	\$ 3,386,684	\$ 8,737.56
A1b - Residential Multi-Family Retrofit	\$ 936	\$ 186	\$ 1,121	\$ -	\$ 123	\$ 15,607	\$ 15,729	\$ 860,348	\$ 256,380	\$ 1,116,727	\$ 1,567.12
A1c - Residential Home Energy Services - Measures	\$ 1,209,004	\$ 111,555	\$ 1,320,559	\$ 9,878,732	\$ 1,864,901	\$ 134,510	\$ 11,878,143	\$ 24,297,847	\$ 6,252,182	\$ 30,550,028	\$ 3,982.60
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 3,309	\$ 822	\$ 4,131	\$ 4,721	\$ 1,926	\$ 13,785	\$ 20,432	\$ 66,720	\$ -	\$ 66,720	\$ 7,413.35
A2 - Residential Products	\$ (854,552)	\$ (237,495)	\$ (1,092,047)	\$ (1,304,408)	\$ (96,835)	\$ 39,083	\$ (1,362,161)	\$ 11,522,441	\$ 915,855	\$ 12,438,296	\$ 149.25
A2a - Residential Heating & Cooling Equipment	\$ (32,307)	\$ (3,559)	\$ (35,866)	\$ (10,592)	\$ (1,416)	\$ -	\$ (12,008)	\$ 1,902,291	\$ 145,633	\$ 2,047,924	\$ 742.79
A2b - Residential Consumer Products	\$ 1,461	\$ 363	\$ 1,823	\$ 1,522	\$ 1,085	\$ 39,083	\$ 41,690	\$ 1,287,927	\$ -	\$ 1,287,927	\$ 519.74
A2c - Residential Lighting	\$ (823,705)	\$ (234,299)	\$ (1,058,004)	\$ (1,295,339)	\$ (96,504)	\$ -	\$ (1,391,843)	\$ 8,332,224	\$ 770,222	\$ 9,102,446	\$ 115.47
B - Low-Income	\$ -	\$ -	\$ -	\$ 1,979,582	\$ 502,545	\$ 164,911	\$ 2,647,039	\$ 4,965,091	\$ 2,667,407	\$ 7,632,498	\$ 3,686.04
B1 - Low-Income Whole House	\$ -	\$ -	\$ -	\$ 1,979,582	\$ 502,545	\$ 164,911	\$ 2,647,039	\$ 4,965,091	\$ 2,667,407	\$ 7,632,498	\$ 3,686.04
B1a - Low-Income Single Family Retrofit	\$ -	\$ -	\$ -	\$ 1,711,491	\$ 211,929	\$ 106,888	\$ 2,030,309	\$ 3,877,423	\$ 2,285,849	\$ 6,163,272	\$ 4,327.48
B1b - Low-Income Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 268,092	\$ 290,616	\$ 58,023	\$ 616,731	\$ 1,087,668	\$ 381,558	\$ 1,469,226	\$ 2,411.68
C - Commercial & Industrial	\$ (704,158)	\$ (147,368)	\$ (851,526)	\$ (675,125)	\$ 30,836	\$ 35,041	\$ (609,247)	\$ 28,695,633	\$ 7,188,675	\$ 35,884,308	\$ 15,889.05
C1 - C&I New Construction	\$ (235,825)	\$ (33,223)	\$ (269,048)	\$ (3,802)	\$ -	\$ 14,683	\$ 10,881	\$ 2,938,227	\$ 104,149	\$ 3,042,375	\$ 18,834.79
C1a - C&I New Buildings & Major Renovations	\$ (11,759)	\$ (1,679)	\$ (13,438)	\$ (41,253)	\$ -	\$ 14,683	\$ (26,569)	\$ 1,328,574	\$ 104,149	\$ 1,432,723	\$ 25,549.49
C1b - C&I Initial Purchase & End of Useful Life	\$ (224,067)	\$ (31,543)	\$ (255,610)	\$ 37,451	\$ -	\$ -	\$ 37,451	\$ 1,609,653	\$ -	\$ 1,609,653	\$ 15,477.43
C2 - C&I Retrofit	\$ (468,333)	\$ (114,145)	\$ (582,477)	\$ (671,323)	\$ 30,836	\$ 20,358	\$ (620,129)	\$ 25,757,407	\$ 7,084,526	\$ 32,841,933	\$ 15,610.55
C2a - C&I Existing Building Retrofit	\$ (20,013)	\$ (3,089)	\$ (23,102)	\$ 268,563	\$ 19,630	\$ 13,714	\$ 301,907	\$ 10,617,272	\$ 4,336,797	\$ 14,954,069	\$ 39,178.12
C2b - C&I Small Business	\$ (243,855)	\$ (37,486)	\$ (281,341)	\$ (29,148)	\$ 11,207	\$ 6,644	\$ (11,298)	\$ 4,879,121	\$ 925,586	\$ 5,804,707	\$ 18,838.30
C2c - C&I Multifamily Retrofit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 49,576	\$ 7,396	\$ 56,972	\$ 2,754.24
C2d - C&I Upstream Lighting	\$ (204,465)	\$ (73,570)	\$ (278,035)	\$ (910,738)	\$ -	\$ -	\$ (910,738)	\$ 10,211,438	\$ 1,814,747	\$ 12,026,185	\$ 9,266.28
Grand Total	\$ (395,560)	\$ (286,646)	\$ (682,206)	\$ 9,810,038	\$ 2,976,757	\$ 402,938	\$ 13,189,733	\$ 73,230,310	\$ 17,844,952	\$ 91,075,262	\$ 838.49

Program	2017 Evaluated Benefits										Resource Benefits per Participant
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	
	Natural Gas Benefits			Other Resource Benefits							
Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits					
A - Residential	\$ 3,285,910	\$ 85,978	\$ 3,371,888	\$ 10,068,102	\$ 3,650,805	\$ 237,454	\$ 13,956,360	\$ 54,888,409	\$ 8,667,281	\$ 63,555,689	\$ 338.60
A1 - Residential Whole House	\$ 4,633,561	\$ 274,217	\$ 4,907,778	\$ 11,976,434	\$ 4,123,345	\$ 216,581	\$ 16,316,360	\$ 36,357,308	\$ 7,243,111	\$ 43,600,419	\$ 3,968.27
A1a - Residential New Construction	\$ (30,545)	\$ (4,567)	\$ (35,112)	\$ (55,372)	\$ 1,103,991	\$ -	\$ 1,048,619	\$ 2,818,092	\$ 259,017	\$ 3,077,109	\$ 7,134.41
A1b - Residential Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 4,904	\$ 22,913	\$ 5,484	\$ 33,302	\$ 958,048	\$ 144,845	\$ 1,102,894	\$ 1,480.75
A1c - Residential Home Energy Services - Measures	\$ 4,651,105	\$ 276,700	\$ 4,927,804	\$ 12,020,122	\$ 2,994,304	\$ 202,492	\$ 15,216,918	\$ 32,528,118	\$ 6,839,249	\$ 39,367,367	\$ 4,009.88
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 13,002	\$ 2,084	\$ 15,086	\$ 6,780	\$ 2,137	\$ 8,604	\$ 17,521	\$ 53,050	\$ -	\$ 53,050	\$ 6,631.20
A2 - Residential Products	\$ (1,347,652)	\$ (188,238)	\$ (1,535,890)	\$ (1,908,332)	\$ (472,540)	\$ 20,873	\$ (2,360,000)	\$ 18,531,101	\$ 1,424,170	\$ 19,955,271	\$ 121.16
A2a - Residential Heating & Cooling Equipment	\$ (33,156)	\$ (2,303)	\$ (35,459)	\$ (11,475)	\$ (1,529)	\$ -	\$ (13,004)	\$ 2,221,552	\$ 84,492	\$ 2,306,045	\$ 989.56
A2b - Residential Consumer Products	\$ 4,302	\$ 607	\$ 4,909	\$ 5,632	\$ 2,593	\$ 20,873	\$ 29,098	\$ 1,966,418	\$ -	\$ 1,966,418	\$ 586.64
A2c - Residential Lighting	\$ (1,318,798)	\$ (186,542)	\$ (1,505,340)	\$ (1,902,489)	\$ (473,604)	\$ -	\$ (2,376,093)	\$ 14,343,130	\$ 1,339,678	\$ 15,682,808	\$ 97.34
B - Low-Income	\$ 116	\$ 19	\$ 135	\$ 1,026,849	\$ 123,839	\$ 108,974	\$ 1,259,662	\$ 3,395,367	\$ 1,831,017	\$ 5,226,385	\$ 1,671.77
B1 - Low-Income Whole House	\$ 116	\$ 19	\$ 135	\$ 1,026,849	\$ 123,839	\$ 108,974	\$ 1,259,662	\$ 3,395,367	\$ 1,831,017	\$ 5,226,385	\$ 1,671.77
B1a - Low-Income Single Family Retrofit	\$ 116	\$ 19	\$ 135	\$ 1,026,849	\$ 123,839	\$ 108,974	\$ 1,259,662	\$ 2,759,922	\$ 1,487,809	\$ 4,247,731	\$ 3,016.31
B1b - Low-Income Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 635,445	\$ 343,208	\$ 978,653	\$ 569.39
C - Commercial & Industrial	\$ (1,001,312)	\$ (91,338)	\$ (1,092,650)	\$ (616,246)	\$ 838,593	\$ 27,189	\$ 249,536	\$ 25,548,840	\$ 4,222,592	\$ 29,771,431	\$ 20,022.60
C1 - C&I New Construction	\$ (652,177)	\$ (57,379)	\$ (709,556)	\$ (49,972)	\$ 125,715	\$ 583	\$ 76,326	\$ 3,700,156	\$ (86,662)	\$ 3,613,494	\$ 31,897.90
C1a - C&I New Buildings & Major Renovations	\$ (8,684)	\$ (775)	\$ (9,459)	\$ (41,774)	\$ 125,715	\$ 583	\$ 84,524	\$ 1,437,141	\$ 113,689	\$ 1,550,830	\$ 41,061.17
C1b - C&I Initial Purchase & End of Useful Life	\$ (643,493)	\$ (56,604)	\$ (700,097)	\$ (8,198)	\$ -	\$ -	\$ (8,198)	\$ 2,263,015	\$ (200,351)	\$ 2,062,664	\$ 27,938.46
C2 - C&I Retrofit	\$ (349,135)	\$ (33,959)	\$ (383,094)	\$ (566,274)	\$ 712,878	\$ 26,606	\$ 173,210	\$ 21,848,683	\$ 4,309,254	\$ 26,157,937	\$ 18,835.07
C2a - C&I Existing Building Retrofit	\$ (91,199)	\$ (7,572)	\$ (98,771)	\$ (479,887)	\$ 701,157	\$ 2,691	\$ 223,961	\$ 13,456,567	\$ 3,225,285	\$ 16,681,852	\$ 62,588.68
C2b - C&I Small Business	\$ (246,772)	\$ (24,903)	\$ (271,675)	\$ (41,276)	\$ 1,629	\$ 23,576	\$ (16,070)	\$ 5,289,228	\$ 905,156	\$ 6,194,384	\$ 15,112.08
C2c - C&I Multifamily Retrofit	\$ -	\$ -	\$ -	\$ 8,891	\$ 10,092	\$ 338	\$ 19,321	\$ 167,275	\$ 38,845	\$ 206,120	\$ 4,919.85
C2d - C&I Upstream Lighting	\$ (11,164)	\$ (1,484)	\$ (12,648)	\$ (54,003)	\$ -	\$ -	\$ (54,003)	\$ 2,935,614	\$ 139,968	\$ 3,075,581	\$ 5,232.82
Grand Total	\$ 2,284,714	\$ (5,341)	\$ 2,279,373	\$ 10,478,705	\$ 4,613,237	\$ 373,617	\$ 15,465,558	\$ 83,832,615	\$ 14,720,890	\$ 98,553,505	\$ 506.81

Program Benefits, Three-Year Total
2016-2018 Benefits
Cape Light Compact
June 8, 2018

Program	2018 Planned Benefits										Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Non-Electric Resource Benefits					Other Resource Benefits								
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits							
A - Residential	\$ (761,357)	\$ (46,439)	\$ (807,796)	\$ 24,925,909	\$ 3,768,797	\$ 515,545	\$ 29,210,250	\$ 56,271,918	\$ 7,449,948	\$ 63,721,865	\$ 727.54			
A1 - Residential Whole House	\$ 25,362	\$ 1,861	\$ 27,223	\$ 25,918,992	\$ 4,006,660	\$ 504,663	\$ 30,430,315	\$ 45,617,054	\$ 6,788,372	\$ 52,405,426	\$ 12,187.30			
A1a - Residential New Construction	\$ 1,405	\$ 80	\$ 1,485	\$ 26,366	\$ 649,012	\$ -	\$ 675,378	\$ 2,582,699	\$ 491,376	\$ 3,074,075	\$ 28,696.66			
A1b - Residential Multi-Family Retrofit	\$ 1,863	\$ 150	\$ 2,014	\$ 120,302	\$ 4,570	\$ 9,898	\$ 134,770	\$ 686,796	\$ 215,673	\$ 902,469	\$ 2,044.04			
A1c - Residential Home Energy Services - Measures	\$ 11,528	\$ 949	\$ 12,477	\$ 25,764,282	\$ 3,350,843	\$ 441,947	\$ 29,557,072	\$ 42,122,541	\$ 6,081,323	\$ 48,203,864	\$ 14,692.20			
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
A1e - Residential Behavior/Feedback Program	\$ 10,565	\$ 682	\$ 11,247	\$ 8,044	\$ 2,235	\$ 52,817	\$ 63,096	\$ 225,018	\$ -	\$ 225,018	\$ 500.04			
A2 - Residential Products	\$ (786,719)	\$ (48,300)	\$ (835,019)	\$ (993,084)	\$ (237,863)	\$ 10,882	\$ (1,220,065)	\$ 10,654,863	\$ 661,576	\$ 11,316,439	\$ 144.76			
A2a - Residential Heating & Cooling Equipment	\$ (63,871)	\$ (2,892)	\$ (66,763)	\$ -	\$ -	\$ -	\$ -	\$ 2,725,287	\$ 209,970	\$ 2,935,257	\$ 555.61			
A2b - Residential Consumer Products	\$ 1,281	\$ 105	\$ 1,386	\$ 3,499	\$ 2,951	\$ 10,882	\$ 17,332	\$ 932,249	\$ -	\$ 932,249	\$ 393.35			
A2c - Residential Lighting	\$ (724,129)	\$ (45,513)	\$ (769,643)	\$ (996,583)	\$ (240,814)	\$ -	\$ (1,237,397)	\$ 6,997,327	\$ 451,606	\$ 7,448,933	\$ 105.50			
B - Low-Income	\$ -	\$ -	\$ -	\$ 6,507,685	\$ 433,019	\$ 158,293	\$ 7,098,996	\$ 10,062,661	\$ 1,784,019	\$ 11,846,681	\$ 8,984.52			
B1 - Low-Income Whole House	\$ -	\$ -	\$ -	\$ 6,507,685	\$ 433,019	\$ 158,293	\$ 7,098,996	\$ 10,062,661	\$ 1,784,019	\$ 11,846,681	\$ 8,984.52			
B1a - Low-Income Single Family Retrofit	\$ -	\$ -	\$ -	\$ 2,681,358	\$ 433,019	\$ 105,424	\$ 3,219,801	\$ 5,493,785	\$ 1,224,946	\$ 6,718,730	\$ 7,630.26			
B1b - Low-Income Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 3,826,327	\$ -	\$ 52,868	\$ 3,879,195	\$ 4,568,877	\$ 559,073	\$ 5,127,950	\$ 11,422.19			
C - Commercial & Industrial	\$ (1,395,748)	\$ (89,146)	\$ (1,484,894)	\$ 3,815,687	\$ 1,327,678	\$ 20,634	\$ 5,163,999	\$ 56,466,004	\$ 10,700,106	\$ 67,166,111	\$ 20,525.63			
C1 - C&I New Construction	\$ (905,859)	\$ (44,964)	\$ (950,822)	\$ 31,944	\$ -	\$ -	\$ 31,944	\$ 3,827,292	\$ -	\$ 3,827,292	\$ 43,991.86			
C1a - C&I New Buildings & Major Renovations	\$ 7,939	\$ 452	\$ 8,391	\$ 31,944	\$ -	\$ -	\$ 31,944	\$ 1,524,627	\$ -	\$ 1,524,627	\$ 41,206.14			
C1b - C&I Initial Purchase & End of Useful Life	\$ (913,797)	\$ (45,416)	\$ (959,213)	\$ -	\$ -	\$ -	\$ -	\$ 2,302,665	\$ -	\$ 2,302,665	\$ 46,053.29			
C2 - C&I Retrofit	\$ (489,890)	\$ (44,182)	\$ (534,072)	\$ 3,783,743	\$ 1,327,678	\$ 20,634	\$ 5,132,055	\$ 52,638,713	\$ 10,700,106	\$ 63,338,819	\$ 19,759.28			
C2a - C&I Existing Building Retrofit	\$ 119,960	\$ 8,770	\$ 128,731	\$ 13,300	\$ 105,849	\$ 681	\$ 119,830	\$ 9,773,270	\$ 1,947,389	\$ 11,720,659	\$ 59,958.71			
C2b - C&I Small Business	\$ (346,764)	\$ (21,890)	\$ (368,654)	\$ 4,866,472	\$ 1,216,682	\$ 6,835	\$ 6,089,989	\$ 30,642,818	\$ 6,214,240	\$ 36,857,059	\$ 31,754.22			
C2c - C&I Multifamily Retrofit	\$ 2,067	\$ 187	\$ 2,254	\$ 129,899	\$ 5,147	\$ 13,118	\$ 148,164	\$ 679,188	\$ 90,127	\$ 769,315	\$ 2,021.39			
C2d - C&I Upstream Lighting	\$ (265,153)	\$ (31,249)	\$ (296,402)	\$ (1,225,929)	\$ -	\$ -	\$ (1,225,929)	\$ 11,543,437	\$ 2,448,350	\$ 13,991,787	\$ 9,619.53			
Grand Total	\$ (2,157,105)	\$ (135,585)	\$ (2,292,690)	\$ 35,249,280	\$ 5,529,494	\$ 694,471	\$ 41,473,245	\$ 122,800,584	\$ 19,934,073	\$ 142,734,656	\$ 1,512.02			

Program	2016-2018 Benefits										Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Non-Electric Resource Benefits					Other Resource Benefits								
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits							
A - Residential	\$ 2,833,151	\$ (99,739)	\$ 2,733,412	\$ 43,499,591	\$ 9,862,977	\$ 955,984	\$ 54,318,551	\$ 150,729,913	\$ 24,106,098	\$ 174,836,011	\$ 465.74			
A1 - Residential Whole House	\$ 5,822,073	\$ 374,295	\$ 6,196,368	\$ 47,705,415	\$ 10,670,216	\$ 885,145	\$ 59,260,776	\$ 110,021,507	\$ 21,104,498	\$ 131,126,005	\$ 5,532			
A1a - Residential New Construction	\$ (79,237)	\$ (18,834)	\$ (98,071)	\$ (102,470)	\$ 2,426,263	\$ -	\$ 2,323,793	\$ 8,223,022	\$ 1,314,846	\$ 9,537,868	\$ 10,177			
A1b - Residential Multi-Family Retrofit	\$ 2,799	\$ 336	\$ 3,135	\$ 125,206	\$ 27,606	\$ 30,989	\$ 183,800	\$ 2,505,192	\$ 616,898	\$ 3,122,090	\$ 1,635			
A1c - Residential Home Energy Services - Measures	\$ 5,871,637	\$ 389,204	\$ 6,260,840	\$ 47,663,135	\$ 8,210,048	\$ 778,950	\$ 56,652,133	\$ 98,948,506	\$ 19,172,754	\$ 118,121,260	\$ 5,793			
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
A1e - Residential Behavior/Feedback Program	\$ 26,875	\$ 3,588	\$ 30,463	\$ 19,544	\$ 6,298	\$ 75,207	\$ 101,049	\$ 344,787	\$ -	\$ 344,787	\$ 738			
A2 - Residential Products	\$ (2,988,922)	\$ (474,034)	\$ (3,462,956)	\$ (4,205,825)	\$ (807,239)	\$ 70,838	\$ (4,942,225)	\$ 40,708,405	\$ 3,001,601	\$ 43,710,006	\$ 134			
A2a - Residential Heating & Cooling Equipment	\$ (129,333)	\$ (8,754)	\$ (138,087)	\$ (22,067)	\$ (2,945)	\$ -	\$ (25,012)	\$ 6,849,131	\$ 440,095	\$ 7,289,225	\$ 705			
A2b - Residential Consumer Products	\$ 7,044	\$ 1,075	\$ 8,118	\$ 10,653	\$ 6,629	\$ 70,838	\$ 88,120	\$ 4,186,594	\$ -	\$ 4,186,594	\$ 511			
A2c - Residential Lighting	\$ (2,866,633)	\$ (466,355)	\$ (3,332,987)	\$ (4,194,411)	\$ (810,923)	\$ -	\$ (5,005,334)	\$ 29,672,680	\$ 2,561,506	\$ 32,234,186	\$ 104			
B - Low-Income	\$ 116	\$ 19	\$ 135	\$ 9,514,116	\$ 1,059,403	\$ 432,178	\$ 11,005,697	\$ 18,423,119	\$ 6,282,444	\$ 24,705,563	\$ 4,096			
B1 - Low-Income Whole House	\$ 116	\$ 19	\$ 135	\$ 9,514,116	\$ 1,059,403	\$ 432,178	\$ 11,005,697	\$ 18,423,119	\$ 6,282,444	\$ 24,705,563	\$ 4,096			
B1a - Low-Income Single Family Retrofit	\$ 116	\$ 19	\$ 135	\$ 5,419,698	\$ 768,787	\$ 321,286	\$ 6,509,771	\$ 12,131,130	\$ 4,998,604	\$ 17,129,734	\$ 4,793			
B1b - Low-Income Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 4,094,418	\$ 290,616	\$ 110,892	\$ 4,495,926	\$ 6,291,989	\$ 1,283,840	\$ 7,575,829	\$ 3,199			
C - Commercial & Industrial	\$ (3,101,218)	\$ (327,851)	\$ (3,429,070)	\$ 2,524,316	\$ 2,197,108	\$ 82,864	\$ 4,804,288	\$ 110,710,477	\$ 22,111,373	\$ 132,821,850	\$ 18,980			
C1 - C&I New Construction	\$ (1,793,861)	\$ (135,565)	\$ (1,929,426)	\$ (1,929,426)	\$ 125,715	\$ 15,266	\$ (21,830)	\$ 119,152	\$ 10,465,675	\$ 17,486	\$ 10,483,161	\$ 29,152		
C1a - C&I New Buildings & Major Renovations	\$ (12,504)	\$ (2,002)	\$ (14,506)	\$ (51,083)	\$ 125,715	\$ 15,266	\$ 89,899	\$ 4,290,342	\$ 217,838	\$ 4,508,180	\$ 34,600			
C1b - C&I Initial Purchase & End of Useful Life	\$ (1,781,356)	\$ (133,564)	\$ (1,914,920)	\$ 29,253	\$ -	\$ -	\$ 29,253	\$ 6,175,333	\$ (200,351)	\$ 5,974,982	\$ 26,278			
C2 - C&I Retrofit	\$ (1,307,357)	\$ (192,286)	\$ (1,499,643)	\$ 2,546,146	\$ 2,071,393	\$ 67,598	\$ 4,685,136	\$ 100,244,803	\$ 22,093,886	\$ 122,338,689	\$ 18,313			
C2a - C&I Existing Building Retrofit	\$ 8,749	\$ (1,891)	\$ 6,858	\$ (198,023)	\$ 826,635	\$ 17,087	\$ 645,699	\$ 33,847,108	\$ 9,509,472	\$ 43,356,580	\$ 52,153			
C2b - C&I Small Business	\$ (837,391)	\$ (84,279)	\$ (921,670)	\$ 4,796,048	\$ 1,229,518	\$ 37,055	\$ 6,062,621	\$ 40,811,167	\$ 8,044,983	\$ 48,856,149	\$ 25,928			
C2c - C&I Multifamily Retrofit	\$ 2,067	\$ 187	\$ 2,254	\$ 138,791	\$ 15,239	\$ 13,456	\$ 167,486	\$ 896,039	\$ 136,367	\$ 1,032,406	\$ 2,309			
C2d - C&I Upstream Lighting	\$ (480,782)	\$ (106,303)	\$ (587,085)	\$ (2,190,670)	\$ -	\$ -	\$ (2,190,670)	\$ 24,690,488	\$ 4,403,065	\$ 29,093,553	\$ 8,624			
Grand Total	\$ (267,951)	\$ (427,572)	\$ (695,523)	\$ 55,538,023	\$ 13,119,488	\$ 1,471,026	\$ 70,128,536	\$ 279,863,509	\$ 52,499,915	\$ 332,363,424	\$ 838			

Cost-Effectiveness, Plan Year Summary

2017 Planned vs. Evaluated

Cape Light Compact

June 8, 2018

2017 Planned Total Resource Cost Test (2016\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			Total TRC Test Costs
				Total Program Costs	Performance Incentive	Participant Costs	
A - Residential	2.31	34,956,584	61,650,073	21,999,558	-	4,693,931	26,693,489
A1 - Residential Whole House	2.49	29,404,556	49,098,091	16,423,806	-	3,269,729	19,693,535
A1a - Residential New Construction	4.21	2,147,010	2,816,632	437,843	-	231,779	669,623
A1b - Residential Multi-Family Retrofit	1.16	117,526	866,759	732,319	-	16,915	749,233
A1c - Residential Home Energy Services - Measures	2.78	28,923,423	45,178,204	13,233,746	-	3,021,035	16,254,781
A1d - Residential Home Energy Services - RCS	0.00	(1,701,862)	-	1,701,862	-	-	1,701,862
A1e - Residential Behavior/Feedback Program	0.74	(81,541)	236,496	318,037	-	-	318,037
A2 - Residential Products	2.27	7,026,469	12,551,983	4,101,311	-	1,424,202	5,525,513
A2a - Residential Heating & Cooling Equipment	1.01	25,742	2,717,001	1,875,821	-	815,437	2,691,258
A2b - Residential Consumer Products	2.13	546,410	1,030,545	376,850	-	107,284	484,134
A2c - Residential Lighting	3.75	6,454,317	8,804,437	1,848,640	-	501,481	2,350,121
A3 - Residential Hard-to-Measure	0.00	(1,474,441)	-	1,474,441	-	-	1,474,441
B - Low-Income	2.55	6,733,882	11,084,297	4,350,415	-	-	4,350,415
B1 - Low-Income Whole House	2.61	6,838,086	11,084,297	4,246,211	-	-	4,246,211
B1a - Low-Income Single Family Retrofit	2.04	2,986,859	5,870,457	2,883,598	-	-	2,883,598
B1b - Low-Income Multi-Family Retrofit	3.83	3,851,227	5,213,840	1,362,614	-	-	1,362,614
B2 - Low-Income Hard-to-Measure	0.00	(104,204)	-	104,204	-	-	104,204
C - Commercial & Industrial	2.89	37,640,924	57,506,827	14,840,005	-	5,025,898	19,865,903
C1 - C&I New Construction	2.10	1,693,865	3,232,003	1,334,138	-	204,001	1,538,139
C1a - C&I New Buildings & Major Renovations	1.46	406,679	1,291,476	1,026,778	-	(141,981)	884,797
C1b - C&I Initial Purchase & End of Useful Life	2.97	1,287,186	1,940,527	307,360	-	345,982	653,341
C2 - C&I Retrofit	3.01	36,270,848	54,274,824	13,182,079	-	4,821,897	18,003,976
C2a - C&I Existing Building Retrofit	2.60	6,521,901	10,602,558	3,599,584	-	481,073	4,080,657
C2b - C&I Small Business	3.15	18,530,784	27,147,660	7,225,226	-	1,391,650	8,616,876
C2c - C&I Multifamily Retrofit	0.99	(5,775)	742,465	731,633	-	16,607	748,240
C2d - C&I Upstream Lighting	3.46	11,223,938	15,782,141	1,625,636	-	2,932,567	4,558,203
C3 - C&I Hard-to-Measure	0.00	(323,789)	-	323,789	-	-	323,789
Grand Total	2.56	79,331,391	130,241,198	41,189,978	-	9,719,829	50,909,807

2017 Evaluated Total Resource Cost Test (2016\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			Total TRC Test Costs
				Total Program Costs	Performance Incentive	Participant Costs	
A - Residential	2.24	35,209,922	63,555,689	21,576,946	-	6,768,821	28,345,768
A1 - Residential Whole House	2.33	24,866,109	43,600,419	14,760,652	-	3,973,658	18,734,310
A1a - Residential New Construction	2.30	1,741,927	3,077,109	668,212	-	666,970	1,335,182
A1b - Residential Multi-Family Retrofit	2.31	624,639	1,102,894	510,204	-	(31,950)	478,254
A1c - Residential Home Energy Services - Measures	2.59	24,195,297	39,367,367	11,833,433	-	3,338,638	15,172,071
A1d - Residential Home Energy Services - RCS	0.00	(1,645,008)	-	1,645,008	-	-	1,645,008
A1e - Residential Behavior/Feedback Program	0.51	(50,746)	53,050	103,795	-	-	103,795
A2 - Residential Products	2.50	11,971,398	19,955,271	5,188,709	-	2,795,164	7,983,872
A2a - Residential Heating & Cooling Equipment	1.32	564,942	2,306,045	1,448,425	-	292,677	1,741,103
A2b - Residential Consumer Products	2.55	1,195,306	1,966,418	634,523	-	136,590	771,112
A2c - Residential Lighting	2.87	10,211,150	15,682,808	3,105,761	-	2,365,896	5,471,657
A3 - Residential Hard-to-Measure	0.00	(1,627,585)	-	1,627,585	-	-	1,627,585
B - Low-Income	1.89	2,468,152	5,226,385	2,758,233	-	-	2,758,233
B1 - Low-Income Whole House	1.95	2,547,522	5,226,385	2,678,862	-	-	2,678,862
B1a - Low-Income Single Family Retrofit	2.57	2,597,129	4,247,731	1,650,602	-	-	1,650,602
B1b - Low-Income Multi-Family Retrofit	0.95	(49,607)	978,653	1,028,260	-	-	1,028,260
B2 - Low-Income Hard-to-Measure	0.00	(79,371)	-	79,371	-	-	79,371
C - Commercial & Industrial	2.42	17,446,777	29,771,431	8,921,411	-	3,403,243	12,324,655
C1 - C&I New Construction	2.02	1,827,820	3,613,494	977,654	-	808,020	1,785,674
C1a - C&I New Buildings & Major Renovations	2.44	914,833	1,550,830	684,157	-	(48,160)	635,998
C1b - C&I Initial Purchase & End of Useful Life	1.79	912,988	2,062,664	293,497	-	856,180	1,149,676
C2 - C&I Retrofit	2.52	15,772,245	26,157,937	7,790,469	-	2,595,223	10,385,692
C2a - C&I Existing Building Retrofit	3.16	11,398,516	16,681,852	4,138,718	-	1,144,618	5,283,336
C2b - C&I Small Business	1.90	2,925,968	6,194,384	2,773,083	-	495,333	3,268,416
C2c - C&I Multifamily Retrofit	0.76	(64,578)	206,120	288,030	-	(17,332)	270,698
C2d - C&I Upstream Lighting	1.97	1,512,339	3,075,581	590,638	-	972,604	1,563,242
C3 - C&I Hard-to-Measure	0.00	(153,289)	-	153,289	-	-	153,289
Grand Total	2.27	55,124,850	98,553,505	33,256,590	-	10,172,064	43,428,655

Cost-Effectiveness, Plan Year Summary
2017 Planned vs. Evaluated
Cape Light Compact
June 8, 2018

2017 Planned v. Evaluated Total Resource Cost Test (2016\$) Variances (%)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			Total TRC Test Costs
				Total Program Costs	Performance Incentive	Participant Costs	
A - Residential	-3%	1%	3%	-2%		44%	6%
A1 - Residential Whole House	-7%	-15%	-11%	-10%		22%	-5%
A1a - Residential New Construction	-45%	-19%	9%	53%		188%	99%
A1b - Residential Multi-Family Retrofit	99%	431%	27%	-30%		-289%	-36%
A1c - Residential Home Energy Services - Measures	-7%	-16%	-13%	-11%		11%	-7%
A1d - Residential Home Energy Services - RCS		-3%		-3%			-3%
A1e - Residential Behavior/Feedback Program	-31%	-38%	-78%	-67%			-67%
A2 - Residential Products	10%	70%	59%	27%		96%	44%
A2a - Residential Heating & Cooling Equipment	31%	2095%	-15%	-23%		-64%	-35%
A2b - Residential Consumer Products	20%	119%	91%	68%		27%	59%
A2c - Residential Lighting	-23%	58%	78%	68%		372%	133%
A3 - Residential Hard-to-Measure		10%		10%			10%
B - Low-Income	-26%	-63%	-53%	-37%			-37%
B1 - Low-Income Whole House	-25%	-63%	-53%	-37%			-37%
B1a - Low-Income Single Family Retrofit	26%	-13%	-28%	-43%			-43%
B1b - Low-Income Multi-Family Retrofit	-75%	-101%	-81%	-25%			-25%
B2 - Low-Income Hard-to-Measure		-24%		-24%			-24%
C - Commercial & Industrial	-17%	-54%	-48%	-40%		-32%	-38%
C1 - C&I New Construction	-4%	8%	12%	-27%		296%	16%
C1a - C&I New Buildings & Major Renovations	67%	125%	20%	-33%		-66%	-28%
C1b - C&I Initial Purchase & End of Useful Life	-40%	-29%	6%	-5%		147%	76%
C2 - C&I Retrofit	-16%	-57%	-52%	-41%		-46%	-42%
C2a - C&I Existing Building Retrofit	22%	75%	57%	15%		138%	29%
C2b - C&I Small Business	-40%	-84%	-77%	-62%		-64%	-62%
C2c - C&I Multifamily Retrofit	-23%	1018%	-72%	-61%		-204%	-64%
C2d - C&I Upstream Lighting	-43%	-87%	-81%	-64%		-67%	-66%
C3 - C&I Hard-to-Measure		-53%		-53%			-53%
Grand Total	-11%	-31%	-24%	-19%		5%	-15%

Notes

- The Green Communities Act requires that energy efficiency programs be cost-effective. G.L. c. 25, §§ 21(a), 21(b)(3). If a core initiative is not cost-effective, the Program Administrator has provided an explanation in its report filing.
- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Cost-Effectiveness, Three-Year Total
2016-2018 Total Resource Cost Test (2016\$)
Cape Light Compact
June 8, 2018

2016 Evaluated Total Resource Cost Test (2016\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			Total TRC Test Costs
				Total Program Costs	Performance Incentive	Participant Costs	
A - Residential	2.27	26,565,100	47,558,456	16,460,438	-	4,532,918	20,993,356
A1 - Residential Whole House	2.40	20,507,587	35,120,160	11,814,665	-	2,797,908	14,612,573
A1a - Residential New Construction	2.72	2,141,574	3,386,684	776,082	-	469,029	1,245,111
A1b - Residential Multi-Family Retrofit	2.31	633,423	1,116,727	531,173	-	(47,869)	483,304
A1c - Residential Home Energy Services - Measures	2.63	18,924,811	30,550,028	9,248,469	-	2,376,748	11,625,217
A1d - Residential Home Energy Services - RCS	0.00	(1,086,549)	-	1,086,549	-	-	1,086,549
A1e - Residential Behavior/Feedback Program	0.39	(105,672)	66,720	172,392	-	-	172,392
A2 - Residential Products	2.31	7,052,186	12,438,296	3,651,100	-	1,735,010	5,386,110
A2a - Residential Heating & Cooling Equipment	1.07	129,274	2,047,924	1,472,942	-	445,708	1,918,650
A2b - Residential Consumer Products	3.28	894,887	1,287,927	315,466	-	77,573	393,039
A2c - Residential Lighting	2.96	6,028,025	9,102,446	1,862,692	-	1,211,729	3,074,421
A3 - Residential Hard-to-Measure	0.00	(994,673)	-	994,673	-	-	994,673
B - Low-Income	2.68	4,783,334	7,632,498	2,849,163	-	-	2,849,163
B1 - Low-Income Whole House	2.76	4,864,558	7,632,498	2,767,940	-	-	2,767,940
B1a - Low-Income Single Family Retrofit	3.28	4,286,027	6,163,272	1,877,245	-	-	1,877,245
B1b - Low-Income Multi-Family Retrofit	1.65	578,531	1,469,226	890,694	-	-	890,694
B2 - Low-Income Hard-to-Measure	0.00	(81,224)	-	81,224	-	-	81,224
C - Commercial & Industrial	2.60	22,082,716	35,884,308	7,943,839	-	5,857,753	13,801,592
C1 - C&I New Construction	2.29	1,713,572	3,042,375	1,169,283	-	159,521	1,328,803
C1a - C&I New Buildings & Major Renovations	1.58	527,655	1,432,722	816,317	-	88,750	905,067
C1b - C&I Initial Purchase & End of Useful Life	3.80	1,185,917	1,609,653	352,965	-	70,771	423,736
C2 - C&I Retrofit	2.67	20,538,597	32,841,933	6,605,103	-	5,698,233	12,303,336
C2a - C&I Existing Building Retrofit	2.67	9,361,900	14,954,069	2,850,166	-	2,742,003	5,592,169
C2b - C&I Small Business	2.01	2,919,367	5,804,707	2,442,122	-	443,217	2,885,340
C2c - C&I Multifamily Retrofit	0.28	(143,853)	56,972	205,948	-	(5,122)	200,825
C2d - C&I Upstream Lighting	3.32	8,401,184	12,026,185	1,106,866	-	2,518,135	3,625,001
C3 - C&I Hard-to-Measure	0.00	(169,453)	-	169,453	-	-	169,453
Grand Total	2.42	53,431,151	91,075,262	27,253,441	-	10,390,671	37,644,112

2017 Evaluated Total Resource Cost Test (2016\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			Total TRC Test Costs
				Total Program Costs	Performance Incentive	Participant Costs	
A - Residential	2.24	35,209,922	63,555,689	21,576,946	-	6,768,821	28,345,768
A1 - Residential Whole House	2.33	24,866,109	43,600,419	14,760,652	-	3,973,658	18,734,310
A1a - Residential New Construction	2.30	1,741,927	3,077,109	668,212	-	666,970	1,335,182
A1b - Residential Multi-Family Retrofit	2.31	624,639	1,102,894	510,204	-	(31,950)	478,254
A1c - Residential Home Energy Services - Measures	2.59	24,195,297	39,367,367	11,833,433	-	3,338,638	15,172,071
A1d - Residential Home Energy Services - RCS	0.00	(1,645,008)	-	1,645,008	-	-	1,645,008
A1e - Residential Behavior/Feedback Program	0.51	(50,746)	53,050	103,795	-	-	103,795
A2 - Residential Products	2.50	11,971,398	19,955,271	5,188,709	-	2,795,164	7,983,872
A2a - Residential Heating & Cooling Equipment	1.32	564,942	2,306,045	1,448,425	-	292,677	1,741,103
A2b - Residential Consumer Products	2.55	1,195,306	1,966,418	634,523	-	136,590	771,112
A2c - Residential Lighting	2.87	10,211,150	15,682,808	3,105,761	-	2,365,896	5,471,657
A3 - Residential Hard-to-Measure	0.00	(1,627,585)	-	1,627,585	-	-	1,627,585
B - Low-Income	1.89	2,468,152	5,226,385	2,758,233	-	-	2,758,233
B1 - Low-Income Whole House	1.95	2,547,522	5,226,385	2,678,862	-	-	2,678,862
B1a - Low-Income Single Family Retrofit	2.57	2,597,129	4,247,731	1,650,602	-	-	1,650,602
B1b - Low-Income Multi-Family Retrofit	0.95	(49,607)	978,653	1,028,260	-	-	1,028,260
B2 - Low-Income Hard-to-Measure	0.00	(79,371)	-	79,371	-	-	79,371
C - Commercial & Industrial	2.42	17,446,777	29,771,431	8,921,411	-	3,403,243	12,324,655
C1 - C&I New Construction	2.02	1,827,820	3,613,494	977,654	-	808,020	1,785,674
C1a - C&I New Buildings & Major Renovations	2.44	914,833	1,550,830	684,157	-	(48,160)	635,998
C1b - C&I Initial Purchase & End of Useful Life	1.79	912,988	2,062,664	293,497	-	856,180	1,149,676
C2 - C&I Retrofit	2.52	15,772,245	26,157,937	7,790,469	-	2,595,223	10,385,692
C2a - C&I Existing Building Retrofit	3.16	11,398,516	16,681,852	4,138,718	-	1,144,618	5,283,336
C2b - C&I Small Business	1.90	2,925,968	6,194,384	2,773,083	-	495,333	3,268,416
C2c - C&I Multifamily Retrofit	0.76	(64,578)	206,120	288,030	-	(17,332)	270,698
C2d - C&I Upstream Lighting	1.97	1,512,339	3,075,581	590,638	-	972,604	1,563,242
C3 - C&I Hard-to-Measure	0.00	(153,289)	-	153,289	-	-	153,289
Grand Total	2.27	55,124,850	98,553,505	33,256,590	-	10,172,064	43,428,655

Cost-Effectiveness, Three-Year Total
2016-2018 Total Resource Cost Test (2016\$)
Cape Light Compact
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2018 Planned Total Resource Cost Test (2016\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			Total TRC Test Costs
				Total Program Costs	Performance Incentive	Participant Costs	
A - Residential	2.35	36,582,215	63,721,865	22,528,180	-	4,611,470	27,139,650
A1 - Residential Whole House	2.57	32,019,934	52,405,426	17,013,098	-	3,372,394	20,385,492
A1a - Residential New Construction	4.43	2,379,507	3,074,075	460,735	-	233,832	694,568
A1b - Residential Multi-Family Retrofit	1.13	102,528	902,469	779,206	-	20,736	799,941
A1c - Residential Home Energy Services - Measures	2.86	31,361,508	48,203,864	13,724,530	-	3,117,826	16,842,356
A1d - Residential Home Energy Services - RCS	0.00	(1,734,933)	-	1,734,933	-	-	1,734,933
A1e - Residential Behavior/Feedback Program	0.72	(88,677)	225,018	313,694	-	-	313,694
A2 - Residential Products	2.15	6,064,309	11,316,439	4,013,054	-	1,239,077	5,252,130
A2a - Residential Heating & Cooling Equipment	1.04	102,467	2,935,257	2,030,449	-	802,340	2,832,789
A2b - Residential Consumer Products	2.19	507,116	932,249	332,966	-	92,168	425,134
A2c - Residential Lighting	3.74	5,454,726	7,448,933	1,649,639	-	344,568	1,994,207
A3 - Residential Hard-to-Measure	0.00	(1,502,028)	-	1,502,028	-	-	1,502,028
B - Low-Income	2.51	7,124,264	11,846,681	4,722,416	-	-	4,722,416
B1 - Low-Income Whole House	2.57	7,230,817	11,846,681	4,615,864	-	-	4,615,864
B1a - Low-Income Single Family Retrofit	2.10	3,514,687	6,718,730	3,204,043	-	-	3,204,043
B1b - Low-Income Multi-Family Retrofit	3.63	3,716,130	5,127,950	1,411,821	-	-	1,411,821
B2 - Low-Income Hard-to-Measure	0.00	(106,552)	-	106,552	-	-	106,552
C - Commercial & Industrial	3.09	45,418,716	67,166,111	16,726,264	-	5,021,131	21,747,394
C1 - C&I New Construction	2.60	2,357,762	3,827,292	1,288,679	-	180,851	1,469,530
C1a - C&I New Buildings & Major Renovations	1.78	669,779	1,524,627	993,312	-	(138,464)	854,848
C1b - C&I Initial Purchase & End of Useful Life	3.75	1,687,983	2,302,665	295,367	-	319,315	614,682
C2 - C&I Retrofit	3.17	43,379,759	63,338,819	15,118,779	-	4,840,280	19,959,059
C2a - C&I Existing Building Retrofit	2.76	7,475,743	11,720,659	3,692,150	-	552,766	4,244,916
C2b - C&I Small Business	3.41	26,056,301	36,857,059	9,081,088	-	1,719,670	10,800,758
C2c - C&I Multifamily Retrofit	0.97	(24,778)	769,315	774,412	-	19,680	794,093
C2d - C&I Upstream Lighting	3.40	9,872,493	13,991,787	1,571,130	-	2,548,164	4,119,293
C3 - C&I Hard-to-Measure	0.00	(318,805)	-	318,805	-	-	318,805
Grand Total	2.66	89,125,196	142,734,656	43,976,860	-	9,632,601	53,609,461

2016-2018 Total Resource Cost Test (2016\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			Total TRC Test Costs
				Total Program Costs	Performance Incentive	Participant Costs	
A - Residential	2.29	98,357,237	174,836,011	60,565,565	-	15,913,209	76,478,774
A1 - Residential Whole House	2.44	77,393,630	131,126,005	43,588,415	-	10,143,960	53,732,375
A1a - Residential New Construction	2.91	6,263,007	9,537,868	1,905,029	-	1,369,831	3,274,860
A1b - Residential Multi-Family Retrofit	1.77	1,360,591	3,122,090	1,820,583	-	(59,083)	1,761,500
A1c - Residential Home Energy Services - Measures	2.71	74,481,616	118,121,260	34,806,432	-	8,833,212	43,639,644
A1d - Residential Home Energy Services - RCS	0.00	(4,466,489)	-	4,466,489	-	-	4,466,489
A1e - Residential Behavior/Feedback Program	0.58	(245,095)	344,787	589,882	-	-	589,882
A2 - Residential Products	2.35	25,087,894	43,710,006	12,852,862	-	5,769,250	18,622,112
A2a - Residential Heating & Cooling Equipment	1.12	796,684	7,289,225	4,951,816	-	1,540,726	6,492,542
A2b - Residential Consumer Products	2.63	2,597,309	4,186,594	1,282,955	-	306,331	1,589,285
A2c - Residential Lighting	3.06	21,693,901	32,234,186	6,618,092	-	3,922,193	10,540,285
A3 - Residential Hard-to-Measure	0.00	(4,124,287)	-	4,124,287	-	-	4,124,287
B - Low-Income	2.39	14,375,750	24,705,563	10,329,812	-	-	10,329,812
B1 - Low-Income Whole House	2.46	14,642,897	24,705,563	10,062,666	-	-	10,062,666
B1a - Low-Income Single Family Retrofit	2.54	10,397,843	17,129,734	6,731,891	-	-	6,731,891
B1b - Low-Income Multi-Family Retrofit	2.27	4,245,054	7,575,829	3,330,775	-	-	3,330,775
B2 - Low-Income Hard-to-Measure	0.00	(267,147)	-	267,147	-	-	267,147
C - Commercial & Industrial	2.77	84,948,209	132,821,850	33,591,514	-	14,282,127	47,873,641
C1 - C&I New Construction	2.29	5,899,154	10,483,161	3,435,616	-	1,148,391	4,584,007
C1a - C&I New Buildings & Major Renovations	1.88	2,112,267	4,508,180	2,493,787	-	(97,874)	2,395,913
C1b - C&I Initial Purchase & End of Useful Life	2.73	3,786,887	5,974,982	941,829	-	1,246,265	2,188,095
C2 - C&I Retrofit	2.87	79,690,602	122,338,689	29,514,351	-	13,133,736	42,648,087
C2a - C&I Existing Building Retrofit	2.87	28,236,159	43,356,580	10,681,033	-	4,439,388	15,120,421
C2b - C&I Small Business	2.88	31,901,636	48,856,149	14,296,293	-	2,658,220	16,954,513
C2c - C&I Multifamily Retrofit	0.82	(233,210)	1,032,406	1,268,390	-	(2,774)	1,265,616
C2d - C&I Upstream Lighting	3.13	19,786,017	29,093,553	3,268,634	-	6,038,902	9,307,537
C3 - C&I Hard-to-Measure	0.00	(641,547)	-	641,547	-	-	641,547
Grand Total	2.47	197,681,197	332,363,424	104,486,891	-	30,195,337	134,682,227

Notes
• The Green Communities Act requires that energy efficiency programs be cost-effective. G.L. c. 25, §§ 21(a), 21(b)(3). If a core initiative is not cost-effective, the Program Administrator has provided an explanation in its report filing.

Core Initiatives, Plan Year Summary

Residential Programs

Cape Light Compact
June 8, 2018

A1 - Residential Whole, 2017 Summary							
A1a - Residential New Construction							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	540	2,842	759	427%	41%	-73%
Lifetime Energy	MWh	10,994	44,206	9,328	302%	-15%	-79%
Annual Natural Gas	Therms	112	(5,531)	(5,769)	-5056%	-5269%	4%
Lifetime Natural Gas	Therms	1,674	(4,539)	(3,749)	-371%	-324%	-17%
Total Benefits	2016\$	2,816,632	9,500,574	3,077,109	237%	9%	-68%
Total Program Costs	nominal\$	448,964	685,184	685,184	53%	53%	0%
Total Resource Costs	2016\$	669,623	1,335,182	1,335,182	99%	99%	0%
Benefit Cost Ratio	B/C	4.21	7.12	2.30	69%	-45%	-68%

A1b - Residential Multi-Family Retrofit							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	345	485	613	40%	78%	26%
Lifetime Energy	MWh	5,024	6,941	8,756	38%	74%	26%
Annual Natural Gas	Therms	281	-	-	-100%	-100%	
Lifetime Natural Gas	Therms	2,260	-	-	-100%	-100%	
Total Benefits	2016\$	866,759	972,047	1,102,894	12%	27%	13%
Total Program Costs	nominal\$	750,920	523,164	523,164	-30%	-30%	0%
Total Resource Costs	2016\$	749,233	478,254	478,254	-36%	-36%	0%
Benefit Cost Ratio	B/C	1.16	2.03	2.31	76%	99%	13%

A1c - Residential Home Energy Services - Measures							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	7,023	10,287	9,136	46%	30%	-11%
Lifetime Energy	MWh	74,266	108,022	83,934	45%	13%	-22%
Annual Natural Gas	Therms	1,812	250,215	250,215	13709%	13709%	0%
Lifetime Natural Gas	Therms	14,604	530,056	530,056	3530%	3530%	0%
Total Benefits	2016\$	45,178,204	44,900,434	39,367,367	-1%	-13%	-12%
Total Program Costs	nominal\$	13,569,883	12,134,002	12,134,002	-11%	-11%	0%
Total Resource Costs	2016\$	16,254,781	15,172,071	15,172,071	-7%	-7%	0%
Benefit Cost Ratio	B/C	2.78	2.96	2.59	6%	-7%	-12%

A1e - Residential Behavior/Feedback Program							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	184	30	28	-84%	-85%	-9%
Lifetime Energy	MWh	1,184	302	165	-74%	-86%	-45%
Annual Natural Gas	Therms	1,268	330	2,662	-74%	110%	707%
Lifetime Natural Gas	Therms	12,675	330	1,597	-97%	-87%	384%
Total Benefits	2016\$	236,496	59,460	53,050	-75%	-78%	-11%
Total Program Costs	nominal\$	326,115	106,432	106,432	-67%	-67%	0%
Total Resource Costs	2016\$	318,037	103,795	103,795	-67%	-67%	0%
Benefit Cost Ratio	B/C	0.74	0.57	0.51	-23%	-31%	-11%

A2 - Residential Products, 2017 Summary								
A2a - Residential Heating & Cooling Equipment								
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated	
Annual Energy	MWh	1,426	1,245	1,200	-13%	-16%	-4%	
Lifetime Energy	MWh	20,543	19,273	18,447	-6%	-10%	-4%	
Annual Natural Gas	Therms	(4,082)	(2,100)	(2,216)	-49%	-46%	6%	
Lifetime Natural Gas	Therms	(73,483)	(3,779)	(3,895)	-95%	-95%	3%	
Total Benefits	2016\$	2,717,001	2,459,302	2,306,045	-9%	-15%	-6%	
Total Program Costs	nominal\$	1,923,467	1,485,215	1,485,215	-23%	-23%	0%	
Total Resource Costs	2016\$	2,691,258	1,741,103	1,741,103	-35%	-35%	0%	
Benefit Cost Ratio	B/C	1.01	1.41	1.32	40%	31%	-6%	

A2b - Residential Consumer Products								
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated	
Annual Energy	MWh	849	1,389	1,354	64%	59%	-3%	
Lifetime Energy	MWh	7,173	13,037	12,736	82%	78%	-2%	
Annual Natural Gas	Therms	222	967	754	335%	240%	-22%	
Lifetime Natural Gas	Therms	1,554	677	528	-56%	-66%	-22%	
Total Benefits	2016\$	1,030,545	2,014,147	1,966,418	95%	91%	-2%	
Total Program Costs	nominal\$	386,422	650,640	650,640	68%	68%	0%	
Total Resource Costs	2016\$	484,134	771,112	771,112	59%	59%	0%	
Benefit Cost Ratio	B/C	2.13	2.61	2.55	23%	20%	-2%	

A2c - Residential Lighting								
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated	
Annual Energy	MWh	8,554	20,400	20,864	138%	144%	2%	
Lifetime Energy	MWh	82,562	201,472	145,589	144%	76%	-28%	
Annual Natural Gas	Therms	(95,971)	(228,458)	(231,884)	138%	142%	1%	
Lifetime Natural Gas	Therms	(926,346)	(225,790)	(161,788)	-76%	-83%	-28%	
Total Benefits	2016\$	8,804,437	21,061,088	15,682,808	139%	78%	-26%	
Total Program Costs	nominal\$	1,895,596	3,184,647	3,184,647	68%	68%	0%	
Total Resource Costs	2016\$	2,350,121	5,471,657	5,471,657	133%	133%	0%	
Benefit Cost Ratio	B/C	3.75	3.85	2.87	3%	-23%	-26%	

Notes
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Core Initiatives, Plan Year Summary

Low-Income Programs

Cape Light Compact

June 8, 2018

B1 - Low-Income Whole House, 2017 Summary							
B1a - Low-Income Single Family Retrofit							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	1,329	1,368	1,230	3%	-7%	-10%
Lifetime Energy	MWh	13,370	13,251	10,430	-1%	-22%	-21%
Annual Natural Gas	Therms	-	21	21			0%
Lifetime Natural Gas	Therms	-	16	16			0%
Total Benefits	2016\$	5,870,457	3,787,351	4,247,731	-35%	-28%	12%
Total Program Costs	nominal\$	2,956,841	1,692,527	1,692,527	-43%	-43%	0%
Total Resource Costs	2016\$	2,883,598	1,650,602	1,650,602	-43%	-43%	0%
Benefit Cost Ratio	B/C	2.04	2.29	2.57	13%	26%	12%

B1b - Low-Income Multi-Family Retrofit							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	421	749	657	78%	56%	-12%
Lifetime Energy	MWh	4,849	6,115	5,608	26%	16%	-8%
Annual Natural Gas	Therms	-	-	-			
Lifetime Natural Gas	Therms	-	-	-			
Total Benefits	2016\$	5,213,840	884,854	978,653	-83%	-81%	11%
Total Program Costs	nominal\$	1,397,224	1,054,378	1,054,378	-25%	-25%	0%
Total Resource Costs	2016\$	1,362,614	1,028,260	1,028,260	-25%	-25%	0%
Benefit Cost Ratio	B/C	3.83	0.86	0.95	-78%	-75%	11%

Notes

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Core Initiatives, Plan Year Summary

C&I Programs

Cape Light Compact
June 8, 2018

C1 - C&I New Construction, 2017 Summary							
C1a - C&I New Buildings & Major Renovations							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	558	694	671	24%	20%	-3%
Lifetime Energy	MWh	9,109	10,596	10,263	16%	13%	-3%
Annual Natural Gas	Therms	698	(760)	(760)	-209%	-209%	0%
Lifetime Natural Gas	Therms	10,810	(1,115)	(1,115)	-110%	-110%	0%
Total Benefits	2016\$	1,291,476	1,499,202	1,550,830	16%	20%	3%
Total Program Costs	nominal\$	1,052,858	701,535	701,535	-33%	-33%	0%
Total Resource Costs	2016\$	884,797	635,998	635,998	-28%	-28%	0%
Benefit Cost Ratio	B/C	1.46	2.36	2.44	61%	67%	3%

C1b - C&I Initial Purchase & End of Useful Life							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	1,212	1,249	1,249	3%	3%	0%
Lifetime Energy	MWh	23,852	18,152	18,152	-24%	-24%	0%
Annual Natural Gas	Therms	(82,254)	(55,108)	(55,108)	-33%	-33%	0%
Lifetime Natural Gas	Therms	(1,645,071)	(82,516)	(82,516)	-95%	-95%	0%
Total Benefits	2016\$	1,940,527	2,272,772	2,062,664	17%	6%	-9%
Total Program Costs	nominal\$	315,167	300,951	300,951	-5%	-5%	0%
Total Resource Costs	2016\$	653,341	1,149,676	1,149,676	76%	76%	0%
Benefit Cost Ratio	B/C	2.97	1.98	1.79	-33%	-40%	-9%

Notes

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C2 - C&I Retrofit, 2017 Summary							
C2a - C&I Existing Building Retrofit							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	5,210	6,660	6,660	28%	28%	0%
Lifetime Energy	MWh	63,955	86,497	86,497	35%	35%	0%
Annual Natural Gas	Therms	14,900	(7,121)	(7,121)	-148%	-148%	0%
Lifetime Natural Gas	Therms	155,837	(11,706)	(11,706)	-108%	-108%	0%
Total Benefits	2016\$	10,602,558	16,863,277	16,681,852	59%	57%	-1%
Total Program Costs	nominal\$	3,691,013	4,243,841	4,243,841	15%	15%	0%
Total Resource Costs	2016\$	4,080,657	5,283,336	5,283,336	29%	29%	0%
Benefit Cost Ratio	B/C	2.60	3.19	3.16	23%	22%	-1%

C2b - C&I Small Business							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	9,913	2,560	2,535	-74%	-74%	-1%
Lifetime Energy	MWh	129,273	32,581	32,327	-75%	-75%	-1%
Annual Natural Gas	Therms	(32,218)	(26,782)	(25,432)	-17%	-21%	-5%
Lifetime Natural Gas	Therms	(420,568)	(33,691)	(32,342)	-92%	-92%	-4%
Total Benefits	2016\$	27,147,660	6,298,830	6,194,384	-77%	-77%	-2%
Total Program Costs	nominal\$	7,408,747	2,843,519	2,843,519	-62%	-62%	0%
Total Resource Costs	2016\$	8,616,876	3,268,416	3,268,416	-62%	-62%	0%
Benefit Cost Ratio	B/C	3.15	1.93	1.90	-39%	-40%	-2%

C2c - C&I Multifamily Retrofit							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	345	129	201	-63%	-42%	56%
Lifetime Energy	MWh	5,052	993	1,580	-80%	-69%	59%
Annual Natural Gas	Therms	290	-	-	-100%	-100%	
Lifetime Natural Gas	Therms	2,858	-	-	-100%	-100%	
Total Benefits	2016\$	742,465	125,480	206,120	-83%	-72%	64%
Total Program Costs	nominal\$	750,216	295,346	295,346	-61%	-61%	0%
Total Resource Costs	2016\$	748,240	270,698	270,698	-64%	-64%	0%
Benefit Cost Ratio	B/C	0.99	0.46	0.76	-53%	-23%	64%

C2d - C&I Upstream Lighting							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	19,900	3,180	2,328	-84%	-88%	-27%
Lifetime Energy	MWh	100,017	25,403	22,685	-75%	-77%	-11%
Annual Natural Gas	Therms	(75,562)	(2,853)	(1,702)	-96%	-98%	-40%
Lifetime Natural Gas	Therms	(379,356)	(2,035)	(1,470)	-99%	-100%	-28%
Total Benefits	2016\$	15,782,141	3,892,043	3,075,581	-75%	-81%	-21%
Total Program Costs	nominal\$	1,666,927	605,640	605,640	-64%	-64%	0%
Total Resource Costs	2016\$	4,558,203	1,563,242	1,563,242	-66%	-66%	0%
Benefit Cost Ratio	B/C	3.46	2.49	1.97	-28%	-43%	-21%

Core Initiatives, Three-Year Total

Residential Programs

Cape Light Compact
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A1 - Residential Whole, 2016-2018 Summary					
A1a - Residential New Construction					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	1,012	759	618	2,389
Lifetime Energy	MWh	10,048	9,328	12,767	32,143
Annual Natural Gas	Therms	(10,538)	(5,769)	115	(16,192)
Lifetime Natural Gas	Therms	(63,188)	(3,749)	1,728	(65,208)
Total Benefits	2016\$	3,386,684	3,077,109	3,074,075	9,537,868
Total Program Costs	nominal\$	776,082	685,184	484,438	1,945,704
Total Resource Costs	2016\$	1,245,111	1,335,182	694,568	3,274,860
Benefit Cost Ratio	B/C	2.72	2.30	4.43	2.91

A1b - Residential Multi-Family Retrofit					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	571	613	354	1,538
Lifetime Energy	MWh	7,669	8,756	5,181	21,607
Annual Natural Gas	Therms	118	-	290	408
Lifetime Natural Gas	Therms	1,305	-	2,328	3,633
Total Benefits	2016\$	1,116,727	1,102,894	902,469	3,122,090
Total Program Costs	nominal\$	531,173	523,164	819,292	1,873,629
Total Resource Costs	2016\$	483,304	478,254	799,941	1,761,500
Benefit Cost Ratio	B/C	2.31	2.31	1.13	1.77

A1c - Residential Home Energy Services - Measures					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	7,825	9,136	6,970	23,931
Lifetime Energy	MWh	76,835	83,934	76,240	237,009
Annual Natural Gas	Therms	66,194	250,215	1,812	318,221
Lifetime Natural Gas	Therms	1,403,454	530,056	14,604	1,948,114
Total Benefits	2016\$	30,550,028	39,367,367	48,203,864	118,121,260
Total Program Costs	nominal\$	9,248,469	12,134,002	14,430,591	35,813,062
Total Resource Costs	2016\$	11,625,217	15,172,071	16,842,356	43,639,644
Benefit Cost Ratio	B/C	2.63	2.59	2.86	2.71

A1e - Residential Behavior/Feedback Program					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	44	28	187	259
Lifetime Energy	MWh	308	165	1,133	1,606
Annual Natural Gas	Therms	594	2,662	1,268	4,524
Lifetime Natural Gas	Therms	4,158	1,597	12,675	18,430
Total Benefits	2016\$	66,720	53,050	225,018	344,787
Total Program Costs	nominal\$	172,392	106,432	329,832	608,656
Total Resource Costs	2016\$	172,392	103,795	313,694	589,882
Benefit Cost Ratio	B/C	0.39	0.51	0.72	0.58

A2 - Residential Products, 2016-2018 Summary					
A2a - Residential Heating & Cooling Equipment					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	939	1,200	1,511	3,650
Lifetime Energy	MWh	14,598	18,447	22,036	55,081
Annual Natural Gas	Therms	(2,198)	(2,216)	(4,082)	(8,496)
Lifetime Natural Gas	Therms	(38,681)	(3,895)	(73,483)	(116,060)
Total Benefits	2016\$	2,047,924	2,306,045	2,935,257	7,289,225
Total Program Costs	nominal\$	1,472,942	1,485,215	2,134,905	5,093,062
Total Resource Costs	2016\$	1,918,650	1,741,103	2,832,789	6,492,542
Benefit Cost Ratio	B/C	1.07	1.32	1.04	1.12

A2b - Residential Consumer Products					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	894	1,354	771	3,018
Lifetime Energy	MWh	8,639	12,736	6,463	27,838
Annual Natural Gas	Therms	262	754	222	1,238
Lifetime Natural Gas	Therms	1,835	528	1,554	3,917
Total Benefits	2016\$	1,287,927	1,966,418	932,249	4,186,594
Total Program Costs	nominal\$	315,466	650,640	350,095	1,316,201
Total Resource Costs	2016\$	393,039	771,112	425,134	1,589,285
Benefit Cost Ratio	B/C	3.28	2.55	2.19	2.63

A2c - Residential Lighting					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	13,051	20,864	6,801	40,716
Lifetime Energy	MWh	78,763	145,589	71,302	295,654
Annual Natural Gas	Therms	(172,003)	(231,884)	(84,316)	(488,203)
Lifetime Natural Gas	Therms	(1,038,027)	(161,788)	(854,230)	(2,054,045)
Total Benefits	2016\$	9,102,446	15,682,808	7,448,933	32,234,186
Total Program Costs	nominal\$	1,862,692	3,184,647	1,734,505	6,781,844
Total Resource Costs	2016\$	3,074,421	5,471,657	1,994,207	10,540,285
Benefit Cost Ratio	B/C	2.96	2.87	3.74	3.06

Core Initiatives, Three-Year Total

Low-Income Programs

Cape Light Compact

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B1 - Low-Income Whole House, 2016-2018 Summary					
B1a - Low-Income Single Family Retrofit					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	1,316	1,230	1,450	3,996
Lifetime Energy	MWh	11,767	10,430	15,251	37,448
Annual Natural Gas	Therms	-	21	-	21
Lifetime Natural Gas	Therms	-	16	-	16
Total Benefits	2016\$	6,163,272	4,247,731	6,718,730	17,129,734
Total Program Costs	nominal\$	1,877,245	1,692,527	3,368,876	6,938,648
Total Resource Costs	2016\$	1,877,245	1,650,602	3,204,043	6,731,891
Benefit Cost Ratio	B/C	3.28	2.57	2.10	2.54

B1b - Low-Income Multi-Family Retrofit					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	352	657	475	1,484
Lifetime Energy	MWh	2,900	5,608	5,292	13,801
Annual Natural Gas	Therms	-	-	-	-
Lifetime Natural Gas	Therms	-	-	-	-
Total Benefits	2016\$	1,469,226	978,653	5,127,950	7,575,829
Total Program Costs	nominal\$	890,694	1,054,378	1,484,452	3,429,524
Total Resource Costs	2016\$	890,694	1,028,260	1,411,821	3,330,775
Benefit Cost Ratio	B/C	1.65	0.95	3.63	2.27

Core Initiatives, Three-Year Total

C&I Programs

Cape Light Compact
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C1 - C&I New Construction, 2016-2018 Summary					
C1a - C&I New Buildings & Major Renovations					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	673	671	684	2,028
Lifetime Energy	MWh	10,110	10,263	11,627	31,999
Annual Natural Gas	Therms	(1,046)	(760)	639	(1,167)
Lifetime Natural Gas	Therms	(15,426)	(1,115)	9,989	(6,551)
Total Benefits	2016\$	1,432,722	1,550,830	1,524,627	4,508,180
Total Program Costs	nominal\$	816,317	701,535	1,044,413	2,562,265
Total Resource Costs	2016\$	905,067	635,998	854,848	2,395,913
Benefit Cost Ratio	B/C	1.58	2.44	1.78	1.88

C1b - C&I Initial Purchase & End of Useful Life					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	856	1,249	1,164	3,270
Lifetime Energy	MWh	12,790	18,152	22,869	53,811
Annual Natural Gas	Therms	(19,577)	(55,108)	(55,955)	(130,640)
Lifetime Natural Gas	Therms	(293,659)	(82,516)	(1,119,096)	(1,495,271)
Total Benefits	2016\$	1,609,653	2,062,664	2,302,665	5,974,982
Total Program Costs	nominal\$	352,965	300,951	310,562	964,479
Total Resource Costs	2016\$	423,736	1,149,676	614,682	2,188,095
Benefit Cost Ratio	B/C	3.80	1.79	3.75	2.73

C2 - C&I Retrofit, 2016-2018 Summary					
C2a - C&I Existing Building Retrofit					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	6,495	6,660	5,934	19,089
Lifetime Energy	MWh	85,966	86,497	72,955	245,418
Annual Natural Gas	Therms	(1,960)	(7,121)	15,057	5,976
Lifetime Natural Gas	Therms	(26,525)	(11,706)	156,357	118,126
Total Benefits	2016\$	14,954,069	16,681,852	11,720,659	43,356,580
Total Program Costs	nominal\$	2,850,166	4,243,841	3,882,093	10,976,100
Total Resource Costs	2016\$	5,592,169	5,283,336	4,244,916	15,120,421
Benefit Cost Ratio	B/C	2.67	3.16	2.76	2.87

C2b - C&I Small Business					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	2,694	2,535	12,833	18,061
Lifetime Energy	MWh	34,221	32,327	166,972	233,520
Annual Natural Gas	Therms	(23,917)	(25,432)	(33,936)	(83,285)
Lifetime Natural Gas	Therms	(321,198)	(32,342)	(442,978)	(796,518)
Total Benefits	2016\$	5,804,707	6,194,384	36,857,059	48,856,149
Total Program Costs	nominal\$	2,442,122	2,843,519	9,548,266	14,833,908
Total Resource Costs	2016\$	2,885,340	3,268,416	10,800,758	16,954,513
Benefit Cost Ratio	B/C	2.01	1.90	3.41	2.88

C2c - C&I Multifamily Retrofit					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	48	201	354	603
Lifetime Energy	MWh	462	1,580	5,190	7,232
Annual Natural Gas	Therms	-	-	300	300
Lifetime Natural Gas	Therms	-	-	2,948	2,948
Total Benefits	2016\$	56,972	206,120	769,315	1,032,406
Total Program Costs	nominal\$	205,948	295,346	814,252	1,315,546
Total Resource Costs	2016\$	200,825	270,698	794,093	1,265,616
Benefit Cost Ratio	B/C	0.28	0.76	0.97	0.82

C2d - C&I Upstream Lighting					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Planned	2016-2018 Total
Annual Energy	MWh	14,140	2,328	18,406	34,873
Lifetime Energy	MWh	74,331	22,685	92,517	189,533
Annual Natural Gas	Therms	(53,661)	(1,702)	(69,885)	(125,249)
Lifetime Natural Gas	Therms	(281,768)	(1,470)	(350,893)	(634,132)
Total Benefits	2016\$	12,026,185	3,075,581	13,991,787	29,093,553
Total Program Costs	nominal\$	1,106,866	605,640	1,651,957	3,364,463
Total Resource Costs	2016\$	3,625,001	1,563,242	4,119,293	9,307,537
Benefit Cost Ratio	B/C	3.32	1.97	3.40	3.13

Greenhouse Gas Reductions, Plan Year Summary

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

Cape Light Compact
June 8, 2018

2017 Planned Greenhouse Gas Reductions											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	22,355	(127,242)	40,809	0.000185578	0.000090138	0.396076	0.005850	0.080693	4.1	2.0	11,403
B - Low-Income	1,750	-	13,117	0.000185578	0.000090138	0.396076	0.005850	0.080693	0.3	0.2	1,752
C - Commercial & Industrial	32,541	(152,727)	224	0.000185578	0.000090138	0.396076	0.005850	0.080693	6.0	2.9	12,013
Grand Total	56,646	(279,969)	54,149	0.000185578	0.000090138	0.396076	0.005850	0.080693	10.5	5.1	25,168

2017 Evaluated Greenhouse Gas Reductions											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	39,546	(84,735)	6,629	0.000185578	0.000090138	0.396076	0.005850	0.080693	7.3	3.6	15,702
B - Low-Income	1,888	21	2,472	0.000185578	0.000090138	0.396076	0.005850	0.080693	0.4	0.2	947
C - Commercial & Industrial	14,054	(83,507)	(2,347)	0.000185578	0.000090138	0.396076	0.005850	0.080693	2.6	1.3	4,889
Grand Total	55,488	(168,221)	6,753	0.000185578	0.000090138	0.396076	0.005850	0.080693	10.3	5.0	21,538

2017 Planned v. Evaluated Greenhouse Gas Reductions Variances (%)											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	77%	-33%	-84%	0%	0%	0%	0%	0%	77%	77%	38%
B - Low-Income	8%		-81%	0%	0%	0%	0%	0%	8%	8%	-46%
C - Commercial & Industrial	-57%	-45%	-1149%	0%	0%	0%	0%	0%	-57%	-57%	-59%
Grand Total	-2%	-40%	-88%	0%	0%	0%	0%	0%	-2%	-2%	-14%

Notes

- The GHG factors have been updated since the 2016-2018 Plan in coordination with the Department of Environmental Protection to reflect the most up to date information available.

Greenhouse Gas Reductions, Three-Year Total

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

Cape Light Compact
June 8, 2018

2016 Evaluated Greenhouse Gas Reductions											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	27,065	(160,681)	5,016	0.000185578	0.000090138	0.396076	0.005850	0.080693	5.0	2.4	10,185
B - Low-Income	1,668	-	4,840	0.000185578	0.000090138	0.396076	0.005850	0.080693	0.3	0.2	1,051
C - Commercial & Industrial	21,802	(97,224)	(6,625)	0.000185578	0.000090138	0.396076	0.005850	0.080693	4.0	2.0	7,532
Grand Total	50,535	(257,904)	3,231	0.000185578	0.000090138	0.396076	0.005850	0.080693	9.4	4.6	18,768

2017 Evaluated Greenhouse Gas Reductions											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	39,546	(84,735)	6,629	0.000185578	0.000090138	0.396076	0.005850	0.080693	7.3	3.6	15,702
B - Low-Income	1,888	21	2,472	0.000185578	0.000090138	0.396076	0.005850	0.080693	0.4	0.2	947
C - Commercial & Industrial	14,054	(83,507)	(2,347)	0.000185578	0.000090138	0.396076	0.005850	0.080693	2.6	1.3	4,889
Grand Total	55,488	(168,221)	6,753	0.000185578	0.000090138	0.396076	0.005850	0.080693	10.3	5.0	21,538

2018 Planned Greenhouse Gas Reductions											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	20,605	(115,768)	45,738	0.000185578	0.000090138	0.396076	0.005850	0.080693	3.8	1.9	11,175
B - Low-Income	1,925	-	13,398	0.000185578	0.000090138	0.396076	0.005850	0.080693	0.4	0.2	1,843
C - Commercial & Industrial	36,242	(127,224)	9,447	0.000185578	0.000090138	0.396076	0.005850	0.080693	6.7	3.3	14,373
Grand Total	58,772	(242,992)	68,583	0.000185578	0.000090138	0.396076	0.005850	0.080693	10.9	5.3	27,391

2016-2018 Greenhouse Gas Reductions											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	87,216	(361,184)	57,382	0.000185578	0.000090138	0.396076	0.005850	0.080693	16	8	37,062
B - Low-Income	5,480	21	20,709	0.000185578	0.000090138	0.396076	0.005850	0.080693	1	0	3,842
C - Commercial & Industrial	72,099	(307,955)	476	0.000185578	0.000090138	0.396076	0.005850	0.080693	13	6	26,793
Grand Total	164,795	(669,117)	78,567	0.000185578	0.000090138	0.396076	0.005850	0.080693	31	15	67,697

Notes

- The GHG factors have been updated since the 2016-2018 Plan in coordination with the Department of Environmental Protection to reflect the most up to date information available.

APPENDIX 1
SIGNIFICANT CORE INITIATIVE VARIANCES
& COST-EFFECTIVENESS

Compact-specific narrative explanations are as follows.

I. Residential Programs

A. Residential Whole House

For the Residential Whole House program, the 2017 actual benefit-cost ratio was 2.33, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.44.

1. Residential New Construction

a. Significant Variances

A significant variance exists between the planned budget and actual expenditures and the preliminary and evaluated total resource benefits.

The primary reason for the increase in actual costs is higher than planned participation, resulting in higher incentive as well as sales, technical assistance, and training (“STAT”) costs. The Compact has a history of significant variances between planned and actual costs, savings, and benefits for its Residential New Construction core initiative. This is due to the relatively small number of participants and the difficulty in predicting participant decisions in this core initiative. There is a wide variation in savings and benefits achieved within each home, and the choices made by participants greatly impact the core initiative’s results.

Evaluated total resource benefits were lower than preliminary total resource benefits due to a reduction in attributable energy savings because of the 2015-2016 Massachusetts Single-Family Code Compliance Baseline Study. This study updated the User Defined Reference Home (UDRH) to reflect current common installation practices for non-participating homes, and found significant increases in energy efficiency for several measures in non-participating homes. Some of these measures included duct leakage, air leakage and ceiling insulation. These updates significantly decreased the total claimable benefits for the non-lighting low-rise portion of the residential new construction initiative.

In addition, a decrease in measure lives for lighting measures (per the evaluation methodology used, the Lighting Market Adoption Model and Lighting Worksheet) created lifetime MWh savings losses, which directly affect total resource benefits.

The Programs Administrators implemented a new “performance based” incentive structure in this core initiative to better align savings with builder incentives starting in July 2017. As a result, the Programs Administrators anticipate the core initiative will remain cost-effective moving forward.

The Compact is projecting to achieve its savings and benefits goals for this core initiative by the end of the Three-Year Plan term.

b. Cost-Effectiveness

For the Residential New Construction & Major Renovation core initiative, the 2017 actual benefit-cost ratio was 2.30, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.91.

2. Residential Multi-Family Retrofit

a. Significant Variances

A significant variance exists between the planned budget and actual expenditures. The Compact's budget variance is impacted by the actual measure mix in 2016 and 2017, which included greater numbers of inexpensive measures such as LEDs and programmable thermostats, and fewer costly measures such as weatherization. The actual measure mix in any given year is driven by customer demand.

The Compact is not planning significant changes to the design or implementation of the core initiative because of these variances. The Compact is evaluating new opportunities for significantly sized heat pump projects in 2018, specifically projects involving converting previously served complexes with electric baseboard heat to air source heat pumps. In addition, the Compact and its lead vendor are looking to increase owner program participation through improved communications, marketing, and online portal coordination for each new participating condo association. Lastly, the Compact and its lead vendor plan to utilize the recently developed multi-family market database to improve targeting strategies.

The Compact is projecting to achieve its savings and benefits goals for this core initiative by the end of the Three-Year Plan term.

b. Cost-Effectiveness

For the Residential Multi-Family core initiative, the 2017 actual benefit-cost ratio was 2.31, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 1.77.

3. Residential Home Energy Services

a. Significant Variances

i. Home Energy Services - Measures

A significant variance exists between the planned budget and actual expenditures. The primary reason for this variance is the Compact completed fewer Home Energy Assessments (“HEAs”) than planned in 2016. The Compact completed approximately 75 percent of its HEA goal of 4,000 assessments in 2016. Fewer HEAs were completed in part because of the transition to a common vendor between the Compact and National Grid (see *Colonial Gas Company d/b/a National Grid*, D.P.U. 16-169). The common vendor, the Compact’s lead vendor for this core initiative, required additional time and resources to consistently serve mutual customers of the Compact and National Grid. Note that even accounting for only 75 percent of planned HEAs, the Compact surpassed its Home Energy Services – Measures lifetime electric savings target for 2016. In 2017, the Compact accomplished approximately 105 percent of its HEA goal of 4,200 assessments in 2017 and had less under-spending than in 2016.

In response to this variance, the Compact has taken three primary steps to increase its HEAs. First, the Compact worked with its lead vendor to ensure an adequate number of audit teams to serve customers in Plan-Year 2018. The Compact’s lead vendor hired more qualified energy efficiency auditors and technicians throughout 2016 and 2017. Second, the Compact worked with its lead vendor to offer assessments on Saturdays, to accommodate customers for whom a weekday assessment is a barrier to participation. Finally, the Compact plans to increase marketing and outreach efforts to seasonal customers and customers whose primary language is Portuguese.

The Compact is projecting to achieve its savings and benefits goals for this core initiative by the end of the Three-Year Plan term.

ii. Home Energy Services - RCS

A significant variance exists between the planned budget and actual expenditures. The difference is due to fewer HEAs than anticipated, as discussed in more detail above.

b. Cost-Effectiveness

For the Residential Home Energy Services - Measures core initiative, the 2017 actual benefit-cost ratio was 2.59, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.71.

4. Residential Behavior/Feedback

a. Significant Variances

Significant variances exist between the planned budget and actual expenditures, the planned and preliminary total lifetime savings, and the planned and preliminary total benefits. A combination of lower than anticipated evaluated savings and suspended enrollment of new participants are the primary reasons costs, savings, and benefits are lower than expected. A more complete explanation for these variances is provided in the Testimony of Margaret T. Downey filed with the Compact's 2016 Plan-Year Report as Exhibit MTD-1.

The Compact does not expect to achieve its savings and benefits goals for this core initiative by the end of the Three-Year Plan term.

b. Cost-Effectiveness

For the Residential Behavior/Feedback core initiative, the 2017 actual benefit-cost ratio was 0.51, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 0.58. As discussed in the 2016 Plan-Year Report at Exhibit MTD-1, the core initiative is not cost-effective due to high costs and low savings.

The Compact is not aware of any design or implementation changes to the core initiative that would make it cost-effective going forward. The Compact does not expect this core initiative will be cost-effective over the three-year term. Therefore, the Compact has suspended new enrollment and proposes to terminate the core initiative. See 2016 Plan-Year Report at Exhibit MTD-1.

B. Residential Products

For the Residential Products program, the 2017 actual benefit-cost ratio was 2.50, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.35.

1. Residential Cooling & Heating Equipment

a. Significant Variances

Significant variances exist between planned budget and actual expenditures. This variance was primarily caused by decreased participation for mini-split heat pumps greater than SEER 20.

The structure of the customer's incentive for mini-split heat pumps changed in 2017. Now, incentives are provided based on the number of mini-split "heads" that are installed within a home, rather than a per-system incentive that did not change with the number of heads installed. The reason for this change was to promote whole house heating and cooling. The Compact worked with its vendor to promote the new incentive structure to contractors by holding events, sending newsletters, and creating marketing and educational materials. Despite these efforts, the Compact was unable to reach the established participation goals. The Compact expects that mini-split heat pump installations will increase as the awareness of this technology grows.

In response to these variances, the Compact will continue working with its vendor and trade allies to increase its marketing and outreach efforts. The Compact is in active discussions with its vendors and expects to conduct outreach efforts in collaboration with manufacturers and other relevant organizations.

The Compact is projecting to achieve its savings and benefits goals for this core initiative by the end of the Three-Year Plan term.

b. Cost-Effectiveness

For the Residential Cooling & Heating Equipment core initiative, the 2017 actual benefit-cost ratio was 1.32, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 1.12.

2. Residential Consumer Products

a. Significant Variances

A significant variance exists between the planned budget and actual expenditures. The primary reason for the increase in costs is higher participation in 2017 than planned, compensating for the

budget underspend in 2016, and creating a net overspend by the end of 2017. In 2016, the Compact felt the effects of the statewide refrigerator recycling vendor going into receivership and ceasing operations. In 2017, the hiring of a new recycling vendor, combined with successful product sales, led to higher than expected cumulative spending.

The Compact exceeded its savings and benefits goals in both 2016 and 2017. In 2016, The Compact surpassed planned goals through sales of less-expensive measures. These higher savings in 2016 were then augmented by higher than expected participation in 2017.

The Compact is not planning a significant change to the design or implementation of the core initiative because of this variance, given that the cost of saved energy was less than planned and the Compact realized greater savings per dollar spent.

The Compact is projecting to achieve its savings and benefits goals for this core initiative by the end of the Three-Year Plan term.

b. Cost-Effectiveness

For the Residential Consumer Products core initiative, the 2017 actual benefit-cost ratio was 2.55, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.63.

3. Residential Lighting

a. Significant Variances

A significant variance exists between the planned budget and actual expenditures and the preliminary and evaluated total resource benefits. The 2017 budget increase was driven by highly successful marketing and program participation.

Evaluated total resource benefits are lower than preliminary total resource benefits due to evaluation results. The method that the Program Administrators use to calculate an adjusted measure life (see Appendix 4C, Study 17-6 Lighting Market Adoption Model Findings and the Technical Reference Library) for residential lighting measures takes into account both regulatory and market conditions, both of which changed substantially from the time the final 2016-2018 Three-Year Plan was filed. The result is evaluated measure lives that are much shorter than planned, and a corresponding decrease in benefits.

After receiving the results of this evaluation, Program Administrators ramped up efforts in this core initiative and the Compact ended up well over its annual savings goal.

For the 2016–2018 Three-Year Plan term, no changes are planned for this core initiative’s design or implementation. The Compact continues to work with its vendor to better meet all planned goals.

The Compact is projecting to achieve its savings and benefits goals for this core initiative by the end of the Three-Year Plan term.

b. Cost-Effectiveness

For the Residential Lighting core initiative, the 2017 actual benefit-cost ratio was 2.87, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 3.06.

II. Low-Income Programs

The 2017 actual low-income expenditures were 37 percent less than the 2017 planned low-income budget. Despite lower-than-expected spending in the low-income sector for 2017, the Compact continues to spend a significant amount of its budget on low-income customers. The Compact's low-income budget for the full three-year term is expected to be 9.9 percent of the three-year total budget, including actual expenditures for 2016 and 2017 and the budget planned for 2018.

A. Low-Income Whole House

For the Low-Income Whole House program, the 2017 actual benefit-cost ratio was 1.95, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.46.

1. Low-Income Single Family Retrofit

a. Significant Variances

A significant variance exists between planned budget and actual expenditures and planned and preliminary total benefits. While the Compact exceeded its participation and savings goals for 2016, it did so while spending less than planned because of lower demand for HVAC measures. These trends continued in 2017, with the Compact spending less on HVAC while exceeding its participation goals and meeting its savings goal. However, far fewer weatherization measures were installed in 2017 than planned, which decreased spending and total benefits despite healthy program participation levels.

The Compact is not planning significant changes to the design or implementation of the core initiative because of these variances. The cost of saved energy was less than planned, resulting in greater savings per dollar spent. However, the Compact continues to work to provide comprehensive services to the low-income customer sector, including weatherization wherever appropriate.

The Compact is still projecting to achieve its savings goals for this core initiative by the end of the Three-Year Plan term; whether the Compact will meet its benefits goals for this initiative by the end of the term will depend on overall measure mix in 2018.

b. Cost-Effectiveness

For the Low-Income Single Family Retrofit core initiative, the 2017 actual benefit-cost ratio was 2.57, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.54.

2. Low-Income Multi-Family Retrofit

a. Significant Variances

Significant variances exist between the planned budget and actual expenditures and planned and preliminary total benefits. Compared to the plan, the Compact installed more lighting measures at a lower cost due to statewide contract price adjustments. This contributed to the decrease in spending. In addition, based on customer demand, the Compact installed fewer weatherization measures, which typically comprise a considerable portion of this core initiative's benefits. For both 2016 and 2017, fewer weatherization measures installed contributed to the decrease in costs and led to lower savings and benefits than planned. The impact on electric savings from reduced weatherization was mitigated by the completion of a 66-unit air source heat pump project, as well as by greater than planned common area lighting installations.

The Compact is not planning significant changes to the design or implementation of the core initiative because of these variances. The Compact remains committed to providing comprehensive energy efficiency services to the low-income customer sector, including weatherization, wherever applicable. In addition, the Compact is evaluating additional air source heat pump project opportunities in 2018.

The Compact is projecting to achieve its savings goals for this core initiative by the end of the Three-Year Plan term; whether the Compact will meet its total benefits goal in this initiative will depend on the ultimate measure mix in 2018.

b. Cost-Effectiveness

For the Low-Income Multi-Family Retrofit core initiative, the 2017 actual benefit-cost ratio was 0.95, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.27. The core initiative was not cost-effective in 2017 due to the actual measure mix for the year, especially the low number of weatherization projects as discussed above. The Compact will continue providing weatherization services to customers in 2018 where possible and expects the core initiative will remain cost-effective for the three-year term.

III. Commercial Programs

A. C&I New Construction

For the Commercial & Industrial (“C&I”) New Construction program, the 2017 actual benefit-cost ratio was 2.02 while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.29.

1. C&I New Buildings & Major Renovations

a. Significant Variances

A significant variance exists between planned budget and actual expenditures. The Compact reviews participating projects and applications as they are submitted. The Compact planned for more HVAC measures than it received, and such measures tend to have higher incremental costs. In contrast, the Compact received more applications and projects with lighting opportunities that have lower incremental costs. As a result, fewer incentives were necessary to achieve planned lifetime electric savings and total benefits.

This core initiative is highly variable due to the nature of the new construction market overall. Big projects can have a large impact on costs and savings, but outside factors can affect the timing of when projects are started or completed. Additionally, trade allies and customers submit new construction applications on an as-needed basis, and their needs can fluctuate from year to year.

Given the variable nature of this core initiative, the Compact does not currently expect to make any significant changes to the core initiative’s design or implementation. The Compact expects to utilize the budget and meet the goals for lifetime savings and total benefits in the three-year timeframe.

b. Cost-Effectiveness

For the C&I New Buildings & Major Renovations core initiative, the 2017 actual benefit-cost ratio was 2.44, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 1.88.

2. C&I Initial Purchase & End of Useful Life

a. Significant Variances

Significant variances exist between planned budget and actual expenditures, planned and preliminary total lifetime savings, and planned and preliminary total benefits. Most of the

Compact's planned costs, savings, and benefits were attributed to the anticipated 2016 completion of a single Combined Heat and Power ("CHP") project. This CHP project was delayed during 2016 but completed in early 2017. These CHP projects did not save as much electricity as expected with a commensurate decline in benefits. In contrast, the Compact received more projects related to prescriptive HVAC, lighting, compressed air, motors and drives, and refrigeration than anticipated. These measures tend to require higher incentive costs relative to lifetime electric savings and total benefits than CHP.

This core initiative can be highly variable due to the nature of the opportunities that it addresses. Given this variable nature, the Compact does not currently expect to make any significant changes in the core initiative's design or implementation. The Compact expects to utilize the budget and meet the goals for lifetime savings and total benefits in the three-year timeframe.

b. Cost-Effectiveness

For the C&I Initial Purchase & End of Useful Life core initiative, the 2017 actual benefit-cost ratio was 1.79, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.73.

B. C&I Retrofit

For the C&I Retrofit program, the 2017 actual benefit-cost ratio 2.52, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.87.

1. C&I Existing Building Retrofit

a. Significant Variances

There are no significant variances in 2017 for this core initiative.

For the 2016–2018 Three-Year Plan term, no changes are planned for this core initiative's design or implementation. The Compact continues to work with its vendor to better meet all planned goals.

b. Cost-Effectiveness

For the C&I Existing Building Retrofit core initiative, the 2017 actual benefit-cost ratio 3.16, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.87.

2. C&I Small Business

a. Significant Variances

Significant variances exist between the planned budget and actual expenditures, planned and preliminary total lifetime savings, and planned and preliminary total benefits.

These variances are the result of less participation than expected. Beginning with the 2016–2018 Three-Year Plan, the Compact implemented a new effort for its small C&I customers, modeled after the Compact’s Home Energy Services core initiative. The enhancements were designed to alleviate participation barriers for smaller customers, thereby increasing the core initiative’s participation. The Compact spent the first quarter of 2016 reaching out to local businesses through its area Chambers of Commerce. While the Compact actively promoted this core initiative and sought to serve customers comprehensively, many customers were still only interested in lighting projects. In 2017, this trend continued. In addition, the measures had higher than expected costs by measure for lighting and HVAC measures.

The Compact does not currently expect to make any significant changes in the core initiative’s design or implementation. The Compact expects to utilize the budget and meet the goals for lifetime savings and total benefits in the three-year timeframe.

b. Cost-Effectiveness

For the C&I Small Business core initiative, the 2017 actual benefit-cost ratio was 1.90, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 2.88.

3. C&I Multifamily Retrofit

a. Significant Variances

Significant variances exist between planned budget and actual expenditures, planned and preliminary total lifetime savings, planned and preliminary total benefits.

This core initiative is delivered to customers in conjunction with the Residential Multi-Family core initiative. Savings in these two sectors depend on the metering structure of multi-family units. The number of residential metered versus C&I metered buildings served changes each year, and 2016 was the first year that the Program Administrators forecasted them separately. Since multi-family buildings served by the Program Administrators may be residentially or commercially metered, there may be large swings in production in one sector or the other. Therefore, production in one sector is not necessarily indicative of overall performance within the multi-family space.

The Compact remains committed to pursuing all opportunities within multi-family buildings, whether they are residentially or commercially metered.

In the C&I Multifamily core initiative, the Program Administrators have been offering certain measures that are not cost-effective on their own but allow the Program Administrators to attract participants and lead to deeper savings. In the past, when the multi-family programs were marketed primarily through the residential core initiative, these measures were offset by more cost-effective measures, keeping the core initiative cost-effective overall. While the multi-family vendors continue to screen projects based on the whole building, the Program Administrators established a separate C&I multi-family core initiative to reflect C&I meters in multi-family buildings with the 2016–2018 Three-Year Energy Efficiency Plan. Due to the evaluation results and the lack of more cost-effective residential metered measures (such as insulation), this core initiative did not screen as cost-effective in 2016 and 2017. The Program Administrators have ceased to offer in-unit fixtures to mitigate the cost-effectiveness concerns. However, the Program Administrators will continue to offer common area fixtures, which the Program Administrators believe are necessary to attract owners to participate in the program. While the vendor ensures that the whole building screens as cost-effective, the C&I Multifamily core initiative may not be cost-effective on its own during the term. The Program Administrators believe that it is important to continue to offer this core initiative to provide information on equitable service to multi-family buildings.

For the reasons stated further above, it is possible the Compact may not achieve its savings and benefits goals by the end of the Three-Year Plan term for this core initiative.

b. Cost-Effectiveness

For the C&I Multifamily Retrofit core initiative, the 2017 actual benefit-cost ratio was 0.76, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 0.82. See the above explanation for more information on cost-effectiveness.

4. C&I Upstream Lighting

a. Significant Variances

Significant variances exist between planned budget and actual expenditures, planned and preliminary total lifetime savings, planned and preliminary total benefits, and preliminary and evaluated total resource benefits.

These variances are due to changes in planned to actual measure mix. The Compact exceeded its planned linear LED installations, but underachieved on screw-in LED installations. Linear LEDs were a smaller portion of the overall planned budget and savings than screw-in LEDs and cost

more per unit. Screw-in LEDs were a larger portion of the planned budget and savings, so underperformance in this measure category had more pronounced effects on overall performance for the core initiative. These changes were the result of market demand.

A significant variance also exists between preliminary and evaluated total resource benefits due to evaluation results (see Appendix 4C, Study 17-24, Impact Evaluation of PY2015 Massachusetts Commercial and Industrial Upstream Lighting Program). That study found lower delta watts, lower installation rates, and lower hours of use as compared to planned assumptions for screw-in product offerings. The Program Administrators have taken steps to improve the installation rates seen through the core initiative, and the evaluation team is planning to conduct follow-up research. The delta watts reductions are a result of a changing market that increasingly includes efficient lighting in the baseline, and those changes will persist throughout the remainder of this three-year term.

In response to these variances, and as a matter of normal business practice, the Compact is working with its lead vendor to increase distributor participation in the core initiative and to include new measures as appropriate.

The Compact is projecting to achieve its savings and benefits goals for this core initiative by the end of the Three-Year Plan term.

b. Cost-Effectiveness

For the C&I Upstream Lighting core initiative, the 2017 actual benefit-cost ratio was 1.97, while the benefit-cost ratio for the three-year term after accounting for actual results from 2017 is 3.13.

APPENDIX 2
BENEFIT-COST RATIO SCREENING TOOL

Please see the Microsoft Excel workbook accompanying this report for the benefit-cost ratio screening tool.

APPENDIX 3
STATEWIDE TECHNICAL REFERENCE MANUAL
2017 REPORT VERSION

Please see Statewide Appendix 3: Technical Reference Manual – 2017 Report Version, filed under separate cover. The electronic version, the Technical Reference Library, is available at: <http://www.masssavedata.com/Public/TechnicalReferenceLibrary>.

APPENDIX 4
STATEWIDE EVALUATION STUDIES SUMMARY

Please see Statewide Evaluation Studies Summary, filed under separate cover.

APPENDIX 5 PERFORMANCE INCENTIVES

The purpose of this section is to provide detailed supporting documentation on performance incentives that each Program Administrator proposes to collect. The Compact is a municipal aggregator and public entity that does not collect any performance incentives. As such, this section is not applicable to the Compact.

APPENDIX 6 DEMAND REDUCTION UPDATE

I. Statewide Summary

In the 2016–2018 Three-Year Plan the Program Administrators committed to exploring creative new approaches to cost-effective demand reduction. These potential innovative approaches are in addition to the significant amount of demand savings planned to be achieved through energy efficiency programs in the 2016–2018 Three-Year Plan. See the 2016–2018 Three-Year Plan at 19 (577 MW summer demand savings and 618 MW winter demand savings). Consistent with the 2016–2018 Three-Year Plan, in 2016 the Program Administrators assembled a Demand Savings Group (“DSG”) consisting of a small group of interested and qualified experts, to research potential electric and gas demand reduction efforts.

Through this highly collaborative and expert driven process, the Program Administrators have considered various approaches to demand demonstration projects, and coordinated with each other to examine various innovative technologies and approaches that could potentially be successfully deployed to address unique opportunities in the Commonwealth. Below is a brief summary of the efforts undertaken by the Program Administrators and DSG since the 2016 Plan-Year Report to investigate potential cost-effective approaches to achieve active demand reduction.

In 2016 and early 2017, the Program Administrators through the DSG and the Energy Efficiency Advisory Council’s (“EEAC”) Demand Reduction Subcommittee engaged in a highly collaborative process to investigate and analyze potential demand opportunities. As explained in the 2016 Plan-Year Report, this work contributed to the development of several additional demonstration projects and the refinement of approved demonstrations. As such, the Program Administrators’ primary efforts throughout 2017 and the beginning of 2018 were implementing and reviewing the results of approved demonstration projects, as well on obtaining approval of new demonstration projects that will test a variety of technologies and strategies.

In the summer of 2017, some Program Administrators implemented approved demonstrations in both the Residential and Commercial & Industrial sectors. National Grid and Cape Light Compact ran a second summer of residential direct load control, targeting connected thermostats controlling cooling loads. Additionally, National Grid implemented the first summer of a C&I load curtailment demonstration offering.

In October 2017, the Department approved most of the proposed Eversource and Unitil demonstration projects (D.P.U. 16-178 and D.P.U. 16-184). The Compact is also awaiting a decision on its proposed demonstration projects (D.P.U. 17-84). The Program Administrators also continued to refine a methodology for assessing the cost-effectiveness of demand reduction programs.

The implemented demonstrations have culminated in the development of proposed new statewide, scalable active demand reduction offerings, which have been included as part of the Program Administrators’ 2019–2021 Three-Year Plan. These residential and C&I offerings are modeled on the National Grid and Compact demand demonstration projects and are designed to be flexible, scalable, cost-effective, and allow for the adoption and incorporation of new innovative connected devices. For more details, please see the 2016–2018 Three-Year Plan at 47-48, 75-76.

The Program Administrators also continue to collaborate on the implementation of the new Eversource and Unitil demonstration projects, which will be implemented in 2018 and 2019. Consistent with the Department’s directives, the Program Administrators will report on the results of these demonstrations and collaboratively determine whether additional cost-effective active demand reduction offerings may be deployed. The Program Administrators anticipate deploying further statewide demand initiatives based on these demonstrations during the 2019-2021 Plan period.

II. Meetings and Presentations

In addition to the numerous informal and ad hoc meetings during 2017, the Program Administrators also participated in formal meetings of the Demand Reduction Subcommittee and the EEAC. Below is a list of meetings and presentations since the 2016 Plan-Year Report.

Date	Setting	Topic	Link
5/25/2017	Demand Reduction Subcommittee	2025 California DR Potential Study Presentation by LBNL	http://ma-eeac.org/wordpress/wp-content/uploads/2025-California-DR-Potential-Study-Presentation-1.pdf
5/25/2017	Demand Reduction Subcommittee	National Grid Demand Reduction Demonstration Project Update	http://ma-eeac.org/wordpress/wp-content/uploads/National-Grid-Demand-Reduction-Demonstration-Projects-Update.pdf
11/15/2017	EEAC	Program Administrator Demand Demonstration Update	http://ma-eeac.org/wordpress/wp-content/uploads/PA-Demand-Demonstration-Update.pdf
11/15/2017	EEAC	Eversource and Unitil Demonstration Orders Update	http://ma-eeac.org/wordpress/wp-content/uploads/Eversource-and-Unitil-DPU-Order-Update-11-15-17.pdf
11/15/2017	EEAC	Demand Considerations in PA Potential Studies	http://ma-eeac.org/wordpress/wp-content/uploads/Demand-in-Potential-Studies-11-15-17.pdf
11/15/2017	EEAC	Active Demand Reduction Cost-Effectiveness Considerations	http://ma-eeac.org/wordpress/wp-content/uploads/DR-Cost-Effectiveness_FINAL-11-14-17-1.pdf

III. Compact-Specific Summary of Demand Reduction Demonstration Projects and Proposals

As part of its approved 2016–2018 Three-Year Plan, the Compact included a Demand Response (“DR”) Demonstration Offering (“Offering”). The Offering focused on installing connected devices in participating homes and businesses, and then using these connected Wi-Fi thermostats to curtail air conditioning (“AC”) loads during demand response events called by the Compact. See Appendix L of the 2016–2018 Three-Year Plan for a complete description of the Compact’s Offering.

In accordance with the Department’s Order approving the 2016–2018 Three-Year Plan, the Compact is providing this update to describe the results, costs, benefits, challenges, and potential for future program offerings.

In 2016, the Compact evaluated its 2016 Offering, which is included as Attachment 4D, Study 16-38 in the 2016 Plan-Year Report.

A. 2017 Offering

DR events: The Compact called seven DR events during July and August of 2017, during which the temperature set point of participants’ thermostats was increased by approximately three degrees. Events were four hours in duration, with most occurring from 2-6 pm. The Compact called these events based on a combination of weather and ISO-NE system load predictions. Unlike in 2016, in 2017 all events were called on an “opt-out” basis. This meant that customers did not have to take any action to have their cooling set point adjusted during the Event, but they could affirmatively choose to opt-out of the Event if they did not want to participate.

Number of participants: The Compact had a total of 40 participants in 2017. Of these participants, 22 were returning participants with thermostat-controlled air conditioning. All 18 participants that were recruited in 2017 were ductless mini-split heat pump (“MSHP”) participants.

Event participation: For reasons discussed below, it is difficult to assess participation levels for MSHP participants. However, based on the thermostat and app data, there was only one event opt-out during 2017.

Savings/Benefits: The Compact’s 2016 DR Demonstration Offering evaluation confirmed that load curtailment was achieved from the thermostat set point adjustments on high-temperature event days. However, the impact findings in the evaluation are only descriptive due to the statistically insufficient sample sizes. The evaluation provided an indicative average reduction of 0.4 kilowatts across all events for thermostat participants.

Costs

In 2017, the Compact spent \$410,374 on its Offering, which is 53 percent greater than the planned 2017 Offering budget of \$267,797 set forth in the 2016–2018 Three-Year Plan. The increase is almost entirely from allocating EMV costs to the Offering.

As part of D.P.U. 17-84 (Mid-Term Modification (“MTM”)), the Compact sought an additional 2016–2018 budget of \$907,567 for its C&I sector and \$205,602 for its residential sector, for a total of \$1,113,169. As proposed in its MTM, the net increase to its 2016–2018 Three-Year Plan budget after accounting for the increase in the Offering budget and the decrease in the Residential Behavior/Feedback core initiative budget is \$605,066. D.P.U. 17-84, Exhibit CLC-MTD, Attachment A. The MTM is pending before the Department.

Challenges

The Compact has identified several challenges to implementing the Offering, as discussed below.

Deployment of near-real-time metering: Consistent with its approved 2016–2018 Three-Year Plan, the Compact provided and installed near-real-time whole-home energy monitoring equipment, similar to the equipment installed as part of the Residential Behavior/Feedback core initiative, for every Offering participant enrolled during 2016. The Compact provided and installed this equipment to measure approximate load reduction achieved through curtailment of air conditioning and to provide an additional incentive for customers to enroll in the Offering. While the participants were active users of the monitoring equipment and the equipment provided an estimate of load reductions achieved, the Compact found that providing and installing this equipment is cost-prohibitive to complete on a larger scale. The whole-home energy monitor needs to be installed by a licensed electrician, adding to cost and slowing deployment due to scheduling a time when both the electrician and homeowner are available. In addition, the monitoring equipment does not provide a wholly accurate measurement of load reductions achieved through thermostat adjustment, since it is measuring the load of the entire house rather than the air conditioning load alone. For these reasons, the Compact did not provide or install the monitoring equipment for participants after 2016. However, the Compact believes that in the future scaled utility deployment of near-real-time metering and monitoring, paired with the option to participate in time-varying-rates (“TVR”), will be important for motivating customers to participate in load-shedding and load-shifting programs such as demand response programs. Customers’ ability to save money on their electric bills through TVRs will provide an inherent incentive to participate in DR programs and reduce or eliminate the need to pay additional participation incentives, which would enhance DR program cost-effectiveness.

Limited pool of participants: There are still many homes in the Compact’s service territory that do not have central cooling systems. Of the homes with installed cooling systems, many use

MSHP systems that are controlled by an infrared remote rather than a wall-mounted thermostat. The Compact is offering remotely dispatchable controls for MSHP systems for program participants in 2017 and 2018, but savings and participation are more difficult to evaluate due to the one-way communication between the MHSP control device and the cooling unit. In other words, the control device sends a signal to the MHSP to increase the set point, but there is no data received back to confirm that the MHSP responds to the set point adjustment, or if the participant opts out by manually resetting the set point through the MHSP remote. The Compact plans to work with the Offering evaluator to determine how best to assess demand savings achieved through MSHP control devices.

B. 2018 Offering and Lessons Learned

As part of D.P.U. 17-84, the Compact sought to expand its Offering to include a thermal storage component for C&I customers. The proposed C&I Demand Response Offering was intended to be focused on the deployment of 10 to 15 Ice Bear thermal storage units at 5 to 10 commercial locations. The Compact was targeting reductions in summer peak loads from air conditioning by creating ice during off-peak hours and using thermal mass for cooling during peak hours. The Compact proposed this MTM to better inform the design of future demand response programs by deploying a broader range of technologies across a wider range of customer types. See D.P.U. 17-84, Initial Filing, Attachment A for a full description of the Compact's MTM request.

Apart from its pending MTM request, the Compact has made several minor adjustments to the design of its currently approved Offering to address some of the challenges set forth above and beyond the suggestions provided in the evaluation. Below are the most significant adjustments.

New thermostat models: The 2016 evaluation found some participants had trouble using their thermostats. To help address this issue, the Compact incorporated the Honeywell Lyric line of thermostats into the program in 2017, and Ecobee thermostats in 2018. Both are more widely adopted than the Centralite thermostat model used in the 2016 Offering. The Compact will seek to incorporate additional thermostat brands and models, including Nest and others, to expand the base of eligible program participants. The ability to dispatch a wider range of thermostat brands and models will be important in recruiting participants and implementing a cost-effective demand response program.

Installation and marketing through the Home Energy Services core initiative: In 2016, an electrician installed the thermostat(s) for each participant during the same visit in which they installed the whole-home energy monitor. Starting in 2017 and going forward, the Compact plans to enroll participants that have either installed an eligible thermostat themselves or have purchased and had it installed through a home energy audit. The Compact will market the Offering as part of the home energy audits. This Compact expects that this will increase program awareness and

ease the enrollment process by eliminating the need to schedule a separate installation appointment.

Incorporation of mini-split heat pump systems: As described above, a challenge to the Offering in 2016 was the limited pool of participants with central air conditioning controlled by a wall-mounted thermostat. To address this, in 2017 the Compact incorporated an add-on load control device for MSHPs that allows the Compact to adjust the temperature set point of the unit(s) during DR events. Given that all new participants enrolled in 2017 were MSHP participants, the ability to allow customers with MSHP systems to participate in DR programs will be important in the Compact's service territory to achieve demand savings. As such, the Compact will continue seeking ways to better incorporate MSHPs into the DR offering.

Opt-out events only: In 2016, the Compact called two of the eight events as "opt-in" events, where participants had to take affirmative action before the event to participate (i.e., allow the Compact to adjust their thermostat set point). The evaluation showed that participation rates were lower for these events, since most participants did not opt-in to the events. In 2017, the Compact called all DR events as "opt-out" events in which participants do not need to take any affirmative action to participate in the event, but can override the event if they so choose. The Compact will continue to call all events as "opt-out" events in 2018 to achieve higher levels of participation.

APPENDIX 7
CAPE LIGHT COMPACT JPE
TOWN ACTIVITY REPORTS

Compact-specific 2017 Town Activity Reports are as follows.

Energy Efficiency Program Activity by Town

Cape Light Compact JPE
D.P.U. 18-51
Appendix 7, CLC-Specific
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Town Name: All
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	83,303.19	\$49,672.46	45	843,997.05	\$537,882.09	395	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	195,691.80	\$60,680.62	234	660,030.20	\$378,513.09	647	\$0.00	0.00%
Residential Home Energy Services - Measures	662,043.30	\$985,806.10	863	9,640,041.20	\$10,456,096.24	8,112	\$12,398,906.00	84.33%
Residential Home Energy Services - RCS	0.00	\$198,400.00	989	0.00	\$1,402,970.00	4,963	\$1,586,343.00	88.44%
Residential Behavior/Feedback Program	0.00	\$0.00	0	55,108.48	\$10,302.00	8	\$0.00	0.00%
Residential Heating & Cooling Equipment	148,322.40	\$106,870.50	204	1,604,137.60	\$1,114,667.50	2,245	\$0.00	0.00%
Residential Consumer Products	187,347.00	\$32,245.33	315	1,660,759.80	\$372,635.48	3,352	\$0.00	0.00%
Residential Lighting	2,533,966.10	\$220,356.60	13,186	25,891,775.30	\$2,585,913.29	132,256	\$0.00	0.00%
Residential HEAT Loan	0.00	\$66,951.99	191	0.00	\$1,275,535.23	1,245	\$0.00	0.00%
Res Subtotal	3,810,673.79	\$1,720,983.60	16,027.00	40,355,849.63	\$18,134,514.92	153,223	\$13,985,249.00	
Res % of Total	48.32%	47.84%	97.05%	71.53%	67.27%	97.89%	56.96%	
Low-Income Single Family Retrofit	58,184.30	\$75,627.72	62	1,222,568.60	\$1,394,291.36	915	\$3,456,763.13	40.34%
Low-Income Multi-Family Retrofit	245,451.20	\$332,897.34	141	853,000.19	\$911,808.84	1,116	\$0.00	0.00%
LI Subtotal	303,635.50	\$408,525.06	203.00	2,075,568.79	\$2,306,100.20	2,031	\$3,456,763.13	
LI % of Total	3.85%	11.36%	1.23%	3.68%	8.55%	1.30%	14.08%	
C&I New Buildings & Major Renovations	295,332.66	\$199,215.24	5	719,852.27	\$399,610.51	21	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$3,491.50	1	208,544.00	\$116,579.25	14	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	707.00	\$350.50	1	1,143,416.76	\$166,139.05	10	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	17,292.49	\$6,292.50	6	247,893.83	\$59,180.79	74	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	2,357,442.34	\$653,093.25	18	3,933,397.93	\$1,095,190.68	71	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	24,352.78	\$18,951.65	9	731,419.51	\$466,676.14	70	\$3,797,930.22	12.29%
C&I Existing Building Retrofit - Municipal	389,689.14	\$342,602.46	6	2,783,878.64	\$2,500,561.38	75	\$0.00	0.00%
C&I Small Business	198,663.63	\$156,950.40	77	1,759,854.31	\$1,252,139.39	350	\$3,312,823.59	37.80%
C&I Multifamily Retrofit	17,607.60	\$24,605.04	9	275,239.59	\$186,320.47	33	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	470,904.54	\$62,041.00	153	2,186,821.01	\$275,051.00	561	\$0.00	0.00%
C&I Subtotal	3,771,992.18	\$1,467,593.54	285.00	13,990,317.85	\$6,517,448.66	1,279	\$7,110,753.81	
C&I % of Total	47.83%	40.80%	1.73%	24.80%	24.18%	0.82%	28.96%	
Total	7,886,301.48	\$3,597,102.20	16,515	56,421,736.27	\$26,958,063.78	156,533	\$24,552,765.94	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Cape Light Compact JPE
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Town Name: AQUINNAH
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	0.00	\$0.00	0	12,325.54	\$11,161.53	3	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Home Energy Services - Measures	922.40	\$570.72	3	19,017.50	\$21,209.70	8	\$16,118.58	131.59%
Residential Home Energy Services - RCS	0.00	\$385.00	2	0.00	\$1,425.00	5	\$2,062.25	69.10%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	0.00	\$0.00	0	2,412.00	\$1,086.00	3	\$0.00	0.00%
Residential Consumer Products	0.00	\$0.00	0	478.00	\$65.00	1	\$0.00	0.00%
Residential Lighting	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential HEAT Loan	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Res Subtotal	922.40	\$955.72	5.00	34,233.04	\$34,947.23	20	\$18,180.82	
Res % of Total	100.00%	100.00%	100.00%	98.04%	99.07%	95.24%	56.96%	
Low-Income Single Family Retrofit	0.00	\$0.00	0	685.50	\$327.75	1	\$4,493.79	7.29%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
LI Subtotal	0.00	\$0.00	0.00	685.50	\$327.75	1	\$4,493.79	
LI % of Total	0.00%	0.00%	0.00%	1.96%	0.93%	4.76%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	0.00	\$0.00	0	\$4,937.31	0.00%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Small Business	0.00	\$0.00	0	0.00	\$0.00	0	\$4,306.67	0.00%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Subtotal	0.00	\$0.00	0.00	0.00	\$0.00	0	\$9,243.98	
C&I % of Total	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	28.96%	
Total	922.40	\$955.72	5	34,918.54	\$35,274.98	21	\$31,918.60	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

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Town Name: BARNSTABLE
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	3,504.53	\$2,371.67	3	184,757.80	\$83,554.61	98	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	257.00	\$135.00	1	47,581.30	\$38,407.72	23	\$0.00	0.00%
Residential Home Energy Services - Measures	124,863.30	\$199,907.79	150	1,637,877.10	\$1,739,704.23	1,414	\$2,411,587.22	72.14%
Residential Home Energy Services - RCS	0.00	\$29,755.00	167	0.00	\$234,515.00	829	\$308,543.71	76.01%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	33,037.30	\$24,791.00	39	271,602.90	\$206,313.00	342	\$0.00	0.00%
Residential Consumer Products	71,282.10	\$11,483.50	57	350,147.20	\$71,329.91	573	\$0.00	0.00%
Residential Lighting	1,033,320.50	\$71,120.70	5,665	10,069,844.80	\$915,150.33	52,587	\$0.00	0.00%
Residential HEAT Loan	0.00	\$14,387.77	46	0.00	\$345,368.67	314	\$0.00	0.00%
Res Subtotal	1,266,264.73	\$353,952.43	6,128.00	12,561,811.10	\$3,634,343.47	56,180	\$2,720,130.93	
Res % of Total	66.33%	43.47%	96.87%	75.13%	64.93%	98.43%	56.96%	
Low-Income Single Family Retrofit	9,942.50	\$12,477.00	9	221,021.60	\$214,075.88	175	\$672,340.43	31.84%
Low-Income Multi-Family Retrofit	242,431.00	\$331,068.22	137	447,744.60	\$548,181.81	458	\$0.00	0.00%
LI Subtotal	252,373.50	\$343,545.22	146.00	668,766.20	\$762,257.69	633	\$672,340.43	
LI % of Total	13.22%	42.19%	2.31%	4.00%	13.62%	1.11%	14.08%	
C&I New Buildings & Major Renovations	136.66	\$4,013.49	3	101,763.31	\$46,272.71	7	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$4,120.00	2	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	932,512.00	\$115,840.00	3	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	13,886.13	\$5,192.50	3	45,697.92	\$13,060.31	13	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	270,620.07	\$62,377.38	5	944,216.69	\$229,604.92	21	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$317.40	2	192,187.38	\$150,172.38	18	\$738,697.43	20.33%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	245,512.04	\$220,864.40	11	\$0.00	0.00%
C&I Small Business	44,851.90	\$37,550.31	15	483,462.94	\$342,590.94	80	\$644,344.19	53.17%
C&I Multifamily Retrofit	0.00	\$337.50	1	1,632.50	\$2,268.85	5	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	61,047.10	\$7,022.00	23	541,548.72	\$76,064.00	103	\$0.00	0.00%
C&I Subtotal	390,541.86	\$116,810.58	52.00	3,488,533.51	\$1,200,858.51	263	\$1,383,041.62	
C&I % of Total	20.46%	14.34%	0.82%	20.87%	21.45%	0.46%	28.96%	
Total	1,909,180.09	\$814,308.23	6,326	16,719,110.81	\$5,597,459.67	57,076	\$4,775,512.98	

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Town Name: BOURNE
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	7,159.19	\$1,428.98	7	29,803.72	\$7,561.38	45	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	7,660.00	\$2,919.56	12	34,664.10	\$11,999.94	52	\$0.00	0.00%
Residential Home Energy Services - Measures	30,042.00	\$46,546.16	45	510,533.80	\$516,490.02	406	\$1,053,907.01	49.01%
Residential Home Energy Services - RCS	0.00	\$10,505.00	47	0.00	\$68,295.00	240	\$134,839.16	50.65%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	5,380.60	\$3,633.00	9	86,613.70	\$58,051.00	113	\$0.00	0.00%
Residential Consumer Products	9,653.00	\$2,265.00	20	88,498.40	\$16,097.07	199	\$0.00	0.00%
Residential Lighting	92,022.60	\$9,683.37	355	1,554,143.90	\$185,735.63	9,506	\$0.00	0.00%
Residential HEAT Loan	0.00	\$2,481.33	9	0.00	\$42,403.13	56	\$0.00	0.00%
Res Subtotal	151,917.39	\$79,462.40	504.00	2,304,257.62	\$906,633.17	10,617	\$1,188,746.17	
Res % of Total	35.46%	36.69%	94.21%	65.59%	57.14%	97.58%	56.96%	
Low-Income Single Family Retrofit	5,679.60	\$3,829.94	6	54,901.30	\$56,789.75	50	\$293,824.87	19.33%
Low-Income Multi-Family Retrofit	1,064.80	\$368.60	1	52,225.70	\$23,269.94	111	\$0.00	0.00%
LI Subtotal	6,744.40	\$4,198.54	7.00	107,127.00	\$80,059.69	161	\$293,824.87	
LI % of Total	1.57%	1.94%	1.31%	3.05%	5.05%	1.48%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	96,448.00	\$66,030.00	3	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$3,491.50	1	14,454.00	\$11,048.75	2	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$400.00	1	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	92,544.68	\$15,755.85	7	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	106,652.00	\$26,663.00	1	154,032.72	\$47,015.35	7	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	64,155.26	\$23,351.65	2	\$322,824.07	7.23%
C&I Existing Building Retrofit - Municipal	92,057.00	\$90,859.00	1	259,082.59	\$256,290.52	4	\$0.00	0.00%
C&I Small Business	2,858.96	\$2,529.42	1	249,552.11	\$157,113.77	22	\$281,590.01	55.80%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	68,145.75	\$9,364.00	20	171,287.18	\$22,917.00	54	\$0.00	0.00%
C&I Subtotal	269,713.71	\$132,906.92	24.00	1,101,556.54	\$599,922.89	102	\$604,414.07	
C&I % of Total	62.96%	61.37%	4.49%	31.36%	37.81%	0.94%	28.96%	
Total	428,375.50	\$216,567.86	535	3,512,941.16	\$1,586,615.75	10,880	\$2,086,985.11	

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Town Name: BREWSTER
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	11,956.90	\$9,336.64	6	66,403.96	\$66,355.36	28	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	5,915.80	\$2,474.42	6	11,267.80	\$13,062.18	8	\$0.00	0.00%
Residential Home Energy Services - Measures	21,655.60	\$32,501.77	39	439,521.40	\$461,298.45	356	\$524,473.72	87.95%
Residential Home Energy Services - RCS	0.00	\$8,150.00	45	0.00	\$69,560.00	244	\$67,102.31	103.66%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	10,550.00	\$7,690.00	14	115,530.30	\$71,171.50	139	\$0.00	0.00%
Residential Consumer Products	6,216.00	\$725.00	16	72,177.20	\$15,181.14	166	\$0.00	0.00%
Residential Lighting	50,869.00	\$5,869.20	167	302,629.80	\$36,285.75	1,508	\$0.00	0.00%
Residential HEAT Loan	0.00	\$510.00	7	0.00	\$40,495.67	39	\$0.00	0.00%
Res Subtotal	107,163.30	\$67,257.03	300.00	1,007,530.46	\$773,410.05	2,488	\$591,576.03	
Res % of Total	90.12%	93.34%	96.77%	66.81%	67.53%	96.51%	56.96%	
Low-Income Single Family Retrofit	1,780.90	\$588.22	1	41,355.30	\$39,450.22	28	\$146,221.08	26.98%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	91,001.60	\$52,911.78	29	\$0.00	0.00%
LI Subtotal	1,780.90	\$588.22	1.00	132,356.90	\$92,362.00	57	\$146,221.08	
LI % of Total	1.50%	0.82%	0.32%	8.78%	8.06%	2.21%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	68,036.00	\$35,791.00	1	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$3,255.25	1	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	732.00	\$300.00	1	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	13,340.91	\$6,645.30	1	\$160,652.45	4.14%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	230,502.55	\$200,495.41	10	\$0.00	0.00%
C&I Small Business	5,023.72	\$3,556.71	5	40,639.66	\$31,031.06	10	\$140,132.44	22.14%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	4,948.99	\$655.00	4	14,899.60	\$1,935.00	9	\$0.00	0.00%
C&I Subtotal	9,972.71	\$4,211.71	9.00	368,150.73	\$279,453.02	33	\$300,784.89	
C&I % of Total	8.39%	5.84%	2.90%	24.41%	24.40%	1.28%	28.96%	
Total	118,916.91	\$72,056.96	310	1,508,038.09	\$1,145,225.07	2,578	\$1,038,582.00	

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Town Name: Cape Cod
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	78,378.13	\$44,365.61	42	723,147.15	\$422,182.77	358	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	195,691.80	\$60,680.62	234	643,657.70	\$359,267.12	639	\$0.00	0.00%
Residential Home Energy Services - Measures	615,842.30	\$898,890.21	799	8,988,175.30	\$9,593,873.43	7,640	\$11,519,823.56	83.28%
Residential Home Energy Services - RCS	0.00	\$179,415.00	908	0.00	\$1,291,950.00	4,564	\$1,473,871.28	87.66%
Residential Behavior/Feedback Program	0.00	\$0.00	0	55,108.48	\$10,302.00	8	\$0.00	0.00%
Residential Heating & Cooling Equipment	139,900.40	\$101,821.50	191	1,514,824.60	\$1,062,418.00	2,160	\$0.00	0.00%
Residential Consumer Products	182,252.90	\$30,009.36	305	1,562,012.30	\$331,730.13	3,251	\$0.00	0.00%
Residential Lighting	2,422,481.60	\$209,319.94	12,671	24,869,802.40	\$2,478,712.19	127,492	\$0.00	0.00%
Residential HEAT Loan	0.00	\$66,811.99	187	0.00	\$1,236,781.06	1,214	\$0.00	0.00%
Res Subtotal	3,634,547.13	\$1,591,314.23	15,337.00	38,356,727.93	\$16,787,216.70	147,326	\$12,993,694.85	
Res % of Total	57.79%	56.98%	97.17%	73.03%	67.94%	97.93%	56.96%	
Low-Income Single Family Retrofit	58,184.30	\$75,627.72	62	1,181,529.00	\$1,355,786.75	883	\$3,211,678.63	42.21%
Low-Income Multi-Family Retrofit	245,451.20	\$332,897.34	141	849,564.69	\$910,339.67	1,086	\$0.00	0.00%
LI Subtotal	303,635.50	\$408,525.06	203.00	2,031,093.69	\$2,266,126.42	1,969	\$3,211,678.63	
LI % of Total	4.83%	14.63%	1.29%	3.87%	9.17%	1.31%	14.08%	
C&I New Buildings & Major Renovations	136.66	\$2,068.49	1	324,130.31	\$166,073.96	12	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$3,491.50	1	208,544.00	\$105,705.00	11	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	707.00	\$350.50	1	1,143,416.76	\$166,139.05	10	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	17,292.49	\$6,292.50	6	219,911.83	\$51,287.46	50	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	1,607,856.34	\$444,903.50	17	3,172,294.81	\$867,289.63	67	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	12,380.78	\$11,827.65	8	689,078.60	\$423,350.30	64	\$3,528,656.97	12.00%
C&I Existing Building Retrofit - Municipal	105,740.00	\$96,993.00	3	2,519,010.50	\$2,236,937.39	69	\$0.00	0.00%
C&I Small Business	189,915.89	\$150,211.05	71	1,719,859.55	\$1,216,709.83	333	\$3,077,944.40	39.53%
C&I Multifamily Retrofit	17,607.60	\$24,605.04	9	275,239.59	\$186,320.47	33	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	399,488.31	\$52,232.00	127	1,862,920.64	\$233,964.00	497	\$0.00	0.00%
C&I Subtotal	2,351,125.08	\$792,975.23	244.00	12,134,406.59	\$5,653,777.09	1,146	\$6,606,601.36	
C&I % of Total	37.38%	28.39%	1.55%	23.10%	22.88%	0.76%	28.96%	
Total	6,289,307.71	\$2,792,814.52	15,784	52,522,228.21	\$24,707,120.21	150,441	\$22,811,974.84	

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Town Name: CHATHAM
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	2,655.90	\$1,631.62	1	40,322.72	\$22,362.88	12	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$0.00	0	23,397.70	\$11,249.61	6	\$0.00	0.00%
Residential Home Energy Services - Measures	27,408.50	\$52,781.51	44	383,638.40	\$387,201.79	297	\$327,331.12	118.29%
Residential Home Energy Services - RCS	0.00	\$7,485.00	39	0.00	\$47,605.00	165	\$41,879.46	113.67%
Residential Behavior/Feedback Program	0.00	\$0.00	0	9,286.81	\$1,708.50	1	\$0.00	0.00%
Residential Heating & Cooling Equipment	5,678.00	\$2,684.00	8	67,397.80	\$45,843.50	95	\$0.00	0.00%
Residential Consumer Products	10,030.40	\$3,348.50	15	86,638.50	\$30,141.47	135	\$0.00	0.00%
Residential Lighting	79,288.80	\$8,225.30	331	747,152.90	\$80,976.54	3,154	\$0.00	0.00%
Residential HEAT Loan	0.00	\$675.56	4	0.00	\$32,749.68	33	\$0.00	0.00%
Res Subtotal	125,061.60	\$76,831.49	442.00	1,357,834.83	\$659,838.97	3,898	\$369,210.57	
Res % of Total	77.57%	77.80%	97.36%	76.79%	71.22%	96.44%	56.96%	
Low-Income Single Family Retrofit	1,030.50	\$389.22	1	15,734.70	\$22,956.47	17	\$91,258.55	25.16%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	82,303.96	\$71,242.28	82	\$0.00	0.00%
LI Subtotal	1,030.50	\$389.22	1.00	98,038.66	\$94,198.75	99	\$91,258.55	
LI % of Total	0.64%	0.39%	0.22%	5.54%	10.17%	2.45%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	69,856.00	\$24,053.75	2	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	1,285.54	\$250.00	1	6,309.02	\$1,704.58	4	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	17,715.00	\$10,489.96	1	43,323.94	\$21,889.96	2	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	8,750.98	\$6,106.85	2	73,951.52	\$56,085.24	5	\$100,265.36	55.94%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Small Business	2,661.67	\$3,974.14	5	86,123.40	\$66,168.32	21	\$87,458.54	75.66%
C&I Multifamily Retrofit	0.00	\$565.00	1	0.00	\$565.00	1	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	4,709.52	\$144.00	1	32,811.80	\$1,966.00	10	\$0.00	0.00%
C&I Subtotal	35,122.71	\$21,529.95	11.00	312,375.67	\$172,432.85	45	\$187,723.90	
C&I % of Total	21.79%	21.80%	2.42%	17.67%	18.61%	1.11%	28.96%	
Total	161,214.81	\$98,750.66	454	1,768,249.16	\$926,470.57	4,042	\$648,193.02	

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Town Name: CHILMARK
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	0.00	\$0.00	0	16,462.86	\$16,008.43	3	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Home Energy Services - Measures	2,051.70	\$7,035.72	3	42,780.40	\$67,385.18	25	\$45,875.95	146.89%
Residential Home Energy Services - RCS	0.00	\$1,070.00	4	0.00	\$6,645.00	21	\$5,869.47	113.21%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	2,602.00	\$1,363.50	3	16,624.00	\$8,817.00	12	\$0.00	0.00%
Residential Consumer Products	1,301.00	\$682.50	2	20,181.00	\$11,347.50	8	\$0.00	0.00%
Residential Lighting	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential HEAT Loan	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Res Subtotal	5,954.70	\$10,151.72	12.00	96,048.26	\$110,203.11	69	\$51,745.42	
Res % of Total	100.00%	100.00%	100.00%	98.63%	99.77%	97.18%	56.96%	
Low-Income Single Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$12,790.02	0.00%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
LI Subtotal	0.00	\$0.00	0.00	0.00	\$0.00	0	\$12,790.02	
LI % of Total	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	1,023.50	\$250.00	1	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	0.00	\$0.00	0	\$14,052.34	0.00%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Small Business	0.00	\$0.00	0	309.00	\$8.00	1	\$12,257.45	0.07%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Subtotal	0.00	\$0.00	0.00	1,332.50	\$258.00	2	\$26,309.79	
C&I % of Total	0.00%	0.00%	0.00%	1.37%	0.23%	2.82%	28.96%	
Total	5,954.70	\$10,151.72	12	97,380.76	\$110,461.11	71	\$90,845.23	

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Town Name: DENNIS
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	142.01	\$1,535.95	1	11,560.79	\$10,324.11	9	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	18,416.30	\$8,941.43	31	59,131.20	\$41,623.76	60	\$0.00	0.00%
Residential Home Energy Services - Measures	53,329.60	\$68,297.14	72	881,971.40	\$928,640.95	746	\$757,573.16	122.58%
Residential Home Energy Services - RCS	0.00	\$18,455.00	92	0.00	\$112,220.00	397	\$96,925.56	115.78%
Residential Behavior/Feedback Program	0.00	\$0.00	0	6,516.98	\$1,275.00	1	\$0.00	0.00%
Residential Heating & Cooling Equipment	9,849.90	\$6,962.00	14	119,855.70	\$85,962.50	192	\$0.00	0.00%
Residential Consumer Products	10,928.40	\$1,392.91	29	138,255.60	\$25,657.38	346	\$0.00	0.00%
Residential Lighting	258,739.30	\$27,169.70	1,682	2,916,604.00	\$329,920.92	16,568	\$0.00	0.00%
Residential HEAT Loan	0.00	\$4,862.95	20	0.00	\$96,034.92	110	\$0.00	0.00%
Res Subtotal	351,405.51	\$137,617.08	1,941.00	4,133,895.67	\$1,631,659.54	18,429	\$854,498.71	
Res % of Total	88.98%	84.91%	99.18%	90.63%	85.94%	99.06%	56.96%	
Low-Income Single Family Retrofit	9,829.50	\$9,147.51	8	113,769.70	\$103,292.71	74	\$211,208.23	48.91%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	22,387.03	\$20,147.67	37	\$0.00	0.00%
LI Subtotal	9,829.50	\$9,147.51	8.00	136,156.73	\$123,440.38	111	\$211,208.23	
LI % of Total	2.49%	5.64%	0.41%	2.99%	6.50%	0.60%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$3,938.25	1	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	168.00	\$100.00	1	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	0.00	\$0.00	0	62,555.04	\$21,604.11	4	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$500.00	1	53,958.90	\$43,858.24	4	\$232,053.54	18.90%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	8,770.14	\$10,056.73	4	\$0.00	0.00%
C&I Small Business	12,782.02	\$10,814.40	2	48,430.81	\$45,407.62	21	\$202,413.52	22.43%
C&I Multifamily Retrofit	2,088.20	\$1,110.71	3	5,063.20	\$2,998.97	4	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	18,826.68	\$2,880.00	2	112,299.12	\$15,476.00	24	\$0.00	0.00%
C&I Subtotal	33,696.90	\$15,305.11	8.00	291,245.22	\$143,439.92	63	\$434,467.06	
C&I % of Total	8.53%	9.44%	0.41%	6.39%	7.56%	0.34%	28.96%	
Total	394,931.90	\$162,069.70	1,957	4,561,297.61	\$1,898,539.84	18,603	\$1,500,174.00	

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Town Name: EASTHAM
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	0.00	\$0.00	0	13,241.35	\$24,827.03	9	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Home Energy Services - Measures	26,084.50	\$65,247.20	42	416,948.70	\$425,496.67	288	\$264,096.70	161.11%
Residential Home Energy Services - RCS	0.00	\$10,515.00	50	0.00	\$55,635.00	203	\$33,789.11	164.65%
Residential Behavior/Feedback Program	0.00	\$0.00	0	1,362.60	\$306.00	1	\$0.00	0.00%
Residential Heating & Cooling Equipment	2,991.00	\$2,490.50	8	69,778.60	\$41,399.50	101	\$0.00	0.00%
Residential Consumer Products	5,708.00	\$512.50	12	54,339.00	\$8,255.00	148	\$0.00	0.00%
Residential Lighting	6,615.40	\$643.70	22	142,300.90	\$13,850.82	612	\$0.00	0.00%
Residential HEAT Loan	0.00	\$140.00	4	0.00	\$26,843.84	28	\$0.00	0.00%
Res Subtotal	41,398.90	\$79,548.90	138.00	697,971.15	\$596,613.86	1,390	\$297,885.80	
Res % of Total	95.97%	94.71%	96.50%	64.21%	65.66%	96.80%	56.96%	
Low-Income Single Family Retrofit	1,738.10	\$4,011.78	3	35,372.80	\$64,785.37	25	\$73,629.05	87.99%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$241.97	1	\$0.00	0.00%
LI Subtotal	1,738.10	\$4,011.78	3.00	35,372.80	\$65,027.34	26	\$73,629.05	
LI % of Total	4.03%	4.78%	2.10%	3.25%	7.16%	1.81%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	56,300.00	\$23,987.00	2	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	15,369.10	\$1,577.30	1	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	0.00	\$0.00	0	6,915.00	\$3,970.95	1	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	41,244.56	\$16,065.17	1	\$80,895.91	19.86%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	215,574.84	\$191,028.48	1	\$0.00	0.00%
C&I Small Business	0.00	\$428.70	2	8,550.58	\$8,061.13	6	\$70,563.14	11.42%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$605.00	1	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	0.00	\$0.00	0	9,781.32	\$1,676.00	7	\$0.00	0.00%
C&I Subtotal	0.00	\$428.70	2.00	353,735.39	\$246,971.03	20	\$151,459.06	
C&I % of Total	0.00%	0.51%	1.40%	32.54%	27.18%	1.39%	28.96%	
Total	43,137.00	\$83,989.38	143	1,087,079.35	\$908,612.23	1,436	\$522,973.91	

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Town Name: EDGARTOWN
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Home Energy Services - Measures	16,298.20	\$13,774.45	19	245,194.90	\$290,578.98	148	\$218,220.75	133.16%
Residential Home Energy Services - RCS	0.00	\$4,700.00	19	0.00	\$34,920.00	122	\$27,919.64	125.07%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	1,088.00	\$732.50	3	21,026.00	\$13,231.00	22	\$0.00	0.00%
Residential Consumer Products	1,376.10	\$690.97	3	38,894.50	\$17,372.85	32	\$0.00	0.00%
Residential Lighting	3,498.80	\$218.00	11	66,078.70	\$7,009.14	382	\$0.00	0.00%
Residential HEAT Loan	0.00	\$0.00	0	0.00	\$15,112.08	13	\$0.00	0.00%
Res Subtotal	22,261.10	\$20,115.92	55.00	371,194.10	\$378,224.05	719	\$246,140.38	
Res % of Total	50.68%	83.98%	87.30%	71.37%	88.08%	93.86%	56.96%	
Low-Income Single Family Retrofit	0.00	\$0.00	0	10,897.00	\$15,147.38	10	\$60,839.03	24.90%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	1,298.10	\$642.05	2	\$0.00	0.00%
LI Subtotal	0.00	\$0.00	0.00	12,195.10	\$15,789.43	12	\$60,839.03	
LI % of Total	0.00%	0.00%	0.00%	2.34%	3.68%	1.57%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	16,567.96	\$3,680.80	1	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	7,543.50	\$3,093.33	9	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	0.00	\$0.00	0	0.00	\$879.75	1	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	16,902.91	\$13,751.33	1	\$66,843.57	20.57%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Small Business	790.40	\$778.64	1	790.40	\$1,458.64	2	\$58,305.70	2.50%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	20,876.16	\$3,060.00	7	94,911.03	\$12,550.00	21	\$0.00	0.00%
C&I Subtotal	21,666.56	\$3,838.64	8.00	136,715.80	\$35,413.85	35	\$125,149.27	
C&I % of Total	49.32%	16.02%	12.70%	26.29%	8.25%	4.57%	28.96%	
Total	43,927.66	\$23,954.56	63	520,105.00	\$429,427.33	766	\$432,128.68	

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Town Name: FALMOUTH
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	15,358.90	\$4,719.88	7	96,645.21	\$32,186.28	40	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$150.00	1	2,349.50	\$913.34	7	\$0.00	0.00%
Residential Home Energy Services - Measures	71,763.80	\$93,167.79	93	1,187,166.40	\$1,235,528.01	959	\$1,682,531.54	73.43%
Residential Home Energy Services - RCS	0.00	\$19,575.00	95	0.00	\$158,830.00	552	\$215,266.75	73.78%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	11,629.60	\$8,384.00	17	183,291.90	\$122,562.00	270	\$0.00	0.00%
Residential Consumer Products	16,751.10	\$2,909.00	38	190,513.80	\$33,413.38	407	\$0.00	0.00%
Residential Lighting	302,665.70	\$28,262.35	1,500	3,725,995.30	\$356,026.10	17,738	\$0.00	0.00%
Residential HEAT Loan	0.00	\$6,590.44	18	0.00	\$121,945.76	119	\$0.00	0.00%
Res Subtotal	418,169.10	\$163,758.46	1,769.00	5,385,962.11	\$2,061,404.87	20,092	\$1,897,798.29	
Res % of Total	24.30%	30.34%	96.46%	64.22%	64.57%	97.80%	56.96%	
Low-Income Single Family Retrofit	6,939.20	\$14,859.65	10	168,924.30	\$193,404.87	126	\$469,082.76	41.23%
Low-Income Multi-Family Retrofit	330.00	\$771.10	1	10,065.50	\$23,808.23	119	\$0.00	0.00%
LI Subtotal	7,269.20	\$15,630.75	11.00	178,989.80	\$217,213.10	245	\$469,082.76	
LI % of Total	0.42%	2.90%	0.60%	2.13%	6.80%	1.19%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	124,234.00	\$50,264.75	2	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	187,541.56	\$43,502.80	4	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	6,120.59	\$1,450.00	5	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	1,130,675.20	\$312,867.93	4	1,688,663.49	\$442,109.52	14	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$1,425.00	1	131,318.78	\$61,722.31	9	\$515,379.13	11.98%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	116,794.22	\$125,386.58	3	\$0.00	0.00%
C&I Small Business	37,864.54	\$26,718.18	10	194,766.22	\$132,801.86	32	\$449,550.16	29.54%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$410.00	1	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	127,081.45	\$19,326.00	39	371,976.52	\$56,443.00	137	\$0.00	0.00%
C&I Subtotal	1,295,621.19	\$360,337.11	54.00	2,821,415.38	\$914,090.82	207	\$964,929.29	
C&I % of Total	75.28%	66.76%	2.94%	33.64%	28.63%	1.01%	28.96%	
Total	1,721,059.49	\$539,726.32	1,834	8,386,367.28	\$3,192,708.79	20,544	\$3,331,810.34	

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Town Name: HARWICH
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	2,376.04	\$2,959.74	1	35,933.76	\$28,146.43	13	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	3,290.00	\$0.00	1	16,603.60	\$4,226.87	17	\$0.00	0.00%
Residential Home Energy Services - Measures	28,935.00	\$34,636.45	46	601,230.30	\$690,341.53	532	\$653,422.35	105.65%
Residential Home Energy Services - RCS	0.00	\$9,000.00	47	0.00	\$88,085.00	314	\$83,600.28	105.36%
Residential Behavior/Feedback Program	0.00	\$0.00	0	9,173.26	\$1,683.00	1	\$0.00	0.00%
Residential Heating & Cooling Equipment	9,357.30	\$6,105.50	11	86,623.90	\$62,500.00	125	\$0.00	0.00%
Residential Consumer Products	6,847.00	\$1,400.00	20	96,818.00	\$20,464.74	222	\$0.00	0.00%
Residential Lighting	32,940.40	\$3,256.40	180	550,372.60	\$51,280.56	2,072	\$0.00	0.00%
Residential HEAT Loan	0.00	\$9,088.28	17	0.00	\$83,889.88	80	\$0.00	0.00%
Res Subtotal	83,745.74	\$66,446.37	323.00	1,396,755.42	\$1,030,618.01	3,376	\$737,022.62	
Res % of Total	77.56%	87.38%	95.85%	70.95%	69.33%	96.62%	56.96%	
Low-Income Single Family Retrofit	4,287.90	\$2,146.06	4	82,600.60	\$113,749.24	55	\$182,171.42	62.44%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	7,809.30	\$5,705.49	7	\$0.00	0.00%
LI Subtotal	4,287.90	\$2,146.06	4.00	90,409.90	\$119,454.73	62	\$182,171.42	
LI % of Total	3.97%	2.82%	1.19%	4.59%	8.04%	1.77%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	41,928.00	\$15,249.25	1	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	21,278.47	\$5,434.58	4	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	8,530.70	\$900.00	1	13,395.45	\$1,717.00	3	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$500.00	1	618.00	\$1,516.00	3	\$200,150.92	0.76%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	286,973.60	\$236,831.11	8	\$0.00	0.00%
C&I Small Business	5,759.73	\$4,361.34	4	86,682.11	\$70,764.62	19	\$174,585.80	40.53%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$920.00	3	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	5,647.46	\$1,691.00	4	30,717.41	\$3,997.00	15	\$0.00	0.00%
C&I Subtotal	19,937.89	\$7,452.34	10.00	481,593.04	\$336,429.56	56	\$374,736.73	
C&I % of Total	18.47%	9.80%	2.97%	24.46%	22.63%	1.60%	28.96%	
Total	107,971.53	\$76,044.77	337	1,968,758.37	\$1,486,502.30	3,494	\$1,293,930.77	

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Town Name: Martha's Vineyard
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	2,409.44	\$2,956.16	2	118,334.28	\$113,348.63	36	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$0.00	0	16,372.50	\$19,245.97	8	\$0.00	0.00%
Residential Home Energy Services - Measures	46,201.00	\$86,915.89	64	651,865.90	\$862,222.81	472	\$879,082.44	98.08%
Residential Home Energy Services - RCS	0.00	\$18,985.00	81	0.00	\$111,020.00	399	\$112,471.72	98.71%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	8,422.00	\$5,049.00	13	89,313.00	\$52,249.50	85	\$0.00	0.00%
Residential Consumer Products	5,094.10	\$2,235.97	10	98,747.50	\$40,905.35	101	\$0.00	0.00%
Residential Lighting	111,484.50	\$11,036.66	514	1,021,972.90	\$107,201.10	4,764	\$0.00	0.00%
Residential HEAT Loan	0.00	\$140.00	4	0.00	\$38,754.17	31	\$0.00	0.00%
Res Subtotal	173,611.04	\$127,318.68	688.00	1,996,606.08	\$1,344,947.53	5,896	\$991,554.15	
Res % of Total	10.90%	15.98%	94.90%	52.38%	60.94%	96.93%	56.96%	
Low-Income Single Family Retrofit	0.00	\$0.00	0	41,039.60	\$38,504.61	32	\$245,084.51	15.71%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	3,435.50	\$1,469.17	30	\$0.00	0.00%
LI Subtotal	0.00	\$0.00	0.00	44,475.10	\$39,973.78	62	\$245,084.51	
LI % of Total	0.00%	0.00%	0.00%	1.17%	1.81%	1.02%	14.08%	
C&I New Buildings & Major Renovations	295,196.00	\$191,961.00	1	311,763.96	\$196,469.80	4	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$6,337.50	1	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	27,982.00	\$7,893.33	24	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	749,586.00	\$208,189.75	1	761,103.12	\$227,901.05	4	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	11,972.00	\$7,124.00	1	42,340.91	\$43,325.84	6	\$269,273.25	16.09%
C&I Existing Building Retrofit - Municipal	283,949.14	\$245,609.46	3	264,868.14	\$263,623.99	6	\$0.00	0.00%
C&I Small Business	8,747.74	\$6,739.35	6	39,994.76	\$35,429.56	17	\$234,879.19	15.08%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	70,320.81	\$9,659.00	25	322,804.95	\$40,937.00	63	\$0.00	0.00%
C&I Subtotal	1,419,771.69	\$669,282.56	37.00	1,770,857.84	\$821,918.07	125	\$504,152.45	
C&I % of Total	89.10%	84.02%	5.10%	46.46%	37.24%	2.05%	28.96%	
Total	1,593,382.73	\$796,601.24	725	3,811,939.02	\$2,206,839.38	6,083	\$1,740,791.11	

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Town Name: MASHPEE
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	19,502.97	\$4,875.87	8	123,121.47	\$41,971.17	46	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	4,884.40	\$1,857.21	12	79,887.10	\$32,647.60	115	\$0.00	0.00%
Residential Home Energy Services - Measures	46,034.90	\$28,724.92	49	538,287.90	\$414,922.05	423	\$747,654.03	55.50%
Residential Home Energy Services - RCS	0.00	\$7,715.00	37	0.00	\$58,395.00	210	\$95,656.48	61.05%
Residential Behavior/Feedback Program	0.00	\$0.00	0	17,709.85	\$3,034.50	1	\$0.00	0.00%
Residential Heating & Cooling Equipment	12,051.30	\$7,752.50	13	76,443.60	\$59,396.00	138	\$0.00	0.00%
Residential Consumer Products	13,507.00	\$1,322.50	27	125,684.40	\$35,132.88	223	\$0.00	0.00%
Residential Lighting	79,017.20	\$3,648.57	146	373,046.50	\$31,705.79	1,294	\$0.00	0.00%
Residential HEAT Loan	0.00	\$9,730.72	13	0.00	\$70,555.27	72	\$0.00	0.00%
Res Subtotal	174,997.77	\$65,627.29	305.00	1,334,180.82	\$747,760.26	2,522	\$843,310.51	
Res % of Total	76.06%	82.51%	92.99%	55.50%	42.95%	89.12%	56.96%	
Low-Income Single Family Retrofit	6,424.80	\$6,791.28	7	66,976.80	\$72,958.65	58	\$208,442.82	35.00%
Low-Income Multi-Family Retrofit	1,625.40	\$689.42	2	98,690.50	\$130,128.29	211	\$0.00	0.00%
LI Subtotal	8,050.20	\$7,480.70	9.00	165,667.30	\$203,086.94	269	\$208,442.82	
LI % of Total	3.50%	9.40%	2.74%	6.89%	11.66%	9.51%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	23,244.67	\$8,096.50	2	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	16,578.30	\$1,875.00	1	31,128.90	\$5,685.00	3	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	16,719.80	\$8,769.89	3	\$229,015.19	3.83%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	724,349.86	\$718,016.46	3	\$0.00	0.00%
C&I Small Business	10,336.44	\$2,172.72	2	42,244.60	\$27,493.72	10	\$199,763.26	13.76%
C&I Multifamily Retrofit	0.00	\$345.00	1	18,987.00	\$15,915.73	3	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	20,125.31	\$2,042.00	10	47,440.50	\$6,321.00	15	\$0.00	0.00%
C&I Subtotal	47,040.05	\$6,434.72	14.00	904,115.33	\$790,298.30	39	\$428,778.45	
C&I % of Total	20.44%	8.09%	4.27%	37.61%	45.39%	1.38%	28.96%	
Total	230,088.02	\$79,542.71	328	2,403,963.45	\$1,741,145.50	2,830	\$1,480,531.79	

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Town Name: OAK BLUFFS
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	0.00	\$0.00	0	9,964.12	\$6,510.00	1	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$0.00	0	16,372.50	\$19,245.97	8	\$0.00	0.00%
Residential Home Energy Services - Measures	9,575.20	\$17,856.47	18	131,403.90	\$188,793.96	123	\$241,778.67	78.09%
Residential Home Energy Services - RCS	0.00	\$5,980.00	26	0.00	\$27,985.00	106	\$30,933.69	90.47%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	1,420.00	\$1,312.00	3	14,229.00	\$9,264.50	22	\$0.00	0.00%
Residential Consumer Products	1,540.00	\$715.00	2	11,999.00	\$3,510.00	19	\$0.00	0.00%
Residential Lighting	156.40	\$5.96	0	29,938.60	\$2,923.36	85	\$0.00	0.00%
Residential HEAT Loan	0.00	\$105.00	3	0.00	\$16,152.63	11	\$0.00	0.00%
Res Subtotal	12,691.60	\$25,974.43	52.00	213,907.12	\$274,385.42	375	\$272,712.36	
Res % of Total	0.94%	3.84%	85.25%	12.58%	26.99%	89.50%	56.96%	
Low-Income Single Family Retrofit	0.00	\$0.00	0	11,955.30	\$13,170.63	11	\$67,406.88	19.54%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
LI Subtotal	0.00	\$0.00	0.00	11,955.30	\$13,170.63	11	\$67,406.88	
LI % of Total	0.00%	0.00%	0.00%	0.70%	1.30%	2.63%	14.08%	
C&I New Buildings & Major Renovations	295,196.00	\$191,961.00	1	295,196.00	\$192,116.25	2	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	14,864.79	\$3,000.00	8	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	749,586.00	\$208,189.75	1	749,586.00	\$221,941.50	1	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	11,972.00	\$7,124.00	1	25,438.00	\$28,158.51	3	\$74,059.64	38.02%
C&I Existing Building Retrofit - Municipal	275,484.25	\$242,228.67	1	275,484.25	\$247,025.86	1	\$0.00	0.00%
C&I Small Business	0.00	\$500.00	1	30,938.02	\$24,432.21	6	\$64,600.06	37.82%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	8,204.29	\$1,040.00	4	83,603.36	\$12,212.00	12	\$0.00	0.00%
C&I Subtotal	1,340,442.54	\$651,043.42	9.00	1,475,110.42	\$728,886.33	33	\$138,659.70	
C&I % of Total	99.06%	96.16%	14.75%	86.72%	71.71%	7.88%	28.96%	
Total	1,353,134.14	\$677,017.85	61	1,700,972.84	\$1,016,442.38	419	\$478,778.94	

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Town Name: ORLEANS
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	0.00	\$0.00	0	7,610.84	\$8,114.76	3	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	37,026.00	\$14,949.63	30	79,047.00	\$47,832.35	52	\$0.00	0.00%
Residential Home Energy Services - Measures	43,193.70	\$43,091.17	25	422,748.80	\$498,518.42	289	\$313,692.32	158.92%
Residential Home Energy Services - RCS	0.00	\$9,435.00	41	0.00	\$59,095.00	212	\$40,134.48	147.24%
Residential Behavior/Feedback Program	0.00	\$0.00	0	567.75	\$127.50	1	\$0.00	0.00%
Residential Heating & Cooling Equipment	5,261.30	\$4,484.50	7	63,059.40	\$41,185.50	88	\$0.00	0.00%
Residential Consumer Products	4,723.20	\$996.94	8	64,738.40	\$19,277.38	117	\$0.00	0.00%
Residential Lighting	83,461.50	\$8,851.84	475	631,867.20	\$63,769.62	2,988	\$0.00	0.00%
Residential HEAT Loan	0.00	\$1,267.67	2	0.00	\$26,015.30	18	\$0.00	0.00%
Res Subtotal	173,665.70	\$83,076.75	588.00	1,269,639.39	\$763,935.83	3,768	\$353,826.80	
Res % of Total	82.70%	83.22%	97.51%	76.91%	77.35%	98.13%	56.96%	
Low-Income Single Family Retrofit	3,114.20	\$1,083.14	2	13,624.30	\$38,110.44	11	\$87,456.11	43.58%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
LI Subtotal	3,114.20	\$1,083.14	2.00	13,624.30	\$38,110.44	11	\$87,456.11	
LI % of Total	1.48%	1.09%	0.33%	0.83%	3.86%	0.29%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$3,240.75	1	24,000.00	\$5,800.75	2	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$11,578.00	2	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	524.00	\$100.00	1	3,149.35	\$956.67	5	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	28,370.16	\$12,256.57	2	\$96,087.63	12.76%
C&I Existing Building Retrofit - Municipal	0.00	\$1,330.00	1	0.00	\$2,850.00	2	\$0.00	0.00%
C&I Small Business	8,422.44	\$6,775.04	5	162,894.69	\$122,338.92	31	\$83,814.44	145.96%
C&I Multifamily Retrofit	0.00	\$0.00	0	90,688.50	\$20,163.39	2	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	24,256.93	\$4,222.00	5	58,433.22	\$9,593.00	15	\$0.00	0.00%
C&I Subtotal	33,203.37	\$15,667.79	13.00	367,535.92	\$185,537.30	61	\$179,902.07	
C&I % of Total	15.81%	15.69%	2.16%	22.26%	18.79%	1.59%	28.96%	
Total	209,983.27	\$99,827.68	603	1,650,799.61	\$987,583.57	3,840	\$621,184.98	

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Town Name: PROVNC TOWN
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	0.00	\$0.00	0	13,456.10	\$15,345.45	10	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$0.00	0	57,735.90	\$54,292.03	44	\$0.00	0.00%
Residential Home Energy Services - Measures	1,697.50	\$15,272.57	13	68,747.80	\$152,291.97	140	\$157,466.11	96.71%
Residential Home Energy Services - RCS	0.00	\$3,290.00	20	0.00	\$23,160.00	87	\$20,146.56	114.96%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	2,984.00	\$1,650.50	5	44,299.30	\$26,558.50	68	\$0.00	0.00%
Residential Consumer Products	693.00	\$102.50	2	19,000.00	\$7,462.50	31	\$0.00	0.00%
Residential Lighting	7,958.60	\$770.10	27	244,116.50	\$23,443.66	1,009	\$0.00	0.00%
Residential HEAT Loan	0.00	\$3,419.09	4	0.00	\$14,199.95	15	\$0.00	0.00%
Res Subtotal	13,333.10	\$24,504.76	71.00	447,355.60	\$316,754.06	1,404	\$177,612.66	
Res % of Total	31.92%	32.97%	84.52%	65.34%	66.69%	94.93%	56.96%	
Low-Income Single Family Retrofit	344.00	\$14,415.04	1	18,745.20	\$51,457.79	14	\$43,900.89	117.21%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	2,271.00	\$975.74	2	\$0.00	0.00%
LI Subtotal	344.00	\$14,415.04	1.00	21,016.20	\$52,433.53	16	\$43,900.89	
LI % of Total	0.82%	19.40%	1.19%	3.07%	11.04%	1.08%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	1,596.82	\$750.00	1	4,361.29	\$2,176.67	4	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	14,107.00	\$13,222.14	1	62,915.20	\$18,342.14	3	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	5,954.04	\$5,784.61	3	\$48,233.71	11.99%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	0.00	\$500.00	1	\$0.00	0.00%
C&I Small Business	282.00	\$571.60	3	80,174.61	\$48,745.50	17	\$42,072.86	115.86%
C&I Multifamily Retrofit	9,004.30	\$20,514.77	2	9,004.30	\$23,524.77	5	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	3,101.60	\$335.00	5	53,886.38	\$6,712.00	26	\$0.00	0.00%
C&I Subtotal	28,091.72	\$35,393.51	12.00	216,295.82	\$105,785.69	59	\$90,306.57	
C&I % of Total	67.26%	47.63%	14.29%	31.59%	22.27%	3.99%	28.96%	
Total	41,768.82	\$74,313.31	84	684,667.63	\$474,973.28	1,479	\$311,820.13	

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Town Name: SANDWICH
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	6,770.58	\$5,788.82	3	29,241.99	\$17,948.33	11	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$0.00	0	22,066.60	\$19,961.30	17	\$0.00	0.00%
Residential Home Energy Services - Measures	41,432.50	\$62,950.27	63	657,178.30	\$757,454.69	595	\$1,103,502.63	68.64%
Residential Home Energy Services - RCS	0.00	\$12,150.00	61	0.00	\$102,425.00	364	\$141,184.53	72.55%
Residential Behavior/Feedback Program	0.00	\$0.00	0	3,974.25	\$892.50	1	\$0.00	0.00%
Residential Heating & Cooling Equipment	14,064.30	\$11,092.50	20	108,434.50	\$82,121.00	170	\$0.00	0.00%
Residential Consumer Products	7,242.00	\$827.50	18	97,992.30	\$19,620.89	239	\$0.00	0.00%
Residential Lighting	56,518.70	\$6,028.90	256	531,684.50	\$56,572.58	2,456	\$0.00	0.00%
Residential HEAT Loan	0.00	\$7,647.97	14	0.00	\$112,213.53	107	\$0.00	0.00%
Res Subtotal	126,028.08	\$106,485.96	435.00	1,450,572.44	\$1,169,209.82	3,960	\$1,244,687.16	
Res % of Total	70.81%	80.11%	96.67%	74.43%	76.01%	96.47%	56.96%	
Low-Income Single Family Retrofit	3,042.90	\$3,951.00	5	109,999.60	\$131,625.91	67	\$307,651.92	42.78%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	28,495.80	\$26,191.98	25	\$0.00	0.00%
LI Subtotal	3,042.90	\$3,951.00	5.00	138,495.40	\$157,817.89	92	\$307,651.92	
LI % of Total	1.71%	2.97%	1.11%	7.11%	10.26%	2.24%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	19,613.00	\$10,010.00	1	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$1,983.00	1	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	4,336.20	\$720.00	1	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	432.74	\$375.00	1	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	25,254.00	\$13,913.09	2	75,049.54	\$48,368.09	4	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	18,381.00	\$9,894.31	4	\$338,015.79	2.93%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	142,602.61	\$97,738.82	12	\$0.00	0.00%
C&I Small Business	9,822.07	\$6,755.32	5	63,590.70	\$37,257.72	18	\$294,841.30	12.64%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$307.50	1	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	13,821.79	\$1,825.00	3	35,771.94	\$4,497.00	10	\$0.00	0.00%
C&I Subtotal	48,897.86	\$22,493.41	10.00	359,777.73	\$211,151.44	53	\$632,857.09	
C&I % of Total	27.48%	16.92%	2.22%	18.46%	13.73%	1.29%	28.96%	
Total	177,968.84	\$132,930.37	450	1,948,845.57	\$1,538,179.15	4,105	\$2,185,196.17	

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Town Name: TISBURY
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	142.02	\$820.74	1	19,428.26	\$34,768.98	14	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Home Energy Services - Measures	13,023.70	\$25,568.68	16	119,250.20	\$171,213.71	95	\$210,781.40	81.23%
Residential Home Energy Services - RCS	0.00	\$5,475.00	24	0.00	\$22,970.00	83	\$26,967.83	85.18%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	2,080.00	\$1,106.00	2	25,556.00	\$14,170.50	19	\$0.00	0.00%
Residential Consumer Products	638.00	\$115.00	2	11,964.00	\$4,130.00	15	\$0.00	0.00%
Residential Lighting	107,829.30	\$10,812.70	502	925,498.00	\$97,224.44	4,292	\$0.00	0.00%
Residential HEAT Loan	0.00	\$0.00	0	0.00	\$4,419.15	4	\$0.00	0.00%
Res Subtotal	123,713.02	\$43,898.12	547.00	1,101,696.46	\$348,896.78	4,522	\$237,749.23	
Res % of Total	72.18%	80.24%	97.68%	87.36%	85.81%	98.37%	56.96%	
Low-Income Single Family Retrofit	0.00	\$0.00	0	14,698.80	\$8,642.03	7	\$58,764.97	14.71%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	2,137.40	\$827.12	28	\$0.00	0.00%
LI Subtotal	0.00	\$0.00	0.00	16,836.20	\$9,469.15	35	\$58,764.97	
LI % of Total	0.00%	0.00%	0.00%	1.34%	2.33%	0.76%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$672.75	1	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$6,337.50	1	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	3,013.70	\$900.00	4	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	0.00	\$0.00	0	11,517.12	\$5,079.80	2	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	0.00	\$700.00	1	\$64,564.81	1.08%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	-19,081.00	\$10,912.34	2	\$0.00	0.00%
C&I Small Business	7,957.34	\$5,460.71	4	7,957.34	\$8,105.71	7	\$56,318.00	14.39%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	39,731.32	\$5,351.00	9	139,092.14	\$15,499.00	22	\$0.00	0.00%
C&I Subtotal	47,688.66	\$10,811.71	13.00	142,499.30	\$48,207.10	40	\$120,882.81	
C&I % of Total	27.82%	19.76%	2.32%	11.30%	11.86%	0.87%	28.96%	
Total	171,401.68	\$54,709.83	560	1,261,031.96	\$406,573.03	4,597	\$417,397.02	

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Town Name: TRURO
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	9,595.87	\$9,981.87	4	26,391.93	\$26,509.72	12	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$665.00	1	0.00	\$815.00	2	\$0.00	0.00%
Residential Home Energy Services - Measures	7,689.40	\$18,987.33	16	110,987.40	\$141,708.30	103	\$106,630.59	132.90%
Residential Home Energy Services - RCS	0.00	\$3,535.00	20	0.00	\$23,500.00	82	\$13,642.55	172.26%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	614.00	\$429.00	2	31,940.60	\$19,954.50	44	\$0.00	0.00%
Residential Consumer Products	2,682.00	\$792.50	4	15,576.00	\$3,660.00	33	\$0.00	0.00%
Residential Lighting	285.60	\$18.88	0	906.80	\$78.81	3	\$0.00	0.00%
Residential HEAT Loan	0.00	\$0.00	0	0.00	\$5,516.83	6	\$0.00	0.00%
Res Subtotal	20,866.87	\$34,409.58	47.00	185,802.73	\$221,743.16	285	\$120,273.14	
Res % of Total	60.40%	86.05%	94.00%	77.25%	78.14%	92.53%	56.96%	
Low-Income Single Family Retrofit	0.00	\$0.00	0	11,076.30	\$33,135.38	8	\$29,728.16	111.46%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
LI Subtotal	0.00	\$0.00	0.00	11,076.30	\$33,135.38	8	\$29,728.16	
LI % of Total	0.00%	0.00%	0.00%	4.60%	11.68%	2.60%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	0.00	\$0.00	0	\$32,662.20	0.00%
C&I Existing Building Retrofit - Municipal	13,683.00	\$4,804.00	1	14,089.64	\$20,470.36	3	\$0.00	0.00%
C&I Small Business	0.00	\$775.00	2	10,913.34	\$6,426.31	3	\$28,490.28	22.56%
C&I Multifamily Retrofit	0.00	\$0.00	0	7,977.00	\$746.54	1	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	0.00	\$0.00	0	10,674.21	\$1,269.00	8	\$0.00	0.00%
C&I Subtotal	13,683.00	\$5,579.00	3.00	43,654.19	\$28,912.21	15	\$61,152.48	
C&I % of Total	39.60%	13.95%	6.00%	18.15%	10.19%	4.87%	28.96%	
Total	34,549.87	\$39,988.58	50	240,533.23	\$283,790.75	308	\$211,153.79	

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Town Name: WELLFLEET
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	1,870.86	\$2,085.26	2	18,036.62	\$19,156.67	12	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$0.00	0	1,361.30	\$1,048.45	3	\$0.00	0.00%
Residential Home Energy Services - Measures	23,092.90	\$35,606.89	19	248,067.10	\$209,466.48	190	\$146,307.09	143.17%
Residential Home Energy Services - RCS	0.00	\$5,170.00	30	0.00	\$47,840.00	163	\$18,718.85	255.57%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	1,704.00	\$861.50	4	55,020.30	\$32,523.00	71	\$0.00	0.00%
Residential Consumer Products	1,334.00	\$167.50	4	17,635.00	\$3,122.50	50	\$0.00	0.00%
Residential Lighting	0.00	\$0.00	0	23,557.90	\$2,407.00	95	\$0.00	0.00%
Residential HEAT Loan	0.00	\$70.00	2	0.00	\$14,727.16	15	\$0.00	0.00%
Res Subtotal	28,001.76	\$43,961.15	61.00	363,678.22	\$330,291.26	599	\$165,025.94	
Res % of Total	76.78%	94.49%	95.31%	79.07%	83.43%	92.72%	56.96%	
Low-Income Single Family Retrofit	1,245.50	\$482.72	1	29,279.80	\$38,753.54	23	\$40,789.80	95.01%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
LI Subtotal	1,245.50	\$482.72	1.00	29,279.80	\$38,753.54	23	\$40,789.80	
LI % of Total	3.42%	1.04%	1.56%	6.37%	9.79%	3.56%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	707.00	\$350.50	1	19,027.00	\$5,676.25	1	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	0.00	\$1,850.00	2	\$44,815.58	4.13%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	15,557.36	\$13,326.43	3	\$0.00	0.00%
C&I Small Business	0.00	\$0.00	0	1,762.00	\$1,125.00	5	\$39,091.32	2.88%
C&I Multifamily Retrofit	6,515.10	\$1,732.06	1	7,148.10	\$2,199.06	2	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	0.00	\$0.00	0	23,487.28	\$2,650.00	11	\$0.00	0.00%
C&I Subtotal	7,222.10	\$2,082.56	2.00	66,981.74	\$26,826.74	24	\$83,906.89	
C&I % of Total	19.80%	4.48%	3.13%	14.56%	6.78%	3.72%	28.96%	
Total	36,469.36	\$46,526.43	64	459,939.76	\$395,871.54	646	\$289,722.64	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: WEST TISBURY
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	2,267.42	\$2,135.42	1	60,153.49	\$44,899.69	15	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Home Energy Services - Measures	4,329.80	\$22,109.85	5	94,219.00	\$123,041.28	73	\$146,307.09	84.10%
Residential Home Energy Services - RCS	0.00	\$1,375.00	6	0.00	\$17,075.00	62	\$18,718.85	91.22%
Residential Behavior/Feedback Program	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Heating & Cooling Equipment	1,232.00	\$535.00	2	9,466.00	\$5,680.50	7	\$0.00	0.00%
Residential Consumer Products	239.00	\$32.50	1	15,231.00	\$4,480.00	26	\$0.00	0.00%
Residential Lighting	0.00	\$0.00	0	457.60	\$44.16	4	\$0.00	0.00%
Residential HEAT Loan	0.00	\$35.00	1	0.00	\$3,070.31	3	\$0.00	0.00%
Res Subtotal	8,068.22	\$26,222.77	16.00	179,527.09	\$198,290.94	190	\$165,025.94	
Res % of Total	44.72%	87.96%	69.57%	90.89%	95.03%	91.35%	56.96%	
Low-Income Single Family Retrofit	0.00	\$0.00	0	2,803.00	\$1,216.82	3	\$40,789.80	2.98%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
LI Subtotal	0.00	\$0.00	0.00	2,803.00	\$1,216.82	3	\$40,789.80	
LI % of Total	0.00%	0.00%	0.00%	1.42%	0.58%	1.44%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	1,536.51	\$650.00	2	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	0.00	\$0.00	0	0.00	\$716.00	1	\$44,815.58	1.60%
C&I Existing Building Retrofit - Municipal	8,464.89	\$3,380.79	2	8,464.89	\$5,685.79	3	\$0.00	0.00%
C&I Small Business	0.00	\$0.00	0	0.00	\$1,425.00	1	\$39,091.32	3.65%
C&I Multifamily Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	1,509.04	\$208.00	5	5,198.42	\$676.00	8	\$0.00	0.00%
C&I Subtotal	9,973.93	\$3,588.79	7.00	15,199.82	\$9,152.79	15	\$83,906.89	
C&I % of Total	55.28%	12.04%	30.43%	7.69%	4.39%	7.21%	28.96%	
Total	18,042.15	\$29,811.56	23	197,529.91	\$208,660.55	208	\$289,722.64	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

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Energy Efficiency Program Activity by Town

Cape Light Compact JPE
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Town Name: YARMOUTH
Program Period: 2017
Current Dates: 12/1/2017 - 12/31/2017
Cumulative Dates: 1/1/2017 - 12/31/2017

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
Residential New Construction	0.00	\$0.00	0	29,134.52	\$20,169.28	11	\$0.00	0.00%
Residential New Construction (Low-Income)	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
Residential Multi-Family Retrofit	118,242.30	\$28,588.37	139	208,564.60	\$81,186.97	233	\$0.00	0.00%
Residential Home Energy Services - Measures	68,619.10	\$101,171.25	83	883,270.50	\$1,034,809.87	902	\$1,269,647.97	81.50%
Residential Home Energy Services - RCS	0.00	\$24,680.00	117	0.00	\$142,790.00	502	\$162,441.52	87.90%
Residential Behavior/Feedback Program	0.00	\$0.00	0	6,516.98	\$1,275.00	1	\$0.00	0.00%
Residential Heating & Cooling Equipment	14,747.80	\$12,811.00	20	134,932.10	\$106,876.50	204	\$0.00	0.00%
Residential Consumer Products	14,655.70	\$1,763.51	35	143,998.50	\$22,913.89	362	\$0.00	0.00%
Residential Lighting	338,778.30	\$35,770.93	1,859	3,055,578.80	\$331,508.08	15,896	\$0.00	0.00%
Residential HEAT Loan	0.00	\$5,940.21	27	0.00	\$203,821.47	202	\$0.00	0.00%
Res Subtotal	555,043.20	\$210,725.27	2,280.00	4,461,996.00	\$1,945,351.06	18,313	\$1,432,089.50	
Res % of Total	81.95%	79.86%	98.79%	78.15%	75.18%	98.55%	56.96%	
Low-Income Single Family Retrofit	2,784.70	\$1,455.16	4	198,146.70	\$181,240.53	152	\$353,972.54	51.20%
Low-Income Multi-Family Retrofit	0.00	\$0.00	0	6,569.70	\$7,534.49	4	\$0.00	0.00%
LI Subtotal	2,784.70	\$1,455.16	4.00	204,716.40	\$188,775.02	156	\$353,972.54	
LI % of Total	0.41%	0.55%	0.17%	3.59%	7.30%	0.84%	14.08%	
C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I New Buildings & Major Renovations - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Initial Purchase & End of Useful Life	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Food Services	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream HVAC	0.00	\$0.00	0	504.00	\$300.00	2	\$0.00	0.00%
C&I Existing Building Retrofit - LARGE	17,724.06	\$2,595.00	1	90,098.84	\$26,982.59	5	\$0.00	0.00%
C&I Existing Building Retrofit - MEDIUM	3,629.81	\$2,978.40	1	48,878.28	\$25,378.63	7	\$388,908.05	6.53%
C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	259,201.05	\$143,082.09	4	\$0.00	0.00%
C&I Small Business	49,250.41	\$43,228.17	10	160,071.77	\$119,383.34	38	\$339,233.14	35.19%
C&I Multifamily Retrofit	0.00	\$0.00	0	134,738.99	\$115,695.66	4	\$0.00	0.00%
C&I Multifamily - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Upstream Lighting	48,871.15	\$2,876.00	12	349,000.86	\$22,598.00	54	\$0.00	0.00%
C&I Subtotal	119,475.43	\$51,677.57	24.00	1,042,493.80	\$453,420.31	114	\$728,141.19	
C&I % of Total	17.64%	19.59%	1.04%	18.26%	17.52%	0.61%	28.96%	
Total	677,303.33	\$263,858.00	2,308	5,709,206.20	\$2,587,546.39	18,583	\$2,514,203.23	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

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APPENDIX 8 CAPE LIGHT COMPACT JPE ENERGY EDUCATION OUTREACH ACTIVITIES

The Compact is committed to energy education outreach within its community and continues to be a regionally and nationally recognized leader in the design and implementation of its energy education programs. As a municipal aggregator with a unique service territory, the Compact supports the community's efforts to develop a deeper and broader knowledge of energy efficiency technology and practices, moving towards an energy-literate society.

Highlights from 2017 include:

- The Compact participated in energy education-based presentations and all-school Energy Carnivals, through which students learn the basic lessons of energy efficiency, energy forms, and energy sources in a first-hand, fun, and engaging way. Over 2,000 students and teachers were reached through these efforts in 2017.
- The Compact reached teachers in its service territory through the National Energy Education Development ("NEED") Teacher Workshops, in partnership with the statewide Energy Education Working Group and in-service training for school systems.
- The Compact participated in Cape Cod- and Martha's Vineyard-wide science education festivals, demonstrating the science of energy, building energy efficiency, and renewable energy resources.

2017 saw the continuation of the Compact's energy efficiency education program Be Energy Efficient Smart ("BEES"), which includes both a classroom lesson and take-home student kit and survey. Within this initiative, the Compact trained teachers and engaged the following schools:

- Eastham Elementary
- Eddy Elementary
- Orleans Elementary
- Monomoy Middle and High School
- Mattacheese Middle School
- Sandwich STEM Academy
- Mashpee Middle School
- Barnstable Middle School

Within BEES, a total of 1,432 students received kits to install energy saving measures in their homes. Of those students, 28 percent completed and returned their surveys, resulting in net annual savings of 27.6 MWh with a six-year measure life. Savings from the BEES initiative are summarized in the following table.

Primary Fuel	Kits Installed	Net Annual MWh Saved	Net Annual MMBtu Saved
Electricity	44	7.1	
Natural Gas	220	12.5	266
Oil	75	4.3	59
Propane	65	3.7	19
Total	404	27.6	344

The Compact’s greatest successes continue with the “kids as teachers” model, where students are trained, conduct studies, and present information on energy efficiency, renewable energy, and related topics to younger students and community members. With the addition of BEES, this effort has now successfully reached into the home. Schools have fully adopted energy education into their yearly schedule of classroom activities, as evidenced by their repeated requests for energy education programs from the Compact. As a result, the Compact and the schools it works with continue to reach teachers, students, and families every year.

The Compact continues to use updated and innovative energy education materials from local and national energy education-based resources. Using a model for science-based facts and local science, technology, engineering and math (“STEM”) initiatives, the Compact designs and uses curriculum materials that align with Massachusetts’ standards for science and technology, allowing teachers to introduce lesson plans discussing energy efficiency, innovation, and conservation.