

Rhode Island Energy Efficiency

First Quarter 2018 | National Grid

May 10, 2018

Overview

2018 started strong in the first quarter with improvements made to services offered to customers in traditional energy efficiency programs and progress on pilots and demonstrations projects. One improvement was the EnergyWise program, where \$500,000 in funding was provided to the Capitol Good Fund which will allow increased access to capital for moderate income customers interested in energy efficiency. On the C&I side, the first retro-commissioning for State SEMP was awarded to Siemens, after the study was completed in 2017. Looking to the future of energy efficiency, the C&I demand response demonstration completed recruitment of participants for the summer of 2018 and now has approximately 24 MW of demand recruited, more than tripling the total from 2017.

For residential and commercial programs, several steps were taken to improve services offered to contractors, vendors, and customers. The ENERGYSTAR® HVAC program began sending out quarterly newsletters to inform the contractor community about best practices, seasonal opportunities, and updates to the program. In addition, the development of a RI digital application portal (RIDAP) began in the first quarter. This digital portal will give C&I customers and vendors the ability to submit incentive forms electronically, thereby expediting and improving the customer's experience.

Notable highlights from the first quarter include an increase in Residential New Construction's codes from 2017 to 2018 (see page 2) and a visit of members of the EERMC Council to Rhode Island's first certified passive home in Wakefield, RI. Council members learned firsthand from the builder how an extremely energy efficient home can be built cost competitively (\$163/sqft). Partly due to the cold winter months, the EnergyWise program saw a 30% increase in weatherizations and a 23% increase in audits completed in the first quarter, compared to Q1 last year. On the C&I side, National Grid's EnergySmart Grocer (ESG) initiative kicked off the first quarter of 2018 by completing a large refrigeration project at an independent grocery chain at nine stores locations in the state, totaling over 894 Annual MWh saved.

For the Home Energy Monitoring pilot, customer recruitment began along with installations of the home energy monitoring devices. The pilot will officially begin in June when all devices have been installed. For the Smart Lighting Solutions pilot, participants now have control of their systems and data logs show opportunities for savings when lights are on and residents are out of the room. For the Zero Energy Building, an RFP has been developed to secure projects. The RFP will be issued in the May-June time frame. Additionally, National Grid is supporting the Providence Energy Challenge for the first ZEB building in Providence and for energy reduction commitments from commercial customers of 20% by 2025. National Grid is supporting these efforts with automated data uploads for benchmarking buildings in EPA portfolio Manager. National Grid will continue to improve services offered to customers and vendors throughout 2018 while continuing to pursue and develop pilots and demonstrations for implementation and rollout in future years.

2018 Program & Initiative Updates

Residential New Construction (RNC)

- Residential New Construction had a solid start to 2018, achieving 84 Annual MWh of electric savings (14% of goal) and 367 Annual MMBtu of gas savings (12% of goal).
- The program enrolled 139 customer homes in the first quarter and completed 100 customer homes.

Program Enrollment Highlights

- In response to an increased baseline for the RNC program, revised tiers and their associated incentives (see below) were changed for the RNC program to encourage customers to participate in the program.
- The new incentive levels were developed to:
 - Keep project teams engaged in the program and maintain participation
 - Soften the impact on better performing projects
 - Provide achievable steps to facilitate performance improvement

2017	Savings over baseline
Tier 1	15-30%
Tier 2	31-44%
Tier 3	45%+

2018	Savings over baseline
Tier 1	15-24%
Tier 2	25-34%
Tier 3	35-44%
Tier 4	45%+

Project Highlights

Prospect Heights is an income-eligible 106-unit renovation-rehab project located in Pawtucket, consisting of 11 two-story buildings. They are replacing heating and DHW systems, replacing windows, installing ceiling insulation, installing new refrigerators and upgrading their interior and exterior lighting to be 100% energy efficient. The first 43 units were completed during the first quarter. The developer, Winn Companies, is looking to meet Green Communities standards and will use the HERS ratings for the first phase of the project as a baseline, with a goal to improve performance of future phases of the project.

EERMC Council Highlights

In the first quarter members of the EERMC Council visited Rhode Island's first certified passive home in Wakefield, RI to learn firsthand from the builder how an extremely energy efficient home can be built cost competitively at \$163/sqft.



Passive Home Builder Steve DeMetrick (pictured far left) talks to EERMC Council Members and other stakeholders about the Passive Home (seen behind) he built for the Hevenor family in Wakefield.

Income Eligible Services (IES)

- The National Grid Income Eligible Services program had a good start to the year, achieving 758 MWh of electric savings (18% of goal) and 2,943 Annual MMBtu of gas savings (23% of goal).

Highlights

- Several programmatic meetings were conducted to further improve the energy efficiency customer experience including:
 - The RI Income Eligible Services (IES) Best Practice meeting celebrated the success of 2017 and laid out the path for 2018.
 - Two Weatherization Technical Committee (WTC) meetings focused on reinforcing IES Program-wide processes to deliver quality service to customers.
 - The Air Source Heat Pump Best Practices meeting focused on how to provide customers with the maximum energy efficiency and comfort when using air source heat pumps.

Challenges

- RI WAP (Weatherization Assistance Program) IES continues to struggle with workforce development due to low pay rates for auditors making it very difficult to attract and maintain talented employees. Contractors have substantially increased pay rates over the last several years, but the Community Action Agencies have not. CLEAResult and DHS are reaching out to local schools, in search of students interested in developing a career in the green industry but not interested in full time college at this time.

Customer Quote

- “I would just like to thank everyone involved with the Weatherization project you just completed on my family's home. CCAP is such a great resource and I hope you continue to get funding for so many more people out there who just need a little help in their lives.” - Kevin from Cranston.¹

EnergyWise

- EnergyWise had a solid start to 2018, achieving 1,365 Annual MWh of electric savings (22% of goal) and 4,704 Annual MMBtu of natural gas savings (18% of goal).
- EnergyWise funded \$500,000 towards the revolving loan fund at the Capital Good Fund to provide additional access to moderate income customers interested in energy efficiency financing.
- One Hundred and seventy-two heat loans were completed in first quarter for a total of \$1,023,929 loaned to RI customers.
- Seven hundred and thirty-five gas weatherizations and 2,788 audits were completed in the first quarter. This represents a 30% increase in weatherizations and a 23% in audits completed in the first quarter in 2018 when compared to the first quarter in 2017. This strong interest in the EW program was driven in part by the cold winter.
- LED pricing for the EnergyWise program was lowered again.
- Nest E and Nest 3rd generation Wi-Fi thermostats began to be installed in the first quarter through the program.
- Finally, the EnergyWise program was awarded 2018 ENERGY STAR® Partner of the Year: Sustained Excellence in Program Delivery

EnergyWise Multifamily, Income Eligible Multifamily, C&I Multifamily

- Most of the Multifamily programs had a slow start to 2018 due to lengthy installation times. Nevertheless, all programs are still forecasting to achieve all of their annual savings goals and are forecasted to have significantly higher savings rates in the second quarter. The EnergyWise Multifamily program achieved 110 Annual MWh of electric savings (3% of goal) and 2,384 MMBTU of natural gas savings (20% of goal). The Income Eligible Multifamily program achieved 204 Annual MWh of electric savings (6% of goal) and 0 MMBTU of natural gas savings (0% of goal). The C&I Multifamily program achieved 95 MMBTU of natural gas savings (1% of goal).
- Many of the projects in the multifamily programs take a minimum of three weeks and up to six months to complete.
- On the electric side, the programs are beginning to see saturation in the lighting market and are moving onto other electric measures like variable frequency drives, which take longer to install.
- On the gas side, the programs are focusing on larger measures such as boilers which will lead to substantial savings but also take longer to install.

¹ To protect the privacy of Income Eligible customers we do not release images of the exterior of the home, last names or addresses for documents that may be available to the public.

ENERGYSTAR® HVAC (Heating and Cooling)

Overview

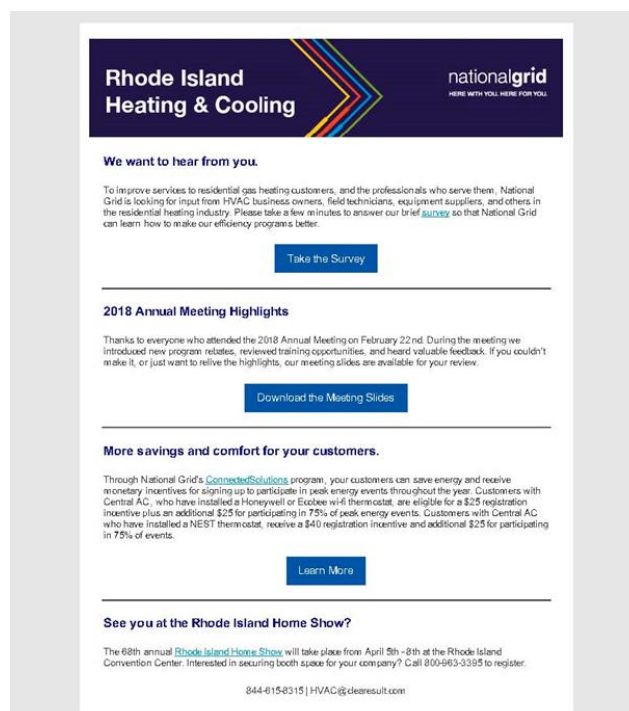
- In the first quarter the ENERGYSTAR® HVAC (Heating and Cooling) program had a solid start to 2018, achieving 497 Annual MWh of electric savings (24% of goal) and 4,942 Annual MMBtu of natural gas savings (18% of goal).

Highlights

- The RI Annual Trade Ally Meeting was held in Feb 2018. The number of contractors invited to the event increased over 43% and pre-registration increased approximately 7% from 2017.
- New for 2018 is the MS Check (Mini-Split Check) as a contractor-incentivized offer. The new testing procedure is intended to ensure the proper charge of min-split systems; improve the confidence of contractors who install the product; reduce customer call backs, and ultimately ensure a positive evaluation of the product in the future.
- AC Check and MS Check Trainings to date:

Completed:	# of Sessions	Contractors	Techs
AC Check	2	4	10
MS Check	2	9	27
Refreshers	2	4	11

- New in 2018 is a quarterly contractor newsletter to inform the contractor community about best practices, seasonal opportunities, and any updates to the program.



ENERGYSTAR® HVAC first quarter newsletter to contractors and vendors

ENERGYSTAR® Lighting

- ENERGYSTAR® Lighting had great first quarter, achieving 17,968 Annual MWh of electric savings (46% of goal) and 2,022 Annual kW of electric demand (46% of goal), driven primarily by the transformation of the lighting market.
- Lighting is ahead of schedule in 2018 with lighting sales and is projected to be above goal.
- The program renewed its memorandum of understanding with lighting retailers and manufacturers in January and 66 new programs signed up for lighting incentives in the first quarter driving up customer interest. Given that the MWh savings goal and budget both decreased substantially in 2018, this combination of factors contributed to a very strong first quarter.
- Moving forward, the program is closely monitoring spending and savings targets and will remove flash lighting sales.
- One positive adjustment made to the program in 2018 is an improvement in the alignment of the budget and savings. In past years MWh savings frequently came in above the MWh goal and spending frequently came in under budget. Through the first quarter in 2018 spending has kept pace with MWh savings, with 49% of the budget being spent and 46% of the MWh savings goal being achieved.



A GE ENERGYSTAR® Lighting display at Target in Lincoln, RI

Residential Consumer Products

- Residential Consumer Products had a good start to 2018, achieving 315 Annual MWh of electric savings (11% of goal) and 57 Annual kW of electric demand (13% of goal).
- The Consumer Products program ran the Refrigerator Recycling enhanced incentive of \$100 from 3/1/18 - 4/15/18. Bad weather caused delays in the recycling initiative so the end date was extended by an extra 15 days.
- In January and February various education table events took place at the following locations:
 - Home Depot - North Kingstown and Johnston
 - Lowes – Warwick, North Providence
- In March an information event took place at the Home Depots in Westerly and Middletown.



LM's Carlos Sanchez Garcia at Home Depot, Middletown, RI

Home Energy Reports (HER)

- The Home Energy Reports program began 2018 with a solid quarter for electric savings and a very good quarter for natural gas savings. The program achieved 6,376 MWh of electric savings (25% of goal) and 61,785 Annual MMBtu of gas savings (80% of goal).
- In January the Company ran a New Year's module in the print report for all customers. The Company wanted to remind customers that this is a great time to re-engage and start new savings related activities:

New year, new savings



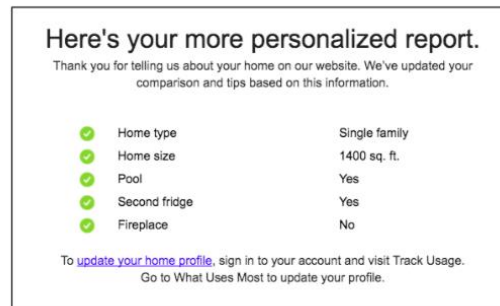
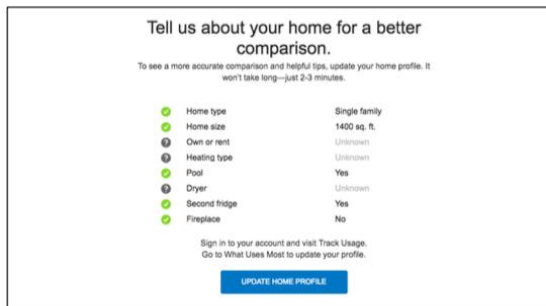
Get a fresh start on saving energy this year

It doesn't take big lifestyle changes to save energy—even small adjustments go a long way. Just by turning off the lights when you leave the room or using power-saving modes on your computer, you're well on your way to saving even more energy each month! And since 2018 has just begun, there's no better time to save!

➔ Find the best ways to save at ngrid.com/ri-reports.

Marketing material from New Year's module sent out to HER customers.

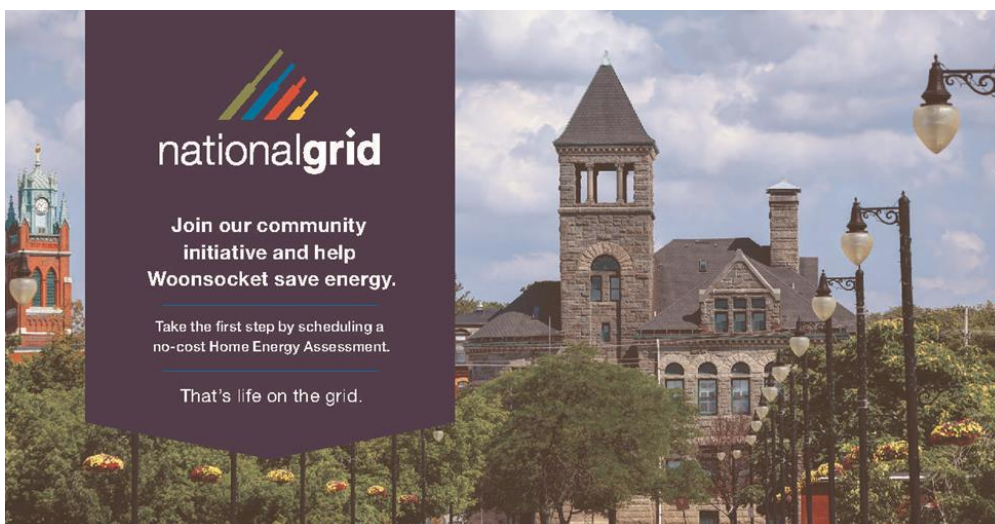
- Between January and March the Company ran a Pre-Post Audit Campaign. The goal of this campaign was to drive customers to complete the online audit and update their information for a better neighbor comparison.
- The results of the campaign showed more than a 100% increase in the online assessment completion rate in Rhode Island.
- The click-through rate jumped from a standard 1% to around 2.5% throughout the campaign.



- The results of the 2017 Customer Engagement Tracker survey were released in first quarter showing:
 - Readership in RI increased with 81% of customers actively reading communications, up from 75% in late 2016.
 - 44% of recipients reported taking some form of energy savings action.

Community Initiatives

- Recruiting for the 2018 Community-Based Initiative took place during the first quarter resulting in the city of Woonsocket agreeing to participate in the program under the revised program design for the remainder of 2018. The City will work closely with the Company to promote energy efficiency to small businesses and residents and hit pre-determined measure installations. Customized marketing materials were created and outreach will begin in the second quarter.
- A second municipality will be chosen and announced during second quarter



Marketing material for Woonsocket Community Based Initiative

Code Compliance Enhancement Initiative (CCEI)

- In the first quarter of 2018, the Code Compliance Enhancement Initiative (CCEI) began preparing the building community for considerable transition slated to occur throughout the year. In January, plans to restart the stalled code adoption process were announced, the new RI Stretch Code was published, and CCEI responded to improve energy code compliance during this period of change.
- This quarter CCEI delivered 12 training events (9 residential and 3 commercial) to 138 individuals, most of whom were building officials and developers. These trainings were held at locations that provide an opportunity for interactive learning and demonstration of technology like F.W. Webb, RI Housing, South Street Landing, and National Grid's new Energy Innovation Hub.
- CCEI also visited 25 towns in the first quarter as part of a new campaign to interview code officials in each town. The primary objectives of these town visits were to: offer technical support and promote CCEI trainings; collect feedback on energy code enforcement (particularly performance testing); solicit and document general comments related to the energy code; and introduce code officials to the new Residential New Construction Permit Application form, a simple 1-page checklist tool developed by CCEI and endorsed by the state Building Code Commission to guide building code officials in verifying compliance with the most impactful energy code provisions from plan review to site inspection.

Commercial Customer Initiatives

- The development of a RI digital application portal (RIDAP) started in the first quarter. This will give customers and vendors the ability to submit incentive forms electronically, similar to what is currently being offered to our Massachusetts C&I customers.
- A brief presentation about energy efficiency was made to the RI Hospitality Association at one of their meetings.

Large Commercial New Construction

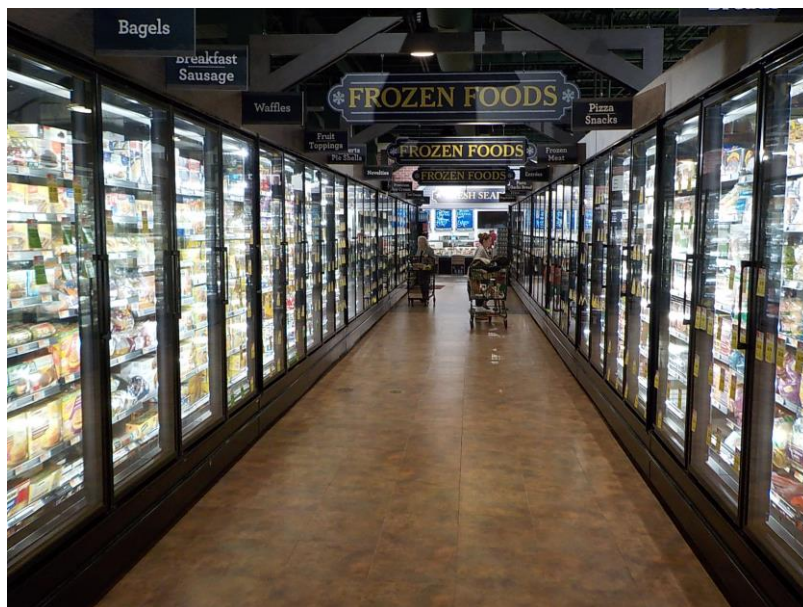
- The Large Commercial New Construction program had a very solid start to the year, achieving 3,069 MWh of electric savings (22% of goal) and 8,549 Annual MMBtu of gas savings (20% of goal).
- In the first quarter there was a large focus on LED flat panels in schools. More than 75 schools have applied for these measures to replace existing fluorescents. Approximately 20 schools have either already installed LED flat panels or are in the process of installing them.

Large Commercial Retrofit

- The Large Commercial Retrofit program had a solid, typical first quarter, achieving 10,621 MWh of electric savings (14% of goal) and 4,218 Annual MMBtu of gas savings (2% of goal). The savings achieved in the gas program is comparable to what was achieved through the first quarter in both 2015 and

2016 with most savings coming later in the year due to longer project timelines.

- The gas program received customer commitments to install measures which will save an estimated 6,100 net annual therms. In turn, the Company has committed \$100,000 in incentives. Customers include: Kent Hospital, East Providence Schools, Dave's Markets, and Rhodes Technology.
- The first retro-commissioning for State SEMP has been awarded to Siemens, after the retro-commissioning study was completed last year.
- Two Combined Heat and Power (CHP) projects are waiting for warm weather to be commissioned. Commissioning is where the Company tests the installed systems so that they perform per design.
- One offer letter was partially signed on a 7,000 kW CHP project.
- National Grid's EnergySmart Grocer (ESG) initiative kicked off the first quarter of 2018 by closing out several grocery projects with significant savings in Rhode Island. For example, an independent grocery chain completed a large project at nine store locations in the state. The multi-site refrigeration project totaled over 894 MWh in savings. Additionally, a large chain grocery/retail store in North Kingstown, RI installed anti-sweat heater controls (ASHC) earlier this year, providing 108 MWh in energy savings.



EnergySmart Grocer (ESG) program customer.

Small Business Direct Install

- The Small Business Direct Install program had a strong start to 2017, achieving 3,561 MWh of electric savings (36% of goal) and 436 MMBtu of gas savings (14% of goal).
- The Small Business program closed a number of great projects in the first quarter of 2018. Below are two examples.
- The program completed a substantial project with a non-profit customer to completely convert them to LEDs. RISE was able to address all of the aerators and showerheads in the locker rooms at the same time. This project captured approximately 100 MWh and 170 MMTBU in savings.

- The program also finished up a project that was initiated in the first quarter at a metals recycling facility. This small industrial site transitioned all of their lighting over to LED technology, with sensors, for both their office and warehouse space. This project captured approximately 63 MWh in savings and the customer was very complementary about how the technology transformed the site, especially the low bay fixtures with sensors in their warehouse.

Pilots and Demonstrations

Residential Pilots

Demand Response

- Preparations are underway to roll out additional marketing for summer.

Connected Solutions

- All Smart Lighting Solutions pilot participants now have control of their systems. Data logs show opportunities for savings when lights are on and no one is in the room or are out of the house.

Home Energy Monitoring

- Customer recruitment began along with installations of the home energy monitoring devices. The Pilot will officially begin in June when all devices have been installed. The pilot will continue for twelve months followed by an evaluation to assess potential energy savings.

C&I Pilots and Demonstrations

Demand Response

- In the first quarter the C&I demand response demonstration completed recruitment of participants for the Summer of 2018. The pilot has approximately 24 MW of demand reduction recruited for the summer of 2018.

SMB Direct Load Control Demand Response

- Marketing is being planned at this time. The goal is to send out three marketing emails to recruit customers to this program in the second quarter.

Accelerate Performance

- The Accelerate Performance demonstration is in the contracting stage with the selected vendor. The program will be rolled out in third quarter.

Zero Energy Building

- An RFP has been developed to secure projects. This RFP will be issued in the May-June time frame. Additionally, National Grid is supporting the Providence Energy Challenge for the first ZEB building in Providence and for energy reduction commitments from commercial customers of 20% by 2025. National Grid is supporting these effort with automated data uploads for benchmarking buildings in EPA portfolio Manager.

Strategic Energy Management (SEM)

- Demonstration is in the planning and design stage and National Grid is in the process of contracting with an implementation vendor. The program will be deployed in late summer.

Lighting Demonstration

- Lighting demonstrations are in various stages of concept and design development at this point in time.

Evaluation

- All evaluation studies are conducted by 3rd party contractors, and vetted and reviewed by the EERMC consulting team. All final evaluation executive summaries are made available on the EERMC's website.
- The C&I Upstream Lighting study's field work is complete and the results are in the process of being written up and finalized. The study will provide updates to claimable savings and realization rates for C&I upstream lighting projects which make up a significant portion of the C&I Retrofit's program's Annual MWh savings (20 - 30%).
- The Small Business Services study is in process with all site visits completed. The study will provide verification of electric energy and demand savings estimates for a sample of electric small business projects through site-specific inspection, monitoring, and analysis. The results of this study will be used to determine the final realization rates for small business energy efficient lighting and lighting controls measures. Final results are expected in the third quarter of 2018.
- The Custom Gas study is underway with all site visits completed. Engineers have visited sample customer gas sites to install meters and monitor and analyze gas consumption. Final results are expected in the third quarter of 2018.
- The Custom Electric study was scoped in the first quarter and sample sites have been selected. Site visits will begin in the second quarter of 2018.
- The Annual jobs study began in the first quarter and will be finalized in the second quarter. The study calculates the number of full time job equivalents created by the energy efficiency programs in Rhode Island annually and the number of vendors and contractors which participate in Rhode Island energy efficiency programs.
- The Residential Appliance Saturation/Lighting study is in progress. The web survey has been completed with a strong response rate (901 surveys completed vs 500 surveys planned) and on-site verifications are underway. The study will provide insights on residential lighting market and characteristics of existing homes in Rhode Island. The study will be completed in the third quarter of 2018 and results from this study will be used to provide direction for program planning and future market studies in Rhode Island.
- The HEAT Loan study has been scoped out and moved into the implementation phase. The goal of this study is to understand the extent to which HEAT Loans enable EnergyWise/HVAC projects. The results will be

used to identify opportunities for changes to the HEAT Loan offering that will help enable higher uptake of measures offered through the programs. Final results are expected in the third quarter of 2018.

- The impact evaluation of Income Eligible Services Single Family program is in the planning stage and the study is scheduled to kick off on May 14th. Final results are expected in the third quarter of 2018 and results will be used to update claimable electric and gas savings from the program.

Rhode Island Home Show

- The 5th Annual Energy Expo at the RI Home Show took place from April 5-8 and was a resounding success. 1,771 lighting kits were purchased with a slight preference for daylight bulbs over warm, white ones. Two hundred and seventy customers signed up for Home Energy Assessments at the show. There was also great interest in a raffle to win a free lighting kit.
- Feedback at the National Grid booth was very positive. Numerous customers commented how insulation made their homes more comfortable and how they were saving money. Employees observed strong interest in residential and C&I new construction, ductless mini-splits, Wi-Fi thermostats, and solar.

Upcoming Events

- Energy Summit at Gillette is scheduled for October 25, 2018.
- TEC-RI session on Battery Storage is scheduled for May 15, 2018.

NATIONAL GRID ENERGY EFFICIENCY PROGRAMS IN RHODE ISLAND
Table 1. Summary of Electric 2018 Target and Preliminary 1st Quarter Results

ELECTRIC PROGRAMS Sector and Program	(1) (2) (3) Demand Reduction (Annual kW)			(4) (5) (6) Energy Savings (Annual MWh)			(7) (8) (9) Customer Participation			(10) (11) (12) Expenses (\$ 000)			(13)	(14)	(15)
	Target	Year To Date	Pct Achieved	Target	Year To Date	Pct Achieved	Target	Year To Date	Pct Achieved	Budget	Year To Date	Pct Achieved	Lifetime savings, MWh	\$/kWh	Planned \$/kWh
Commercial and Industrial															
Large Commercial New Construction	1,728	438	25.4%	13,959	3,069	22.0%	139	25	18.3%	\$6,111.7	\$1,100.6	18.0%	46,243	\$ 0.024	\$ 0.029
Large Commercial Retrofit	11,910	1,684	14.1%	75,616	10,621	14.0%	2,193	877	40.0%	\$24,030.7	\$2,501.4	10.4%	121,514	\$ 0.021	\$ 0.024
Small Business Direct Install	1,034	541	52.3%	9,940	3,591	36.1%	565	243	43.0%	\$6,924.5	\$2,119.6	30.6%	44,088	\$ 0.048	\$ 0.058
Commercial Demonstration and R&D										\$993.8	\$29.6	3.0%			
Community Based Initiatives - C&I										\$40.9	\$0.0	0.0%			
RI Infrastructure Bank										\$5,000.0	\$0.0	0.0%			
SUBTOTAL	14,673	2,663	18.2%	99,515	17,281	17.4%	2,897	1,145	39.5%	\$43,101.6	\$5,751.2	13.3%	211,845	\$ 0.027	\$ 0.033
Income Eligible Residential															
Single Family - Income Eligible Services	696	139	20.0%	4,185	758	18.1%	2,750	982	35.7%	\$9,329.3	\$1,863.4	20.0%	7,813	\$ 0.238	\$ 0.261
Income Eligible Multifamily	170	12	6.9%	3,287	204	6.2%	4,800	288	6.0%	\$2,557.4	\$208.7	8.2%	1,906	\$ 0.110	\$ 0.106
SUBTOTAL	865	151	17.4%	7,472	962	12.9%	7,550	1,270	16.8%	\$11,886.7	\$2,072.1	17.4%	9,719	\$ 0.213	\$ 0.198
Non-Income Eligible Residential															
Residential New Construction	49	15	30.2%	619	84	13.6%	501	57	11.4%	\$764.6	\$134.1	17.5%	1,539	\$ 0.087	\$ 0.103
ENERGY STAR® HVAC	433	93	21.4%	2,091	497	23.7%	1,794	413	23.0%	\$2,206.6	\$422.1	19.1%	7,141	\$ 0.059	\$ 0.084
EnergyWise	286	64	22.3%	6,157	1,365	22.2%	10,000	2,588	25.9%	\$14,916.3	\$2,912.1	19.5%	11,015	\$ 0.264	\$ 0.380
EnergyWise Multifamily	329	10	3.0%	4,207	110	2.6%	6,000	176	2.9%	\$3,062.6	\$144.1	4.7%	1,175	\$ 0.123	\$ 0.099
ENERGY STAR® Lighting	4,413	2,022	45.8%	38,891	17,968	46.2%	292,150	138,510	47.4%	\$6,768.6	\$3,326.8	49.1%	97,571	\$ 0.034	\$ 0.032
Residential Consumer Products	429	57	13.2%	2,849	315	11.1%	9,682	1,405	14.5%	\$1,831.1	\$316.9	17.3%	2,539	\$ 0.125	\$ 0.083
Home Energy Reports	3,325	745	22.4%	25,054	6,376	25.4%	213,750	216,948	101.5%	\$2,629.3	\$639.2	24.3%	6,376	\$ 0.100	\$ 0.105
Energy Efficiency Educational Programs										\$40.0	\$0.0	0.0%			
Residential Demonstration and R&D										\$922.6	\$48.6	5.3%			
Community Based Initiatives - Residential										\$163.0	\$5.5	3.4%			
Comprehensive Marketing - Residential										\$556.7	\$128.5	23.1%			
SUBTOTAL	9,264	3,004	32.4%	79,868	26,715	33.4%	533,877	360,096	67.4%	\$33,861.5	\$8,077.9	23.9%	127,355	\$0.063	\$ 0.094
Regulatory															
EERMC										\$686.1	\$56.7	8.3%			
OER										\$686.1	\$171.4	25.0%			
SUBTOTAL										\$1,372.1	\$228.1	16.6%			
TOTAL	24,802	5,818	23.5%	186,855	44,958	24.1%	526,299	362,511	68.9%	\$ 90,221.9	\$ 16,129.4	17.9%	348,920	\$ 0.046	\$ 0.052
System Reliability Procurement										\$ 399.3	\$45.4	11.4%			

NOTES

- (1)(4)(7) Targets from Docket 4755 - Attachment 5, Table E-7 (electric)
 - (3) Pct Achieved is Column (2)/ Column (1).
 - (6) Pct Achieved is Column (5)/ Column (4).
 - (7) Participation was planned and is reported in 'net' terms which takes into account free-ridership and spillover.
 - (9) Pct Achieved is Column (8)/ Column (7).
 - (10) Approved Implementation Budget from Docket 4755, Attachment 5 Table E-2 (electric).
 - (11) Year To Date Expenses include Implementation expenses.
 - (12) Pct Achieved is Column (11)/ Column (10).
 - (14) \$/lifetime kWh = Column (11)/Column (13)
 - (15) Planned \$/lifetime MWh from Docket 4755 - Attachment 5, Table E-5 (electric) - adjusted to reflect format of quarterly report. Program Implementation Expenses/lifetime kWh.
- System Reliability Procurement targets from Docket 4755 - Attachment 5, Table E-7 (electric), not included in Expenses Total

NATIONAL GRID ENERGY EFFICIENCY PROGRAMS IN RHODE ISLAND
Table 2. Summary of Gas 2018 Target and Preliminary 1st Quarter Results

GAS PROGRAMS Sector and Program	(1) (2) (3) Energy Savings (MMBtu)			(4) (5) (6) Customer Participation			(7) (8) (9) Expenses (\$ 000)			(10)	(11)	(12)
	Approved Target	Year To Date	Pct Achieved	Approved Target	Year To Date	Pct Achieved	Approved Budget	Year To Date	Pct Achieved	Lifetime savings, MMBtu	\$/Lifetime MMBtu	Planned \$/Lifetime MMBtu
Commercial and Industrial												
Large Commercial New Construction	42,764	8,549	20.0%	105	43	40.4%	\$2,658.1	\$525.4	19.8%	145,961	\$ 3.60	\$ 3.33
Large Commercial Retrofit	186,780	4,218	2.3%	158	10	6.5%	\$3,643.3	\$286.9	7.9%	40,739	\$ 7.04	\$ 1.99
Small Business Direct Install	3,059	436	14.3%	30	20	64.7%	\$132.5	\$17.5	13.2%	3,638	\$ 4.82	\$ 4.45
Commercial & Industrial Multifamily	6,643	95	1.4%	1,698	5	0.3%	\$410.2	\$17.6	4.3%	666	\$ 26.41	\$ 4.40
Commercial Demonstration and R&D							\$482.1	\$0.0	0.0%			
Community Based Initiatives - C&I							\$9.8	\$0.0	0.0%			
SUBTOTAL	239,246	13,298	5.6%	1,992	77	3.9%	\$7,335.9	\$847.5	11.6%	191,004	\$ 4.44	\$ 2.67
Income Eligible Residential												
Single Family - Income Eligible Services	12,620	2,943	23.3%	675	145	21.5%	\$4,032.4	\$972.7	24.1%	58,856	\$ 16.53	\$ 15.98
Income Eligible Multifamily	16,222	0	0.0%	3,500	0	0.0%	\$2,349.5	\$34.4	1.5%	0	\$ -	\$ 8.20
SUBTOTAL	28,842	2,943	10.2%	4,175	145	3.5%	\$6,382.0	\$1,007.1	15.8%	58,856	\$ 17.11	\$ 11.84
Non-Income Eligible Residential												
EnergyWise	26,787	4,704	17.6%	2,275	751	33.0%	\$8,370.8	\$1,580.3	18.9%	112,089	\$ 14.10	\$ 12.84
Energy Star® HVAC	27,513	4,942	18.0%	1,557	497	31.9%	\$1,730.4	\$309.9	17.9%	81,027	\$ 3.82	\$ 3.63
EnergyWise Multifamily	12,069	2,384	19.8%	2,500	468	18.7%	\$1,267.1	\$233.3	18.4%	36,698	\$ 6.36	\$ 6.39
Home Energy Reports	77,220	61,785	80.0%	104,250	93,474	89.7%	\$428.7	\$100.0	23.3%	61,785	\$ 1.62	\$ 5.55
Residential New Construction	3,117	367	11.8%	255	34	13.3%	\$587.4	\$100.6	17.1%	9,103	\$ 11.05	\$ 9.38
Residential Demonstration and R&D							\$19.6	\$0.0	0.0%			
Comprehensive Marketing - Residential							\$73.7	\$14.9	20.2%			
Community Based Initiatives - Residential							\$39.2	\$0.0	0.0%			
SUBTOTAL	146,706	74,182	50.6%	110,837	95,224	85.9%	\$12,516.7	\$2,338.9	18.7%	300,703	\$ 7.78	\$ 8.53
Regulatory												
EERMC							\$279.8	\$23.1	8.3%			
OER							\$279.8	\$70.0	25.0%			
SUBTOTAL							\$559.6	\$93.1	16.6%			
TOTAL	414,795	90,423	21.8%	117,004	95,447	81.6%	\$ 26,794.3	\$ 4,286.6	16.0%	550,563	\$ 7.79	\$ 5.63

NOTES
(1)(4) Targets from Docket 4755 - Attachment 6, Table G-7 (gas).
(3) Pct Achieved is Column (2)/ Column (1).
(4) Participation was planned and is reported in 'net' terms which takes into account free-ridership and spillover.
(6) Pct Achieved is Column (5)/ Column (4).
(7) Approved Implementation Budget from Docket 4755, Attachment 6 Table G-2 (gas).
(8) Year To Date Expenses include Implementation expenses.
(9) Pct Achieved is Column (8)/ Column (7).
(11) \$/lifetime MMBtu = Column (8)*1000/Column (10)
(12) Planned \$/lifetime MMBtu from Docket 4755 - Attachment 6, Table G-5 (gas) - adjusted to reflect format of quarterly report. Program Implementation Expenses/lifetime MMBtu.

**Table 3
National Grid
Revolving Loan Funds**

Large C&I Electric Revolving Loan Fund

		<u>Income Statement</u>
(1)	2018 Funds Available	\$9,283,015
(2)	2018 Loan budget	\$10,000,000
(3)	Committed	\$4,124,879
(4)	Paid	\$813,921
(5)	Repayments	\$1,459,080
(6)	Available 03/31/18	\$6,520,280
		<u>Program Impact</u>
(7)	Number of loans	17
(7b)	Participants	13
(8)	Savings (Net MWh)	3,521
(9)	Lifetime Savings (Net MWh)	45,341
(10)	Saving (Net kW)	525

Small Business Electric Revolving Loan Fund

		<u>Income Statement</u>
(1)	2018 Funds Available	\$1,919,057
(2)	2018 Loan Budget	\$2,800,000
(3)	Committed	\$583,015
(4)	Paid	\$1,045,581
(5)	Repayments	\$673,892
(6)	Available 03/31/18	\$1,845,296
		<u>Program Impact</u>
(7)	Participants	600
(8)	Savings (Net MWh)	3,591
(9)	Lifetime Savings (Net MWh)	44,088
(10)	Saving (Net kW)	541

Rhode Island Public Energy Partnership (RI PEP)

		<u>Income Statement</u>
(1)	2018 Funds Available	\$805,153
(2)	2018 Loan Budget	\$0
(3)	Committed	\$0
(4)	Funds returned to OER	\$700,000
(5)	Repayments	\$77,024
(6)	Available 03/31/18	\$182,177
		<u>Program Impact</u>
(7)	Number of loans	0
(7b)	Participants	0
(8)	Annual Savings (Net MWh)	0
(9)	Lifetime Savings (Net MWh)	0
(10)	Saving (Net kW)	0

C&I Gas Revolving Loan Fund

		<u>Income Statement</u>
(1)	2018 Funds Available	\$2,009,110
(2)	2018 Loan Budget	\$2,000,000
(3)	Committed	\$812,576
(4)	Paid	\$231,677
(5)	Repayments	\$121,296
(6)	Available 03/31/18	\$1,077,043
		<u>Program Impact</u>
(7)	Number of loans	6
(7b)	Participants	4
(8)	Savings (Net MMBtu)	8,713
(9)	Lifetime Savings (Net MMBtu)	58,631

Notes

- 1 Amount available as of January 1, 2018.
- 2 Budget adopted by Sales Team for 2018 operations. Budget includes projections of repayments made during 2018.
- 3 As of March 31, 2018.
- 4 As of March 31, 2018.
- 5 As of March 31, 2018.
- 6 Fund balance as of March 31, 2018. Committed funds are subtracted from this amount.
- 7 As of March 31, 2018. Number is associated with paid loans.
- 7b Unique customer names for large business (one customer name can have multiple sub accounts as is in the case of a franchise). Customer accounts used for small business (not adjusted for net-to-gross). Number is associated with paid loans.
- 8 As of March 31, 2018. Number is associated with paid loans.
- 9 As of March 31, 2018. Number is associated with paid loans.
- 10 As of March 31, 2018. Number is associated with paid loans.