

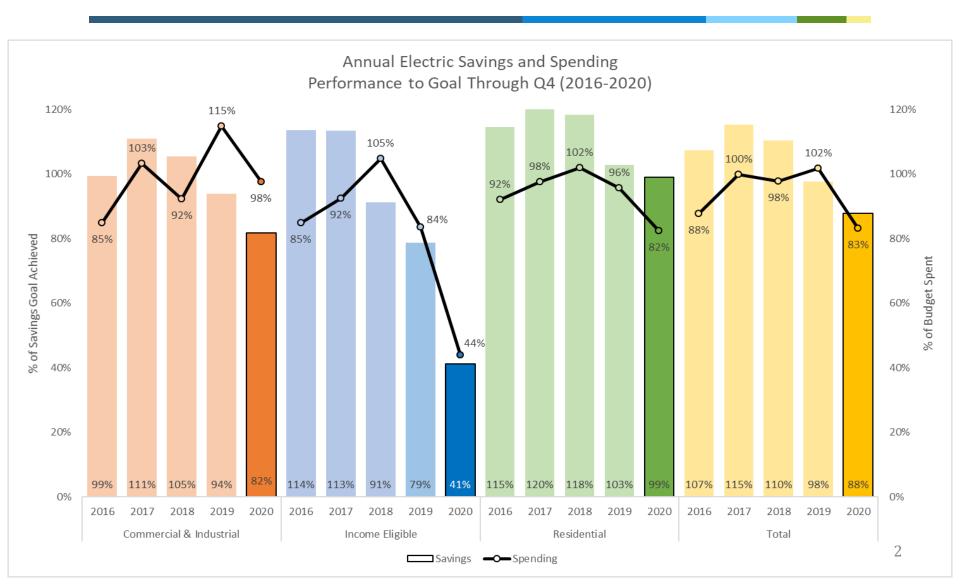
2020 Fourth Quarter/ Preliminary Year-End Results

Presented By: EERMC Consultant Team

Date: February 18, 2021

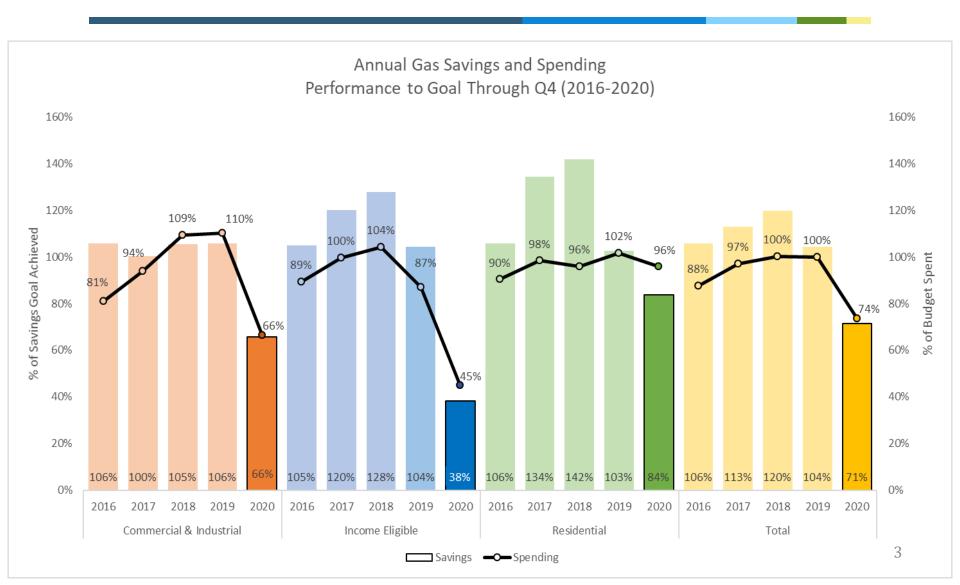


Electric Performance





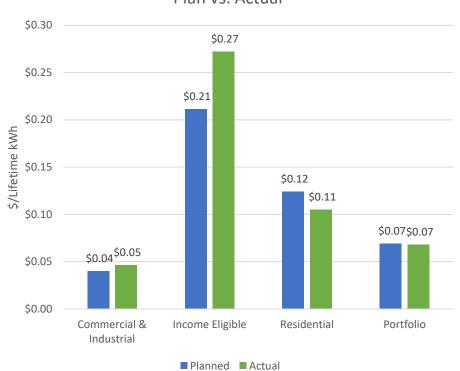
Gas Performance



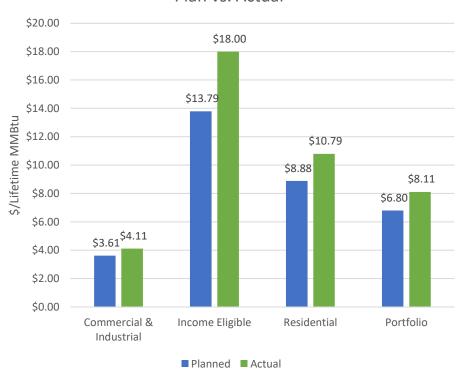


Cost-to-Achieve

Electric Lifetime Cost-to-Achieve Plan vs. Actual



Gas Lifetime Cost-to-Achieve Plan vs. Actual





Conclusions & Next Steps

- Many programs struggled
 - Income Eligible and Multifamily in particular require significant improvements
- Some bright spots
 - C&I New Construction Electric & Gas, C&I Small Biz Gas, Residential HVAC
- Cost-to-achieve on par with plan for electric portfolio, higher than plan for gas portfolio
- National Grid to file official Year-End Report with final tables by May 1, 2021



Questions?

Council Member Discussion

Individual Program Spending & Savings Charts in Appendix below



Appendix – Program Performance

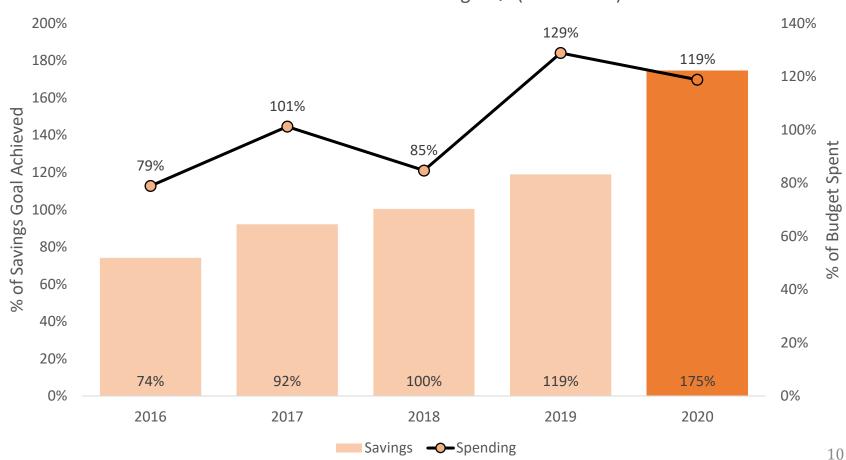


Electric C&I Programs

5.5% of Total Portfolio

10.4% of Sector Portfolio

Large Commercial New Construction - Annual Electric Savings and Spending Performance to Goal Through Q4 (2016-2020)



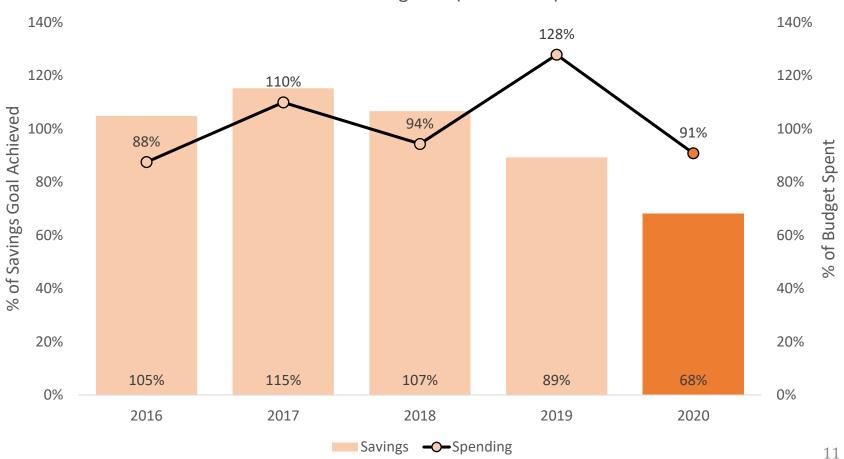


Electric C&I Programs

40.8% of Total Portfolio

77.4% of Sector Portfolio

Large Commercial Retrofit - Annual Electric Savings and Spending Performance to Goal Through Q4 (2016-2020)



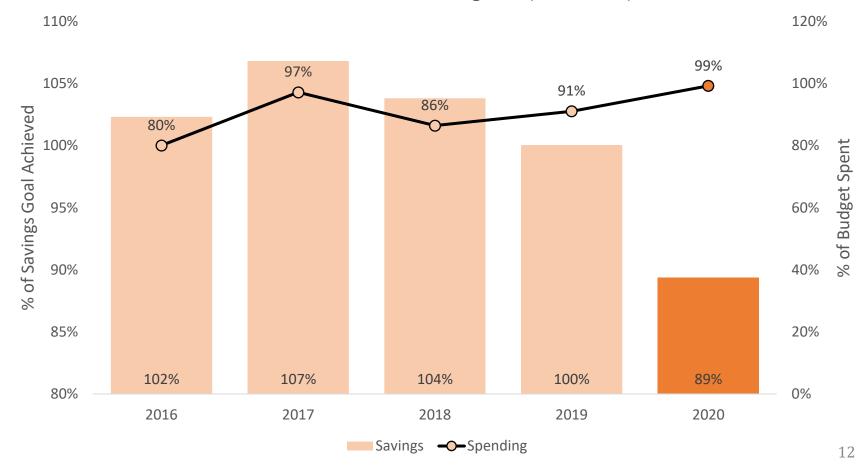


Electric C&I Programs

6.4% of Total Portfolio

12.2% of Sector Portfolio

Small Business Direct Install - Annual Electric Savings and Spending Performance to Goal Through Q4 (2016-2020)

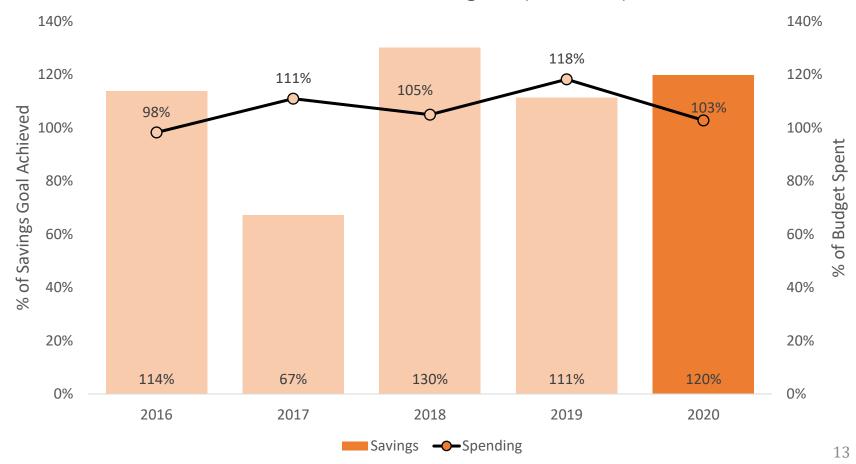




10.2% of Total Portfolio

20.5% of Sector Portfolio

Large Commercial New Construction - Annual Gas Savings and Spending Performance to Goal Through Q4 (2016-2020)

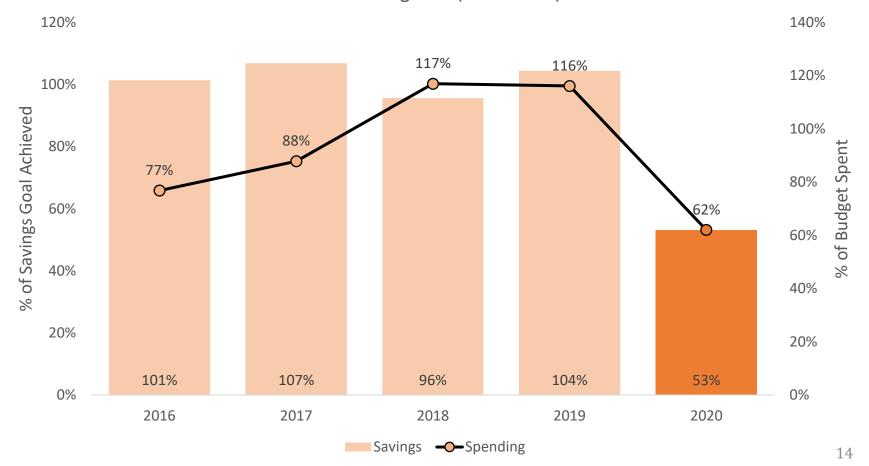




36.5% of Total Portfolio

73.4% of Sector Portfolio

Large Commercial Retrofit - Annual Gas Savings and Spending Performance to Goal Through Q4 (2016-2020)

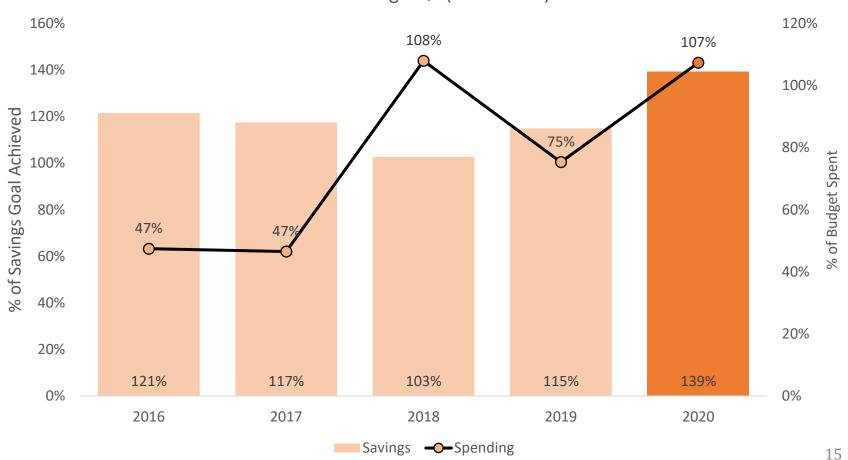




0.6% of Total Portfolio

1.1% of Sector Portfolio

Small Business Direct Install - Annual Gas Savings and Spending Performance to Goal Through Q4 (2016-2020)

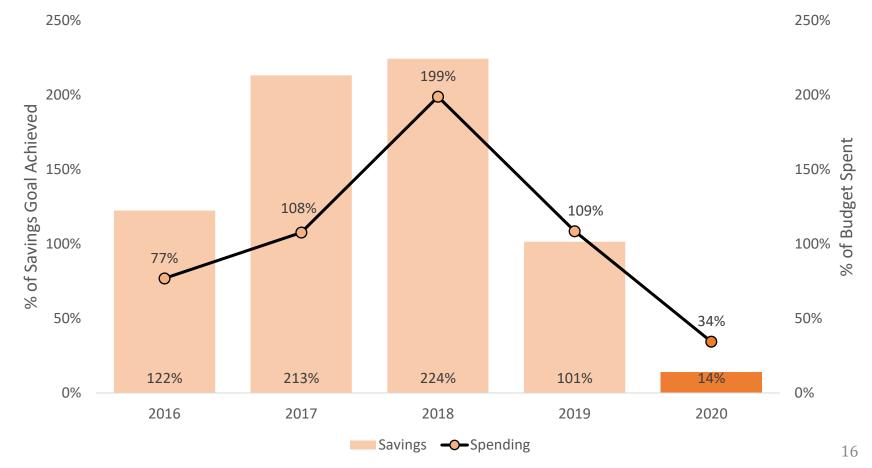




2.5% of Total Portfolio

5.0% of Sector Portfolio

Commercial & Industrial Multifamily - Annual Gas Savings and Spending Performance to Goal Through Q4 (2016-2020)





0.5% of Total Portfolio

1.1% of Sector Portfolio

New Construction - Annual Electric Savings and Spending Performance to Goal Through Q4 (2016-2020)

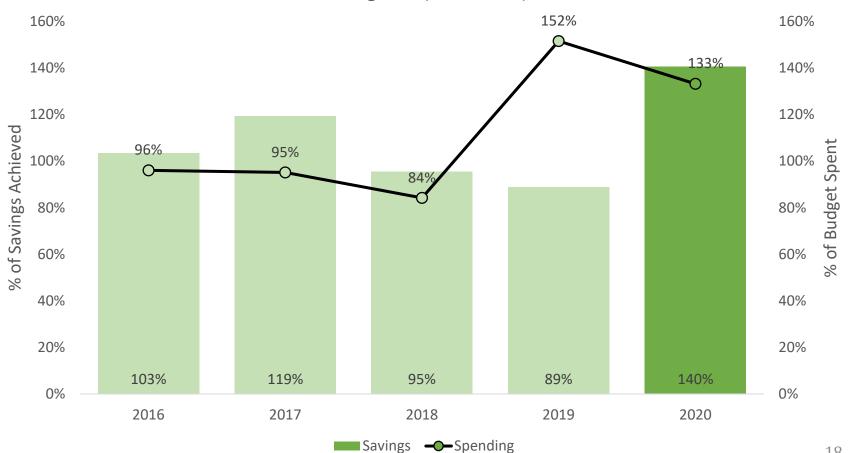




1.3% of Total Portfolio

2.9% of Sector Portfolio

Energy Star HVAC - Annual Electric Savings and Spending Performance to Goal Through Q4 (2016-2020)

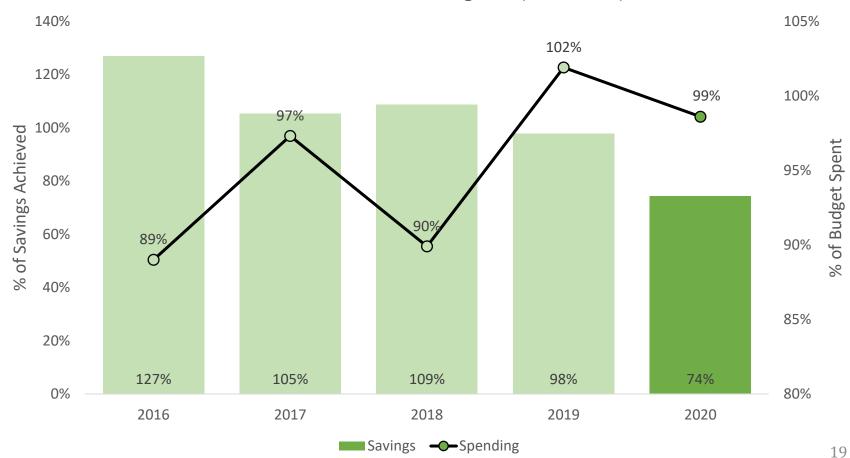




3.4% of Total Portfolio

7.8% of Sector Portfolio

EnergyWise Single Family (1-4 Units) - Annual Electric Savings and Spending Performance to Goal Through Q4 (2016-2020)

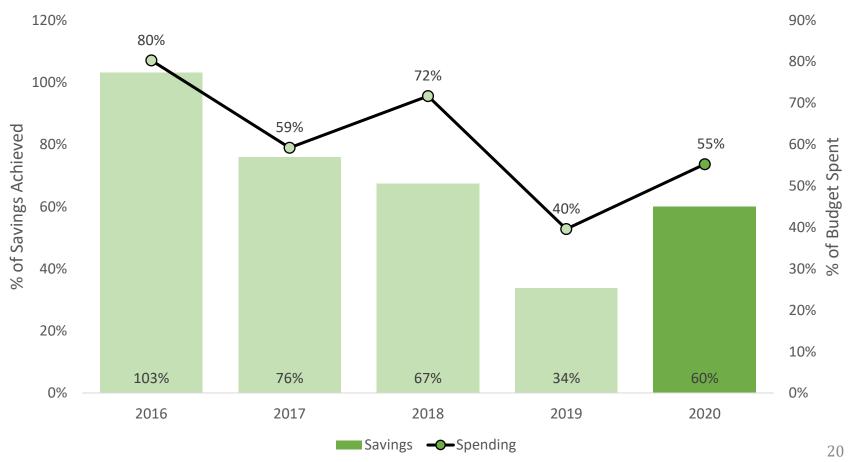




1.6% of Total Portfolio

3.6% of Sector Portfolio

EnergyWise Multifamily (5+ Units) - Annual Electric Savings and Spending Performance to Goal Through Q4 (2016-2020)

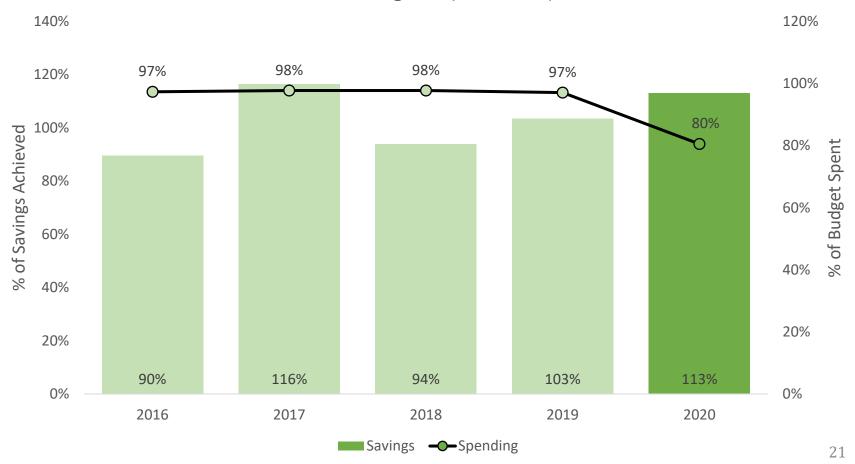




13.0% of Total Portfolio

29.8% of Sector Portfolio

Home Energy Reports - Annual Electric Savings and Spending Performance to Goal Through Q4 (2016-2020)

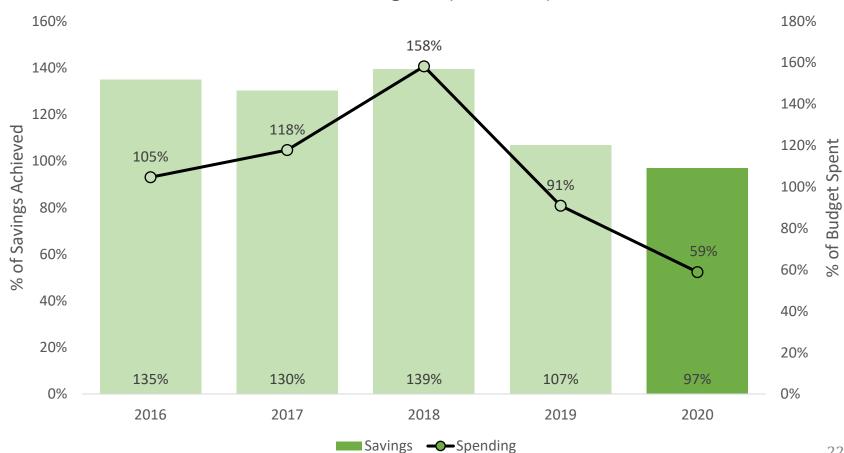




21.3% of Total Portfolio

48.8% of Sector Portfolio

Energy Star Lighting - Annual Electric Savings and Spending Performance to Goal Through Q4 (2016-2020)

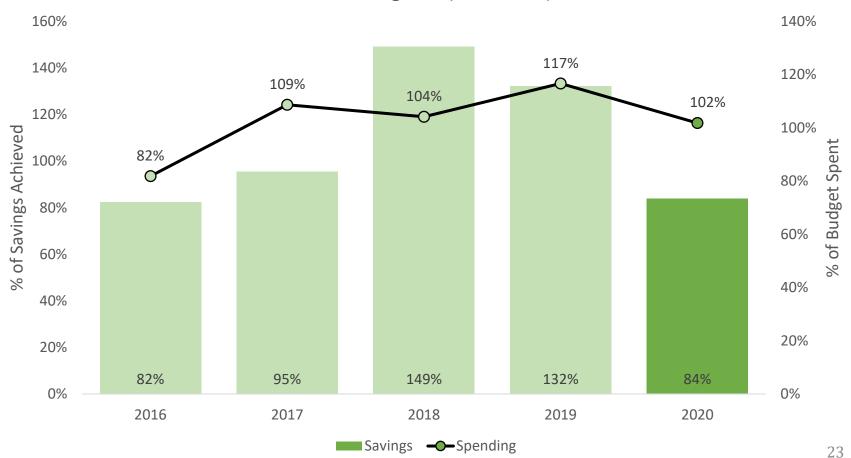




2.7% of Total Portfolio

6.1% of Sector Portfolio

Consumer Products - Annual Electric Savings and Spending Performance to Goal Through Q4 (2016-2020)

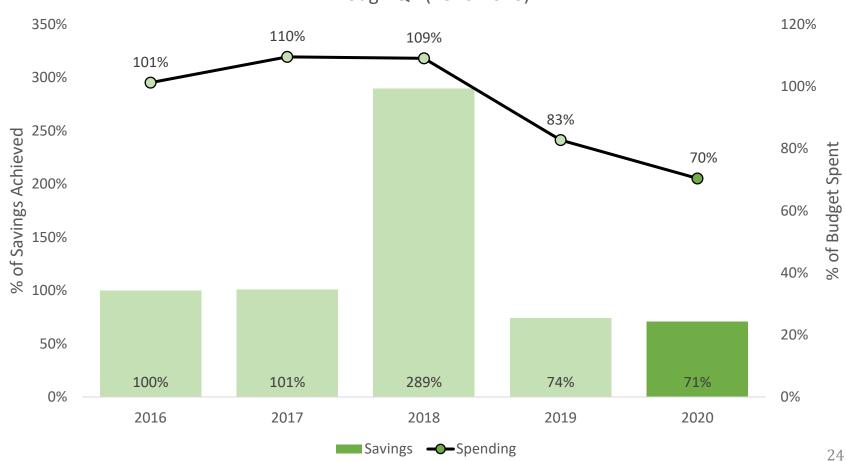




1.0% of Total Portfolio

2.3% of Sector Portfolio

New Construction - Annual Gas Savings and Spending Performance to Goal Through Q4 (2016-2020)

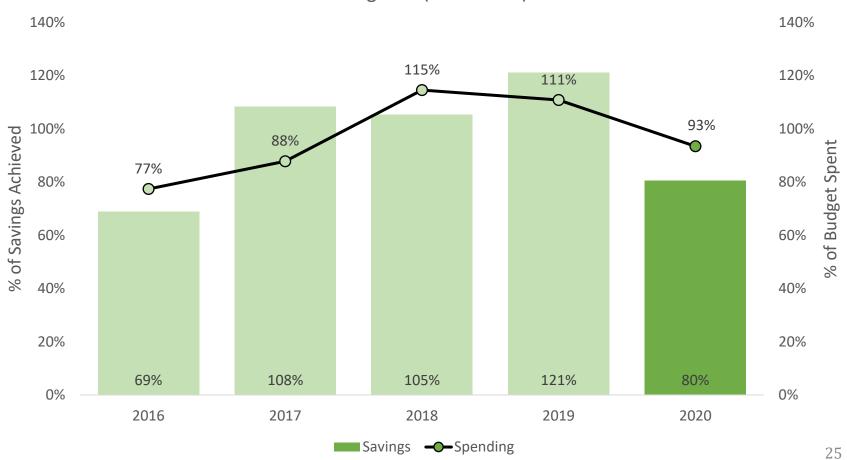




6.7% of Total Portfolio

15.8% of Sector Portfolio

Energy Star HVAC - Annual Gas Savings and Spending Performance to Goal Through Q4 (2016-2020)

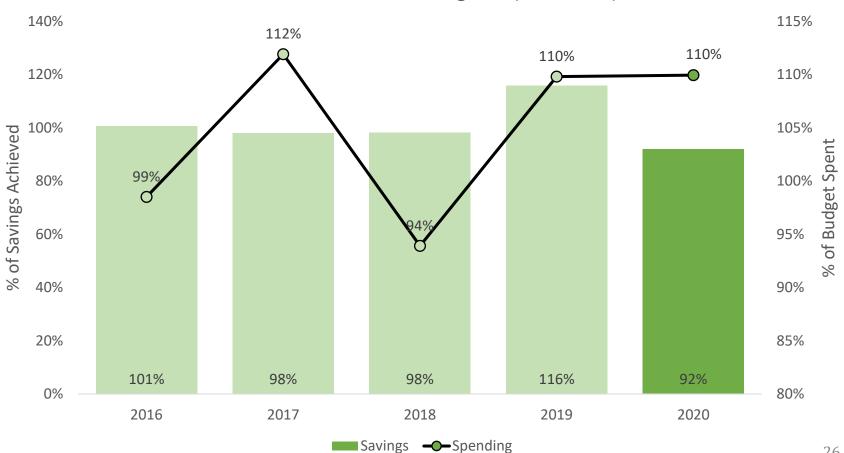




5.7% of Total Portfolio

13.5% of Sector Portfolio

EnergyWise Single Family (1-4 Units) - Annual Gas Savings and Spending Performance to Goal Through Q4 (2016-2020)

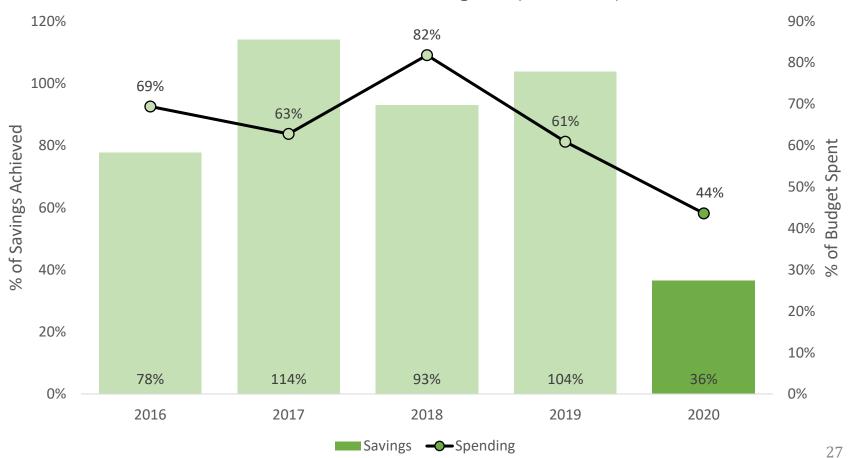




3.3% of Total Portfolio

7.7% of Sector Portfolio

EnergyWise Multifamily (5+ Units) - Annual Gas Savings and Spending Performance to Goal Through Q4 (2016-2020)

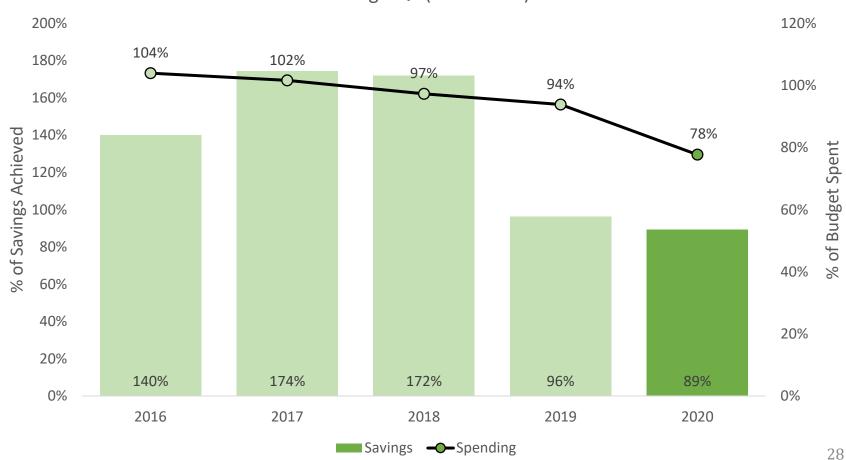




25.8% of Total Portfolio

60.8% of Sector Portfolio

Home Energy Reports - Annual Gas Savings and Spending Performance to Goal Through Q4 (2016-2020)



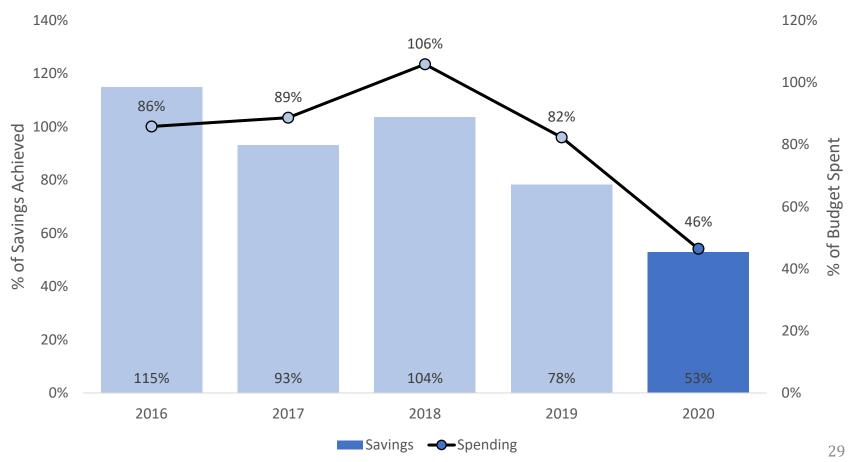


Electric Income Eligible Programs

2.1% of Total Portfolio

61.1% of Sector Portfolio

IES Single Family (1-4 Units) - Annual Electric Savings and Spending Performance to Goal Through Q4 (2016-2020)



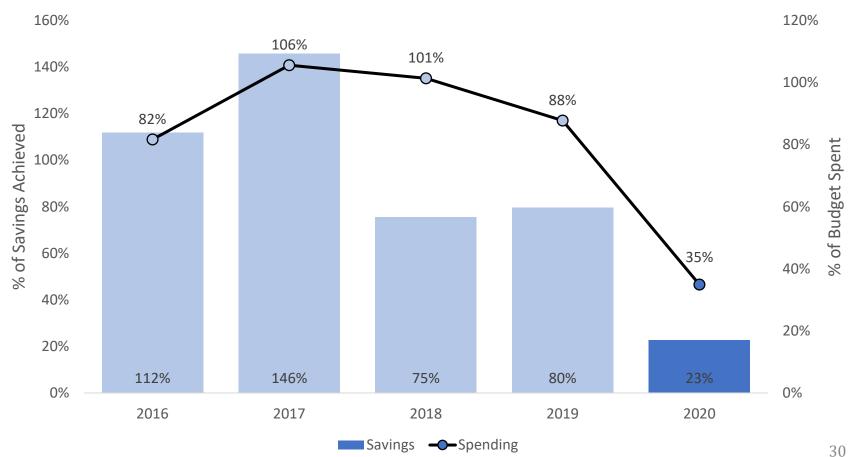


Electric Income Eligible Programs

1.3% of Total Portfolio

38.9% of Sector Portfolio

IES Multifamily (5+ Units) - Annual Electric Savings and Spending Performance to Goal Through Q4 (2016-2020)



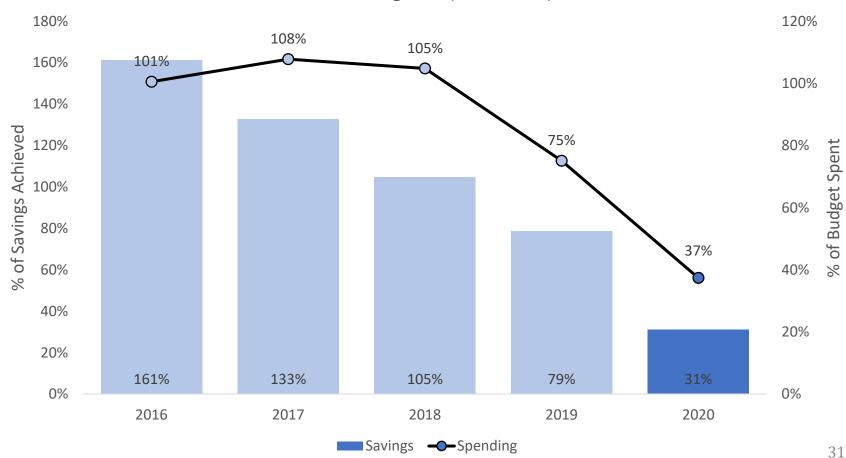


Gas Income Eligible Programs

2.3% of Total Portfolio

29.3% of Sector Portfolio

IES Single Family (1-4 Units) - Annual Gas Savings and Spending Performance to Goal Through Q4 (2016-2020)





Gas Income Eligible Programs

5.5% of Total Portfolio

70.7% of Sector Portfolio

IES Multifamily (5+ Units) - Annual Gas Savings and Spending Performance to Goal Through Q4 (2016-2020)

