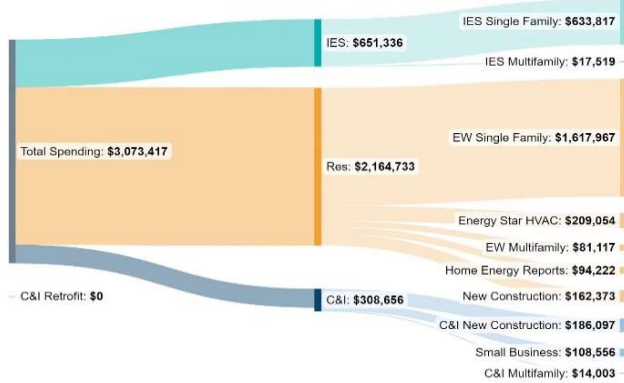


# NATURAL GAS

Year-to-Date  
MONTHLY DATA SNAPSHOT March 2024

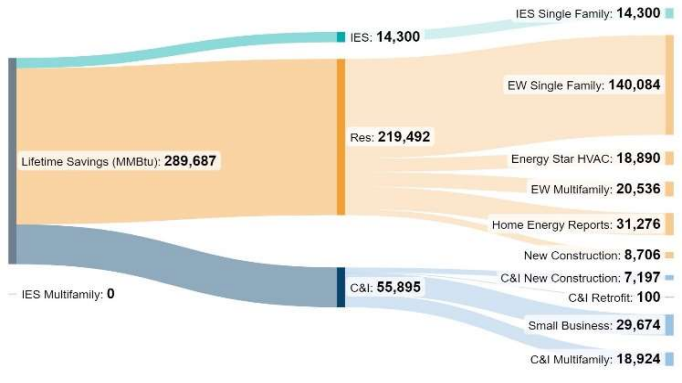
## DOLLARS SPENT

### 1 Distribution of Spending (\$)

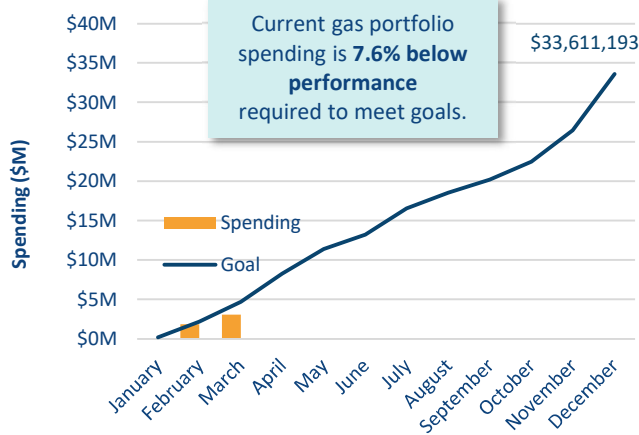


## ENERGY SAVED

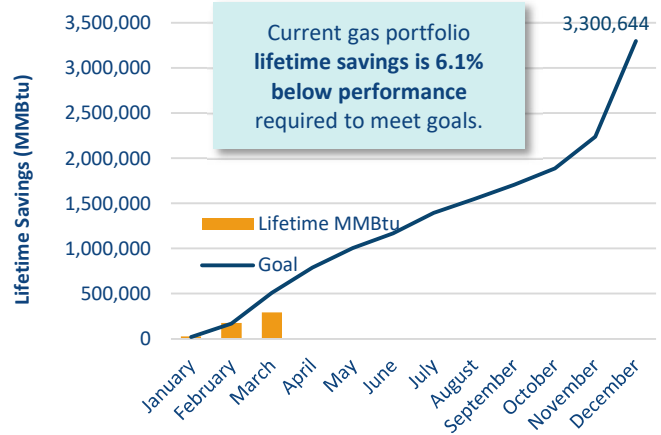
### 2 Distribution of Lifetime Savings (MMBtu)



### 3 Cumulative Spending (\$ Millions)



### 4 Cumulative Lifetime Savings (MMBtu)



### 5 Spending by Program (\$)

Program	% Spending Achieved	YTD Spending	Planned Spending
IES Single Family	12%	\$ 633,817	\$ 5,428,988
IES Multifamily	1%	\$ 17,519	\$ 3,215,429
<b>IES Sector Total</b>	<b>8%</b>	<b>\$ 651,336</b>	<b>\$ 8,644,418</b>
EW Single Family	16%	\$ 1,617,967	\$ 9,873,136
Energy Star HVAC	6%	\$ 209,054	\$ 3,586,881
EW Multifamily	5%	\$ 81,117	\$ 1,485,405
Home Energy Reports	26%	\$ 94,222	\$ 360,501
New Construction	26%	\$ 162,373	\$ 621,520
<b>Residential Sector Total</b>	<b>14%</b>	<b>\$ 2,164,733</b>	<b>\$ 15,927,443</b>
C&I New Construction	7%	\$ 186,097	\$ 2,818,656
C&I Retrofit	-1%	\$ (51,308)	\$ 4,639,594
Small Business	16%	\$ 108,556	\$ 689,833
C&I Multifamily	2%	\$ 14,003	\$ 891,250
<b>C&amp;I Sector Total</b>	<b>3%</b>	<b>\$ 257,348</b>	<b>\$ 9,039,332</b>
<b>Portfolio Total</b>	<b>9%</b>	<b>\$ 3,073,417</b>	<b>\$ 33,611,193</b>

### 6 Lifetime Savings by Program (MMBtu)

Program	% Savings Achieved	YTD Savings	Planned Savings
IES Single Family	12%	14,300	121,326
IES Multifamily	0%	-	166,156
<b>IES Sector Total</b>	<b>5%</b>	<b>14,300</b>	<b>287,482</b>
EW Single Family	23%	140,084	613,643
Energy Star HVAC	9%	18,890	219,298
EW Multifamily	20%	20,536	104,240
Home Energy Reports	37%	31,276	85,663
New Construction	12%	8,706	73,327
<b>Residential Sector Total</b>	<b>20%</b>	<b>219,492</b>	<b>1,096,171</b>
C&I New Construction	1%	7,197	657,560
C&I Retrofit	0%	100	1,075,167
Small Business	25%	29,674	118,655
C&I Multifamily	29%	18,924	65,609
<b>C&amp;I Sector Total</b>	<b>3%</b>	<b>55,895</b>	<b>1,916,991</b>
<b>Portfolio Total</b>	<b>9%</b>	<b>289,687</b>	<b>3,300,644</b>

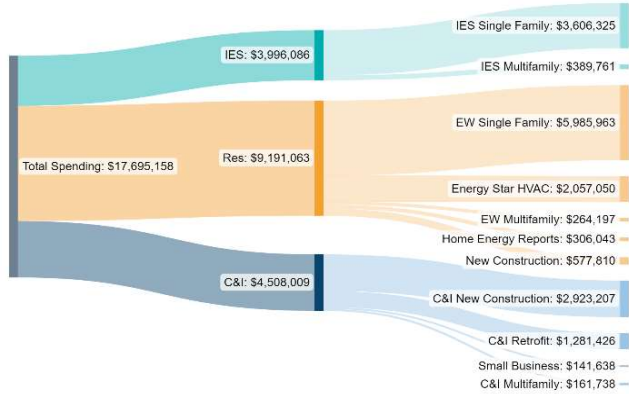
# NATURAL GAS

## MONTHLY DATA SNAPSHOT

Instructional Guide

NOTE: Values in Instructional Guide are Placeholders

### 1 Distribution of Spending (\$)

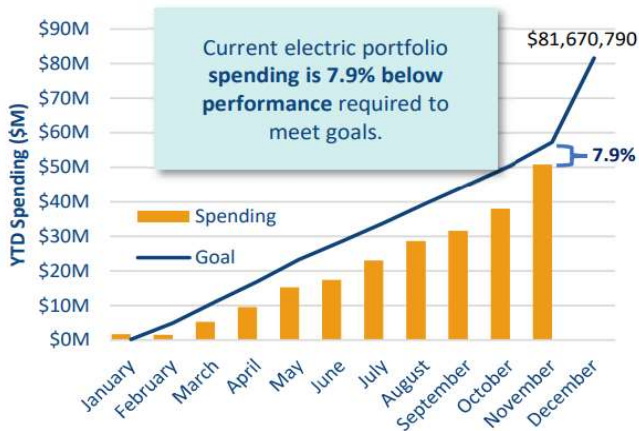


### Figures 1 and 2 (Sankey Diagrams)

Figures 1 and 2 illustrate the distribution of spending and lifetime savings for each sector and program using Sankey Diagrams. The darker shades represent sector-level branches and lighter shades represent program-level branches.

Each branch of the Sankey Diagram displays year-to-date (YTD) performance, or total achievement through the current month. These figures provide an overview of how spending and savings are spread across each sector and program in order to understand the composition of spending and savings for the total portfolio.

### 3 Cumulative Spending (\$ million)



### Figures 3 and 4 (Performance Forecasts)

Figures 3 and 4 compare YTD spending and savings (illustrated by vertical columns) to estimated monthly achievement required to meet planned goals (shown by a forecast line in a darker shade).

The estimated monthly achievement required to meet planned goals is informed by a two-year rolling average of monthly program achievement data. Any instance where the vertical columns for YTD achievement fall below the forecast line indicate that performance to date is below what would likely be required to meet goals. The opposite is true if YTD achievement exceeds the forecast line.

### 5 Spending by Program (\$)

Program	% Spending Achieved	YTD Spending	Planned Spending
IES Single Family	12%	\$3,606,325	\$5,428,988
IES Multifamily	1%	\$389,761	\$3,215,429
<b>IES Sector Total</b>	<b>8%</b>	<b>\$3,996,086</b>	<b>\$8,644,418</b>
EW Single Family	16%	\$5,985,963	\$9,873,136
Energy Star HVAC	6%	\$2,057,050	\$3,586,881
EW Multifamily	5%	\$264,197	\$1,485,405
Home Energy Reports	26%	\$306,043	\$360,501
New Construction	26%	\$577,810	\$621,520
<b>Residential Sector Total</b>	<b>14%</b>	<b>\$3,205,100</b>	<b>\$6,054,307</b>
C&I New Construction	7%	\$2,923,207	\$2,818,656
C&I Retrofit	1%	\$1,281,426	\$4,639,594
Small Business	16%	\$141,638	\$689,833
C&I Multifamily	2%	\$161,738	\$891,250
<b>C&amp;I Sector Total</b>	<b>8%</b>	<b>\$4,508,009</b>	<b>\$9,039,332</b>
<b>Portfolio Total</b>	<b>9%</b>	<b>\$11,709,195</b>	<b>\$23,738,057</b>

### Figures 5 and 6 (Program Performance)

Figures 5 and 6 display data bars next to each program, which indicate the percent of budget spent or planned savings achieved to date. The data bars directly correspond to the percent achievement, meaning the bars will increase in size depending on achievement to date.

The columns next to the data bars show numerical values for YTD program spending and savings. Each program and sector is sorted by color for clarity.

# NATURAL GAS

## MONTHLY DATA SNAPSHOT

## Program Descriptions & Definitions

### Income Eligible Services (IES) Program Descriptions

**Income-Eligible Single-Family:** The IES Single Family program offers home energy assessments, weatherization services, appliance, and heating system replacements with no customer cost to qualified single-family customers.

**Income-Eligible Multifamily:** The IES Multifamily program offers comprehensive energy services (energy assessments, incentives for heating and domestic hot water systems, air source heat pumps, cooling equipment, water-saving installations, and smart thermostats) for eligible multifamily customers.

### Residential Program Descriptions

**Residential New Construction:** This program helps residential new construction and major renovation projects meet high energy performance standards and provides education and training support to builders, designers, tradespeople, and code officials.

**Energy Star Heating, Ventilation, and Air Conditioning (HVAC):** This program promotes the installation of high efficiency central air conditioners and eligible heat pumps for electric customers and new energy-efficient natural gas related equipment including boilers, furnaces, windows, water heating equipment, thermostats, and water-saving devices.

**EnergyWise Single-Family:** The EnergyWise Single-Family program offers single-family customers (homes with 1-4 dwelling units) in-home energy assessments, weatherization services, and information regarding their energy usage and energy-saving opportunities. The program is designed as a direct-to-customer offering that educates residential customers on how they can make their home more energy efficient. Once the assessment and energy saving installations are completed, participants receive energy efficiency recommendations and technical assistance, as well as financial incentives to upgrade to high efficiency HVAC equipment, water heating systems, insulation, and smart thermostats.

**EnergyWise Multifamily:** This program offers comprehensive energy services for market rate multifamily customers (buildings with 5+ dwelling units), including energy assessments, incentives for heating and domestic hot water systems, cooling equipment, and weatherization.

**Home Energy Reports (HER):** HER is a behavioral-based offering designed to make customers aware of their energy consumption through personalized print and email reports and a seamlessly integrated website. Each of the communication channels displays a customer's energy consumption patterns, sets an energy reduction goal for each customer, and contains a normative comparison to similarly sized and heated homes.

**Residential Consumer Products:** This program promotes the purchase and installation of energy-efficient products and appliances by offering discounts through an online marketplace and at retail stores.

### Commercial & Industrial (C&I) Program Descriptions

**Large C&I New Construction:** this program offers financial incentives and technical assistance to customers, design professionals, developers, and vendors to encourage energy efficiency in new construction, major renovation, planned replacement of aging equipment, and replacement of failed equipment projects.

**Large C&I Retrofit:** the Large C&I Retrofit program's incentives help customers in defraying part of the material and labor costs associated with replacing existing equipment with higher-efficiency measures.

**Small Business Direct Install:** this program offers free on-site energy assessments and robust incentives for small, non-residential customers (all non-residential customers below 1.5 million kWh in electric energy consumption).

**C&I Multifamily:** this program provides comprehensive efficiency services for market-rate multifamily customers in buildings with 5+ dwelling units.

### Other Definitions:

**British Thermal Unit (Btu)** - unit of measurement for thermal energy and the amount of heat needed to raise one pound of water at maximum density through one degree Fahrenheit; typically used to denote gas and delivered-fuels consumption or savings in million-British Thermal Units (MMBtu).

**Year-to-Date (YTD):** defines the time period from the beginning of the current calendar year to the current date. YTD data in this Data Snapshot represents spending and savings data through the end of the month listed in the header of Page 1.

**Program:** a set of strategies and offerings designed to reduce energy demand by encouraging the adoption of energy-efficient equipment and behaviors within a specific customer segment.

**Sector:** a grouping of customer segments with shared characteristics; typically sorted into Residential (Residential and Income-Eligible) and Non-Residential (Commercial & Industrial and Small Business) categories.

**Portfolio:** the collection of all sectors and programs that target specific fuels (electric or gas).