

C&I 2012 MTMs (10/3/11 draft by EEAC Consultants) – Preliminary and Subject to Change
Summary of PA-Proposed 2012 MTMs for C&I Programs

	C&I New Construction	C&I Large Retrofit	Small C&I Direct Installation (DI)	Notes & Other
Electric PAs				
NSTAR-E	3 year savings <i>increase</i> 13%. Budget <i>decrease</i> 1.8% (3 year <i>decrease</i> 1.9%)	Savings 3-yr <i>decrease</i> 4.4%.	Savings 3-yr <i>increase</i> 5.4%. Budget <i>increase</i> 2.7% (3 year <i>decrease</i> 4.5%)	
Grid-E	Savings <i>increase</i> 2012 73.4%, 3-yr <i>increase</i> 19.3% Budgets <i>decrease</i> by 7% in 2012 and <i>decrease</i> 9% for 3-yr.	<i>decrease</i> in goals of 14.4% for 2012 (3-yr <i>decrease</i> of 5%). Budgets <i>decrease</i> by 9% in 2012 and <i>decreases</i> 5% for 3-yr.	<i>decrease</i> in goals of 33% for 2012 (3-yr <i>decrease</i> of 13%). Budgets <i>decrease</i> by 28% in 2012 and <i>decrease</i> 17% for 3-yr. Cites based on recent experience.	Overall, 3-yr goals <i>dropping</i> 1.6% and 2012 annual <i>dropping</i> 3.4%. However, budget cuts are deeper at <i>reductions</i> of 8.9% and 13.7%, respectively. Reductions in: Workforce development, sponsorships and subscriptions. Business Energy Analyzer (information only service) terminated.
CLC	<i>Reduction</i> in goals of 75% for 2012 (3-yr shortfall of 53%). Budgets <i>decrease</i> by 46% and 25%, respectively.	No trigger, but data shows <i>Increase</i> in goals of 92% for 2012 (3-yr shortfall of 8.3%). Budgets <i>increase</i> by 78% and 20%, respectively.	<i>Reduction</i> in goals of 99% for 2012 (3-yr shortfall of 51%). Budgets <i>decrease</i> by 100% and 51.5%, respectively. Budget change reflects use of carryover from 2011 budget.	Overall, <i>ramping up</i> large retrofit but not enough to offset <i>reductions</i> in new construction and Small C&I DI, CLC cites current economy and experience in 2011 for <i>reductions</i> in NC and DI. Overall, proposing goal <i>reductions</i> of 71% in 2012 and 44% for 3-yr. Budget <i>reductions</i> of 74% in 2012 and 38% for 3-yr.
WMECO	<i>Reduction</i> in goals of 9% for 2012 (3-yr shortfall of 4%). Budgets <i>decrease</i> for 2012 by 7%, with a 3-yr <i>decrease</i> of 3%.	<i>Reduction</i> in goals of 22% for 2012 (3-yr shortfall of 13%). Budgets <i>decrease</i> for 2012 by 8%, with a 3-yr <i>decrease</i> of 9%.	<i>Reduction</i> in goals of 27% for 2012 (3-yr shortfall of 19%). However, budgets stay stable for 2012, with a 3-yr <i>increase</i> of 1.4%. States goals went down because EM&V adjustments.	Overall, 2012 annual goals <i>decrease</i> 19% and 3-yr goals <i>decrease</i> 12%. Budget <i>decreases</i> 6% in 2012 for a total reduction of 5% for 3-yrs.
FGE-E	<i>Reduction</i> in goals of 25% for 2012 (3-yr shortfall of 16.2%). Budgets <i>increase</i> for 2012 by 4%, with a 3-yr <i>decrease</i> of 6%. States goals went down	<i>Reduction</i> in goals of 20% for 2012 (3-yr shortfall of 20%). Budgets <i>decrease</i> for 2012 by 2%, with a 3-yr <i>decrease</i> of 10%. States goals went down	No triggered changes. <i>Reduction</i> in goals of 13% for 2012 (3-yr shortfall of 3%). Budgets <i>increase</i> by 18% and 9%, respectively.	Overall, 2012 annual goal <i>dropping</i> 25% and 3-yr goals <i>dropping</i> 12%. However, budget <i>increases</i> 3.5% in 2012 for a total <i>reduction</i> of 5% for 3-yrs.

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Gas PAs				
NSTAR-G	<i>Increase</i> in goals and budgets — 2012 increase 109.4%, 3-yr <i>increase</i> of 44.8% savings, 2012 <i>increase</i> of 75.2%, 3-year <i>increase</i> of 38% budgets.	<i>Decrease</i> in goals and budgets — 2012 <i>decrease</i> of 4.3%, 3-year <i>decrease</i> of 6.1% savings. 2012 budget <i>decrease</i> of 19.7% 3-yr budget <i>decrease</i> of 18%.	Savings 2012 <i>increase</i> 0.4%, 3 year <i>increase</i> 2.6%. budget 2012 <i>increase</i> 1%, 3-yr <i>decrease</i> 6%.	Overall, NSTAR is proposing to <i>exceed</i> 2012 original goal by 12%, and the 3-yr goal by 7.0%.
Grid-G	No trigger. However, from tables: <i>Reduction</i> in goals of 16% for 2012 (3-yr <i>increase</i> of 5%). Budgets <i>increase</i> by 13.2% in 2012 and <i>decreases</i> 0.4% for 3-yr.	No trigger. However, from tables: <i>Reduction</i> in goals of 13% for 2012 (3-yr <i>decrease</i> of 11%). Budgets <i>decrease</i> by 20.5% in 2012 and <i>decreases</i> 16.6% for 3-yr.	28% <i>decrease</i> in budget, 24% <i>reduction</i> in goals <i>Reduction</i> in goals of 41% for 2012 (3-yr <i>decrease</i> of 24%). Budgets <i>decrease</i> by 36.9% in 2012 and <i>decreases</i> 28% for 3-yr.	No C&I triggered changes except lowering budget and goals for Small C&I DI. Overall, 3-yr goals <i>dropping</i> 7.3% and 2012 annual <i>dropping</i> 15.4%. However, budget cuts are deeper at <i>reductions</i> of 15.4% and 17.8%, respectively. Reductions in: Workforce development, sponsorships and subscriptions. Business Energy Analyzer (information only service) terminated.
Columbia	3-yr goal <i>decrease</i> 10% 2012 budget <i>decrease</i> 4%, 3-yr <i>decrease</i> 10.4%.	3-yr goal <i>increase</i> 9.4%. 3-yr budget <i>increase</i> 0.4%.	3-yr goal <i>decrease</i> 2.6% 3-yr budget <i>decrease</i> 16.2%.	State terminating "Deep Energy Retrofit Pilot." Not a concern. Reduction in workforce development because of less need to spend funds in 2010. No other C&I changes mentioned. Overall, proposing to exactly maintain 2012 annual goals, with 3-yr <i>increase</i> in goals of 0.4%. However, budget are <i>reduced</i> by 1.7% and 6%, respectively.

NEG	<p><i>Reduction</i> in goals of 51% for 2012 (3-yr shortfall of 45%). Budgets <i>decrease</i> by 15.5% and 25.4%, respectively.</p> <p>Reducing incentives for this program.</p>	<p><i>Increase</i> in goals of 11% for 2012 (3-yr shortfall of 12%). Budgets <i>increase</i> by 8.8% and <i>increase</i> by 5.7%, respectively.</p>	<p><i>Reduction</i> in goals of 71% for 2012 (3-yr shortfall of 48%). Budgets <i>decrease</i> by 5.5% and 26.6%, respectively.</p>	<p>Overall, 2012 annual goals are proposed to <i>decrease</i> by 31%. 3-yr total expected to <i>decrease</i> goals by 33%. Budget <i>reductions</i> in 2012 will save 21%, for a total 3-yr savings of 23%.</p> <p>Reduction in workforce development because of less need to spend funds in 2010.</p>
Berkshire	<p><i>Reduction</i> in goals of 5.7% for 2012 (3-yr shortfall of 18%). However, budget <i>increases</i> in 2012 by 49%, while <i>increasing</i> for 3-yr by 15.6%.</p>	<p>No triggered changes.</p> <p><i>Decrease</i> in 2012 goal of 8% (3-yr shortfall of 12%). However, budget <i>increases</i> in 2012 by 10%, while <i>decreasing</i> for 3-yr by 2.5%.</p>	<p><i>Increase</i> in goals of 245% for 2012 (3-yr <i>increase</i> of 145%). However, budget <i>increases</i> significantly more; in 2012 by 426%, for 3-yr by 220%.</p>	<p>Overall, 2012 annual goals are proposed to <i>decrease</i> by 20%. 3-yr total expected to <i>decrease</i> goals by 18%. However, budgets in 2012 will <i>increase</i> by 9%, for a total 3-yr <i>decrease</i> of 2.1%.</p> <p>Reduction in workforce development.</p>
FGE-G	<p>2012 goals <i>decrease</i> 21.9%, 3-yr <i>decrease</i> 8.7%. However, budgets <i>increasing</i> (14% 2012; 13% 3-yr).</p>	<p>2012 goals <i>decrease</i> 54.8%, 3-yr <i>decrease</i> 18.4%. Budgets <i>decreasing</i> in 2012 by only 0.8%, and an <i>increase</i> overall for 3-yr of 16%.</p> <p>States decrease in goals reflect EM&V results.</p>	<p><i>Reduction</i> in 2012 goals of 15% (17% 3-yr). However, budgets <i>increasing</i> in 2012 by 30%, (3-yr by 20%).</p> <p>States increase in budget due to "large demand," however, no explanation why the large demand does not allow FG&E to capture additional savings to meet original goal.</p>	<p>No C&I triggered Changes.</p> <p>Overall, 2012 annual <i>dropping</i> 46%, 3-yr goals <i>dropping</i> 16%. However, budgets <i>increase</i> by 6% in 2012 and 16% overall for 3-yr.</p>