

Consultant Review Comments on 2011 Q3 Quantitative Quarterly Reports

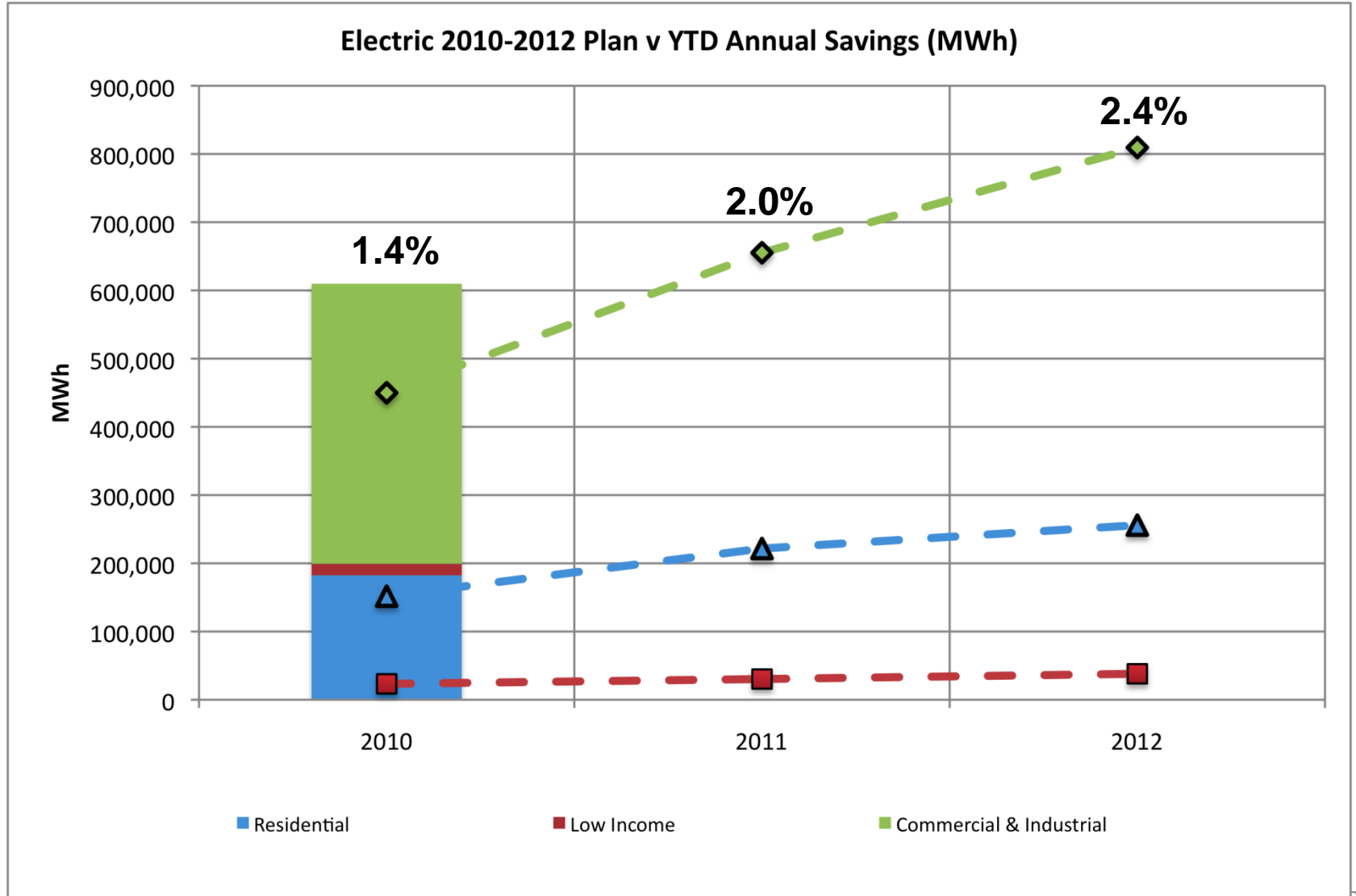
EEAC Consultants
November 8, 2011



Focus on Key Priorities

1. Achieve the EEAC/DPU three-year energy savings and benefits goals.
2. Ensure excellent customer experiences that encourage and support customer action, including integrated delivery of electric and gas program offerings.
3. Achieve deeper savings from participating customers and reach a broader range of customers (deeper first and then broader).
4. Deliver services cost-efficiently.
5. Develop and successfully implement financing (to reach more customers and achieve deeper savings) and additional, non-ratepayer sources of program funding to reduce cost pressure on ratepayers .
6. To ensure reliable data, implement the EM&V (“Evaluation, Measurement, and Verification”) work plan for 2011 set forth in the MTM filings and continue updating the Technical Reference Manual ("TRM").
7. Develop effective reporting and tracking mechanisms to ensure information availability and responsive, timely feedback .
8. Focus on innovation, supported by a 'do and learn' approach, to accomplish these priorities.

Significant Increase in Goals in 2011, and Further Increase in 2012

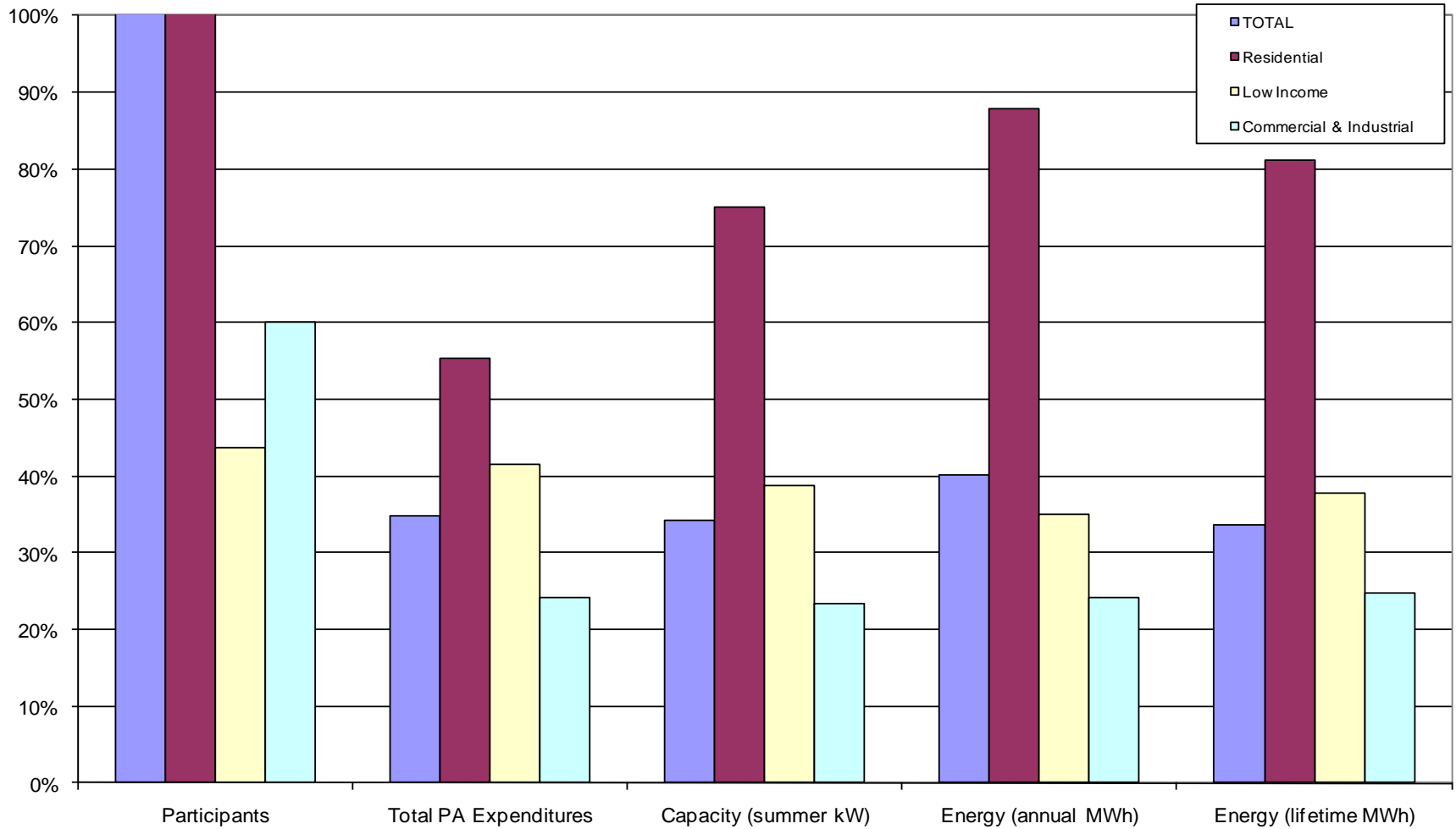


Summary – Key Electric Findings



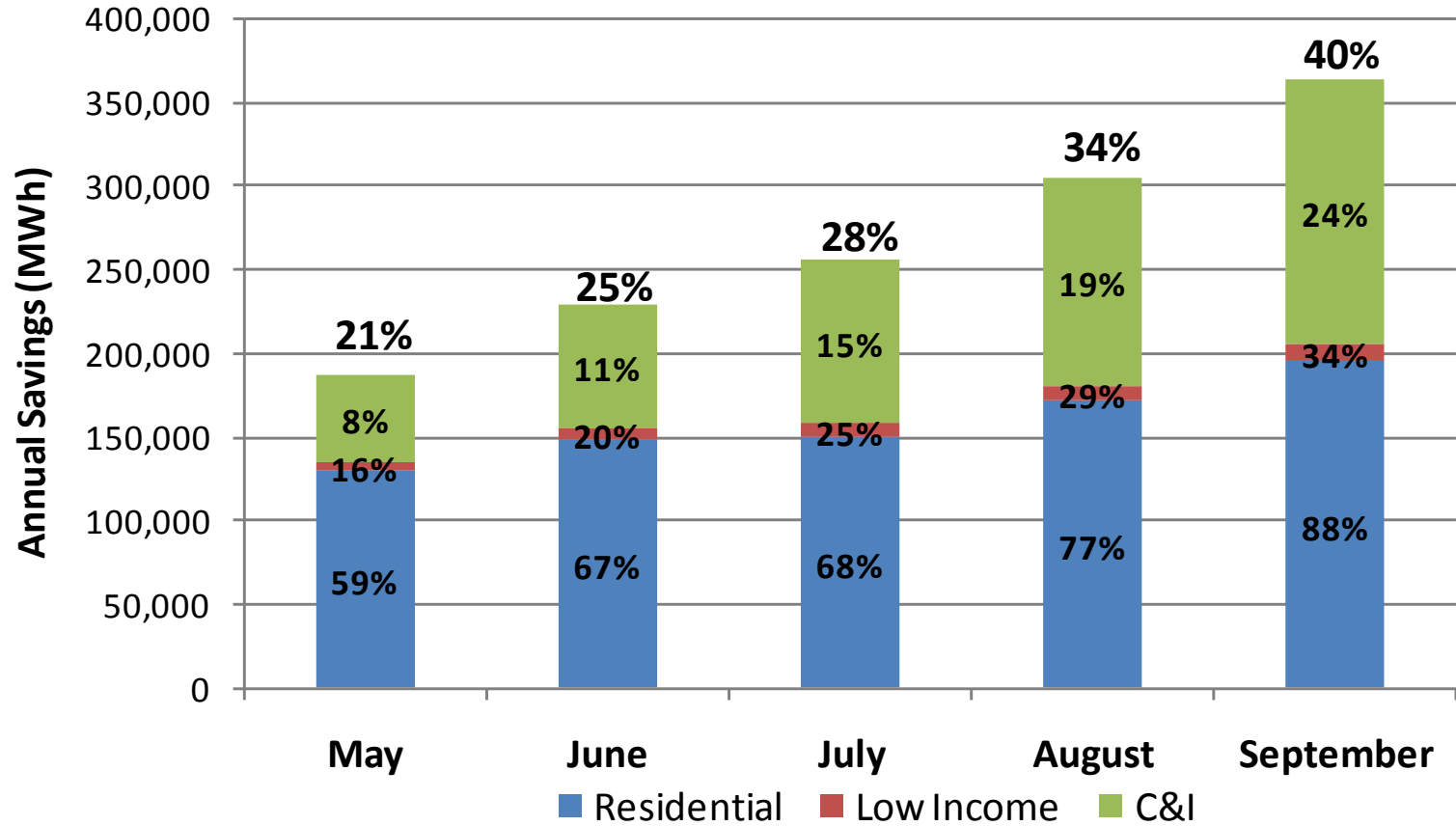
Electric 2011 Q3 Results

Statewide Electric Programs - Q3, 2011
 YTD Preliminary Actuals as a Percent of Plan Goal

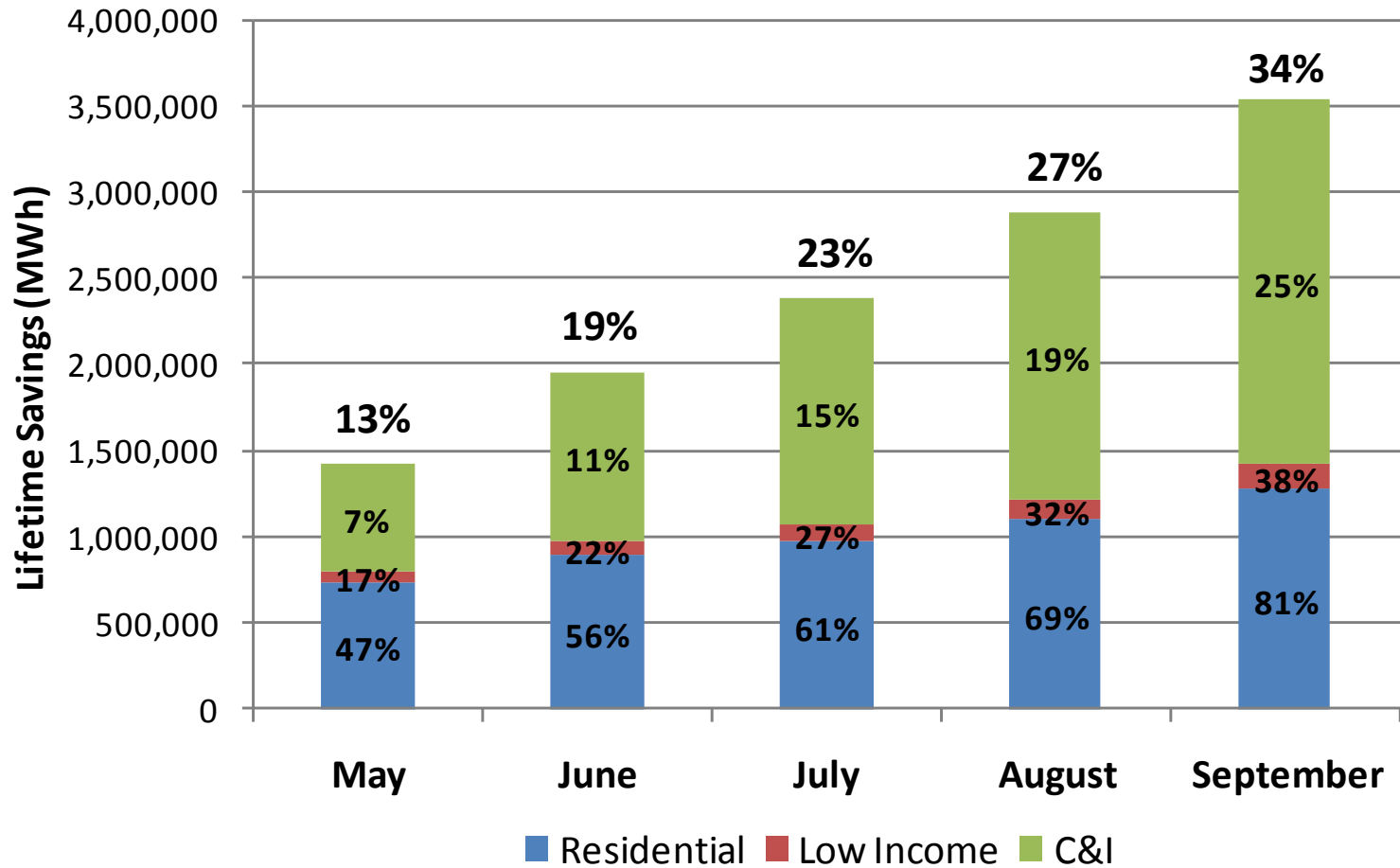


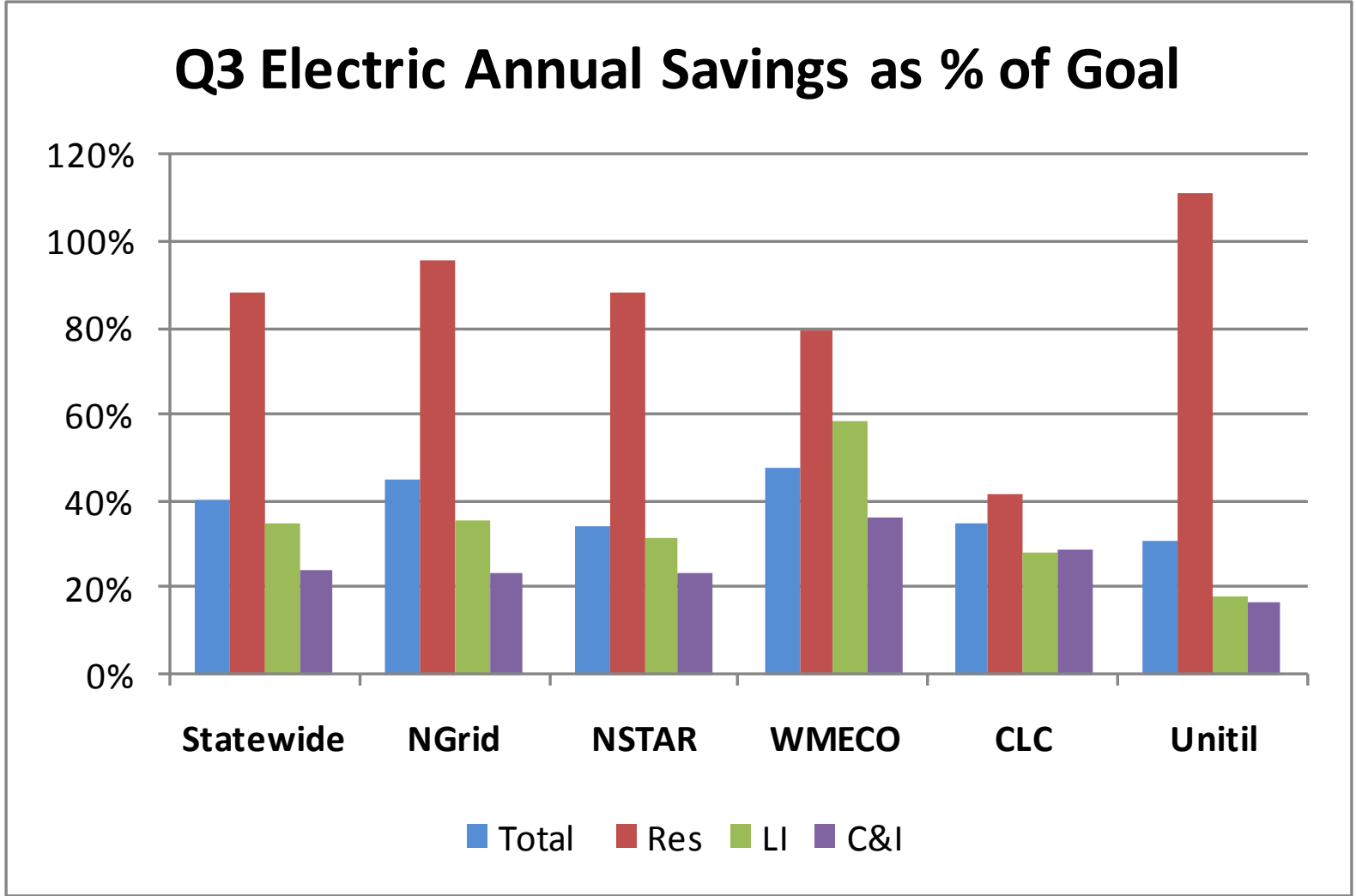
NOTES: This data is preliminary and subject to revision and check. Costs and savings will not align until year end and it is important to understand that savings and costs do not accrue linearly throughout the program year.

2011 YTD Electric Annual Savings as % of Goal

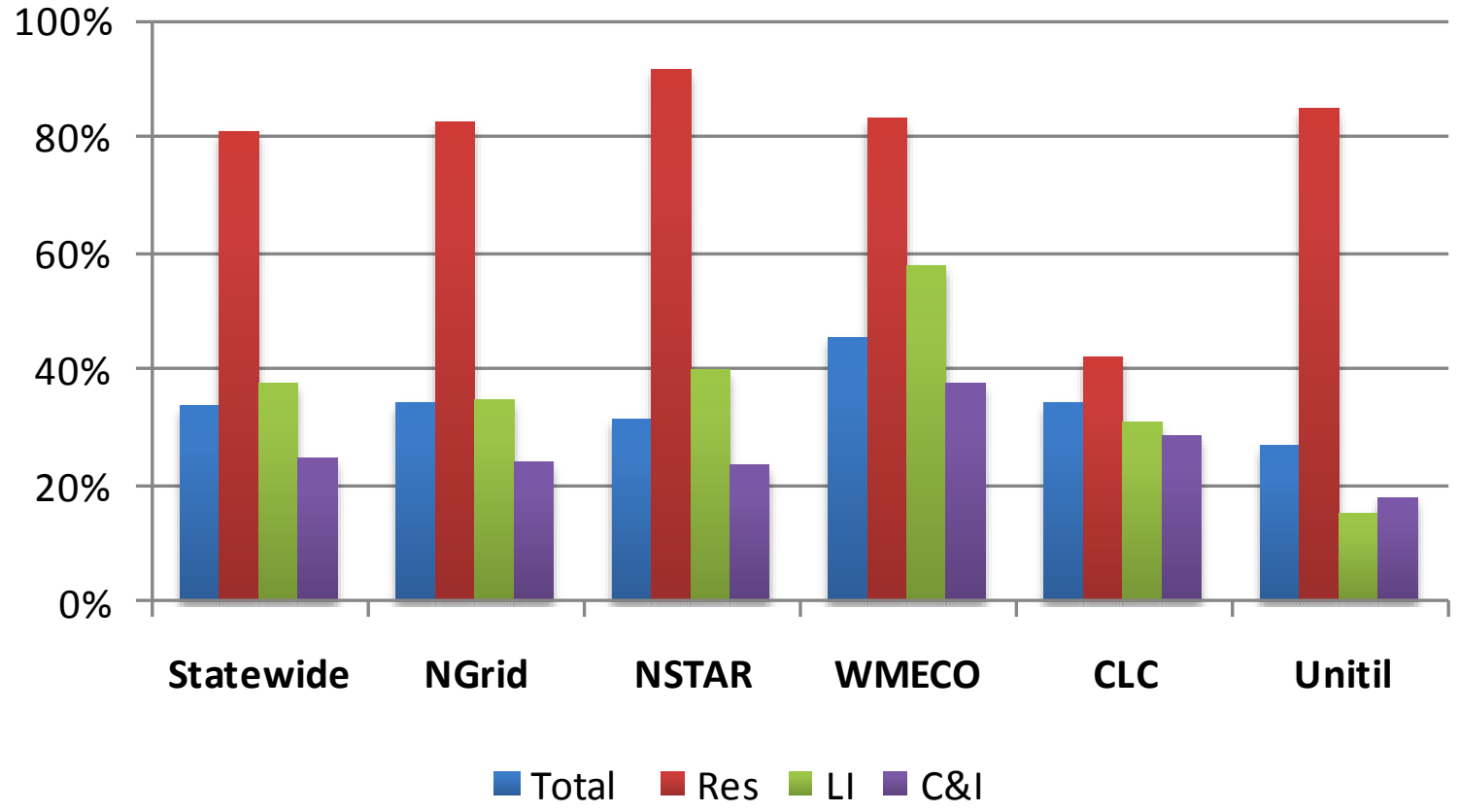


2011 YTD Electric Lifetime Savings as % of Goal





Q3 Electric Lifetime Savings as % of Goal

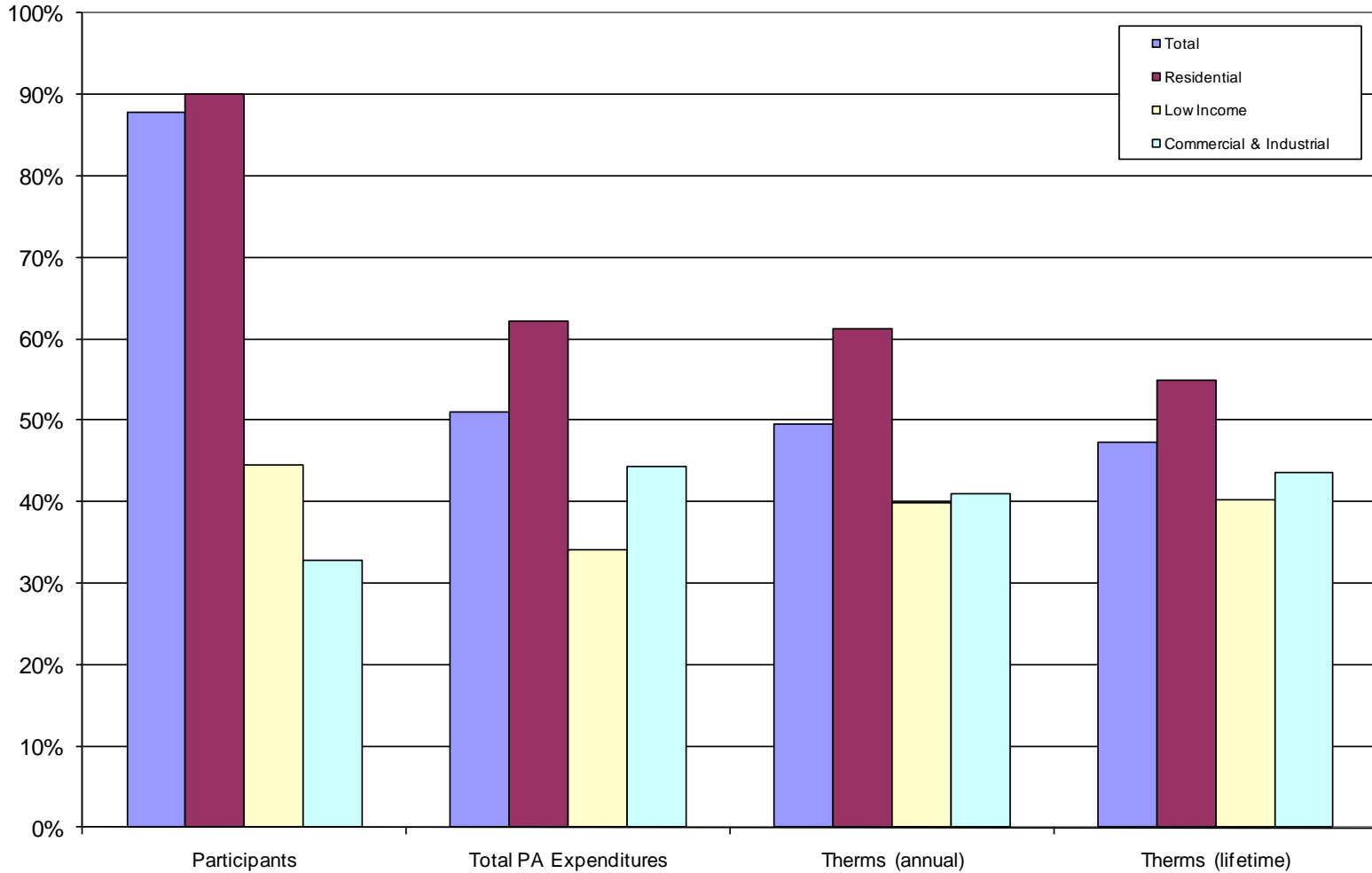


Summary – Key Gas Findings



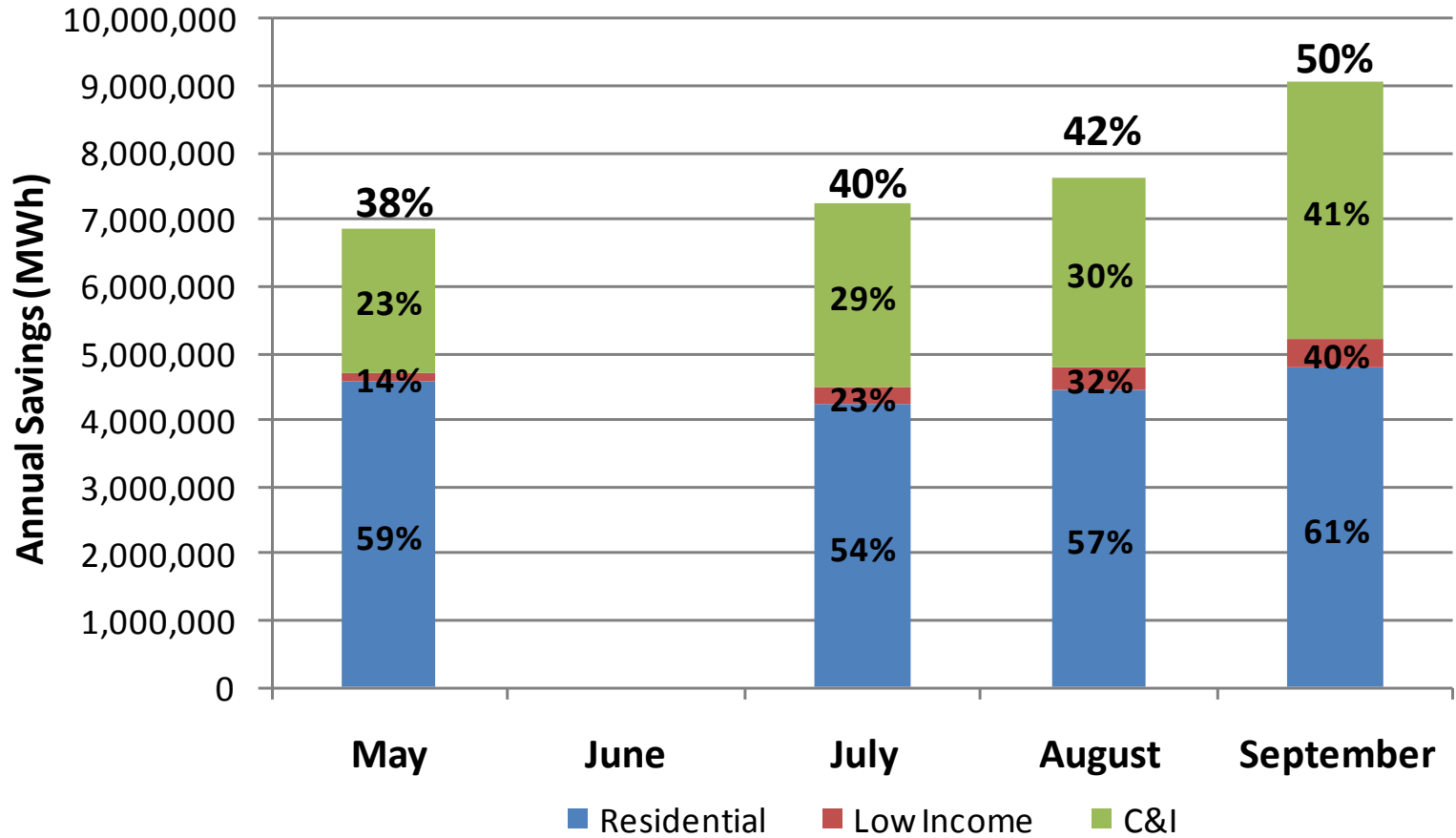
Gas 2011 Q3 Results

Statewide Gas Programs - Q3, 2011
 YTD Preliminary Actuals as a Percent of Plan Goal

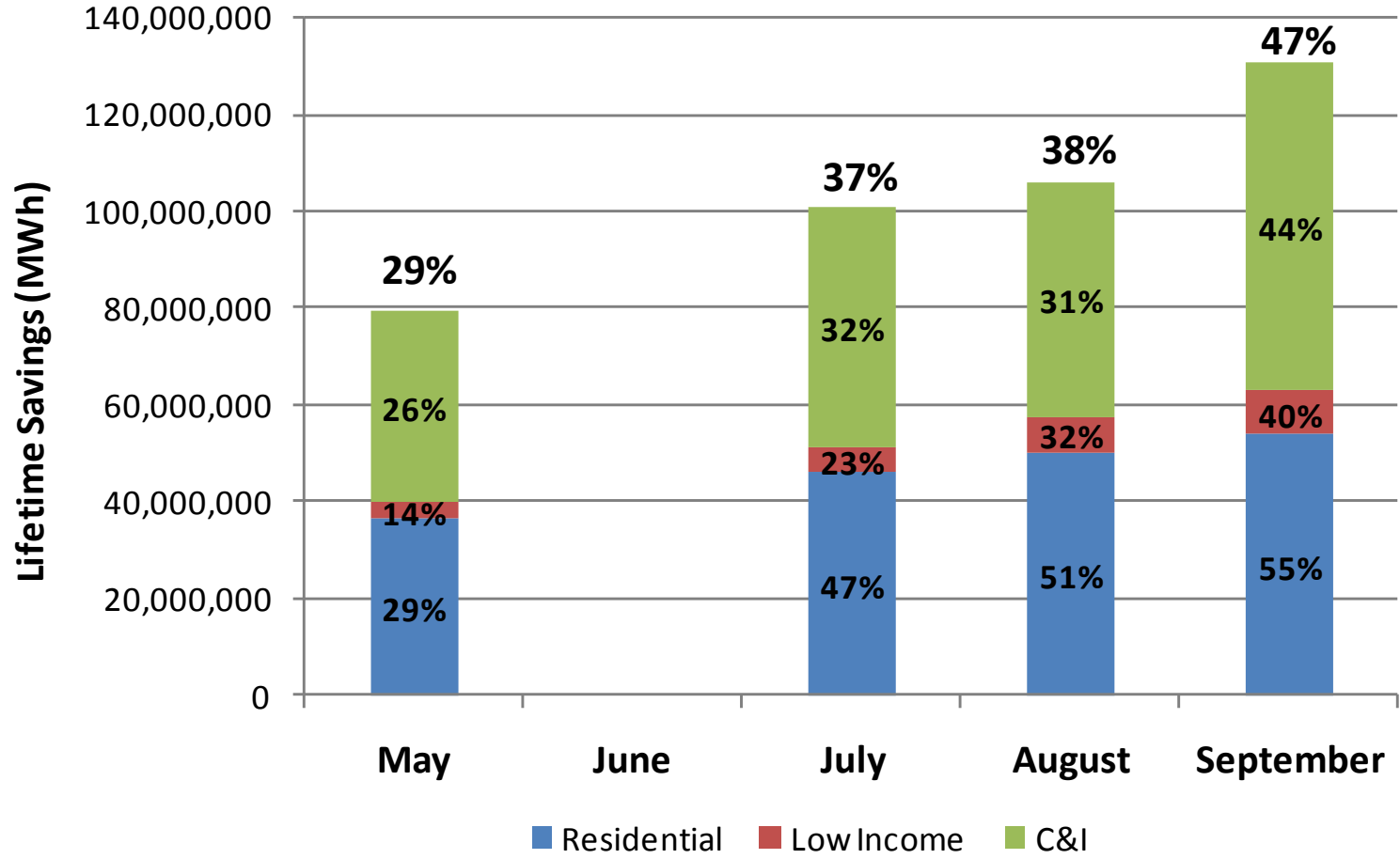


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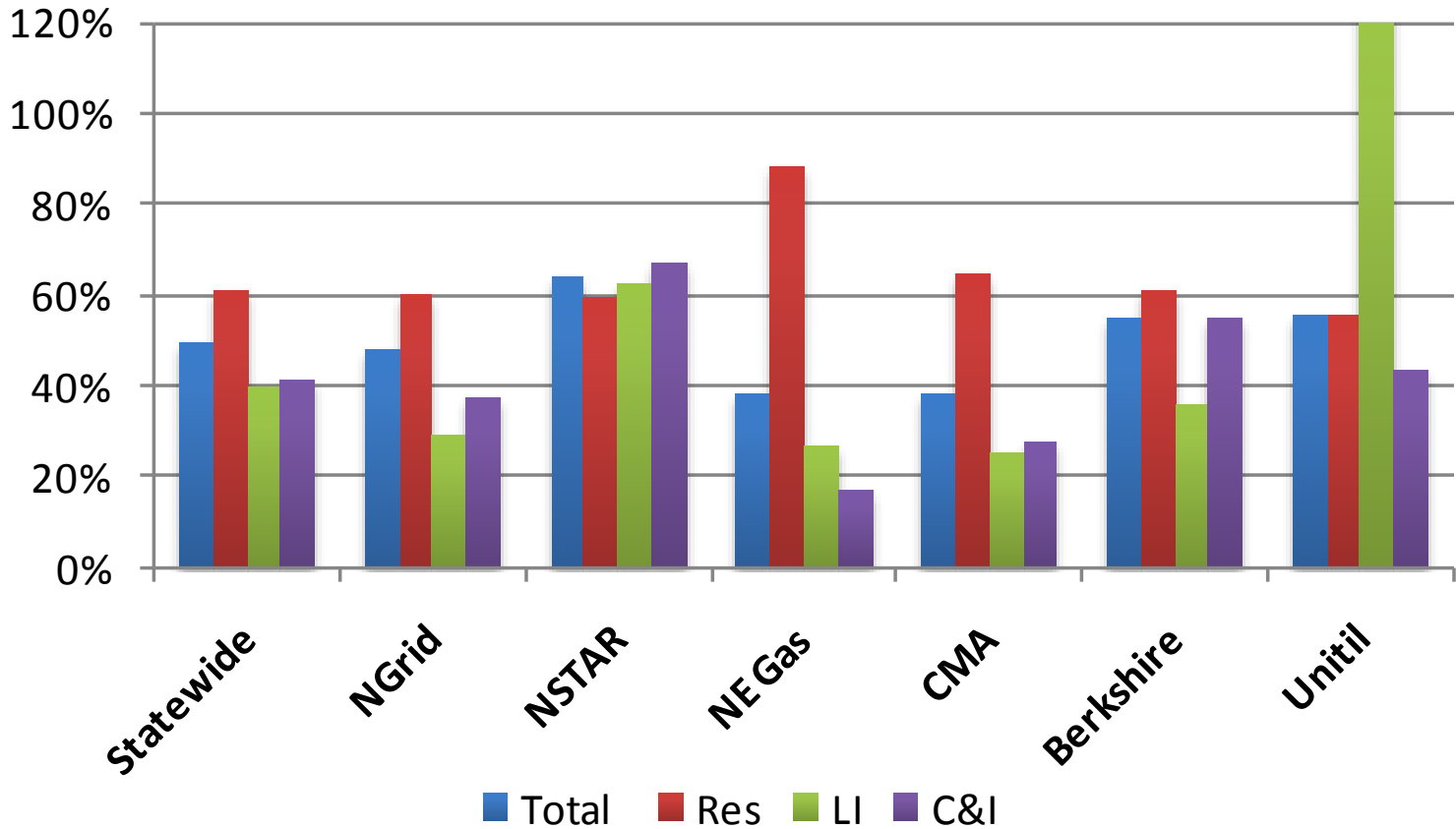
2011 YTD Gas Annual Savings as % of Goal



2011 YTD Gas Lifetime Savings as % of Goal



Q3 Gas Annual Savings as % of Goal



Q3 Gas Lifetime Savings as % of Goal

