



Quarterly Report: Quantitative Results Third Quarter 2011

Presentation to the EEAC

November 8, 2011



Key Statewide Findings

- Overall results:
 - Residential sector showing overall strong results for the third quarter
 - Low Income sector continues to pick up in Q3
 - C&I sector behind target; PAs are continuing to work with customers to complete projects before year-end
 - Note: savings are not counted until the project is fully completed
- Continuing to see increased activity in Q3

Electric Portfolio

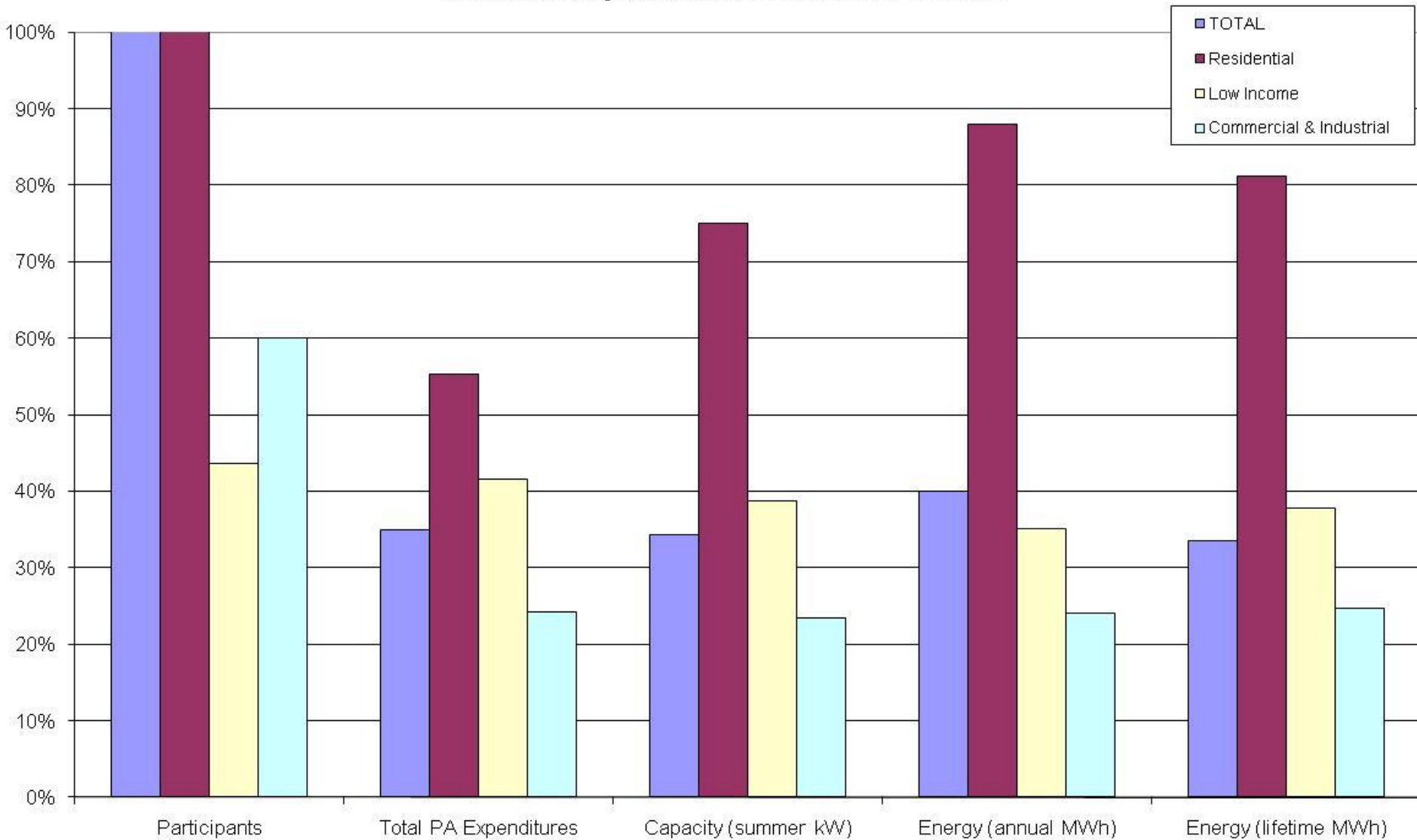




Portfolio Summary – Statewide Electric

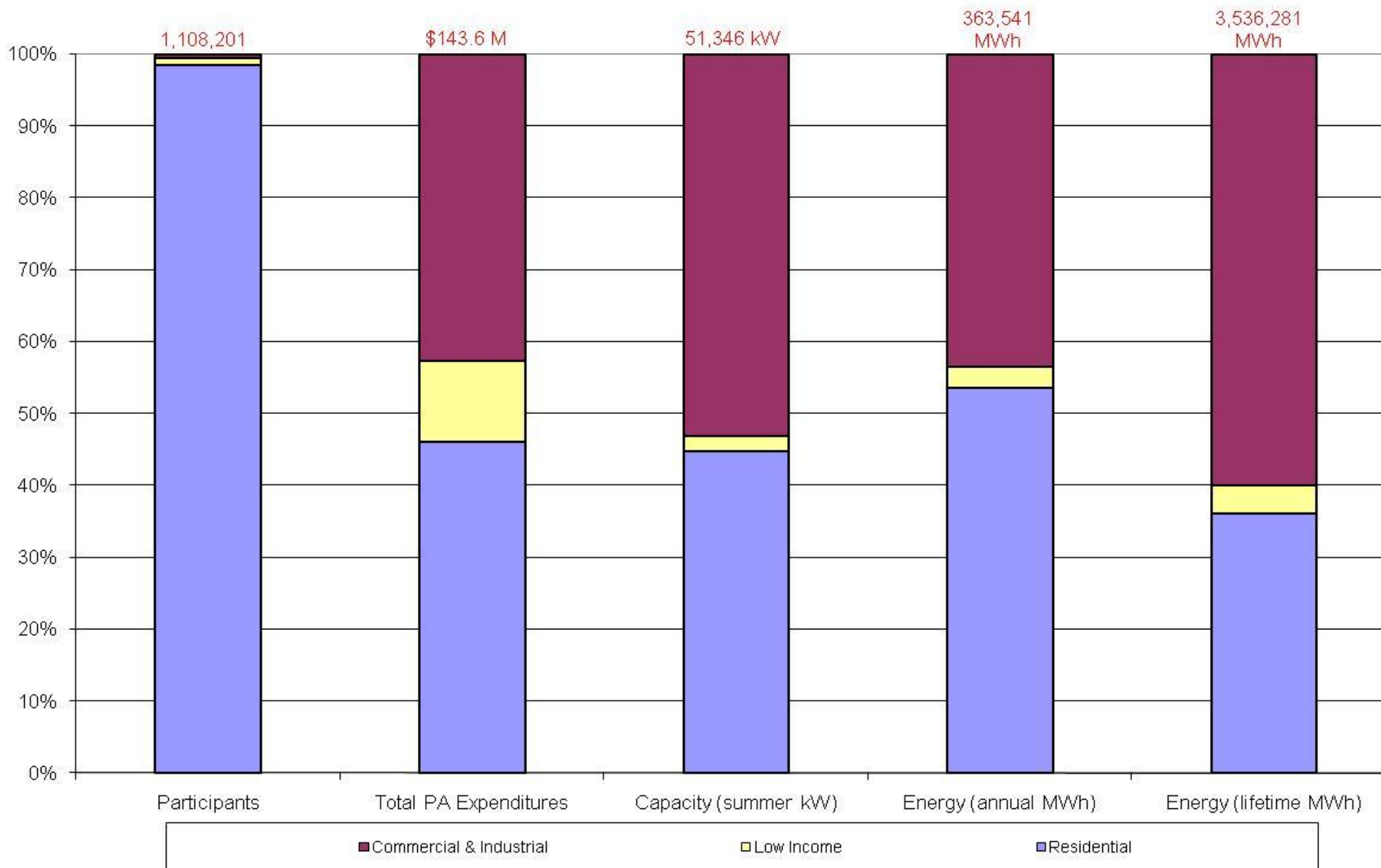
- Overall – Electric YTD (% of 2011 goal)
 - Participation - 100%
 - Spending - 35%
 - Capacity (summer kW) – 34%
 - Energy (annual MWh) - 40%
 - Energy (lifetime MWh) - 34%
- Costs and savings tracking well together
- Participation percentage and percentage of lifetime MWh goal affected by Behavior/Feedback programs

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.

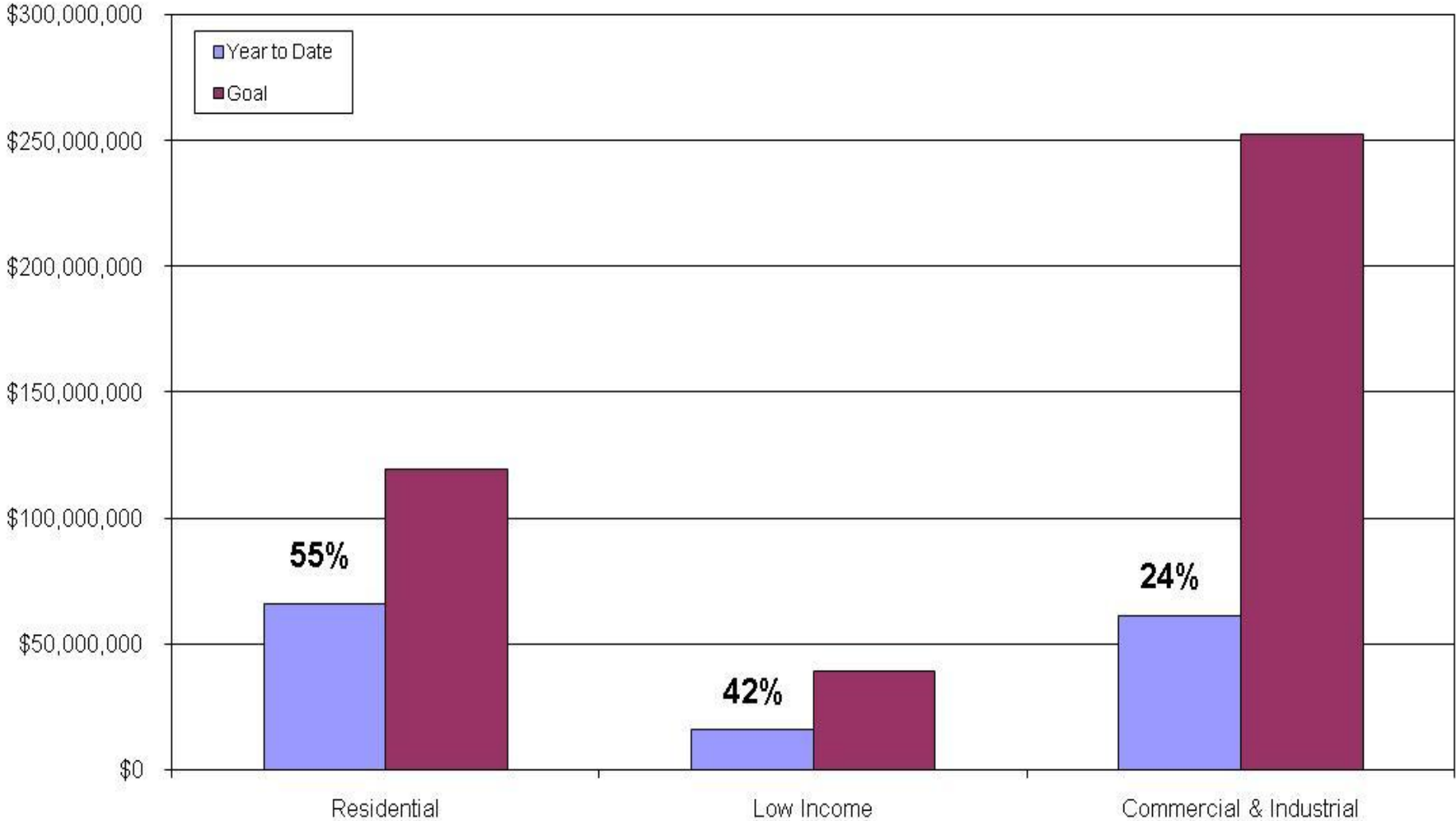
Statewide Electric Programs - Q3 2011 Sector Contributions to YTD Costs and Savings



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Statewide Electric Programs - Q3, 2011

YTD Preliminary Costs as compared to Plan Budget



NOTES: Costs are those booked for PPA, Marketing, Customer Incentive, STAT, and Evaluation. This data is preliminary and subject to revision and check.

Gas Portfolio

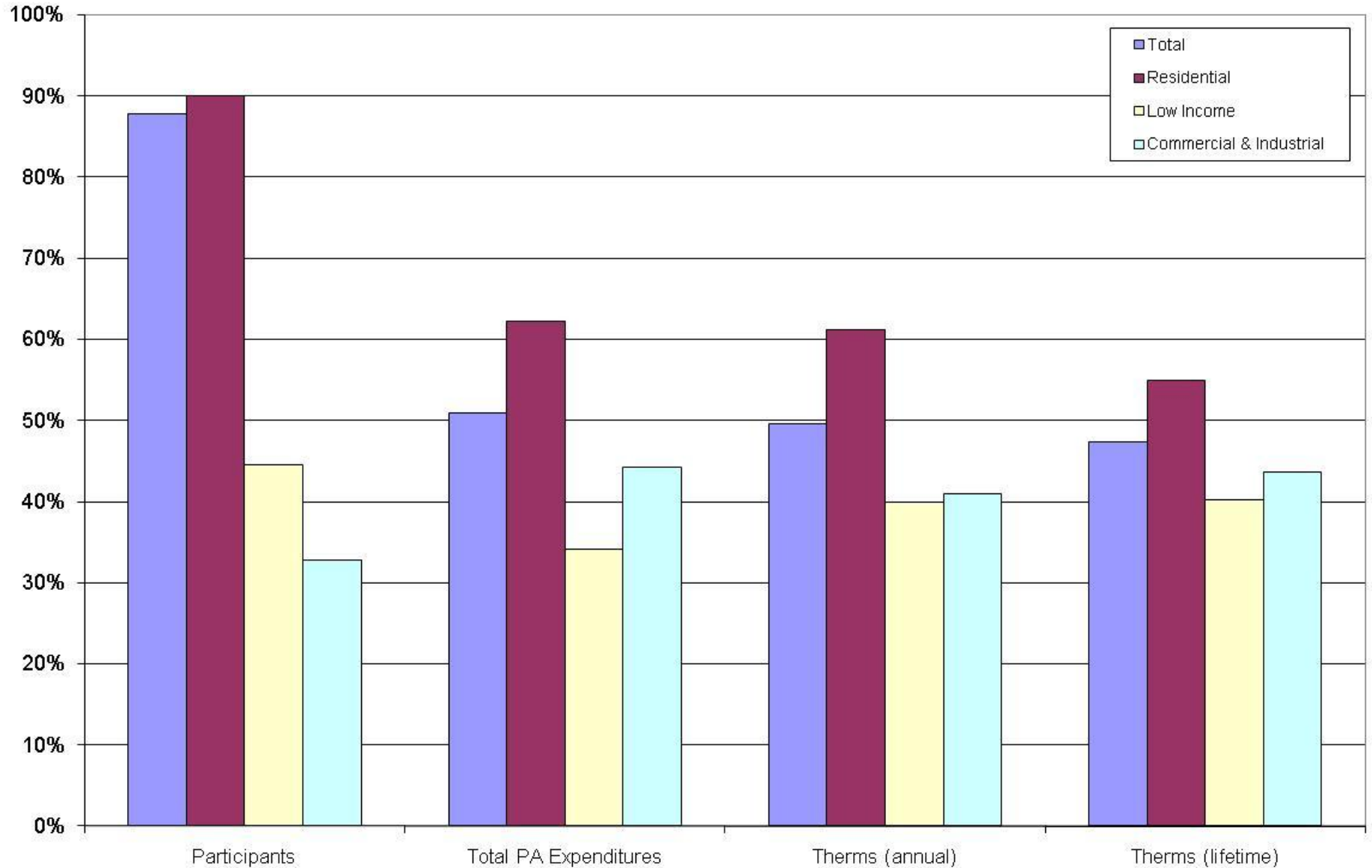




Portfolio Summary – Statewide Gas

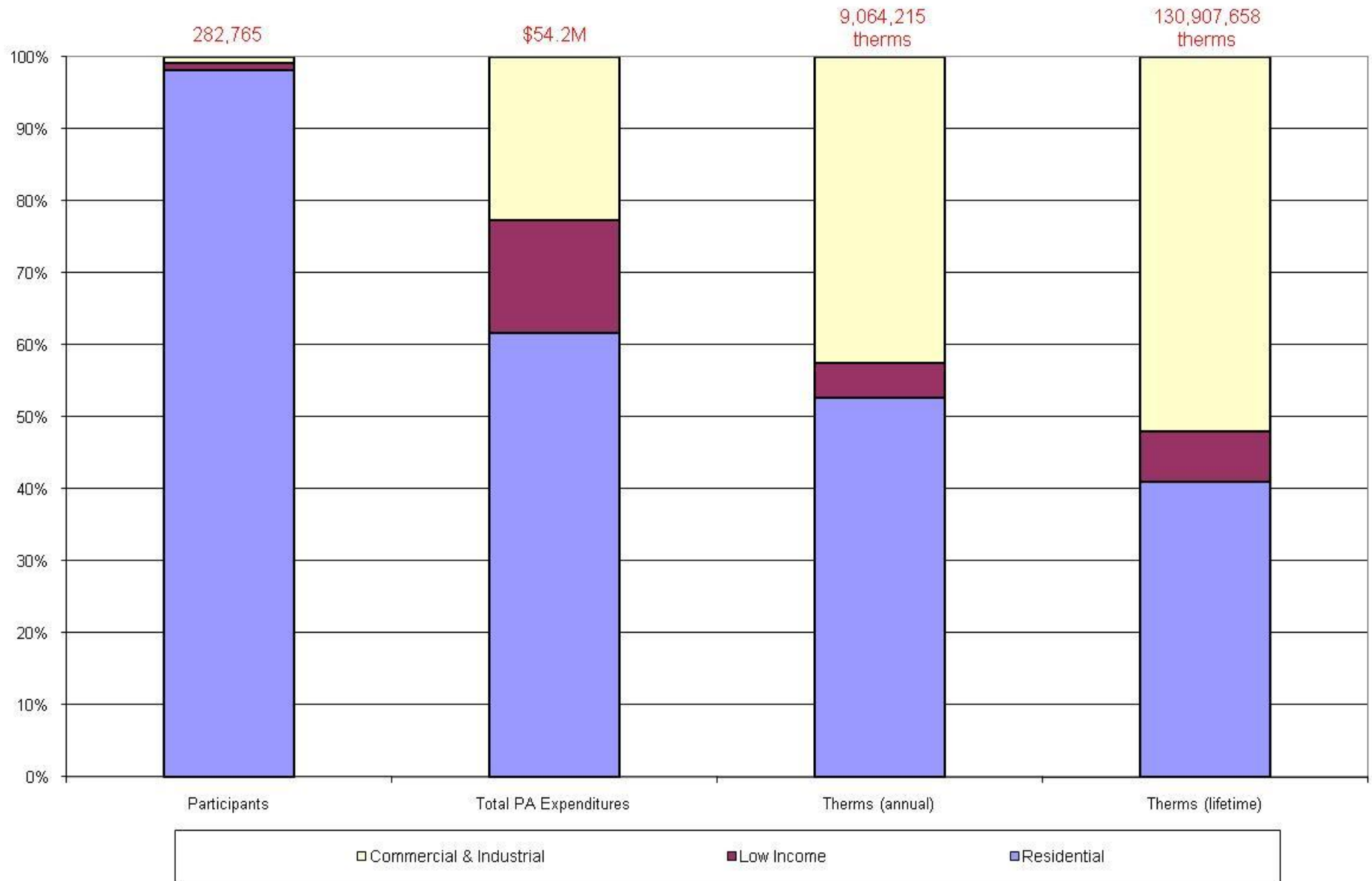
- Overall – Gas YTD (% of 2011 goal)
 - Participation - 88%
 - Spending - 51%
 - Savings (annual Therms) - 50%
 - Savings (lifetime Therms) - 47%
- Costs and savings tracking well together
- Participation percentage affected by Behavior/
Feedback program

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



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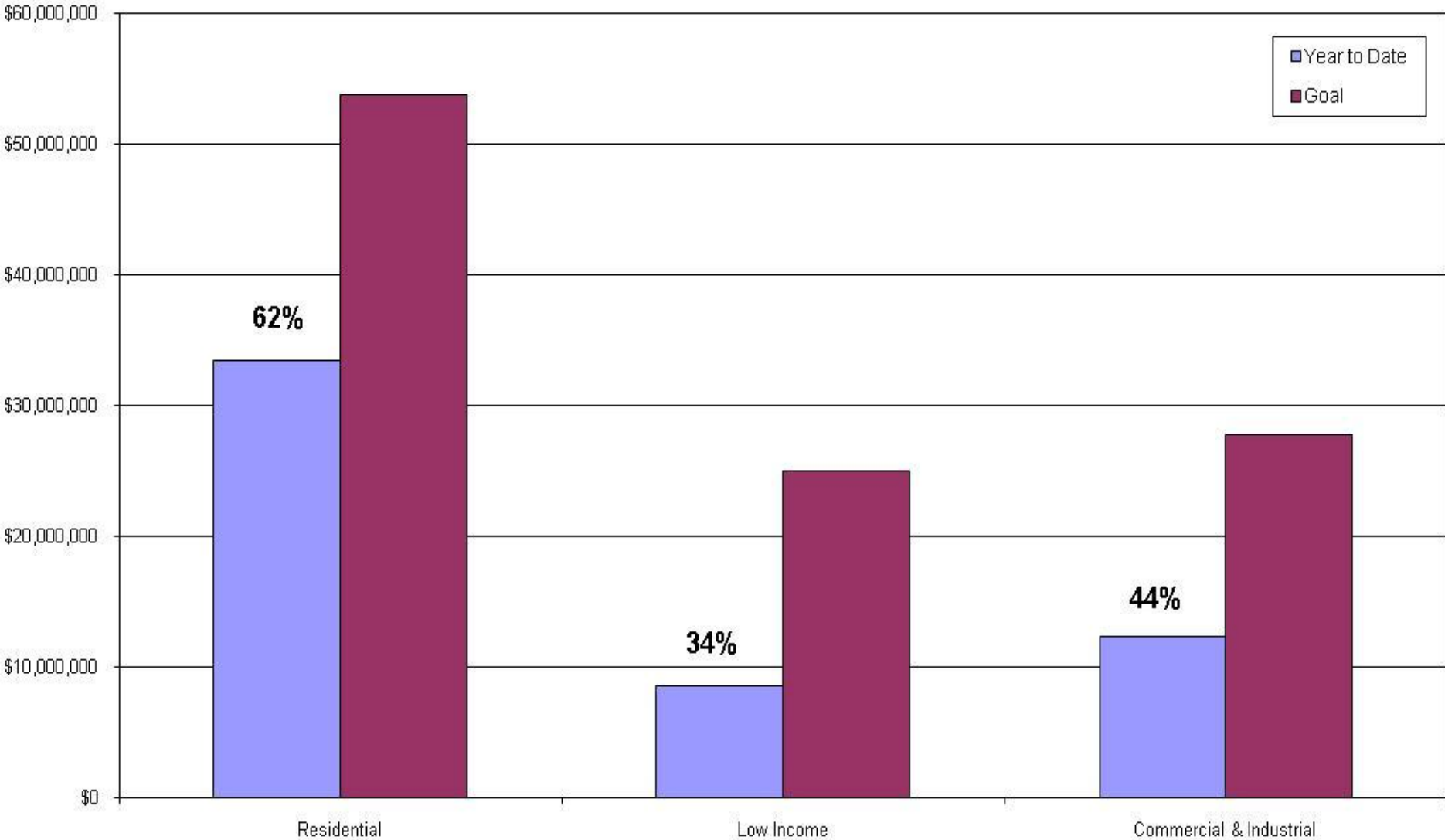
Statewide Gas Programs - Q3, 2011 Sector Contributions to YTD Costs and Savings



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.

Statewide Gas Programs - Q3, 2011

YTD Preliminary Costs as compared to Plan Budget



NOTES: Costs are those booked for PPA, Marketing, Customer Incentive, STAT, and Evaluation. This data is preliminary and subject to revision and check.

Sector Results





Residential Programs

• Electric

- Participation - 102%
- Spending - 55%
- Capacity (summer kW) – 75%
- Energy (annual MWh) - 88%
- Energy (lifetime MWh) - 81%

• Gas

- Participation - 90%
- Spending - 62%
- Savings (annual Therms) - 61%
- Savings (lifetime Therms) - 55%

Participant numbers reflect behavior programs.

Residential Gas HEHE (revised) showing strong demand.

Residential Lighting (including high LED response), Appliances and New Construction, are on target.

PAs continue to focus on integration in all programs, with a special emphasis on Multifamily Retrofit Program across the state.

Home Performance Contractor training model rolled out in Q3.

Low Income Programs

- **Electric**

- Participation - 44%
- Spending - 42%
- Capacity (summer kW) – 39%
- Energy (annual MWh) - 35%
- Energy (lifetime MWh) - 38%

- **Gas**

- Participation - 44%
- Spending - 34%
- Savings (annual Therms)-40%
- Savings (lifetime Therms)-40%

Strong results noted in electric Low Income New Construction program for some PAs

Interest in Multifamily is high – increased activity in Q3 and expected to increase in Q4

C&I Programs

• Electric

- Participation - 60%
- Spending - 24%
- Capacity (summer kW) – 23%
- Energy (annual MWh) - 24%
- Energy (lifetime MWh) - 25%

• Gas

- Participation - 33%
- Spending - 44%
- Savings (annual Therms)-41%
- Savings (lifetime Therms)-44%

C&I Programs historically are initiated in Q1 & Q2; completion of projects are now being realized

Results vary for different programs and PAs; economic conditions are creating customer uncertainty

Continued emphasis on Integration, MBA Financing, CHP and major projects

Increased interest in multi-year projects