



# **2010 Preliminary Year-End (Q4 Quarterly Reports): Consultant Analysis**

Council Consultants  
MA EE Advisory Council Meeting  
February 8, 2011



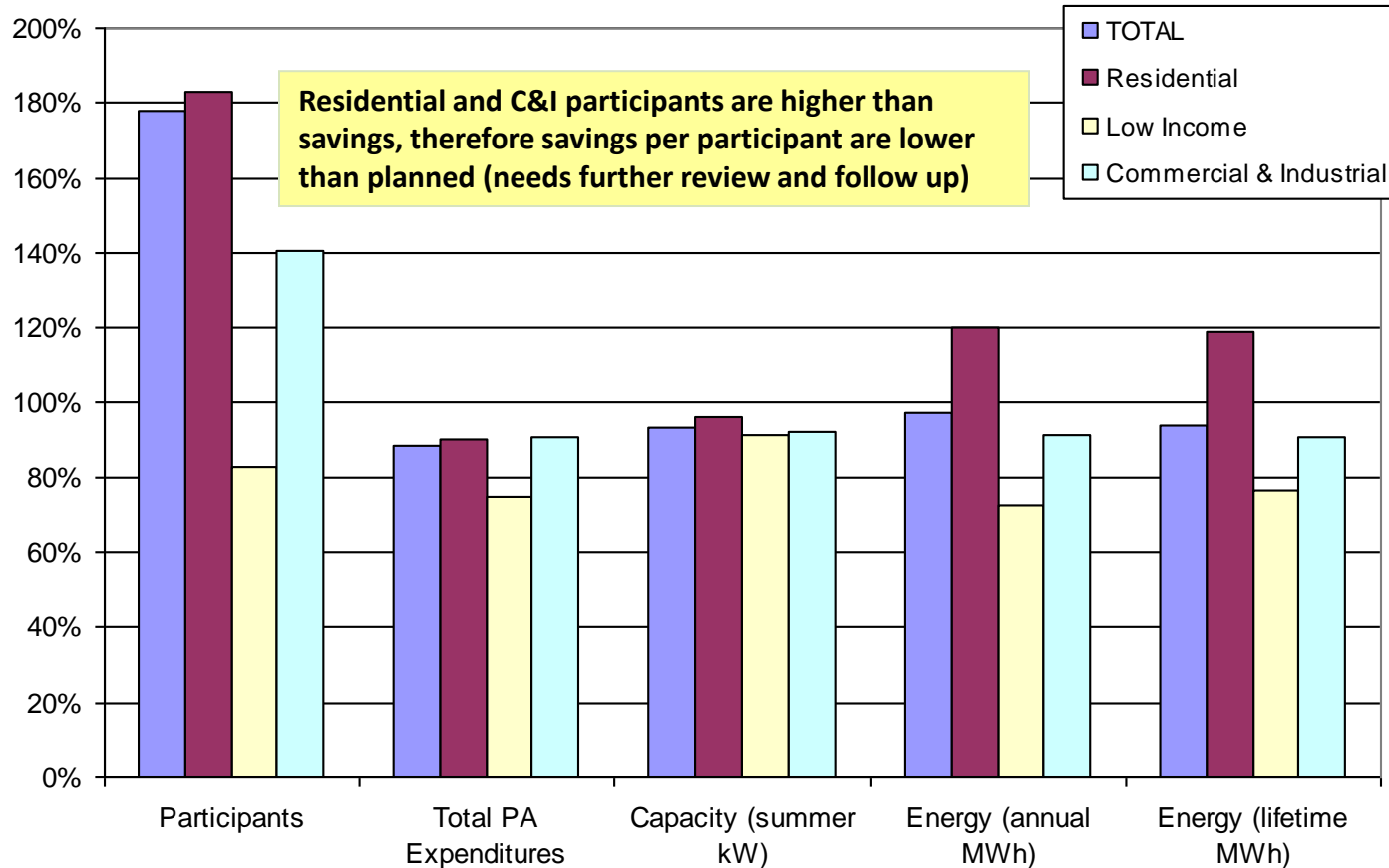


# Summary – Electric Key Findings

- Electric savings (annual) and benefits very close to Plan targets (98% and 96% of Plan)
- LI lower than Plan (but ARRA and other factors)
- The “hockey stick” of program activity and paperwork in Q4 was significant
- Electric savings per participant are lower than Plan; need further review and follow up
- Some variability across programs and PAs
- Preliminary data at this time (may change)



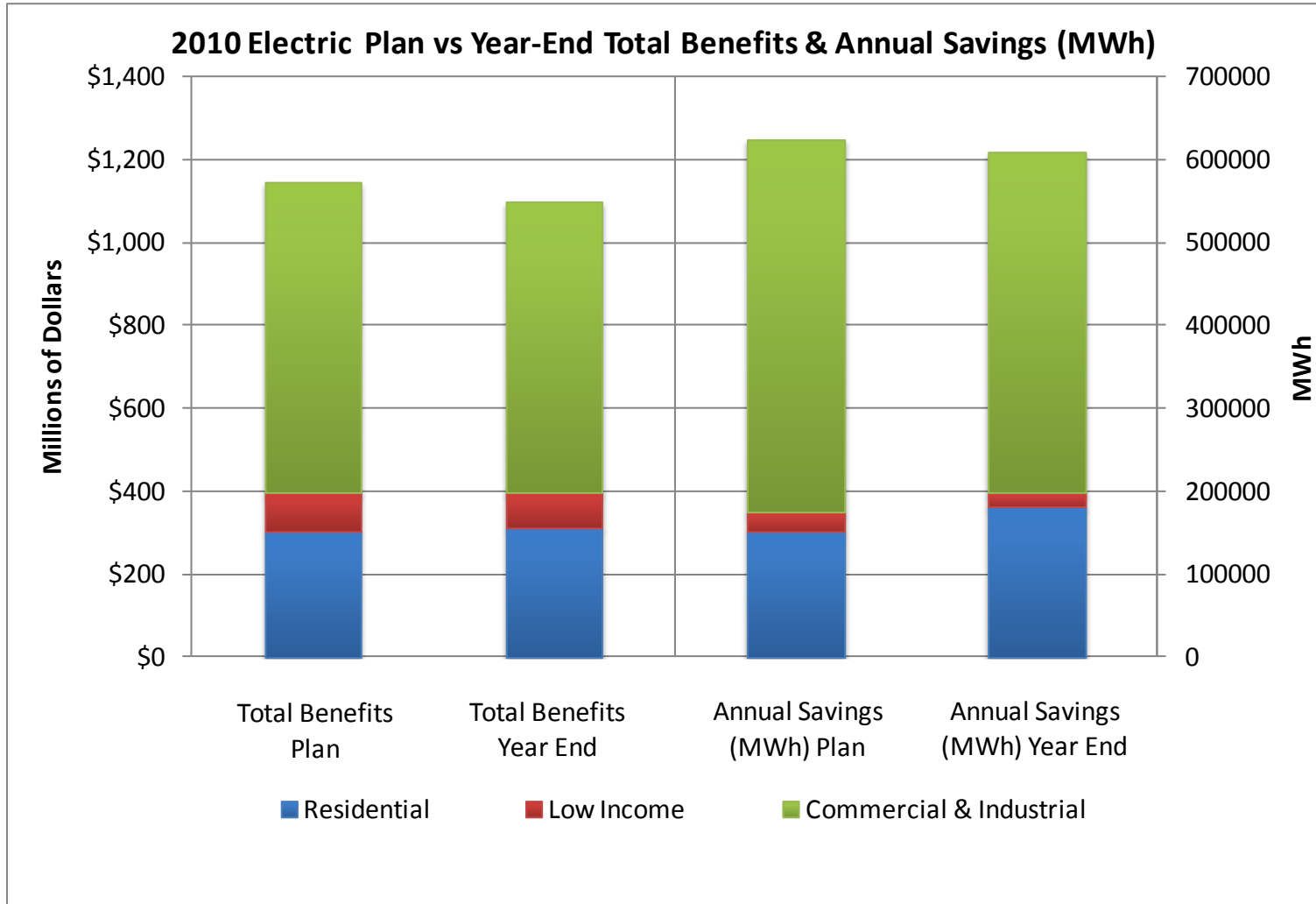
**Statewide Electric Programs - Q4, 2010**  
**YTD Preliminary Actuals as a Percent of Plan Goal**

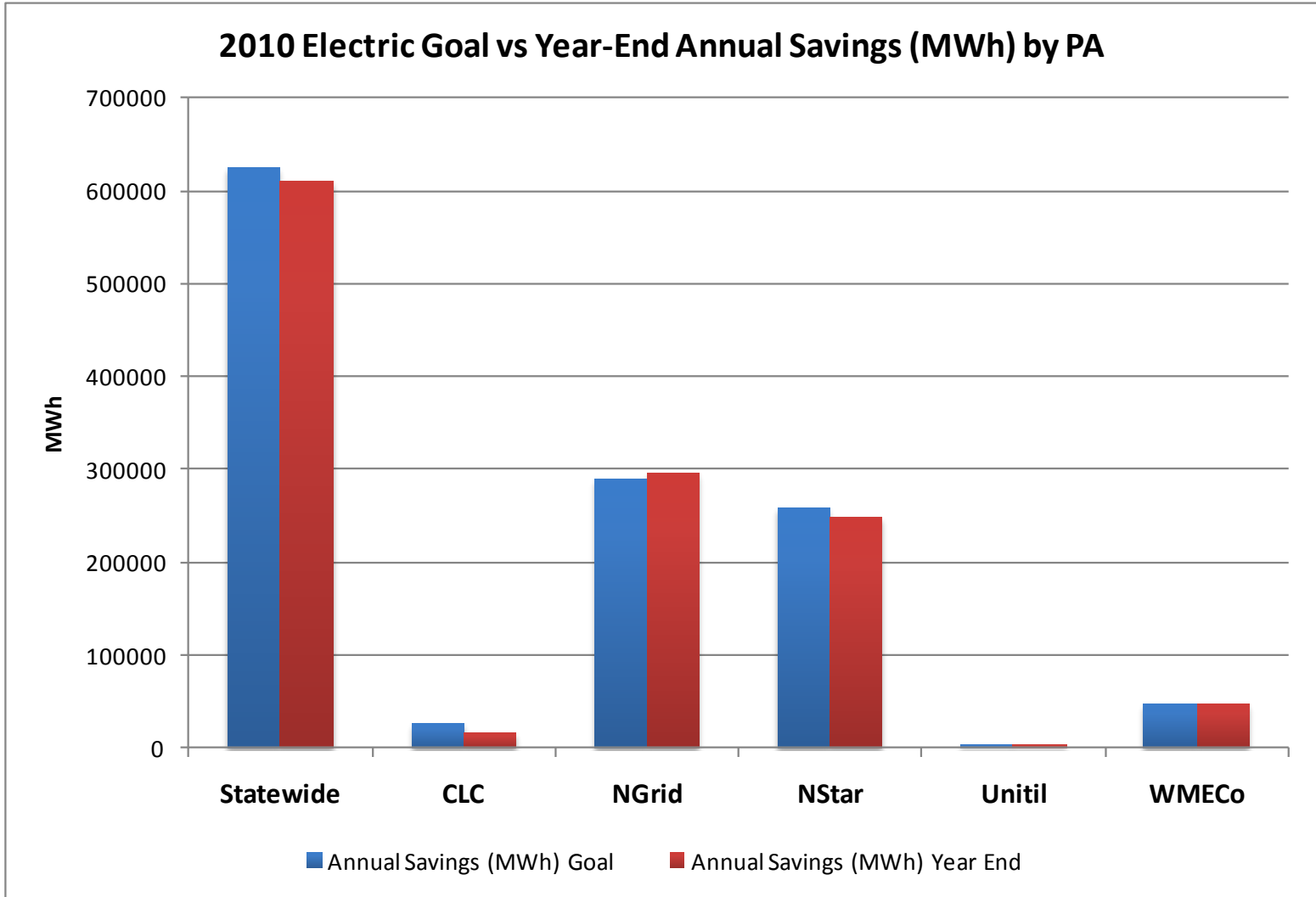


NOTES: Some Quarter 1, 2 and 3 data has been updated. This data is preliminary and subject to revision and check. Costs and savings will not align until year end and it is important to understand that savings and costs do not accrue linearly throughout the program year.

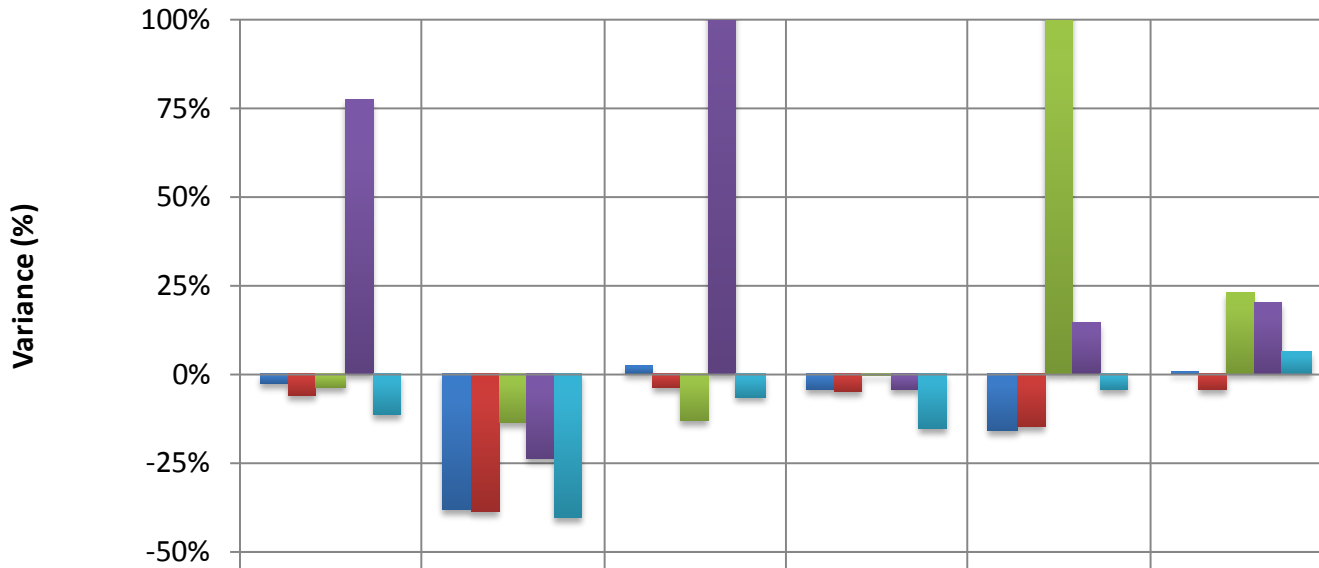


# Shortfalls were in LI and C&I





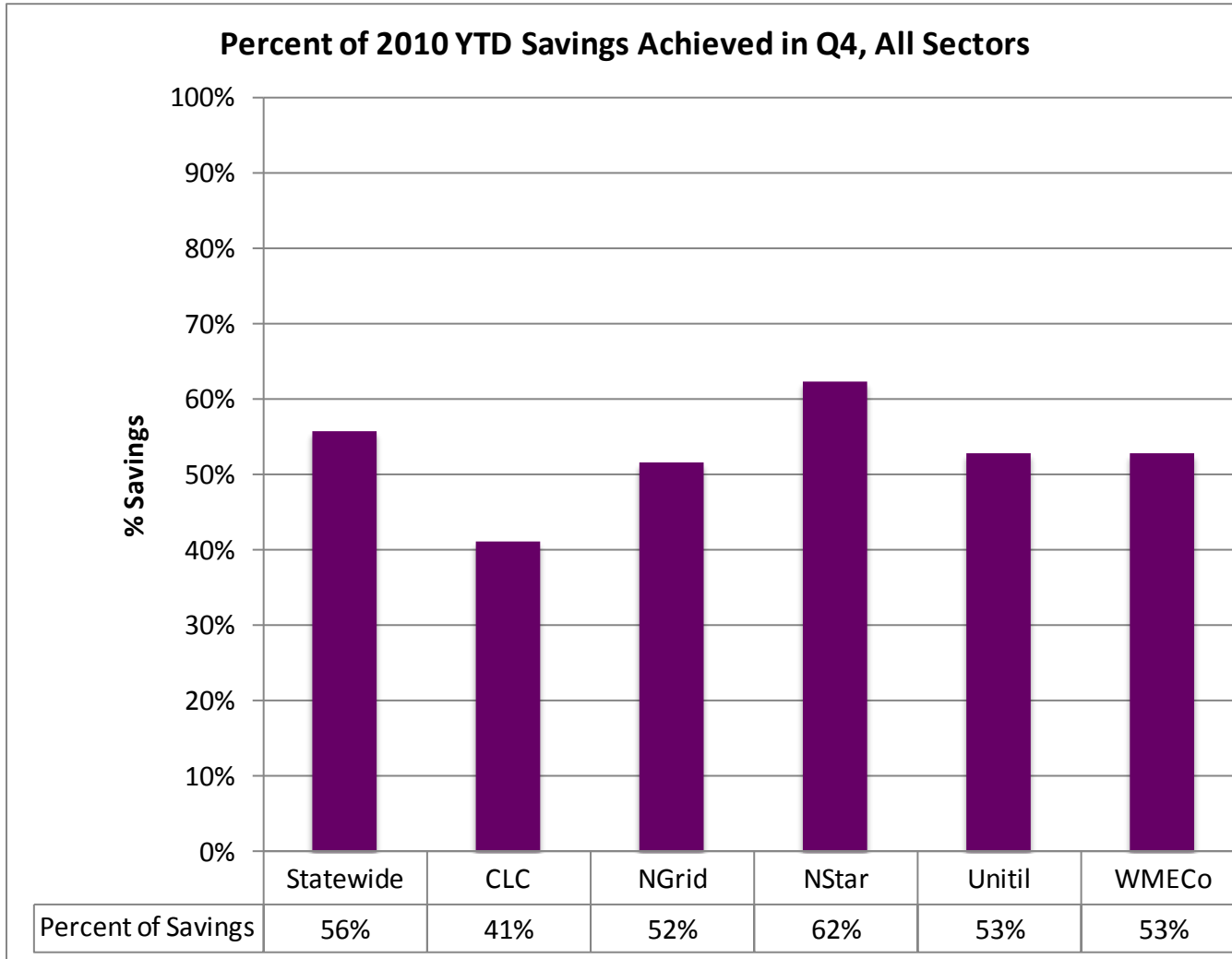
**Electric: 2010 Year-End vs Plan Variance for 5 Quantities, All Sectors**



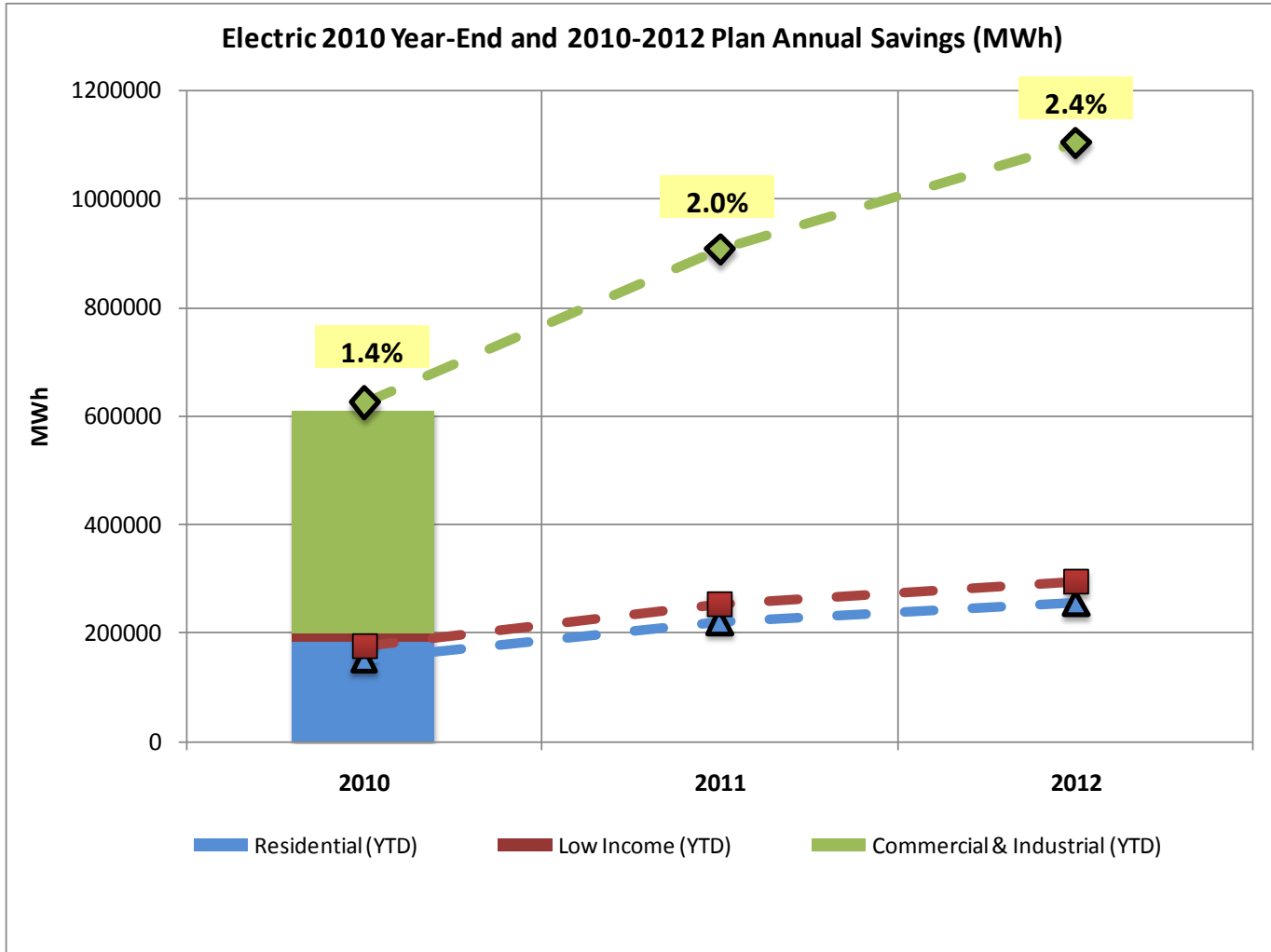
■ Annual MWh	-2%	-38%	2%	-4%	-16%	0%
■ Lifetime MWh	-6%	-39%	-4%	-5%	-15%	-4%
■ Total Benefits	-4%	-14%	-13%	0%	110%	23%
■ Participants	78%	-24%	167%	-4%	15%	20%
■ PA Costs	-12%	-40%	-6%	-15%	-4%	7%

■ Annual MWh    ■ Lifetime MWh    ■ Total Benefits    ■ Participants    ■ PA Costs

# Large (but varied) “Hockey Stick”



# Not just one year – and more over time



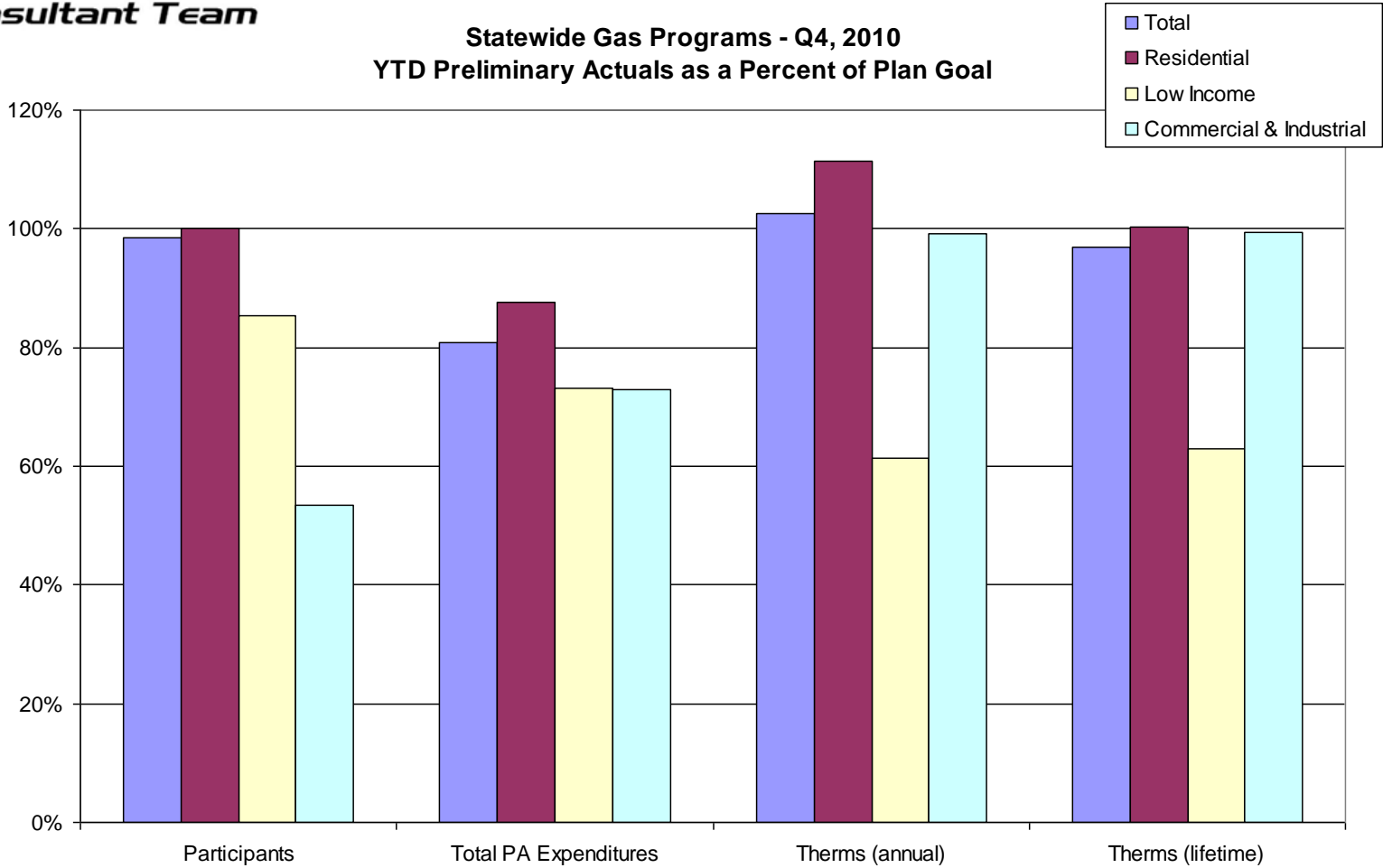


# Summary – Gas Key Findings

- Gas savings (annual) and benefits are higher than Plan targets (103% and 106% of Plan)
- LI lower than Plan (but ARRA, other factors)
- The “hockey stick” of gas program activity and paperwork in Q4 was significant, but less than in electric programs
- Gas savings per participant are higher than Plan in several key programs; further review
- Some variability across programs and PAs
- Preliminary data at this time (may change)



**Statewide Gas Programs - Q4, 2010**  
**YTD Preliminary Actuals as a Percent of Plan Goal**

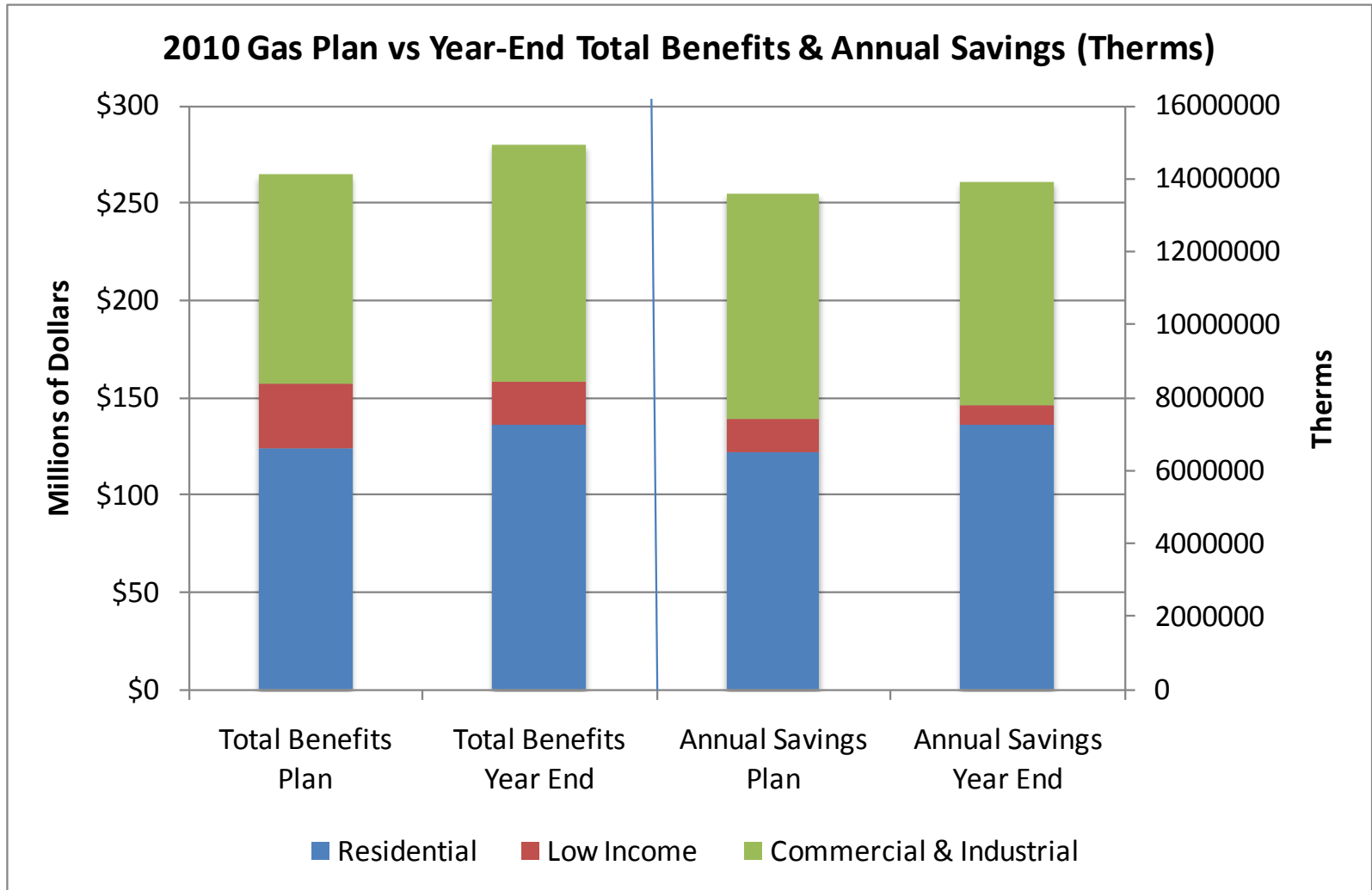


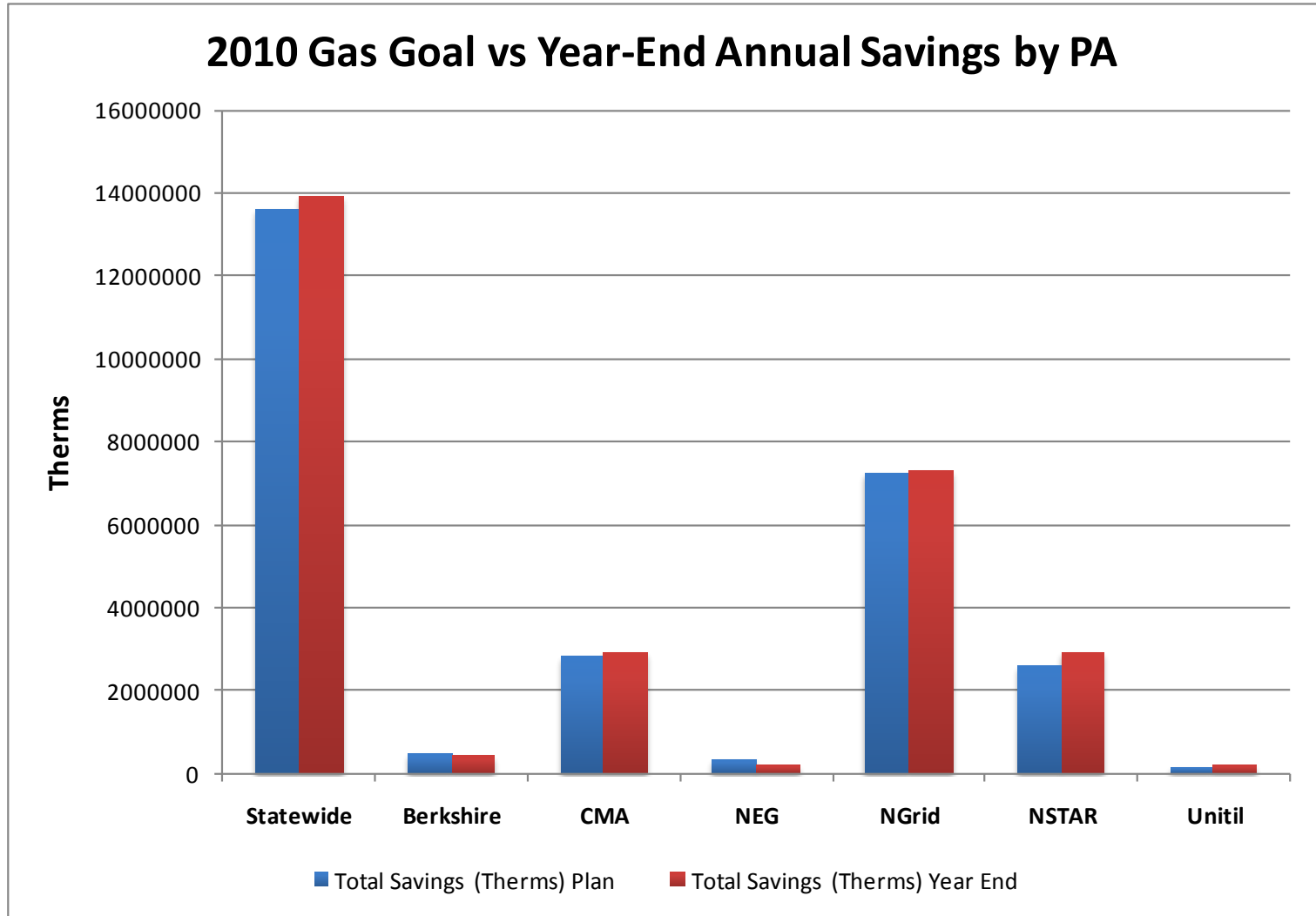
NOTES: This data is preliminary and subject to revision and check. Costs and savings will not align until year end and it is important to understand that savings and costs do not accrue linearly throughout the program year.



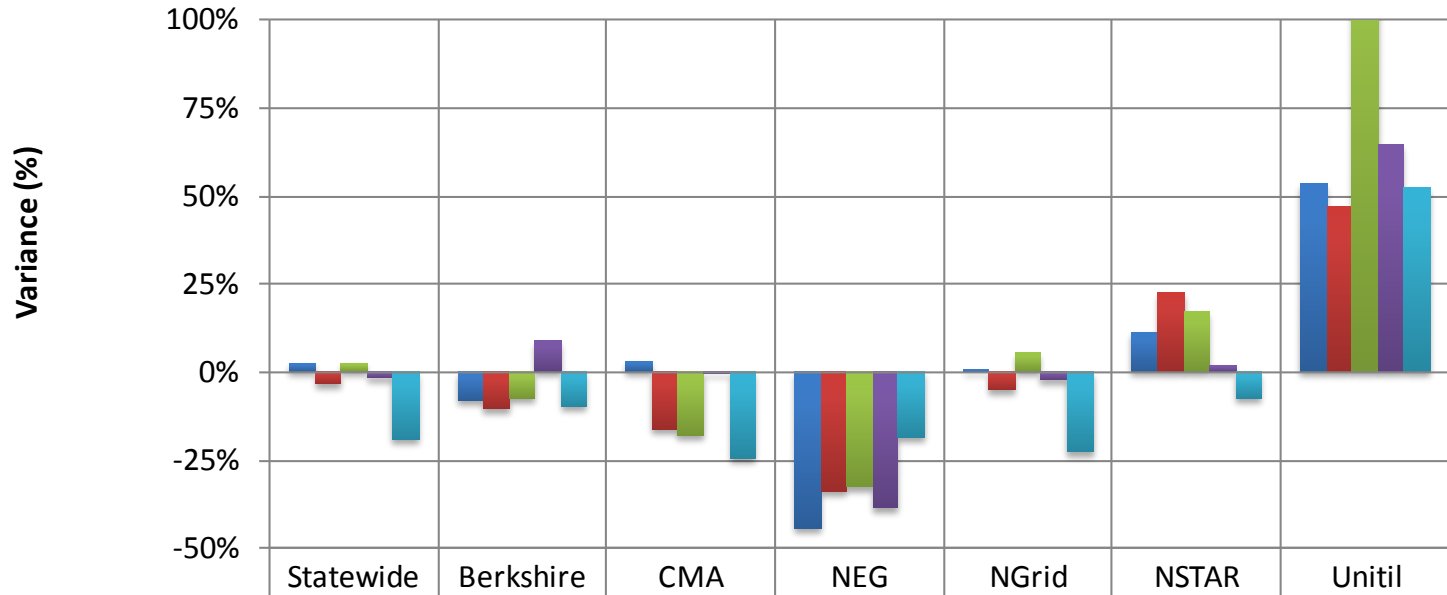


# Gas Savings and Benefits higher in Res and C&I





**Gas: 2010 Year-End vs Plan Variance for 5 Quantities, All Sectors**

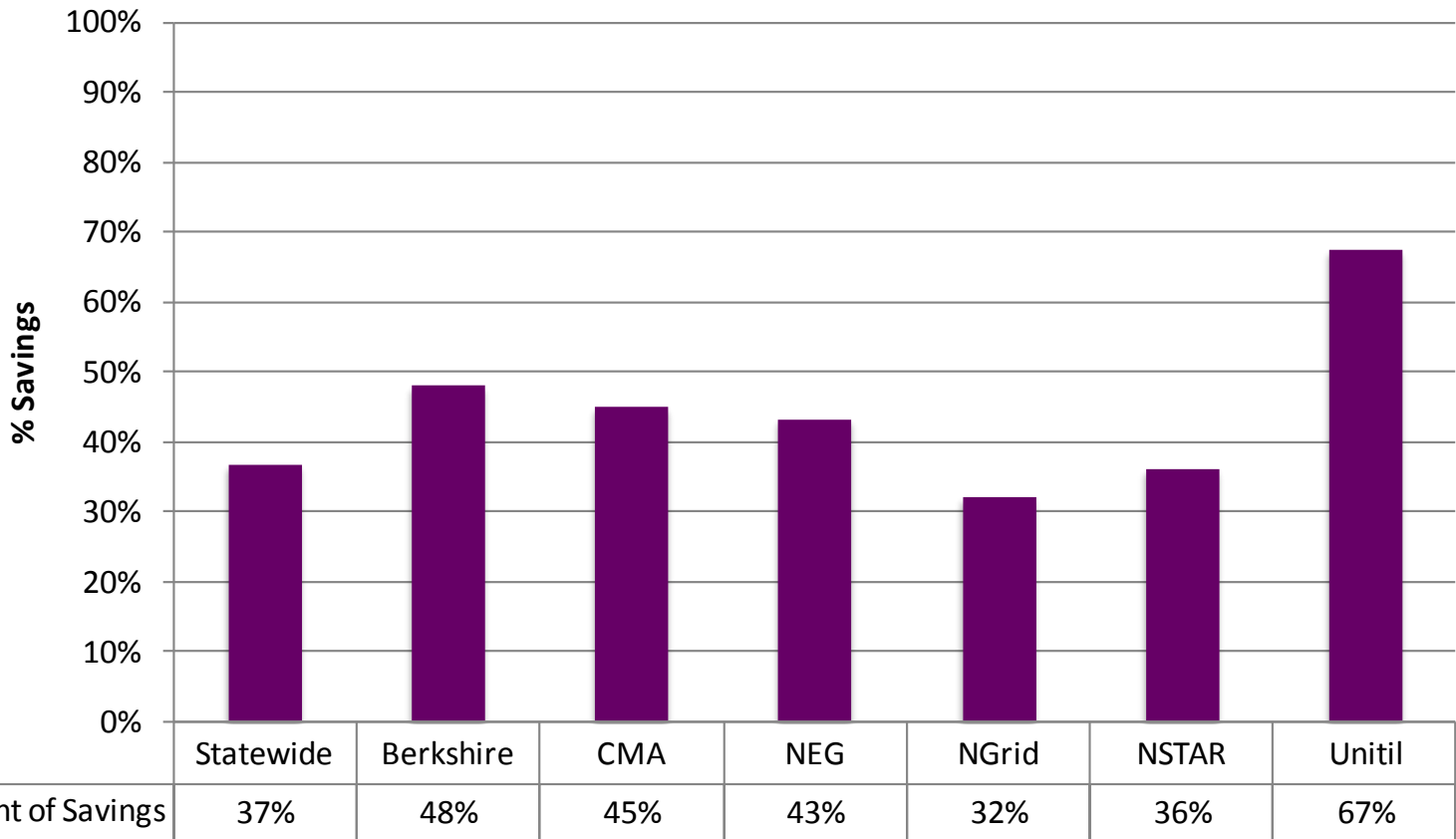


■ Annual Therms	■ Lifetime Therms	■ Total Benefits	■ Participants	■ PA Costs
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# Gas “Hockey Stick” also substantial

**Percent of 2010 Year End Savings Achieved in Q4, All Sectors**





# Movement Towards Deeper Savings

- Even after accounting for large volume of CFL “participants,” the savings or benefits **per participant** are lower than Plan in some key programs
- Electric: Mass Save Home Energy benefits 20% lower; C&I Large Retrofit savings and benefits 50% lower; and Small Business savings and benefits 20% lower
- Gas savings per participant are higher than Plan (Weatherization, C&I Retrofit, C&I Direct Install)
- Need additional analysis of indicators of deeper savings (including % savings, based on energy use of participating customers) to get a better picture of the progress towards deeper savings
- Part of review will be based on 2011 experience





# Closing Slide

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