

Deeper Savings Metrics

1. MassSAVE/Weatherization: Deeper Savings {Electric & Gas} – Statewide	
Threshold	Achieve an increase in number of customers installing major measures* in 2010 of 10%** , as compared with 2008, and achieve an increase in average MMBTU savings per customer installing one or more major measures in 2010 of 10%*** , as compared with customers who installed major measures in 2008.**** Each PA to submit documentation showing performance relative to targets.
Design	Achieve an increase in number of customers installing major measures in 2010 of 20% , as compared with 2008, and achieve an increase in average MMBTU savings per customer installing one or more major measures in 2010 of 20% , as compared with customers who installed major measures in 2008. Each PA to submit documentation showing performance relative to targets.
Exemplary	Achieve an increase in number of customers installing major measures in 2010 of 30% , as compared with 2008, and achieve an increase in average MMBTU savings per customer installing one or more major measures in 2010 of 30% , as compared with customers who installed major measures in 2008. Each PA to submit documentation showing performance relative to targets.

Note: Incentive results for this metric are scalable, however the threshold targets must be met to qualify for an incentive.

*Direct-install measures performed by the program vendor (e.g. air sealing, duct sealing) are not counted as “major measures” for the purposes of this metric, however the savings from these measures are counted toward the metric if the customer installs any other “major measure”. Major measures consist of: Attic insulation, Wall insulation, Duct insulation, Heating pipe insulation, Basement insulation, Brushless fan motor, High Efficiency qualified heating system or combination system, Energy Star-rated storage water heater (.62 EF – On-Demand, tankless; .82 EF – Indirect).

**2008 baseline based on customers per PA who installed major measures.

	NSTAR Electric	NGRID Electric	WMECO	Unitil Electric	NSTAR Gas	NGRID Gas	Bay State Gas	Berk. Gas	NE Gas	Unitil Gas
Baseline # of cust										
+10%										
+20%										
+30%										

***2008 baseline based on the average savings per PA for customers who installed major measures.

	NSTAR Electric	NGRID Electric	WMECO	Unitil Electric	NSTAR Gas	NGRID Gas	Bay State Gas	Berk. Gas	NE Gas	Unitil Gas
Baseline savings										
+10%										
+20%										
+30%										

****Calculation will be made by multiplying each 2008 and 2010 activity by the same savings value used by the companies in their screening models for each activity; and then summing all activities into annual MMBTU totals.

$$\text{Increase \%} = (\text{MMBTU savings per major measure customer}_{2010} - \text{MMBTU savings per major measure customer}_{2008}) / \text{MMBTU savings per major measure customer}_{2008}$$

$$\text{MMBTU savings per major measure customer}_{2010} = (\sum \text{do for each activity } \sum (\# \text{Activities}_{2010} * \text{Deemed Savings}_{\text{Activity}}) / \# \text{ major measure customers}_{2010}$$

$$\text{MMBTU savings per major measure customer}_{2008} = (\sum \text{do for each activity } \sum (\# \text{Activities}_{2008} * \text{Deemed Savings}_{\text{Activity}}) / \# \text{ major measure customers}_{2008}$$

Clear and Distinct Role: PA-submitted documentation of performance relative to targets.

Verifiable Goals: Specific numerical targets for each PA.

Baseline Information: Presented in data tables and PA back-up data spreadsheet.

2. MassSAVE/Weatherization: Increase Direct Installation (DI) bulb penetration {Electric & Gas} – Statewide	
Threshold	Coordinate among all of the residential direct-installation lighting efforts and the Products program on the availability of specialty bulbs for direct installation. Produce a memo from all PAs proposing a strategy to use the current direct-installation bulb procurement process, or an alternative, to ensure the availability of consistent quality specialty bulbs across all PA programs promoting efficient residential lighting. Memo focusing on specialty bulbs to EEAC consultants by April 30, 2010. EEAC consultant comments by May 15, 2010. Final memo by May 30, 2010. Each PA to submit documentation of performance relative to task.
Design	Achieve an overall average increase in number of DI bulbs installed per customer served in Q3-Q4 2010 of 25% or an average total of 11 bulbs, whichever is greater. Base year will be 2009. Each PA to submit documentation of performance relative to target.
Exemplary	Achieve an overall average increase in number of DI bulbs installed per customer served in Q3-Q4 2010 of 40% or an average total of

	12 bulbs, whichever is greater. Base year will be 2009. Each PA to submit documentation of performance relative to target.
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	NSTAR Electric	NGRID Electric	WMECO	Unitil Electric	NSTAR Gas	NGRID Gas	Bay State Gas	Berk. Gas	NE Gas	Unitil Gas
Avg bulbs per home (2009)	12	12	9.5	13	11.25	9.7	9	9	8	8
Design	15	15	11.88	16.25	14.06	12.13	11.25	11.25	11	11
Threshold	16.8	16.8	13.3	18.2	15.75	13.58	12.6	12.6	12	12

Clear and Distinct Role: PA-submitted documentation of performance relative to targets.

Verifiable Goals: Specific numerical targets for each PA.

Baseline Information: Presented in data table and PA back-up data spreadsheet.

3. CoolSmart: Increase % of correct installations {Electric} – Statewide	
Threshold	16% of homes participating in the CoolSmart program that receive an efficient equipment rebate for ducted systems will have equipment installations that include both QI (charge and airflow) and proper sizing (based on completed Manual J) services. Each PA to submit documentation of performance relative to target.
Design	18% of homes participating in the CoolSmart program that receive an efficient equipment rebate for ducted systems will have equipment installations that include both QI (charge and airflow) and proper sizing (based on completed Manual J) services. Each PA to submit documentation of performance relative to target.
Exemplary	20% of homes participating in the CoolSmart program that receive an efficient equipment rebate for ducted systems will have equipment installations that include both QI (charge and airflow) and proper sizing (based on completed Manual J) services. Of these 20% of homes receiving equipment rebates and combined QI and sizing/Manual J services, 10% must also participate in the program’s duct sealing or ESQI component. Each PA to submit documentation of performance relative to target.

Note: Incentives for the exemplary level of this metric are in two parts. Half of the incentive is for achieving the 20% QI/Manual J target, and half is for the duct sealing/ESQI component. The incentive portion allocated to the duct sealing/ESQI component is scalable between the individual PA’s baseline and the 10% target.

QI + Manual J	NSTAR Electric	NGRID Electric	WMECO	Unitil Electric
Baseline (2009)	10%	10%	10% (proxy)	10% (proxy)
Threshold	16%	16%	16%	16%
Design	18%	18%	18%	18%

Exemplary	20%	20%	20%	20%
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DS or ESQI	NSTAR Electric	NGRID Electric	WMECO	Unitil Electric
Baseline (2009)				
Target	10%	10%	10%	10%

Clear and Distinct Role: PA-submitted documentation of performance relative to targets.

Verifiable Goals: Specific numerical targets for each PA.

Baseline Information: Presented in data tables and PA back-up data spreadsheet.

Infrastructure Metrics

4. Community Initiatives {Electric & Gas} – Statewide	
Threshold	Each PA will develop and implement at least one (1) community-based initiative, in collaboration with community-based personnel, to deliver energy efficiency services in at least six (6) communities (e.g. cities, towns, neighborhoods) in the Commonwealth. Gas and Electric PAs will cooperate, as appropriate, on initiatives in shared towns. A shared initiative will be counted as one (1) initiative for each PA. Each PA to submit documentation of performance relative to task.
Design	Establish a PA Community Initiatives Working Group to coordinate with any pertinent EEAC working groups, and to coordinate on-going community initiative efforts. Each PA to submit documentation of performance relative to task.
Exemplary	Produce a final report documenting the results of the initiatives, including lessons learned, by January 31, 2011. Each PA to submit a memo to EEAC consultants and DOER by January 31, 2011 detailing their distinct and clear role in accomplishing this activity.

Clear and Distinct Role: PA-submitted documentation of performance relative to tasks.

Verifiable Goals: Specific numerical target for each PA.

Baseline Information: Various PA-specific pilot efforts (e.g. Marshfield) but no comprehensive statewide approach.

5. MassSAVE: Facilitate Inclusion of Independent Energy Auditors {Electric & Gas} – Statewide	
Threshold	To address the need to engage independent energy auditors in the auditing services of the RCS auditing service of the

	<p>MassSAVE program, the PAs will:</p> <ul style="list-style-type: none"> • Document the standards for vendor services (e.g. accreditation/certifications, cost-effectiveness, administration, reporting to DOER and PAs, training requirements, pricing) and provide a detailed specification on each component of the new program audit process. • Prepare and send an RFQ to independent energy auditors to determine the approximate pool of qualified individuals and companies. <p>Each PA to submit a memo to EEAC consultants and DOER by May 1, 2010 detailing their distinct and clear role in accomplishing these activities.</p>
Design	<p>Each PA will work to expand the pool of independent auditors, indentified through the RFQ process, qualified to deliver auditing services in the Commonwealth. Each PA will coordinate with their primary vendor to integrate customers brought to the program by pre-qualified independent energy auditors. Each PA to submit a memo to EEAC consultants and DOER by July 1, 2010 detailing their distinct and clear role in accomplishing this activity.</p>
Exemplary	<p>Prepare a statewide multi-PA report documenting the initiative to be delivered to EEAC consultants and DOER by January 15, 2011. Include in the report lessons learned and recommendations for continuing efforts to expand the program services delivery base.</p> <p>Each PA to submit a memo to EEAC consultants and DOER by January 31, 2011 detailing their distinct and clear role in preparing the report.</p>

Clear and Distinct Role: PA-submitted documentation of performance relative to tasks.

Verifiable Goals: Standards documents, RFQ, subset of auditing work to independents, statewide report.

Baseline Information: No independent energy auditors currently participating.

Metric Weighting – Electric

1. MassSAVE/Weatherization: Deeper Savings (22.5%)
2. MassSAVE/Weatherization: Increase DI bulb penetration (22.5%)
3. CoolSmart: Increase % of correct installations (10%)
4. Community Initiatives (22.5%)
5. MassSAVE: Explore inclusion of Energy Professionals (22.5%)

Metric Weighting – Gas (proposed)

1. MassSAVE/Weatherization: Deeper Savings (25.0%)

2. MassSAVE/Weatherization: Increase DI bulb penetration (25.0%)
5. Community Initiatives (25.0%)
6. MassSAVE: Facilitate Inclusion of Independent Energy Auditors (25.0%)