



# Quarterly Report: Quantitative Results Second Quarter 2011

*Presentation to the EEAC*

*September 20, 2011*



# Key Statewide Findings

- Overall results:
  - Residential sector showing overall strong results for the quarter
  - Low Income sector picking up after slow winter start; continuing interest in MF
  - C&I sector behind target: projects are being committed but economic conditions are creating customer uncertainty
  - YTD Q2 Spending v 2010 is up overall 52% electric, 38% gas.
- Q2 activity picks up, but continues to show “hockey stick” effect
  - Increased activity over Q1
  - Continued ramp-up of program
- Continued progress on integration of gas/electric planning and implementation
  - Residential innovations include program architecture, integrated materials, statewide marketing

# Electric Portfolio

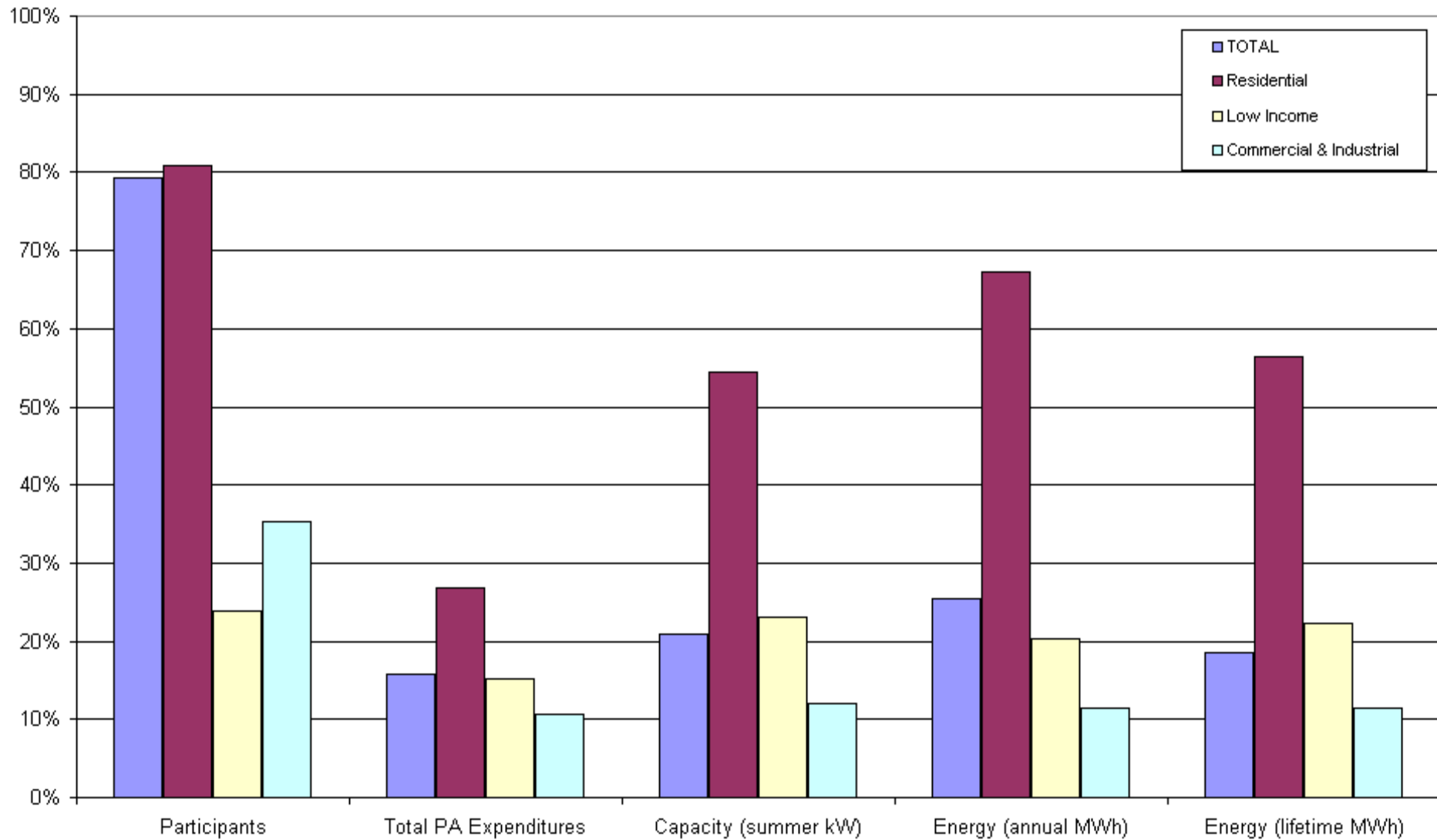




# Portfolio Summary – Statewide Electric

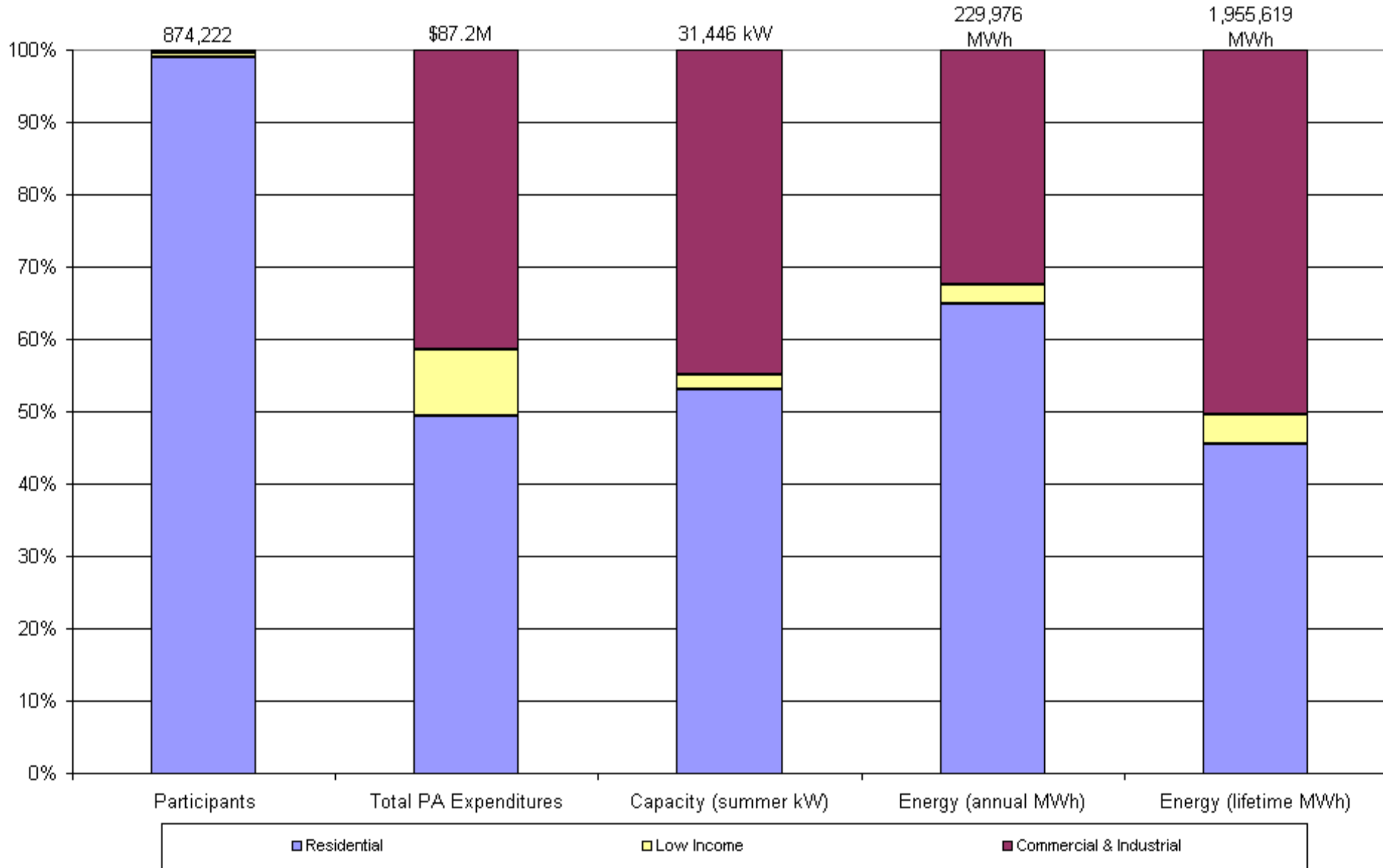
- Overall – Electric YTD (% of 2011 goal)
  - Participation - 79%
  - Spending - 16%
  - Capacity (summer kW) – 21%
  - Energy (annual MWh) - 25%
  - Energy (lifetime MWh) - 19%
    - Overall spending is up 52% over 2010, although percentage of annual budget is down
    - Savings as percent of plan are about the same as 2010
    - Participation percentage and percentage of lifetime MWh goal affected by Behavior/Feedback programs

**Statewide Electric Programs - Q2, 2011**  
**YTD Preliminary Actuals as a Percent of Plan Goal**



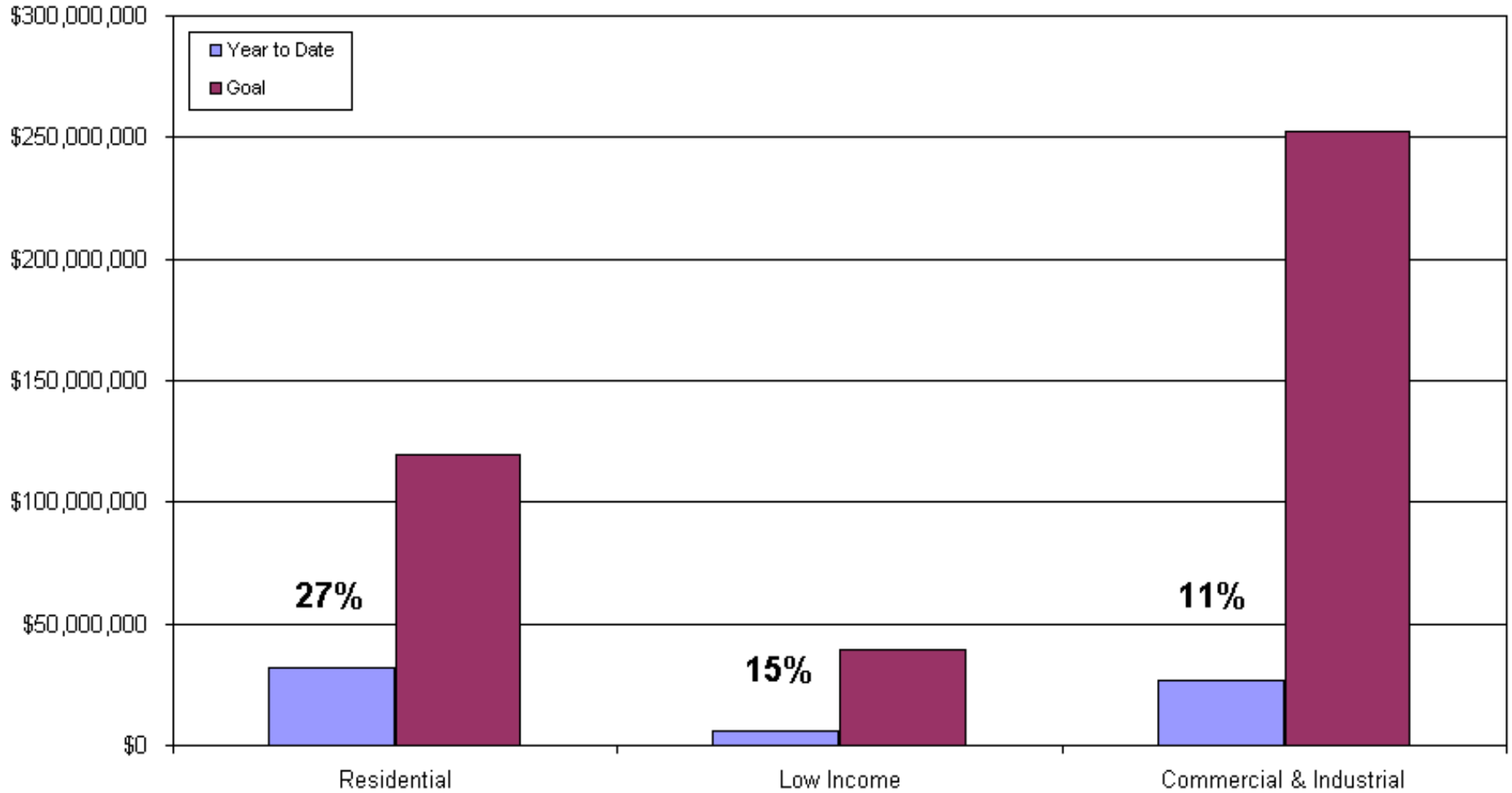
NOTES: This data is preliminary and subject to revision and check. Costs and savings will not align until year end and it is important to understand that savings and costs do not accrue linearly throughout the program year.

## Statewide Electric Programs - Q2 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 Electric Programs - Q2, 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.

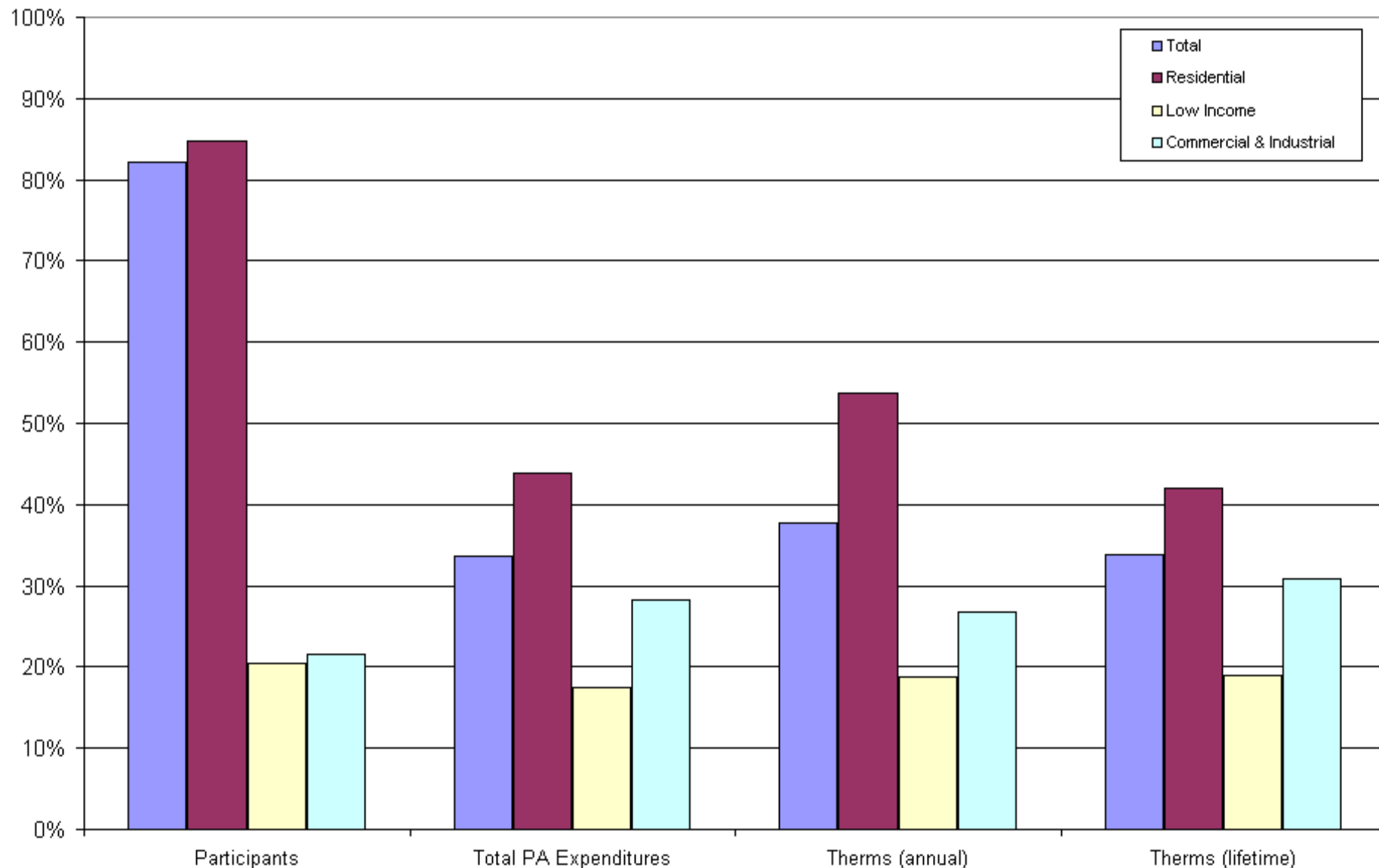
# Gas Portfolio



# Portfolio Summary – Statewide Gas

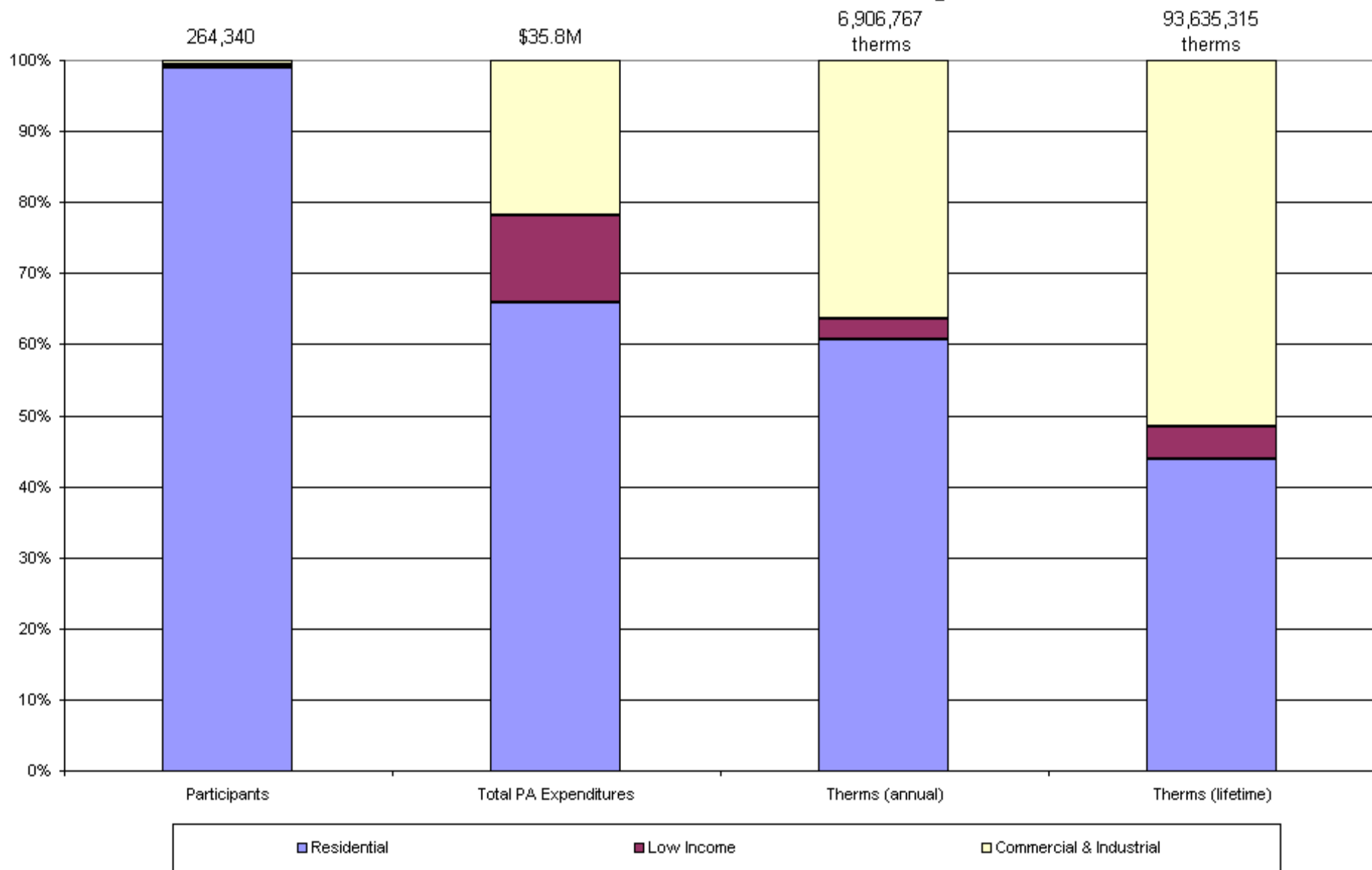
- Overall – Gas YTD (% of 2011 goal)
  - Participation - 85%
  - Spending - 34%
  - Savings (annual Therms) - 38%
  - Savings (lifetime Therms) - 34%
    - Overall spending is up 40% over 2010, percentage of annual budget is about the same as 2010
    - Overall savings is up 34% over 2010, however annual savings as percentage of plan is lower
    - Participation percentage affected by Behavior/Feedback program

### Statewide Gas Programs - Q2, 2011 YTD Preliminary Actuals as a Percent of Plan Goal



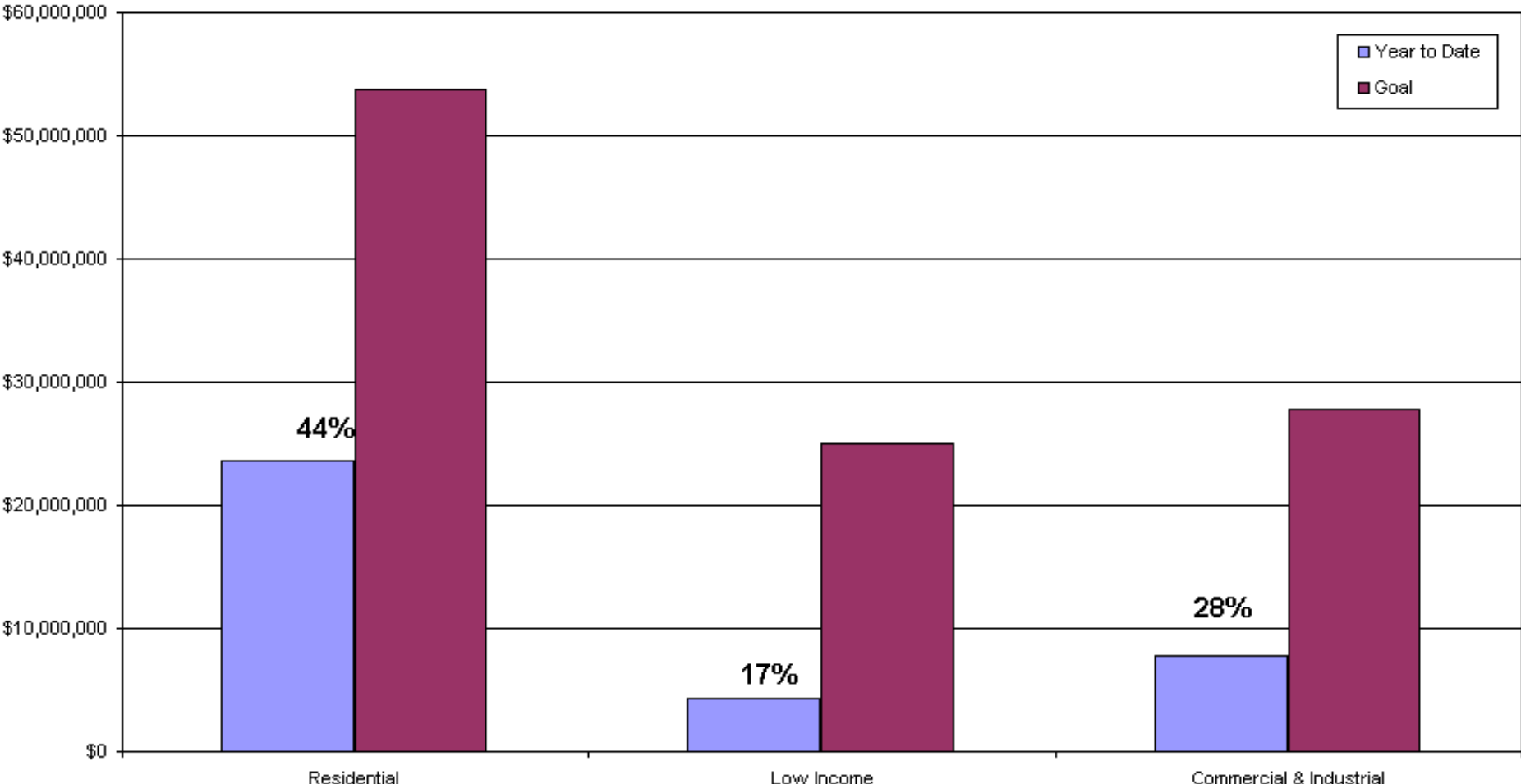
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## Statewide Gas Programs - Q2, 2011 Sector Contributions to YTD Costs and Savings



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 - Q2, 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 - 81%
- Spending - 27%
- Capacity (summer kW) – 55%
- Energy (annual MWh) - 67%
- Energy (lifetime MWh) - 56%

## • Gas

- Participation - 85%
- Spending - 44%
- Savings (annual Therms) - 54%
- Savings (lifetime Therms) - 42%

Overall strong results for Q2: Electric spending is up 30% over 2010; Gas spending up 34%.

High enrollment in Behavior program boosts participant numbers

Residential Gas HEHE (revised) showing strong demand

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

PAs continue to focus on integration in the Multifamily Retrofit Program across the state

Home Energy Services (HES) new contractor model & training finalized in Q2 for Q3 roll out. Activity expected to increase in Q3 & Q4.

# Low Income Programs

## ● Electric

- Participation - 24%
- Spending - 15%
- Capacity (summer kW) – 23%
- Energy (annual MWh) - 20%
- Energy (lifetime MWh) - 22%

## ● Gas

- Participation - 20%
- Spending - 17%
- Savings (annual Therms)-19%
- Savings (lifetime Therms)-19%

Low Income program activity normally starts slowly in the winter period- Q2 had increased activity

Overall, Electric spending is up 27% over 2010; Gas spending up 50%

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

Interest in Multifamily is high – increased activity in Q2 and expected to increase in Q3

## ● Electric

- Participation - 35%
- Spending - 11%
- Capacity (summer kW) – 12%
- Energy (annual MWh) - 11%
- Energy (lifetime MWh) - 11%

## ● Gas

- Participation - 22%
- Spending - 28%
- Savings (annual Therms)-27%
- Savings (lifetime Therms)-31%

Electric spending down 14% v. 2010; Gas spending up 47%. Electric overall savings lower than 2010, gas overall savings higher

C&I Programs historically move slowly in Q1 & Q2 as projects are initiated, installations completed and QC finished

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

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

# Data Dashboard

## YTD through July 31, 2011



# September Data Dashboard

- PAs continue to make forward progress on challenging 2011 goals
- Overall – Electric YTD (% of 2011 goal)
  - Energy (annual MWh) - 25% in Q2 to 28% through July
  - Energy (lifetime MWh) - 19% in Q2 to 23% through July
- Overall – Gas YTD (% of 2011 goal)
  - Savings (annual Therms) - from 38% in Q2 to 40% through July
  - Savings (lifetime Therms) – from 34% in Q2 to 37% through July
- Electric C&I sector jumped from 11% to 15% of goal in one month; starting to pick up steam