

2018 Plan Update of the 2016-2018 Conservation & Load Management Plan

Connecticut General Statutes—Section 16-245m(d)

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2018 PLAN UPDATE OF THE 2016-2018 CONSERVATION & LOAD MANAGEMENT PLAN

Connecticut General Statutes—Section 16-245m(d)

CHAPTER ONE: OVERVIEW (ELECTRIC AND NATURAL GAS)

In accordance with Connecticut General Statutes § 16-245m and § 16-32f, The Connecticut Light and Power Company (“CL&P”) doing business as Eversource Energy (“Eversource”) and The United Illuminating Company (“United Illuminating”) (collectively, the “Electric Companies”), and The Connecticut Natural Gas Corporation (“CNG”), The Southern Connecticut Gas Company (“SCG”), and Yankee Gas Services Company (“Yankee Gas”) doing business as Eversource Energy, (collectively the “Natural Gas Companies”) hereby submit the 2018 Plan Update (“2018 Plan Update” to the 2016-2018 Conservation & Load Management Plan (“2016-2018 Plan”).

On December 31, 2015, the Department of Energy and Environmental Protection (“DEEP”) issued its final Approval with Conditions of the 2016-2018 Plan and in March 2016, DEEP issued additional conditions for approval (collectively, the “Final DEEP Approval”¹). On December 30, 2016, DEEP issued its Approval with Conditions of the 2017 Plan Update to the 2016-2018 Plan (hereinafter “2017 Update Approval”²).

This 2018 Plan Update is a continuation (third year) of the currently approved 2016-2018 Plan that will guide the Electric Companies and the Natural Gas Companies (collectively, the “Companies”) in addressing the Final DEEP Approval, the 2017 Update Approval, current energy price forecasts, energy-efficiency programmatic trends and results, evaluation findings, previous compliance items, public input comments, and the policies and strategies referenced in the

¹ Department of Energy and Environmental Protection. *Approval with Conditions of the Connecticut Energy Efficiency Fund’s Electric and Natural Gas Conservation and Load Management Plan for 2016 through 2018*. December 31, 2015. Available at:

http://www.ct.gov/deep/lib/deep/energy/conserloadmgmt/2016_2018_CLM_PLAN_FINAL.pdf.

² Department of Energy and Environmental Protection. *Approval with Conditions of the 2017 Plan Update to the 2016-2018 Plan*. December 30, 2016. Available at:

[file:///C:/Users/owner/AppData/Local/Packages/microsoft.windowscommunicationsapps_8wekyb3d8bbwe/LocalS tate/Files/S0/6353/DEEP%20Response%20to%202017%20Update%20of%202016-18%20C&LM%20Plan\[1\]\[7783\].pdf](file:///C:/Users/owner/AppData/Local/Packages/microsoft.windowscommunicationsapps_8wekyb3d8bbwe/LocalS tate/Files/S0/6353/DEEP%20Response%20to%202017%20Update%20of%202016-18%20C&LM%20Plan[1][7783].pdf).

draft 2017 Comprehensive Energy Strategy for the state of Connecticut³. The 2018 Plan Update covers year 19 of electric conservation programs since the passage of the state’s restructuring legislation (Public Act 98-28), and year 12 of the natural gas conservation programs since the passage of Connecticut’s energy independence legislation (Public Act 05-01).

The 2018 Plan Update includes slight programmatic enhancements and modifications designed to allow Connecticut to maintain its leading-edge status, and to demonstrate the Companies’ continued commitment to the twelve priorities of the 2016-2018 Plan:

Table 1-1: 2016-2018 Plan Priorities

Priority 1: Maintain continuity and momentum.
Priority 2: Commitment to continuous improvement.
Priority 3: Scale and broaden the reach of programs to provide services to new or underserved markets.
Priority 4: Deliver comprehensive and deeper savings for all customer segments.
Priority 5: Tailor program offerings to enhance customer engagement and increase program effectiveness.
Priority 6: Maximize the impact of funds received from all customer segments.
Priority 7: Make improvements and revisions to the Home Energy Solutions SM program.
Priority 8: Integration of energy-efficiency and renewable offerings.
Priority 9: Encourage innovative strategies such as code initiatives, creative financing offerings, expanding trade ally participation, and upstream offerings.
Priority 10: Research new and emerging demand reduction, demand response, and energy-efficient technologies.
Priority 11: Shift the market toward Zero Net Energy buildings.
Priority 12: Advance the capacity of the public, clean energy workforce, and students through training and education.

³ Department of Energy and Environmental Protection. *Draft 2017 Comprehensive Energy Strategy*. Available at: http://www.ct.gov/deep/lib/deep/energy/ces/2017_draft_comprehensiveenergystrategy.pdf.

2017 AWARDS, RECOGNITIONS, AND NATIONAL CONFERENCES

The Companies and the Energy Efficiency Board are recognized as national leaders in the design and delivery of cost-effective and innovative energy-efficiency programs. For the past 11 years, Connecticut has achieved a perennial top-ten ranking by the American Council for an Energy Efficient Economy’s (“ACEEE”) State Energy Efficiency Scorecard (“Scorecard”). In September 2017, Connecticut’s energy policies and energy-efficiency programs were ranked sixth in the nation by the 2017 Scorecard. The 2017 Scorecard notes that Connecticut earned its ranking due to its “leading the way in state government initiatives” and the state’s ability to “explore and promote innovative financing mechanisms to leverage private capital and lower the upfront costs of energy-efficiency measures.” Connecticut was previously ranked fifth in the 2016 Scorecard.

In April 2017, the U.S. Environmental Protection Agency (“EPA”) recognized Energize Connecticut partners—Eversource, United Illuminating, CNG, and SCG—as a 2017 ENERGY STAR® Partner of the Year for Energy Efficiency Program Delivery. One of the EPA’s highest honors, this award recognizes organizations, states, and utilities for their environmentally responsible and innovative implementation of energy-efficiency programs, and for broadening access to ENERGY STAR products and resources to all customers. The Companies were previous recipients of this prestigious award in 2016.

Additionally, in April 2017, the ACEEE released its first 2017 Utility Energy Efficiency Scorecard. The Scorecard ranks the 51 largest United States electric utilities on utility-sector energy-efficiency programs and policies. Eversource (Connecticut) was ranked fifth in the nation. During the 2017 program year, the Companies and the Energy Efficiency Board received additional awards and recognition, including the following:

Table 1-2: 2017 Awards & Recognitions

<p>2017 ENERGY STAR Certified Homes Market Leader Award</p>	<p>Eversource and United Illuminating were both recipients of the EPA’s 2017 ENERGY STAR Certified Home Market Leader Award. This award recognizes outstanding partners who have made important contributions to energy-efficient construction and environmental protection by building or verifying an outstanding number of ENERGY STAR-certified homes, or by sponsoring a local program that supported those activities during the previous year.</p>
<p>2017 EPA Environmental Merit Award</p>	<p>Energize Connecticut, Eversource, United Illuminating, CNG, and SCG received the 2017 EPA Environmental Merit Award for their innovative pilot program—the Energize CT House of Worship Team. This pilot program worked with houses of worship in Bridgeport, Conn., to successfully reduce their buildings’ energy use and costs.</p>

In order to maintain Connecticut’s status as a national leader in delivering energy-saving programs and initiatives, the Companies’ staff publish papers and present at national and regional conferences. By presenting on the state’s innovative approaches, lessons learned, and best practices, the Companies effectively promote Energize Connecticut programs and the Connecticut clean energy workforce on a national stage.

In late 2016 and in 2017, the Companies presented at numerous energy and climate change forums, including:

Table 1-3: Late 2016 and 2017 Presentations and Conferences

<p>2017 Home Performance Coalition’s National Home Performance Conference, Nashville, TN (March 2017)</p>	<ul style="list-style-type: none"> • Panel presentation by Eversource and United Illuminating: <i>Survey of Low-Income Energy Efficiency Programs & Best Practices.</i> • Panel presentation by Eversource and United Illuminating: <i>Tell Me More...Engaging the Community—Homeowner Education & Community Collaboration for Increased Efficiency.</i> • Panel presentation by Eversource and United Illuminating: <i>Who’s Keeping Score? Using Home Performance with ENERGY STAR and Home Energy Score Together.</i>
<p>2017 ACEEE’s National Symposium on Market Transformation, Arlington, VA (April 2017)</p>	<ul style="list-style-type: none"> • Moderator and Panel presentation by Eversource: <i>Making the Case for Control Technologies in C&I.</i> • Panel presentation by United Illuminating: <i>Bringing Low-Income Programs to Scale.</i>
<p>2017 US Department of Energy’s Better Buildings Summit, Washington, DC (May 2017)</p>	<ul style="list-style-type: none"> • Panel presentation by United Illuminating: <i>Who’s Keeping Score? Connecticut’s Integration of Home Score with HPwES.</i>
<p>2017 Association of Energy Service Professionals (“AESP”) Summer Conference, Toronto, Ontario (August 2017)</p>	<ul style="list-style-type: none"> • Panel presentation by United Illuminating: <i>Transforming the Residential HVAC and DHW Industry to Upstream.</i>
<p>2017 ACEEE National Conference on Energy Efficiency as a Resource, Litchfield Park, AZ (October 2017)</p>	<ul style="list-style-type: none"> • Panel presentation by Eversource: <i>Organizations Evolve Toward Sustainability: The Business Sustainability Challenge.</i> • Panel presentation by United Illuminating: <i>The Many Benefits of Upstream Programs.</i> • Panel presentation by Eversource and United Illuminating: <i>Advancing to Smart and Sustainable Communities.</i>
<p>2017 Behavior, Energy & Climate Change Conference, Sacramento, CA (October 2017)</p>	<ul style="list-style-type: none"> • Panel presentation by United Illuminating: <i>Behavior Change Strategies to Advance Sustainable Business Practices.</i>

2016-2018 PRIORITIES AND THEMES

In 2017, the Companies continued to engage Connecticut’s business, industrial, and residential customers in actively saving energy through their cost-effective, innovative initiatives, pilots, and programs. These efforts were guided by the goals and priorities of the 2016-2018 Plan, the Final DEEP Approval, and the 2017 Update Approval.

COMPREHENSIVE ENERGY STRATEGY

In the 2016-2018 Plan, the Companies noted that the planned initiatives and programs would support state policy priorities, including Connecticut’s Comprehensive Energy Strategy (“2013 CES”). The 2013 CES, originally released in February 2013 by DEEP, is an assessment and strategic plan for all commercial, industrial, and residential energy issues, including electricity supply (e.g., renewables), energy efficiency, industrial energy needs, natural gas, and transportation. By statute⁴, DEEP must periodically update the 2013 CES to assess and plan for all energy needs in the state. Throughout 2017, DEEP worked with stakeholders to update the original 2013 CES and issued an updated draft document (“Draft 2017 CES”) in late July. The Final 2017 CES should be completed during the 2018 program year.

Benefit-Cost Testing Methodology

For the 2018 Plan Update, the Companies will continue to work with DEEP to explore modifications to their current benefit-cost testing methodology. These modifications will better align the methodology with the Final 2017 CES by fully reflecting the value of energy choices that reduce customer costs and greenhouse gas emissions. As planned for in the 2017 Plan Update, throughout 2017 the Companies worked with DEEP to explore methodology modifications to reflect the value of fuel conversions that reduce customer costs and greenhouse gas (“GHG”) emissions. In 2018, the Companies plan to continue their collaborative work with DEEP to better align benefit-cost testing with the goals of the Final 2017 CES.

Pursue Strategic Electrification in Residential Buildings

In 2018, to provide support for the 2017 Final CES, the Companies will explore the development of an all-electric package for the Residential New Construction program. The Draft 2017 CES

⁴ Conn. Gen. Stat CT § 16a-3d.

notes that the state should: “Pursue strategic electrification, including encouraging the utility companies to promote the installation of efficient heat pumps, initially focusing on buildings currently heated by electric-resistance heating systems and on new construction, then eventually replacing combustion heating systems as the electric power sector becomes cleaner.”⁵

Additionally, the Companies may explore an Electric Vehicle (“EV”) Readiness Criteria in 2018. The initial vision for the EV Readiness Criteria is something similar to the Solar Photovoltaic Readiness Criteria that the Companies have already integrated into the Residential New Construction program. For more information regarding these strategic electrification updates, please see Chapter Two of this 2018 Plan Update.

IMPLEMENTING PEAK DEMAND REDUCTION STRATEGIES

Current Peak Demand Reduction Control Strategies

The 2017 Update Approval also noted that the “Companies shall consider reallocating additional budget dollars to demand reduction pilots and programs in 2018 to increase the focus...on reducing peak demand.” In 2018, the Companies will continue to focus their efforts on reducing peak demand through their existing Demand Reduction Control pilots.

In 2017, Eversource launched its two Active Demand Reduction Control pilots to test if Wi-Fi thermostats and plug load controls could achieve demand reductions for residential customers. Also in 2017, Eversource implemented three Integrated Demand Reduction Control pilots to determine if full-scale demand reduction and demand response technologies were economically viable, feasible, and reliable as demand resource strategies for C&I facilities. These three pilots tested demand reduction strategies for these C&I market segments: small business, mid-market, and large C&I facilities.

In 2016, United Illuminating launched its Window A/C Demand Reduction pilot to better understand the potential demand reductions that could be achieved from window A/C units, a participant’s response to an event, and overall pilot satisfaction. In 2017, United Illuminating continued implementing the Window A/C Demand Reduction pilot, and also integrated controls for dehumidifiers. Additionally in 2017, United Illuminating also kicked off its Central A/C Demand Reduction pilot (“Bring Your Own Thermostat pilot”) targeting residential and a subset

⁵ Department of Energy & Environmental Protection. *2017 Comprehensive Energy Strategy*. Draft: July 2017. Available at: http://www.ct.gov/deep/lib/deep/energy/ces/2017_draft_comprehensiveenergystrategy.pdf.

of small business customers. In 2017, United Illuminating also kicked off its Geo-Targeted C&I Demand Reduction pilot and is actively enrolling participants for the pilot's start in the winter of 2017. For the 2018 Plan Update, United Illuminating will launch its Peak Time Rebate pilot by 2018.

Evaluations of Eversource's Active Demand Reduction Control (residential) and Integrated Demand Reduction Control (C&I) pilots are currently analyzing the pilots' initial implementation periods in 2017, and midterm results are expected in late 2017 and early 2018. In 2018, Eversource will review the midterm evaluation results and supplement pilot activity as necessary to explore lessons learned, potentially add new sites/customers, and investigate concerns that need further study.

Evaluations of United Illuminating's Demand Reduction pilots are also currently underway, with midterm results expected for the 2016 & 2017 Window AC and the 2017 Central AC pilot summer seasons expected in early 2018. Additional results from the yet to come winter and summer seasons for the Dehumidifiers, HPWH, Geo-Targeted C&I, and Peak Time Rebate pilots are expected in early 2019.

Eversource's and United Illuminating's third-party evaluations will help guide any necessary programmatic adjustments to the current Demand Reduction Control pilot designs, and help prepare the Companies for future full-scale program design and implementation.

Residential Peak Demand Reduction Program

Additionally, per Condition No. 2 of the 2017 Update Approval, United Illuminating was directed to develop a proposal to implement a broader basic Residential Peak Demand Reduction program in 2018, and implement the proposed program in 2018. The two main goals for this program are to: 1) Reduce and/or shift peak demand; and 2) Increase the number of customers on Rate RT (United Illuminating's residential time-of-use rate). For more details regarding the Residential Peak Demand Reduction program, please see Chapter Three of this 2018 Plan Update.

DELIVERING COMPREHENSIVE C&I SOLUTIONS

For the 2018 Plan Update, the Companies will continue to encourage C&I customers, designers, and contractors to implement comprehensive holistic projects where multiple energy-efficiency measures are simultaneously installed. The Companies' C&I Comprehensive push will continue to focus on projects that combine multiple high-efficiency HVAC equipment and systems with more typical energy-saving measures, such as high-efficiency lighting.

By increasing program comprehensiveness, the Companies can tailor customer-centric solutions for the C&I Program Portfolio's ten target market segments⁶ and increase energy savings. This customer-centric approach allows the Companies to match a C&I customer's individual business needs and equipment with the appropriate C&I Solution; while helping a customer realize energy savings and associated non-energy benefits (e.g., aesthetics, increased worker productivity, streamlined manufacturing processes, and water conservation).

This increased focus on comprehensiveness in 2018 will include the creation of a Building Controls Trade Ally Network and possible modifications to the Companies' commissioning offerings, which are detailed more fully in Chapter Two of this 2018 Plan Update.

Increased Focus on Long-Term Engagement with Customers

For the 2016-2018 Plan⁷, the Companies committed to increasing their focus on long-term engagement with customers, in order to move their buildings and facilities toward deeper and more comprehensive energy savings. In 2018, the Companies will continue to recruit C&I customers through innovative engagement tools, such as multi-year Memorandums of Understanding and/or Customized Solutions Partnerships, and Strategic Energy Management endeavors with large energy users. These tools have proven to be effective in increasing the comprehensiveness of energy-saving projects in Connecticut, and also heighten customer engagement.

Strategic Energy Management

In 2018, the Companies will maintain their commitment to enhance support for 2030 districts for high-performance buildings and other community-related initiatives. The Companies recognize that 2030 districts and similar high-performance community initiatives are valuable opportunities to promote Strategic Energy Management to the private building sector.

In 2018, the Companies will continue to explore whether energy savings can be claimed through the valuable behavior-based efforts of the Business Sustainability Challenge.

⁶ 2016-2018 Plan, pp. 346-376.

⁷ 2016-2018 Plan, p. 325.

CONTINUED SHIFT TO UPSTREAM REBATE MODELS

As noted in the 2016-2018 Plan⁸ and the 2017 Plan Update⁹, both the Companies' Residential and C&I Program Portfolios shifted rebates for high-efficiency equipment toward upstream models. In a traditional rebate model (downstream), rebates are given directly to customers, while in an upstream model, the incentives (rebates) are directed toward trade allies, such as contractors, distributors, and manufacturers.

In 2018, the Companies' C&I Program Portfolio will explore moving additional rebates upstream for high-efficiency HVAC equipment and lighting.

OPEN COMPETITIVE PROCESS TO EDUCATE CHILDREN AND STUDENTS

In early 2017, in response to Condition No. 4 of the DEEP Final Decision, the Companies issued an open competitive RFP process for 2017-2018 educational services, and developed a vendor criteria matrix to determine the winning bid(s). The selected professional services vendor(s) will work with the Companies to implement the Companies' K-12 Education programs and services beginning in the fourth quarter of 2017. This includes: (1) developing and conducting professional development for educators, including train-the-trainer workshops, (2) delivering targeted in-classroom lessons and program recruitment, (3) supporting the annual student contest, and (4) modernizing and updating lessons and materials.

A new competitive process for educational professional services will be initiated in October 1, 2018 to coincide with next year's planning process for the 2019-2021 Plan.

FUNDING SOURCES (CURRENT, FUTURE & POTENTIAL)

The primary funding sources for the 2018 Plan Update will be the three-mill charge and the electric three-mill Conservation Adjustment Mechanism ("CAM") less the gross receipts tax assessed on customer electric bills, and the contributions from natural gas customers on firm rates through the natural gas CAM. The Regional Greenhouse Gas Initiative ("RGGI") and ISO New England's Forward Capacity Market serve as additional funding sources. For the 2018 Plan Update, the latest estimated statewide funding sources are summarized in Tables 1-4, 1-5, 1-6, and 1-7 on the following two pages.

⁸ 2016-2018 Plan, p. 281.

⁹ 2017 Plan Update, p. 6.

For the 2018 Plan Update, the Electric Companies' Utility Sales (affecting the Mill Rate) have decreased slightly, while the Independent System Operator-New England's ("ISO-NE") Forward Capacity Market ("FCM") revenues have increased. RGGI funding was significantly reduced based on Connecticut legislative reductions, and the forecasts based on the latest round of market auctions. The reduced RGGI funding will greatly limit the Companies' abilities to provide energy-saving measures for oil-heated homes and have an overall impact on capping Home Energy Solutions program budgets.

Additionally, SCG's models assume decoupling starting in 2018 for natural gas revenues, while Eversource's (natural gas) models now assume decoupling will not begin until 2019. The updated revenue figures are based on current centum cubic feet ("CCF") sales forecasts.

Table 1-4: Electric Program Funding Sources*

Funding Sources	2018			2019		
	2018 ES (CT) Electric Revenues	2018 UI Electric Revenues	2018 Combined Total	2019 ES (CT) Electric Revenues	2019 UI Electric Revenues	2019 Combined Total
Collections (Mill Rate)	\$63.77	\$15.53	\$79.30	\$62.80	\$15.49	\$78.29
ISO New England	\$34.98	\$8.51	\$43.49	\$30.09	\$8.06	\$38.15
RGGI	\$5.53	\$1.38	\$6.91	\$5.64	\$1.41	\$7.05
CAM (net of gross receipts tax)	\$59.27	\$14.50	\$73.77	\$58.36	\$14.46	\$72.82
TOTAL (energy-efficiency revenues)	\$163.55	\$39.92	\$203.47	\$156.89	\$39.42	\$196.31

*In millions.

Table 1-5: Comparison to March 1, 2017 Filing (Electric Revenues)

Funding Sources	2018 Eversource Revenues	2018 United Illuminating Revenues	2018 Total Electric Revenues
Collections (Mill Rate)	-	(\$15,001)	(\$15,001)
ISO New England FCM Revenues	\$3,557,002	-	\$3,557,002
RGGI	(\$7,762,380)	(\$2,201,660)	(\$9,964,040)
CAM (net of gross receipts tax)	-	(\$15,106)	(\$15,106)
Prior Period Carry Over/(Under Recovery)	-	-	-
Estimated Interest Due to Company/Other Revenues	-	-	-
TOTAL REVENUES	(\$4,205,358)	(\$2,231,767)	(\$6,437,125)

Table 1-6: Natural Gas Program Funding Sources*

Natural Gas Energy Efficiency Revenues	2018 Conservation Adjustment Mechanism	2019 Conservation Adjustment Mechanism
Eversource (CT) Natural Gas Revenues	\$22.14	\$22.75
Connecticut Natural Gas Revenues	\$16.43	\$16.91
Southern Connecticut Gas Revenues	\$13.95	\$14.15
TOTAL: (energy-efficiency revenues)	\$52.52	\$53.81

*In millions.

Table 1-7: Comparison to March 1, 2017 Filing (Natural Gas Revenues)

Natural Gas Energy Efficiency Revenues	2018 Eversource Revenues	2018 CNG Revenues	2018 SCG Revenues	2018 Total Revenues
Conservation Adjustment Mechanism ("CAM")	(\$4,109,665)	(\$908,195)	(\$750,134)	(\$5,767,995)
TOTAL REVENUES	(\$4,109,665)	(\$908,195)	(\$750,134)	(\$5,767,995)

Table 1-8: 2018 Statewide Electric & Natural Gas Savings, Spending and Benefits

BUDGETS			ANNUAL SAVINGS						
Electric (\$M)	Gas (\$M)	TOTAL (\$M)	Electric (MWh)	Peak (MW)*	Gas (Mcf)	Oil (gallons)	Propane (gallons)	Emissions (tons)	Lifetime Benefit (\$M)
\$203.48	\$52.52	\$256.00	400,151	99	6,983	849,287	182,631	219,908	\$683.78

* Savings includes 47.5 MW from ISO Demand Response.

CHAPTER TWO: PLAN UPDATES

The Companies developed the 2018 Plan Update's programmatic changes in collaboration with the Energy Efficiency Board, the Energy Efficiency Board Consultants, and DEEP. The 2018 Plan Update covers year three of the 2016-2018 Plan. Building upon the momentum of the 2016-2018 Plan and the systematic program enhancements of the 2017 Plan Update, the Companies intend to maintain Connecticut's leading-edge status in 2018. The Companies plan to implement minor enhancements to Energize Connecticut programs that will still align with the core twelve 2016-2018 Plan priorities, while allowing them to affect changes that keep the programs ahead of the latest building codes, emerging technologies, and market trends.

Chapter Two details the programmatic changes and updates for the Residential Program Portfolio, the Commercial and Industrial ("C&I") Program Portfolio, and the Demand Reduction Strategies Portfolio. Chapter Three describes United Illuminating's plans for a Residential Peak Demand Reduction program. Chapter Four provides a Budget Summary of the 2018 and 2019 Program Years based on both the latest revenue forecasts and proposed program changes as described in this 2018 Plan Update.

The Companies request approval from DEEP to implement the changes referenced in Chapters Two, Three, and Four for the 2018 program year, with the understanding that the final budgets and savings reflecting year-end 2017 actual results will be filed on March 1, 2018.

2018 RESIDENTIAL PROGRAM CHANGES

For more than 20 years, the Companies have implemented and delivered comprehensive energy savings, innovative programs, and cost-saving solutions to residential customers statewide. The 2016-2018 Plan's Residential Program Portfolio focuses on providing energy-saving opportunities to all residential customer segments; regardless of what fuel they use to heat and power their home.

RESIDENTIAL RETAIL PRODUCTS PROGRAM

Broadening Programs to Service Hard-to-Reach Customers

Throughout 2017, the Companies implemented a revised residential lighting strategy for the Residential Program Portfolio to address advancing and emerging lighting technologies,

marketplace trends, and new ENERGY STAR specifications. Building upon their work in 2017, the Companies remain set on broadening the reach of 2018 programs and marketing to promote LED technologies, including enhanced focus on promoting bulbs sold in hard-to-reach (“HTR”) markets.

HTR markets are customer segments typically not reached through conventional marketing and retail channels, and are typically described in demographic terms (i.e., ethnic, limited-income, and/or rural).

In 2018, the Companies will closely monitor the retail lighting marketplace to determine if reduced energy savings from lighting measures will have an adverse effect on the Residential Program Portfolio.

Retail Products Platform and Appliances/Electronics

For the 2016-2018 Plan, the Companies committed to explore partnering with the EPA and national retailers to support the ENERGY STAR Retail Products Platform (“RPP”) in Connecticut. RPP is a market transformation initiative that offers direct retailer incentives to big-box retail stores (e.g., Best Buy, Home Depot, and Sears) to increase the stocking and sale of energy-efficient appliances and electronics (e.g., dryers, freezers, home theater devices, and sound bars). The Companies are exploring piloting the RPP in 2018.

In the summer of 2017, the Companies issued a Request for Proposal (“RFP”) for an Appliances Closed-Loop Marketing and Rebate Fulfillment platform, including an Online Marketplace option to support the promotion of appliance rebates and the sale of small energy-efficient appliances such as smart power strips, lighting, and other items. The Companies will review the information provided by RFP bid responses to determine the best strategy for the promotion of appliance rebates in Connecticut.

HVAC AND DOMESTIC HOT WATER PROGRAM

Support of the 2017 Comprehensive Energy Strategy

In the 2017 Plan Update, the Companies committed to working with DEEP to explore modifications to current benefit-cost testing methodology [Non-Energy Impacts (“NEIs”)] to better align the tests with the Final 2017 CES by fully reflecting the value of energy choices that reduce customer costs and greenhouse gas emissions. Throughout 2017, the Companies held several discussions with DEEP regarding NEIs.

For the 2018 Plan Update, the Companies will continue to explore modifications to the benefit-cost testing, particularly for the measures receiving incentives in the HVAC and Domestic Hot Water (“DHW”) program. The 2017 CES promotes a strategic electrification strategy for the state, and the Companies’ intent is to begin preparing for how they will support this strategy in the 2018 Plan Update.

Early Retirement Rebates

For the 2018 Plan Update, the Companies will explore reintroducing an early retirement rebate for storage water heaters (natural gas and heat pump water heaters), and other HVAC equipment. As part of their support for the Final 2017 CES and its pursuance of strategic electrification, the Companies will determine the best approach for serving customers who convert from oil or propane to electric. In 2018, the Companies may explore promotions and/or early retirement incentives for natural gas high-efficiency boilers and furnaces, and air-to-air heat pumps for central air conditioning.

RESIDENTIAL NEW CONSTRUCTION PROGRAM

Fully-Electric Package

For the 2018 Plan Update, the Companies will explore the development of a fully-electric package for the Residential New Construction (“RNC”) program. The Companies’ intent behind developing this fully-electric package is to provide a path for builders and/or potential homeowners to build an all-electric residential home that avoids the use of fossil fuels altogether. This new strategy allows the Companies to provide assistance for the Final 2017 CES by decarbonizing the electrical grid through a RNC option that supports strategic electrification. The Companies will target geographic areas throughout the state, including areas where access to natural gas is not viable.

A fully-electric RNC package involves the design and construction of an energy-efficient home, and the utilization of heat pump technologies to mitigate the environmental impact of fossil fuels and eliminate fuel combustion within the home. The Companies’ fully-electric package may provide support for the following measures: building envelope measures, thermal energy-efficiency measures, air-source or geothermal heat pumps, increased use of biofuels, biomass heating systems, support for electric vehicle or related infrastructure, and on-site renewable energy production and storage.

The Companies will establish several pre-requisites for the fully-electric RNC package, and are considering an alignment with the Passive House Institute US 2015+. The Companies are

considering several qualifying criteria, including, but not necessarily limited to: DOE Zero Energy Ready Homes certification, Connecticut's Solar Photovoltaic Readiness Criteria, installation of high-efficiency ductless heat pumps with a Heating Seasonal Performance Factor ("HSPF") of 12.0 or greater, and that meet the Northeast Energy Efficiency Partnerships' Cold Climate Air-Source Heat Pump ("ccASHP") specifications, and the installation of heat pump water heaters ("HPWH") with an Energy Factor of 3.0 or greater.

Natural Gas Package

Additionally, for the 2018 Plan Update, the Companies will explore the development of a natural gas package for the RNC program. This new program offering is an endeavor by the Companies to push residential new construction along new natural gas lines to higher efficiency levels. This includes higher levels of efficiency for equipment and integration of controls.

Electric Vehicle Readiness Criteria

The Companies recognize that Electric Vehicle ("EV") adoption in Connecticut, and across the United States, is growing rapidly as consumers realize the economic and environmental benefits associated with these types of vehicles. Current data indicates that there are more EVs in operation throughout the state since 2015,¹⁰ and EV registrations continue to grow annually.

The Companies' RNC program may develop EV Readiness Criteria for the 2018 Plan Update. This could be similar to the Solar Photovoltaic Readiness Criteria already integrated into the program. Establishing EV Readiness provisions would ensure that new construction homes have the necessary electrical and siting requirements to charge EVs, such as properly-sized electrical service panels and conduit capacity.

The Companies' EV Readiness Criteria would utilize Level 2 charging station guidelines, since this type of system charges an EV in about half the time of a Level 1 station (Level 2 = 40 miles of electric driving in approximately four to five hours). Level 2 charging stations typically require additional upgrades to the home's electrical wiring and panel(s), as well as the installation of additional equipment.

As the number of EVs grow, so too will the demand for home EV charging stations. An EV Ready home helps a homeowner avoid the added costs of digging trenches and upgrading electrical

¹⁰ Draft 2017 CES, p. 180. "Since the launch of the Connecticut Hydrogen and Electric Automobile Purchase Rebate ("CHEAPR") in May 2015, 2.9 million dollars have been issued for the purchase of 1,300 EVs in Connecticut."

equipment after construction, and encourages the de-carbonization of Connecticut's transportation systems.

HOME ENERGY SOLUTIONS PROGRAM

Co-Pay

Per the Final DEEP Approval¹¹, the Home Energy Solutions ("HES") program's co-pay amount increased from \$124 to \$149 on September 1, 2017. This co-pay modification was made to increase the share of program participants' investments in order to advance a long-term goal of market transformation, and to increase the scalability of residential energy-efficiency programs. As HES participants assume a greater share of the program's costs, funding can be maximized to deliver weatherization services to more customers and to deeper energy-saving measures.

During the 2018 program year, the HES co-pay is scheduled to increase from \$149 to \$174 on September 1, 2018. On August 24, 2017, the Companies filed a recommendation request with the Residential Subcommittee of the Energy Efficiency Board to defer the planned 2018 co-pay increase until the implementation of the 2019-2021 Plan. This was followed up by a letter from the Companies to DEEP to affirm the current course of action being taken by the Companies, and to request a deferral of the 2018 co-pay increase. DEEP provided an electronic letter to the Companies on September 20, 2017 approving the actions noted by the Companies in their August 31st letter. DEEP also affirmed the Companies' programmatic decision to allow customers who sign up for HES on or after September 1st to qualify for a rebate of the full amount of the co-pay (i.e., up to \$149) on windows, insulation, and other potential measures deemed qualifying in the future.

DEEP did not approve the Companies' request for a deferral of the planned 2018 increase in the co-pay. Instead, before the scheduled increase of the copay to \$174 in 2018 is implemented, DEEP requested that the Companies complete further data analyses. These analyses should include at a minimum:

- An assessment of customer contributions in proportion to their participation, based on fuel type, housing size, and/or square footage.

¹¹ Final Deep Approval, Condition No. 7.

- An assessment of program participation by customer demographics using census tracts as a proxy as necessary, customer surveys, and other data acquisition sources that document participation and trends.
- A review of vendor-reported data and experiences in response to the increase in the copay and vendor-reported changes in the cost of customer acquisition due to changes in the co-pay.

In 2018, the Companies will implement a data analysis plan to meet the DEEP request. In addition, the Companies anticipate that their focus on robust and creative marketing, including utilizing all available promotional resources, will continue to drive HES program participation despite a co-payment increase. In 2018, the Companies will monitor the impact of the HES co-pay increase on low to moderate-income customers, and if warranted, develop appropriate mitigation strategies.

In 2017, when the HES copayment was \$124, high-efficiency insulation and windows qualified for a rebate bonus of \$124. For the 2018 program year, the Companies have determined that these two measures will qualify for a \$149 rebate bonus for any customer who applies for their HES assessment beginning September 1, 2017, and pays the \$149 co-payment. This information, along with an updated rebate coupon, was communicated to all HES vendors on August 21, 2017.

The Companies will also screen additional energy-efficiency measures (“add-on measures”) to ascertain whether they will also support a \$149 rebate bonus. Any additional measures that the Companies deem to be cost-effective will be included in the 2018 HES program and communicated to the HES vendor as soon as possible so that they may use the information in their promotion of HES. Additional measures being screened include: HVAC equipment (e.g., boilers, furnaces, ductless mini split and air source heat pumps, and central air conditioning) and domestic hot water heaters (e.g., tankless gas water heater and heat pump water heaters). Including these additional measures is consistent with the Companies’ promotion of more comprehensive energy-saving projects.

HES Vendors and Residential Solar Incentive Program

In the 2017 Plan Update, the Companies noted that they would “continue to recommend and request that the Connecticut Green Bank adjust their Residential Solar Incentive Program (“RSIP”) guidelines to include the Department of Energy (“DOE”) Home Energy Score as a required pre-requisite for receiving a solar incentive.” In 2017, the Connecticut Green Bank implemented optional RSIP guidelines regarding DOE Home Energy Scores.

The Companies recommend making HES or the DOE Home Energy Score a *required* (not optional) pre-requisite for receiving a solar incentive and that this be made a Joint Goal of the Energy Efficiency Board and the Connecticut Green Bank for the 2018 Plan Update. In order for customers to receive a residential solar incentive, at least one of the following two criteria would have to be met: (1) the home receives services through the HES program or (2) the home has a DOE Home Energy Score.

HOME ENERGY SOLUTIONS-INCOME ELIGIBLE PROGRAM

Coordination with Community Action Agencies and WAP Program

Throughout 2017, there were several meetings between the Companies, the Community Action Agencies (“CAAs”), the Connecticut Association for Community Action (“CAFCA”), and DEEP to discuss Condition No. 14 of the Final DEEP Decision, and the harmonization of the Weatherization Assistance Program (“WAP”) and the HES-Income Eligible program, including potential additional compensation to the CAAs for lead intake services. In June 2017, prior to the organizations coming up with consensus on a proposal, DEEP announced a restructuring of their management of WAP. In 2018, the Companies will continue to work with DEEP, CAFCA, and the CAAs to ensure coordination between WAP and the HES-Income Eligible program, and to provide appropriate compensation to the WAP services provider(s) selected by DEEP.

Qualification of HES IE Customers

For the HES IE program, any customer participating in any state or regional lead abatement program, as well as any customer who resides within a census tract where the average income level is 60% or less than the state median income will automatically qualify for HES IE services without having to present additional income qualifying documentation.

Increase Data Sharing Among Low-Income Programs

Per the 2017 Plan Approval, DEEP requested that the Companies develop a “secure electronic data sharing portal or reporting system that can ensure, at a minimum, the accessibility of energy consumption data for Low Income Heat Energy Assistance Program (“LHEAP”) households to the Connecticut Department of Social Services (“DSS”).¹² The Companies and

¹² 2017 Plan Approval, Condition No. 3.

DEEP are working with DSS and will be ready to respond to Condition No. 3 once the requirements are defined.

ZERO ENERGY HOMES RETROFIT PILOT

In 2017, the Companies worked extensively with industry partners to design a residential Zero Energy Homes Retrofit pilot. This fuel-blind pilot is designed to offer a whole-building approach to achieving deep energy savings in existing Connecticut homes through a combination of building envelope improvements and energy-efficiency upgrades, high-efficiency heating sources, renewable thermal technologies, and renewable energy options.

The Zero Energy Homes Retrofit pilot's focus will be on helping customers achieve greater energy savings through a myriad disciplines, financing, and incentives. Each project will be handled by an independent and highly-qualified Project Manager who will perform comprehensive energy modeling, including calculating a home's Energy Use Intensity ("EUI"), a metric utilized to benchmark energy usage in buildings, including: appliance loads, cooling, domestic hot water, heating, and lighting. The Project Manager will be responsible for developing the scopes of work, and coordinating with professional contractors to ensure the implementation of high-quality building envelope improvements, energy-efficient equipment (e.g., HVAC, lighting, and water heating), and solar PV and other renewable energy technologies. The Project Manager will also facilitate a positive customer experience and ensure that customers are provided access to enhanced financing (i.e., low interest or no interest) and comprehensive incentives to maximize project affordability.

In the pilot's present design, in order for a home to qualify for the Zero Energy Homes Retrofit pilot, the home will have to meet three metrics, including: (1) a percentage reduction of heating and cooling load through building envelope improvements, (2) a percentage reduction of overall energy use as measured by reduction in EUI, and (3) achieve a minimum percentage of overall energy use from renewable energy sources.

The Companies plan to issue a RFP seeking highly-qualified individuals and firms to serve as Project Managers for the pilot during the last quarter of 2017. The Companies anticipate increased customer demand for zero energy homes due to the pilot's enhanced incentives and financing options, and its integrated, simultaneous approach to addressing both energy efficiency and renewable energy.

2018 COMMERCIAL & INDUSTRIAL PROGRAM CHANGES

C&I ADVANCED LIGHTING STRATEGY

LED bulbs and technologies continue to evolve at a rapid pace and present opportunities for increasing market adoption. Throughout the first half of 2017, the Companies worked to develop several holistic responses to current market conditions, and to effectively implement an advanced lighting strategy that maneuvers the C&I Program Portfolio ahead of building codes, design/control opportunities, evolving federal standards, and market trends. In a March 2017 lighting roll-out session, the Companies officially unveiled this advanced lighting strategy to more than 250 lighting contractors and designers that were effective as of July 1, 2017.

The Companies' advanced lighting strategy accounts for current market conditions, specifically addressing the fact that the costs of simple LED-based lighting retrofits have decreased while more complex, long-term impact retrofits remain quite costly. Starting in July 2017, the Companies established a tiered incentive model for lighting controls and technologies. This model scales incentives into tiers, and assigns lower incentives to simple, low-cost devices, while progressively increasing incentives for more advanced technologies and complex and sophisticated lighting designs with exterior, integrated, and networked lighting controls.

This advanced lighting strategy also implements provisions for lighting designer assistance; thereby ensuring one-for-one retrofits are not implemented when a better design is needed. The assignment of incentives across a defined spectrum is critical in allowing the Companies to drive the Connecticut marketplace at a faster rate beyond low-cost technologies and toward truly comprehensive, high-quality lighting designs that deliver maximum savings.

The tiered model allows incentive levels to quickly shift in order to provide support for advancing technologies. As new LED controls and technologies emerge, an agile incentive strategy affords the Companies flexibility in rapidly responding to customer demand and marketplace trends by providing higher incentives to beta users. In 2018, the Companies will continue to engage Connecticut's architectural and lighting contractor community with technical trainings regarding advanced lighting designs and controls.

BUILDING CONTROLS TRADE ALLY STRATEGY

For the 2016-2018 Plan, the Companies established several "market actions" to promote cost-effective energy efficiency to 10 targeted market segments and the industries that deliver

energy efficiency. One of these market actions is for the Companies to work with a particular trade ally network (e.g., lighting, Building Management Systems-HVAC controls, compressed air, etc.) to leverage the ally's knowledge regarding a particular business application or industry, and the customers they serve. The trade ally's expertise helps guide customers through the energy-efficiency landscape while providing the Companies with insight on what incentives, energy-efficient measures, and specific business applications/processes are needed to effectively service that particular business type or end-use.

A strong ally trade network essentially serves as an on-the-ground marketing and salesforce resource for the Companies. A strengthening partnership with trade ally networks throughout the 2016-2018 Plan has allowed the Companies to effectively target energy-efficiency messaging and realize energy savings for the C&I Program Portfolio.

For the 2018 Plan Update, the Companies plan to broaden their established trade ally networks to include a new group—a Building Controls Trade Ally Network. This network will include both HVAC and lighting controls contractors, designers, distributors, and manufacturers. Controls trade allies will receive enhanced training and support, as well as consideration of program design from the Companies to stay up-to-date on the latest Energy Efficiency Fund incentives and efficiency requirements.

MODIFICATION OF COMMISSIONING OFFERINGS

Currently, the Companies have a third-party reviewing all their commissioning offerings offered through their C&I Solution: Business and Energy Sustainability. The Companies intend to modify their commissioning offerings based on the review's recommendations once they are completed in early 2018.

2018 PEAK DEMAND REDUCTION STRATEGIES UPDATE

QUANTIFYING THE BENEFITS OF PEAK DEMAND

In the 2017 Update Approval,¹³ DEEP directed the Companies to quantify the system benefits of shifting peak demand to provide sufficient data to inform additional investments in peak

¹³ 2017 Plan Approval, Condition No. 1.

demand reduction programs for 2018 and beyond. Below, please find updates from Eversource and United Illuminating regarding DEEP's request.

Eversource

On June 30, 2017, Eversource filed a compliance filing for Condition Item 1 of the 2017 Update Approval. In the filing, Eversource noted that it had engaged a third party, ICF Consulting ("ICF"), to estimate and issue a study regarding the avoided costs of its transmission and distribution ("T&D") investments. Eversource committed to sharing the study's final results as part of the 2018 Plan Update. To complete the study, ICF performed numerous regression analyses to determine the relationship between historical investments, number of customers, and demand growth. The results were:

Table 3-1: Avoided Costs of Transmission & Distribution Investments (Eversource)

Asset Type	Levelized Avoided Costs (2017\$/kW-yr)
Transmission	1.94
Distribution	38.57

Avoided electric T&D costs are defined as costs that might be avoided by not having to build new infrastructure or having to upgrade the distribution and/or transmission system to meet the increases in peak loading. However, avoided T&D costs exclude increases in peak loading due to new customers, as these increases are not considered *avoidable* in this context. T&D investments can only be avoided if the Demand Side Management ("DSM") programs are able to, at a minimum, defer the needed date of the investment (i.e., DSM program reduces load so that it is needed at least one year later). Many T&D investments are not driven entirely by load growth and/or may be due to new customers added to the system. These situations may not defer T&D investments through peak load reductions.

It is a complicated exercise to measure the impact of a DSM program on a T&D network, as different elements and parts of the system can experience peak demand at different times of the day and month. A T&D investment that may be avoidable may also be one that is highly targeted to that specific local area's load growth.

Load reductions are not necessarily a perfect substitute for transmission investments. A 50 megawatt ("MW") DSM savings measure does not necessarily avoid 50 MW worth of

transmission investments. The extent to which a DSM program can help defer a T&D investment will depend upon the hour and location of the program's load savings profile, as the avoided T&D results are estimated system averages. Since the avoided costs determination does not consider specific locations (i.e., areas in need of local T&D investments), the value of load reductions and energy conservation will most likely be understated. The value of load reductions may be overstated in areas where the local distribution capacity can satisfactorily handle existing load conditions.

United Illuminating

On August 1, 2017, United Illuminating filed a compliance filing for the 2017 Update Approval's Condition Item 1, including an *Avoided Transmission & Distribution Cost Study, 2000-2026*. The study detailed how investment in T&D infrastructure has and will continue to be altered by energy-efficiency investments. The study's methodology was consistent with the previously accepted *2009 Avoided Transmission & Distribution Cost Study Report* to allow for direct comparison regarding how marginal costs on T&D infrastructure have changed.

United Illuminating noted in its compliance filing that Distributed Energy Resources ("DER") and other new technologies connected to end-use devices are changing the landscape of the distribution system. The marginal avoided costs resulting from energy-efficiency investments may not be adequate proxy for the actual system impact. In the future, a more localized assessment of the distribution system topology may be the only way to fully assess the impact on changes in the distribution system resulting from the installation of DSM resources.

CHAPTER THREE: RESIDENTIAL PEAK DEMAND REDUCTION PROGRAM (UNITED ILLUMINATING)

INTRODUCTION

On December 30, 2016, DEEP conditionally approved the 2017 Plan Update of the 2016-2018 Plan. DEEP's Condition of Approval No. 2 directed United Illuminating to increase the effectiveness of Time-of-Use ("TOU") rates in 2018, and to submit a proposal with the 2018 Plan Update.

DEEP also directed United Illuminating to also develop (during 2017) a proposal to implement a broader basic Residential Peak Demand Reduction program for 2018, and to implement such program in 2018. DEEP further directed that this proposal must be submitted as part of the 2018 Plan Update, and that the proposed program must target all customers on United Illuminating's residential TOU rate ("Rate RT"), utilize United Illuminating's existing meters and the data from these meters, along with the Rate RT to reduce peak demand and/or shift consumption to off-peak periods. The proposed Residential Peak Demand Reduction program must include the following elements:

- The Residential Peak Demand Reduction program goals must include measurable customer-specific actual demand reduction and energy targets (i.e., reducing individual peak consumption and/or shifting consumption to off-peak times);
- The Residential Peak Demand Reduction program must increase the number of customers on the residential TOU rate;
- United Illuminating must submit annual reports on the effectiveness of the program's goals, and may present such data on the CT Energy Efficiency Dashboard;
- United Illuminating must establish and maintain historical and current peak demand information, aggregated for all customer classes, to be displayed on both United Illuminating's website: www.uinet.com and www.EnergizeCT.com;
- The program must propose a reasonable performance incentive for United Illuminating for both the Residential Peak Demand Reduction program and for the future program that develops from the Peak Time Rebate pilot;
- The Companies may propose reallocations to increase the budget for implementing this program; and
- Such proposal shall be submitted with the 2018 Plan Update.

BACKGROUND

United Illuminating serves about 333,000 customers, comprised of 300,000 Residential, 32,000 C&I, and 1,000 Street Lighting customers. Over the past several years, United Illuminating has made significant investments in Advance Metering Infrastructure (“AMI” or “Smart Meter”) in its territory for its Residential customers. Approximately two-thirds of United Illuminating’s residential customers have a Smart Meter installed at their home. In addition, about 70,000 of United Illuminating’s customers are currently on United Illuminating’s Rate RT. This section outlines the strategies United Illuminating will employ to increase the number of customers on Rate RT.

RESEARCH

Recently, United Illuminating has developed a relationship with the University of Rhode Island, the University of California – Davis, E2e,¹⁴ and the Alfred P. Sloan Foundation (“the Partners”). United Illuminating’s Partners have applied to the Alfred P. Sloan Foundation for a grant to fund research regarding TOU rates. United Illuminating’s work with the Partners will be broken up into three research tasks:

- 1) Randomized experiment;
- 2) Examine the effect of TOU pricing on energy-efficiency investments utilizing observational data; and
- 3) Examine the effect of changing the mix between fixed versus variable costs on energy-efficiency investments utilizing observational data.

The first research task is a randomized experiment that seeks to encourage customers to switch to TOU rates by providing information on customer-specific expected savings, and by linking rate changes to energy-efficiency investments that further save customers money. The second research task will examine the effect of TOU pricing on energy-efficiency investments using observational data. This research task utilizes observational data instead of a randomized experiment (first research task).

¹⁴ E2e is a joint initiative of University of California – Berkeley, the Massachusetts Institute of Technology, and the University of Chicago: three recognized leaders in energy research. E2e is a group of economists, engineers, and behavioral scientists focused on understanding the energy-efficiency gap.

The third and final research task will examine the effect of changing the mix between fixed versus variable costs on energy-efficiency investments using observational data. In this task, United Illuminating and its Partners will seek to understand how changes in fixed and variable costs impact energy-efficiency investments. This aspect of the program will be dependent on the success of the research grant application.

PLANS AND BUDGETS

The current plan is based on a \$750,000 budget and will market to all eligible customers. Eligible customers are those customers on United Illuminating's Rate R; which is not time differentiated. United Illuminating estimates that 5 percent of eligible customers will switch from Rate R to Rate RT.

IT PLAN AND BUDGETS

Earlier this year, United Illuminating implemented an enhancement to the billing system to internally track the on-peak and off-peak hours for all customers regardless of rate class. United Illuminating will utilize this data in order to determine the target market for the Peak Demand Reduction program. The ideal customer that would benefit from this program would use 64 percent or more of their energy during off-peak hours. Customers who meet this criterion, and are currently on Rate R, would only have to change to Rate RT to save money on their electric bill. The remaining customers on Rate R will need to modify their usage patterns to save money. All customers not in the control group will receive direct mailings specific to them with energy-saving tips on how to reduce their peak demand, or shift their peak demand activities to off-peak hours.

United Illuminating has budgeted \$75,000 for a tool to be developed to help analyze customer usage for all residential customers. This tool will build upon the aforementioned billing system enhancements and will guide marketing efforts by comparing customers' monthly bills (assuming Rate R) to a pro forma bill amount calculated using Rate RT. Extracts from this tool will also be used in support of a direct mail campaign. An additional \$75,000 has also been budgeted for various enhancements to the Rate RT vs. Rate R comparison tool on United Illuminating's My Account website.

MARKETING PLAN AND BUDGETS

The marketing budget for this program is to educate the customers through various forms of media, such as: billboards, bill inserts, direct mail, public relations efforts, radio spots, social

CHAPTER THREE: RESIDENTIAL PEAK DEMAND REDUCTION PROGRAM (UNITED ILLUMINATING)

media, or booths at local events within United Illuminating territory. Please refer to Table 3-A for an itemized list of expenditures. The direct mail campaign will be the primary vehicle to educate eligible customers. The campaign will educate customers regarding how much savings they can achieve with Rate RT by using actual data from the customer’s historical billing history. Direct mailings will also direct customers to United Illuminating’s My Account page where they can take full advantage of the online tools for further analysis and to help manage their usage. Other messaging on the mailings may include the URL to the TOU page on United Illuminating’s website, which contains many energy-saving tips.

Other direct marketing may include bill inserts, social media, and billboards, and will be important to the success of this program. The messaging via this media will have to be broader, as it will be seen by all customers. Average residential customers will be the main focus on these forms of media. An example would be:

“Do you know the average United Illuminating residential customer saves \$10 on their electric bill each month by switching to Time-of-Use rates?”

Similar to the direct mail campaign, links to the United Illuminating website and references to the My Account page will be present on these marketing messages.

If United Illuminating determines that Rate RT adoption rates are not tracking to plan, the company will participate in radio spots and local events in order to help increase enrollment by educating customers and raising awareness. At local events, flyers will be handed out and United Illuminating representatives will be on hand to answer any questions the general public may have about the program.

Table 3-A: Marketing Costs for Rate RT Program

Line Item	Cost
<i>Marketing</i>	
Direct Mail	\$325,000
Billboards	180,000
Bill Inserts	60,000
Social Media	15,000
Public Relations Efforts	20,000
<i>Marketing Total</i>	<i>\$600,000</i>
<i>IT</i>	
Analytical Tool	\$75,000
MyAccount Enhancements	75,000
<i>IT Total</i>	<i>\$150,000</i>

Total Budget	\$750,000
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REPORTING REQUIREMENTS

United Illuminating commits to submitting annual reports no later than April 15th each year, on the effectiveness of the program's goals. This report will describe the successes and lessons learned from the three research tasks described in the *Research* section above, as well as the *Marketing Plan*.

United Illuminating will also publish aggregated historical and current peak demand information for all customer classes on United Illuminating's and Energize CT's websites by the 15th of each month.

PERFORMANCE MANAGEMENT INCENTIVE GOALS

This program's goal is Rate R customers switching to TOU Rates. United Illuminating estimates 10,000 customers will switch to Rate RT, which is approximately 5 percent of the eligible population.

OTHER GOALS

The Energy Efficiency Board Consultants and United Illuminating will work together at the upcoming Marketing Committee meeting to develop potential metrics to track program performance. Such metrics will not be included in Performance Management Incentive calculations.

CHAPTER FOUR: BUDGET SUMMARY OF THE 2016 THROUGH 2020 PROGRAM YEARS

2016 STATEWIDE EE ACTUAL RESULTS FOR YEAR END DECEMBER 31, 2016

Statewide EE BUDGET	2016 Eversource CT Electric Actual Results 12/31/16	2016 UI Actual Results 12/31/16	2016 Eversource CT Gas Actual Results 12/31/16	2016 CNG Actual Results 12/31/2016	2016 SCG Actual Results 12/31/2016	2016 Statewide Actual Results 12/31/2016
RESIDENTIAL						
Residential Retail Products	\$ 14,872,860	\$ 4,421,704	\$ -	\$ -	\$ -	\$ 19,294,564
Total - Consumer Products	\$ 14,872,860	\$ 4,421,704	\$ -	\$ -	\$ -	\$ 19,294,564
Residential New Construction	\$ 2,232,996	\$ 498,807	\$ 692,482	\$ 710,310	\$ 623,321	\$ 4,755,916
Home Energy Solutions - Core Services	\$ 15,989,863	\$ 3,256,209	\$ 2,952,063	\$ 2,439,315	\$ 1,477,392	\$ 26,114,842
Home Energy Solutions - HVAC, Water Heaters	\$ 3,597,327	\$ 1,018,109	\$ 1,668,456	\$ 1,869,941	\$ 1,675,005	\$ 9,826,838
HE-S Income Eligible	\$ 21,471,052	\$ 3,807,965	\$ 4,926,003	\$ 4,256,235	\$ 2,730,668	\$ 37,191,923
Residential Behavior	\$ 2,909,233	\$ 489,194	\$ 183,310	\$ 164,575	\$ 7,288	\$ 3,753,600
Subtotal Residential	\$ 61,073,331	\$ 13,487,988	\$ 10,422,314	\$ 9,440,376	\$ 6,513,674	\$ 100,937,683
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY	\$ 12,287,599	\$ 3,090,971	\$ 2,080,768	\$ 2,119,566	\$ 1,246,520	\$ 20,825,424
Energy Conscious Blueprint	\$ 12,287,599	\$ 3,090,971	\$ 2,080,768	\$ 2,119,566	\$ 1,246,520	\$ 20,825,424
Total - Lost Opportunity	\$ 12,287,599	\$ 3,090,971	\$ 2,080,768	\$ 2,119,566	\$ 1,246,520	\$ 20,825,424
C&I LARGE RETROFIT	\$ 40,154,158	\$ 11,003,120	\$ 4,135,899	\$ 853,680	\$ 910,593	\$ 57,057,450
Energy Opportunities	\$ 2,501,793	\$ 503,319	\$ 678,102	\$ 311,665	\$ 69,233	\$ 4,064,112
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 42,655,951	\$ 11,506,439	\$ 4,814,001	\$ 1,165,345	\$ 979,826	\$ 61,121,562
Total - C&I Large Retrofit	\$ 45,157,751	\$ 12,010,458	\$ 9,492,103	\$ 2,176,390	\$ 1,049,659	\$ 65,184,136
Small Business	\$ 17,815,309	\$ 3,348,876	\$ 381,268	\$ 195,209	\$ 241,093	\$ 21,781,755
Subtotal C&I	\$ 62,973,060	\$ 14,359,334	\$ 9,873,371	\$ 3,480,120	\$ 2,467,439	\$ 103,728,741
OTHER - EDUCATION & ENGAGEMENT						
Educate the Public	\$ 1,926,470	\$ 563,648	\$ 214,403	\$ 200,458	\$ 217,814	\$ 3,122,793
Customer Engagement	\$ 1,603,922	\$ 136,594	\$ 229,036	\$ 93,698	\$ 66,666	\$ 2,129,916
Educate the Students	\$ 392,352	\$ 126,462	\$ 50,119	\$ 32,931	\$ 35,405	\$ 637,269
Educate the Workforce	\$ 268,446	\$ 76,215	\$ 26,313	\$ 29,861	\$ 29,867	\$ 430,702
Subtotal Education & Engagement	\$ 4,191,190	\$ 902,919	\$ 579,871	\$ 356,948	\$ 349,752	\$ 6,320,680
OTHER - PROGRAMS/REQUIREMENTS						
Residential Loan Program (Includes ECLF and OBR)	\$ 1,929,824	\$ 249,250	\$ 174,448	\$ 59,325	\$ 77,279	\$ 2,490,126
C&I Financing Support	\$ 6,994,639	\$ 87,194	\$ 12,879	\$ (7,284)	\$ -	\$ 7,087,428
Time Of Use	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Research, Development & Demonstration	\$ 208,762	\$ 73,912	\$ 20,487	\$ 7,500	\$ 7,500	\$ 318,161
Subtotal Programs/Requirements	\$ 9,133,225	\$ 410,356	\$ 207,814	\$ 59,541	\$ 84,779	\$ 9,895,715
OTHER - LOAD MANAGEMENT						
ISO Load Response Program	\$ 2,414,427	\$ -	\$ -	\$ -	\$ -	\$ 2,414,427
Residential Demand Response	\$ 859,080	\$ 339,326	\$ -	\$ -	\$ -	\$ 1,198,406
C&I Demand Response	\$ 45,345	\$ -	\$ -	\$ -	\$ -	\$ 45,345
Subtotal Load Management	\$ 3,318,852	\$ 339,326	\$ -	\$ -	\$ -	\$ 3,658,178
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 555,697	\$ 474,591	\$ 37,023	\$ 129,636	\$ 129,733	\$ 1,326,680
Marketing Plan	\$ 771,953	\$ 227,267	\$ 95,028	\$ 108,677	\$ 109,137	\$ 1,312,062
Planning	\$ 632,015	\$ 315,328	\$ 94,234	\$ 141,080	\$ 141,078	\$ 1,323,735
Evaluation Measurement and Verification	\$ 1,520,745	\$ 480,000	\$ 120,010	\$ 200,001	\$ 200,000	\$ 2,520,756
Evaluation Administrator	\$ 199,281	\$ 48,000	\$ 39,278	\$ 20,000	\$ 20,000	\$ 326,559
Information Technology	\$ 1,579,383	\$ 401,976	\$ 191,801	\$ 109,469	\$ 109,469	\$ 2,392,098
Energy Efficiency Board Consultants	\$ 366,781	\$ 208,000	\$ 70,328	\$ 43,333	\$ 43,333	\$ 731,775
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Performance Management Incentive (PMI)	\$ 9,010,198	\$ 2,353,021	\$ 587,469	\$ 686,760	\$ 687,237	\$ 13,324,685
Admin/Planning Expenditures	\$ 14,636,053	\$ 4,508,183	\$ 1,235,170	\$ 1,438,956	\$ 1,439,987	\$ 23,258,350
TOTAL	\$ 164,911,511	\$ 37,595,058	\$ 19,661,206	\$ 14,775,941	\$ 10,855,631	\$ 247,799,347

2017 STATEWIDE EE APPROVED BUDGET

Statewide EE Budget	2017 Eversource CT Electric Proposed Budget 03/01/17	2017 UI Proposed Budget 03/01/17	2017 Eversource CT Gas Proposed Budget 03/01/17	2017 CNG Proposed Budget 03/01/2017	2017 SCG Proposed Budget 03/01/2017	2017 Statewide Combined Total 03/01/2017
RESIDENTIAL						
Residential Retail Products	\$ 13,655,187	\$ 3,382,320	\$ -	\$ -	\$ -	\$ 17,037,507
Total - Consumer Products	\$ 13,655,187	\$ 3,382,320	\$ -	\$ -	\$ -	\$ 17,037,507
Residential New Construction	\$ 2,304,509	\$ 699,535	\$ 973,433	\$ 885,798	\$ 646,192	\$ 5,509,467
Home Energy Solutions - Core Services	\$ 18,880,932	\$ 3,671,484	\$ 2,772,878	\$ 3,471,148	\$ 1,828,512	\$ 30,565,149
Home Energy Solutions - HVAC, Water Heaters	\$ 2,971,343	\$ 1,091,176	\$ 1,573,778	\$ 1,992,093	\$ 1,243,505	\$ 8,871,895
HES Income Eligible	\$ 17,165,716	\$ 3,919,129	\$ 4,957,064	\$ 4,299,167	\$ 2,123,695	\$ 32,464,770
Residential Behavior	\$ 2,764,689	\$ 484,354	\$ 497,885	\$ 157,486	\$ -	\$ 3,904,414
Subtotal Residential	\$ 57,742,375	\$ 13,247,998	\$ 10,775,038	\$ 10,745,887	\$ 5,841,904	\$ 98,353,203
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 13,733,963	\$ 4,739,364	\$ 3,411,976	\$ 2,464,775	\$ 1,272,829	\$ 25,622,907
Total - Lost Opportunity	\$ 13,733,963	\$ 4,739,364	\$ 3,411,976	\$ 2,464,775	\$ 1,272,829	\$ 25,622,907
C&I LARGE RETROFIT						
Energy Opportunities	\$ 37,224,685	\$ 7,752,127	\$ 2,197,994	\$ 1,432,060	\$ 838,736	\$ 49,445,602
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 5,424,507	\$ 1,804,431	\$ 483,613	\$ 728,422	\$ 213,173	\$ 8,654,146
Total - C&I Large Retrofit	\$ 42,649,192	\$ 9,556,558	\$ 2,681,606	\$ 2,160,482	\$ 1,051,909	\$ 58,099,748
Small Business	\$ 16,219,794	\$ 4,409,839	\$ 275,984	\$ 239,115	\$ 225,542	\$ 21,370,273
Subtotal C&I	\$ 72,602,949	\$ 18,705,761	\$ 6,369,566	\$ 4,864,372	\$ 2,550,280	\$ 105,092,928
OTHER - EDUCATION & ENGAGEMENT						
Educate the Public	\$ 1,835,878	\$ 411,873	\$ 191,167	\$ 186,077	\$ 186,077	\$ 2,811,072
Customer Engagement	\$ 1,968,000	\$ 475,000	\$ 282,000	\$ 150,000	\$ 150,000	\$ 3,025,000
Educate the Students	\$ 459,069	\$ 160,823	\$ 47,830	\$ 55,210	\$ 55,210	\$ 778,142
Educate the Workforce	\$ 299,597	\$ 75,941	\$ 31,267	\$ 28,977	\$ 28,977	\$ 464,759
Subtotal Education & Engagement	\$ 4,562,544	\$ 1,123,637	\$ 552,264	\$ 420,264	\$ 420,264	\$ 7,078,973
OTHER - PROGRAMS/REQUIREMENTS						
Residential Loan Program (Includes ECLF and OBR)	\$ 453,121	\$ 140,602	\$ 80,083	\$ 86,292	\$ 86,292	\$ 846,390
C&I Financing Support	\$ 4,000,000	\$ 74,234	\$ 126,084	\$ 75,000	\$ 75,000	\$ 4,350,318
Time Of Use	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Research, Development & Demonstration	\$ 242,000	\$ 232,692	\$ 25,000	\$ 50,000	\$ 50,000	\$ 599,692
Subtotal Programs/Requirements	\$ 4,695,121	\$ 447,528	\$ 231,167	\$ 211,292	\$ 211,292	\$ 5,796,400
OTHER - LOAD MANAGEMENT						
ISO Load Response Program	\$ 3,357,000	\$ -	\$ -	\$ -	\$ -	\$ 3,357,000
Residential Demand Response	\$ 1,200,000	\$ 887,880	\$ -	\$ -	\$ -	\$ 2,087,880
C&I Demand Response	\$ 500,000	\$ 139,630	\$ -	\$ -	\$ -	\$ 639,630
Subtotal Load Management	\$ 5,057,000	\$ 1,027,510	\$ -	\$ -	\$ -	\$ 6,084,510
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 892,271	\$ 589,823	\$ 114,220	\$ 142,626	\$ 142,626	\$ 1,881,566
Marketing Plan	\$ 778,154	\$ 194,538	\$ 81,058	\$ 81,058	\$ 81,058	\$ 1,215,866
Planning	\$ 688,170	\$ 302,913	\$ 75,000	\$ 123,720	\$ 123,720	\$ 1,313,523
Evaluation Measurement and Verification	\$ 1,920,000	\$ 480,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 3,000,000
Evaluation Administrator	\$ 192,000	\$ 48,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 300,000
Information Technology	\$ 1,838,112	\$ 461,938	\$ 133,333	\$ 139,291	\$ 139,291	\$ 2,711,966
Energy Efficiency Board Consultants	\$ 312,001	\$ 208,000	\$ 43,333	\$ 43,333	\$ 43,333	\$ 650,000
Audits - Financial and Operational	\$ 196,000	\$ 24,000	\$ 20,000	\$ 10,000	\$ 10,000	\$ 260,000
Performance Management Incentive (PMI)	\$ 6,408,010	\$ 1,554,720	\$ 787,595	\$ 719,462	\$ 412,693	\$ 9,882,480
Admin/Planning Expenditures	\$ 13,224,718	\$ 3,863,932	\$ 1,474,539	\$ 1,479,490	\$ 1,172,721	\$ 21,215,400
TOTAL	\$ 157,884,707	\$ 38,416,366	\$ 19,402,575	\$ 17,721,305	\$ 10,196,461	\$ 243,621,414

2018 STATEWIDE EE PROPOSED BUDGET

Statewide EE Budget	2018 Eversource CT Electric Proposed Budget 11/01/17	2018 UI Proposed Budget 11/01/17	2018 Eversource CT Gas Proposed Budget 11/01/17	2018 CNG Proposed Budget 11/01/2017	2018 SCG Proposed Budget 11/01/2017	2018 Statewide Combined Total 11/01/2017
RESIDENTIAL						
Residential Retail Products	\$ 13,352,026	\$ 3,411,248	\$ -	\$ -	\$ -	\$ 16,763,274
Total - Consumer Products	\$ 13,352,026	\$ 3,411,248	\$ -	\$ -	\$ -	\$ 16,763,274
Residential New Construction	\$ 2,472,443	\$ 799,535	\$ 989,748	\$ 685,798	\$ 846,192	\$ 5,793,716
Home Energy Solutions - Core Services	\$ 18,444,887	\$ 3,794,222	\$ 3,010,692	\$ 3,116,021	\$ 2,396,710	\$ 30,762,531
Home Energy Solutions - HVAC, Water Heaters	\$ 4,022,842	\$ 1,191,845	\$ 1,587,429	\$ 1,817,690	\$ 2,288,313	\$ 10,908,120
HES Income Eligible	\$ 18,022,776	\$ 4,027,974	\$ 5,473,722	\$ 4,122,785	\$ 2,815,636	\$ 34,462,892
Residential Behavior	\$ 3,113,117	\$ 484,354	\$ 489,354	\$ 157,486	\$ -	\$ 4,244,311
Subtotal Residential	\$ 59,428,092	\$ 13,709,178	\$ 11,550,945	\$ 9,899,779	\$ 8,346,851	\$ 102,934,844
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 14,393,672	\$ 4,779,898	\$ 4,548,605	\$ 2,248,990	\$ 1,806,412	\$ 27,777,576
Total - Lost Opportunity	\$ 14,393,672	\$ 4,779,898	\$ 4,548,605	\$ 2,248,990	\$ 1,806,412	\$ 27,777,576
C&I LARGE RETROFIT						
Energy Opportunities	\$ 40,138,924	\$ 7,818,428	\$ 2,747,249	\$ 1,306,686	\$ 1,190,343	\$ 53,201,630
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 5,774,463	\$ 1,819,864	\$ 536,058	\$ 664,650	\$ 302,537	\$ 9,097,572
Total - C&I Large Retrofit	\$ 45,913,386	\$ 9,638,292	\$ 3,283,307	\$ 1,971,337	\$ 1,492,880	\$ 62,299,202
Small Business	\$ 17,147,176	\$ 4,447,555	\$ 360,830	\$ 273,181	\$ 320,092	\$ 22,548,834
Subtotal C&I	\$ 77,454,234	\$ 18,865,744	\$ 8,192,743	\$ 4,493,507	\$ 3,619,383	\$ 112,625,612
OTHER - EDUCATION & ENGAGEMENT						
Educate the Public	\$ 1,818,361	\$ 418,288	\$ 190,066	\$ 189,115	\$ 188,990	\$ 2,804,821
Customer Engagement	\$ 1,968,000	\$ 475,000	\$ 282,000	\$ 150,000	\$ 150,000	\$ 3,025,000
Educate the Students	\$ 433,469	\$ 154,423	\$ 45,164	\$ 52,275	\$ 52,275	\$ 737,606
Educate the Workforce	\$ 342,713	\$ 75,926	\$ 35,034	\$ 28,874	\$ 28,999	\$ 511,546
Subtotal Education & Engagement	\$ 4,562,544	\$ 1,123,637	\$ 552,264	\$ 420,264	\$ 420,264	\$ 7,078,973
OTHER - PROGRAMS/REQUIREMENTS						
Residential Loan Program (Includes ECLF and OBR)	\$ 453,121	\$ 140,602	\$ 80,083	\$ 86,292	\$ 86,292	\$ 846,390
C&I Financing Support	\$ 4,000,000	\$ 74,234	\$ 111,346	\$ 20,000	\$ 75,000	\$ 4,280,580
Time Of Use	\$ -	\$ 750,000	\$ -	\$ -	\$ -	\$ 750,000
Research, Development & Demonstration	\$ 242,000	\$ 232,692	\$ 25,000	\$ 50,000	\$ 50,000	\$ 599,692
Subtotal Programs/Requirements	\$ 4,695,121	\$ 1,197,528	\$ 216,429	\$ 156,292	\$ 211,292	\$ 6,476,662
OTHER - LOAD MANAGEMENT						
ISO Load Response Program	\$ 1,907,000	\$ -	\$ -	\$ -	\$ -	\$ 1,907,000
Residential Demand Response	\$ 1,200,000	\$ 887,880	\$ -	\$ -	\$ -	\$ 2,087,880
C&I Demand Response	\$ 597,690	\$ 139,630	\$ -	\$ -	\$ -	\$ 737,320
Subtotal Load Management	\$ 3,704,690	\$ 1,027,510	\$ -	\$ -	\$ -	\$ 4,732,200
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 892,271	\$ 589,823	\$ 114,220	\$ 157,667	\$ 157,667	\$ 1,911,648
Marketing Plan	\$ 746,154	\$ 186,538	\$ 77,725	\$ 77,725	\$ 77,725	\$ 1,165,866
Planning	\$ 688,170	\$ 302,913	\$ 75,000	\$ 138,979	\$ 138,979	\$ 1,344,041
Evaluation Measurement and Verification	\$ 1,920,000	\$ 480,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 3,000,000
Evaluation Administrator	\$ 192,000	\$ 48,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 300,000
Information Technology	\$ 1,838,112	\$ 461,938	\$ 133,333	\$ 108,991	\$ 108,992	\$ 2,651,367
Energy Efficiency Board Consultants	\$ 312,001	\$ 208,000	\$ 43,333	\$ 43,333	\$ 43,333	\$ 650,000
Audits - Financial and Operational	\$ 98,000	\$ 24,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 152,000
Performance Management Incentive (PMI)	\$ 7,016,822	\$ 1,707,516	\$ 950,070	\$ 704,394	\$ 597,652	\$ 10,976,454
Admin/Planning Expenditures	\$ 13,703,530	\$ 4,008,728	\$ 1,623,681	\$ 1,461,089	\$ 1,354,348	\$ 22,151,377
TOTAL	\$ 163,548,211	\$ 39,932,326	\$ 22,136,062	\$ 16,430,932	\$ 13,952,138	\$ 255,999,668

2019 STATEWIDE EE PROPOSED BUDGET

	2019 Eversource CT Electric Proposed Budget 11/01/17	2019 UI Proposed Budget 11/01/17	2019 Eversource CT Gas Proposed Budget 11/01/17	2019 CNG Proposed Budget 11/01/2017	2019 SCG Proposed Budget 11/01/2017	2019 Statewide Combined Total 11/01/2017
RESIDENTIAL						
Residential Retail Products	\$ 14,399,249	\$ 3,467,643	\$ -	\$ -	\$ -	\$ 17,866,892
Total - Consumer Products	\$ 14,399,249	\$ 3,467,643	\$ -	\$ -	\$ -	\$ 17,866,892
Residential New Construction	\$ 2,397,038	\$ 799,535	\$ 1,019,236	\$ 685,798	\$ 846,192	\$ 5,747,798
Home Energy Solutions - Core Services	\$ 17,406,259	\$ 3,784,102	\$ 3,205,016	\$ 3,219,490	\$ 2,439,922	\$ 30,034,788
Home Energy Solutions - HVAC, Water Heaters	\$ 3,130,092	\$ 1,118,707	\$ 1,631,300	\$ 1,880,058	\$ 2,318,833	\$ 10,078,986
HES Income Eligible	\$ 17,225,960	\$ 4,017,994	\$ 5,636,799	\$ 4,257,383	\$ 2,866,093	\$ 34,004,229
Residential Behavior	\$ 2,930,639	\$ 484,354	\$ 395,873	\$ 157,486	\$ -	\$ 3,968,352
Subtotal Residential	\$ 57,489,236	\$ 13,652,329	\$ 11,888,225	\$ 10,200,214	\$ 8,471,040	\$ 101,701,045
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 14,067,009	\$ 4,858,920	\$ 4,683,543	\$ 2,326,157	\$ 1,837,652	\$ 27,773,281
Total - Lost Opportunity	\$ 14,067,009	\$ 4,858,920	\$ 4,683,543	\$ 2,326,157	\$ 1,837,652	\$ 27,773,281
C&I LARGE RETROFIT						
Energy Opportunities	\$ 38,582,966	\$ 7,947,684	\$ 2,829,098	\$ 1,351,521	\$ 1,210,929	\$ 51,922,197
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 5,604,474	\$ 1,849,950	\$ 552,029	\$ 687,456	\$ 307,769	\$ 9,001,678
Total - C&I Large Retrofit	\$ 44,187,441	\$ 9,797,633	\$ 3,381,126	\$ 2,038,977	\$ 1,518,698	\$ 60,923,875
Small Business	\$ 16,642,400	\$ 4,521,082	\$ 371,580	\$ 280,667	\$ 325,627	\$ 22,141,357
Subtotal C&I	\$ 74,896,849	\$ 19,177,636	\$ 8,436,250	\$ 4,645,801	\$ 3,681,977	\$ 110,838,513
OTHER - EDUCATION & ENGAGEMENT						
Educate the Public	\$ 1,818,361	\$ 418,288	\$ 190,066	\$ 189,115	\$ 188,990	\$ 2,804,821
Customer Engagement	\$ 1,968,000	\$ 475,000	\$ 282,000	\$ 150,000	\$ 150,000	\$ 3,025,000
Educate the Students	\$ 433,469	\$ 154,423	\$ 45,164	\$ 52,275	\$ 52,275	\$ 737,606
Educate the Workforce	\$ 342,713	\$ 75,926	\$ 35,034	\$ 28,874	\$ 28,999	\$ 511,546
Subtotal Education & Engagement	\$ 4,562,544	\$ 1,123,637	\$ 552,264	\$ 420,264	\$ 420,264	\$ 7,078,973
OTHER - PROGRAMS/REQUIREMENTS						
Residential Loan Program (Includes ECLF and OBR)	\$ 453,121	\$ 140,602	\$ 80,083	\$ 86,292	\$ 86,292	\$ 846,390
C&I Financing Support	\$ 4,000,000	\$ 74,234	\$ 111,346	\$ 20,000	\$ 75,000	\$ 4,280,580
Time Of Use	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Research, Development & Demonstration	\$ 242,000	\$ 232,692	\$ 25,000	\$ 50,000	\$ 50,000	\$ 599,692
Subtotal Programs/Requirements	\$ 4,695,121	\$ 447,528	\$ 216,429	\$ 156,292	\$ 211,292	\$ 5,726,662
OTHER - LOAD MANAGEMENT						
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 1,200,000	\$ 887,880	\$ -	\$ -	\$ -	\$ 2,087,880
C&I Demand Response	\$ 597,690	\$ 139,630	\$ -	\$ -	\$ -	\$ 737,320
Subtotal Load Management	\$ 1,797,690	\$ 1,027,510	\$ -	\$ -	\$ -	\$ 2,825,200
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 892,271	\$ 589,823	\$ 114,220	\$ 157,667	\$ 157,667	\$ 1,911,648
Marketing Plan	\$ 778,154	\$ 194,538	\$ 81,058	\$ 81,058	\$ 81,058	\$ 1,215,866
Planning	\$ 688,170	\$ 302,913	\$ 75,000	\$ 138,979	\$ 138,979	\$ 1,344,041
Evaluation Measurement and Verification	\$ 1,920,000	\$ 480,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 3,000,000
Evaluation Administrator	\$ 192,000	\$ 48,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 300,000
Information Technology	\$ 1,838,112	\$ 461,938	\$ 133,333	\$ 108,991	\$ 108,992	\$ 2,651,367
Energy Efficiency Board Consultants	\$ 312,001	\$ 208,000	\$ 43,333	\$ 43,333	\$ 43,333	\$ 650,000
Audits - Financial and Operational	\$ 98,000	\$ 24,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 152,000
Performance Management Incentive (PMI)	\$ 6,730,117	\$ 1,685,603	\$ 976,355	\$ 724,917	\$ 606,207	\$ 10,723,199
Admin/Planning Expenditures	\$ 13,448,825	\$ 3,994,815	\$ 1,653,299	\$ 1,484,945	\$ 1,366,236	\$ 21,948,121
TOTAL	\$ 156,890,266	\$ 39,423,456	\$ 22,748,467	\$ 16,907,516	\$ 14,150,809	\$ 250,118,514

2020 STATEWIDE EE PROPOSED BUDGET

Statewide EE Budget	2020 Eversource CT Electric Proposed Budget 11/01/17	2020 UI Proposed Budget 11/01/17	2020 Eversource CT Gas Proposed Budget 11/01/17	2020 CNG Proposed Budget 11/01/2017	2020 SCG Proposed Budget 11/01/2017	2020 Statewide Combined Total 11/01/2017
RESIDENTIAL						
Residential Retail Products	\$ 14,057,138	\$ 3,280,358	\$ -	\$ -	\$ -	\$ 17,337,496
Total - Consumer Products	\$ 14,057,138	\$ 3,280,358	\$ -	\$ -	\$ -	\$ 17,337,496
Residential New Construction	\$ 2,340,087	\$ 799,535	\$ 1,047,200	\$ 685,798	\$ 846,192	\$ 5,718,811
Home Energy Solutions - Core Services	\$ 17,011,753	\$ 3,560,805	\$ 3,292,949	\$ 3,330,520	\$ 2,484,473	\$ 29,680,500
Home Energy Solutions - HVAC, Water Heaters	\$ 3,055,725	\$ 1,058,282	\$ 1,676,057	\$ 1,944,896	\$ 2,349,131	\$ 10,084,090
HES Income Eligible	\$ 16,823,926	\$ 3,800,984	\$ 5,791,451	\$ 4,397,310	\$ 2,917,837	\$ 33,731,508
Residential Behavior	\$ 2,861,010	\$ 484,354	\$ 406,735	\$ 157,488	\$ -	\$ 3,909,584
Subtotal Residential	\$ 56,149,638	\$ 12,984,318	\$ 12,214,392	\$ 10,516,010	\$ 8,597,632	\$ 100,461,989
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 13,753,463	\$ 4,596,493	\$ 4,812,042	\$ 2,406,379	\$ 1,868,664	\$ 27,437,040
Total - Lost Opportunity	\$ 13,753,463	\$ 4,596,493	\$ 4,812,042	\$ 2,406,379	\$ 1,868,664	\$ 27,437,040
C&I LARGE RETROFIT						
Energy Opportunities	\$ 37,757,349	\$ 7,518,434	\$ 2,906,717	\$ 1,398,131	\$ 1,231,364	\$ 50,811,996
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 5,479,554	\$ 1,750,035	\$ 567,174	\$ 711,164	\$ 312,963	\$ 8,820,891
Total - C&I Large Retrofit	\$ 43,236,903	\$ 9,268,470	\$ 3,473,891	\$ 2,109,295	\$ 1,544,327	\$ 59,632,887
Small Business	\$ 16,271,450	\$ 4,276,902	\$ 381,775	\$ 288,450	\$ 331,122	\$ 21,549,699
Subtotal C&I	\$ 73,261,816	\$ 18,141,864	\$ 8,667,708	\$ 4,804,124	\$ 3,744,114	\$ 108,619,626
OTHER - EDUCATION & ENGAGEMENT						
Educate the Public	\$ 1,818,361	\$ 418,288	\$ 190,066	\$ 189,115	\$ 188,990	\$ 2,804,821
Customer Engagement	\$ 1,968,000	\$ 475,000	\$ 282,000	\$ 150,000	\$ 150,000	\$ 3,025,000
Educate the Students	\$ 433,469	\$ 154,423	\$ 45,164	\$ 52,275	\$ 52,275	\$ 737,606
Educate the Workforce	\$ 342,713	\$ 75,926	\$ 35,034	\$ 28,874	\$ 28,999	\$ 511,546
Subtotal Education & Engagement	\$ 4,562,544	\$ 1,123,637	\$ 552,264	\$ 420,264	\$ 420,264	\$ 7,078,973
OTHER - PROGRAMS/REQUIREMENTS						
Residential Loan Program (Includes ECLF and OBR)	\$ 453,121	\$ 140,602	\$ 80,083	\$ 86,292	\$ 86,292	\$ 846,390
C&I Financing Support	\$ 4,000,000	\$ 74,234	\$ 111,346	\$ 20,000	\$ 75,000	\$ 4,280,580
Time Of Use	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Research, Development & Demonstration	\$ 242,000	\$ 232,692	\$ 25,000	\$ 50,000	\$ 50,000	\$ 599,692
Subtotal Programs/Requirements	\$ 4,695,121	\$ 447,528	\$ 216,429	\$ 156,292	\$ 211,292	\$ 5,726,662
OTHER - LOAD MANAGEMENT						
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 1,200,000	\$ 887,880	\$ -	\$ -	\$ -	\$ 2,087,880
C&I Demand Response	\$ 597,690	\$ 139,630	\$ -	\$ -	\$ -	\$ 737,320
Subtotal Load Management	\$ 1,797,690	\$ 1,027,510	\$ -	\$ -	\$ -	\$ 2,825,200
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 892,271	\$ 589,823	\$ 114,220	\$ 157,667	\$ 157,667	\$ 1,911,648
Marketing Plan	\$ 778,154	\$ 194,538	\$ 81,058	\$ 81,058	\$ 81,058	\$ 1,215,866
Planning	\$ 688,170	\$ 302,913	\$ 75,000	\$ 138,979	\$ 138,979	\$ 1,344,041
Evaluation Measurement and Verification	\$ 1,920,000	\$ 480,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 3,000,000
Evaluation Administrator	\$ 192,000	\$ 48,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 300,000
Information Technology	\$ 1,838,112	\$ 461,938	\$ 133,333	\$ 108,992	\$ 108,992	\$ 2,651,367
Energy Efficiency/Board Consultants	\$ 312,001	\$ 208,000	\$ 43,333	\$ 43,333	\$ 43,333	\$ 650,000
Audits - Financial and Operational	\$ 98,000	\$ 24,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 152,000
Performance Management Incentive (PMI)	\$ 6,596,258	\$ 1,608,933	\$ 1,001,448	\$ 746,252	\$ 614,700	\$ 10,567,591
Admin/Planning Expenditures	\$ 13,314,966	\$ 3,918,145	\$ 1,678,392	\$ 1,506,280	\$ 1,374,729	\$ 21,792,513
TOTAL	\$ 153,781,775	\$ 37,643,002	\$ 23,329,185	\$ 17,402,970	\$ 14,348,031	\$ 246,504,963

CHAPTER FIVE: EVALUATION

Table 5-1 details the recommendations issued in 2017 through the Energy Efficiency Board’s evaluation process, and how the Companies plan to incorporate them into 2018 programs. The Companies have carefully considered and responded to all the evaluations’ recommendations.

Table 5-1: 2017 Energy Efficiency Board Evaluation Recommendations

Study	Recommendation	Response
R113 Ductless Heat Pump Evaluation	<p>Recommendation No. 1: Update the current PSD to better reflect the conditions in which DHPs are being installed and used.</p>	<ul style="list-style-type: none"> ▪ The Companies agree with this recommendation, but look for additional guidance on what the appropriate baseline is prior to adjusting the PSD.
	<p>Recommendation No. 2: Perform a billing analysis using a more representative sample of program participants.</p>	<ul style="list-style-type: none"> ▪ The Companies believe that a billing analysis is not an effective method to evaluate savings for DHPs when the baseline is a mix of retrofit and lost opportunity. The Companies believe that a dual fuel billing analysis would be possible, but it would be impractical given that many DHP installations are displacing delivered fuels (e.g., oil or propane). ▪ A billing analysis was performed for Ductless Heat Pumps as part of the R16 “HES Impact Evaluation Home Energy Services—Income Eligible and Home Energy Services Programs.”
	<p>Recommendation No. 3: As an alternative to Recommendations 1 and 2 above, perform an on-site engineering analysis.</p>	<ul style="list-style-type: none"> ▪ The Companies agree that this may be an appropriate alternative to Recommendations 1 and 2 above, but only if those less costly options don’t yield adequate results.
	<p>Recommendation No. 4: Educate customers on DHP operations and strategies that generate the highest savings rates.</p>	<ul style="list-style-type: none"> ▪ The Companies agree with this recommendation and will increase emphasis on DHP operation strategies when training customers and contractors.
	<p>Recommendation No. 5: Increase program engagement with electric resistance heating customers who have the highest savings potential.</p>	<ul style="list-style-type: none"> ▪ The Companies agree with this recommendation. Currently, electric heat customers can qualify for a higher incentive for DHPs.

Study	Recommendation	Response
<p>R113 Ductless Heat Pump Evaluation (Continued)</p>	<p>Recommendation No. 6: Use a two-stage, variable degree-day approach for all future applications of billing analysis to estimates DHP savings.</p>	<ul style="list-style-type: none"> ▪ The Companies generally agree with this recommendation. However, due to the high cost of this type of evaluation, and consistent with previous comments, the Companies believe that it would yield better results if the analysis was divided into the various installation scenarios referenced above.
	<p>Recommendation No. 7: Consider minor changes to the DHP application form.</p>	<ul style="list-style-type: none"> ▪ No comments.
<p>R1615 Light Emitting Diode (“LED”) Net-to-Gross (“NTG”) Evaluation</p>	<p>Recommendation No. 1: The study recommends using the NTG ratios resulting from the consensus panel. For non-HTR LEDs overall (inclusive of standard [A-line], reflector, and other specialty bulbs), 40% for 2018, 36% for 2019, and 33% for 2020. The consensus panel suggests setting the HTR channel NTG by adding 20 percentage points annually to the non-HTR estimates: 60% for 2018, 56% for 2019, and 53% for 2020.</p> <p>The study does not recommend changes to the 2017 PSD, as it has been finalized and approved by the Energy Efficiency Board. However, annual reports from Eversource and United Illuminating should include a note about the differences between the 73.8% listed in the 2017 PSD and the consensus panel recommendation of 67% (made after the PSD was approved but before the panel had access to it).</p>	<ul style="list-style-type: none"> ▪ The Companies have included these new NTG values in the 2018 PSD.

Study	Recommendation	Response
R1615 Light Emitting Diode (“LED”) Net-to-Gross (“NTG”) Evaluation (continued)	<p>Recommendation No. 2: The program should continue to support LEDs as planned through the remainder of the current 2016 to 2018 program cycle. However, the Energy Efficiency Board should monitor federal rulemakings and other relevant policy decisions, especially surrounding EISA 2020 and the definition of general service lamps, to determine if and for how long continued support is cost effective into the 2019 to 2021 cycle. The Energy Efficiency Board should also monitor available information on the document quality of value-line LEDs and their impact on customer perceptions of LEDs.</p>	<ul style="list-style-type: none"> ▪ The Companies have included LEDs in the 2018 Plan Update. Going forward, the Companies will work with the Energy Efficiency Board to monitor the issues surrounding EISA 2020 and will make program changes as necessary.
	<p>Recommendation No. 3: Further targeting the HTR channel has the potential to increase the program’s cost effectiveness. The program should continue incentivizing lower priced ENERGY STAR-qualified LEDs at HTR retailers, assuming doing so passes cost-effectiveness tests.</p>	<ul style="list-style-type: none"> ▪ The Companies are working to better define and target the HTR channel while remaining cost-effective.
	<p>Recommendation No. 4: Improving the level of detail in the tracking of in-store merchandising displays (i.e., ideally product model number or brand and bulb type) would increase the likelihood of identifying the impact this program component has on program sales.</p>	<ul style="list-style-type: none"> ▪ The Companies track lift on sales during cooperative promotions when possible. Generally off-shelf placements and other promotional events have a very positive lift on sales. The Companies are currently tracking off-shelf promotion details in big box stores. Most of the HTR promotions details are off-shelf.

Study	Recommendation	Response
C1639 - Small Business Energy Advantage (“SBEA”) Process Evaluation	<p>Recommendation No. 1: The utilities should consider developing strategies for outreach to building owners, such as through commercial real estate agents or organizations such as the Building Owners and Managers Association (“BOMA”), or directly to the owners of tenant-occupied buildings to whom program contractors have marketed the program.</p>	<ul style="list-style-type: none"> ▪ The Companies will review this recommendation for inclusion into the program.
	<p>Recommendation No. 2(a): The utilities should continue to try to recruit contractors with the ability to do a broad range of project types, in particular those who have the capabilities in house, and should consider providing sales training support to contractors to get more non-lighting projects.</p>	<ul style="list-style-type: none"> ▪ The Companies’ recent recruitment process included recruitment of contractors with an ability to provide comprehensive services. The Companies’ continued focus on also serving hard-to-reach customers requires contractors who can service this market as well.
	<p>Recommendation No. 2(b): The utilities, together with the Connecticut Energy Efficiency Board, should consider increasing the incentives for non-lighting measures (or providing separate contractor incentives) to increase their installation, possibly paying for the increase by decreasing incentives on lighting.</p>	<ul style="list-style-type: none"> ▪ The Companies continually seek to optimize comprehensiveness through well-designed incentive structures while remaining mindful of cost-effectiveness across the programs.
	<p>Recommendation No. 3: As part of the recommended sales training support to the SBEA contractors, the utilities should include training on how to talk about the value of non-energy benefits with customers to get more non-lighting projects.</p>	<ul style="list-style-type: none"> ▪ The Companies agree with this recommendation and will incorporate into future SBEA contractor trainings. Additionally, the Companies recent recruitment process included recruitment of contractors with an ability to provide comprehensive services.

Study	Recommendation	Response
<p>C1639 - Small Business Energy Advantage (“SBEA”) Process Evaluation (continued)</p>	<p>Recommendation No. 4(a): The utilities might consider offering building owners or tenants with long-term leases: 1) an extension of the loan length or amount at a non-zero interest rate for the portion of the loan payback period that exceeds 48 months or the amount that exceeds \$100,000, if the utilities can determine how that can be done at their current capital costs; or 2) a floating loan term set to ensure positive cash flow.</p>	<ul style="list-style-type: none"> ▪ The Companies are currently working with the Energy Efficiency Board and the Connecticut Green Bank to determine the most optimal financing strategies for SBEA customers.
	<p>Recommendation No. 4(b): The utilities should continue to investigate third-party financing, including Commercial Property Assessed Clean Energy (“C-PACE) could be leveraged to help promote projects with longer paybacks or that exceed the loan cap. As part of this, they should consider providing contractors with information on C-PACE and how to talk to building owners or tenants with long-term leases about using it.</p>	<ul style="list-style-type: none"> ▪ The Companies are currently working with the Energy Efficiency Board and the Connecticut Green Bank to determine the most optimal financing strategies for SBEA customers.
<p>R1606 - Eversource Behavior Program Persistence Evaluation</p>	<p>Recommendation No. 1: This study assessed cost-effectiveness using a very simple approach—the cost per kWh saved. Deciding whether a cycling approach meets the more detailed utility cost test (or other benefit-cost ratio tests) would require a more thorough analysis to determine the full benefits and costs of cycling versus continued treatment.</p>	<ul style="list-style-type: none"> ▪ Eversource agrees that a more a more thorough analysis should be conducted to determine the full benefits and costs of cycling versus continued treatment.
	<p>Recommendation No. 2: If the HERs program stops sending reports to high-use and average-use continued groups, examine the degradation rates of their savings to inform long-term program design.</p>	<ul style="list-style-type: none"> ▪ Eversource does not fully agree with this recommendation. Currently, there are numerous studies throughout the industry that examine degradation rates of savings. It’s feasible that some of these studies could be used in lieu of a Connecticut specific study. Eversource would consider a Connecticut specific study, but only after exploring the use of other studies as an acceptable option.

Study	Recommendation	Response
<p>R1606 - Eversource Behavior Program Persistence Evaluation (continued)</p>	<p>Recommendation No. 3: Because savings vary by pre-program energy use, Eversource should examine the pre-program energy use of the 300,000 households in the current iteration of the Eversource HERs program for the distribution of pre-program energy use and analyze the most effective and fair way to target the program. For example, the program may want to consider cycling high-use households (who achieve higher percentage and kWh savings) but treating average-use households continuously (due to lower percentage and kWh savings). The use of cycling may allow such a design to achieve high cost effectiveness and touch more customers, while maximizing savings overall.</p>	<ul style="list-style-type: none"> ▪ Eversource agrees that various program design options should be considered in order to optimize cost effectiveness. Note however that cycling may result in a disjointed customer experience and create confusion. Therefore, Eversource believes that cycling strategies should give consideration to these possible negative side effects.
	<p>Recommendation No. 4: Households that opt in to a program like HES or HES-IE may differ from the randomly selected population of high users and average users that were in the HERs pilot. Moreover, by already taking part in HES and HES-IE and then receiving HERs, the program runs the risk of double counting savings between HERs and HES/HES-IE. Therefore, Eversource should study the impact of enrolling HES and HES-IE households into HERs on program attribution and double counting of savings.</p>	<ul style="list-style-type: none"> ▪ The program vendor enrolls HES and HES-Income Eligible participants into both the treatment and control groups in order to account for double-counted savings. This means that savings associated with the HES or HES-IE programs are already accounted for through the randomized design of the program and are not included in savings reported for the HER program. The behavior savings from the HES and HES-Income Eligible participants are not double counted.
	<p>Recommendation No. 5: When the current implementer’s contract ends, Eversource should consider adopting a revised program design that includes a cycling approach, particularly for the high-use customers in the sample, who achieve similar or higher savings from treatment and retention savings compared to continual treatment, even with ramp-up taking into account.</p>	<ul style="list-style-type: none"> ▪ A significant portion of the costs to run the program is for analytics fees, not report generation. Therefore, the analytics cost would not be avoided. Eversource would still incur the cost for analytics, including the cost of calculating persistence savings during the off-cycle period. In addition, cycling may result in a disjointed customer experience. Therefore, Eversource believes that cycling strategies should give consideration to possible negative side effects.

Study	Recommendation	Response
<p>R1602 Residential New Construction Program – Process Evaluation</p>	<p>Recommendation No. 1: While program requirements intend to drive optimal savings, builders may need to be better informed about their purposes. It could be helpful to meet with active builders to discuss program requirements and communicate the science behind the requirements. Allow builders the opportunity to express their reasoning as to why they see certain requirements as unnecessary to potentially identify areas for leniency. Consider the option to require air-leakage testing of only a subset of multifamily housing units.</p>	<ul style="list-style-type: none"> ▪ The Companies are heavily involved with offering program information to builders throughout the state through partnerships with the two Connecticut HBRA chapters, Connecticut Chapter of American Institute of Architects, and National Association of the Remodeling Industry. If this recommendation is specific to the "Submission Requirements Checklist", please clarify the items of concern and the type of trainings recommended. The Companies do connect with HERS Raters on a regular basis to solicit their input/feedback on program requirements, and we see the value in also soliciting builder feedback. In multifamily properties, "sampling" a percentage of units is currently allowed under program and RESNET guidelines as long as the HERS Rater is approved for sampling.
	<p>Recommendation No. 2: The program may wish to consult with database experts to structure the database to support program staff so they can easily interface with the database and to ensure completeness.</p>	<ul style="list-style-type: none"> ▪ No comments.
	<p>Recommendation No. 3: Per the suggestion of one trade ally and program staff, examine the feasibility of shifting to an online application process which will lessen the burden on program staff to manually enter participation data in program tracking systems and help streamline the participant and HERS rater efforts.</p>	<ul style="list-style-type: none"> ▪ Currently all application submission materials are transmitted via email to the Companies' Program Administrator. The Companies will explore the feasibility of creating an on-line application process when evaluating streamlining opportunities.
	<p>Recommendation No. 4: Also, confirm that energy generation is being tracked for program projects with renewable energy infrastructures to accurately capture all program impacts.</p>	<ul style="list-style-type: none"> ▪ The Draft Report stated that participation data did not include the amount of energy PV systems generated. United Illuminating has information if it had been requested on kW of installed systems.

Study	Recommendation	Response
<p>R1602 Residential New Construction Program – Process Evaluation (continued)</p>	<p>Recommendation No. 5: Awareness and communication. While program staff promotes the program, such as at trade events, they do not engage in cooperative advertising efforts with trade professionals. Buyers of spec-built homes (i.e., homes that are purchased after they have been listed on the open market) are not overwhelmingly aware of the program. Homebuyers’ reports show that they see value in program certification; in contrast, builders do not see a need to inform their customers that their homes participated in the program, perceiving that customers are disinterested in program details and relate more to energy.</p>	<ul style="list-style-type: none"> ▪ The Companies appreciate the Draft Report’s recommendations for improved messaging and outreach to builders and homebuyers, as well as to real estate assessors and brokers, and agree that customer awareness can stimulate participation and increase the value of the program in the marketplace. The Companies will explore opportunities to enhance marketing and outreach efforts using existing and new tools and tactics as appropriate based on budgets.

APPENDIX A: 2018 STATEWIDE MARKETING TACTICAL PLAN

INTRODUCTION

The 2018 Energize CT statewide marketing efforts (“2018 Marketing Plan”) will include website operations, enhancements, and technical support for EnergizeCT.com, as well as marketing research and dedicated communications campaigns.

In 2018, Energize CT’s statewide marketing efforts will continue to support and promote the brand and the programs, services, and solutions associated with it—including those administered by the Connecticut Green Bank. As in 2017 and previous years, the Connecticut Green Bank will provide funding, planning, and implementation support to EnergizeCT.com, several of the planned market research studies, and communication campaigns as appropriate.

For the Energize CT brand stakeholders to have a clear understanding of all the marketing undertaken in 2018—both from the 2018 Marketing Plan budget *and* from the Companies’ individual program marketing budgets—the Companies and the Connecticut Green Bank will provide marketing updates on a quarterly basis to the Energy Efficiency Board Marketing committee.

The estimated costs for the 2018 Marketing Plan, including joint activities co-funded with the Connecticut Green Bank, are shown in Table A-1. Please note that the budget allocations between each of the marketing tasks are estimates and subject to re-allocation pending final, negotiated costs with outside vendors and/or as needed to support program participation goals.

Table A-1: 2018 Statewide Marketing Plan Estimated Costs

Statewide Marketing Plan Task	Eversource	United Illuminating, CNG, and SCG	Connecticut Green Bank	Total
Research	\$47,500	\$23,750	\$23,750	\$95,000
Website Maintenance & Enhancements	\$281,000	\$131,500	\$87,500	\$500,000
Marketing Communications	\$495,378.35	\$186,737.32	\$174,038.00	\$856,153.67
TOTAL	\$823,878.35	\$341,987.32	\$285,288.00	\$1,451,153.67

METRICS AND GOALS

Goals are measured via professional, independent third-party research surveys and via Google Analytics. Because end-of-year results are not available at the time of the 2018 Plan Update filing, the following Table A-2 reflects final 2016 goals and results, and 2017 goals. In 2018, campaign metrics and goals will be set and approved by the Energy Efficiency Board Marketing Committee. Goals will be established (and adjusted as necessary) for 2018 after 2017 research is completed and reviewed, so that the Companies can provide metrics and goals based on customer engagement and market demand anticipated for 2018. The Companies will present proposed metrics and goals to the Energy Efficiency Board Marketing Committee by the end of February 2018.

Table A-2: 2016-2018 Metrics and Goals

Metric	2016 Goals/Results	2017 Goals	2018 Goals
Brand Familiarity	Goal: 32.8%-33.7%	Goal: Maintain 45.7%	To be determined
	End-of-year result: 45.7%	End-of-year result: Not yet available	
Aided Brand Awareness	New questions added to telephone survey to establish baseline	Goal: Maintain 49.1%	T To be determined
	End-of-year result: 49.1%	End-of-year result: Not yet available	
Web Traffic (non-supplier choice) <i>Percentages use rolling 3-month average</i>	Goal: 15% increase in sessions	Goal: Maintain	To be determined
	End-of-year result: 18% reduction	End-of-year result: Not yet available	
Wait 'til 8	New questions added to telephone survey to establish baseline	End-of-year result: Not yet available	N/A ¹⁵

¹⁵ In 2018, implementation of the Wait 'til 8 campaign will be fully transitioned to DEEP. Where appropriate and feasible, the Companies and the Marketing Committee will work with DEEP to establish and continue mechanisms to track awareness and understanding of Wait 'til 8.

MARKET RESEARCH

In 2018, the Companies will continue to build on the professional, independent third-party research studies completed in previous years while evolving to align with the transition in strategy and messaging. Working with the Energy Efficiency Board Marketing Committee and the Connecticut Green Bank, the Companies will continue to measure the level of Energize CT brand awareness, brand familiarity, and smart energy resource awareness, to examine the effectiveness of marketing campaigns, and to better understand customers' motivational factors. Additional efforts will be focused on consumer understanding of weatherization and the value of energy efficiency.

2017 Market Research Activities

Budget: \$95,000

- i. **Awareness Study.** Telephone surveys will continue to be used to measure increases in brand awareness and familiarity. This early year telephone survey will measure awareness between the Q1 and Q2 communications efforts and will provide the baseline for 2018. *(March)*
- ii. **Message Testing 1.** Building on the online panel message testing conducted in fall 2017, the Companies will continue message testing through additional online panel studies. Conducting these studies after the Q1 campaign will allow the Companies an opportunity to adjust messaging as needed. The studies may include consumer comprehension of key concepts such as weatherization and the value of energy efficiency, as well as resonance of words and phrases to inform future messaging. *(February/March)*
- iii. **Message Testing 2.** The Companies will continue message testing through additional online panel studies. Conducting these studies after the Q3 campaign will allow the Companies an opportunity to adjust messaging as needed. The studies may include consumer comprehension of key concepts such as weatherization and the value of energy efficiency, as well as resonance of words and phrases to inform future messaging. *(November)*
- iv. **Awareness Study.** To measure results from the baseline survey, a year-end telephone survey will be conducted. *(November/December)*

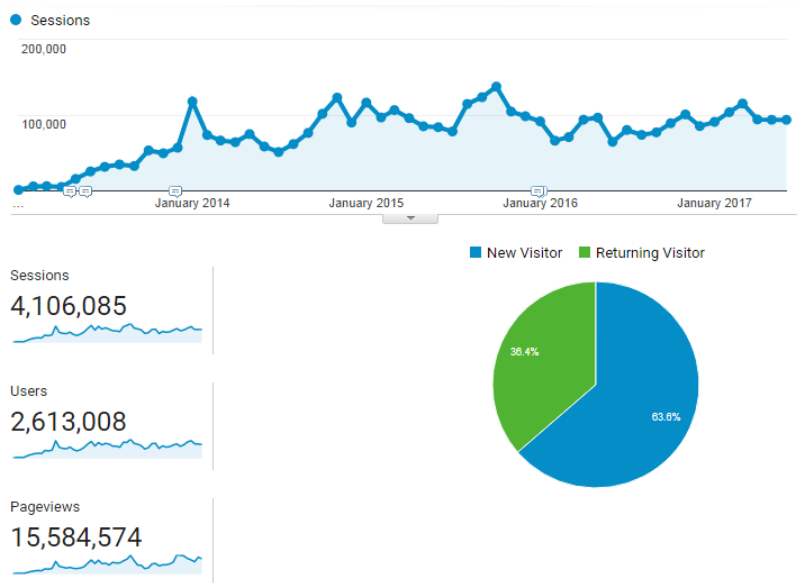
WEBSITE OPERATIONS, ENHANCEMENTS, AND TECHNICAL SUPPORT: ENERGIZECT.COM

OVERVIEW

EnergizeCT.com provides Connecticut consumers, businesses, and municipalities with mobile-friendly access to energy efficiency and renewable energy program information, RSVP capability for Energize CT events, and the ability to locate and contact local contractors and lenders. The site also provides a secure platform to disseminate key programmatic information to partner vendors and trade allies.

From launch in January of 2013 through the first half of 2017, the EnergizeCT.com site has seen 4+ million sessions with 15+ million page views.

Figure A-1: EnergizeCT.com Website Activity



Consumer response to the site has been positive, with comments of:

“The website is extremely useful, well done.”

“I find your site is easy to get to and easy to find the info I am seeking.”

2017 KEY ACTIVITIES

Major changes implemented in 2017 focused on usability enhancements to facilitate users' access to relevant content including: additional personalization elements, search tool refinements, age responsive design, and localization (i.e., adapting the website to accommodate local language and culture in target markets). Additionally, enhancements were made to the trade ally portal to expedite trade partner access to critical materials.

Planned 2018 Activities

Budget: \$500,000

- i. **Site Maintenance.** Ongoing management of site maintenance and readiness is required to ensure that this well-visited, best-in-class energy efficiency and renewable energy website is available 24 hours a day, 7 days a week as a trusted resource for Connecticut consumers and businesses.
- ii. **Site Security and Performance.** Routine monitoring for security issues focused on the platform, server, and content will ensure threats are avoided and issues resolved quickly.
- iii. **Search Engine Optimization (“SEO”) Friendly Content Development.** To better engage consumers and optimize content, content optimization will continue in 2018 according to the content strategy developed in 2017, along with quarterly SEO reports.
- iv. **Enhance Engagement with Mobile-Friendly Graphics, Personalization and Automation.** Presenting data, charts, and lists in an easily-digestible manner to consumers is a challenge in the mobile environment. 2018 enhancements will include the addition of animation and user-friendly filtering for forms, graphs, and lists. Main menu areas and homepage sliders will be personalized to focus content to the user. An Online Automated Chat Tool (“BOT”) will assist users in finding relevant content and to take action.
- v. **Facilitate Action Features.** Landing pages will undergo significant enhancements, including a new Find a Solution feature, more prominent videos, and banner animations. Additional “flag ship program” content pages will be developed to afford more flexibility to programmatic marketing campaigns. Videos will be elevated and given more prominence. An *Interactive Energy Efficiency House and Main Street* will direct visual consumers to key rebates and services. Program pages will be revamped to better accommodate technologies and/or segments.
- vi. **Web Development Efficiency.** Facilitation of code upgrades between testing and live environments not only controls costs, but ensures code quality and accelerates development. The implementation of server-based tools, coupled with Drupal modules, will afford accelerated development and code deployment for 2018 and beyond.

- vii. **Upstream Support.** Features to support implementation of upstream initiatives will include a new distributor communication feature, a realtor section, and event registration enhancement.
- viii. **Site Intercept Surveys.** Used to inform enhancements and garner consumer engagement, site intercept surveys will continue throughout 2018.
- ix. **Site Strategy, Usability, and Potential Redesign.** With the site now five years old, it is time to take a step back to review its UX Design (User Experience Design) and UI Design (User Interface Design), including consumer favorability and comparison with other industry-related sites. The 2018 budget includes monies to partner with a website strategist and develop a new site strategy. A usability study and site redesign may potentially be the outcome of the work with the website strategist.

MARKETING COMMUNICATIONS

OVERVIEW

The Companies have successfully executed five years of Energize CT statewide communication campaigns. Each campaign has reflected the evolution from pure launch, to brand building, to brand value. Now, awareness of Energize CT as a brand representing a portfolio of energy resources has reached a level that is comparable with many other statewide smart-energy brands. For 2018, the Companies believe that continuing the shift from a focus on brand awareness (a “what” message) to an increased focus on education and measure value (a “why” message) is most appropriate.

The marketing communications campaigns in 2018 will reflect a diversification of the messaging and the associated media channels. This diversification will continue to support the Energize CT brand via campaigns that reflect the brand pillars (i.e., accessible, inclusive, trustworthy, and empowering) and connect customers to the resources they need. This will allow the Companies: (1) to create content that supports the objectives of the Final 2017 CES, (2) have the flexibility to promote new technology opportunities as they become available to customers, and (3) to scale the media in response to customer demand.

Marketing Communications Strategy and Associated Tactics

Budget: \$856,153.67

The statewide communication campaigns should be considered in the context of the overall communications activities deployed by Eversource, United Illuminating, CNG, SCG, and the

Connecticut Green Bank. Together with solution-specific campaigns, customers will be exposed to smart energy messaging consistently throughout the year.

The multi-media advertising outlined in Table A-3 will include digital, subscription (i.e., Pandora) and radio, and may include other mediums as well, as needed. The advertising, along with the other communication activities, will take place throughout the year to provide a consistent, year-long presence. However, the allocation of funds will vary from quarter to quarter, based on market conditions and actual need. Costs are budgetary only.

Table A-3: Quarterly Communications Activities

2018	Multi-Media Advertising	Paid Search	Public Relations (media/events)	Residential Trade Ally Support
1 st Quarter	(Primary) Weatherization	Energize CT branding terms and keywords	- Annual report - Seasonal opportunities	- Customized material development
2 nd Quarter	(Primary) Technology	Energize CT branding terms and keywords	- Earth Day - Seasonal opportunities	- Customized material development
3 rd Quarter	(Primary) Technology	Energize CT branding terms and keywords	- Summer demand - Seasonal opportunities	- Customized material development
4 th Quarter	(Primary) Weatherization	Energize CT branding terms and keywords	- Energy Efficiency Day - Seasonal opportunities	- Customized material development
Estimated Budget	\$743,353.51	\$12,800.00	\$40,000.00	\$60,000.16

APPENDIX B: PUBLIC INPUT COMMENTS

2018 UPDATE TO 2016-2018 PLAN – PUBLIC INPUT COMMENTS (COMPANY AND ENERGY EFFICIENCY BOARD POSITIONS)



Draft v1 – 8/29/17

Note: All submitted written comments, and a list of those who provided written or verbal comments, may be accessed at Box.com:

<https://app.box.com/s/wjt3cpltgrcyuebd3tywfhjapa7ltg80>

1) Leticia Colon

Representing: Energy Efficiencies Solutions

Date Input Received: May 10, 2017

Input Method(s): Verbal Comments at Public Input Session

Requests/Comments:

Ms. Colon provided the following verbal comments:

- The CEEF should consider better integrating energy efficiency and renewables.
- The most important goal is to reach the long-term objective of reducing greenhouse gases and supporting programs that create jobs. She noted that 34,000 jobs in Connecticut are energy-efficiency jobs. She noted the economic and energy savings benefits of energy efficiency, including avoiding costs associated with adding power plants, and the return on energy-efficiency programs.
- The CEEF should categorize fuels as renewable and non-renewable.
- Energy-efficiency programs need to be equitable and equally accessible.
- A full BPI assessment should be offered before measures are installed.
- The CEEF needs to address health and safety issues.
- Energy-efficiency funds should be protected and used only for energy efficiency.
- The HES co-pay should not be increased because that would be a barrier to implementation; keeping services at low cost will help the state reach its energy-efficiency goals.

Companies' Position(s):

The Companies agree with Ms. Colon about the importance of several of the things she mentioned in her public comments. The Companies are working to integrate energy efficiency and renewables, primarily through the Residential New Construction program's zero energy homes initiatives and through the Companies' coordinated efforts with the Connecticut Green Bank. Additionally, the Companies agree that there needs to be equal access to energy-efficiency program offerings. The Companies also believe that energy efficiency is a critical tool in reducing greenhouse gas emissions, and that energy-efficiency funds should not be diverted for other purposes. The Companies agree with Ms. Colon that Building Performance Institute certifications have been a key tool in delivering high-quality program offerings, and that health and safety barriers to weatherization are an important issue for the programs.

The Companies believe that direction on "*What is a renewable fuel?*" is a policy decision that should be promulgated by either DEEP or the Connecticut General Assembly.

The HES co-pay is dictated by DEEP, in large part as an attempt to help manage ratepayer costs associated with the program.

Energy Efficiency Board Position:

2) Kyle Ellsworth

Representing: Efficiency for All

Date Input Received: May 10, 2017

Input Method(s): Written and Verbal Comments at Public Input Session

Note: The Energy Efficiency Board forwarded these comments to the Connecticut Green Bank.

Requests/Comments:

Mr. Ellsworth provided the following comments verbally and in writing:

Efficiency for All believes that energy efficiency is among the most critical components of a greater overall energy strategy, and is one of the best resources that we have to achieve our economic and environmental goals.

The Connecticut Green Bank, established in 2011 out of the former Clean Energy and Financing Investment Authority, receives public funding through a one-mil charge on customer utility bills, authorized in 2004 by Title 16, Chapter 283, Section 16-245 (n) of the Connecticut General Statutes. This funding totaled \$26.4 million dollars in 2016.

The Connecticut Green Bank uses these public funds to leverage private investments. The Green

Bank has been successful in their operations, yielding \$10 of private capital for every \$1 of ratepayer funding. However, the administrative expenses of the Connecticut Green Bank have risen significantly.

Since their official formation in 2011, salaries for the Connecticut Green Bank have grown by over 330%, to \$4.6 million dollars. As an organization with fewer than 75 full-time employees, the Green Bank occupies three office spaces, with leasing costs totaling \$290,000 in 2016. As an entity that utilizes over \$25 million per year in Connecticut resident funding, we feel there should be greater fiscal responsibility within the Connecticut Green Bank.

Also, the Connecticut Green Bank lists as one of its goals the continued increase in private capital investment and the decreased use of public ratepayer funding; yet continues to collect public funding through the one-mil charge on Connecticut customer utility bills. Given the level of success the Connecticut Green Bank has achieved in attracting private investment for clean energy projects across the State, public funding should be reallocated and repurposed to assist the more than 400,000 low-income Connecticut households that qualify for cost-effective energy efficiency programs.

The Connecticut Green Bank has become a successful organization that has used public ratepayer funds to attract private investment to create financing tools and programs that support clean energy development in the State. The time has come for the Connecticut Green Bank to fulfill its official goal: “To support affordable and healthy buildings in low-to-moderate income and distressed communities by reducing the energy burden and addressing health and safety issues in their homes, businesses, and institutions.”

Companies’ Position(s):

The Companies work closely with the Connecticut Green Bank to access private capital to help customers implement energy-efficiency upgrades.

Energy Efficiency Board Position:

3) Sue Coakley

Representing: Northeast Energy Efficiency Partnerships (NEEP)

Date Input Received: May 10, 2017

Input Method(s): Written and Verbal Comments at Public Input Session

Requests/Comments:

Ms. Coakley noted that she had shared the CT Energy Efficiency Board’s process with the

government of Germany as a highlight of the Northeast's energy efficiency programs. Ms. Coakley provided a high level summary of NEEP's written comments.

NEEP's written comments covered the following topics (see Box folder for written comments):

- Home Energy Management Systems (HEMS);
- Industrial Strategic Energy Management (SEM);
- Emerging Commercial Sector Business Models;
- Emerging Advanced Efficiency Solutions Connector (partnership with the U.S. DOE);
- M&V 2.0;
- Building Energy Ratings;
- Building Energy Code Attribution for Compliance; and
- Air Source Heat Pumps.

Companies' Position(s):

The Companies have a long history of working collaboratively with NEEP and look forward to maintaining that working relationship going forward.

Energy Efficiency Board Position:

APPENDIX C: COMPLIANCE ORDERS

From the Final DEEP Decision

Item #	Topic or Program	Condition of Approval	Due Date	Status
1	District Heating Loops	The Companies shall submit to DEEP's Bureau of Energy and Technology Policy ("BETP") for DEEP's records, the status of implementation of the new statutory authorization that allows energy savings resulting from connection to district heating loops that use waste heat to be eligible for incentives. The funding of such incentives is incremental to the Conservation and Load Management budget, pursuant to Section 242 of Public Act 15-5 (June Special Session). The Companies describe on page 400 of the Plan how they intend to implement this provision. The report would be used to educate others and inform action in this sector.	09/01/16	Filed 09/01/16 Item Completed
2	Demand Response	<p>The Companies shall submit to BETP for DEEP's review and approval a report that documents progress developing implementation strategies to advance the deployment of Demand Response technology, particularly in the Commercial and Industrial sector, including a timeline for action. DEEP is pleased to see that Demand Response pilots are included in the Plan, with specific plans noted for the residential sector, and a note that a pilot will occur for the Commercial and Industrial sector. DEEP is interested in an increased focus on the Commercial and Industrial sector.</p> <p>Such report on the status of demand response shall identify the locational and durational nature of demand issues and identifying opportunities that are related to geography and peak demand. Such report will help inform state planning and design of future actions, regardless of the outcome of current pending litigation on certain demand reduction programs.</p> <p>The Companies shall provide recommendations on the timeline for developing permanent programs and on the funding mechanism for such programs. These recommendations will be especially important in the Commercial and Industrial Sector if regional</p>	07/01/18	Initial report separately filed 04/01/16 Chapter 3 of the 2017 Plan Update

Item #	Topic or Program	Condition of Approval	Due Date	Status
2	<p>Demand Response (continued)</p>	<p>independent system operator demand response programs are not supported by court decisions.</p> <p>Additionally, such report shall include a summary of the state of Time Varying Rates or Time-of-Use Rates in Connecticut. Such report shall include a summary of all customer participation and the energy savings associated with Time Varying Rates or Time-of-Use Rates in each electric utility’s service territory; the potential to achieve additional cost-effective energy savings through optimization of Time Varying Rates or Time-of-Use Rates and other regulatory and incentive mechanisms in Connecticut. The Companies should include implementation recommendations for integrating information about Time Varying Rates or Time-of-Use Rates with the customer engagement platforms to better allow customers to receive economic signals and to encourage greater participation in the United Illuminating territory.</p> <p>Such report shall include an update on Eversource's progress in deploying advanced metering systems consistent with CGS 16-243w and provide an update on efforts to provide two-way communication using equipment other than meters to increase the ability of customers to participate in Time- of-Use Rates and demand response programs. For the 2016 report, United Illuminating shall describe how they are encouraging participation and use of Time Varying Rates currently and how they will develop a plan for implementing critical peak pricing and additional dynamic pricing options. In 2017, United Illuminating shall summarize the effectiveness of Time Varying Rates or Time-of-Use Rates and any new dynamic pricing structures in United Illuminating territory. In 2018, Eversource shall assess how Eversource can apply the results of the information provided by United Illuminating to enable customers to use Time Varying Rates or Time-of-Use Rates and other dynamic pricing options.</p>		

Item #	Topic or Program	Condition of Approval	Due Date	Status
3	Street Lighting	<p>The Companies shall submit to BETP for DEEP’s records a report that summarizes the state of street lighting in Connecticut. Specifically, the Companies shall provide best estimates of the numbers of street lighting fixtures owned by the utilities, municipalities, and the State of Connecticut. To the extent such information is available to the Companies, the report shall quantify how many street lights in each category have been upgraded to LED technology and/or with advanced lighting controls. The Companies will provide recommendations on the timeline for upgrading street lights in each of these categories, and the recommended funding mechanism for such upgrades.</p>	09/01/16	<p>Filed 08/09/16 (Eversource)</p> <p>Filed 09/01/16 (United Illuminating)</p> <p>Item Completed</p>
4	Comprehensive Coordinated Plan for Public Education and the Education of Students	<p>DEEP does not concur with the Board’s response to DEEP’s question which noted that the Board “does not feel an additional ‘overall plan for education in the future’ is needed at this time” (<i>Energy Efficiency Board Responses to DEEP Requests for Information</i>, November 16, 2015).</p> <p>DEEP only approves the “Educate the Public” and “Educate the Students” portions of the budget for the first three quarters of calendar year 2016. The remainder of 2016 and years 2017 and 2018 are not approved and a proposed budget shall be provided in the 2017 Annual Update, not to exceed the currently proposed 2017 and 2018 budget levels, that is reflective of planning conducted through the following process:</p> <p>In the first half of calendar year 2016, the Companies, in consultation with the Board and DEEP, shall initiate a discernment process to clarify the roles and responsibilities of the Connecticut Energy Efficiency Fund, DEEP, and other stakeholders in providing energy education for the public and for students. Such discernment process shall provide for stakeholder engagement to discern the key elements of the plan and the roles of various entities in planning and implementing energy education services for the public and students.</p>	<p>*07/01/16</p> <p>Submittal of comprehensive education plan (*moved for inclusion in the 2017 Plan Update)</p> <p>11/01/16</p> <p>Initiation of procurement process for education services</p> <p>**3/01/17</p> <p>(**extension granted to 04/30/17)</p>	<p>Chapter 4 of the 2017 Plan Update</p> <p>Procurement Process for Education services filed 4/19/17</p> <p>RFP and Vendor Questions with Companies' Responses filed 8/15/17</p>

Item #	Topic or Program	Condition of Approval	Due Date	Status
4	<p>Comprehensive Coordinated Plan for Public Education and the Education of Students (continued)</p>	<p>Given the scale of this ratepayer investment in education for the general public and students DEEP believes it is critical for a comprehensive proactive plan to accompany the budget. For example, a comprehensive plan would ensure that duplication of effort does not occur between <i>eesmarts</i> and Green Leaf activities.</p> <p>The Companies shall submit a comprehensive education plan for DEEP's review and approval by July 1, 2016 that describes a scope of services for the education of the public and the education of students regarding sustainable resource and energy conservation. The comprehensive education plan shall ensure that services are demographically and geographically inclusive. Based on the stakeholder engagement and discernment process conducted, the comprehensive education plan shall describe the roles of various entities planning and implementing energy education services for the public and students. Funding from the Connecticut Energy Efficiency Fund should be exclusively focused on supporting efficiency and conservation education themes, but may be deployed as part of education programs and channels (funded in part by other sources) that touch on a broader range of themes. The plan must identify how funding from the Connecticut Energy Efficiency Fund will be integrated with other energy education services and funding sources to ensure energy conservation education is conducted statewide.</p> <p>Such comprehensive education plan shall include a description of the scope of services that will be acquired through professional services and describe a competitive process to initiate by October 1, 2016 an open, competitive process to procure those services.</p>		

Item #	Topic or Program	Condition of Approval	Due Date	Status
5	Transition to Grant Process for Services Delivered by Colleges and Universities	<p>DEEP is pleased to approve the budget for ISE's work [which is spread across different elements of the Plan budget and summarized in the Plan's Appendix F) for calendar year 2016. DEEP believes that some additional time is needed for DEEP to consider and discuss with stakeholders the comments received on DEEP's proposed condition of approval relating to "transition to grant process for services delivered by colleges and universities". To allow for that additional time without delaying a decision on the remaining Plan budget for 2016-2018, in the coming weeks, DEEP will issue a supplemental conditional approval related to whether to retain this condition of approval regarding the items in the 2017 and 2018 budgets that relate to the work performed by ISE.</p>		<p>Informational only</p> <p>Appendix E of the 2017 Plan Update</p> <p>Item Completed</p>
6	Residential Weatherization Barriers	<p>The Companies shall submit an annual report on residential weatherization barriers for customers of each Company to BETP for DEEP's records which DEEP would share with the Department of Housing, Department of Public Health, and make available to other interested parties. Pre-weatherization barriers include, but are not limited to: asbestos, knob and tube wiring, mold, and unvented appliances.</p> <p>Such an annual report should include charts and the information contained in the Plan's summary of the issue. The report should summarize the data that Eversource collected from HES contractors for visits performed since January 2014. The report should include charts that depict the results of the HES contractor barrier reporting and assist with quantifying the level of funding and financing that may be needed to remediate health and safety barriers, as this is an important ongoing step needed to achieve the 80 percent weatherization goal by 2030.</p>	<p>03/01/18 and annually on March 1st of each year</p>	<p>Filed</p> <p>03/02/17</p> <p>Revised and Filed</p> <p>03/10/17</p>

Item #	Topic or Program	Condition of Approval	Due Date	Status
7	Home Energy Solutions Co-Pay	<p>The HES co-pay shall be increased by at least \$25.00 on an annual basis as follows: no later than September 1, 2016, the co-pay shall be raised to at least \$124; no later than September 1, 2017 the co-pay shall be raised to at least \$149; and no later than September 1, 2018, the co-pay shall be raised to at least \$174.</p> <p>The purpose of this modification is to increase the share of participants’ investments to advance a long-term goal of market transformation, and increasing the scalability of residential efficiency programs – a priority that was emphasized in the 2013 Comprehensive Energy Strategy. As participants provide a greater share of the program cost, the ratepayer-funded incentives will be able to reach more customers. DEEP is setting out the required schedule in this decision in order to ensure that vendors can prepare for the co-pay increases well in advance and to incent the Companies and vendors to focus on strategic marketing to promote the value of home performance to customers. These numbers are based on data collected in a price elasticity study conducted by the Companies in August 2015 and reported to the Board on November 12, 2015. That study documented that respondents indicated an increased willingness to pay a higher price for the co-pay, once they are informed of the benefits of improving their homes’ performance. DEEP considers it essential that the Companies continue to provide education to residential property owners on the economic value of improving the energy performance of homes.</p> <p>DEEP appreciates the role of the Board in providing careful, regular oversight of customer participation, equitable distribution, and budget expenditure for the residential program. In the event that, despite demonstrated substantial effort and investment in strategic marketing by the Companies and vendors to promote the value of home performance, customer demand is insufficient to expend annual budgets (including demand among customers for particular income levels), DEEP will consider a request from the Companies and the Board to amend the schedule of co-pay increases. Such request should be informed by compelling documentation of need, such as discussion with representatives from the home energy performance services industry, elasticity studies, market conditions, education efforts, and customer and vendor feedback.</p>	<p>09/01/18</p> <p>By September 1 of each year, notify vendors of annual co-pay increase</p> <p>04/01/16</p> <p>Review of HES co-pay rebate for insulation and HVAC</p>	<p>Filed</p> <p>04/01/16</p> <p>Chapter Two of the 2017 Plan Update</p> <p>Filed</p> <p>09/01/2017</p>

Item #	Topic or Program	Condition of Approval	Due Date	Status
8	<p>Modification of C&LM Budget Tables (A,A-1,B,C,D)</p>	<p>Modify Tables A, A-1,B, C, and D for all Companies by reallocating the program subtotals presently at the bottom of each table back into the respective customer classes for Residential, Commercial and Industrial, and Other. This reallocation dollar amount should be displayed as a <u>new</u> line item for each customer class. The purpose of such modification is to clarify how much of a total investment is made in each of the residential and the commercial and industrial classes. The net result will be that the sum of the individual customer classes in the main portion of the table will equal the grand totals at the bottom of the table. This methodology should be employed with other tables in the Plan where a similar discrepancy exists between subtotals of investment dollars. All budget tables for all companies should show no program subtotals at the bottom of the table as currently displayed. Also, the table submitted by the Companies showing the percentage allocations of Residential and Commercial and Industrial from the Other customer class should be included with these revised budget tables, along with the associated investment dollars by customer class for each year of the Plan.</p>	<p>03/01/16</p>	<p>Filed 03/01/16 Item Competed</p>
9	<p>Refinement of Consultant Services</p>	<p>The Board must collaborate with the Companies to develop, by no later than March 14, 2016, a work plan that describes a comprehensive list of specific tasks that Board consultants will perform in 2016,2017,and 2018 to fulfill the Board's statutory responsibilities. The Board shall submit such work plan to DEEP by March 14, 2016.</p> <p>Such work plan shall provide for a Consultant Compensation Budget for 2016 not to exceed \$650,000 and shall propose a budget for 2017 and 2018 not to exceed the 2016 level. DEEP believes that this level of funding is sufficient to provide the level of consultant services required to ensure the Board's ability to fulfill its statutory assignments. The goal of reducing this budget item from last year is to shift these investments into direct energy savings for the Residential and the Commercial & Industrial sectors.</p>	<p>03/14/16 Energy Efficiency Board to submit Budget not to exceed \$650,000 and work plan for task- driven consultant services</p>	<p>Filed 03/01/16 Item Competed</p>

Item #	Topic or Program	Condition of Approval	Due Date	Status
9	Refinement of Consultant Services (continued)	<p>The work plan for consultant services need to be carefully and continually reviewed by the Board to determine whether the work effort coincides with the budget proposed. A reduction in labor hours and/or labor rates may be required, in addition to a focusing of the work plans for the services the Board seeks. The budgets for each year of the three-year Plan are expected to vary with the tasks needed in those years. The Board may subsequently request an expansion in the scope of the work plan and/or an increase in the budget if the need for additional services arises. Such request for DEEP's review and approval of an increased budget shall include sufficient documentation of specific priority tasks requiring additional work.</p> <p>DEEP recognizes that the Board is a voluntary board and its members generously donate their time to advance the Board's mission. Thus, it makes sense to contract with consultants to assist the Board in fulfilling its duties, particularly given that such consultants bring expertise with a national perspective. DEEP commends the Board on conducting a competitive RFP for consultant services. DEEP encourages the Board to carefully consider the roles and responsibilities of each Consultant as the EEB reviews responses to its most recent request for proposals for technical services and to move to a more task-driven model of acquiring the services of technical experts. It is important to ensure that work is assigned and performed in an efficient manner, and that work plans are sufficiently detailed and planned to ensure that available resources from the Companies, DEEP, and the Connecticut Green Bank are utilized as appropriate prior to initiating additional tasks for the Board consultants.</p> <p>Over the past several years the Conservation and Load Management staffing levels at the Companies have increased, and a new Connecticut Green Bank and DEEP Bureau of Energy and Technology Policy have been established. Additional resources are now available to support the Board in its mission and this should be reflected in the scope of contracting for the Board's consultant services. The Board should ensure that the scope of work for any technical services contracts supporting the Board prevents redundancies and</p>		

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9	Refinement of Consultant Services (continued)	<p>maximizes the use of each technical consultant's expertise.</p> <p>To further illustrate this evolution, we note that the Connecticut Green Bank, in its comments to DEEP regarding DEEP's tentative determination to approve with conditions the Plan, has offered to the Board and the Companies "to provide expertise on financing." The Connecticut Green Bank noted in their comments that they have "a team of finance experts" working to attract "more affordable investment in clean energy in Connecticut for residential, commercial, industrial, institutional, multi-family, non-profit, and infrastructure sectors." The Connecticut Green Bank also has offered its expertise to identify financing solutions that can address both pre-weatherization health and safety upgrades as well as energy efficiency upgrades. [Connecticut Green Bank comments to DEEP, dated December 21, 2015, page 2]</p> <p>In response to its publication of its tentative determination to approve with conditions the Plan, DEEP received comments expressing concern about reductions to the Board consultants' budget, and noting that the level of investment needed must be sufficient to ensure the maintenance of energy efficiency planning in Connecticut at "deep strategic, programmatic, and technical levels well before any final regulatory decision is made" [Comment from Acadia Center, dated December 22, 2015, page 2]. The Office of Consumer Counsel expressed concerns in its comments [p. 2] submitted in response to DEEP's tentative determination to approve with conditions the Plan about the sufficiency of the budget to cover the workload of the consultants. The Office of Consumer Counsel noted in its comments [p. 2] that "there is only a very small amount of work that would qualify to be moved from a consultant... [because the Board] is an independent Board." DEEP has carefully considered these concerns and has concluded that a sufficient level of expertise may be obtained for the \$650,000 budget approved for Energy Efficiency Board consultant services in 2016.</p>		

Item #	Topic or Program	Condition of Approval	Due Date	Status
10	<p>Evaluation, Measurement, and Verification</p>	<p>By no later than March 1, 2016, the Companies and the EEB shall revise the “2016-2018 Evaluation Plan Recommended Project List.” Projects should be classified as either “Fundamental” or “Discretionary” with priority given to fundamental projects to be completed. Evaluation studies that are essential for complying with ISO specifications should be considered fundamental. The importance, timing, and data quality objective required must be articulated for each proposed study.</p> <p>While the evaluations are important to ensure program cost-effectiveness, it is critical that the timing of the evaluations be synchronized to enable incorporation of program design recommendations into the program planning process. Additionally, the number and scheduling of the evaluations must be monitored to ensure that sufficient capacity exists on the part of the EEB members, EEB Committees, the Companies, the technical consultants, and the Evaluation Administrator to adequately review the results and respond timely to recommendations.</p> <p>The update should focus on process and impact evaluations as required by Connecticut General Statute’s section 16-245m, while continuing to transfer market assessment and other sector-based research studies to sector-based budgets. Based on a review of Table 8, DEEP believes that this budget provides sufficient capacity to conduct impact and process studies to evaluate program cost-effectiveness at the level of precision needed to quantify and verify savings and continually improve program design.</p> <p>The balance of funds in the proposed Evaluation Budget above \$3,000,000 may be reallocated to provide for initiation and development of direct measurement and verification capabilities. Such funds may be coordinated with and support Demand Response technology implementation.</p>	03/01/16	<p>Filed 03/01/16</p> <p>Item Competed</p>

Item #	Topic or Program	Condition of Approval	Due Date	Status
11	<p>Evaluation Administrator/ Consultant Budget</p>	<p>The Companies and the Board shall modify the Evaluation Administrator/Consultant budget downward to a level not to exceed \$300,000, to reflect the modified “2016-2018 Evaluation Plan Recommended Project List.” An inventory of administrative or consultant tasks and projects for each year may reveal cost saving opportunities in projects that are reviews or routine for now matured programs. The Evaluation Administrator budget must reflect an increased focus on ensuring quality and effective timing of Evaluation, Measurement, and Verification activities. The Board may propose a modification of this budget in the 2017 Update if sufficient documentation is provided. Despite comments from the Evaluation Administrator to the contrary, DEEP notes that DEEP did not vote to approve the Evaluation Projects, Evaluation Budget, and Evaluation Administrator/Consultant Budgets at either the EEB meeting or Evaluation Committee meetings. Since we have the responsibility of reviewing, analyzing, and approving these items, it is DEEP's practice to abstain from voting on any plan or budget proposed by the Evaluation Committee or the full Board.</p> <p>After a September 2015 Evaluation Committee meeting staff members from the Office of Consumer Counsel and DEEP reviewed the evaluation projects proposed by the Evaluation Administrator and raised questions with each project in order to determine whether these projects were necessary to be funded. These questions were sent to the Evaluation Administrator requesting a response back to both DEEP and OCC with the answers to them so that DEEP could determine whether the proposed studies were fundamentally necessary to be completed by a third-party Evaluation Administrator on in the timeframe of the Plan. The Evaluation Administrator declined to address those questions specifically and published the project list almost entirely similar to the initially proposed list. In a November 8, 2015 response to DEEP's request for information [BETP-52] from the Board regarding the proposed Plan, the Evaluation Administrator did provide an especially useful table [Figure 8] to illustrate criteria for consideration of</p>	03/01/16	<p>Filed 03/01/16</p> <p>Item Competed</p>

Item #	Topic or Program	Condition of Approval	Due Date	Status
11	Evaluation Administrator/ Consultant Budget (continued)	Evaluation Studies. This summary of criteria provided for prioritization in a meaningful way. In DEEP's review of this table it was evident that no more than \$3 million is needed to complete the statutorily required task of evaluating, measuring, and verifying the savings from the Plan's investments.		
12	Consistency in Company Reporting	Eversource and UI should utilize the same tables in reporting their data. As an example, Eversource currently uses Table B-1 and UI uses Table B for reporting benefit/cost ratios, and do not use common data reporting fields. This makes it unnecessarily difficult to compare and consolidate information between the Companies. The Companies should revise these tables to be consistent.	03/01/16	Filed 03/01/16 Item Completed
13	Increase Effectiveness of Incentives in Multi-Family Property Energy Efficiency Retrofits and New Construction	As noted in the public comment from CHFA, DOH, and the Connecticut Green Bank, ongoing efforts to improve the coordination of financing with multi-family housing project development is important. As part of the overall process improvements underway that are described in the Plan, the Companies shall implement modified processes to increase the effectiveness of the coordination of financing with multi-family workflow process improvement. Specifically, assess the feasibility of issuing letters of agreement to the Connecticut Housing Finance Authority rather than developers to prevent energy efficiency improvements from being either engineered out of multi-family projects or used to increase the pricing of developers.	03/01/16	Filed 03/01/16 Item Completed
14	HES-Income Eligible	The Companies shall modify the Home Energy Solutions-Income Eligible program to provide a baseline payment to Community Action Agencies to compensate such agencies' for their intake services and provide a focus on the Agencies' core strengths. The Companies shall develop such modification with a focus on streamlining and harmonizing the HES-IE program with other weatherization programs in cooperation with the Connecticut Association for Community Action ("CAFCA") and DEEP.	07/01/16	Chapter Two of the 2017 and 2018 Plan Updates

Item #	Topic or Program	Condition of Approval	Due Date	Status
15	Clean Energy Communities	<p>The Companies shall, In cooperation with DEEP, municipalities, and stakeholders, modify the Clean Energy Communities model to better incorporate the sustainability work of municipalities, and the sustainability and climate change work of DEEP and to ensure a community driven process to continuously improve the Clean Energy Communities program. Through the Companies' participation in stakeholder consultations led by DEEP, such modification should reflect the input from municipalities and various stakeholders The Companies shall cooperate with DEEP to support DEEP's identification of the steps that can be taken to integrate the work of municipalities, other advocacy organizations, and DEEP.</p> <p>The Companies shall develop the capacity to generate public reports that aggregate energy consumption information on a municipality-wide basis to support the work of municipalities. The Companies shall review the effectiveness of the Clean Energy Communities dashboard in consultation with DEEP and municipalities.</p>	09/01/16	<p>Chapter 4 of the 2016-2018 Plan</p> <p>Item Completed</p>
16	Data Management	<p>The Companies shall develop the capacity to efficiently provide information electronically to the EPA Portfolio Manager. While current law requires the Companies to provide data to the EPA Portfolio Manager, a direct correlation between buildings and accounts does not currently exist, which prevents the Companies from directly uploading this information. This condition of approval is to specifically require the Companies to develop the technology or staff resource capacity to correlate the data between buildings and companies so that it is ultimately possible for data to be migrated directly to the EPA Portfolio Manager platform.</p>	03/01/16	<p>Filed 03/01/16</p> <p>Item Completed</p>
17	Budget Modification	<p>The Companies shall propose a plan to reallocate unexpended 2015 revenue or any additional revenue, into 2016, to necessary investments that will ensure high priority work is completed.</p>	03/01/16	<p>Filed 03/01/16</p> <p>Item Completed</p>

Item #	Topic or Program	Condition of Approval	Due Date	Status
18	Budget Table Presentation	The Companies shall provide a statewide budget table that totals each of the companies into a consolidated column when submitting a revised Plan.	11/01/17	Filed 03/01/16 Revision filed 10/31/16 2018 Plan Update (pp. 34-38)
19	Support for Municipalities	The Companies shall propose an allocation of the Commercial and Industrial budgets to ensure sufficient support is available to provide support to municipalities engaged in energy efficiency, particularly those municipalities pursuing Energy Savings Performance Contracts.	03/01/16	Filed 03/01/16 Item Completed
20	Performance Management Incentive	The Companies shall revise the budget for the performance management incentive to reflect a scale of 4.25% payment when 100% of goals are achieved for 2016 and 2017. Given the increasing difficulty in achieving savings as progress in mainstreaming energy efficiency is accomplished, the Companies may revise the 2018 payment to the originally proposed 4.5% scale if 100% of goals are achieved for 2018.	03/01/18	Filed 03/01/16 and 3/01/17 2018 Plan Update Appendix E
21	Energy Efficiency Coincidence with Natural Gas Conversion	Propose a plan and submit a report on a semi-annual basis to BETP for DEEP’s records to provide information on the instances of the installation of high efficiency equipment installed coincident with the conversion to natural gas supply at residential and commercial and industrial properties. Additionally, include reporting of insulation installed in such properties from January 2012 onward. Propose a plan to annually survey customers that determines motivators for converting to natural gas, determines motivators and barriers to installing energy-efficient natural gas equipment at the time of conversion, and determines awareness of energy-efficient natural gas equipment incentives and opportunities. Propose a plan to annually survey natural gas conversion contractors that may include assessment of the contractor's awareness of available energy-efficient heating and cooling equipment incentives and financing products, determine how contractors are presenting the energy-efficient equipment information to customers, and assessment of	09/01/17 filing And 11/15/17 (Presentation Due) Due semi-annually in March and September	Semi-annuals Filed 03/01/16 9/01/16 03/02/17 09/01/17 06/30/17 (Survey Plan Filed)

Item #	Topic or Program	Condition of Approval	Due Date	Status
21	<p>Energy Efficiency Coincidence with Natural Gas Conversion (continued)</p>	<p>a contractor's willingness to promote energy efficient equipment as part of the value proposition of the conversion to the use of natural gas at the property.</p> <p>In response to Company's March 2017 Filing, DEEP requested the following:</p> <ul style="list-style-type: none"> o Document to DEEP the inclusion of the following elements into their contractors' training program o Practical educational materials that support contractors in their discussions with customers considering converting to natural gas. The contractors receiving training must include both those contractors working in the conservation and load management heating equipment programs as well as contractors working with natural gas conversion customers. Specifically, the materials should illustrate the comparisons between high efficiency option and a standard efficiency option, including installation and operating costs, using industry standard estimates of fuel prices, to help inform the customer's decision. The Companies should develop a plan to make this a uniform comparison for all customers that wish to switch to natural gas. o The Companies' training material should ensure that contractors are educated regarding the consolidated sources of information related to financing, incentives, and rebates for high efficiency equipment and must have all contractors provide an acknowledgement checklist to the Companies documenting that they have reviewed and regularly review the webpage or printed materials that contain the consolidated financing, rebates, and other incentives information. <p>No later than July 1, 2017 the Companies must provide DEEP with a Survey Plan that specifies how the surveys will be performed to achieve continuous improvement in the information being collected.</p> <ul style="list-style-type: none"> o The survey results must be used to improve contractor training. <p>The Companies must present the results of the surveys to the Board by November 15, 2017 and November 15, 2018.</p>		

Item #	Topic or Program	Condition of Approval	Due Date	Status
22	Heat Pumps [Geothermal and Other]	The Companies shall review the rebate program for geothermal heat pumps and other heat pumps and determine the merits of increasing incentives for this equipment for the purpose of increasing participation in investment of this technology, with the incentives tied to properly installed performance. The Companies shall also consult with the Connecticut Green Bank to ensure the availability of adequate financing products for this equipment to customers. The Companies shall summarize the status of financing products provided by the Connecticut Green Bank and the Companies. The Companies shall submit a report summarizing its review by July 1, 2016. In their report the Companies shall review the specifications and incentives used for heat pumps in other northeastern states, and recommend whether to align specifications and incentives with those of other northeastern states, to leverage regional action to lower the cost of such equipment.	07/01/16	Filed 07/01/16 Item Completed

From 2017 Update Decision

Item #	Topic or Program	Condition of Approval	Due Date	Status
1	Increase Focus on Reducing Peak Demand	DEEP directs the Companies to quantify the system benefits of shifting peak demand to provide sufficient data to inform additional investments in peak demand reduction programs for 2018 and beyond. "Pursuant to DEEP motion ruling dated 06/28/17, DEEP grants an extension of time until August 1, 2017 to file Order 1."	08/1/17	Eversource filed 06/29/17 and refer to Chapter two United Illuminating filed 08/01/17
2	Increase Effectiveness of Existing TOU Rate in United Illuminating Region	DEEP directs UI to also develop during 2017 a proposal to implement a broader basic Residential Peak Demand Reduction program for 2018 and implement such program in 2018. Such proposal shall be submitted in the 2018 Update of the Plan. Such proposed program shall target all customers on the residential time of use rate ("Rate RT"), utilize UI's existing meters, the data from these meters, along with the residential time of use rate to reduce peak demand and/or shift consumption to off-peak periods. The proposed program must include the following elements: <ul style="list-style-type: none"> ▪ The Residential Peak Demand Reduction program goals must include measurable customer-specific actual demand reduction and energy targets (i.e., reducing individual peak consumption and/or shifting consumption to off-peak times); ▪ The Residential Peak Demand Reduction program must increase the number of customers on the residential time of use rate; ▪ UI must submit annual reports on the effectiveness of the program's goals, and may present such data on the CT Energy Efficiency Dashboard; ▪ UI must establish and maintain historical and current peak demand information, aggregated for all customer classes, to be displayed on UI's website and EnergizeCT.com; and ▪ The program must propose a reasonable performance incentive for UI for both the Residential Peak Demand Reduction basic program and for the future program that develops from the Peak Time Rebate pilot; ▪ The Companies may propose reallocations to increase the 	11/1/17	Chapter Three of the 2018 Plan Update

Item #	Topic or Program	Condition of Approval	Due Date	Status
		budget for implementing this program. <ul style="list-style-type: none"> ▪ Such proposal shall be submitted with the 2018 Update of the Plan. ▪ UI shall submit a summary of actions and progress as part of the 2018 Update of the Plan. 		
3	Increasing Data Sharing Among Low-Income Programs	The Companies must develop a secure electronic data sharing portal or reporting system that can ensure the accessibility of energy consumption data for LHEAP households to the CT Department of Social Services 03/15/17: Pursuant to letter from DEEP, extending due date from April 1, 2017 to November 1, 2017 and may be combined with the submittal of the 2018 Update of the C&LM Plan.	11/1/17 Extension filed	See Chapter Two of the 2018 Plan Update Pg. 18
4	Benefit Cost Testing	The Companies are directed to submit an outline of the specific proposed changes in Benefit-Cost Testing that are proposed to be incorporated in 2017.	03/01/17	Filed 02/28/17 Item Completed
5	Revision of Wording Describing US DOE Grant	DEEP directs the Companies to update the language on pages 32-34 to the attached language in the Response.	03/01/17	Filed 03/01/17 With revised 2017 Plan Update Item Completed

APPENDIX D: INSTITUTE FOR SUSTAINABLE ENERGY (REVISED 2018 PLAN)

The Institute for Sustainable Energy (“ISE”) at Eastern Connecticut State University (“ECSU”) is uniquely positioned and qualified to understand the needs of Connecticut’s municipalities, colleges and universities, and state agencies and provide strong energy support services to this sector.

- As part of the state university system, ISE has an insider perspective on public sector entities and operates within this system;
- ISE has years of experience and has built strong relationships within the government sector; and
- As a facility under the CT State University System and as a state entity, we connect with state agencies and colleges/universities as peers.

Most agencies, K12 schools, and community colleges do not have time or staff with expertise to search out and understand their energy use, needs, opportunities, and resources. In addition, many building managers have no access to or knowledge of energy use because bills are paid off-site by a central office. ISE is a cost-effective means to perform the time-consuming “front-end” work of understanding the customer, building relationships with customers, and performing energy benchmarking. Such work can be difficult, costly, and time consuming for the Companies.

- ISE has time, capacity, and cultural understanding to build long-term relationships and trust with public sector entities; and
- We employ ECSU students—highly capable, cost-effective labor—to assist with tedious tasks such as energy benchmarking. In addition, employing students to do this work provides hands-on energy training and prepares students for Connecticut’s clean energy workforce.

By performing the “front-end” work (understanding the customer, energy benchmarking, relationship building), ISE enables the Companies to direct their expertise more effectively and efficiently to the “back-end” work of technical support and installing ESMs. As such, the Companies can move faster, more cost-effectively, and more successfully to achieve energy savings.

- ISE acts as a concierge, building energy awareness and connecting customers in this sector with the Companies and Energize CT offerings and energy savings.
- ISE and the Companies will continue to work in a highly collaborative manner (as in the Connecticut Technical High School System model), focusing on the core strengths of each to serve customers successfully and in the most cost-effective manner.

ISE will continue to work collaboratively with the Companies in this manner to support Energize CT programs, focusing on the following work (as referenced in Table E-1 on the next page) in 2018.

Table E-1: Institute for Sustainable Energy—Strategic Focus for 2018

Strategic Focus for 2018	CEEF Funding
<p>Systems Approach to Sustainable Energy Management: Connecticut Technical High Schools (CTHSS)</p> <ul style="list-style-type: none"> • Continue to ensure maintenance of Portfolio Management accounts, track energy use, and provide energy use feedback to Building Maintenance Supervisors and CTHSS central office administrators. • Coordinate with Companies on implementation of initial quick payback energy retrofits through Energize CT program offerings. • Coordinate with Companies and DEEP to explore additional, deep, comprehensive energy retrofit opportunities. • Coordinate with Connecticut Green Bank to connect CTHSS facilities with renewable energy financing and installations. • Explore integration of energy retrofits into hands-on learning opportunities for CTHSS students. • Provide assistance on new school construction opportunities to explore setting building energy performance targets to maximize energy efficiency. • Continue collaboration on opportunities to transfer the success of the systems approach to Sustainable Energy Management as developed by ISE for CTHSS for use as a model for other state agencies. 	\$77,500
<p>Sustainable Energy Management for CT State University System (CSCU); Sustainability and Climate Action for Higher Education</p> <ul style="list-style-type: none"> • Assist CT State College and University System central office, community colleges, and state universities with implementation of CSCU Energy Master Plan. Use relationships with peer campuses to make connections and facilitate collaboration with CSCU central office and the Companies that will lead to Energize CT program uptake and energy and cost savings. • Continue to co-chair and coordinate CT Alliance for Campus Sustainability, facilitating peer learning and collaboration on energy, climate, and sustainability action that helps further state energy and climate goals. Continue to coordinate annual campus sustainability conference. 	\$100,000
<p>Sustainable Energy Management and Coordination for K-12 CT Green LEAF Schools</p> <ul style="list-style-type: none"> • Continue to co-chair and coordinate CT Green LEAF Schools program. • Continue to recommend CT schools for federal Green Ribbon Schools designation. Continue benchmarking work with CT Green LEAF Schools and coordination with Companies to engage schools in Energize CT programs and implement energy-efficiency measures at schools. 	\$80,000
<p>Innovation and Best Practices</p> <ul style="list-style-type: none"> • Continue to identify and support Performance Based Procurement demonstration projects in Connecticut in strong partnership with the Companies and other partners (National Renewable Energy Lab, Seventhwave), thereby leveraging US DOE funding support. 	\$47,500
<p>2018 Total</p>	\$305,000

APPENDIX E: BUDGET AND SAVINGS TABLES

STATEWIDE ELECTRIC TABLES

Combined Electric Table A1 (2016-2018)

Table A1
2016 - 2020
Eversource CT Electric/UI EE Budget

Eversource CT Electric/UI EE BUDGET	2016		2017		2017		2017		2018		2018	
	Eversource CT Electric Actual Results 12/31/16	2016 UI Actual Results 12/31/16	Eversource CT Electric Approved Budget 03/01/17	Eversource CT Electric Approved Budget 03/01/17	2017 UI Approved Budget 03/01/17	Eversource CT Electric Proposed Budget 11/01/17	Eversource CT Electric Proposed Budget 11/01/17	Eversource CT Electric/UI Combined Total 03/01/17	Eversource CT Electric/UI Combined Total 11/01/17	2018 UI Proposed Budget 11/01/17	Eversource CT Electric/UI Combined Total 11/01/17	
RESIDENTIAL												
Residential Retail Products	\$ 14,872,860	\$ 4,421,704	\$ 13,655,187	\$ 3,382,320	\$ 17,037,507	\$ 13,352,026	\$ 3,411,248	\$ 16,763,274	\$ 16,763,274	\$ 3,411,248	\$ 16,763,274	
Total - Consumer Products	\$ 14,872,860	\$ 4,421,704	\$ 13,655,187	\$ 3,382,320	\$ 17,037,507	\$ 13,352,026	\$ 3,411,248	\$ 16,763,274	\$ 16,763,274	\$ 3,411,248	\$ 16,763,274	
Residential New Construction	\$ 2,232,996	\$ 498,807	\$ 2,304,509	\$ 699,535	\$ 3,004,044	\$ 2,472,443	\$ 799,535	\$ 3,271,979	\$ 3,271,979	\$ 799,535	\$ 3,271,979	
Home Energy Solutions - Comp Services	\$ 15,989,863	\$ 3,256,209	\$ 18,880,932	\$ 3,671,484	\$ 22,552,416	\$ 18,444,987	\$ 3,704,222	\$ 22,239,109	\$ 22,239,109	\$ 3,704,222	\$ 22,239,109	
Home Energy Solutions - HVAC, Water Heaters	\$ 3,597,327	\$ 1,016,109	\$ 2,971,343	\$ 1,091,176	\$ 4,062,519	\$ 4,022,842	\$ 1,91,845	\$ 5,214,668	\$ 5,214,668	\$ 1,91,845	\$ 5,214,668	
HES Income Eligible	\$ 21,471,052	\$ 3,807,985	\$ 17,165,716	\$ 3,919,729	\$ 21,084,845	\$ 18,022,776	\$ 4,027,974	\$ 22,050,750	\$ 22,050,750	\$ 4,027,974	\$ 22,050,750	
Residential Behavior	\$ 2,909,233	\$ 489,194	\$ 2,764,689	\$ 484,354	\$ 3,249,043	\$ 3,113,117	\$ 484,354	\$ 3,597,471	\$ 3,597,471	\$ 484,354	\$ 3,597,471	
Subtotal Residential	\$ 61,073,331	\$ 13,487,988	\$ 57,742,375	\$ 13,247,998	\$ 70,990,373	\$ 59,428,092	\$ 13,709,178	\$ 73,137,269	\$ 73,137,269	\$ 13,709,178	\$ 73,137,269	
COMMERCIAL & INDUSTRIAL												
C&I LOST OPPORTUNITY	\$ 12,287,598	\$ 3,090,971	\$ 13,733,963	\$ 4,739,364	\$ 18,473,327	\$ 14,389,672	\$ 4,779,888	\$ 19,173,570	\$ 19,173,570	\$ 4,779,888	\$ 19,173,570	
Energy Conscious Blueprint	\$ 12,287,598	\$ 3,090,971	\$ 13,733,963	\$ 4,739,364	\$ 18,473,327	\$ 14,389,672	\$ 4,779,888	\$ 19,173,570	\$ 19,173,570	\$ 4,779,888	\$ 19,173,570	
Total - Lost Opportunity	\$ 12,287,598	\$ 3,090,971	\$ 13,733,963	\$ 4,739,364	\$ 18,473,327	\$ 14,389,672	\$ 4,779,888	\$ 19,173,570	\$ 19,173,570	\$ 4,779,888	\$ 19,173,570	
C&I LARGE RETROFIT												
Energy Opportunities	\$ 40,154,158	\$ 11,003,120	\$ 37,224,685	\$ 7,752,127	\$ 44,976,812	\$ 40,138,924	\$ 7,818,428	\$ 47,957,352	\$ 47,957,352	\$ 7,818,428	\$ 47,957,352	
Business & Energy Sustainability (O&M, RetroC&I, BSC, PRIME)	\$ 2,501,793	\$ 503,319	\$ 1,804,431	\$ 7,228,938	\$ 5,424,507	\$ 5,774,463	\$ 1,819,864	\$ 7,594,326	\$ 7,594,326	\$ 1,819,864	\$ 7,594,326	
Total - C&I Large Retrofit	\$ 42,655,951	\$ 11,506,439	\$ 42,649,192	\$ 9,556,559	\$ 52,205,750	\$ 46,913,386	\$ 9,638,292	\$ 55,551,678	\$ 55,551,678	\$ 9,638,292	\$ 55,551,678	
Small Business	\$ 17,615,309	\$ 3,348,676	\$ 16,219,794	\$ 4,409,639	\$ 20,629,633	\$ 17,147,176	\$ 4,447,555	\$ 21,594,731	\$ 21,594,731	\$ 4,447,555	\$ 21,594,731	
Subtotal C&I	\$ 72,598,659	\$ 17,946,286	\$ 72,602,949	\$ 16,705,761	\$ 91,908,710	\$ 77,454,234	\$ 18,665,744	\$ 96,319,979	\$ 96,319,979	\$ 18,665,744	\$ 96,319,979	
OTHER - EDUCATION & ENGAGEMENT												
Educate the Public	\$ 1,926,470	\$ 563,648	\$ 1,835,878	\$ 411,873	\$ 2,247,751	\$ 1,818,361	\$ 418,288	\$ 2,236,649	\$ 2,236,649	\$ 418,288	\$ 2,236,649	
Customer Engagement	\$ 1,603,922	\$ 136,594	\$ 1,968,000	\$ 475,000	\$ 2,443,000	\$ 1,988,000	\$ 475,000	\$ 2,443,000	\$ 2,443,000	\$ 475,000	\$ 2,443,000	
Educate the Students	\$ 392,352	\$ 126,462	\$ 459,069	\$ 160,823	\$ 619,892	\$ 433,469	\$ 154,623	\$ 587,892	\$ 587,892	\$ 154,623	\$ 587,892	
Educate the Workforce	\$ 288,446	\$ 76,215	\$ 299,597	\$ 75,941	\$ 375,538	\$ 342,713	\$ 75,926	\$ 418,639	\$ 418,639	\$ 75,926	\$ 418,639	
Subtotal Education & Engagement	\$ 4,191,190	\$ 902,919	\$ 4,962,544	\$ 1,123,637	\$ 5,686,181	\$ 4,562,544	\$ 1,123,637	\$ 5,686,181	\$ 5,686,181	\$ 1,123,637	\$ 5,686,181	
OTHER - PROGRAMS/REQUIREMENTS												
Residential Loan Program (Includes ECLF and OBR)	\$ 1,929,824	\$ 249,250	\$ 453,121	\$ 140,602	\$ 593,723	\$ 453,121	\$ 140,602	\$ 593,723	\$ 593,723	\$ 140,602	\$ 593,723	
C&I Financing Support	\$ 6,994,639	\$ 87,194	\$ 4,000,000	\$ 74,234	\$ 4,074,234	\$ 4,000,000	\$ 74,234	\$ 4,074,234	\$ 4,074,234	\$ 74,234	\$ 4,074,234	
Time of Use Program (LJ Only)	\$ 208,762	\$ 73,912	\$ 242,000	\$ 232,692	\$ 474,692	\$ 242,000	\$ 232,692	\$ 474,692	\$ 474,692	\$ 232,692	\$ 474,692	
Research, Development & Demonstration	\$ 9,133,228	\$ 410,356	\$ 4,855,121	\$ 447,528	\$ 5,142,649	\$ 4,655,121	\$ 1,197,528	\$ 5,892,649	\$ 5,892,649	\$ 1,197,528	\$ 5,892,649	
Subtotal Programs/Requirements	\$ 17,266,453	\$ 817,712	\$ 9,555,242	\$ 895,056	\$ 10,265,289	\$ 9,350,242	\$ 855,056	\$ 10,265,289	\$ 10,265,289	\$ 855,056	\$ 10,265,289	
OTHER - LOAD MANAGEMENT												
ISO Load Response Program	\$ 2,414,427	\$ -	\$ 3,357,000	\$ -	\$ 3,357,000	\$ 1,907,000	\$ -	\$ 1,907,000	\$ 1,907,000	\$ -	\$ 1,907,000	
Residential Demand Response	\$ 859,080	\$ 339,326	\$ 1,200,000	\$ 887,880	\$ 2,087,880	\$ 1,200,000	\$ 887,880	\$ 2,087,880	\$ 2,087,880	\$ 887,880	\$ 2,087,880	
C&I Demand Response	\$ 45,345	\$ -	\$ 500,000	\$ 139,630	\$ 639,630	\$ 597,690	\$ 139,630	\$ 737,320	\$ 737,320	\$ 139,630	\$ 737,320	
Subtotal Load Management	\$ 3,318,852	\$ 339,326	\$ 5,057,000	\$ 1,027,510	\$ 6,084,510	\$ 3,704,690	\$ 1,027,510	\$ 4,732,200	\$ 4,732,200	\$ 1,027,510	\$ 4,732,200	
OTHER - ADMINISTRATIVE & PLANNING												
Administration	\$ 555,697	\$ 474,591	\$ 892,271	\$ 589,623	\$ 1,482,094	\$ 892,271	\$ 589,623	\$ 1,482,094	\$ 1,482,094	\$ 589,623	\$ 1,482,094	
Marketing Plan	\$ 771,953	\$ 227,267	\$ 778,154	\$ 194,538	\$ 972,692	\$ 746,154	\$ 186,538	\$ 932,692	\$ 932,692	\$ 186,538	\$ 932,692	
Planning	\$ 632,015	\$ 315,328	\$ 688,170	\$ 302,913	\$ 991,083	\$ 688,170	\$ 302,913	\$ 991,083	\$ 991,083	\$ 302,913	\$ 991,083	
Evaluation Measurement and Verification	\$ 1,520,745	\$ 490,000	\$ 1,920,000	\$ 480,000	\$ 2,400,000	\$ 1,920,000	\$ 480,000	\$ 2,400,000	\$ 2,400,000	\$ 480,000	\$ 2,400,000	
Evaluation Administrator	\$ 199,281	\$ 48,000	\$ 192,000	\$ 48,000	\$ 240,000	\$ 192,000	\$ 48,000	\$ 240,000	\$ 240,000	\$ 48,000	\$ 240,000	
Information Technology	\$ 1,579,383	\$ 404,976	\$ 1,838,112	\$ 461,938	\$ 2,300,050	\$ 1,838,112	\$ 461,938	\$ 2,300,050	\$ 2,300,050	\$ 461,938	\$ 2,300,050	
Audits - Financial and Operational	\$ 366,781	\$ 208,000	\$ 312,001	\$ 208,000	\$ 520,001	\$ 312,001	\$ 208,000	\$ 520,001	\$ 520,001	\$ 208,000	\$ 520,001	
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 136,000	\$ 24,000	\$ 220,000	\$ 136,000	\$ 24,000	\$ 220,000	\$ 220,000	\$ 24,000	\$ 220,000	
Energy Efficiency Board Consultants	\$ 9,010,196	\$ 2,353,021	\$ 6,408,010	\$ 1,554,720	\$ 7,962,730	\$ 6,408,010	\$ 1,554,720	\$ 7,962,730	\$ 7,962,730	\$ 1,554,720	\$ 7,962,730	
Performance Management Incentive (PMI)	\$ 14,636,053	\$ 4,508,183	\$ 13,224,718	\$ 3,863,932	\$ 17,088,650	\$ 13,224,718	\$ 3,863,932	\$ 17,088,650	\$ 17,088,650	\$ 3,863,932	\$ 17,088,650	
Admin/Planning Expenditures	\$ 16,491,511	\$ 37,595,058	\$ 15,784,707	\$ 38,416,586	\$ 196,301,073	\$ 163,548,211	\$ 39,932,326	\$ 203,480,537	\$ 203,480,537	\$ 39,932,326	\$ 203,480,537	
TOTAL	\$ 164,915,511	\$ 37,595,058	\$ 157,847,707	\$ 38,416,586	\$ 196,301,073	\$ 163,548,211	\$ 39,932,326	\$ 203,480,537	\$ 203,480,537	\$ 39,932,326	\$ 203,480,537	

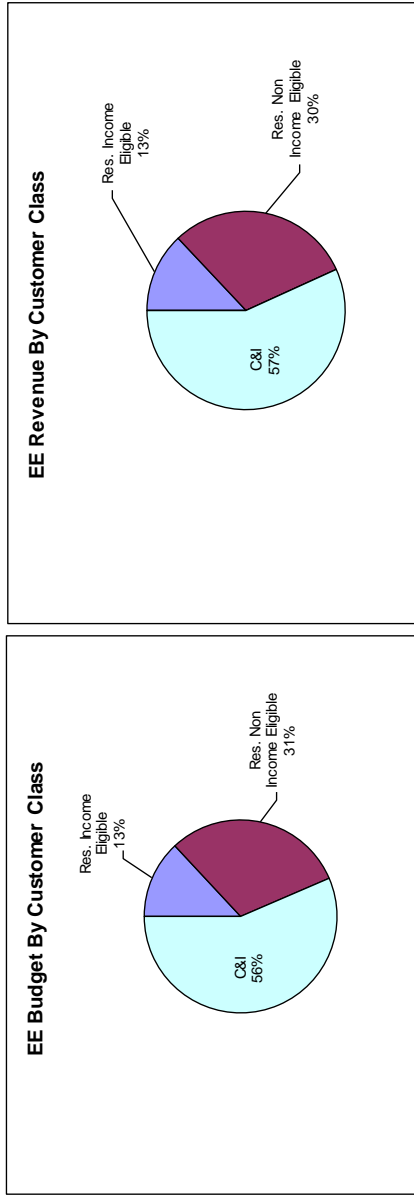
Combined Electric Table A1 (2019-2020)

Table A1
2016 - 2020
Eversource CT Electric/UI/EE Budget

	2019 Eversource CT Electric Proposed Budget 11/01/17	2019 UI Proposed Budget 11/01/17	2019 Eversource CT Electric/UI Combined Total 11/01/17	2020 Eversource CT Electric Proposed Budget 11/01/17	2020 UI Proposed Budget 11/01/17	2020 Eversource CT Electric/UI Combined Total 11/01/17
Eversource CT Electric/UI/EE BUDGET						
RESIDENTIAL						
Residential Retail Products	\$ 14,399,249	\$ 3,467,643	\$ 17,866,892	\$ 14,057,138	\$ 3,280,358	\$ 17,337,496
Total - Consumer Products	\$ 14,399,249	\$ 3,467,643	\$ 17,866,892	\$ 14,057,138	\$ 3,280,358	\$ 17,337,496
Residential New Construction	\$ 2,397,038	\$ 799,535	\$ 3,196,573	\$ 2,340,087	\$ 799,535	\$ 3,139,622
Home Energy Solutions - Core Services	\$ 17,406,259	\$ 3,764,102	\$ 21,170,360	\$ 17,011,753	\$ 3,560,805	\$ 20,572,558
Home Energy Solutions - HVAC, Water Heaters	\$ 3,130,092	\$ 1,118,102	\$ 4,248,195	\$ 3,055,725	\$ 1,058,282	\$ 4,114,006
HES Income Eligible	\$ 17,225,960	\$ 4,017,994	\$ 21,243,953	\$ 16,823,926	\$ 3,800,984	\$ 20,624,910
Residential Behavior	\$ 2,930,639	\$ 484,354	\$ 3,414,993	\$ 2,861,010	\$ 484,354	\$ 3,345,364
Subtotal Residential	\$ 57,489,236	\$ 13,652,329	\$ 71,141,566	\$ 56,149,638	\$ 12,964,318	\$ 69,133,955
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 14,067,009	\$ 4,858,920	\$ 18,925,929	\$ 13,753,463	\$ 4,596,493	\$ 18,349,956
Total - Lost Opportunity	\$ 14,067,009	\$ 4,858,920	\$ 18,925,929	\$ 13,753,463	\$ 4,596,493	\$ 18,349,956
C&I LARGE RETROFIT						
Energy Opportunities	\$ 38,582,966	\$ 7,947,684	\$ 46,530,650	\$ 37,757,349	\$ 7,518,434	\$ 45,275,784
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 5,604,474	\$ 1,849,950	\$ 7,454,424	\$ 5,479,554	\$ 1,750,035	\$ 7,229,589
Total - C&I Large Retrofit	\$ 44,187,441	\$ 9,797,633	\$ 53,985,074	\$ 43,236,903	\$ 9,268,470	\$ 52,505,373
Small Business	\$ 16,642,400	\$ 4,521,082	\$ 21,163,483	\$ 16,271,450	\$ 4,276,902	\$ 20,548,352
Subtotal C&I	\$ 74,896,849	\$ 19,177,636	\$ 94,074,485	\$ 73,261,816	\$ 18,141,864	\$ 91,403,680
OTHER - EDUCATION & ENGAGEMENT						
Educate the Public	\$ 1,818,361	\$ 418,288	\$ 2,236,649	\$ 1,818,361	\$ 418,288	\$ 2,236,649
Customer Engagement	\$ 1,968,000	\$ 475,000	\$ 2,443,000	\$ 1,968,000	\$ 475,000	\$ 2,443,000
Educate the Students	\$ 433,469	\$ 154,423	\$ 587,892	\$ 433,469	\$ 154,423	\$ 587,892
Educate the Workforce	\$ 342,713	\$ 75,926	\$ 418,639	\$ 342,713	\$ 75,926	\$ 418,639
Subtotal Education & Engagement	\$ 4,562,544	\$ 1,123,637	\$ 5,686,181	\$ 4,562,544	\$ 1,123,637	\$ 5,686,181
OTHER - PROGRAMS/REQUIREMENTS						
Residential Loan Program (Includes ECLF and OBR)	\$ 453,121	\$ 140,602	\$ 593,723	\$ 453,121	\$ 140,602	\$ 593,723
C&I Financing Support	\$ 4,000,000	\$ 74,234	\$ 4,074,234	\$ 4,000,000	\$ 74,234	\$ 4,074,234
Time of Use Program (UI Only)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Research, Development & Demonstration	\$ 242,000	\$ 232,692	\$ 474,692	\$ 242,000	\$ 232,692	\$ 474,692
Subtotal Programs/Requirements	\$ 4,695,121	\$ 447,528	\$ 5,142,649	\$ 4,695,121	\$ 447,528	\$ 5,142,649
OTHER - LOAD MANAGEMENT						
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 1,200,000	\$ 887,880	\$ 2,087,880	\$ 1,200,000	\$ 887,880	\$ 2,087,880
C&I Demand Response	\$ 597,690	\$ 139,630	\$ 737,320	\$ 597,690	\$ 139,630	\$ 737,320
Subtotal Load Management	\$ 1,797,690	\$ 1,027,510	\$ 2,825,200	\$ 1,797,690	\$ 1,027,510	\$ 2,825,200
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 892,271	\$ 589,823	\$ 1,482,094	\$ 892,271	\$ 589,823	\$ 1,482,094
Marketing Plan	\$ 778,154	\$ 194,538	\$ 972,692	\$ 778,154	\$ 194,538	\$ 972,692
Planning	\$ 688,170	\$ 302,913	\$ 991,083	\$ 688,170	\$ 302,913	\$ 991,083
Evaluation Measurement and Verification	\$ 1,920,000	\$ 480,000	\$ 2,400,000	\$ 1,920,000	\$ 480,000	\$ 2,400,000
Evaluation Administrator	\$ 192,000	\$ 240,000	\$ 432,000	\$ 192,000	\$ 240,000	\$ 432,000
Information Technology	\$ 1,838,112	\$ 461,938	\$ 2,300,050	\$ 1,838,112	\$ 461,938	\$ 2,300,050
Energy Efficiency Board Consultants	\$ 312,001	\$ 208,000	\$ 520,001	\$ 312,001	\$ 208,000	\$ 520,001
Audits - Financial and Operational	\$ 96,000	\$ 24,000	\$ 120,000	\$ 96,000	\$ 24,000	\$ 120,000
Performance Management Incentive (PMI)	\$ 6,730,117	\$ 1,685,603	\$ 8,415,720	\$ 6,730,117	\$ 1,685,603	\$ 8,415,720
Admin/Planning Expenditures	\$ 13,448,825	\$ 3,994,815	\$ 17,443,641	\$ 13,314,966	\$ 3,918,145	\$ 17,233,111
TOTAL	\$ 156,890,265.76	\$ 39,423,456	\$ 196,313,721	\$ 153,781,775	\$ 37,643,002	\$ 191,424,777

Combined Electric Table Pie Chart (2018)

Statewide (ES CT Electric and UI) 2018 EE Budget and Parity Analysis
Table A1 Pie Chart



Customer Class	Budget (\$,000) *	% of Total Budget	% of Residential & C&I Budget	% of Residential & C&I Revenue	Difference
Res. Income Eligible	\$24,324,285	12%	13%	13%	0%
Res. Non Income Eligible	\$56,743,099	28%	30%	30%	0%
Residential Subtotal	\$81,067,384	40%	44%	43%	0%
C&I	\$105,158,894	52%	56%	57%	0%
C&I Subtotal	\$105,158,894	52%	56%	57%	0%
Residential and C&I Subtotal	\$186,226,278	92%	100%	100%	0%
Other Expenditures					
Other Expenditures	\$17,254,259	8%			
Other Expenditures Subtotal	\$17,254,259	8%			
EE TOTAL	\$203,480,537	100%			
Eversource CT Electric	\$163,548,211	80%			
UI	\$39,932,326	20%			

Totals may vary due to rounding
*Please see attached Budget Allocation Table

Combined Electric Table B4 (2018)

Program	2018 Combined Statewide Costs & Benefits (Eversource & UI)										Delivered Fuel Savings			Total Annual Emissions Reduction (tons CO2)		Total Resource Benefit		
	Costs					Electric Savings					Natural Gas Savings			Propane			Oil (Gal)	Annual MMBtu
	Electric Cost	Gas Cost	Oil & Propane Cost	Customer Cost	Total Resource Cost	Annual (MWh)	Lifetime (MWh)	Peak Impact (kW)	Annual (cf)	Lifetime (cf)	Peak Impact (cf)	Annual (Gal)	Lifetime (Gal)	Annual (Gal)	Lifetime (Gal)			
Residential																		
Residential Retail Products	\$ 16,763,274	\$ -	\$ -	\$ 13,004,614	\$ 29,767,888	53,629	330,613	6,959	-	-	-	-380,659	-229,319	-13,302	-7,981	129,027	18,064	\$40,632,909
Home Energy Solutions	\$ 14,372,555	\$ 8,523,423	\$ 7,866,554	\$ 6,387,224	\$ 37,149,756	18,231	188,195	3,570	845,057	17,006,497	7,640	760,474	16,615,154	82,321	8,117,856	262,167	21,931	\$69,624,001
HES - HVAC	\$ 5,214,688	\$ 5,693,432	\$ -	\$ 22,091,443	\$ 32,999,563	5,919	93,947	620	807,478	16,145,576	7,479	415,888	540,647	62,397	8,111,156	105,591	8,327	\$40,476,174
HES - Income Eligible	\$ 15,191,611	\$ 12,412,142	\$ 6,859,139	\$ 304,234	\$ 34,767,126	13,670	137,428	1,113	1,046,943	21,495,234	9,615	427,884	8,432,349	-	-	213,728	16,717	\$59,126,092
New Construction	\$ 2,689,406	\$ 2,521,738	\$ 582,572	\$ 4,900,434	\$ 10,694,150	2,639	40,467	931	308,655	7,216,911	2,751	-	-	-	-	45,446	3,303	\$32,713,585
Behavior	\$ 3,597,471	\$ 646,840	\$ -	\$ -	\$ 4,244,311	46,304	129,467	4,509	476,149	1,186,785	644	-	-	-	-	186,381	19,345	\$18,686,805
Subtotal Residential	\$ 57,829,005	\$ 29,797,575	\$ 15,308,264	\$ 46,687,950	\$ 149,622,794	140,391	920,117	17,702	3,484,282	63,051,002	28,729	849,287	23,295,031	182,651	3,927,737	942,340	87,687	\$261,259,566
Commercial & Industrial																		
Energy Conscious Blueprint	\$ 19,173,570	\$ 8,604,007	\$ -	\$ 26,256,305	\$ 54,033,882	44,662	683,493	7,222	1,184,894	18,325,816	10,527	-	-	-	-	274,357	26,165	\$98,840,202
Energy Opportunities	\$ 47,957,352	\$ 5,244,278	\$ -	\$ 74,009,804	\$ 127,211,434	125,437	1,474,723	16,957	1,412,999	15,983,310	9,937	-	-	-	-	573,514	62,317	\$198,691,644
Small Business	\$ 21,594,731	\$ 954,103	\$ -	\$ 25,420,222	\$ 47,969,656	43,446	535,828	5,261	197,676	2,713,155	1,642	-	-	-	-	168,622	19,492	\$62,090,128
BES (OR.M, RC.M, SEM, PRIME)	\$ 7,594,326	\$ 1,503,246	\$ -	\$ 12,212,268	\$ 21,309,840	46,215	324,828	4,254	702,765	4,004,766	3,785	-	-	-	-	230,047	24,246	\$53,727,594
Subtotal C&I	\$ 96,319,979	\$ 16,305,633	\$ -	\$ 137,898,599	\$ 250,524,211	259,760	3,018,872	33,693	3,498,333	41,027,047	25,892	-	-	-	-	1,246,539	132,221	\$413,349,567
ISO Load Response Program	\$ 3,704,690	\$ -	\$ -	\$ -	\$ 3,704,690	-	-	47,500	-	-	-	-	-	-	-	-	-	\$9,173,877
Other	\$ 30,318,598	\$ 6,415,923	\$ -	\$ -	\$ 36,734,521	-	-	-	-	-	-	-	-	-	-	-	-	\$46,908,498
Total	\$ 188,172,272	\$ 52,519,131	\$ 15,308,264	\$ 184,586,549	\$ 403,851,695	400,151	3,938,989	98,896	6,982,616	104,078,049	54,021	849,287	23,295,031	182,651	3,927,737	2,188,879	219,908	\$683,785,011

EVERSOURCE ELECTRIC TABLES

Eversource Electric Table A

Table A

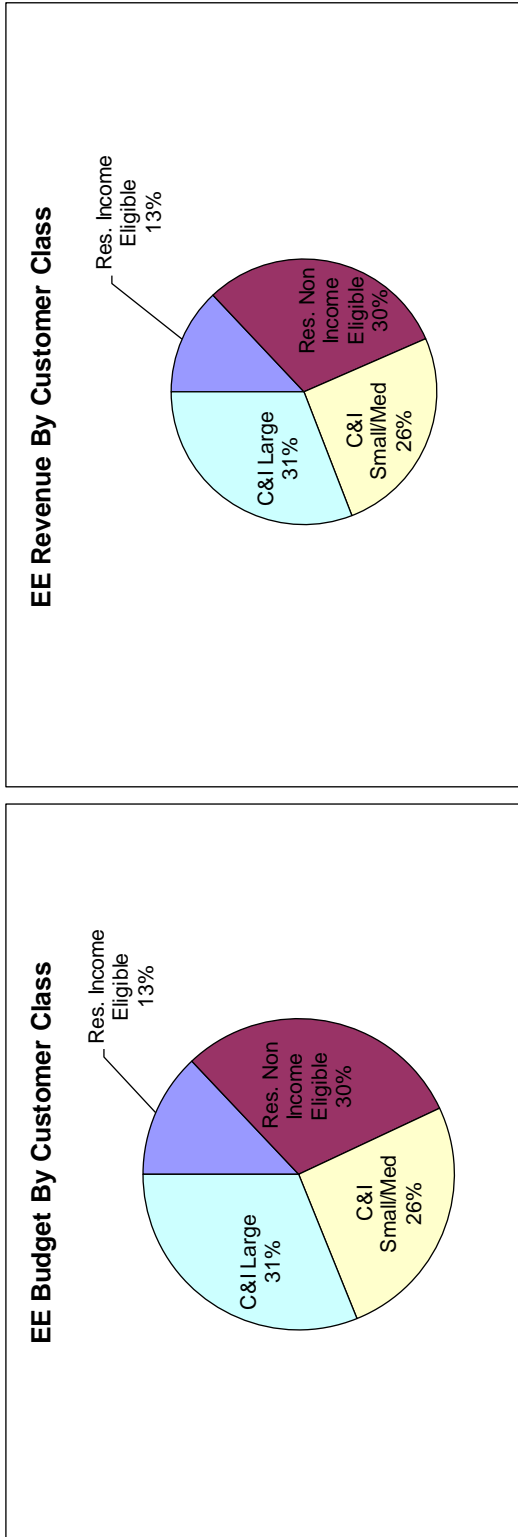
EVERSOURCE CT ELECTRIC 2016-2020 EE Budget

EVERSOURCE CT ELECTRIC EE BUDGET	2016 ES CT Electric Actual Results 12/31/16	2017 ES CT Electric Approved Budget 03/01/17	2018 ES CT Electric Proposed Budget 11/01/17	2019 ES CT Electric Proposed Budget 11/01/17	2020 ES CT Electric Proposed Budget 11/01/17
RESIDENTIAL					
Residential Retail Products	\$ 14,872,860	\$ 13,655,187	\$ 13,352,026	\$ 14,399,249	\$ 14,057,138
Total - Consumer Products	\$ 14,872,860	\$ 13,655,187	\$ 13,352,026	\$ 14,399,249	\$ 14,057,138
Residential New Construction	\$ 2,232,996	\$ 2,304,509	\$ 2,472,443	\$ 2,397,038	\$ 2,340,087
Home Energy Solutions - Core Services	\$ 15,989,863	\$ 18,880,932	\$ 18,444,887	\$ 17,406,259	\$ 17,011,753
Home Energy Solutions - HVAC, Water Heaters	\$ 3,597,327	\$ 2,971,343	\$ 4,022,842	\$ 3,130,092	\$ 3,055,725
HES Income Eligible	\$ 21,471,052	\$ 17,165,716	\$ 18,022,776	\$ 17,225,960	\$ 16,823,926
Residential Behavior	\$ 2,909,233	\$ 2,764,689	\$ 3,113,117	\$ 2,930,639	\$ 2,861,010
Subtotal Residential	\$ 61,073,331	\$ 57,742,375	\$ 59,428,092	\$ 57,489,236	\$ 56,149,638
COMMERCIAL & INDUSTRIAL					
C&I LOST OPPORTUNITY					
Energy Conscious Blueprint	\$ 12,287,599	\$ 13,733,963	\$ 14,393,672	\$ 14,067,009	\$ 13,753,463
Total - Lost Opportunity	\$ 12,287,599	\$ 13,733,963	\$ 14,393,672	\$ 14,067,009	\$ 13,753,463
C&I LARGE RETROFIT					
Energy Opportunities	\$ 40,154,158	\$ 37,224,685	\$ 40,138,924	\$ 38,582,966	\$ 37,757,349
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 2,501,793	\$ 5,424,507	\$ 5,774,463	\$ 5,604,474	\$ 5,479,554
Total - C&I Large Retrofit	\$ 42,655,951	\$ 42,649,192	\$ 45,913,386	\$ 44,187,441	\$ 43,236,903
Small Business	\$ 17,615,309	\$ 16,219,794	\$ 17,147,176	\$ 16,642,400	\$ 16,271,450
Subtotal C&I	\$ 72,558,859	\$ 72,602,949	\$ 77,454,234	\$ 74,896,849	\$ 73,261,816
OTHER - EDUCATION & ENGAGEMENT					
Educate the Public	\$ 1,926,470	\$ 1,835,878	\$ 1,818,361	\$ 1,818,361	\$ 1,818,361
Customer Engagement	\$ 1,603,922	\$ 1,968,000	\$ 1,968,000	\$ 1,968,000	\$ 1,968,000
Educate the Students	\$ 392,352	\$ 459,069	\$ 433,469	\$ 433,469	\$ 433,469
Educate the Workforce	\$ 268,446	\$ 299,597	\$ 342,713	\$ 342,713	\$ 342,713
Subtotal Education & Engagement	\$ 4,191,190	\$ 4,562,544	\$ 4,562,544	\$ 4,562,544	\$ 4,562,544
OTHER - PROGRAMS/REQUIREMENTS					
Residential Loan Program (Includes ECLF and OBR)*	\$ 1,929,824	\$ 453,121	\$ 453,121	\$ 453,121	\$ 453,121
C&I Financing Support	\$ 6,994,639	\$ 4,000,000	\$ 4,000,000	\$ 4,000,000	\$ 4,000,000
Research, Development & Demonstration	\$ 208,762	\$ 242,000	\$ 242,000	\$ 242,000	\$ 242,000
Subtotal Programs/Requirements	\$ 9,133,225	\$ 4,695,121	\$ 4,695,121	\$ 4,695,121	\$ 4,695,121
OTHER - LOAD MANAGEMENT					
ISO Load Response	\$ 2,414,427	\$ 3,357,000	\$ 1,907,000	\$ -	\$ -
Residential Demand Response	\$ 859,080	\$ 1,200,000	\$ 1,200,000	\$ 1,200,000	\$ 1,200,000
C&I Demand Response	\$ 45,345	\$ 500,000	\$ 597,690	\$ 597,690	\$ 597,690
Subtotal Load Management	\$ 3,318,852	\$ 5,057,000	\$ 3,704,690	\$ 1,797,690	\$ 1,797,690
OTHER - ADMINISTRATIVE & PLANNING					
Administration	\$ 555,697	\$ 892,271	\$ 892,271	\$ 892,271	\$ 892,271
Marketing Plan	\$ 771,953	\$ 778,154	\$ 746,154	\$ 778,154	\$ 778,154
Planning	\$ 632,015	\$ 688,170	\$ 688,170	\$ 688,170	\$ 688,170
Evaluation Measurement and Verification	\$ 1,520,745	\$ 1,920,000	\$ 1,920,000	\$ 1,920,000	\$ 1,920,000
Evaluation Administrator	\$ 199,281	\$ 192,000	\$ 192,000	\$ 192,000	\$ 192,000
Information Technology	\$ 1,579,383	\$ 1,838,112	\$ 1,838,112	\$ 1,838,112	\$ 1,838,112
Energy Efficiency Board Consultants	\$ 366,781	\$ 312,001	\$ 312,001	\$ 312,001	\$ 312,001
Audits - Financial and Operational	\$ -	\$ 196,000	\$ 98,000	\$ 98,000	\$ 98,000
Performance Management Incentive (PMI)	\$ 9,010,198	\$ 6,408,010	\$ 7,016,822	\$ 6,730,117	\$ 6,596,258
Subtotal Admin/Planning Expenditures	\$ 14,636,053	\$ 13,224,718	\$ 13,703,530	\$ 13,448,825	\$ 13,314,966
TOTAL	\$ 164,911,511	\$ 157,884,707	\$ 163,548,211	\$ 156,890,266	\$ 153,781,775

* Residential Loan Program budget includes \$40,000 for Eversource CT Electric for administrative costs to service Green Bank's On Bill Repayment (OBR) 2016 Audit in 2017 & 2018 Financial Audits(every two years) and 2017 Management Audit (every five years)

Eversource Electric Table A Pie Chart (2018)

Eversource CT Electric 2018 EE Budget and Parity Analysis
Table A Pie Chart



Customer Class	Budget*	% of Total Budget	% of Residential & C&I Budget	% of Residential & C&I Revenue	Difference
Res. Income Eligible	\$19,478,466	12%	13%	13%	0%
Res. Non Income Eligible	\$45,201,382	28%	30%	30%	0%
Residential Subtotal	\$64,679,848	40%	43%	43%	0%
C&I Small/Med	\$38,893,720	24%	26%	26%	0%
C&I Large	\$46,775,266	29%	31%	31%	0%
C&I Subtotal	\$85,668,986	52%	57%	57%	0%
Residential and C&I Subtotal	\$150,348,835	92%	100%	100%	0%
<i>Other Expenditures</i>					
Other Expenditures	\$13,199,377	8%			
Other Expenditures Subtotal	\$13,199,377	8%			
EE TOTAL	\$163,548,211	100%			

Note - Municipalities and state facilities are eligible to participate in C&I Program offerings as applicable.

*Please see attached Budget Allocation Table

Eversource Electric Table B1 (2018)

Program	Costs		Benefits		Benefit/Cost Ratios		Quantities		Electric Savings		Electric Cost Rates		Oil/Propane Savings		MMBTU Savings & Cost				
	Utility Cost	Modified Utility Cost	Utility Benefit	Modified Utility Benefit	Utility B/C Ratio	Modified Utility B/C Ratio	Total Utility B/C Ratio	No. of Units	Annualized Savings (MMWh)	Lifetime Savings (MMWh)	Peak kW Impact (Yr)	Electric Demand Cost (\$/kW-Cost/5AW)	Electric Rate Cost (\$/kW-Cost/5AW)	Electric Cost Ratio	Annual Oil/Propane Savings (Gal)	Lifetime Oil/Propane Savings (Gal)	Annual MMBTU	Lifetime MMBTU	Utility Cost per Lifetime MMBTU
Residential	\$13,352,026	\$13,352,026	\$2,603,785	\$15,711,379	1.69	1.18	1.34	3,439,825	42,825	264,198	5,557	\$2,403	\$389	50.051	-380,659	-2,293,119	92,152	576,387	\$23.17
Residential Retail Products	\$14,300,673	\$14,300,673	\$45,354,036	\$44,854,637	3.15	3.12	3.07	443	34,082	157,364	5,516	\$3,609	\$372	50.078	0	0	116,322	1,765,763	\$8.16
Energy Conscious Blueprint	\$40,138,924	\$40,138,924	\$105,804,225	\$103,853,688	2.64	2.59	2.54	1,467	106,732	1,236,929	14,538	\$2,750	\$272	50.276	0	0	360,274	4,237,613	\$9.16
Home Energy Solutions	\$4,022,842	\$4,022,842	\$5,982,312	\$8,295,595	1.49	2.06	0.71	14,643	4,813	74,797	508	\$7,918	\$510	50.836	310	4,030	17,944	274,895	\$14.63
HES - HVAC	\$12,669,654	\$18,022,776	\$8,415,625	\$23,641,927	0.69	1.31	1.60	16,304	11,169	109,753	916	\$13,280	\$1,351	51.000	0	0	88,763	1,350,214	\$9.01
HES - Income Eligible	\$1,889,871	\$2,472,443	\$3,240,315	\$4,961,593	1.71	2.01	1.34	1,913	2,007	32,952	813	\$2,326	\$142	50.942	0	0	11,527	238,368	\$7.93
New Construction	\$1,113,117	\$1,113,117	\$9,951,415	\$9,951,415	3.20	3.20	4.95	427,300	39,498	112,384	4,509	\$243	\$0,079	50.028	0	0	134,808	383,568	\$8.12
Behavior	\$46,076,438	\$59,428,092	\$88,251,108	\$111,445,118	1.42	1.88	1.76		115,878	759,096	15,354	\$3,040	\$464	50.403	630,994	38,767,444	494,936	5,488,151	\$8.59
Subtotal Residential																			
Commercial & Industrial																			
Energy Conscious Blueprint	\$14,300,673	\$14,300,673	\$45,354,036	\$44,854,637	3.15	3.12	3.07	443	34,082	157,364	5,516	\$3,609	\$372	50.078	0	0	116,322	1,765,763	\$8.16
Energy Conscious Blueprint	\$40,138,924	\$40,138,924	\$105,804,225	\$103,853,688	2.64	2.59	2.54	1,467	106,732	1,236,929	14,538	\$2,750	\$272	50.276	0	0	360,274	4,237,613	\$9.16
Small Business	\$17,447,176	\$17,447,176	\$33,519,370	\$34,348,984	2.00	1.94	1.51	1,778	34,882	426,461	4,181	\$4,101	\$336	50.402	0	0	119,054	1,452,098	\$11.81
BES (C&M, I&C, S&M, P&M)	\$5,774,463	\$5,774,463	\$21,079,428	\$21,040,912	3.65	3.64	2.50	316	35,928	267,190	4,031	\$1,432	\$193	50.161	0	0	122,624	911,000	\$6.33
Subtotal C&I	\$77,654,234	\$77,654,234	\$206,597,424	\$203,152,661	2.67	2.62	1.84		211,623	2,448,694	28,326	\$2,734	\$236	50.366	0	0	722,271	8,357,893	\$9.27
Load Management																			
ISO Load Response Program	\$1,907,000	\$1,907,000	\$9,173,877	\$9,173,877	4.81	4.81	4.81	55	0	0	47,500	\$40	\$0	NA	0	0	0	0	NA
Residential Demand Response	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	2.48	2.48	2.48	0	0	0	47,500	\$78	\$0	NA	0	0	0	0	NA
C&I Demand Response	\$597,690	\$597,690	\$9,173,877	\$9,173,877	2.48	2.48	2.48	0	0	0	47,500	\$78	\$0	NA	0	0	0	0	NA
Subtotal Load Management	\$3,704,690	\$3,704,690	\$19,547,754	\$19,547,754	2.48	2.48	2.48												
Subtotal Other	\$22,961,195	\$22,961,195	\$22,961,195	\$22,961,195	1.97	1.98	1.68		337,591	3,308,390	91,188	\$1,654	\$169	50.460	630,994	38,767,444	1,217,206	13,945,544	\$10.89
Total C&I Budget	\$150,796,657	\$150,796,657	\$403,151,991	\$393,761,653	2.67	2.62	1.87		337,591	3,308,390	91,188	\$1,654	\$169	50.460	630,994	38,767,444	1,217,206	13,945,544	\$10.89

Eversource Electric Table B3 (2018)

2018 Electric		Benefits Summary B-3																
		Electric Benefits																
Company	Sector	Program	Winter Peak Energy (U,M,T)	Winter Off Peak Energy (U,M,T)	Summer Peak Energy (U,M,T)	Summer Off Peak Energy (U,M,T)	Capacity (U,M,T)	Distribution (U,M,T)	Transmission (U,M,T)	Winter Peak DRIPE (U,M,T)	Winter Off Peak DRIPE (U,M,T)	Summer Peak DRIPE (U,M,T)	Summer Off Peak DRIPE (U,M,T)	Winter Peak Capacity DRIPE (U,M,T)	Winter Off Peak Capacity DRIPE (U,M,T)	Summer Peak Capacity DRIPE (U,M,T)	Summer Off Peak Capacity DRIPE (U,M,T)	
																		Winter Peak Energy Note 1 (U,M,T)
Residential																		
Eversource Electric	Residential	Retail Products	7,769,638	5,664,469	2,255,481	1,545,972	2,790,504	1,219,940	49,678	299,828	67,326	0	0	186,906	45,289	25,746	0	0
Eversource Electric	Residential	Home Energy Solutions (HES)	4,024,429	4,460,181	1,137,690	730,451	4,054,913	1,232,377	49,594	98,388	29,194	0	0	61,333	19,638	8,461	0	0
Eversource Electric	Residential	HES - HVAC	1,625,014	1,897,617	691,146	359,268	966,064	289,870	10,823	27,267	9,578	0	0	16,998	6,443	3,073	0	0
Eversource Electric	Residential	HES - Income Eligible	2,900,918	2,780,184	744,330	477,352	851,381	269,626	11,701	75,455	19,514	0	0	47,037	13,127	6,251	0	0
Eversource Electric	Residential	New Construction	825,022	496,407	438,933	256,870	866,655	280,083	11,299	12,013	2,590	0	0	7,489	1,742	1,773	0	0
Eversource Electric	Residential	Behavior	2,599,146	2,424,424	1,406,110	1,108,615	606,832	926,997	42,413	157,849	55,557	0	0	120,132	37,372	33,040	0	0
Subtotal Residential			19,742,166	17,723,282	6,673,991	4,478,528	10,136,460	4,218,892	175,508	670,800	183,758	0	0	439,894	123,611	78,345	0	0
Commercial & Industrial																		
Eversource Electric	C&I	Energy Conscious Blueprint	14,702,217	3,998,769	10,774,490	2,568,335	9,389,206	2,653,087	106,910	249,306	21,108	0	0	155,411	14,099	48,173	0	0
Eversource Electric	C&I	Energy Opportunities	37,406,698	8,188,520	26,086,778	6,411,398	18,487,537	5,691,845	229,141	784,800	54,156	0	0	489,236	36,630	158,015	0	0
Eversource Electric	C&I	Small Business	13,218,355	3,006,822	7,522,176	2,263,618	5,360,022	1,644,722	66,204	276,934	19,302	0	0	172,073	12,984	44,491	0	0
Eversource Electric	C&I	Business and Energy Sustainability	3,653,888	1,534,664	9,465,528	1,666,475	2,807,594	1,056,652	42,840	132,760	15,217	0	0	82,448	10,536	86,799	0	0
Subtotal C&I			68,991,158	16,728,775	53,848,971	12,909,826	36,044,359	11,056,305	445,095	1,442,939	109,782	0	0	899,159	73,848	337,479	0	0
ISO Load Response			0	0	0	0	7,208,154	1,890,715	75,009	0	0	0	0	0	0	0	0	0
Residential Demand Response			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
C&I Demand Response			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Subtotal Load Management			0	0	0	0	7,208,154	1,890,715	75,009	0	0	0	0	0	0	0	0	0
Subtotal Other			88,733,324	34,452,056	60,522,962	17,388,354	53,388,972	17,165,912	695,612	2,113,200	299,539	0	0	1,339,052	197,459	415,824	0	0
Total Budget			148,725,490	111,923,338	121,371,933	34,776,882	108,473,331	38,222,107	1,391,111	6,829,000	483,297	0	0	5,638,904	1,415,068	753,303	0	0

Eversource Electric Table B3 (2018) Cont.

2018 Electric		Benefits Summary B-3																
Company	Sector	Program	Electric Benefits				Non Gas Fossil Fuel Benefits						Non Energy Benefits (NEB) (T)	Utility Benefit (Σ U)	Modified Utility Benefit (Σ M&U)	Total Resource Benefit (Σ M, U & T)		
			Winter Peak Emissions (T)	Winter/Off Peak Emissions (T)	Summer Peak Emissions (T)	Summer Off Peak Emissions (T)	Res Oil (M, T)	Res Propane (M, T)	C&I Oil (M, T)	Other (wood) (T)	Other (pellets) (T)	Non Gas Fossil Fuels Emissions (T)					Water (T)	
Eversource Electric	Residential	Retail Products	4,949,858	3,833,499	1,774,288	1,434,333	-5,787,976	-129,489	0	0	0	0	0	0	0	22,603,785	15,711,379	31,777,493
Eversource Electric	Residential	Home Energy Solutions (HES)	2,255,175	2,575,468	765,028	603,613	30,592,859	2,251,684	0	0	0	0	0	0	0	16,187,239	48,873,204	61,118,815
Eversource Electric	Residential	HES - HVAC	875,018	1,078,258	416,070	262,823	1,193,198	1,120,086	0	0	0	0	0	0	0	5,982,312	8,295,595	11,105,939
Eversource Electric	Residential	HES - Income Eligible	1,656,794	1,625,367	530,113	403,706	15,510,174	0	0	0	0	0	0	0	0	8,415,625	23,641,927	29,187,553
Eversource Electric	Residential	New Construction	394,038	260,893	228,906	168,427	0	1,745,890	0	0	0	0	0	0	0	3,240,315	4,961,593	6,802,816
Eversource Electric	Residential	Behavior	1,615,998	1,596,967	1,488,167	1,099,534	0	0	0	0	0	0	0	0	0	9,951,415	9,951,415	15,412,081
		Subtotal Residential	11,746,881	10,970,452	4,862,571	3,972,496	41,508,255	4,988,172	0	0	0	0	0	0	0	66,380,690	111,495,114	155,404,636
Commercial & Industrial																		
Eversource Electric	C&I	Energy Conscious Blueprint	7,981,883	2,315,395	6,544,867	1,851,271	0	0	0	0	0	0	0	0	0	45,354,636	44,854,637	64,105,848
Eversource Electric	C&I	Energy Opportunities	21,656,866	5,067,439	17,787,721	5,111,729	0	0	0	0	0	0	0	0	0	105,924,375	103,915,068	155,850,037
Eversource Electric	C&I	Small Business	7,646,447	1,848,571	5,096,898	1,787,603	0	0	0	0	0	0	0	0	0	34,238,984	33,342,043	50,753,272
Eversource Electric	C&I	Business and Energy Sustainability	2,296,296	1,013,739	7,144,384	1,479,392	0	0	0	0	0	0	0	0	0	21,079,428	21,040,912	37,317,719
		Subtotal C&I	39,581,492	10,245,144	36,573,870	10,229,996	0	0	0	0	0	0	0	0	0	206,597,424	203,152,661	308,026,876
		ISO Load Response	0	0	0	0	0	0	0	0	0	0	0	0	0	9,173,877	9,173,877	9,173,877
		Residential Demand Response	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		C&I Demand Response	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		Subtotal Load Management	0	0	0	0	0	0	0	0	0	0	0	0	0	9,173,877	9,173,877	9,173,877
		Subtotal Other	51,328,373	21,215,596	41,486,442	14,202,432	41,508,255	4,988,172	0	0	0	0	0	0	0	282,151,991	323,761,653	472,606,390
		Total Budget	51,328,373	21,215,596	41,486,442	14,202,432	41,508,255	4,988,172	0	0	0	0	0	0	0	282,151,991	323,761,653	472,606,390

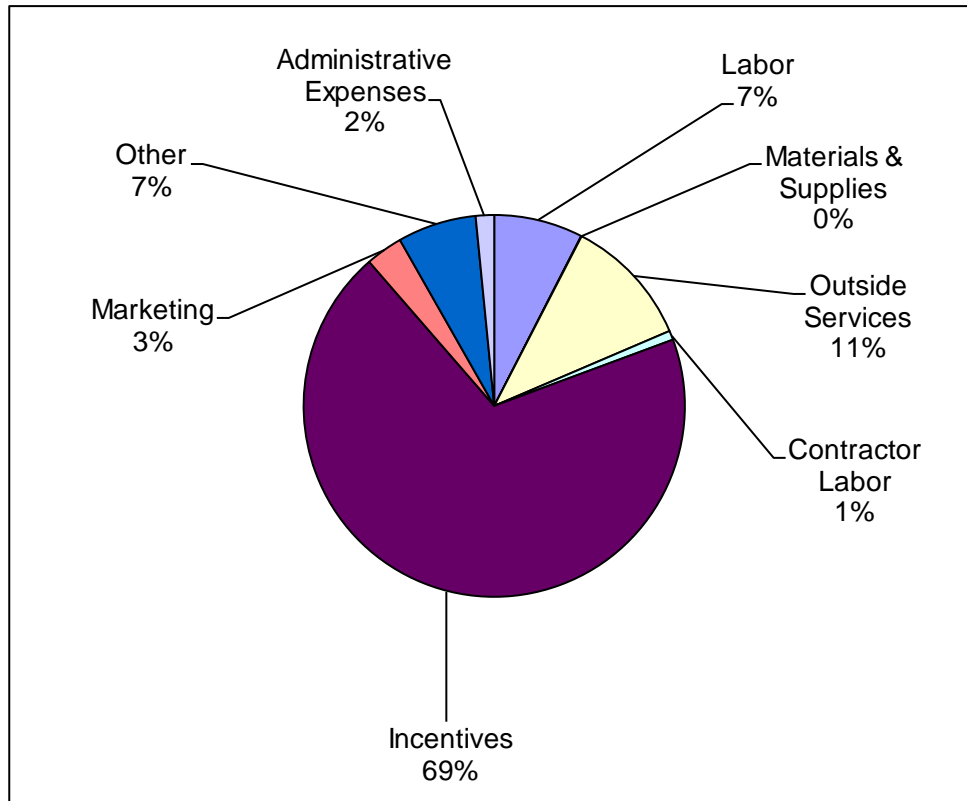
Eversource Electric Table C (2018)

Table C
Eversource CT Electric 2018 EE Budget Details

Eversource CT Electric EE BUDGET (\$000)	Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other**	Administrative Expenses	TOTAL
Residential Retail Products	\$ 184	\$ 1	\$ 1,566	\$ 0	\$ 10,449	\$ 1,102	\$ 40	\$ 10	\$ 13,352
Total - Consumer Products	\$ 184	\$ 1	\$ 1,566	\$ 0	\$ 10,449	\$ 1,102	\$ 40	\$ 10	\$ 13,352
Residential New Construction	\$ 156	\$ 1	\$ 20	\$ 0	\$ 2,217	\$ 48	\$ 19	\$ 10	\$ 2,472
Home Energy Solutions - Core Services	\$ 1,231	\$ 4	\$ 717	\$ 151	\$ 15,475	\$ 803	\$ 23	\$ 40	\$ 18,445
Home Energy Solutions - HVAC, Water Heaters	\$ 59	\$ 1	\$ 293	\$ -	\$ 3,529	\$ 101	\$ 20	\$ 20	\$ 4,023
HES Income Eligible	\$ 1,483	\$ 5	\$ 372	\$ 132	\$ 15,160	\$ 760	\$ 51	\$ 60	\$ 18,023
Residential Behavior	\$ 66	\$ -	\$ 2,932	\$ -	\$ -	\$ 100	\$ 10	\$ 5	\$ 3,113
Subtotal Residential	\$ 3,180	\$ 12	\$ 5,901	\$ 283	\$ 46,830	\$ 2,914	\$ 163	\$ 145	\$ 59,428
COMMERCIAL & INDUSTRIAL									
C & I LOST OPPORTUNITY									
Energy Conscious Blueprint	\$ 1,137	\$ 4	\$ 456	\$ 115	\$ 12,372	\$ 230	\$ 30	\$ 50	\$ 14,394
Total - Lost Opportunity	\$ 1,137	\$ 4	\$ 456	\$ 115	\$ 12,372	\$ 230	\$ 30	\$ 50	\$ 14,394
C & I LARGE RETROFIT									
Energy Opportunities	\$ 3,223	\$ 5	\$ 485	\$ 521	\$ 35,135	\$ 470	\$ 100	\$ 200	\$ 40,139
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 267	\$ 2	\$ 596	\$ 56	\$ 4,687	\$ 150	\$ 6	\$ 11	\$ 5,774
Total - C&I Large Retrofit	\$ 3,490	\$ 7	\$ 1,081	\$ 577	\$ 39,822	\$ 620	\$ 106	\$ 211	\$ 45,913
Small Business	\$ 1,211	\$ 5	\$ 133	\$ -	\$ 13,268	\$ 500	\$ 30	\$ 2,000	\$ 17,147
Subtotal C&I	\$ 5,838	\$ 16	\$ 1,670	\$ 692	\$ 65,461	\$ 1,350	\$ 166	\$ 2,261	\$ 77,454
OTHER - EDUCATION & ENGAGEMENT									
Educate the Public	\$ 383	\$ 25	\$ 982	\$ 191	\$ -	\$ 135	\$ 81	\$ 21	\$ 1,818
Customer Engagement	\$ 476	\$ -	\$ 1,492	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,968
Educate the Students	\$ 49	\$ 5	\$ 326	\$ -	\$ -	\$ 50	\$ 1	\$ 3	\$ 433
Educate the Workforce	\$ 9	\$ -	\$ 333	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 343
Subtotal Education & Engagement	\$ 917	\$ 30	\$ 3,134	\$ 191	\$ -	\$ 185	\$ 82	\$ 24	\$ 4,563
OTHER - PROGRAMS/REQUIREMENTS									
Residential Loan Program (includes ECLF and OBR)	\$ 130	\$ -	\$ 323	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 453
C&I Financing Support	\$ 130	\$ -	\$ 500	\$ -	\$ -	\$ -	\$ 3,370	\$ -	\$ 4,000
Research, Development & Demonstration	\$ 150	\$ 2	\$ -	\$ 2	\$ -	\$ -	\$ 83	\$ 5	\$ 242
Subtotal Programs/Requirements	\$ 410	\$ 2	\$ 823	\$ 2	\$ -	\$ -	\$ 3,453	\$ 5	\$ 4,695
OTHER - LOAD MANAGEMENT									
ISO Load Response Program	\$ 218	\$ 1	\$ 706	\$ -	\$ 966	\$ 10	\$ 2	\$ 4	\$ 1,907
Residential Demand Response	\$ 19	\$ -	\$ 1,181	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,200
C&I Demand Response	\$ 62	\$ -	\$ 536	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 598
Subtotal Load Management	\$ 299	\$ 1	\$ 2,423	\$ -	\$ 966	\$ 10	\$ 2	\$ 4	\$ 3,705
OTHER - ADMINISTRATIVE & PLANNING									
Administration	\$ 724	\$ 4	\$ 82	\$ 12	\$ -	\$ -	\$ 20	\$ 50	\$ 892
Marketing Plan	\$ 44	\$ -	\$ -	\$ -	\$ -	\$ 700	\$ 1	\$ 1	\$ 746
Planning	\$ 478	\$ 1	\$ 138	\$ 50	\$ -	\$ -	\$ 10	\$ 12	\$ 688
Evaluation Measurement and Verification	\$ 31	\$ 1	\$ 1,886	\$ -	\$ -	\$ -	\$ 1	\$ 1	\$ 1,920
Evaluation Administrator	\$ -	\$ -	\$ 192	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 192
Information Technology	\$ 415	\$ -	\$ 1,328	\$ 45	\$ -	\$ -	\$ -	\$ 50	\$ 1,838
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 312	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 312
Audits - Financial and Operational	\$ -	\$ -	\$ 98	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 98
Performance Management Incentive (PMI)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,017	\$ -	\$ 7,017
Subtotal Admin/Planning Expenditures	\$ 1,692	\$ 6	\$ 4,036	\$ 107	\$ -	\$ 700	\$ 7,049	\$ 114	\$ 13,704
TOTAL BUDGET	\$ 12,336	\$ 67	\$ 17,986	\$ 1,274	\$ 113,258	\$ 5,159	\$ 10,915	\$ 2,553	\$ 163,548

Eversource Electric Table C Pie Chart (2018)

**EVERSOURCE CT ELECTRIC
2018 ENERGY EFFICIENCY
EE Budget By Expense Class
Table C Pie Chart**



<u>Expense Classes</u>	<u>Budget</u>	<u>% of Budget</u>
Labor	\$ 12,336	8%
Materials & Supplies	\$ 67	0%
Outside Services	\$ 17,986	11%
Contractor Labor	\$ 1,274	1%
Incentives	\$ 113,258	69%
Marketing	\$ 5,159	3%
Other	\$ 10,915	7%
Administrative Expenses	\$ 2,553	2%
Total	\$ 163,548	100%

Eversource Electric Table D - Dollars (2009-2018)

Table D
Eversource CT Electric Historical and Projected \$

	Expenditures \$									
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Budget	2018 Budget
RESIDENTIAL										
Residential Retail Products	\$ 3,223,833	\$ 8,764,502	\$ 7,782,387	\$ 6,859,521	\$ 6,859,496	\$ 11,561,025	\$ 13,693,622	\$ 14,872,800	\$ 13,655,187	\$ 13,352,026
Appliance Rebate Program	\$ -	\$ 3,615,349	\$ 3,902	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - Consumer Products	\$ 3,223,833	\$ 12,379,851	\$ 7,785,851	\$ 6,859,521	\$ 6,859,496	\$ 11,561,025	\$ 13,693,622	\$ 14,872,800	\$ 13,655,187	\$ 13,352,026
Residential New Construction	\$ 494,394	\$ 1,034,433	\$ 1,638,211	\$ 1,338,928	\$ 1,433,966	\$ 1,573,724	\$ 2,516,703	\$ 2,332,996	\$ 2,304,509	\$ 2,472,443
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2018)	\$ 7,949,519	\$ 22,409,603	\$ 14,981,521	\$ 14,520,592	\$ 16,041,663	\$ 22,290,590	\$ 19,186,404	\$ 15,985,863	\$ 18,880,932	\$ 18,444,887
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,597,327	\$ 2,971,343	\$ 4,022,842
HES Income Eligible	\$ 7,758,362	\$ 9,361,764	\$ 12,900,111	\$ 12,143,928	\$ 9,593,140	\$ 17,488,762	\$ 17,345,096	\$ 21,471,052	\$ 17,165,716	\$ 18,022,776
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,703,694	\$ 2,909,279	\$ 2,909,233	\$ 2,764,689	\$ 3,113,117
Subtotal RESIDENTIAL	\$ 19,426,108	\$ 45,185,651	\$ 37,305,732	\$ 34,862,969	\$ 33,578,255	\$ 55,618,135	\$ 55,133,904	\$ 61,073,331	\$ 57,742,375	\$ 59,428,092
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY	\$ 6,756,126	\$ 8,035,028	\$ 8,395,733	\$ 8,504,845	\$ 9,947,173	\$ 13,875,080	\$ 12,124,674	\$ 12,287,599	\$ 13,733,963	\$ 14,393,672
Energy Conscious Blueprint	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - Lost Opportunity	\$ 6,756,126	\$ 8,035,028	\$ 8,395,733	\$ 8,504,845	\$ 9,947,173	\$ 13,875,080	\$ 12,124,674	\$ 12,287,599	\$ 13,733,963	\$ 14,393,672
C&I LARGE RETROFIT	\$ 10,231,492	\$ 17,863,695	\$ 23,690,549	\$ 18,722,462	\$ 20,924,237	\$ 29,217,060	\$ 33,338,936	\$ 40,154,138	\$ 37,224,685	\$ 40,138,924
Energy Opportunities	\$ 1,001,065	\$ 1,347,241	\$ 2,617,944	\$ 1,696,269	\$ 1,649,654	\$ 2,422,682	\$ 2,737,390	\$ 2,801,793	\$ 5,424,507	\$ 5,774,463
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 394,290	\$ 476,627	\$ 488,962	\$ 540,753	\$ 478,403	\$ 476,451	\$ 603,146	\$ -	\$ -	\$ -
PRIME (2009-2015)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$ 11,725,847	\$ 19,687,563	\$ 26,797,455	\$ 20,959,484	\$ 23,052,294	\$ 32,116,193	\$ 36,679,472	\$ 42,655,951	\$ 42,649,192	\$ 45,913,386
Small Business	\$ 4,879,517	\$ 12,100,944	\$ 11,926,131	\$ 11,795,666	\$ 13,329,552	\$ 16,021,475	\$ 15,508,750	\$ 17,615,309	\$ 16,219,794	\$ 17,147,176
Subtotal C&I	\$ 23,361,491	\$ 39,821,535	\$ 47,119,319	\$ 41,259,995	\$ 46,329,019	\$ 62,012,749	\$ 64,312,896	\$ 72,558,859	\$ 72,602,949	\$ 77,454,234
OTHER EDUCATION & ENGAGEMENT										
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,926,470	\$ 1,835,878	\$ 1,818,361
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,817,979	\$ 1,968,000	\$ 1,603,922	\$ 1,968,000	\$ 1,988,000
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 392,352	\$ 459,069	\$ 433,469
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 268,446	\$ 299,597	\$ 342,713
SmartLiving Center@ - Museum Partnerships	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Science Center	\$ 92,465	\$ 131,950	\$ 188,981	\$ 507,403	\$ 274,908	\$ 1,157,138	\$ 463,617	\$ -	\$ -	\$ -
EE Smarts (K-12 Education)	\$ 197,076	\$ 331,133	\$ 293,167	\$ 439,078	\$ 459,334	\$ 367,115	\$ 500,780	\$ -	\$ -	\$ -
Clean Energy Communities / Behavior Pilot	\$ 46,308	\$ 960,047	\$ 456,205	\$ 313,211	\$ 729,253	\$ 1,045,235	\$ 1,348,330	\$ -	\$ -	\$ -
Subtotal Education & Engagement	\$ 543,021	\$ 1,423,130	\$ 918,253	\$ 1,425,692	\$ 1,613,887	\$ 4,387,467	\$ 4,191,900	\$ 4,562,544	\$ 4,562,544	\$ 4,562,544
OTHER - PROGRAMS/REQUIREMENTS										
Residential Loan Program (includes ECLF and OBR)	\$ 18,285	\$ 18,569,958	\$ 3,097,816	\$ 5,924,245	\$ 41,865	\$ 1,509,746	\$ 2,006,330	\$ 1,929,824	\$ 453,121	\$ 453,121
C&I Financing Support (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,994,639	\$ 4,000,000	\$ 4,000,000
Research, Development & Demonstration	\$ 75,087	\$ 102,434	\$ 86,259	\$ 176,716	\$ 198,218	\$ 267,317	\$ 177,335	\$ 208,762	\$ 242,000	\$ 242,000
Institute for Sustainable Energy (ICESU) (moved to Educate the Workforce)	\$ 400,000	\$ 400,000	\$ 448,000	\$ 448,000	\$ 448,000	\$ 358,400	\$ 396,800	\$ -	\$ -	\$ -
ESPC Project Manager - Lead By Example	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 38,754	\$ 82,866	\$ 25,857	\$ -	\$ -
C&I Loan Program	\$ 9,654	\$ 204,898	\$ 56,800	\$ 702,603	\$ 147,078	\$ 188,838	\$ 331,106	\$ -	\$ -	\$ -
EE Loan Defaults	\$ 105,822	\$ 110,056	\$ 77,739	\$ 93,127	\$ 170,077	\$ 75,809	\$ 179,197	\$ -	\$ -	\$ -
C&I Self Funding	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,019,676	\$ 4,593,962	\$ -	\$ -	\$ -
Other Funding Requests	\$ -	\$ 325,385	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Other Programs/Requirements	\$ 608,828	\$ 19,712,731	\$ 3,766,614	\$ 7,344,691	\$ 1,418,972	\$ 6,502,372	\$ 7,710,587	\$ 9,133,225	\$ 4,695,121	\$ 4,695,121
OTHER - LOAD MANAGEMENT										
ISO Load Response Program	\$ 102,909	\$ 2,864,364	\$ 4,955,923	\$ 3,740,450	\$ 4,128,416	\$ 3,632,291	\$ 2,574,236	\$ 2,414,427	\$ 3,357,900	\$ 1,907,000
Residential Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 859,080	\$ 1,200,000	\$ 1,200,000
C&I Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 45,345	\$ 500,000	\$ 597,690
Subtotal Load Management	\$ 102,909	\$ 2,864,364	\$ 4,955,923	\$ 3,740,450	\$ 4,128,416	\$ 3,632,291	\$ 2,574,236	\$ 3,318,852	\$ 5,057,900	\$ 3,704,690
OTHER - ADMINISTRATIVE & PLANNING										
Administration	\$ 747,757	\$ 835,729	\$ 951,467	\$ 1,539,439	\$ 1,985,104	\$ 957,493	\$ 1,059,874	\$ 555,697	\$ 892,271	\$ 892,271
Marketing Plan	\$ 5,804	\$ 63,349	\$ 17,056	\$ 568,324	\$ 41,274	\$ 599,189	\$ 789,065	\$ 771,953	\$ 778,154	\$ 746,154
Planning	\$ 618,863	\$ 573,274	\$ 669,365	\$ 736,877	\$ 680,008	\$ 659,032	\$ 670,254	\$ 632,015	\$ 688,170	\$ 688,170
Evaluation Measurement and Verification	\$ 998,910	\$ 1,480,052	\$ 239,172	\$ 2,123,988	\$ 2,044,455	\$ 1,642,153	\$ 1,764,572	\$ 1,520,745	\$ 1,920,000	\$ 1,920,000
Evaluation Administrator	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 269,541	\$ 180,399	\$ 199,281	\$ 192,000	\$ 192,000
Information Technology	\$ 1,268,936	\$ 1,810,543	\$ 1,764,932	\$ 2,244,144	\$ 1,934,732	\$ 807,911	\$ 1,037,433	\$ 1,579,383	\$ 1,838,112	\$ 1,838,112
Energy Efficiency Board Consultants	\$ 368,509	\$ 431,860	\$ 470,724	\$ 493,863	\$ 475,046	\$ 401,216	\$ 410,204	\$ 366,781	\$ 312,001	\$ 312,001
Audit - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 196,000	\$ 98,000
Performance Management Incentive (PMI)	\$ 2,239,767	\$ 5,474,571	\$ 3,773,709	\$ 6,738,883	\$ 6,728,101	\$ 7,560,041	\$ 8,197,955	\$ 9,010,198	\$ 6,408,010	\$ 7,016,822
Subtotal Administrative & Planning	\$ 6,248,547	\$ 10,669,578	\$ 7,886,425	\$ 13,886,578	\$ 13,886,578	\$ 14,109,576	\$ 14,646,053	\$ 14,224,718	\$ 13,703,530	\$ 13,703,530
TOTAL (includes ISO Load Response)	\$ 50,290,904	\$ 119,676,789	\$ 101,952,266	\$ 103,099,315	\$ 100,957,271	\$ 145,049,590	\$ 148,122,106	\$ 164,911,511	\$ 157,884,707	\$ 163,548,211
TOTAL (excludes ISO Load Response)	\$ 50,187,995	\$ 116,812,425	\$ 96,996,343	\$ 99,238,865	\$ 96,828,854	\$ 141,417,299	\$ 145,547,870	\$ 162,497,084	\$ 154,527,707	\$ 161,641,211

Eversource Electric Table D1 - kW (2009-2018)

Table D1
Eversource CT Electric Historical and Projected kW

	Load Savings kW										2018 Goal
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal	
RESIDENTIAL											
Residential Retail Products	4,024	14,589	11,778	6,355	5,600	7,947	10,155	7,344	7,344	5,557	
Total - Consumer Products	4,024	14,589	11,778	6,355	5,600	7,947	10,155	7,344	7,344	5,557	
Residential New Construction	256	339	564	574	562	928	903	801	801	813	
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2018)	2,220	5,054	2,521	2,626	2,852	4,061	3,519	2,404	2,467	3,051	
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	673	431	508	
HES Income Eligible	1,172	1,146	996	749	610	1,002	1,328	1,875	876	916	
Residential Behavior	-	-	-	-	-	7,473	12,520	4,066	4,066	4,509	
Subtotal RESIDENTIAL	7,671	21,128	15,859	10,304	9,623	19,222	26,242	20,078	15,985	15,354	
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	5,331	4,039	4,103	7,705	6,523	7,793	7,103	6,564	5,792	5,516	
Total - Lost Opportunity	5,331	4,039	4,103	7,705	6,523	7,793	7,103	6,564	5,792	5,516	
C&I LARGE RETROFIT											
Energy Opportunities	6,017	8,693	8,761	10,669	7,843	10,798	14,840	14,567	14,141	14,598	
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	376	531	145	977	789	1,269	1,340	835	3,056	4,031	
PRIME (2009-2015)	-	-	-	-	-	-	-	-	-	-	
Total - C&I Large Retrofit	6,393	9,224	8,906	11,646	8,632	12,067	16,180	15,402	17,197	18,629	
Small Business	4,987	5,244	4,759	3,692	2,943	3,169	4,140	5,519	4,101	4,181	
Subtotal C&I	16,712	18,507	17,668	23,043	18,099	23,029	27,423	27,486	27,090	28,326	
OTHER - LOAD MANAGEMENT											
ISO Load Response Program	13,296	118,432	92,474	91,403	95,642	88,627	112,487	36,097	47,500	47,500	
Subtotal Load Management	13,296	118,432	92,474	91,403	95,642	88,627	112,487	36,097	47,500	47,500	
TOTAL (includes ISO Load Response)	37,679	158,067	126,101	124,750	123,363	130,878	166,152	83,660	90,575	91,180	
TOTAL (excludes ISO Load Response)	24,383	39,635	33,627	33,347	27,721	42,251	53,665	47,563	43,075	43,680	

Eversource Electric Table D2 - Annual kWh (2009-2018)

	Annual Savings kWh (000's)										2018 Goal
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Goal	
RESIDENTIAL											
Residential Retail Products	42,424	153,834	133,555	71,370	62,949	64,213	64,799	82,138	64,982	42,825	
Total - Consumer Products	42,424	153,834	133,555	71,370	62,949	64,213	64,799	82,138	64,982	42,825	
Residential New Construction	845	1,581	2,581	1,625	1,896	2,828	3,540	2,363	1,758	2,007	
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2018)	6,595	22,724	16,190	15,494	16,559	24,010	21,501	15,322	13,299	15,566	
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	-	8,123	4,485	
HES Income Eligible	12,135	12,538	18,173	11,099	8,187	11,137	14,098	15,891	10,717	11,169	
Residential Behavior	-	-	-	-	-	28,928	48,466	17,811	17,811	39,498	
Subtotal RESIDENTIAL	61,999	190,678	170,500	99,588	89,592	131,116	152,405	141,650	113,051	115,878	
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	23,225	21,451	21,890	33,973	38,741	43,422	37,774	34,278	33,770	34,082	
Total - Lost Opportunity	23,225	21,451	21,890	33,973	38,741	43,422	37,774	34,278	33,770	34,082	
C&I LARGE RETROFIT											
Energy Opportunities	48,645	62,208	62,521	73,331	56,899	82,319	101,070	118,741	100,686	106,731	
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	3,117	3,872	2,888	11,137	4,325	11,141	8,511	8,263	26,239	35,928	
PRIME (2009-2015)	1,233	2,147	3,364	2,344	1,948	1,671	1,950	-	-	-	
Total - C&I Large Retrofit	52,995	68,227	68,773	86,812	63,172	95,132	111,532	127,004	126,925	142,659	
Small Business	23,250	30,392	29,681	28,943	26,801	32,546	32,587	34,603	31,962	34,882	
Subtotal C&I	99,470	120,071	120,344	149,728	128,713	171,100	181,893	195,885	192,657	211,623	
TOTAL (includes ISO Load Response)	161,468	310,748	290,844	249,316	218,305	302,216	334,298	337,535	305,709	327,501	
TOTAL (excludes ISO Load Response)	161,468	310,748	290,844	249,316	218,305	302,216	334,298	337,535	305,709	327,501	

Eversource Electric Table D3 - Lifetime kWh (2009-2018)

Table D3
Eversource CT Electric Historical and Projected Lifetime kWh

	Lifetime Savings kWh (000's)									
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal
RESIDENTIAL										
Residential Retail Products	240,352	730,452	530,264	369,780	398,800	565,647	654,001	934,999	503,551	264,198
Total - Consumer Products	240,352	730,452	530,264	369,780	398,800	565,647	654,001	934,999	503,551	264,198
Residential New Construction	12,656	25,469	43,198	28,472	31,175	43,056	57,175	39,977	28,848	32,952
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2018)	85,041	264,136	158,652	146,476	171,660	284,193	267,677	188,785	135,484	165,611
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	108,423	68,091	74,797
HES Income Eligible	111,730	104,256	173,726	159,905	113,222	150,565	166,351	193,412	102,574	109,753
Residential Behavior	-	-	-	-	-	57,856	96,933	45,116	45,116	112,384
Subtotal RESIDENTIAL	449,778	1,124,313	905,840	704,633	714,857	1,101,316	1,242,137	1,510,712	883,663	759,696
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	382,538	330,357	330,506	509,148	596,826	667,358	572,757	520,576	512,239	517,364
Total - Lost Opportunity	382,538	330,357	330,506	509,148	596,826	667,358	572,757	520,576	512,239	517,364
C&I LARGE RETROFIT										
Energy Opportunities	587,275	769,087	750,126	863,093	672,470	953,547	1,142,216	1,354,017	1,167,474	1,238,679
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	28,640	32,401	25,754	94,042	36,510	83,564	53,438	51,663	191,067	267,190
PRIME (2009-2015)	6,166	10,734	16,819	11,711	9,739	8,355	9,751	-	-	-
Total - C&I Large Retrofit	622,081	812,223	792,699	968,846	718,720	1,045,466	1,205,405	1,405,680	1,358,541	1,505,869
Small Business	275,112	376,215	368,832	353,696	325,004	396,812	404,003	433,416	389,841	425,461
Subtotal C&I	1,279,730	1,518,795	1,492,037	1,831,690	1,640,549	2,109,636	2,182,165	2,359,672	2,260,620	2,448,694
TOTAL (includes ISO Load Response)	1,729,508	2,643,108	2,397,877	2,536,323	2,355,406	3,210,953	3,424,302	3,870,384	3,144,283	3,208,390
TOTAL (excludes ISO Load Response)	1,729,508	2,643,108	2,397,877	2,536,323	2,355,406	3,210,953	3,424,302	3,870,384	3,144,283	3,208,390

Eversource Electric Table D4 – Projected Units (2009-2018)

Table D4
Eversource CT Electric Historical and Projected Units

	Units									
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Budget	2018 Budget
RESIDENTIAL										
Residential Retail Products	1,606,793	4,046,226	3,384,219	2,322,287	2,176,584	2,910,409	2,853,482	3,278,554	2,810,705	3,439,825
Appliance Retirement	617	1,232	633	-	-	-	-	-	-	-
Total - Consumer Products	1,607,410	4,047,458	3,384,852	2,322,287	2,176,584	2,910,409	2,853,482	3,278,554	2,810,705	3,439,825
Residential New Construction	537	604	706	870	770	1,486	439	586	1,701	1,913
Home Energy Solution (HES)										
HES Furnace	-	-	15	36	104	54	-	-	-	-
HES Heat Pump Water Heater	-	-	93	175	378	541	1,015	-	-	-
HES Insulation Rebate	99	1,058	1,034	1,180	1,840	3,592	2,848	-	-	-
HES Window Rebate	-	-	91	132	2,231	4,166	3,605	-	-	-
HES Appliance Retirement	-	-	-	-	165	278	187	-	-	-
HES HVAC	-	-	143	301	303	169	135	-	-	-
Home Energy Solutions (Duct Sealing, Lighting) (Core Services only 2016-2018)	7,450	21,940	15,586	17,856	14,080	16,906	12,428	11,051	14,798	19,135
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	16,058	9,752	14,643
Residential HVAC	3,718	6,270	3,565	2,803	3,357	8,027	14,377	-	-	-
Energy Conservation Loan Program (ECLP)	373	272	236	169	-	-	-	-	-	-
Total - Home Energy Solution (HES)	11,640	29,540	20,763	22,652	22,458	33,733	34,595	27,109	24,550	33,778
HES Income Eligible	10,282	10,797	14,609	8,424	7,824	14,711	12,203	9,599	15,663	16,304
Residential Behavior	-	-	-	-	-	339,218	296,871	405,959	426,700	427,300
Subtotal RESIDENTIAL	1,629,869	4,088,399	3,420,930	2,354,233	2,207,636	3,299,557	3,197,590	3,721,807	3,279,319	3,919,120
COMMERCIAL & INDUSTRIAL										
C&I/LOST OPPORTUNITY										
Energy Conscious Blueprint	390	509	446	484	436	561	560	528	437	443
Total - Lost Opportunity	390	509	446	484	436	561	560	528	437	443
C&I/LARGE RETROFIT										
Energy Opportunities	672	886	942	859	762	789	796	1,111	1,383	1,467
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	22	20	17	38	23	55	78	194	247	316
PRIME (2009-2015)	50	88	62	99	76	65	87	-	-	-
Total - C&I/Large Retrofit	744	994	1,021	996	861	909	961	1,305	1,630	1,783
Small Business	785	1,546	1,504	1,519	1,277	1,571	1,349	1,318	1,629	1,778
Subtotal C&I	1,919	3,049	2,971	2,999	2,574	3,041	2,870	3,151	3,696	4,004
OTHER - LOAD MANAGEMENT										
ISO Load Response Program	38	416	311	263	225	220	215	113	55	55
Subtotal Load Management	38	416	311	263	225	220	215	113	55	55
TOTAL (includes ISO Load Response)	1,631,826	4,091,864	3,424,212	2,357,495	2,210,435	3,302,818	3,200,675	3,725,071	3,283,070	3,923,179
TOTAL (excludes ISO Load Response)	1,631,788	4,091,448	3,423,901	2,357,232	2,210,210	3,302,598	3,200,460	3,724,958	3,283,015	3,923,124

Eversource Electric Table D5 – Cost Per Projected kW (2009-2018)

Table D5
Eversource CT Electric Historical and Cost per Projected kW

	Cost per Load Savings kW										2018 Goal
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Goal	
RESIDENTIAL											
Residential Retail Products	\$ 801	\$ 849	\$ 661	\$ 1,079	\$ 1,162	\$ 2,025	\$ 1,723	\$ 1,465	\$ 1,859	\$ 2,403	\$ 2,403
Total - Consumer Products	\$ 801	\$ 849	\$ 661	\$ 1,079	\$ 1,162	\$ 2,025	\$ 1,723	\$ 1,465	\$ 1,859	\$ 2,403	\$ 2,403
Residential New Construction	\$ 1,932	\$ 3,051	\$ 2,905	\$ 2,333	\$ 2,553	\$ 1,611	\$ 2,712	\$ 2,472	\$ 2,876	\$ 3,043	\$ 3,043
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2018)	\$ 3,581	\$ 4,434	\$ 5,943	\$ 5,530	\$ 5,626	\$ 5,489	\$ 5,452	\$ 6,650	\$ 7,654	\$ 6,045	\$ 6,045
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,344	\$ 6,890	\$ 7,918	\$ 7,918
HES Income Eligible	\$ 6,618	\$ 8,169	\$ 12,952	\$ 16,214	\$ 15,739	\$ 17,458	\$ 13,061	\$ 11,451	\$ 19,594	\$ 19,667	\$ 19,667
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 362	\$ 191	\$ 715	\$ 680	\$ 690	\$ 690
Subtotal RESIDENTIAL	\$ 2,532	\$ 2,139	\$ 2,352	\$ 3,383	\$ 3,489	\$ 2,894	\$ 2,101	\$ 3,042	\$ 3,612	\$ 3,871	\$ 3,871
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	\$ 1,267	\$ 1,989	\$ 2,046	\$ 1,104	\$ 1,525	\$ 1,780	\$ 1,707	\$ 1,872	\$ 2,371	\$ 2,609	\$ 2,609
Total - Lost Opportunity	\$ 1,267	\$ 1,989	\$ 2,046	\$ 1,104	\$ 1,525	\$ 1,780	\$ 1,707	\$ 1,872	\$ 2,371	\$ 2,609	\$ 2,609
C&I LARGE RETROFIT											
Energy Opportunities	\$ 1,700	\$ 2,055	\$ 2,704	\$ 1,755	\$ 2,668	\$ 2,706	\$ 2,247	\$ 2,756	\$ 2,632	\$ 2,750	\$ 2,750
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 2,923	\$ 2,537	\$ 18,055	\$ 1,736	\$ 2,090	\$ 1,909	\$ 2,043	\$ 2,997	\$ 1,775	\$ 1,432	\$ 1,432
Total - C&I Large Retrofit	\$ 1,834	\$ 2,134	\$ 3,009	\$ 1,800	\$ 2,670	\$ 2,662	\$ 2,267	\$ 2,770	\$ 2,480	\$ 2,465	\$ 2,465
Small Business	\$ 978	\$ 2,308	\$ 2,506	\$ 3,195	\$ 4,529	\$ 5,056	\$ 3,746	\$ 3,192	\$ 3,955	\$ 4,101	\$ 4,101
Subtotal C&I	\$ 1,398	\$ 2,152	\$ 2,652	\$ 1,791	\$ 2,560	\$ 2,693	\$ 2,345	\$ 2,640	\$ 2,680	\$ 2,734	\$ 2,734
OTHER - LOAD MANAGEMENT											
ISO Load Response Program	\$ 8	\$ 24	\$ 54	\$ 41	\$ 43	\$ 41	\$ 23	\$ 67	\$ 71	\$ 40	\$ 40
Subtotal Load Management	\$ 8	\$ 24	\$ 54	\$ 41	\$ 43	\$ 41	\$ 23	\$ 92	\$ 106	\$ 78	\$ 78
TOTAL (includes ISO Load Response)	\$ 1,335	\$ 757	\$ 808	\$ 826	\$ 818	\$ 1,108	\$ 891	\$ 1,971	\$ 1,743	\$ 1,794	\$ 1,794
TOTAL (excludes ISO Load Response)	\$ 2,058	\$ 2,947	\$ 2,884	\$ 2,980	\$ 3,493	\$ 3,347	\$ 2,712	\$ 3,416	\$ 3,587	\$ 3,701	\$ 3,701

Eversource Electric Table D6 – Cost Per Projected Annual kWh (2009-2018)

	Cost per Annual Savings kWh									
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal
RESIDENTIAL										
Residential Retail Products	\$ 0.076	\$ 0.080	\$ 0.058	\$ 0.096	\$ 0.103	\$ 0.180	\$ 0.211	\$ 0.181	\$ 0.210	\$ 0.312
Total - Consumer Products	\$ 0.076	\$ 0.080	\$ 0.058	\$ 0.096	\$ 0.103	\$ 0.180	\$ 0.211	\$ 0.181	\$ 0.210	\$ 0.312
Residential New Construction	\$ 0.585	\$ 0.654	\$ 0.635	\$ 0.824	\$ 0.756	\$ 0.557	\$ 0.711	\$ 0.945	\$ 1.311	\$ 1.232
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2018)	\$ 1.205	\$ 0.986	\$ 0.925	\$ 0.937	\$ 0.969	\$ 0.928	\$ 0.892	\$ 1.044	\$ 1.420	\$ 1.185
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.443	\$ 0.663	\$ 0.836
HES Income Eligible	\$ 0.639	\$ 0.747	\$ 0.710	\$ 1.094	\$ 1.172	\$ 1.570	\$ 1.230	\$ 1.351	\$ 1.602	\$ 1.614
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.093	\$ 0.049	\$ 0.163	\$ 0.155	\$ 0.079
Subtotal RESIDENTIAL	\$ 0.313	\$ 0.237	\$ 0.219	\$ 0.350	\$ 0.375	\$ 0.424	\$ 0.362	\$ 0.431	\$ 0.511	\$ 0.513
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 0.291	\$ 0.374	\$ 0.384	\$ 0.250	\$ 0.257	\$ 0.320	\$ 0.321	\$ 0.358	\$ 0.407	\$ 0.422
Total - Lost Opportunity	\$ 0.291	\$ 0.374	\$ 0.384	\$ 0.250	\$ 0.257	\$ 0.320	\$ 0.321	\$ 0.358	\$ 0.407	\$ 0.422
C&I LARGE RETROFIT										
Energy Opportunities	\$ 0.210	\$ 0.287	\$ 0.379	\$ 0.255	\$ 0.368	\$ 0.355	\$ 0.330	\$ 0.338	\$ 0.370	\$ 0.376
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 0.353	\$ 0.348	\$ 0.907	\$ 0.152	\$ 0.381	\$ 0.217	\$ 0.322	\$ 0.303	\$ 0.207	\$ 0.161
PRIME (2009-2015)	\$ 0.320	\$ 0.222	\$ 0.145	\$ 0.231	\$ 0.246	\$ 0.285	\$ 0.309	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$ 0.221	\$ 0.289	\$ 0.390	\$ 0.241	\$ 0.365	\$ 0.338	\$ 0.329	\$ 0.336	\$ 0.336	\$ 0.322
Small Business	\$ 0.210	\$ 0.398	\$ 0.402	\$ 0.408	\$ 0.497	\$ 0.492	\$ 0.476	\$ 0.509	\$ 0.507	\$ 0.492
Subtotal C&I	\$ 0.235	\$ 0.332	\$ 0.392	\$ 0.276	\$ 0.360	\$ 0.362	\$ 0.354	\$ 0.370	\$ 0.377	\$ 0.366
TOTAL (includes ISO Load Response)	\$ 0.311	\$ 0.385	\$ 0.351	\$ 0.414	\$ 0.462	\$ 0.480	\$ 0.443	\$ 0.489	\$ 0.516	\$ 0.499
TOTAL (excludes ISO Load Response)	\$ 0.311	\$ 0.376	\$ 0.333	\$ 0.399	\$ 0.444	\$ 0.468	\$ 0.435	\$ 0.481	\$ 0.505	\$ 0.494

Eversource Electric Table D7 – Cost Per Projected Lifetime kWh (2009-2018)

Table D7
Eversource CT Electric Historical and Cost per Projected Lifetime kWh

	Cost per Lifetime Savings kWh									
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal
RESIDENTIAL										
Residential Retail Products	\$ 0.013	\$ 0.017	\$ 0.015	\$ 0.019	\$ 0.016	\$ 0.020	\$ 0.021	\$ 0.016	\$ 0.030	\$ 0.051
Total - Consumer Products	\$ 0.013	\$ 0.017	\$ 0.015	\$ 0.019	\$ 0.016	\$ 0.020	\$ 0.021	\$ 0.016	\$ 0.030	\$ 0.051
Residential New Construction	\$ 0.039	\$ 0.041	\$ 0.038	\$ 0.047	\$ 0.046	\$ 0.037	\$ 0.044	\$ 0.056	\$ 0.075	\$ 0.075
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2018)	\$ 0.093	\$ 0.085	\$ 0.094	\$ 0.099	\$ 0.093	\$ 0.078	\$ 0.072	\$ 0.085	\$ 0.137	\$ 0.111
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.033	\$ 0.044	\$ 0.054
HES Income Eligible	\$ 0.069	\$ 0.090	\$ 0.074	\$ 0.076	\$ 0.085	\$ 0.116	\$ 0.104	\$ 0.111	\$ 0.154	\$ 0.164
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.047	\$ 0.025	\$ 0.064	\$ 0.061	\$ 0.028
Subtotal RESIDENTIAL	\$ 0.043	\$ 0.040	\$ 0.041	\$ 0.049	\$ 0.047	\$ 0.051	\$ 0.044	\$ 0.040	\$ 0.068	\$ 0.078
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 0.018	\$ 0.024	\$ 0.025	\$ 0.017	\$ 0.017	\$ 0.021	\$ 0.021	\$ 0.024	\$ 0.025	\$ 0.028
Total - Lost Opportunity	\$ 0.018	\$ 0.024	\$ 0.025	\$ 0.017	\$ 0.017	\$ 0.021	\$ 0.021	\$ 0.024	\$ 0.025	\$ 0.028
C&I LARGE RETROFIT										
Energy Opportunities	\$ 0.017	\$ 0.023	\$ 0.032	\$ 0.022	\$ 0.031	\$ 0.031	\$ 0.029	\$ 0.030	\$ 0.031	\$ 0.032
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 0.038	\$ 0.042	\$ 0.102	\$ 0.018	\$ 0.045	\$ 0.029	\$ 0.051	\$ 0.048	\$ 0.027	\$ 0.022
PRIME (2009-2015)	\$ 0.064	\$ 0.044	\$ 0.029	\$ 0.046	\$ 0.049	\$ 0.057	\$ 0.062	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$ 0.019	\$ 0.024	\$ 0.034	\$ 0.022	\$ 0.032	\$ 0.031	\$ 0.030	\$ 0.030	\$ 0.031	\$ 0.030
Small Business	\$ 0.018	\$ 0.032	\$ 0.032	\$ 0.033	\$ 0.041	\$ 0.040	\$ 0.038	\$ 0.041	\$ 0.039	\$ 0.040
Subtotal C&I	\$ 0.018	\$ 0.026	\$ 0.032	\$ 0.023	\$ 0.028	\$ 0.029	\$ 0.029	\$ 0.031	\$ 0.031	\$ 0.032
TOTAL (includes ISO Load Response)	\$ 0.029	\$ 0.045	\$ 0.043	\$ 0.041	\$ 0.043	\$ 0.045	\$ 0.043	\$ 0.043	\$ 0.049	\$ 0.051
TOTAL (excludes ISO Load Response)	\$ 0.029	\$ 0.044	\$ 0.040	\$ 0.039	\$ 0.041	\$ 0.044	\$ 0.043	\$ 0.042	\$ 0.048	\$ 0.050

Eversource Electric PMI (2018)

EVERSOURCE CT ELECTRIC

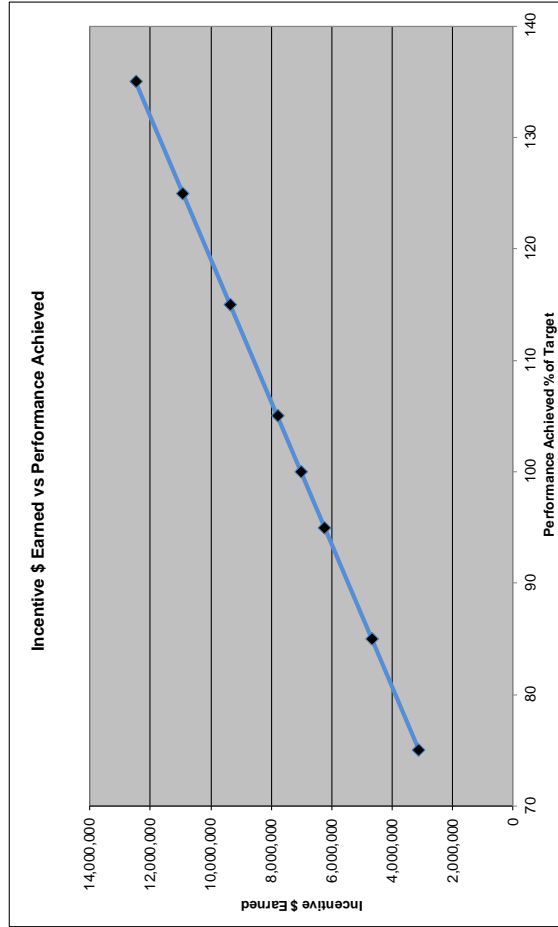
2018 Management Incentive Performance Indicators and Incentive Matrix

Eversource CT Electric and the EEB recognize that having clear indicators and metrics of performance are helpful in delivering quality programs to Connecticut consumers. The following is a table of performance and incentive metrics developed by the utilities with input from the EEB, the Board consultants and the Department. These performance and incentive metrics apply to the programs delineated in this Plan. The projected Eversource CT Performance Incentive is **\$7,016,822** and is based on achieving **100%** of all performance targets and earning an incentive of **4.5%** of the total EE program budget of **\$155,929,388** as shown on Table A (exclusive of Energy Efficiency Board costs, Evaluation Consultant costs, Management incentives and Audit costs). The actual earned amount will be calculated on a sliding scale based on the percent of goal achieved and the actual total expenditures, based on the following performance range:

-Performance Incentive Illustration-		
<u>Performance %</u>	<u>Pretax Incentive</u>	<u>Pre-tax Incentive</u>
<u>Minimum</u>		
75	2%	\$3,118,588
85	3%	\$4,677,882
95	4%	\$6,237,176
100	4.5%	\$7,016,822
105	5%	\$7,796,469
115	6%	\$9,355,763
125	7%	\$10,915,057
135	8%	\$12,474,351
Maximum		

Incentive Basis Budget \$155,929,388

Goals will be prorated based on actual over/under spend of budget in the event actual spending is over/under 5% or more of budget.



Eversource Electric PMI (2018) cont.

SECTOR Program	Performance Indicators				Incentive Metrics				
	Program Name	LT-kWh	kW	% (1)	Incentive Metric	Target Goal	Weight	Incentive	
RESIDENTIAL	\$59,428	Retail Products	264,198,203	5,557	35.1%	Sum of Electric System Benefit from Residential programs	\$66,380,690	0.1950	\$1,368,280
		Home Energy Solutions (HES)	165,611,230	3,051	21.4%				
		HES - HVAC	74,796,666	508	8.4%				
		HES - Income Eligible	109,753,083	916	12.6%				
		New Construction	32,952,253	813	4.5%				
		Behavior	112,384,445	4,509	18.0%				
		Total	759,695,881	15,354					
		Savings Rate	\$ 0.06625 / kWh	\$946 / kW					
		Savings	\$ 51,849,830	\$ 14,530,860					
		(1) percent of target goal							
Net Electric System Benefit - Res.					Electric System Benefit from Residential programs	\$6,952,598	0.1950	\$1,368,280	
Home Energy Solutions	\$22,468	Electric Savings LTRkWh :	165,611,230		Energy Savings included in appropriate sector level metric	Achieve MMBTU in HES per Single family home savings across all fuels	0.0300	\$210,505	
		Demand Savings kw :	3,051						
		MMBTU per single family home for Core Service that have air sealing completed (i.e., non-barriered homes) – based on 2017 actuals adjusted to 2018 CT PSD plus 2.0%.			Increase HES savings Per Home	15% of the homes with add-on measures	0.0300	\$210,505	
		HES - Percentage of Unique Single Family Homes that received core services for HES that get at least one downstream add-on measure (i.e., Insulation, Water Heaters, HVAC, Appliances, Windows, Wi-Fi thermostats, Attic Opening Rebate, Ductless Heat Pump mail-in component, Natural Gas Boiler reset control, Central A/C, and Air Source Heat Pumps). The CT Energy Efficiency Dashboard will be used for comparison for the period of January 1 to September 30 - 2018.			% of homes with Add-Ons				

Eversource Electric PMI (2018) cont.

SECTOR Program	Performance Indicators				Incentive Metrics			
	Program Name	LT-kWh	kW	% (1)	Incentive Metric	Target Goal	Weight	Incentive
RESIDENTIAL								
Residential New Construction	\$2,472	Electric Savings LTKWh :	32,952,253		Energy Savings included in appropriate sector level metric Remodeling Initiative			
		Demand Savings kw :	813					
HES Income Eligible	\$18,023	Electric Savings LTKWh :	109,753,083		Energy savings included in appropriate sector level metric			
		Demand Savings kW :	916					
		Expend the HES-IE Budget - Full Penalty is 5% times HES-IE Budgeted Spending. Expend 95% spending avoids the penalty. The penalty is on a sliding scale from 85% to 95%. Above 85% spending, the penalty is scaled with a 10% reduction in the penalty for each one percentage point increase in budget spend above 85%.			Expend 2018 HES-IE Budget	This is a penalty metric - 5%	0.0300	\$210,505
		HES-IE - Annual MMBTU for electric, oil and propane measures						
Retail Products	\$13,352	Electric Savings LTKWh :	264,198,203		Energy savings included in appropriate sector level metric			
		Demand Savings kW :	5,557					

Eversource Electric PMI (2018) cont.

SECTOR Program	Performance Indicators				Incentive Metrics			
	Program Name	LT-kWh	kW	% (1)	Incentive Metric	Target Goal	Weight	Incentive
COMMERCIAL & INDUSTRIAL (C&I)	\$77,454	Energy Conscious Blueprint	517,364,017	5,516	20.7%	Total Electric System Benefit from C&I programs	0.2100	\$1,473,533
		Energy Opportunities	1,238,679,085	14,598	50.8%			
		Small Business	425,460,934	4,181	16.8%			\$206,597,424
		Business and Energy Sustainability	267,190,080	4,031	11.7%			
		Total	2,448,694,117	28,326				
		Savings Rate	\$ 0.06495 / kWh	\$ 1,679 / kW				
		Savings	\$ 159,051,665	\$ 47,545,759				
		(1) percent of target goal						
Net Electric System Benefit- C&I		Electric System Benefit less Program Costs			\$129,143,189		0.2100	\$1,473,533
Energy Opportunities	\$40,139	Develop and implement comprehensive offerings specific to manufacturing plus a minimum of 3 targeted segments (e.g. Retail, Education and Government). Offerings will consist of a tailored combination of measure and service bundles, technical assistance for SEM, benchmarking and financing where appropriate (especially for high cost, long payback measures). Calculated as signed projects that included comprehensive offerings at time of offering / all signed projects (excluding rebates).				30% of all signed projects.	0.0300	\$210,505
Energy Conscious Blueprint	\$14,394	Number of new construction /major renovation projects that are more efficient than the State Energy Code and are: 30% > ASHRAE 90.1-2010, or utilize Whole Building Performance, or Near Net Zero Energy Projects Move towards Net Zero Energy project which shall include renewable energy technologies such as, but not limited to, Solar PV, Solar Thermal, Fuel Cells, CHP, and Wind				50% of signed projects	0.0200	\$140,336

Eversource Electric PMI (2018) cont.

SECTOR Program	Performance Indicators				Incentive Metrics			
	Program Name	LT-kWh	kW	% (†)	Incentive Metric	Target Goal	Weight	Incentive
COMMERCIAL & INDUSTRIAL (C&I)								
	\$17,147		425,460,934 4,181					
Small Business				Develop and implement comprehensive offerings specific to Retail and a minimum of 3 targeted segments/sub-segments (e.g. Medical offices, Restaurants and Commercial services). Offerings will consist of a tailored combination of measure and service bundles, energy management, and financing where appropriate (especially for high cost, long payback measures). Calculated as signed projects that included comprehensive offerings at time of offering / all signed projects (excluding rebates).	Energy savings included in appropriate sector level metric	25% of signed projects	0.0300	\$210,505
Strategic Energy Management	\$5,774			SEM(*) signed Customer agreements may include, but not be limited to, BSC Agreements (**), Retro-Commissioning engineering study agreements, multi-year MOUs with Customers (which will outline a strategic plan for reducing consumption by a specific percentage each year along with tools and resources to be utilized such as metering, trending & reporting, Energy Star Benchmarking, Focused Study agreements, PRIME kaizen events, etc.), Clean Energy Community MOU's, packaged SEM and Customer Engagement tools and resources which already exist in the marketplace. (†) SEM= "Strategic Energy Management Minimum Elements," CEE, Feb 2014. (**) BSC = Business Sustainability Challenge		100 Customers	0.0200	\$140,336
Total of Incentives							1.00000	\$7,016,822

UNITED ILLUMINATING ELECTRIC TABLES

United Illuminating Electric Table A

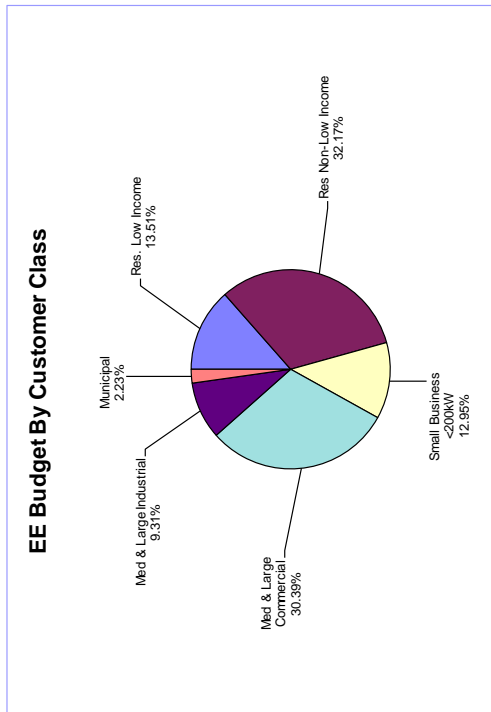
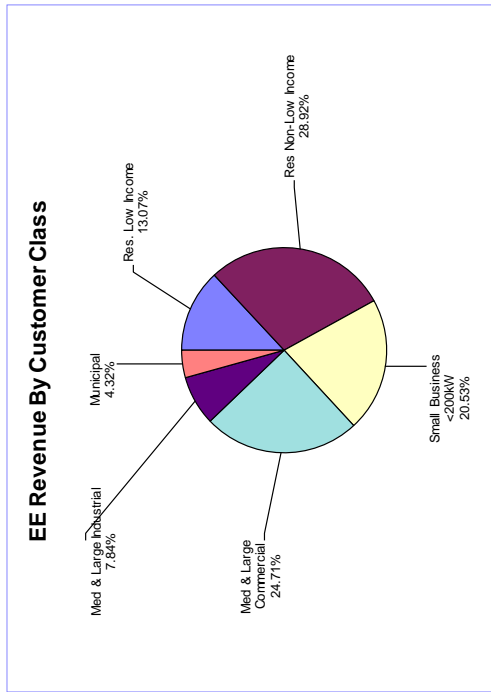
Table A
UI Proposed EE Budgets

UI EE BUDGET	12/31/2016	03/01/2017	11/1/2017	11/1/2017	11/1/2017
	2016	2017	2018	2019	2020
	UI	UI	UI	UI	UI
	Actual Results	BUDGET UPDATE	BUDGET UPDATE	BUDGET UPDATE	BUDGET UPDATE
RESIDENTIAL					
Residential Retail Products	4,421,704	3,382,320	3,411,248	3,467,643	3,280,358
Total - Consumer Products	\$ 4,421,704	\$ 3,382,320	\$ 3,411,248	\$ 3,467,643	\$ 3,280,358
Residential New Construction	\$ 496,807	\$ 699,535	\$ 799,535	\$ 799,535	\$ 799,535
Home Energy Solutions (HES)	\$ 3,256,209	\$ 3,671,484	\$ 3,794,222	\$ 3,764,102	\$ 3,560,805
HVAC / Water Heaters	\$ 1,016,109	\$ 1,091,176	\$ 1,191,845	\$ 1,118,702	\$ 1,058,282
HES Income Eligible	\$ 3,807,965	\$ 3,919,129	\$ 4,027,974	\$ 4,017,994	\$ 3,800,984
Residential Behavior	\$ 489,194	\$ 484,354	\$ 484,354	\$ 484,354	\$ 484,354
Subtotal RESIDENTIAL	\$ 13,487,988	\$ 13,247,998	\$ 13,709,178	\$ 13,652,329	\$ 12,984,318
COMMERCIAL & INDUSTRIAL					
C&I LOST OPPORTUNITY					
Energy Conscious Blueprint	\$ 3,090,971	\$ 4,739,364	\$ 4,779,898	\$ 4,858,920	\$ 4,596,493
Total - Lost Opportunity	\$ 3,090,971	\$ 4,739,364	\$ 4,779,898	\$ 4,858,920	\$ 4,596,493
C&I LARGE RETROFIT					
Energy Opportunities	\$ 11,003,120	\$ 7,752,127	\$ 7,818,428	\$ 7,947,684	\$ 7,518,434
Business & Energy Sustainability (O&M, RetroCx, BSC,PRIME)	\$ 503,319	\$ 1,804,431	\$ 1,819,864	\$ 1,849,950	\$ 1,750,035
Total - C&I Large Retrofit	\$ 11,506,439	\$ 9,556,558	\$ 9,638,292	\$ 9,797,633	\$ 9,268,470
Small Business	\$ 3,348,876	\$ 4,409,839	\$ 4,447,555	\$ 4,521,082	\$ 4,276,902
Subtotal C&I	\$ 17,946,286	\$ 18,705,761	\$ 18,865,744	\$ 19,177,636	\$ 18,141,864
OTHER - EDUCATION					
Educate the Public	\$ 563,649	\$ 411,873	\$ 418,288	\$ 418,288	\$ 418,288
Customer Engagement	\$ 136,594	\$ 475,000	\$ 475,000	\$ 475,000	\$ 475,000
Educate the Students	\$ 126,462	\$ 160,823	\$ 154,423	\$ 154,423	\$ 154,423
Educate the Workforce	\$ 76,215	\$ 75,941	\$ 75,926	\$ 75,926	\$ 75,926
Subtotal Education	\$ 902,920	\$ 1,123,637	\$ 1,123,637	\$ 1,123,637	\$ 1,123,637
OTHER - PROGRAMS/REQUIREMENTS					
Financing Support - Residential	\$ 249,250	\$ 140,602	\$ 140,602	\$ 140,602	\$ 140,602
Financing Support - C&I	\$ 87,194	\$ 74,234	\$ 74,234	\$ 74,234	\$ 74,234
Time of Use Program	\$ -	\$ -	\$ 750,000	\$ -	\$ -
Research, Development & Demonstration	\$ 73,912	\$ 232,692	\$ 232,692	\$ 232,692	\$ 232,692
Subtotal Programs/Requirements	\$ 410,356	\$ 447,528	\$ 1,197,528	\$ 447,528	\$ 447,528
OTHER - LOAD MANAGEMENT					
Demand Response Pilot - Residential	\$ 339,326	\$ 887,880	\$ 887,880	\$ 887,880	\$ 887,880
Demand Response Pilot - C&I	\$ -	\$ 139,630	\$ 139,630	\$ 139,630	\$ 139,630
Subtotal Load Management	\$ 339,326	\$ 1,027,510	\$ 1,027,510	\$ 1,027,510	\$ 1,027,510
OTHER - ADMINISTRATIVE & PLANNING					
Administration	\$ 474,591	\$ 589,823	\$ 589,823	\$ 589,823	\$ 589,823
Marketing Plan	\$ 227,267	\$ 194,538	\$ 186,538	\$ 194,538	\$ 194,538
Planning	\$ 315,328	\$ 302,913	\$ 302,913	\$ 302,913	\$ 302,913
Evaluation Measurement and Verification	\$ 480,000	\$ 480,000	\$ 480,000	\$ 480,000	\$ 480,000
Evaluation Administrator	\$ 48,000	\$ 48,000	\$ 48,000	\$ 48,000	\$ 48,000
Information Technology	\$ 401,976	\$ 461,938	\$ 461,938	\$ 461,938	\$ 461,938
Energy Efficiency Board Consultants	\$ 208,000	\$ 208,000	\$ 208,000	\$ 208,000	\$ 208,000
Audits - Financial and Operational	\$ -	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000
Performance Management Incentive	\$ 2,353,021	\$ 1,554,720	\$ 1,707,516	\$ 1,685,603	\$ 1,608,933
Admin/Planning Expenditures	\$ 4,508,183	\$ 3,863,932	\$ 4,008,728	\$ 3,994,815	\$ 3,918,145
TOTAL EE BUDGET	\$ 37,595,059	\$ 38,416,366	\$ 39,932,326	\$ 39,423,456	\$ 37,643,002

Totals may vary due to rounding

United Illuminating Electric Table A Pie Chart (2018)

THE UNITED ILLUMINATING COMPANY
2018 ENERGY EFFICIENCY BUDGET PIES
TABLE A



Customer Class	Budget*	% of Total C&LM Budget	% of Residential & C&I Budget	% of Residential & C&I Revenue	Difference
Res. Low Income	\$ 4,845,819	12.14%	13.51%	13.07%	0.44%
Res Non-Low Income	\$ 11,541,717	28.90%	32.17%	28.92%	3.25%
Residential Sub-total	\$ 16,387,536	41.04%	45.68%	41.99%	3.69%
Small Business <200kW	\$ 4,447,555	11.14%	12.40%	21.14%	-8.74%
Med & Large Commercial	\$ 10,901,775	27.30%	30.39%	24.71%	5.68%
Med & Large Industrial	\$ 3,340,578	8.37%	9.31%	7.84%	1.47%
Municipal	\$ 800,000	2.00%	2.23%	4.32%	-2.09%
C & I Sub-total	\$ 19,489,908	48.81%	54.32%	58.01%	-3.69%
Sub-total for Residential and C&I	\$ 35,877,443	89.85%	100.00%	100.00%	0.00%
Other Expenditures	\$ 4,054,882	10.15%			
Other Expenditures Sub-total	\$ 4,054,882	10.15%			
GRAND TOTAL	\$ 39,932,326	100%			

*Please see attached Budget Allocation Table

United Illuminating Electric Table B (2018)

THE UNITED ILLUMINATING COMPANY
 2018 ENERGY EFFICIENCY
 COMPARISON OF UI ENERGY EFFICIENCY PROGRAMS
 INCLUDES DRPE AND CO²

TABLE B

Program	Utility Costs	Modified Utility Cost	Total Resource Cost	Utility Benefit	Modified Utility Benefit	Total Resource Benefit	Utility B/C Ratio	Modified Utility B/C Ratio	Total Resource B/C Ratio	Goals# Units	Units of Measure	Annualized Savings kWh	Lifetime Savings kWh	Peak kW Impact (17E)
Residential Retail Products	\$ 3,411,248	\$ 3,411,248	\$ 5,966,432	\$ 6,072,177	\$ 4,573,294	\$ 8,855,476	1.78	1.34	1.48	871,575	Bulbs, Fixtures	10,804,147	66,414,874	1,402.3
TOTAL - CONSUMER PRODUCTS	\$ 3,411,248	\$ 3,411,248	\$ 5,966,432	\$ 6,072,177	\$ 4,573,294	\$ 8,855,476	1.78	1.34	1.48			10,804,147	66,414,874	1,402.3
Residential New Construction	\$ 789,535	\$ 789,535	\$ 1,186,218	\$ 818,519	\$ 818,519	\$ 1,113,083	1.02	0.94	0.94	749	No. of Units	632,420	7,515,132	118.5
Home Energy Solutions	\$ 2,243,628	\$ 3,794,222	\$ 4,391,491	\$ 2,670,820	\$ 8,654,775	\$ 9,865,181	1.19	2.28	2.25	3,141	No. of Progs.	2,665,239	22,583,204	119.0
HVAC/ Water Heaters	\$ 1,191,845	\$ 1,191,845	\$ 3,643,453	\$ 1,595,829	\$ 1,767,190	\$ 2,493,601	1.34	1.48	0.68	5,286	No. of Progs.	1,105,248	19,150,709	112.4
HES Income Eligible	\$ 3,021,957	\$ 4,027,974	\$ 4,076,869	\$ 2,173,937	\$ 5,228,409	\$ 6,594,822	0.72	1.30	1.62	3,648	Customers	2,500,596	27,674,452	196.3
Residential Behavior	\$ 484,354	\$ 484,354	\$ 484,354	\$ 1,482,416	\$ 1,482,416	\$ 2,168,966	3.06	3.06	4.48	105,000	Customers	6,805,847	17,082,875	0
SUB-TOTAL RESIDENTIAL	\$ 11,152,957	\$ 13,709,178	\$ 19,748,817	\$ 14,813,600	\$ 22,324,605	\$ 31,090,833	1.33	1.64	1.57			24,513,497	160,421,137	2,348.5
Energy Conscious Blueprint	\$ 4,779,898	\$ 4,779,898	\$ 16,222,194	\$ 13,916,413	\$ 13,916,413	\$ 20,364,594	2.91	2.91	1.12	506	Projects	10,579,950	166,128,305	1,705.6
TOTAL - LOST OPPORTUNITY	\$ 4,779,898	\$ 4,779,898	\$ 16,222,194	\$ 13,916,413	\$ 13,916,413	\$ 20,364,594	2.91	2.91	1.12			10,579,950	166,128,305	1,705.6
Energy Opportunities	\$ 7,818,428	\$ 7,818,428	\$ 13,343,593	\$ 19,657,872	\$ 19,657,872	\$ 29,105,881	2.51	2.51	2.18	2,147	Projects	18,706,563	236,043,596	2,358.5
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 1,819,864	\$ 1,819,864	\$ 3,025,720	\$ 4,585,394	\$ 4,585,394	\$ 7,268,365	2.52	2.52	2.40	1,515	Projects	10,286,657	57,637,917	222.4
TOTAL - C&LARGE RETROFIT	\$ 9,638,292	\$ 9,638,292	\$ 16,369,314	\$ 24,243,267	\$ 24,243,267	\$ 36,374,245	2.52	2.52	2.22			28,993,220	293,681,513	2,580.9
Small Business	\$ 4,447,555	\$ 4,447,555	\$ 11,378,295	\$ 9,136,839	\$ 9,136,839	\$ 13,529,361	2.05	2.05	1.19	659	Projects	8,563,429	110,367,259	1,080.6
SUB-TOTAL C&I	\$ 19,865,744	\$ 19,865,744	\$ 45,969,602	\$ 47,296,519	\$ 47,296,519	\$ 70,288,201	2.51	2.51	1.53			48,136,599	570,179,977	5,367.1
SUB-TOTAL OTHER	\$ 7,357,403	\$ 7,357,403												
Total C&LM Budget	\$ 37,375,715	\$ 39,932,326	\$ 65,718,619	\$ 62,110,119	\$ 69,821,123	\$ 101,359,034	1.66	1.75	1.54			72,650,096	730,598,214	7,715.6

United Illuminating Electric Table B (2018) – cont.

THE UNITED ILLUMINATING COMPANY
 2018 ENERGY EFFICIENCY
 COMPARISON OF UJ ENERGY EFFICIENCY PROGRAMS
 INCLUDES DRPE AND CO²

TABLE B

Program	Electric Demand Cost \$/kW	Electric Demand Cost \$/kW yr	Electric Cost Rate Annualized \$/kWh	Electric Cost Rate \$/LT-kWh	Annualized Savings Oil (Gal)	Lifetime Oil Savings (Gal)	Annual Propane Savings (Gal)	Lifetime Propane Savings (Gal)	Annual MMBTU	Lifetime MMBTU	Utility Cost per Annual MMBTU	Utility Cost per Lifetime MMBTU
Residential Retail Products	\$ 2,433	\$ 396	\$ 0.3157	\$ 0.0514	(95,191)	(573,302)	(3,360)	(20,207)	23,366	145,317	\$ 146.0	\$ 23.47
TOTAL - CONSUMER PRODUCTS	\$ 2,433	\$ 396	\$ 0.3157	\$ 0.051	(95,191)	(573,302)	(3,360)	(20,207)	23,366	145,317	\$ 146.0	\$ 23.47
Residential New Construction	\$ 6,749	\$ 568	\$ 1.2642	\$ 0.106	-	-	-	-	2,158	25,649	\$ 370.4	\$ 31.17
Home Energy Solutions	\$ 4,323	\$ 510	\$ 0.8418	\$ 0.099	114,286	2,593,207	5,709	124,058	25,468	448,059	\$ 88.1	\$ 5.01
HVAC /Water Heaters	\$ 10,605	\$ 612	\$ 1.0784	\$ 0.062	2,834	36,836	4,303	55,944	4,558	75,560	\$ 261.5	\$ 15.77
HES Income Eligible	\$ 15,395	\$ 1,391	\$ 1.2085	\$ 0.109	62,729	1,397,763	-	-	17,234	288,309	\$ 175.3	\$ 10.48
Residential Behavior	\$ -	\$ -	\$ -	\$ 0.0712	-	-	-	-	23,228	58,303	\$ 20.9	\$ 8.31
SUB-TOTAL RESIDENTIAL	\$ 4,749	\$ 726	\$ 0.4550	\$ 0.070	84,658	3,454,504	6,652	159,795	96,013	1,041,217	\$ 116.2	\$ 10.71
Energy Conscious Blueprint	\$ 2,802	\$ 178	\$ 0.4518	\$ 0.029	-	-	-	-	36,109	566,999	\$ 132.4	\$ 8.43
TOTAL - LOST OPPORTUNITY	\$ 2,802	\$ 178	\$ 0.4518	\$ 0.029	-	-	-	-	36,109	566,999	\$ 132.4	\$ 8.43
Energy Opportunities	\$ 3,315	\$ 263	\$ 0.4180	\$ 0.033	-	-	-	-	63,845	805,617	\$ 122.5	\$ 9.70
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 8,182	\$ 1,460	\$ 0.1769	\$ 0.032	-	-	-	-	35,108	196,718	\$ 51.8	\$ 9.25
TOTAL - C&LARGE RETROFIT	\$ 3,734	\$ 369	\$ 0.3324	\$ 0.033	-	-	-	-	98,954	1,002,335	\$ 97.4	\$ 9.62
Small Business	\$ 4,116	\$ 319	\$ 0.5194	\$ 0.040	-	-	-	-	29,227	376,683	\$ 152.2	\$ 11.81
SUB-TOTAL C&I	\$ 3,515	\$ 297	\$ 0.3919	\$ 0.033	-	-	-	-	164,290	1,946,018	\$ 114.8	\$ 9.69
Total C&LM Budget	\$ 4,844	\$ 482	\$ 0.5145	\$ 0.051	84,658	3,454,504	6,652	159,795	260,304	2,987,234	\$ 143.6	\$ 12.51

United Illuminating Electric Table C (2018)

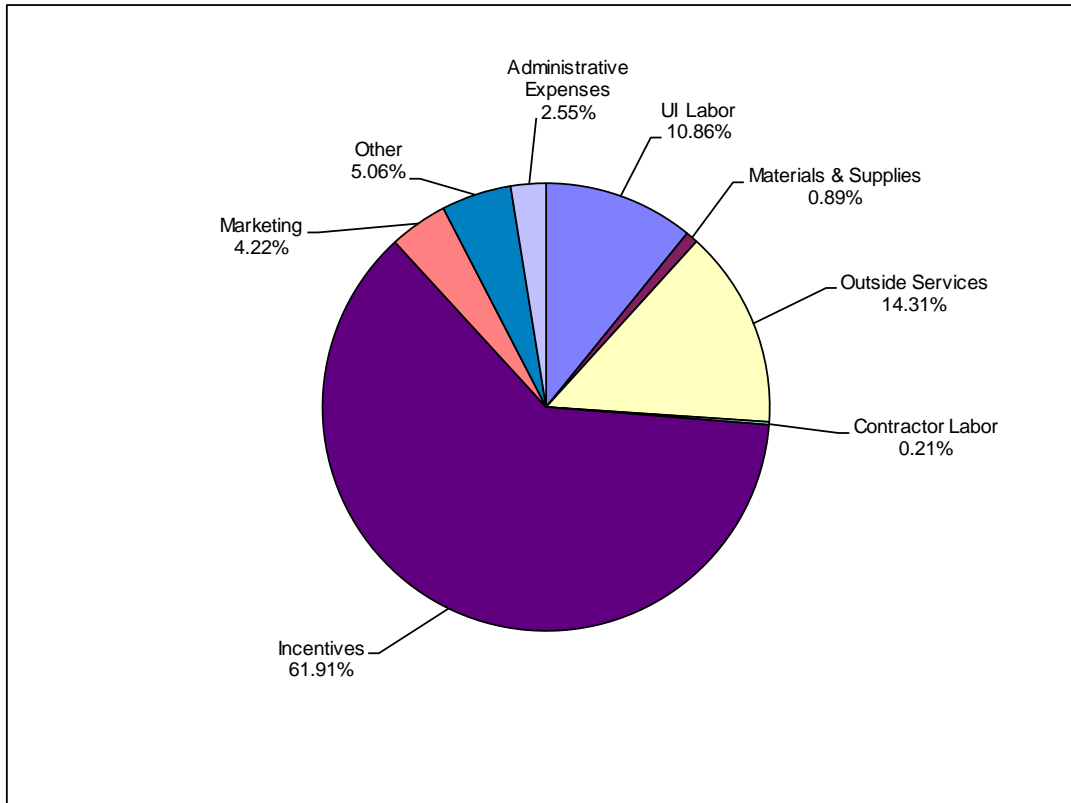
THE UNITED ILLUMINATING COMPANY
2018 ENERGY EFFICIENCY
TABLE C

PROGRAM NAME	UI Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
Residential Retail Products	\$ 263,065	\$ 5,000	\$ 350,000	-	\$ 2,555,184	\$ 230,000	\$ 5,000	\$ 3,000	\$ 3,411,248
TOTAL - CONSUMER PRODUCTS	\$ 263,065	\$ 5,000	\$ 350,000	\$ -	\$ 2,555,184	\$ 230,000	\$ 5,000	\$ 3,000	\$ 3,411,248
Residential New Construction	\$ 27,271	\$ 1,500	\$ 5,000	-	\$ 745,264	\$ 15,000	\$ 3,000	\$ 2,500	\$ 799,535
Home Energy Solutions	\$ 288,802	\$ 13,000	\$ 305,861	-	\$ 2,967,222	\$ 198,337	\$ 5,000	\$ 16,000	\$ 3,794,222
HVAC/Water Heaters	\$ 36,092	\$ 2,000	\$ 100,000	-	\$ 929,416	\$ 121,337	-	\$ 3,000	\$ 1,191,845
HES Income Eligible	\$ 330,498	\$ 20,000	\$ 300,000	-	\$ 3,259,651	\$ 105,326	\$ 4,000	\$ 8,500	\$ 4,027,974
Residential Behavior	\$ 15,214	\$ 117,075	\$ 336,577	-	-	\$ 13,125	\$ 1,313	\$ 1,050	\$ 484,354
SUB-TOTAL RESIDENTIAL	\$ 960,941	\$ 158,575	\$ 1,397,438	\$ -	\$ 10,456,736	\$ 683,125	\$ 18,313	\$ 34,050	\$ 13,709,178
Energy Conscious Blueprint	\$ 826,893	\$ 4,000	\$ 250,000	\$ 10,000	\$ 3,577,006	\$ 42,000	\$ 10,000	\$ 60,000	\$ 4,779,898
TOTAL - LOST OPPORTUNITY	\$ 826,893	\$ 4,000	\$ 250,000	\$ 10,000	\$ 3,577,006	\$ 42,000	\$ 10,000	\$ 60,000	\$ 4,779,898
Energy Opportunities	\$ 829,199	\$ 6,000	\$ 380,860	\$ 10,000	\$ 6,157,869	\$ 45,000	\$ 5,000	\$ 384,500	\$ 7,818,428
Business & Energy Sustainability (O&M, RetroCx, BSC,PRIME)	\$ 126,323	\$ 1,320	\$ 620,195	-	\$ 1,037,701	\$ 17,825	\$ 4,000	\$ 12,500	\$ 1,819,864
TOTAL - C&I/LARGE RETROFIT	\$ 955,522	\$ 7,320	\$ 1,001,055	\$ 10,000	\$ 7,195,570	\$ 62,825	\$ 9,000	\$ 397,000	\$ 9,638,292
Small Business	\$ 425,491	\$ 2,000	\$ 325,000	\$ 25,000	\$ 3,140,564	\$ 37,000	\$ 2,500	\$ 490,000	\$ 4,447,555
SUB-TOTAL C&I	\$ 2,207,906	\$ 13,320	\$ 1,576,055	\$ 45,000	\$ 13,913,140	\$ 141,825	\$ 21,500	\$ 947,000	\$ 18,865,746
Educate the Public	\$ 131,347	\$ 6,950	\$ 106,830	\$ 40,000	\$ 12,474	\$ 39,837	\$ 66,400	\$ 14,450	\$ 418,288
Customer Engagement	\$ -	\$ -	\$ 475,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 475,000
Educate the Students	\$ 55,766	\$ 2,180	\$ 68,215	\$ -	\$ -	\$ 12,496	\$ 13,789	\$ 1,977	\$ 154,423
Educate the Workforce	\$ 19,918	\$ 709	\$ 42,000	\$ -	\$ -	\$ 4,465	\$ 7,611	\$ 1,223	\$ 75,926
SUB-TOTAL EDUCATION	\$ 207,031	\$ 9,839	\$ 692,045	\$ 40,000	\$ 12,474	\$ 56,798	\$ 87,800	\$ 17,650	\$ 1,123,637
Financing Support - Residential	\$ 38,493	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 102,109	\$ -	\$ 140,602
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 74,234	\$ -	\$ 74,234
Time of Use Program	\$ -	\$ -	\$ 150,000	\$ -	\$ -	\$ 600,000	\$ -	\$ -	\$ 750,000
Research, Development & Demonstration	\$ -	\$ -	\$ 232,692	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 232,692
SUB-TOTAL PROGRAMS/REQUIREMENTS	\$ 38,493	\$ -	\$ 382,692	\$ -	\$ -	\$ 600,000	\$ 176,343	\$ -	\$ 1,197,528
Demand Response Pilot - Residential	\$ 76,027	\$ -	\$ 497,603	\$ -	\$ 300,000	\$ 7,500	\$ 3,750	\$ 3,000	\$ 887,880
Demand Response Pilot - C&I	\$ 19,007	\$ -	\$ 66,373	\$ -	\$ 40,000	\$ 7,500	\$ 3,750	\$ 3,000	\$ 139,630
SUB-TOTAL LOAD MANAGEMENT	\$ 95,033	\$ -	\$ 563,976	\$ -	\$ 340,000	\$ 15,000	\$ 7,500	\$ 6,000	\$ 1,027,509
Administration	\$ 489,500	\$ 20,000	\$ 75,323	\$ -	\$ -	\$ -	\$ -	\$ 5,000	\$ 589,823
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 186,538	\$ -	\$ -	\$ 186,538
Planning	\$ 297,913	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000	\$ 302,913
Evaluation Measurement and Verification	\$ -	\$ -	\$ 480,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 480,000
Evaluation Administrator	\$ -	\$ -	\$ 48,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 48,000
Information Technology	\$ 38,581	\$ 153,000	\$ 267,757	\$ -	\$ -	\$ -	\$ -	\$ 2,600	\$ 461,938
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 208,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 208,000
Audits - Financial and Operational	\$ -	\$ -	\$ 24,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 24,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,707,516	\$ -	\$ 1,707,516
SUB-TOTAL ADMIN & PLANNING	\$ 825,994	\$ 173,000	\$ 1,103,080	\$ -	\$ -	\$ 186,538	\$ 1,707,516	\$ 12,600	\$ 4,008,728
TOTAL EE BUDGET	\$ 4,335,399	\$ 354,734	\$ 5,715,286	\$ 85,000	\$ 24,722,350	\$ 1,683,286	\$ 2,018,972	\$ 1,017,300	\$ 39,932,327

Totals may vary due to rounding

United Illuminating Electric Table C Pie Chart (2018)

**THE UNITED ILLUMINATING COMPANY
2018 ENERGY EFFICIENCY
EE BUDGET BY EXPENSE CLASS**



<u>Expense Classes</u>	<u>Budget</u>	<u>% of Budget</u>
UI Labor	\$ 4,335,399	10.86%
Materials & Supplies	\$ 354,734	0.89%
Outside Services	\$ 5,715,286	14.31%
Contractor Labor	\$ 85,000	0.21%
Incentives	\$ 24,722,350	61.91%
Marketing	\$ 1,683,286	4.22%
Other	\$ 2,018,972	5.06%
Administrative Expenses	\$ <u>1,017,300</u>	<u>2.55%</u>
Total	\$ 39,932,327	100.00%

Totals may vary due to rounding

United Illuminating Electric Table D - Dollars (2009-2018)

Table D
UI Historical and Projected \$

RESIDENTIAL	Expenditures \$ (000)									
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal
Residential Retail Products	1,344	2,430	2,632	2,401	2,084	3,908	3,368	4,422	3,382	3,411
Appliance Retirement	-	876	-	-	-	-	-	-	-	-
Total - Consumer Products	1,344	3,306	2,632	2,401	2,084	3,908	3,368	4,422	3,382	3,411
Residential New Construction	198	176	49	256	171	257	285	497	700	800
Home Energy Solutions	3,341	5,346	3,416	2,991	2,958	4,591	3,710	3,256	3,671	3,794
HVAC/ Water Heaters	-	-	-	-	-	-	-	1,016	1,091	1,192
HES Income Eligible	3,448	2,976	3,107	2,738	4,776	3,897	3,319	3,808	3,919	4,028
Residential Behavior	-	-	-	-	-	137	710	489	484	484
Subtotal RESIDENTIAL	8,331	11,805	9,204	8,386	9,989	12,790	11,392	13,488	13,248	13,709
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	4,337	5,270	3,011	2,184	2,103	3,960	2,687	3,091	4,739	4,780
Total - Lost Opportunity	4,337	5,270	3,011	2,184	2,103	3,960	2,687	3,091	4,739	4,780
C&I LARGE RETROFIT										
C&I RFP	-	-	-	-	-	-	-	-	-	-
Energy Opportunities	4,789	5,361	4,912	3,377	4,124	7,261	9,501	11,003	7,752	7,818
Business & Energy Sustainability (O&M, RetroCx, BSC,PRIME)	133	188	123	252	358	653	731	503	1,804	1,820
Municipal Energy & Schools	-	-	-	-	-	-	-	-	-	-
Total - C&I Large Retrofit	4,922	5,549	5,035	3,629	4,482	7,914	10,232	11,506	9,557	9,638
Small Business	2,170	2,973	1,474	2,639	2,404	2,553	3,548	3,349	4,410	4,448
Subtotal C&I	11,429	13,792	9,520	8,452	8,989	14,427	16,467	17,946	18,706	18,866
OTHER-EDUCATION										
Educate the Public	-	-	-	-	-	-	-	564	412	418
Customer Engagement	-	-	-	-	-	-	-	137	475	475
Educate the Students	-	-	-	-	-	-	-	127	161	154
Educate the Workforce	-	-	-	-	-	-	-	76	76	76
Smart Living Center / Science Center	476	490	481	580	602	1,095	513	-	-	-
EESmarts/K-12 Education	311	346	297	337	343	304	322	-	-	-
Clean Energy Communities	62	173	86	112	241	360	492	-	-	-
Subtotal - Education	849	1,009	864	1,029	1,186	1,759	1,327	904	1,124	1,124
OTHER-PROGRAMS/REQUIREMENTS										
Financing Support - Residential	-	428	542	781	158	920	596	249	141	141
Financing Support - C&I	-	-	-	-	-	-	-	87	74	74
Time of Use Program	-	-	-	-	-	-	-	-	-	750
Research, Development & Demonstration	85	194	19	119	290	59	9	74	233	233
Institute for Sustainable Energy	100	100	112	112	112	90	99	-	-	-
ESPC Project Manager	-	-	-	-	3	17	7	-	-	-
C&I Loan Program	-	-	-	-	9	16	34	-	-	-
EE Loan Defaults	-	76	31	36	32	-	1	-	-	-
C&I Self Funding	-	-	-	-	-	1,000	-	-	-	-
Other Funding Requests	-	47	-	-	-	-	-	-	-	-
Subtotal - Programs/Requirements	185	845	705	1,049	604	2,101	746	410	448	1,198
OTHER - LOAD MANAGEMENT										
Demand Response Pilot - Residential	-	-	-	-	-	-	-	339	888	888
Demand Response Pilot - C&I	4	-	-	-	-	-	-	-	140	140
Subtotal Load Management	4	-	-	-	-	-	-	339	1,028	1,028
OTHER-ADMINISTRATIVE & PLANNING										
Administration	624	742	622	719	901	648	532	475	590	590
Marketing Plan	-	12	11	112	35	247	249	227	195	187
Planning	348	289	297	259	344	314	214	315	303	303
Evaluation Measurement and Verification	179	245	243	449	736	486	642	480	480	480
Evaluation Administrator	-	-	-	-	-	46	52	48	48	48
Information Technology	266	281	318	432	249	192	308	402	462	462
Energy Efficiency Board Consultants	243	241	240	320	232	287	54	208	208	208
Audits - Financial and Operational	-	-	-	-	-	-	-	-	24	24
Performance Management Incentive	765	1,720	1,035	1,261	1,518	1,743	1,821	2,353	1,555	1,708
Subtotal - Administrative & Planning	2,426	3,530	2,767	3,552	4,016	3,963	3,872	4,508	3,864	4,009
TOTAL	23,224	30,980	23,060	22,468	24,784	35,041	33,804	37,595	38,416	39,932

United Illuminating Electric Table D1 – Projected Annual & Lifetime kWh (2009-2018)

Table D1
UI Historical and Projected Annual kWh and Lifetime kWh

	Annual kWh (000)										2018 Goal
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal	
RESIDENTIAL											
Residential Retail Products	12,485	42,955	45,644	22,554	21,333	21,900	22,493	25,732	15,145	10,804	
Appliance Retirement	-	-	-	-	-	-	-	-	-	-	
Total - Consumer Products	12,485	42,955	45,644	22,554	21,333	21,900	22,493	25,732	15,145	10,804	
Residential New Construction	62	123	296	101	180	203	145	405	643	632	
Home Energy Solutions	2,515	5,134	3,541	3,582	2,344	4,482	3,207	2,635	2,665	2,665	
HVAC/ Water Heaters	-	-	-	-	-	-	-	-	-	-	
HES Income Eligible	3,122	4,204	4,710	3,131	3,787	3,754	1,994	4,450	2,559	2,501	
Residential Behavior	-	-	-	-	-	-	4,204	4,265	4,522	6,806	
Subtotal Residential	18,184	52,416	54,191	29,368	27,644	30,349	32,043	39,435	27,245	24,513	
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy, Conscious Blueprint	16,308	11,355	10,653	7,098	8,277	12,505	7,942	10,688	11,179	10,580	
Total - Lost Opportunity	16,308	11,355	10,653	7,098	8,277	12,505	7,942	10,688	11,179	10,580	
C&I LARGE RETROFIT											
C&I IRFP	-	-	-	-	-	-	-	-	-	-	
Energy Opportunities	18,128	16,948	16,012	14,860	10,833	19,506	35,303	34,249	19,948	18,707	
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	498	453	137	750	1,939	3,172	2,072	1,636	9,009	10,287	
Municipal Energy & Schools	-	-	-	-	-	-	-	-	-	-	
Total - C&I Large Retrofit	18,626	17,401	16,149	15,610	12,772	22,678	37,375	35,885	28,957	28,993	
Small Business	7,914	7,789	5,115	6,321	5,131	7,114	8,297	8,053	8,900	8,563	
Subtotal C&I	42,848	36,545	31,917	29,029	26,180	42,237	53,614	54,626	49,066	48,137	
PROGRAM SUB-TOTALS											
Residential	18,184	52,416	54,191	29,368	27,644	30,349	32,043	39,435	27,245	24,513	
C&I	61,032	89,961	86,108	59,397	53,824	72,586	85,657	94,061	76,310	72,650	
TOTAL											
RESIDENTIAL											
Residential Retail Products	84,297	203,783	181,401	118,010	124,693	181,837	214,911	302,910	117,484	66,415	
Appliance Retirement	-	-	-	-	-	-	-	-	-	-	
Total - Consumer Products	84,297	203,783	181,401	118,010	124,693	181,837	214,911	302,910	117,484	66,415	
Residential New Construction	884	1,542	3,452	1,113	1,702	2,488	1,817	5,995	8,080	7,515	
Home Energy Solutions	31,331	51,377	31,175	38,988	23,439	57,406	43,369	31,635	26,722	22,583	
HVAC/ Water Heaters	-	-	-	-	-	-	-	-	-	-	
HES Income Eligible	24,878	40,905	52,757	35,418	46,117	50,273	24,573	58,090	28,125	27,674	
Residential Behavior	-	-	-	-	-	-	10,931	11,088	11,349	17,083	
Subtotal Residential	141,390	297,607	268,785	193,529	195,951	292,014	295,601	436,648	218,509	160,421	
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Blueprint/ Energy Conscious Construction	268,292	177,958	163,635	106,078	128,278	195,048	121,435	160,561	175,915	166,129	
Total - Lost Opportunity	268,292	177,958	163,635	106,078	128,278	195,048	121,435	160,561	175,915	166,129	
C&I LARGE RETROFIT											
C&I IRFP	-	-	-	-	-	-	-	-	-	-	
Energy Opportunities	233,761	209,052	205,701	183,875	137,393	230,606	383,904	415,779	248,540	236,044	
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	3,640	2,855	854	5,177	14,596	24,020	12,710	9,922	54,839	57,638	
Municipal Energy & Schools	-	-	-	-	-	-	-	-	-	-	
Total - C&I Large Retrofit	237,401	211,907	206,555	189,052	151,989	254,626	406,614	425,701	303,380	293,682	
Small Business	88,186	97,574	63,381	79,627	65,167	85,661	103,281	100,003	115,115	110,367	
Subtotal C&I	593,879	487,439	433,571	374,757	345,434	538,335	631,330	686,265	594,410	570,178	
PROGRAM SUB-TOTALS											
Residential	141,390	297,607	268,785	193,529	195,951	292,014	295,601	436,648	218,509	160,421	
C&I	735,269	785,046	702,356	566,286	541,385	830,349	926,931	1,122,913	812,919	730,599	

United Illuminating Electric Table D1 (cont.)– Projected Load Savings kW (2009-2018)

Table D1
UI Historical kW

	Load Savings kW										2018 Goal
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal	
RESIDENTIAL											
Residential Retail Products	1,186	3,788	4,008	2,008	1,860	1,907	2,757	3,180	1,872	1,402	
Total - Consumer Products	1,186	3,788	4,008	2,008	1,860	1,907	2,757	3,180	1,872	1,402	
Residential New Construction	31	52	99	26	47	130	75	140	121	118	
Home Energy Solutions	984	1,461	714	540	553	783	537	551	514	519	
HVAC/ Water Heaters								86	88	112	
HES Income Eligible	277	324	263	188	473	268	192	427	191	196	
Residential Behavior	-	-	-	-	-	-	-	-	-	-	
Subtotal RESIDENTIAL	2,478	5,625	5,084	2,762	2,933	3,088	3,561	4,384	2,784	2,348	
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	2,620	1,329	1,071	1,539	1,267	1,344	1,414	1,567	1,885	1,706	
Total - Lost Opportunity	2,620	1,329	1,071	1,539	1,267	1,344	1,414	1,567	1,885	1,706	
C&I LARGE RETROFIT											
Energy Opportunities	2,977	2,303	1,840	1,844	1,164	2,171	4,331	3,830	2,256	2,358	
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	27	-	34	11	20	93	153	113	220	222	
Total - C&I Large Retrofit	3,004	2,303	1,874	1,855	1,184	2,264	4,484	3,943	2,476	2,581	
Small Business	1,574	1,172	811	815	579	587	1,176	1,238	1,045	1,081	
Subtotal C&I	7,198	4,804	3,756	4,209	3,030	4,195	7,074	6,748	5,406	5,367	
OTHER - LOAD MANAGEMENT											
Demand Response	782	89	-	-	-	-	-	-	-	-	
Subtotal Load Management	782	89	-	-	-	-	-	-	-	-	
PROGRAM SUB-TOTALS											
Residential	2,478	5,625	5,084	2,762	2,933	3,088	3,561	4,384	2,784	2,348	
C&I	7,198	4,804	3,756	4,209	3,030	4,195	7,074	6,748	5,406	5,367	
Other - Load Management	782	89	-	-	-	-	-	-	-	-	
TOTAL	10,458	10,518	8,840	6,971	5,963	7,283	10,635	11,132	8,190	7,716	

United Illuminating Electric Table D2 – Projected Program Ratios (2009-2018)

Table D2
UI Historical and Projected Program Ratios

	\$/kWh									
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal
RESIDENTIAL										
Residential Retail Products	\$ 0.108	\$ 0.057	\$ 0.058	\$ 0.106	\$ 0.098	\$ 0.178	\$ 0.150	\$ 0.172	\$ 0.223	\$ 0.316
Appliance Retirement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - Consumer Products	\$ 0.108	\$ 0.057	\$ 0.058	\$ 0.106	\$ 0.098	\$ 0.178	\$ 0.150	\$ 0.172	\$ 0.223	\$ 0.316
Residential New Construction	\$ 3.194	\$ 1.433	\$ 0.166	\$ 2.535	\$ 0.950	\$ 1.266	\$ 1.966	\$ 1.227	\$ 1.087	\$ 1.264
Home Energy Solutions	\$ 1.328	\$ 1.041	\$ 0.965	\$ 0.835	\$ 1.262	\$ 1.022	\$ 1.157	\$ 1.236	\$ 1.377	\$ 1.421
HVAC/ Water Heaters	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
HES Income Eligible	\$ 1.104	\$ 0.708	\$ 0.660	\$ 0.874	\$ 1.261	\$ 1.038	\$ 1.664	\$ 0.856	\$ 1.532	\$ 1.678
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.169	\$ 0.115	\$ 0.107	\$ 0.071
Subtotal RESIDENTIAL	\$ 0.458	\$ 0.225	\$ 0.170	\$ 0.286	\$ 0.361	\$ 0.421	\$ 0.356	\$ 0.342	\$ 0.486	\$ 0.559
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 0.266	\$ 0.464	\$ 0.283	\$ 0.308	\$ 0.254	\$ 0.317	\$ 0.338	\$ 0.289	\$ 0.424	\$ 0.452
Total - Lost Opportunity	\$ 0.266	\$ 0.464	\$ 0.283	\$ 0.308	\$ 0.254	\$ 0.317	\$ 0.338	\$ 0.289	\$ 0.424	\$ 0.452
C&I LARGE RETROFIT										
C&I RFP	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Energy Opportunities	\$ 0.264	\$ 0.316	\$ 0.307	\$ 0.227	\$ 0.381	\$ 0.372	\$ 0.269	\$ 0.321	\$ 0.389	\$ 0.418
Business & Energy Sustainability (O&M, RetroCx, BSC,PRIME)	\$ 0.267	\$ 0.415	\$ 0.898	\$ 0.336	\$ 0.185	\$ 0.210	\$ 0.353	\$ 0.307	\$ 0.200	\$ 0.177
Municipal Energy & Schools	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$ 0.264	\$ 0.319	\$ 0.312	\$ 0.232	\$ 0.351	\$ 0.350	\$ 0.274	\$ 0.321	\$ 0.330	\$ 0.332
Small Business	\$ 0.274	\$ 0.382	\$ 0.288	\$ 0.417	\$ 0.468	\$ 0.359	\$ 0.428	\$ 0.416	\$ 0.494	\$ 0.519
Subtotal C&I	\$ 0.267	\$ 0.377	\$ 0.298	\$ 0.291	\$ 0.343	\$ 0.342	\$ 0.307	\$ 0.329	\$ 0.381	\$ 0.392

	\$/LT kWh									
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal
RESIDENTIAL										
Residential Retail Products	\$ 0.016	\$ 0.012	\$ 0.015	\$ 0.020	\$ 0.017	\$ 0.021	\$ 0.016	\$ 0.015	\$ 0.029	\$ 0.051
Appliance Retirement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - Consumer Products	\$ 0.016	\$ 0.012	\$ 0.015	\$ 0.020	\$ 0.017	\$ 0.021	\$ 0.016	\$ 0.015	\$ 0.029	\$ 0.051
Residential New Construction	\$ 0.224	\$ 0.114	\$ 0.014	\$ 0.230	\$ 0.100	\$ 0.103	\$ 0.157	\$ 0.083	\$ 0.086	\$ 0.106
Home Energy Solutions	\$ 0.107	\$ 0.104	\$ 0.110	\$ 0.077	\$ 0.126	\$ 0.080	\$ 0.086	\$ 0.103	\$ 0.137	\$ 0.168
HVAC/ Water Heaters	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
HES Income Eligible	\$ 0.139	\$ 0.073	\$ 0.059	\$ 0.077	\$ 0.104	\$ 0.078	\$ 0.135	\$ 0.066	\$ 0.139	\$ 0.146
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.065	\$ 0.044	\$ 0.043	\$ 0.028
Subtotal RESIDENTIAL	\$ 0.059	\$ 0.040	\$ 0.034	\$ 0.043	\$ 0.051	\$ 0.044	\$ 0.039	\$ 0.031	\$ 0.061	\$ 0.085
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Blueprint / Energy Conscious Construction	\$ 0.016	\$ 0.030	\$ 0.018	\$ 0.021	\$ 0.016	\$ 0.020	\$ 0.022	\$ 0.019	\$ 0.027	\$ 0.029
Total - Lost Opportunity	\$ 0.016	\$ 0.030	\$ 0.018	\$ 0.021	\$ 0.016	\$ 0.020	\$ 0.022	\$ 0.019	\$ 0.027	\$ 0.029
C&I LARGE RETROFIT										
C&I RFP	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Energy Opportunities	\$ 0.020	\$ 0.026	\$ 0.024	\$ 0.018	\$ 0.030	\$ 0.031	\$ 0.024	\$ 0.026	\$ 0.031	\$ 0.033
Business & Energy Sustainability (O&M, RetroCx, BSC,PRIME)	\$ 0.037	\$ 0.066	\$ 0.144	\$ 0.049	\$ 0.025	\$ 0.027	\$ 0.058	\$ 0.051	\$ 0.033	\$ 0.032
Municipal Energy & Schools	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$ 0.021	\$ 0.026	\$ 0.024	\$ 0.019	\$ 0.029	\$ 0.031	\$ 0.025	\$ 0.027	\$ 0.032	\$ 0.033
Small Business	\$ 0.025	\$ 0.030	\$ 0.023	\$ 0.033	\$ 0.037	\$ 0.029	\$ 0.034	\$ 0.033	\$ 0.038	\$ 0.040
Subtotal C&I	\$ 0.019	\$ 0.028	\$ 0.022	\$ 0.023	\$ 0.028	\$ 0.027	\$ 0.026	\$ 0.026	\$ 0.031	\$ 0.033

	\$/LT kWh									
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal
RESIDENTIAL										
Residential Retail Products	\$ 0.016	\$ 0.012	\$ 0.015	\$ 0.020	\$ 0.017	\$ 0.021	\$ 0.016	\$ 0.015	\$ 0.029	\$ 0.051
Appliance Retirement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - Consumer Products	\$ 0.016	\$ 0.012	\$ 0.015	\$ 0.020	\$ 0.017	\$ 0.021	\$ 0.016	\$ 0.015	\$ 0.029	\$ 0.051
Residential New Construction	\$ 0.224	\$ 0.114	\$ 0.014	\$ 0.230	\$ 0.100	\$ 0.103	\$ 0.157	\$ 0.083	\$ 0.086	\$ 0.106
Home Energy Solutions	\$ 0.107	\$ 0.104	\$ 0.110	\$ 0.077	\$ 0.126	\$ 0.080	\$ 0.086	\$ 0.103	\$ 0.137	\$ 0.168
HVAC/ Water Heaters	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
HES Income Eligible	\$ 0.139	\$ 0.073	\$ 0.059	\$ 0.077	\$ 0.104	\$ 0.078	\$ 0.135	\$ 0.066	\$ 0.139	\$ 0.146
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.065	\$ 0.044	\$ 0.043	\$ 0.028
Subtotal RESIDENTIAL	\$ 0.059	\$ 0.040	\$ 0.034	\$ 0.043	\$ 0.051	\$ 0.044	\$ 0.039	\$ 0.031	\$ 0.061	\$ 0.085
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Blueprint / Energy Conscious Construction	\$ 0.016	\$ 0.030	\$ 0.018	\$ 0.021	\$ 0.016	\$ 0.020	\$ 0.022	\$ 0.019	\$ 0.027	\$ 0.029
Total - Lost Opportunity	\$ 0.016	\$ 0.030	\$ 0.018	\$ 0.021	\$ 0.016	\$ 0.020	\$ 0.022	\$ 0.019	\$ 0.027	\$ 0.029
C&I LARGE RETROFIT										
C&I RFP	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Energy Opportunities	\$ 0.020	\$ 0.026	\$ 0.024	\$ 0.018	\$ 0.030	\$ 0.031	\$ 0.024	\$ 0.026	\$ 0.031	\$ 0.033
Business & Energy Sustainability (O&M, RetroCx, BSC,PRIME)	\$ 0.037	\$ 0.066	\$ 0.144	\$ 0.049	\$ 0.025	\$ 0.027	\$ 0.058	\$ 0.051	\$ 0.033	\$ 0.032
Municipal Energy & Schools	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$ 0.021	\$ 0.026	\$ 0.024	\$ 0.019	\$ 0.029	\$ 0.031	\$ 0.025	\$ 0.027	\$ 0.032	\$ 0.033
Small Business	\$ 0.025	\$ 0.030	\$ 0.023	\$ 0.033	\$ 0.037	\$ 0.029	\$ 0.034	\$ 0.033	\$ 0.038	\$ 0.040
Subtotal C&I	\$ 0.019	\$ 0.028	\$ 0.022	\$ 0.023	\$ 0.028	\$ 0.027	\$ 0.026	\$ 0.026	\$ 0.031	\$ 0.033

United Illuminating Electric Table D2 (cont.) – Projected Program Ratios (2009-2018)

Table D2
UI Historical and Projected Program Ratios

	\$/kW									
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal
RESIDENTIAL										
Residential Retail Products	\$ 1,133	\$ 642	\$ 657	\$ 1,196	\$ 1,120	\$ 2,049	\$ 1,222	\$ 1,391	\$ 1,807	\$ 2,433
Appliance Retirement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - Consumer Products	\$ 1,133	\$ 873	\$ 657	\$ 1,196	\$ 1,120	\$ 2,049	\$ 1,222	\$ 1,391	\$ 1,807	\$ 2,433
Residential New Construction	\$ 6,387	\$ 3,389	\$ 495	\$ 9,846	\$ 3,638	\$ 1,977	\$ 3,800	\$ 3,550	\$ 5,803	\$ 6,749
Home Energy Solutions	\$ 3,395	\$ 3,659	\$ 4,784	\$ 5,539	\$ 5,349	\$ 5,863	\$ 6,909	\$ 5,909	\$ 7,149	\$ 7,310
HVAC/ Water Heaters										
HES Income Eligible	\$ 12,448	\$ 9,186	\$ 11,814	\$ 14,564	\$ 10,097	\$ 14,541	\$ 17,286	\$ 8,918	\$ 12,414	\$ 10,605
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal RESIDENTIAL	\$ 3,362	\$ 2,099	\$ 1,810	\$ 3,036	\$ 3,406	\$ 4,142	\$ 3,199	\$ 3,077	\$ 4,758	\$ 5,837
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Blueprint / Energy Conscious Construction	\$ 1,655	\$ 3,966	\$ 2,811	\$ 1,419	\$ 1,660	\$ 2,946	\$ 1,900	\$ 1,973	\$ 2,514	\$ 2,802
Total - Lost Opportunity	\$ 1,655	\$ 3,966	\$ 2,811	\$ 1,419	\$ 1,660	\$ 2,946	\$ 1,900	\$ 1,973	\$ 2,514	\$ 2,802
C&I LARGE RETROFIT										
C&I RFP	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Energy Opportunities	\$ 1,609	\$ 2,328	\$ 2,670	\$ 1,831	\$ 3,543	\$ 3,345	\$ 2,194	\$ 2,873	\$ 3,436	\$ 3,315
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 4,926	\$ -	\$ 3,618	\$ 22,909	\$ 17,900	\$ 7,022	\$ 4,778	\$ 4,451	\$ 8,216	\$ 8,182
Municipal Energy & Schools	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$ 1,638	\$ 2,409	\$ 2,687	\$ 1,956	\$ 3,785	\$ 3,496	\$ 2,282	\$ 2,918	\$ 3,860	\$ 3,734
Small Business	\$ 1,379	\$ 2,537	\$ 1,818	\$ 3,238	\$ 4,152	\$ 4,349	\$ 3,017	\$ 2,705	\$ 4,219	\$ 4,116
Subtotal C&I	\$ 1,588	\$ 2,871	\$ 2,535	\$ 2,008	\$ 2,967	\$ 3,439	\$ 2,328	\$ 2,659	\$ 3,460	\$ 3,515

United Illuminating PMI (2018)

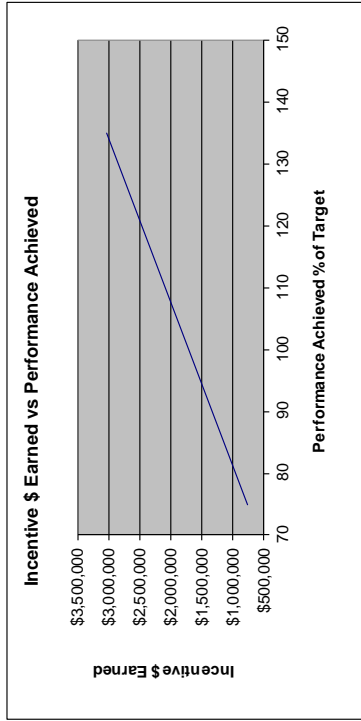
**THE UNITED ILLUMINATING COMPANY
2018 Management Incentive Performance Indicators and Incentive Matrix**

Provided below is the 2018 Incentive Matrix with Performance Indicators. The weights applied to each of the individual and sector level metrics were developed in collaboration with Energy Efficiency Board Consultants. The Utility Performance Incentive is \$1,707,516. This calculated is based on achieving 100% of all performance targets and earning a target incentive of 4.5% of EE budgets (not including EEB costs, Audit Costs or Management Incentive). Goals will be prorated based on actual over/under spend of budget. The actual incentive earned will be determined by the performance achieved in each of the Incentive Metrics identified below, based on the following Performance Index:

Performance %	Pretax Incentive	Pre-tax Incentive
75	2.0%	\$758,896
85	3.0%	\$1,138,344
95	4.0%	\$1,517,792
100	4.5%	\$1,707,516
105	5.0%	\$1,897,240
115	6.0%	\$2,276,689
125	7.0%	\$2,656,137
135	8.0%	\$3,035,585

Total Original Budget* \$37,944,809

*Does not include Incentive, ECMB costs and Audit



United Illuminating PMI (2018) cont.

SECTOR Program	Performance Indicators		Incentive Metrics		
	Incentive Metric	Target Goal	Weight	Incentive	
RESIDENTIAL All Residential Programs (Sector Level) Sector Budget	\$ 13,709,178	Residential Products & Services Lifetime kWh	66,414,874		
		Residential Products & Services kW	1,402		
		Homes Lifetime kWh	7,515,132		
		Homes kW	118		
		Home Energy Solutions Lifetime kWh	22,583,294		
		Home Energy Solutions kW	519		
		HVAC/Water Heaters Lifetime kWh	19,150,709		
		HVAC/Water Heaters kW	112		
		HES Income Eligible Lifetime kWh	27,674,452		
		HES Income Eligible kW	196		
		Residential Behavior Lifetime kWh	17,082,675		
		Residential Behavior kW	0		
		Total Residential Lifetime kWh	160,421,137		
		Total Residential kW	2,348		
		Present Value of Res Lifetime kWh	\$0.0707		
	Present Value of Res Lifetime kW @ Customer Meter	\$1,475.93			
	Total Res Lifetime kWh @ Present Value Factor	\$11,347,389			
	Total Res kW @ Present Value Factor	\$3,466,211			
	Total Electric System Benefit	\$14,813,600			
	The Net Electric System Benefit from all Res programs	\$1,104,422			
All Residential Programs (Sector Level)		Total Net Electric System Benefit	\$1,104,422		
			\$1,104,422	0.195	\$332,966

United Illuminating PMI (2018) cont.

SECTOR Program	Performance Indicators			Incentive Metrics		
	Incentive Metric	Target Goal	Weight	Incentive		
RESIDENTIAL						
Residential New Construction	\$ 799,535			Energy savings included in appropriate sector level metric		
HES	\$ 3,794,222	MMBTU per single family home for Core Service that have air sealing completed (i.e., non-barricaded homes) – based on 2017 actuals adjusted to 2018 CT PSD plus 2.0%.		Energy savings included in appropriate sector level metric		
		HES- Percentage of Unique Single Family Homes that received core services for HES that get at least one downstream add-on measure (i.e., insulation, appliances, windows, Wi-Fi Thermostats, attic opening rebate, ductless heat-pump mail in component, natural gas boiler temperature reset control, central AC and air source heat pumps). The CT Energy Efficiency Dashboard will be used for comparison for the period of January 1 to September 30 - 2018.		Increase HES savings Per Home	Achieve MMBTU in HES per Single family home savings across all fuels	\$38,419
				% of homes with Add-Ons	(15%) of the homes with add-on measures	\$38,419
HES - Income Eligible	\$ 4,027,974			Energy savings included in appropriate sector level metric		
		Expend the HES-IE Budget - Full Penalty is 5% times HES-IE Budgeted Spending. Expending 95% spending avoids the penalty. The penalty is on sliding scale from 85% to 95%. Above 85% spending, the penalty is scaled with a 10% reduction in the penalty for each one percent increase in budget spend above 85%. Annual MMBTU for electric, oil and propane measures		Expend 2018 HES-IE Budget	This is a penalty metric - 5%	
				Annual MMBTU	17,234 MMBTU	\$38,419
Time of Use Program	\$ 750,000	Number of qualified customers that switch from Rate R to Rate RT. Qualified customers are based on off-peak usage. A customer will qualify for the program if 60% of their total usage is during off-peak hours		% of Qualified Customers that are marketed to that switch to Rate RT	5% of Qualified Customers	\$38,419

United Illuminating PMI (2018) cont.

SECTOR Program	Performance Indicators		Incentive Metrics		
	Incentive Metric	Target Goal	Weight	Incentive	
COMMERCIAL & INDUSTRIAL (C/I) All C/I Programs (Sector Level) Sector Budget	18,865,744				
	\$				
	Energy Blueprint Lifetime kWh	166,129,305			
	Energy Blueprint kW	1,706			
	Energy Opportunities Lifetime kWh	236,043,596			
	Energy Opportunities kW	2,358			
	B&ES (RetroCx, BOC, RFP, PRIME)	57,637,917			
	B&ES kW	222			
	Small Business Lifetime kWh	110,367,259			
	Small Business kW	1,081			
	Total C&I Lifetime kWh	570,178,077			
	Total C&I kW	5,367			
	Present Value of C&I Lifetime kWh	\$0.0647			
Present Value of C&I Lifetime kW @ Customer Meter	\$1,933.72				
Total C&I Lifetime kWh @ Present Value Factor	\$36,917,974				
Total C&I kW @ Present Value Factor	\$10,378,545				
Total Electric System Benefit	\$47,296,519				
The Net Electric System Benefit from all C&I programs:	\$28,430,774				
Total Net Electric System Benefit from all C&I programs.	\$28,430,774				
All C/I Programs (Sector Level) Sector Budget		Total Program Benefit from all C&I programs.	0.21	\$358,578	

United Illuminating PMI (2018) cont.

SECTOR Program	Performance Indicators	Incentive Metrics			
		Incentive Metric	Target Goal	Weight	Incentive
COMMERCIAL & INDUSTRIAL (C/I) Small Business \$ 4,447,555	Develop and implement comprehensive offerings specific to Retail and a minimum of 3 targeted segments (e.g. Medical offices, Restaurants and Commercial services). Offerings will consist of a tailored combination of measure and service bundles, energy management, benchmarking and financing where appropriate (especially for high cost, long payback measures). Calculated as signed projects that included comprehensive offerings at time of offering / all signed projects (excluding rebates).		25% of signed projects	0.03	\$51,225
Energy Conscious Blueprint \$ 4,779,898	Number of new construction /major renovation projects that are more efficient than the State Energy Code and are: 30% > ASHRAE 90.1-2010, or utilize Whole Building Performance, or Net Zero Energy Projects Move towards Net Zero Energy projects which shall include renewable energy technologies such as, but not limited to, Solar PV, Solar Thermal, Fuel Cells, CHP, and Wind.		50% of signed projects	0.02	\$34,150
Energy Opportunities \$ 7,818,428	Develop and implement comprehensive offerings specific to manufacturing plus a minimum of 3 targeted segments (e.g. Retail, Education and Government). Offerings will consist of a tailored combination of measure and service bundles, technical assistance for SEM, benchmarking and financing where appropriate (especially for high cost, long payback measures). Calculated as signed projects that included comprehensive offerings at time of offering / all signed projects (excluding rebates).		30% of all signed projects.	0.03	\$51,225
Strategic Energy Management	SEM(*) signed Customer agreements may include, but not be limited to, BSC Agreements (**), Retro-Commissioning engineering study agreements, multi-year MOU's with Customers (which will outline a strategic plan for reducing consumption by a specific percentage each year along with tools and resources to be utilized such as metering, trending & reporting, Energy Star Benchmarking, Focused Study agreements, PRIME kaizen events, etc.), Clean Energy Community MOU's, packaged SEM and Customer Engagement tools and resources which already exist in the marketplace (*)SEM= "Strategic Energy Management Minimum Elements" CEE, Feb 2014. (**) BSC = Business Sustainability Challenge		20 Customers	0.02	\$34,150
All C&I Programs	Electric Savings	Electric Savings include in appropriate sector level metric			
Total Incentive \$ Residential and C&I				1.0000	\$1,707,516

STATEWIDE GAS TABLES

Combined Gas Table A1 (2016-2018)

Table A1
EVERSOURCE CT GAS, CNG & SCG
2016-2020 Natural Gas Budget

Natural Gas EE Budget	2016			2017			2018			
	Eversource CT Gas Actual Budget 12/31/16	SCG Actual Budget 12/31/16	Eversource CT Gas/CNG/SCG Combined Budget 12/31/16	Eversource CT Gas Approved Budget 03/01/17	CNG Approved Budget 03/01/17	SCG Approved Budget 03/01/17	Eversource CT Gas Proposed Budget 11/01/17	CNG Proposed Budget 11/01/17	SCG Proposed Budget 11/01/17	2018 Eversource CT Gas/CNG/SCG Combined Budget 11/01/17
RESIDENTIAL										
Residential New Construction	\$ 692,482	\$ 710,310	\$ 2,026,113	\$ 973,433	\$ 885,798	\$ 646,192	\$ 988,748	\$ 665,738	\$ 846,192	\$ 2,521,728
Home Energy Solutions - Core Services	\$ 2,952,063	\$ 2,439,315	\$ 1,477,292	\$ 2,772,878	\$ 3,411,343	\$ 1,828,512	\$ 3,010,692	\$ 3,116,021	\$ 2,396,710	\$ 8,523,423
Home Energy Solutions - H/WAC, Water Heaters	\$ 1,698,456	\$ 1,693,941	\$ 1,675,005	\$ 1,573,378	\$ 1,992,093	\$ 1,243,956	\$ 1,957,479	\$ 1,817,690	\$ 2,288,413	\$ 5,693,432
HE & Income Eligible	\$ 4,926,003	\$ 2,730,668	\$ 1,917,296	\$ 4,957,684	\$ 4,289,677	\$ 2,123,695	\$ 4,475,722	\$ 4,129,855	\$ 2,875,636	\$ 12,412,142
Residential Behavior	\$ 183,310	\$ 164,578	\$ 7,288	\$ 497,885	\$ 157,085	\$ 655,371	\$ 489,354	\$ 157,488	\$ -	\$ 646,840
Subtotal Residential	\$ 10,422,314	\$ 9,440,376	\$ 6,513,674	\$ 10,750,581	\$ 10,745,987	\$ 5,841,904	\$ 11,550,945	\$ 9,899,779	\$ 5,346,851	\$ 29,979,575
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Eminent	\$ 2,080,768	\$ 2,119,566	\$ 1,246,520	\$ 3,411,976	\$ 2,464,775	\$ 1,272,829	\$ 4,548,605	\$ 2,248,930	\$ 1,806,412	\$ 8,604,007
Total - Lost Opportunity	\$ 2,080,768	\$ 2,119,566	\$ 1,246,520	\$ 3,411,976	\$ 2,464,775	\$ 1,272,829	\$ 4,548,605	\$ 2,248,930	\$ 1,806,412	\$ 8,604,007
C&I LARGE RETROFIT										
Energy Opportunities	\$ 4,135,899	\$ 853,680	\$ 910,593	\$ 2,187,994	\$ 1,432,060	\$ 838,796	\$ 2,747,249	\$ 1,306,686	\$ 1,190,343	\$ 5,244,278
Business & Energy Sustainability (O&M, RetroC&I, ESCO)	\$ 678,102	\$ 311,665	\$ 1,059,000	\$ 483,613	\$ 728,422	\$ 213,173	\$ 536,058	\$ 664,650	\$ 302,537	\$ 1,503,246
Total - C&I Large Retrofit	\$ 4,814,001	\$ 1,165,345	\$ 6,959,172	\$ 2,681,606	\$ 2,160,482	\$ 1,051,969	\$ 3,283,307	\$ 1,971,337	\$ 1,492,880	\$ 6,747,524
Small Business	\$ 381,268	\$ 195,209	\$ 241,093	\$ 275,984	\$ 239,115	\$ 225,542	\$ 360,550	\$ 273,181	\$ 320,692	\$ 954,103
Subtotal C&I	\$ 7,276,037	\$ 3,480,120	\$ 7,222,556	\$ 6,389,566	\$ 4,864,372	\$ 2,550,280	\$ 8,192,743	\$ 4,499,507	\$ 3,619,383	\$ 16,305,633
OTHER - EDUCATION & ENGAGEMENT										
Educate the Public	\$ 214,403	\$ 200,458	\$ 129,721	\$ 181,167	\$ 186,077	\$ 168,077	\$ 149,066	\$ 169,115	\$ 188,893	\$ 588,171
Educate the Workforce	\$ 2,000,000	\$ 32,931	\$ 36,405	\$ 47,830	\$ 55,210	\$ 55,210	\$ 45,164	\$ 52,275	\$ 52,275	\$ 148,714
Educate the Students	\$ 50,119	\$ 32,931	\$ 36,405	\$ 47,830	\$ 55,210	\$ 55,210	\$ 45,164	\$ 52,275	\$ 52,275	\$ 148,714
Educate the Workforce	\$ 26,313	\$ 29,867	\$ 29,867	\$ 31,267	\$ 28,977	\$ 28,977	\$ 35,034	\$ 28,874	\$ 28,999	\$ 92,907
Subtotal Education & Engagement	\$ 519,871	\$ 356,948	\$ 1,226,571	\$ 552,264	\$ 420,264	\$ 420,264	\$ 552,264	\$ 420,264	\$ 420,264	\$ 1,392,792
OTHER - PROGRAMS/REQUIREMENTS										
Residential Loan Program (includes ECLF and OBR)	\$ 174,448	\$ 59,325	\$ 77,279	\$ 80,083	\$ 86,292	\$ 86,292	\$ 60,083	\$ 86,292	\$ 86,292	\$ 252,677
C&I Financing Support	\$ 12,879	\$ 7,500	\$ -	\$ 126,084	\$ 75,000	\$ 75,000	\$ 111,346	\$ 20,000	\$ 75,000	\$ 206,346
Research Development and Demonstration	\$ 20,897	\$ 7,500	\$ 35,497	\$ 25,000	\$ 50,000	\$ 50,000	\$ 25,000	\$ 50,000	\$ 50,000	\$ 125,000
Subtotal Programs/Requirements	\$ 207,874	\$ 99,541	\$ 64,779	\$ 231,667	\$ 211,292	\$ 211,292	\$ 216,429	\$ 156,292	\$ 211,292	\$ 584,015
Administrative										
Administrative	\$ 37,023	\$ 129,648	\$ 129,723	\$ 114,220	\$ 142,636	\$ 142,636	\$ 114,220	\$ 157,687	\$ 157,687	\$ 429,564
Marketing Plan	\$ 95,028	\$ 108,677	\$ 108,137	\$ 81,058	\$ 81,058	\$ 81,058	\$ 77,725	\$ 77,725	\$ 77,725	\$ 233,175
Planning	\$ 94,234	\$ 141,060	\$ 141,078	\$ 79,000	\$ 123,720	\$ 123,720	\$ 75,000	\$ 138,979	\$ 138,979	\$ 352,956
Evaluation Measurement and Verification	\$ 120,010	\$ 200,001	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000
Evaluation Administrator	\$ 39,278	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 60,000
Information Technology	\$ 191,801	\$ 109,469	\$ 109,469	\$ 133,333	\$ 139,291	\$ 141,915	\$ 133,333	\$ 108,991	\$ 108,991	\$ 351,316
Energy Efficiency Barriers Consultants	\$ 70,828	\$ 43,533	\$ 43,533	\$ 43,533	\$ 43,533	\$ 43,533	\$ 43,533	\$ 43,533	\$ 43,533	\$ 129,600
Performance Management Incentive (PMI)	\$ 587,469	\$ 686,760	\$ 687,237	\$ 1,361,466	\$ 719,462	\$ 719,462	\$ 950,070	\$ 704,384	\$ 597,652	\$ 2,352,116
Subtotal Other - Administrative & Planning	\$ 1,235,770	\$ 1,438,956	\$ 1,411,113	\$ 1,474,539	\$ 1,479,490	\$ 1,172,721	\$ 1,623,661	\$ 1,461,089	\$ 1,354,448	\$ 4,439,118
TOTAL	\$ 19,651,206	\$ 14,775,941	\$ 10,855,631	\$ 19,402,575	\$ 17,721,305	\$ 10,196,461	\$ 22,136,062	\$ 16,430,932	\$ 13,952,138	\$ 52,519,131

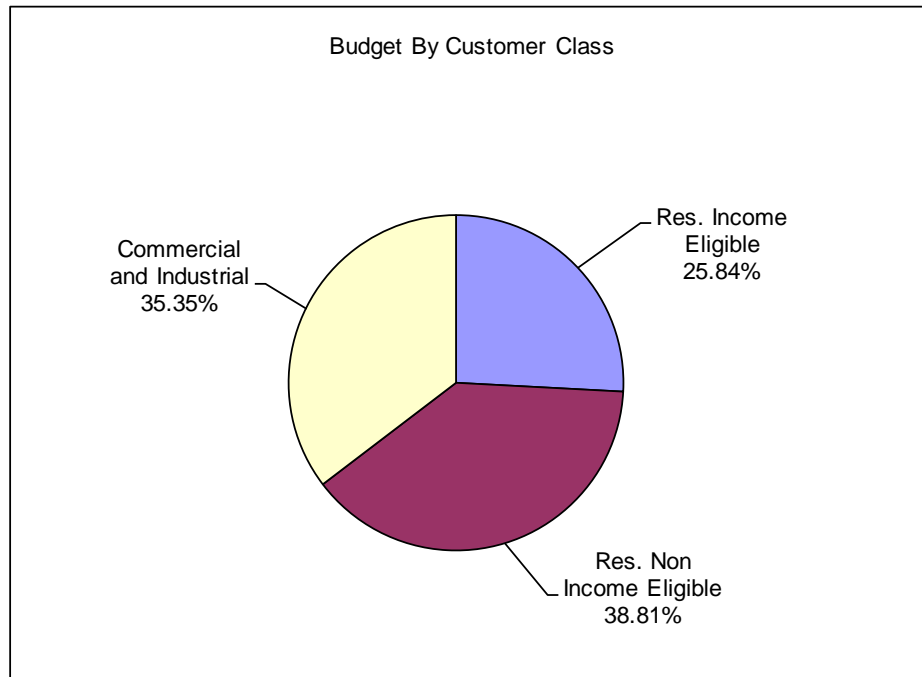
Combined Gas Table A1 (2019-2020)

Table A1
EVERSOURCE CT GAS, CNG & SCG
2016-2020 Natural Gas Budget

	2019				2020			
	Eversource CT Gas Proposed Budget 11/01/17	CNG Proposed Budget 11/01/17	SCG Proposed Budget 11/01/17	Eversource CT Gas/CNG/SCG Combined Total 11/01/17	Eversource CT Gas Proposed Budget 11/01/17	CNG Proposed Budget 11/01/17	SCG Proposed Budget 11/01/17	Eversource CT Gas/CNG/SCG Combined Total 11/01/17
Natural Gas EE Budget								
RESIDENTIAL								
Residential New Construction	\$ 1,019,236	\$ 685,798	\$ 846,192	\$ 2,551,226	\$ 1,047,200	\$ 685,798	\$ 846,192	\$ 2,579,190
Home Energy Solutions - Core Services	\$ 3,205,016	\$ 3,219,490	\$ 2,439,922	\$ 8,864,427	\$ 3,292,949	\$ 3,330,520	\$ 2,484,473	\$ 9,107,943
Home Energy Solutions - HVAC, Water Heaters	\$ 1,631,300	\$ 1,880,058	\$ 2,318,833	\$ 5,830,191	\$ 1,676,057	\$ 1,944,896	\$ 2,349,131	\$ 5,970,083
HE's Income Eligible	\$ 5,636,799	\$ 4,257,383	\$ 2,866,093	\$ 12,760,275	\$ 5,791,451	\$ 4,397,310	\$ 2,917,837	\$ 13,106,588
Residential Behavior	\$ 395,873	\$ 157,486	\$ -	\$ 553,359	\$ 406,735	\$ 157,486	\$ -	\$ 564,221
Subtotal Residential	\$ 11,888,225	\$ 10,200,214	\$ 8,471,040	\$ 30,559,479	\$ 12,214,392	\$ 10,516,010	\$ 8,597,632	\$ 31,328,034
COMMERCIAL & INDUSTRIAL								
C&I LOST OPPORTUNITY								
Energy Conscious Blueprint	\$ 4,683,543	\$ 2,326,157	\$ 1,837,652	\$ 8,847,352	\$ 4,812,042	\$ 2,406,379	\$ 1,868,664	\$ 9,087,085
Total - Lost Opportunity	\$ 4,683,543	\$ 2,326,157	\$ 1,837,652	\$ 8,847,352	\$ 4,812,042	\$ 2,406,379	\$ 1,868,664	\$ 9,087,085
C&I LARGE RETROFIT								
Energy Opportunities	\$ 2,829,098	\$ 1,351,521	\$ 1,210,929	\$ 5,391,547	\$ 2,906,717	\$ 1,398,131	\$ 1,231,364	\$ 5,536,212
Business & Energy Sustainability (O&M, RetroC&I, BSC)	\$ 552,029	\$ 687,456	\$ 307,769	\$ 1,547,254	\$ 567,174	\$ 711,164	\$ 312,963	\$ 1,591,302
Total - C&I Large Retrofit	\$ 3,381,126	\$ 2,038,977	\$ 1,518,698	\$ 6,938,801	\$ 3,473,891	\$ 2,109,295	\$ 1,544,327	\$ 7,127,514
Small Business	\$ 371,580	\$ 280,667	\$ 325,627	\$ 977,875	\$ 381,775	\$ 288,450	\$ 331,122	\$ 1,001,347
Subtotal C&I	\$ 8,436,250	\$ 4,645,801	\$ 3,681,977	\$ 16,764,028	\$ 8,667,708	\$ 4,804,124	\$ 3,744,114	\$ 17,215,946
OTHER - EDUCATION & ENGAGEMENT								
Educate the Public	\$ 190,066	\$ 189,115	\$ 188,990	\$ 568,171	\$ 190,066	\$ 189,115	\$ 188,990	\$ 568,171
Customer Engagement	\$ 282,000	\$ 150,000	\$ 150,000	\$ 582,000	\$ 282,000	\$ 150,000	\$ 150,000	\$ 582,000
Educate the Students	\$ 45,164	\$ 52,275	\$ 149,714	\$ 149,714	\$ 45,164	\$ 52,275	\$ 52,275	\$ 149,714
Educate the Workforce	\$ 35,034	\$ 28,874	\$ 28,999	\$ 92,907	\$ 35,034	\$ 28,874	\$ 28,999	\$ 92,907
Subtotal Education & Engagement	\$ 552,264	\$ 420,264	\$ 420,264	\$ 1,392,792	\$ 552,264	\$ 420,264	\$ 420,264	\$ 1,392,792
OTHER - PROGRAMS/REQUIREMENTS								
Residential Loan Program (includes ECLF and OBR)	\$ 80,083	\$ 86,292	\$ 86,292	\$ 252,667	\$ 80,083	\$ 86,292	\$ 86,292	\$ 252,667
C&I Financing Support	\$ 111,346	\$ 20,000	\$ 75,000	\$ 206,346	\$ 111,346	\$ 20,000	\$ 75,000	\$ 206,346
Research, Development, and Demonstration	\$ 25,000	\$ 50,000	\$ 50,000	\$ 125,000	\$ 25,000	\$ 50,000	\$ 50,000	\$ 125,000
Subtotal Programs/Requirements	\$ 216,429	\$ 156,292	\$ 211,292	\$ 584,013	\$ 216,429	\$ 156,292	\$ 211,292	\$ 584,013
OTHER - ADMINISTRATIVE & PLANNING								
Administration	\$ 114,220	\$ 157,667	\$ 157,667	\$ 429,554	\$ 114,220	\$ 157,667	\$ 157,667	\$ 429,554
Marketing Plan	\$ 81,058	\$ 81,058	\$ 81,058	\$ 243,174	\$ 81,058	\$ 81,058	\$ 81,058	\$ 243,174
Planning	\$ 75,000	\$ 138,979	\$ 138,979	\$ 352,958	\$ 75,000	\$ 138,979	\$ 138,979	\$ 352,958
Evaluation Measurement and Verification	\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000
Evaluation Administrator	\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000
Information Technology	\$ 133,333	\$ 108,991	\$ 108,992	\$ 351,316	\$ 133,333	\$ 108,991	\$ 108,992	\$ 351,316
Energy Efficiency Board Consultants	\$ 43,333	\$ 43,333	\$ 43,333	\$ 129,999	\$ 43,333	\$ 43,333	\$ 43,333	\$ 129,999
Audits - Financial and Operational	\$ 10,000	\$ 10,000	\$ 10,000	\$ 30,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 30,000
Performance Management Incentive (PMI)	\$ 976,355	\$ 724,917	\$ 606,207	\$ 2,307,479	\$ 1,001,448	\$ 746,252	\$ 614,700	\$ 2,362,400
Subtotal Other - Administrative & Planning	\$ 1,653,299	\$ 1,464,945	\$ 1,366,236	\$ 4,504,480	\$ 1,678,392	\$ 1,506,280	\$ 1,374,729	\$ 4,559,402
TOTAL	\$ 22,746,467	\$ 16,907,516	\$ 14,150,809	\$ 53,804,792	\$ 23,329,185	\$ 17,402,970	\$ 14,348,031	\$ 55,080,186

Combined Gas Table A1 Pie Chart (2018)

**Statewide 2018 Update Budget Analysis
Table A1 Pie Chart**



Customer Class	Budget* (\$,000)	% of Total Budget	% of Residential & C&I Budget
Res. Income Eligible	\$12,452,183	23.71%	25.84%
Res. Non Income Eligible	\$18,700,508	35.61%	38.81%
Residential Subtotal	\$31,152,691	59.32%	64.65%
Commercial and Industrial	\$17,035,496	32.44%	35.35%
C&I Subtotal	\$17,035,496	32.44%	35.35%
Residential and C&I Subtotal	\$48,188,188	91.75%	100.00%
Other Expenditures			
Other Expenditures	\$4,330,943	8.25%	
Other Expenditures Subtotal	\$4,330,943	8.25%	
TOTAL	\$52,519,131	100.00%	
ES CT Gas	\$22,136,062	42.15%	
CNG	\$16,430,932	31.29%	
SCG	\$13,952,138	26.57%	

*Please see attached Budget Allocation Table

Combined Gas Table A2 (2017-2020)

**Table A2
EVERSOURCE CT GAS, CNG & SCG
2017 - 2020 Natural Gas Revenues**

	2017	2017	2017	2017	2017	2018	2018	2018	2018
	Eversource CT Gas Revenues	CNG Revenues	SCG Revenues	Eversource CT Gas/CNG/SCG Total	Eversource CT Gas Revenues	CNG Revenues	SCG Revenues	Eversource CT Gas/CNG/SCG Total	2018 Combined Eversource CT Gas/CNG/SCG Total
Natural Gas EE Revenues									
Conservation Adjustment Mechanism (CAM)	\$ 19,252,039	\$ 15,913,615	\$ 11,615,517	\$ 46,781,171	\$ 22,136,062	\$ 16,430,932	\$ 13,952,138	\$ 52,519,131	\$ 52,519,131
Prior Period Over/(Under) Collections	\$ (1,269,912)	\$ (2,123,801)	\$ (995,341)	\$ (4,389,054)	\$ -	\$ -	\$ -	\$ -	\$ -
Prior Period Under/(Over) Budget	\$ 1,420,448	\$ 3,630,867	\$ (297,048)	\$ 4,754,267	\$ -	\$ -	\$ -	\$ -	\$ -
Estimated Interest Due to Company/Other Revenues	\$ -	\$ 300,624	\$ (126,667)	\$ 173,957	\$ -	\$ -	\$ -	\$ -	\$ -
Total Revenues	\$ 19,402,575	\$ 17,721,305	\$ 10,196,461	\$ 47,320,341	\$ 22,136,062	\$ 16,430,932	\$ 13,952,138	\$ 52,519,131	\$ 52,519,131
Natural Gas EE Revenues									
Collections (Rates)*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Conservation Adjustment Mechanism (CAM)	\$ 22,746,467	\$ 16,907,516	\$ 14,150,809	\$ 53,804,792	\$ 23,329,185	\$ 17,402,970	\$ 14,348,031	\$ 55,080,186	\$ 55,080,186
Gross Receipts Tax (GRT)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Revenues	\$ 22,746,467	\$ 16,907,516	\$ 14,150,809	\$ 53,804,792	\$ 23,329,185	\$ 17,402,970	\$ 14,348,031	\$ 55,080,186	\$ 55,080,186

All figures are net of GET and LBR. Eversource's March filing assumed decoupling in 2018. The filing now assumes decoupling in 2019. SCG assumes decoupling in 2018. CNG is currently decoupled. In 2018 and 2019, the latest sales forecast is lower than the previous sales forecast for all Companies.

EVERSOURCE GAS TABLES

Eversource Gas Table A

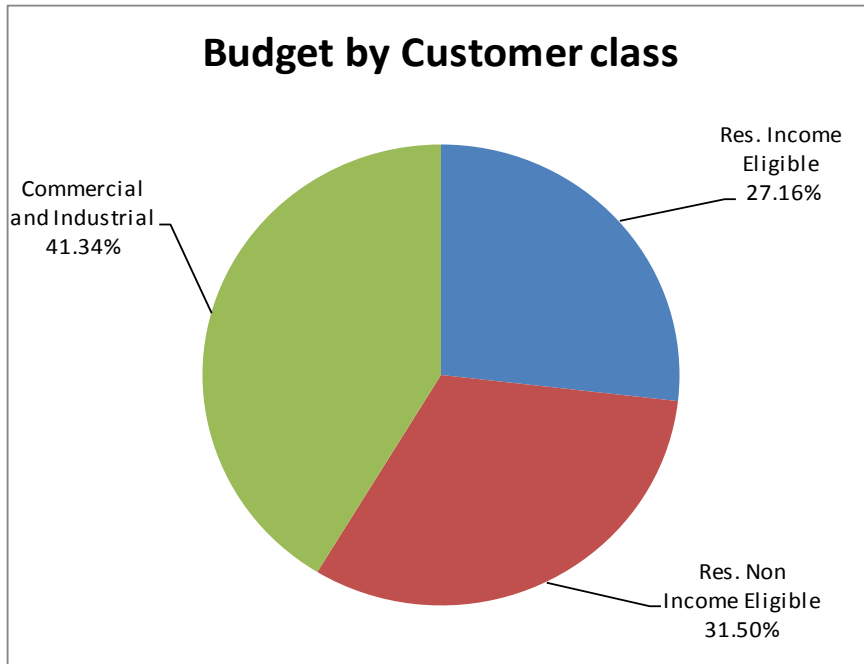
Table A
Eversource CT Gas Service Company
2016-2020 Natural Gas Conservation Budget

Eversource CT Gas EE Budget	2016 Eversource CT Gas Actual Results 12/31/2016	2017 Eversource CT Gas Approved Budget 03/01/2017	2018 Eversource CT Gas Proposed Budget 11/01/2017	2019 Eversource CT Gas Proposed Budget 11/01/2017	2020 Eversource CT Gas Proposed Budget 11/01/2017
RESIDENTIAL					
Residential New Construction	\$ 692,482	\$ 973,433	\$ 989,748	\$ 1,019,236	\$ 1,047,200
Home Energy Solutions - Core Services	\$ 2,952,063	\$ 2,772,878	\$ 3,010,692	\$ 3,205,016	\$ 3,292,949
Home Energy Solutions - HVAC, Water Heaters	\$ 1,668,456	\$ 1,573,778	\$ 1,587,429	\$ 1,631,300	\$ 1,676,057
HES Income Eligible	\$ 4,926,003	\$ 4,957,064	\$ 5,473,722	\$ 5,636,799	\$ 5,791,451
Residential Behavior	\$ 183,310	\$ 497,885	\$ 489,354	\$ 395,873	\$ 406,735
Subtotal Residential	\$ 10,422,314	\$ 10,775,038	\$ 11,550,945	\$ 11,888,225	\$ 12,214,392
COMMERCIAL & INDUSTRIAL					
C&I LOST OPPORTUNITY					
Energy Conscious Blueprint	\$ 2,080,768	\$ 3,411,976	\$ 4,548,605	\$ 4,683,543	\$ 4,812,042
Total - Lost Opportunity	\$ 2,080,768	\$ 3,411,976	\$ 4,548,605	\$ 4,683,543	\$ 4,812,042
C&I LARGE RETROFIT					
Energy Opportunities	\$ 4,135,899	\$ 2,197,994	\$ 2,747,249	\$ 2,829,098	\$ 2,906,717
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 678,102	\$ 483,613	\$ 536,058	\$ 552,029	\$ 567,174
Total - C&I Large Retrofit	\$ 4,814,001	\$ 2,681,606	\$ 3,283,307	\$ 3,381,126	\$ 3,473,891
Small Business	\$ 381,268	\$ 275,984	\$ 360,830	\$ 371,580	\$ 381,775
Subtotal C&I	\$ 7,276,037	\$ 6,369,566	\$ 8,192,743	\$ 8,436,250	\$ 8,667,708
OTHER - EDUCATION & ENGAGEMENT					
Educate the Public	\$ 214,403	\$ 191,167	\$ 190,066	\$ 190,066	\$ 190,066
Customer Engagement	\$ 229,036	\$ 282,000	\$ 282,000	\$ 282,000	\$ 282,000
Educate the Students	\$ 50,119	\$ 47,830	\$ 45,164	\$ 45,164	\$ 45,164
Educate the Workforce	\$ 26,313	\$ 31,267	\$ 35,034	\$ 35,034	\$ 35,034
Subtotal Education & Engagement	\$ 519,871	\$ 552,264	\$ 552,264	\$ 552,264	\$ 552,264
OTHER - PROGRAMS/REQUIREMENTS					
Residential Loan Program (includes ECLF and OBR)	\$ 174,448	\$ 80,083	\$ 80,083	\$ 80,083	\$ 80,083
C&I Financing Support	\$ 12,879	\$ 126,084	\$ 111,346	\$ 111,346	\$ 111,346
Research, Development and Demonstration	\$ 20,487	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000
Subtotal Programs/Requirements	\$ 207,814	\$ 231,167	\$ 216,429	\$ 216,429	\$ 216,429
OTHER - ADMINISTRATIVE & PLANNING					
Administration	\$ 37,023	\$ 114,220	\$ 114,220	\$ 114,220	\$ 114,220
Marketing Plan	\$ 95,028	\$ 81,058	\$ 77,725	\$ 81,058	\$ 81,058
Planning	\$ 94,234	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000
Evaluation Measurement and Verification	\$ 120,010	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000
Evaluation Administrator	\$ 39,278	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000
Information Technology	\$ 191,801	\$ 133,333	\$ 133,333	\$ 133,333	\$ 133,333
Energy Efficiency Board Consultants	\$ 70,328	\$ 43,333	\$ 43,333	\$ 43,333	\$ 43,333
Audits - Financial and Operational	\$ -	\$ 20,000	\$ 10,000	\$ 10,000	\$ 10,000
Performance Management Incentive (PMI)	\$ 587,469	\$ 787,595	\$ 950,070	\$ 976,355	\$ 1,001,448
Subtotal Other - Administrative & Planning	\$ 1,235,170	\$ 1,474,539	\$ 1,623,681	\$ 1,653,299	\$ 1,678,392
TOTAL	\$ 19,661,206	\$ 19,402,575	\$ 22,136,062	\$ 22,746,467	\$ 23,329,185

2016 Audit in 2017 & 2018 Financial Audits (every two years) and 2017 Management Audit (every five years)

Eversource Gas Table A Pie Chart (2018)

Eversource CT Gas 2018 Budget Analysis



Customer Class	Budget*	% of Total Budget	% of Residential & C&I Budget
Res. Income Eligible	\$5,513,763	24.91%	26.81%
Res. Non Income Eligible	\$6,553,726	29.61%	31.87%
Residential Subtotal	\$12,067,489	54.52%	58.68%
Commercial and Industrial	\$8,497,617	38.39%	41.32%
C&I Subtotal	\$8,497,617	38.39%	41.32%
Residential and C&I Subtotal	\$20,565,105	92.90%	100.00%
Other Expenditures			
Other Expenditures	\$1,570,956	7.10%	
Other Expenditures Subtotal	\$1,570,956	7.10%	
TOTAL	\$22,136,062	100.00%	

*Please see attached Budget Allocation Table

Eversource Gas Table B1 (2018)

Table B-1, Gas
Eversource Gas 2018

Program	Costs		Benefits		Benefit Cost Ratios		Quantities		Gas Savings			Gas Cost Rates			MMBtu Savings & Cost			
	Utility Cost	Total Resource Cost	Utility Benefit	Total Resource Benefit	Utility B/C Ratio	Total Resource B/C Ratio	No. of Units	Unit of Measure	Annualized Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)	Gas Cost Rate \$ per ccf Annual	Gas Cost Rate \$ per ccf Lifetime	Gas Cost Rate \$ per ccf Peak	Annual Lifetime MMBtu	Lifetime MMBtu	Utility Cost per MMBtu Annual	Utility Cost per MMBtu Lifetime
Residential																		
Home Energy Solutions	\$3,010,692	\$3,826,698	\$3,618,420	\$4,669,889	1.20	1.22	3,832	Homes	295,929	5,744,946	2,496	\$10.17	\$0.52	\$1,206	30,451	591,155	\$98.87	\$5.09
HES - HVAC	\$1,587,429	\$4,673,954	\$2,833,713	\$3,416,720	1.79	0.73	2,729	Units	224,833	4,496,416	2,084	\$7.06	\$0.35	\$762	23,135	462,681	\$68.62	\$3.43
HES - Income Eligible	\$5,473,722	\$5,473,722	\$5,462,142	\$6,870,380	1.00	1.26	5,231	Homes	452,148	8,646,999	4,174	\$12.11	\$0.63	\$1,311	46,526	889,776	\$117.65	\$6.15
New Construction	\$989,748	\$1,457,636	\$1,539,889	\$1,962,882	1.56	1.35	616	Homes	108,731	2,539,294	827	\$9.10	\$0.39	\$1,196	11,188	261,293	\$88.46	\$3.79
Behavior	\$489,354	\$489,354	\$522,891	\$557,625	1.07	1.14	95,000	Homes	200,687	605,562	644	\$2.44	\$0.81	\$760	20,651	62,312	\$23.70	\$7.85
Subtotal Residential	\$11,550,945	\$15,924,363	\$13,977,054	\$17,477,295	1.21	1.10			1,282,328	22,033,218	10,225	\$9.01	\$0.52	\$1,130	131,952	2,267,218	\$87.54	\$5.09
Commercial & Industrial																		
Energy Conscious Blueprint	\$4,548,605	\$6,267,068	\$7,078,546	\$8,166,693	1.56	1.30	268	Projects	705,103	10,704,987	4,336	\$6.45	\$0.42	\$1,049	72,555	1,101,543	\$62.69	\$4.13
Energy Opportunities	\$2,747,249	\$6,583,638	\$5,965,312	\$6,770,826	2.17	1.03	79	Projects	749,787	8,688,582	5,072	\$3.66	\$0.32	\$542	77,153	894,055	\$35.61	\$3.07
Small Business	\$360,830	\$652,306	\$549,328	\$626,366	1.52	0.96	68	Projects	64,183	796,106	462	\$5.62	\$0.45	\$781	6,604	81,919	\$54.63	\$4.40
BES (O&M, RCX, SEM)	\$536,058	\$1,144,701	\$1,211,223	\$1,328,260	2.26	1.16	16	Projects	234,963	1,607,480	803	\$2.28	\$0.33	\$667	24,178	165,410	\$22.17	\$3.24
Subtotal C&I	\$8,192,743	\$14,647,712	\$14,804,409	\$16,892,144	1.81	1.15			1,754,036	21,797,156	10,673	\$4.67	\$0.38	\$768	180,490	2,242,927	\$45.39	\$3.65
Subtotal Other	\$2,392,374	\$2,392,374																
Total C&LM Budget	\$22,136,062	\$32,961,449	\$28,781,464	\$34,369,440	1.30	1.04			3,036,364	43,830,373	20,898	\$7.29	\$0.51	\$1,059	312,442	4,510,145	\$70.85	\$4.91

Eversource Gas Table B2 (2018)

Resource Summary B-2

Company	Sector	Program	Total Program Cost (\$)	Program Incentive (\$)	Oil/Propane Cost (\$)	Customer Cost (\$)	Measure Quantity	Measure Life	Total Annual Net MWh	Total Lifetime Net MWh	Net Summer Net MWh	Net Winter Net MWh	Gas (ccf)	Lifetime Gas (ccf)	Net Peak Dry Gas (ccf)	Oil (Gallons)	Lifetime Oil (Gallons)	Propane (Gallons)	Lifetime Propane (Gallons)	Annual Gallons of Water (000)	Annual Tons of CO2	Annual Tons of NOx	Annual Tons of SOx	
Residential																								
Eversource Gas	Residential	Home Energy Solutions (HES)	3,010,692	2,268,220	0	816,006	3,832	19	0	0	0	0	295,029	5,746,946	2,496	0	0	0	0	3,876	1,781	1,391	0.0089	
Eversource Gas	Residential	HES- HVAC	1,587,429	1,506,476	0	3,086,524	2,729	20	0	0	0	0	224,833	4,496,416	2,084	0	0	0	0	0	1,353	1,057	0.0067	
Eversource Gas	Residential	HES- Income Eligible	5,473,722	5,328,639	0	0	5,231	19	0	0	0	0	452,448	8,646,999	4,174	0	0	0	0	5,022	2,722	2,125	0.0336	
Eversource Gas	Residential	New Construction	989,748	935,776	0	467,888	616	23	0	0	0	0	1,08,731	2,539,294	827	0	0	0	0	185	655	0.511	0.0033	
Eversource Gas	Residential	Behavior	489,354	0	0	0	95,000	3	0	0	0	0	200,697	605,562	644	0	0	0	0	0	1,208	0.94	0.0060	
		Subtotal Residential	11,500,945	10,099,111	0	4,370,418	107,409	17	0	0	0	0	1,282,328	22,093,218	10,225	0	0	0	0	9,088	7,719	6.0	0.0885	
Commercial & Industrial																								
Eversource Gas	C&I	Energy Conscious Blueprint	4,548,605	4,326,516	0	1,718,462	268	15	0	0	0	0	705,003	10,704,387	4,336	0	0	0	0	0	4,244	3,314	0.0212	
Eversource Gas	C&I	Energy Opportunities	2,747,649	2,329,371	0	3,838,389	79	12	0	0	0	0	749,787	8,088,382	5,072	0	0	0	0	0	0	4,513	3,524	0.0225
Eversource Gas	C&I	Small Business	960,830	205,472	0	291,476	68	12	0	0	0	0	94,333	795,106	462	0	0	0	0	0	0	386	0.302	0.0019
Eversource Gas	C&I	Business and Energy Sustainability	350,058	467,888	0	698,663	16	7	0	0	0	0	234,953	1,607,480	803	0	0	0	0	0	0	1,416	1,104	0.0070
		Subtotal C&I	8,192,743	7,328,265	0	6,445,969	481	12	0	0	0	0	1,724,039	21,797,151	10,673	0	0	0	0	0	30,559	8,244	0.0266	
		Subtotal Load Response	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.000		
		Subtotal Other	2,392,374	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0011		
		Total Budget	22,156,062	17,367,937	0	10,825,388	107,840	14	0	0	0	0	3,036,364	43,890,373	20,898	0	0	0	0	9,088	18,278	14,271	0.0911	

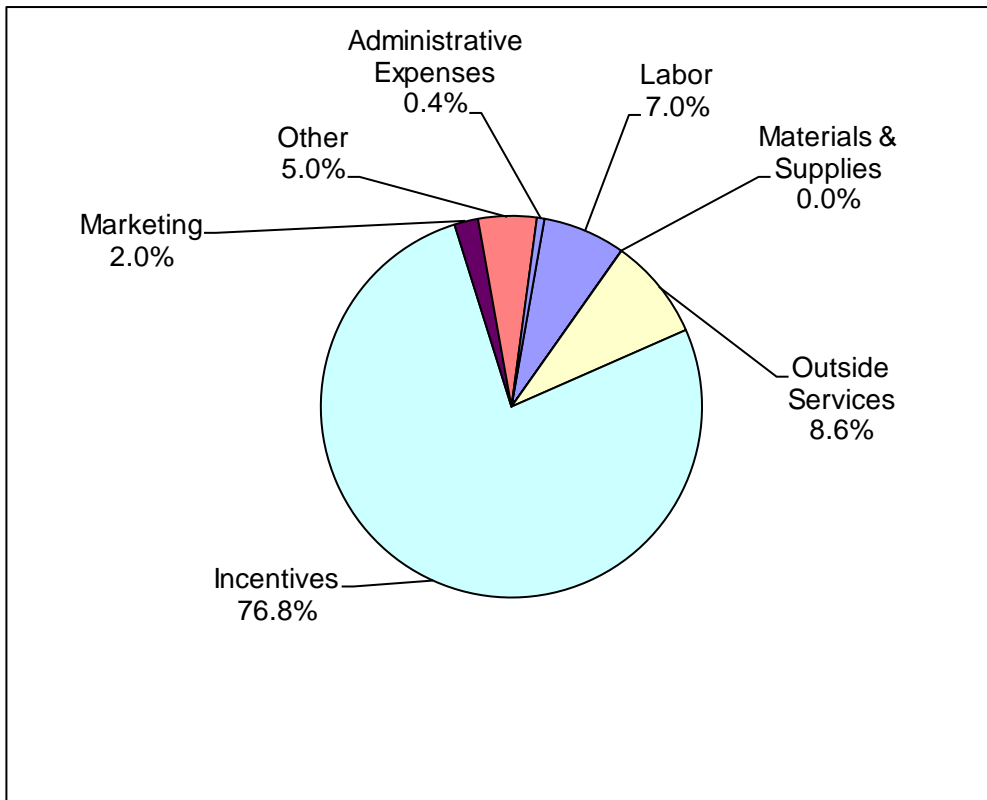
Eversource Gas Table C (2018)

Table C
Eversource CT Gas 2018 EE Budget Details

Eversource CT Gas EE BUDGET	Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
RESIDENTIAL									
Residential New Construction	\$ 16,912	\$ 100	\$ 5,960	\$ -	\$ 935,776	\$ 26,000	\$ 2,000	\$ 3,000	\$ 989,748
Home Energy Solutions - Core Services	\$ 381,134	\$ 500	\$ 198,681	\$ 13,557	\$ 2,249,820	\$ 142,000	\$ 20,000	\$ 5,000	\$ 3,010,692
Home Energy Solutions - HVAC, Water Heaters	\$ 14,771	\$ 484	\$ 60,598	\$ -	\$ 1,506,476	\$ 4,000	\$ 100	\$ 1,000	\$ 1,587,429
HES Income Eligible	\$ 347,268	\$ 500	\$ 20,354	\$ 29,316	\$ 4,977,284	\$ 88,000	\$ 3,000	\$ 8,000	\$ 5,473,722
Residential Behavior	\$ 4,499	\$ -	\$ 474,855	\$ -	\$ -	\$ 8,000	\$ 1,000	\$ 1,000	\$ 489,354
Subtotal Residential	\$ 764,584	\$ 1,584	\$ 760,448	\$ 42,873	\$ 9,669,356	\$ 268,000	\$ 26,100	\$ 18,000	\$ 11,550,945
COMMERCIAL & INDUSTRIAL									
C&I LOST OPPORTUNITY									
Energy Conscious Blueprint	\$ 117,326	\$ 500	\$ 59,075	\$ 22,956	\$ 4,318,749	\$ 28,000	\$ 1,000	\$ 1,000	\$ 4,548,605
Total - Lost Opportunity	\$ 117,326	\$ 500	\$ 59,075	\$ 22,956	\$ 4,318,749	\$ 28,000	\$ 1,000	\$ 1,000	\$ 4,548,605
C&I LARGE RETROFIT									
Energy Opportunities	\$ 295,637	\$ 500	\$ 69,538	\$ 22,320	\$ 2,329,254	\$ 22,000	\$ 6,000	\$ 2,000	\$ 2,747,249
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 10,918	\$ 100	\$ 39,736	\$ 837	\$ 467,468	\$ 15,000	\$ 1,000	\$ 1,000	\$ 536,058
Total C&I - Large Retrofit	\$ 306,555	\$ 600	\$ 109,274	\$ 23,157	\$ 2,796,721	\$ 37,000	\$ 7,000	\$ 3,000	\$ 3,283,307
Small Business	\$ 41,946	\$ 500	\$ 6,954	\$ -	\$ 205,430	\$ 38,000	\$ 1,000	\$ 67,000	\$ 360,830
Subtotal C&I	\$ 465,826	\$ 1,600	\$ 175,303	\$ 46,113	\$ 7,320,900	\$ 103,000	\$ 9,000	\$ 71,000	\$ 8,192,743
OTHER - EDUCATION & ENGAGEMENT									
Educate the Public	\$ 40,360	\$ 1,000	\$ 116,951	\$ 16,156	\$ -	\$ 2,000	\$ 12,100	\$ 1,500	\$ 190,066
Customer Engagement	\$ 46,089	\$ -	\$ 235,911	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 282,000
Educate the Students	\$ 10,729	\$ 500	\$ 31,435	\$ -	\$ -	\$ 1,000	\$ 500	\$ 1,000	\$ 45,164
Educate the Workforce	\$ 1,260	\$ -	\$ 33,774	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 35,034
Subtotal Education & Engagement	\$ 98,437	\$ 1,500	\$ 418,072	\$ 16,156	\$ -	\$ 3,000	\$ 12,600	\$ 2,500	\$ 552,264
OTHER - PROGRAMS/REQUIREMENTS									
Residential Loan Program (includes ECLF and OBR)	\$ 12,593	\$ -	\$ 67,490	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 80,083
C&I Financing Support	\$ 11,925	\$ -	\$ 13,075	\$ -	\$ -	\$ -	\$ 98,763	\$ -	\$ 111,346
Research, Development and Demonstration	\$ 11,925	\$ -	\$ 13,075	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000
Subtotal Programs/Requirements	\$ 37,111	\$ -	\$ 80,565	\$ -	\$ -	\$ -	\$ 98,763	\$ -	\$ 216,429
OTHER - ADMINISTRATIVE & PLANNING									
Administration	\$ 9,948	\$ -	\$ 54,557	\$ -	\$ -	\$ -	\$ -	\$ 49,715	\$ 114,220
Marketing Plan	\$ 5,263	\$ -	\$ -	\$ -	\$ -	\$ 72,461	\$ -	\$ -	\$ 77,725
Planning	\$ 24,053	\$ -	\$ 45,760	\$ 5,167	\$ -	\$ -	\$ -	\$ -	\$ 75,000
Evaluation Measurement and Verification	\$ -	\$ -	\$ 200,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000
Information Technology	\$ 23,649	\$ -	\$ 99,352	\$ 10,333	\$ -	\$ -	\$ -	\$ -	\$ 133,333
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 43,333	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 43,333
Audits - Financial and Operational	\$ -	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000
Performance Management Incentive (PMI)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 950,070	\$ -	\$ 950,070
Subtotal Other	\$ 62,913	\$ -	\$ 473,022	\$ 15,500	\$ -	\$ 72,461	\$ 950,070	\$ 49,715	\$ 1,623,681
TOTAL BUDGET	\$ 1,428,872	\$ 4,684	\$ 1,907,409	\$ 120,642	\$ 16,990,256	\$ 446,461	\$ 1,096,523	\$ 141,215	\$ 22,136,062

Eversource Gas Table C Pie Chart (2018)

**EVERSOURCE CT GAS
2018 Gas Conservation
Budget By Expense Class**



Expense Classes	Budget	% of Budget
Labor	\$ 1,549,514	7.0%
Materials & Supplies	\$ 4,684	0.0%
Outside Services	\$ 1,907,409	8.6%
Incentives	\$ 16,990,256	76.8%
Marketing	\$ 446,461	2.0%
Other	\$ 1,096,523	5.0%
Administrative Expenses	\$ 141,215	<u>0.6%</u>
Total	\$ 22,136,062	100.0%

Eversource Gas Table D – Expenditure (2009-2018)

Table D
Eversource CT Gas - Expenditure
Natural Gas Conservation Plan Actual/Budget

Natural Gas EE Actual/Budget	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Budget	2018 Budget
RESIDENTIAL										
Residential New Construction	\$ 314,517	\$ 439,898	\$ 769,583	\$ 267,891	\$ 193,667	\$ 677,845	\$ 764,790	\$ 692,482	\$ 973,433	\$ 989,748
Home Energy Solutions - Core Services (2016-2018)	\$ 515,716	\$ 1,311,466	\$ 1,197,146	\$ 1,637,539	\$ 1,724,523	\$ 4,493,416	\$ 3,432,631	\$ 2,952,063	\$ 2,772,878	\$ 3,010,692
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,668,456	\$ 1,573,778	\$ 1,587,429
HES Income Eligible	\$ 951,741	\$ 1,054,952	\$ 1,894,261	\$ 1,683,995	\$ 3,138,425	\$ 5,614,632	\$ 4,650,418	\$ 4,926,003	\$ 4,957,064	\$ 5,473,722
Water Heating	\$ 104,091	\$ 60,847	\$ 49,946	\$ 55,706	\$ 41,069	\$ 329,133	\$ 523,846	\$ -	\$ -	\$ -
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 183,310	\$ 497,885	\$ 489,354
Subtotal Residential	\$ 1,886,065	\$ 2,867,163	\$ 3,910,936	\$ 3,645,131	\$ 5,097,684	\$ 11,115,026	\$ 9,371,685	\$ 10,422,314	\$ 10,775,038	\$ 11,550,945
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy/Conscious Blueprint	\$ 804,505	\$ 1,001,519	\$ 2,014,498	\$ 1,247,518	\$ 1,152,025	\$ 3,034,664	\$ 2,634,533	\$ 2,080,768	\$ 3,411,976	\$ 4,548,605
Total - Lost Opportunity	\$ 804,505	\$ 1,001,519	\$ 2,014,498	\$ 1,247,518	\$ 1,152,025	\$ 3,034,664	\$ 2,634,533	\$ 2,080,768	\$ 3,411,976	\$ 4,548,605
C&I LARGE RETROFIT										
Energy/Opportunities	\$ 1,045,286	\$ 491,898	\$ 1,599,794	\$ 1,133,274	\$ 870,585	\$ 2,053,847	\$ 1,668,217	\$ 4,135,899	\$ 2,197,994	\$ 2,747,249
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 17,886	\$ 123,338	\$ 25,478	\$ 55,381	\$ 94,554	\$ 299,105	\$ 219,014	\$ 678,102	\$ 483,613	\$ 536,058
Process Retrofit Pilot	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$ 1,063,172	\$ 615,236	\$ 1,625,272	\$ 1,188,655	\$ 965,139	\$ 2,352,952	\$ 1,887,231	\$ 4,814,001	\$ 2,681,606	\$ 3,283,307
Small Business	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal C&I	\$ 1,867,677	\$ 1,616,755	\$ 3,639,770	\$ 2,501,826	\$ 2,540,008	\$ 5,606,084	\$ 4,850,839	\$ 7,276,037	\$ 6,369,566	\$ 8,192,743
OTHER - EDUCATION & ENGAGEMENT										
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 214,403	\$ 191,167	\$ 190,066
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 284,008	\$ 282,000	\$ 229,036	\$ 282,000	\$ 282,000
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,119	\$ 47,830	\$ 45,164
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 26,313	\$ 31,267	\$ 35,034
SmartLiving Center@Museums Partnership	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 165,067	\$ 83,670	\$ -	\$ -	\$ -
Clean Energy Communities / Behavior Pilot	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 49,106	\$ 184,917	\$ -	\$ -	\$ -
EE Smarts/K-12	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,790	\$ 96,470	\$ -	\$ -	\$ -
Subtotal Education & Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 506,971	\$ 647,057	\$ 519,871	\$ 552,264	\$ 552,264
OTHER - PROGRAMS/REQUIREMENTS										
Residential Loan Program (includes ECLF and OBR)	\$ 55,386	\$ 67,085	\$ 66,744	\$ 70,297	\$ 70,112	\$ 69,591	\$ 69,012	\$ 174,448	\$ 80,083	\$ 80,083
C&I Financing Support (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,879	\$ 126,084	\$ 111,346
Research, Development and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 147,774	\$ 19,154	\$ 20,487	\$ 25,000	\$ 25,000
Institute for Sustainable Energy (moved to Educate the Workforce)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 37,333	\$ 41,333	\$ -	\$ -	\$ -
ESPC Project Manager - Lead By Example	\$ -	\$ -	\$ -	\$ -	\$ 294	\$ 34,825	\$ 25,857	\$ -	\$ -	\$ -
C&I Loan Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,542	\$ -	\$ -	\$ -
EE Loan Defaults	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 27,042	\$ -	\$ -	\$ -
Subtotal Programs/Requirements	\$ 55,386	\$ 67,085	\$ 66,744	\$ 70,297	\$ 70,406	\$ 141,749	\$ 195,940	\$ 207,814	\$ 231,167	\$ 216,429
OTHER - ADMINISTRATIVE & PLANNING										
Administration	\$ -	\$ -	\$ -	\$ -	\$ 51,486	\$ 94,752	\$ 119,374	\$ 37,023	\$ 114,220	\$ 114,220
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ 8	\$ 65,930	\$ 100,263	\$ 95,028	\$ 81,058	\$ 77,725
Planning	\$ 35,323	\$ 34,581	\$ 50,197	\$ 67,396	\$ 103,533	\$ 147,774	\$ 111,082	\$ 94,234	\$ 75,000	\$ 75,000
Evaluation Measurement and Verification	\$ 48,155	\$ 27,057	\$ 257,425	\$ 126,001	\$ (17,049)	\$ 169,462	\$ 181,443	\$ -	\$ 200,000	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 34,068	\$ 31,472	\$ 39,278	\$ 20,000	\$ 20,000
Information Technology	\$ 28,126	\$ 29,679	\$ 36,337	\$ 39,953	\$ 51,196	\$ 72,683	\$ 126,557	\$ 191,801	\$ 133,333	\$ 133,333
Energy Efficiency Board Consultants	\$ 28,232	\$ 13,905	\$ 10,605	\$ 18,161	\$ 38,924	\$ 77,207	\$ 75,225	\$ 70,328	\$ 43,333	\$ 43,333
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000	\$ 10,000
Performance Management Incentive (PMI)	\$ -	\$ -	\$ -	\$ -	\$ 605,725	\$ 920,771	\$ 942,177	\$ 587,469	\$ 787,595	\$ 950,070
Subtotal Other - Administrative & Planning	\$ 139,836	\$ 105,222	\$ 354,564	\$ 251,511	\$ 833,824	\$ 1,582,648	\$ 1,687,612	\$ 1,115,160	\$ 1,474,539	\$ 1,623,681
TOTAL	\$ 3,948,964	\$ 4,656,225	\$ 7,972,014	\$ 6,468,765	\$ 8,541,922	\$ 19,953,478	\$ 16,753,133	\$ 19,541,196	\$ 19,402,575	\$ 22,136,062

Eversource Gas Table D1 – Annual Savings CCF (2009-2018)

Table D1
Eversource CT Gas - Annual Savings (CCF)
Natural Gas Conservation Plan Actual/Budget

Natural Gas EE Actual/Budget	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Budget	2018 Budget
RESIDENTIAL										
Residential New Construction	31,287	41,991	47,744	38,642	53,957	89,997	136,229	107,504	107,045	108,731
Home Energy Solutions - Core Services (2016-2018)	55,728	222,581	172,026	282,453	238,395	303,919	158,468	232,197	251,654	295,929
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	242,925	197,473	224,833
Insulation Rebate	-	-	-	-	17,015	45,588	29,764	-	-	-
HES Early Retirement Furnace Rebate	-	-	-	-	7,132	48,552	-	-	-	-
Res High Eff Natural Gas Furnace Replace Rebate	-	-	-	-	41,477	133,167	202,140	-	-	-
Window Rebate	-	-	-	-	2,516	5,078	3,226	-	-	-
Home Energy Solution (HES) - Total	55,728	222,581	172,026	282,453	306,535	536,304	393,598	475,122	449,127	520,762
HES Income Eligible	195,280	194,946	359,607	248,413	415,930	593,667	420,481	412,516	406,963	452,148
Water Heating	18,422	10,883	7,188	6,129	2,812	49,272	70,702	-	321,474	200,687
Residential Behavior	-	-	-	-	-	-	-	-	-	-
Subtotal Residential	300,717	470,401	586,545	575,637	779,234	1,269,239	1,021,010	995,142	1,284,599	1,282,328
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	112,046	287,670	359,929	327,306	259,919	505,346	774,336	458,721	531,830	705,103
Total - Lost Opportunity	112,046	287,670	359,929	327,306	259,919	505,346	774,336	458,721	531,830	705,103
C&I LARGE RETROFIT										
Energy Opportunities	639,931	205,653	404,921	255,394	481,474	614,294	459,661	826,143	599,231	749,787
Business & Energy Sustainability (O&M, RetroCx, BSC)	6,683	66,979	15,429	52,488	53,261	164,777	192,358	562,290	256,073	234,963
Total - C&I Large Retrofit	646,614	272,632	420,350	307,882	534,735	779,072	652,019	1,388,433	855,304	984,750
Small Business	-	-	-	23,495	72,422	57,987	53,878	66,201	44,247	64,183
Subtotal C&I	758,660	560,302	780,279	656,593	867,076	1,342,405	1,480,233	1,913,355	1,431,382	1,754,036
TOTAL	1,059,377	1,030,703	1,366,824	1,234,230	1,646,309	2,611,644	2,501,243	2,908,497	2,715,981	3,036,364

Eversource Gas Table D2 – Lifetime Savings CCF (2009-2018)

Table D2
Eversource CT Gas - Lifetime Savings (CCF)
Natural Gas Conservation Plan Actual/Budget

	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Budget	2018 Budget
Natural Gas EE Actual/Budget										
RESIDENTIAL										
Residential New Construction	782,194	1,049,784	1,193,609	952,273	1,171,781	2,045,134	3,271,203	2,657,738	2,499,936	2,539,294
Home Energy Solutions - Core Services (2016-2018)	1,172,933	4,768,051	3,118,836	4,870,250	4,136,193	5,536,786	2,997,099	4,397,581	4,972,139	5,744,946
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	4,945,878	3,921,609	4,496,416
Insulation Rebate	-	-	-	-	425,386	1,198,707	744,112	-	-	-
HES Early Retirement Furnace Rebate	-	-	-	-	35,662	940,461	-	-	-	-
Res High Eff Natural Gas Furnace Replace Rebate	-	-	-	-	829,533	2,615,788	4,042,806	-	-	-
Window Rebate	-	-	-	-	52,674	101,568	64,512	-	-	-
Home Energy Solution (HES) - Total	1,172,933	4,768,051	3,118,836	4,870,250	5,479,448	10,334,310	7,848,529	9,243,459	8,893,748	10,241,362
HES Income Eligible	3,534,308	2,616,614	6,081,081	3,750,072	6,590,419	11,276,075	8,697,544	7,535,882	7,770,345	8,646,999
Water Heating	368,448	217,664	143,360	84,305	56,244	944,742	1,329,986	-	-	-
Residential Behavior	-	-	-	-	-	-	-	-	861,903	605,562
Subtotal Residential	5,857,883	8,652,113	10,536,886	9,656,900	13,297,892	24,600,260	21,147,262	19,437,079	20,025,932	22,033,218
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	1,770,613	4,371,511	5,637,483	5,074,442	4,012,514	7,665,291	14,168,474	6,862,601	8,074,332	10,704,987
Total - Lost Opportunity	1,770,613	4,371,511	5,637,483	5,074,442	4,012,514	7,665,291	14,168,474	6,862,601	8,074,332	10,704,987
C&I LARGE RETROFIT										
Energy Opportunities	9,216,030	2,347,874	4,168,922	3,017,300	5,870,925	7,136,800	5,687,189	8,948,264	6,945,597	8,688,582
Business & Energy Sustainability (O&M, RetroC&I, BSC)	66,830	669,798	77,145	369,200	398,693	959,524	1,120,186	3,456,389	1,719,159	1,607,480
Total - C&I Large Retrofit	9,282,860	3,017,672	4,246,067	3,386,500	6,269,618	8,095,324	6,807,375	12,404,643	8,664,756	10,296,062
Small Business	-	-	-	290,172	835,602	693,581	738,098	771,880	548,830	796,106
Subtotal C&I	11,053,473	7,389,183	9,883,550	8,751,114	11,117,734	16,454,196	21,713,947	20,039,124	17,287,918	21,797,156
TOTAL	16,911,356	16,041,296	20,420,436	18,408,014	24,415,626	41,054,456	42,861,209	39,476,203	37,313,849	43,830,373

Eversource Gas Table D3 – Cost per Annual Savings CCF (2009-2018)

Table D3
Eversource CT Gas - Cost per Annual Savings (CCF)
Natural Gas Conservation Plan Actual/Budget

Natural Gas EE Actual/Budget	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Budget	2018 Budget
RESIDENTIAL										
Residential New Construction	\$ 10,053	\$ 10,476	\$ 16,119	\$ 6,933	\$ 3,589	\$ 7,532	\$ 5,614	\$ 6,441	\$ 9,094	\$ 9,103
Home Energy Solutions - Core Services (2016-2018)	\$ 9,254	\$ 5,892	\$ 6,959	\$ 5,798	\$ 5,626	\$ 8,378	\$ 8,721	\$ 6,213	\$ 6,174	\$ 5,781
Home Energy Solutions - HVAC - Water Heaters (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insulation Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
HES Early Retirement Furnace Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Res High Eff Natural Gas Furnace Replace Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Window Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Home Energy Solution (HES) - Total	\$ 9,254	\$ 5,892	\$ 6,959	\$ 5,798	\$ 5,626	\$ 8,378	\$ 8,721	\$ 9,725	\$ 9,678	\$ 8,830
HES Income Eligible	\$ 4,874	\$ 5,412	\$ 5,268	\$ 6,779	\$ 7,546	\$ 9,458	\$ 11,060	\$ 11,941	\$ 12,181	\$ 12,106
Water Heating	\$ 5,650	\$ 5,691	\$ 6,968	\$ 9,089	\$ 14,605	\$ 6,680	\$ 7,409	\$ -	\$ -	\$ -
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Residential	\$ 6,272	\$ 6,095	\$ 6,668	\$ 6,332	\$ 6,542	\$ 8,757	\$ 9,179	\$ 10,473	\$ 8,388	\$ 9,008
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 7,180	\$ 3,481	\$ 5,597	\$ 3,811	\$ 4,432	\$ 6,005	\$ 3,402	\$ 4,536	\$ 6,416	\$ 6,451
Total - Lost Opportunity	\$ 7,180	\$ 3,481	\$ 5,597	\$ 3,811	\$ 4,432	\$ 6,005	\$ 3,402	\$ 4,536	\$ 6,416	\$ 6,451
C&I LARGE RETROFIT										
Energy Opportunities	\$ 1,633	\$ 2,392	\$ 3,951	\$ 4,437	\$ 1,808	\$ 3,343	\$ 3,629	\$ 5,006	\$ 3,668	\$ 3,664
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 2,676	\$ 1,841	\$ 1,651	\$ 1,055	\$ 1,775	\$ 1,815	\$ 1,139	\$ 1,206	\$ 1,889	\$ 2,281
Total - C&I Large Retrofit	\$ 1,644	\$ 2,257	\$ 3,566	\$ 3,861	\$ 1,805	\$ 3,020	\$ 2,894	\$ 3,467	\$ 3,135	\$ 3,394
Small Business	\$ -	\$ -	\$ -	\$ 2,805	\$ 5,839	\$ 3,768	\$ 6,108	\$ 5,759	\$ 6,237	\$ 5,622
Subtotal C&I	\$ 2,462	\$ 2,886	\$ 4,665	\$ 3,799	\$ 2,929	\$ 4,176	\$ 3,277	\$ 3,803	\$ 4,450	\$ 4,671
TOTAL	\$ 3,728	\$ 4,518	\$ 5,833	\$ 5,241	\$ 5,189	\$ 7,257	\$ 6,698	\$ 6,719	\$ 7,144	\$ 7,290

Eversource Gas Table D4 – Cost per Lifetime Savings CCF (2009-2018)

Table D4
Eversource CT Gas - Cost per Lifetime Savings (CCF)
Natural Gas Conservation Plan Actual/Budget

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Natural Gas EE Actual/Budget	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget	Budget
RESIDENTIAL										
Residential New Construction	\$ 0.402	\$ 0.419	\$ 0.645	\$ 0.281	\$ 0.165	\$ 0.331	\$ 0.234	\$ 0.261	\$ 0.389	\$ 0.390
Home Energy Solutions - Core Services (2016-2018)	\$ 0.440	\$ 0.275	\$ 0.384	\$ 0.336	\$ 0.315	\$ 0.435	\$ 0.437	\$ 0.319	\$ 0.312	\$ 0.294
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insulation Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
HES Early Retirement Furnace Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Res High Eff Natural Gas Furnace Replace Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Window Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Home Energy Solution (HES) - Total	\$ 0.440	\$ 0.275	\$ 0.384	\$ 0.336	\$ 0.315	\$ 0.435	\$ 0.437	\$ 0.500	\$ 0.489	\$ 0.449
HES Income Eligible	\$ 0.269	\$ 0.403	\$ 0.312	\$ 0.449	\$ 0.476	\$ 0.498	\$ 0.535	\$ 0.654	\$ 0.638	\$ 0.633
Water Heating	\$ 0.283	\$ 0.280	\$ 0.348	\$ 0.661	\$ 0.730	\$ 0.348	\$ 0.394	\$ -	\$ -	\$ -
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Residential	\$ 0.322	\$ 0.331	\$ 0.371	\$ 0.377	\$ 0.383	\$ 0.452	\$ 0.443	\$ 0.536	\$ 0.538	\$ 0.524
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 0.454	\$ 0.229	\$ 0.357	\$ 0.246	\$ 0.287	\$ 0.396	\$ 0.186	\$ 0.303	\$ 0.423	\$ 0.425
Total - Lost Opportunity	\$ 0.454	\$ 0.229	\$ 0.357	\$ 0.246	\$ 0.287	\$ 0.396	\$ 0.186	\$ 0.303	\$ 0.423	\$ 0.425
C&I LARGE RETROFIT										
Energy Opportunities	\$ 0.113	\$ 0.210	\$ 0.384	\$ 0.376	\$ 0.148	\$ 0.288	\$ 0.293	\$ 0.462	\$ 0.316	\$ 0.524
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 0.268	\$ 0.184	\$ 0.330	\$ 0.150	\$ 0.237	\$ 0.312	\$ 0.196	\$ 0.196	\$ 0.281	\$ 0.333
Total - C&I Large Retrofit	\$ 0.115	\$ 0.204	\$ 0.383	\$ 0.351	\$ 0.154	\$ 0.291	\$ 0.277	\$ 0.388	\$ 0.309	\$ 0.319
Small Business	\$ -	\$ -	\$ -	\$ 0.226	\$ 0.506	\$ 0.315	\$ 0.446	\$ 0.494	\$ 0.503	\$ 0.453
Subtotal C&I	\$ 0.169	\$ 0.219	\$ 0.368	\$ 0.286	\$ 0.228	\$ 0.341	\$ 0.223	\$ 0.363	\$ 0.368	\$ 0.376
TOTAL	\$ 0.234	\$ 0.290	\$ 0.390	\$ 0.351	\$ 0.350	\$ 0.462	\$ 0.391	\$ 0.495	\$ 0.520	\$ 0.505

Eversource Gas Table D5 – Units (2009-2018)

Table D5
Eversource CT Gas - Units
Natural Gas Conservation Plan Actual/Budget

Natural Gas EE Actual/Budget	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Budget	2018 Budget
RESIDENTIAL										
Residential New Construction	326	206	235	356	634	792	138	202	607	616
Home Energy Solutions - Core Services (2016-2018)	798	2,768	1,811	3,918	2,869	3,048	1,613	2,141	2,310	3,832
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	3,350	3,040	2,729
Insulation Rebate	-	-	-	-	140	333	306	-	-	-
HES Early Retirement Furnace Rebate	-	-	-	-	34	384	-	-	-	-
Res High Eff Natural Gas Furnace Replace Rebate	-	-	-	-	247	1,334	2,108	-	-	-
Window Rebate	-	-	-	-	217	529	336	-	-	-
Home Energy Solution (HES) - Total	798	2,768	1,811	3,918	3,507	5,638	4,363	5,491	5,349	6,561
HES Income Eligible	1,932	2,497	2,347	1,579	2,052	4,070	2,978	2,205	4,714	5,231
Water Heating	303	179	128	112	54	752	1,084	-	-	-
Residential Behavior	-	-	-	-	-	-	-	-	95,000	95,000
Subtotal Residential	3,359	5,650	4,521	5,965	6,247	11,252	8,563	7,898	105,669	107,409
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	30	64	85	92	136	153	150	172	202	268
Total - Lost Opportunity	30	64	85	92	136	153	150	172	202	268
C&I LARGE RETROFIT										
Energy Opportunities	18	28	42	50	42	55	49	61	63	79
Business & Energy Sustainability (O&M, RetroCx, BSC)	1	3	1	5	4	8	11	23	17	16
Total - C&I Large Retrofit	19	31	43	55	46	63	60	84	80	95
Small Business	-	-	-	20	50	62	58	50	47	68
Subtotal C&I	49	95	128	167	232	278	268	306	329	431
TOTAL	3,408	5,745	4,649	6,132	6,479	11,530	8,831	8,204	105,998	107,840

Eversource Gas PMI (2018)

Eversource CT Gas Company

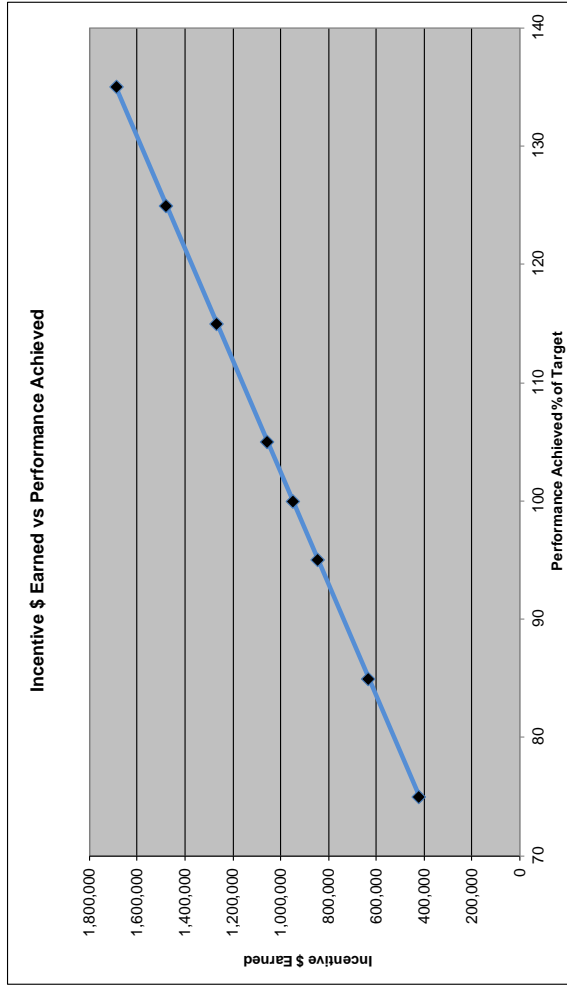
2018 Management Incentive Performance Indicators and Incentive Matrix

Eversource CT Gas and the EEB recognize that having clear indicators and metrics of performance are helpful in delivering quality programs to Connecticut consumers. The following is a table of performance and incentive metrics developed by the utilities with input from the EEB, the Board consultants and the Department. These performance and incentive metrics apply to the programs delineated in this Plan. The projected Eversource CT Gas Performance Incentive is **\$950,070** and is based on achieving **100%** of all performance targets and earning an incentive of **4.5%** of the total EE program budget of **\$21,112,659** as shown on Table A (exclusive of Energy Efficiency Board costs, Evaluation Consultant costs, Management Incentives and Audit costs). The actual earned amount will be calculated on a sliding scale based on the percent of goal achieved and the actual total expenditures, based on the following performance range:

<u>Performance % Minimum</u>	<u>Pre-tax Incentive</u>	<u>Pre-tax Incentive</u>
75	2%	\$422,253
85	3%	\$633,380
95	4%	\$844,506
100	4.5%	\$950,070
105	5%	\$1,055,633
115	6%	\$1,266,760
125	7%	\$1,477,886
135	8%	\$1,689,013
Maximum		

Incentive Basis Budget \$21,112,659

Goals will be prorated based on actual over/under spend of budget in the event actual spending is over/under 5% or more of budget.



Eversource Gas PMI (2018) cont.

SECTOR Program	Performance Indicators		Incentive Metrics				
	Program Name	LT-CCF	% (1)	Incentive Metric	Target Goal	Weight	Incentive
RESIDENTIAL							
Residential Programs (Sector Level) Sector Budget	\$11,550,945						
		Home Energy Solutions (HES): HES - HVAC HES - Income Eligible New Construction Behavior Total	5,744,946 4,496,416 8,646,999 2,539,294 605,562 22,033,218	26.07% 20.41% 39.25% 11.52% 2.75%	Sum of Gas System Benefit from Residential programs	Gas System Benefit from Residential programs	\$185,264
		Savings Rate Savings	\$0.6344 / CCF \$13,977,055				
Net Residential Gas Benefit :		Net Residential Gas Benefit :	\$2,426,110				\$185,264
Home Energy Solutions	\$4,598,121	Achieve CCF savings per single family home - based on 2017 actuals adjusted to 2018 CT PSD plus 2.0%.		CCF/home	Achieve CCF savings / single family home.	0.0600	\$57,004
HES Income Eligible	\$5,473,722	Annual CCF savings		Annual CCF Savings	452,148	0.0300	\$28,502

Eversource Gas PMI (2018) cont.

SECTOR Program	Performance Indicators		Incentive Metrics				
	Program Name	LT-CCF	% (1)	Incentive Metric	Target Goal	Weight	Incentive
COMMERCIAL & INDUSTRIAL (C&I)	\$8,192,743						
	C&I Programs (Sector Level) Sector Budget	Energy Conscious Blueprint 10,704,987 Energy Opportunities 8,688,582 Small Business 796,106 Business and Energy 1,607,480 Sustainability Total 21,797,156 Savings Rate \$0.6792 / CCF Savings \$14,804,409 (1) percent of target goal	49.11% 39.68% 3.65% 7.37%	Total Gas System Benefit from C&I programs	Gas System Benefit from C&I programs \$14,804,409	0.2100	\$199,515
Net C&I Gas System Benefit:		Net C&I Gas System Benefit: \$6,611,667			\$6,611,667	0.2100	\$199,515
Small Business	\$360,830	Develop and implement comprehensive offerings specific to Retail and a minimum of 3 targeted segments/sub-segments (e.g. Medical offices, Restaurants and Commercial services). Offerings will consist of a tailored combination of measure and service bundles, energy management and financing where appropriate (especially for high cost, long payback measures). Calculated as signed projects that included comprehensive offerings at time of offering / all signed projects (excluding rebates).		% of Gas Projects	20% of signed projects	0.0500	\$47,503
Energy Conscious Blueprint /Energy Opportunities	\$7,295,855	Develop and implement comprehensive offerings specific to Manufacturing plus a minimum of 3 targeted segments (e.g. Retail, Education and Government). Offerings will consist of a tailored combination of measures and service bundles, technical assistance for SEM, benchmarking and financing where appropriate (especially for high cost, long payback measures). Calculated as signed projects that included comprehensive offerings at time of offering / all signed projects (excluding rebates).		% of Gas Projects	25% of signed projects	0.0500	\$47,503
Total Incentive \$ Residential and C&I						1.00000	\$950,070

CONNECTICUT NATURAL GAS TABLES

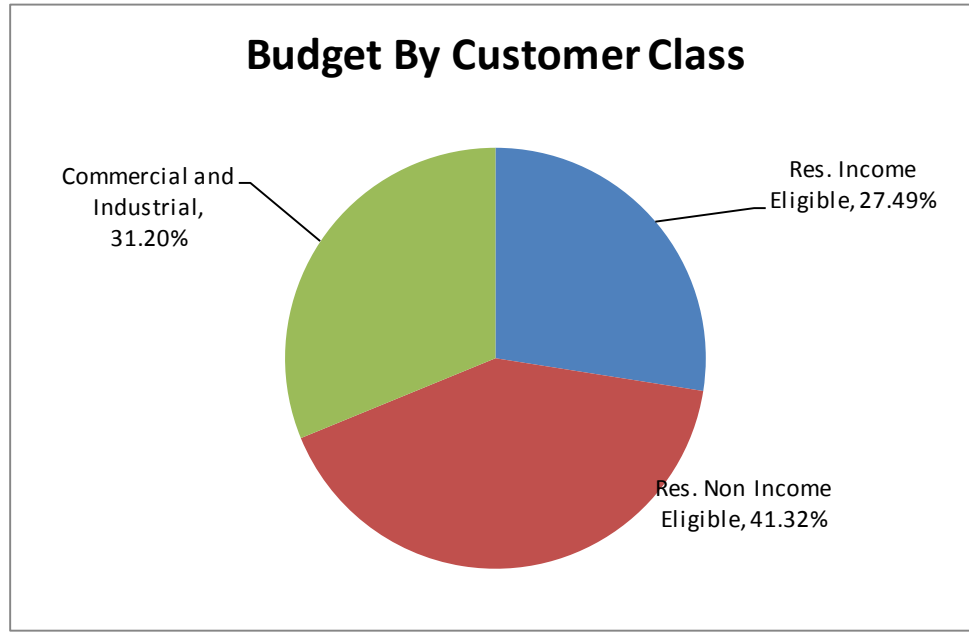
Connecticut Natural Gas Table A (2016-2020)

Table A
CNG
Proposed Natural Gas Energy Efficiency Plan Budget

Natural Gas EE Budget	12/31/2016 2016 CNG Actual Results	03/01/2017 2017 CNG Budget Update	11/01/2017 2018 CNG Budget Update	11/01/2017 2019 CNG Budget Update	11/01/2017 2020 CNG Budget Update
RESIDENTIAL					
Residential New Construction	\$ 710,310	\$ 885,798	\$ 685,798	\$ 685,798	\$ 685,798
Home Energy Solutions (HES)	\$ 2,439,315	\$ 3,411,343	\$ 3,116,021	\$ 3,219,490	\$ 3,330,520
HVAC / Water Heating	\$ 1,869,941	\$ 1,992,093	\$ 1,817,690	\$ 1,880,058	\$ 1,944,896
HES Income Eligible	\$ 4,256,235	\$ 4,299,167	\$ 4,122,785	\$ 4,257,383	\$ 4,397,310
Residential Behavior	\$ 164,575	\$ 157,486	\$ 157,486	\$ 157,486	\$ 157,486
Subtotal Residential	\$ 9,440,376	\$ 10,745,887	\$ 9,899,779	\$ 10,200,214	\$ 10,516,010
COMMERCIAL & INDUSTRIAL					
C&I LOST OPPORTUNITY					
Energy Conscious Blueprint	\$ 2,119,566	\$ 2,464,775	\$ 2,248,990	\$ 2,326,157	\$ 2,406,379
Total - Lost Opportunity	\$ 2,119,566	\$ 2,464,775	\$ 2,248,990	\$ 2,326,157	\$ 2,406,379
C&I LARGE RETROFIT					
Energy Opportunities	\$ 853,680	\$ 1,432,060	\$ 1,306,686	\$ 1,351,521	\$ 1,398,131
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 311,665	\$ 728,422	\$ 664,650	\$ 687,456	\$ 711,164
Total - C&I Large Retrofit	\$ 1,165,345	\$ 2,160,482	\$ 1,971,337	\$ 2,038,977	\$ 2,109,295
Small Business	\$ 195,209	\$ 239,115	\$ 273,181	\$ 280,667	\$ 288,450
Subtotal C&I	\$ 3,480,120	\$ 4,864,372	\$ 4,493,507	\$ 4,645,801	\$ 4,804,124
OTHER - Education					
Educate the Public	\$ 200,458	\$ 186,077	\$ 189,115	\$ 189,115	\$ 189,115
Customer Engagement	\$ 93,698	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000
Educate the Students	\$ 32,931	\$ 55,210	\$ 52,275	\$ 52,275	\$ 52,275
Educate the Workforce	\$ 29,861	\$ 28,977	\$ 28,874	\$ 28,874	\$ 28,874
Subtotal Education	\$ 356,948	\$ 420,264	\$ 420,264	\$ 420,264	\$ 420,264
OTHER - PROGRAMS/REQUIREMENTS					
Financing Support - Residential	\$ 59,325	\$ 86,292	\$ 86,292	\$ 86,292	\$ 86,292
Financing Support - C&I	\$ (7,284)	\$ 75,000	\$ 20,000	\$ 20,000	\$ 20,000
Research, Development and Demonstration	\$ 7,500	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Subtotal Programs/Requirements	\$ 59,541	\$ 211,292	\$ 156,292	\$ 156,292	\$ 156,292
OTHER - ADMINISTRATIVE & PLANNING					
Administration	\$ 129,636	\$ 142,626	\$ 157,667	\$ 157,667	\$ 157,667
Marketing Plan	\$ 108,677	\$ 81,058	\$ 77,725	\$ 81,058	\$ 81,058
Planning	\$ 141,080	\$ 123,720	\$ 138,979	\$ 138,979	\$ 138,979
Evaluation Measurement and Verification	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000
Evaluation Administrator	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000
Information Technology	\$ 109,469	\$ 139,291	\$ 108,991	\$ 108,991	\$ 108,991
Energy Efficiency Board Consultants	\$ 43,333	\$ 43,333	\$ 43,333	\$ 43,333	\$ 43,333
Audits - Financial and Operational	\$ -	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Performance Management Incentive	\$ 686,760	\$ 719,462	\$ 704,394	\$ 724,917	\$ 746,252
Subtotal Other - Administrative & Planning	\$ 1,438,955	\$ 1,479,490	\$ 1,461,089	\$ 1,484,945	\$ 1,506,280
TOTAL	\$ 14,775,940	\$ 17,721,305	\$ 16,430,932	\$ 16,907,516	\$ 17,402,970

Connecticut Natural Gas Table A Pie Chart (2018)

CNG 2018 Budget Analysis



Customer Class	Budget*	% of Total Conservation Budget	% of Residential & C&I Budget
Res. Income Eligible	\$4,122,785	25.09%	27.49%
Res. Non Income Eligible	\$6,196,281	37.71%	41.32%
Residential Subtotal	\$10,319,066	62.80%	68.80%
Commercial and Industrial	\$4,678,502	28.47%	31.20%
C&I Subtotal	\$4,678,502	28.47%	31.20%
Residential and C&I Subtotal	\$14,997,567	91.28%	100.00%
Other Expenditures			
Other Expenditures	\$1,433,364	8.72%	
Other Expenditures Subtotal	\$1,433,364	8.72%	
TOTAL	\$16,430,932	100.00%	

*Please see attached Budget Allocation Table

Connecticut Natural Gas Table B (2018)

Table B

2018 COMPARISON OF ENERGY EFFICIENCY PROGRAMS

Program	Utility Costs	Total Resource Cost	Utility Benefit	Total Resource Benefit	Utility B/C Ratio	Total Resource B/C Ratio	Goals/ # Units	Units of Measure
RESIDENTIAL								
CNG HES Income Eligible	\$ 4,122,785	\$ 4,122,785	\$ 4,611,598	\$ 10,492,760	1.12	2.55	4,261	Homes
SCG HES Income Eligible	\$ 2,815,636	\$ 2,813,970	\$ 3,029,423	\$ 6,860,805	1.08	2.44	2,206	Homes
Sub Total HES Income Eligible	\$ 6,938,420	\$ 6,936,754	\$ 7,641,021	\$ 17,353,565	1.10	2.50	6,467	Homes
CNG Home Energy Solutions	\$ 3,116,021	\$ 3,705,492	\$ 3,555,953	\$ 8,455,921	1.14	2.28	2,950	Homes
SCG Home Energy Solutions	\$ 2,396,710	\$ 2,957,726	\$ 3,252,790	\$ 7,632,413	1.36	2.58	2,326	Homes
Sub Total Home Energy Solutions	\$ 5,512,731	\$ 6,663,217	\$ 6,808,743	\$ 16,088,334	1.24	2.41	5,275	Homes
CNG HVAC / Water Heating	\$ 1,817,690	\$ 3,959,874	\$ 2,900,754	\$ 8,379,780	1.60	2.12	2,832	HVAC Rebated
SCG HVAC / Water Heating	\$ 2,288,313	\$ 5,016,934	\$ 4,217,602	\$ 12,194,778	1.84	2.43	4,165	HVAC Rebated
Sub Total HVAC / Water Heating	\$ 4,106,003	\$ 8,976,808	\$ 7,118,356	\$ 20,574,558	1.73	2.29	6,997	HVAC
CNG Residential Behavior	\$ 157,486	\$ 157,486	\$ 548,131	\$ 548,131	3.48	3.48	95,679	Units
Sub Total Residential Behavior	\$ 157,486	\$ 157,486	\$ 548,131	\$ 548,131	3.48		95,679	
CNG New Construction	\$ 685,798	\$ 1,321,496	\$ 1,493,991	\$ 1,493,991	2.18	1.13	326	Homes
SCG New Construction	\$ 846,192	\$ 1,645,745	\$ 1,228,222	\$ 1,228,222	1.45	0.75	404	Homes
Sub Total New Construction	\$ 1,531,990	\$ 2,967,241	\$ 2,722,213	\$ 2,722,213	1.78	0.92	730	Homes
Subtotal Residential	\$ 18,246,630	\$ 25,701,506	\$ 24,838,465	\$ 57,286,801	1.36	2.23	115,148	Homes/ Units
Commercial and Industrial C&I Lost Opportunity								
CNG Energy Conscious Blueprint	\$ 2,248,990	\$ 6,432,557	\$ 3,476,620	\$ 3,476,620	1.55	0.54	203	Projects
SCG Energy Conscious Blueprint	\$ 1,806,412	\$ 5,625,362	\$ 2,726,447	\$ 2,726,447	1.51	0.48	139	Projects
Sub Total Lost Opportunity	\$ 4,055,401	\$ 12,057,919	\$ 6,203,066	\$ 6,203,066	1.53	0.51	342	Projects
Commercial and Industrial Large Retrofit								
CNG Energy Opportunities	\$ 1,306,686	\$ 3,144,955	\$ 3,421,449	\$ 3,421,449	2.62	1.09	41	Projects
SCG Energy Opportunities	\$ 1,190,343	\$ 2,931,407	\$ 3,543,451	\$ 3,543,451	2.98	1.21	42	Projects
Sub Total Energy Opportunities	\$ 2,497,029	\$ 6,076,362	\$ 6,964,900	\$ 6,964,900	2.79	1.15	83	Projects
CNG Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 664,650	\$ 1,412,297	\$ 2,370,783	\$ 2,370,783	3.57	1.68	80	Projects
SCG Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 302,537	\$ 774,365	\$ 1,071,343	\$ 1,071,343	3.54	1.38	38	Projects
Sub Total O&M	\$ 967,188	\$ 2,186,662	\$ 3,442,126	\$ 3,442,126	3.56	1.57	118	Projects
CNG Small Business	\$ 273,181	\$ 928,693	\$ 554,261	\$ 554,261	2.03	0.60	53	Projects
SCG Small Business	\$ 320,092	\$ 1,490,393	\$ 997,992	\$ 997,992	3.12	0.67	94	Projects
Sub Total Small Business	\$ 593,273	\$ 2,419,085	\$ 1,552,253	\$ 1,552,253	2.62	0.64	147	Projects
Subtotal Commercial & Industrial	\$ 8,112,891	\$ 22,740,028	\$ 18,162,346	\$ 18,162,346	2.24	0.80	690	Projects
OTHER								
CNG Other Programs / Requirements	\$ 156,292							
SCG Other Programs / Requirements	\$ 211,292							
Sub Total	\$ 367,584							
CNG Other Education, Administrative & Planning	\$ 1,881,353							
SCG Other Education, Administrative & Planning	\$ 1,774,612							
Sub Total	\$ 3,655,965							
Subtotal Other	\$ 4,023,549							
PROGRAM SUBTOTALS								
CNG Residential	\$ 9,899,779	\$ 13,267,132	\$ 13,110,427	\$ 29,370,584				
SCG Residential	\$ 8,346,851	\$ 12,434,374	\$ 11,728,038	\$ 27,916,217				
Residential Total	\$ 18,246,630	\$ 25,701,506	\$ 24,838,465	\$ 57,286,801				
CNG C&I	\$ 4,493,507	\$ 11,918,502	\$ 9,823,112	\$ 9,823,112				
SCG C&I	\$ 3,619,383	\$ 10,821,526	\$ 8,339,233	\$ 8,339,233				
C&I Total	\$ 8,112,891	\$ 22,740,028	\$ 18,162,346	\$ 18,162,346				
CNG Other	\$ 2,037,645							
SCG Other	\$ 1,985,904							
Other Total	\$ 4,023,549	\$ -	\$ -	\$ -				
CNG TOTAL	\$ 16,430,932	\$ 25,185,634	\$ 22,933,539	\$ 39,193,696				
SCG TOTAL	\$ 13,952,138	\$ 23,255,901	\$ 20,067,271	\$ 36,255,450				
GRAND TOTAL	\$ 30,383,069	\$ 48,441,535	\$ 43,000,810	\$ 75,449,147	1.42	1.56		

Connecticut Natural Gas Table B (2018) cont.

Table B

2018 COMPARISON OF ENERGY EFFICIENCY PROGRAMS

Program	Annualized Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)	Gas Cost Rate \$ per ccf Annual	Gas Cost Rate \$ per ccf Lifetime	Gas Cost Rate \$ per ccf Peak	Annual MMBTU	Lifetime MMBTU	Utility Cost per Annual MMBTU	Utility Cost per Lifetime MMBTU
RESIDENTIAL										
CNG HES Income Eligible	361,238	7,743,026	3,292	\$ 11.41	\$ 0.53	\$ 1,252.53	37,171	796,757	\$ 110.91	\$ 5.17
SCG HES Income Eligible	233,557	5,105,209	2,149	\$ 12.06	\$ 0.55	\$ 1,309.94	24,033	525,326	\$ 117.16	\$ 5.36
Sub Total HES Income Eligible	594,795	12,848,235	5,441	\$ 11.67	\$ 0.54	\$ 1,275.21	61,204	1,322,083	\$ 113.36	\$ 5.25
CNG Home Energy Solutions	293,181	5,845,717	2,720	\$ 10.63	\$ 0.53	\$ 1,145.80	30,168	601,524	\$ 103.29	\$ 5.18
SCG Home Energy Solutions	255,948	5,415,834	2,425	\$ 9.36	\$ 0.44	\$ 988.25	26,337	557,289	\$ 91.00	\$ 4.30
Sub Total Home Energy Solutions	549,128	11,261,551	5,145	\$ 10.04	\$ 0.49	\$ 1,071.53	56,505	1,158,814	\$ 97.56	\$ 4.76
CNG HVAC / Water Heating	237,329	4,742,827	2,270	\$ 7.66	\$ 0.38	\$ 800.62	24,421	488,037	\$ 74.43	\$ 3.72
SCG HVAC / Water Heating	345,317	6,906,333	3,125	\$ 6.63	\$ 0.33	\$ 732.32	35,533	710,662	\$ 64.40	\$ 3.22
Sub Total HVAC / Water Heating	582,645	11,649,160	5,395	\$ 7.05	\$ 0.35	\$ 761.06	59,954	1,198,699	\$ 68.49	\$ 3.43
CNG Residential Behavior	275,461	581,223	-	\$ 0.57	\$ 0.27		28,345	59,808	\$ 5.56	\$ 2.63
Sub Total Residential Behavior	275,461	581,223	-	\$ 0.57	\$ 0.27		28,345	59,808	\$ 5.56	\$ 2.63
CNG New Construction	109,721	2,538,724	1,056	\$ 6.25	\$ 0.27	\$ 649.67	11,290	261,235	\$ 60.74	\$ 2.63
SCG New Construction	90,203	2,138,892	868	\$ 9.38	\$ 0.40	\$ 975.07	9,282	220,092	\$ 91.17	\$ 3.84
Sub Total New Construction	199,924	4,677,616	1,923	\$ 7.66	\$ 0.33	\$ 796.48	20,572	481,327	\$ 74.47	\$ 3.18
Subtotal Residential	2,201,954	41,017,785	17,904	\$ 8.29	\$ 0.44	\$ 1,019.12	226,581	4,220,730	\$ 80.53	\$ 4.32
Commercial and Industrial C&I Lost Opportunity										
CNG Energy Conscious Blueprint	268,907	4,271,230	3,479	\$ 8.36	\$ 0.53	\$ 646.40	27,671	439,510	\$ 81.28	\$ 5.12
SCG Energy Conscious Blueprint	210,883	3,349,599	2,712	\$ 8.57	\$ 0.54	\$ 665.96	21,700	344,674	\$ 83.25	\$ 5.24
Sub Total Lost Opportunity	479,791	7,620,829	6,192	\$ 8.45	\$ 0.53	\$ 654.97	49,370	784,183	\$ 82.14	\$ 5.17
Commercial and Industrial Large Retrofit										
CNG Energy Opportunities	325,798	3,583,474	2,390	\$ 4.01	\$ 0.36	\$ 546.79	33,525	368,740	\$ 38.98	\$ 3.54
SCG Energy Opportunities	337,415	3,711,253	2,475	\$ 3.53	\$ 0.32	\$ 480.96	34,720	381,888	\$ 34.28	\$ 3.12
Sub Total Energy Opportunities	663,212	7,294,728	4,865	\$ 3.77	\$ 0.34	\$ 513.30	68,245	750,627	\$ 36.59	\$ 3.33
CNG Business & Energy Sustainability (O&M, RetroCx, BSC)	322,201	1,651,143	2,016	\$ 2.06	\$ 0.40	\$ 329.72	33,154	169,903	\$ 20.05	\$ 3.91
SCG Business & Energy Sustainability (O&M, RetroCx, BSC)	145,601	746,142	966	\$ 2.08	\$ 0.41	\$ 313.06	14,982	76,778	\$ 20.19	\$ 3.94
Sub Total O&M	467,802	2,397,285	2,982	\$ 2.07	\$ 0.40	\$ 324.32	48,137	246,681	\$ 20.09	\$ 3.92
CNG Small Business	47,574	703,810	449	\$ 5.74	\$ 0.39	\$ 608.96	4,895	72,422	\$ 55.80	\$ 3.77
SCG Small Business	85,920	1,213,239	732	\$ 3.73	\$ 0.26	\$ 437.43	8,841	124,842	\$ 36.20	\$ 2.56
Sub Total Small Business	133,494	1,917,049	1,180	\$ 4.44	\$ 0.31	\$ 502.62	13,736	197,264	\$ 43.19	\$ 3.01
Subtotal Commercial & Industrial	1,744,298	19,229,891	15,219	\$ 4.65	\$ 0.42	\$ 533.08				
OTHER										
CNG Other Programs / Requirements										
SCG Other Programs / Requirements										
Sub Total										
CNG Other Education, Administrative & Planning										
SCG Other Education, Administrative & Planning										
Sub Total										
Subtotal Other										
PROGRAM SUBTOTALS										
CNG Residential	1,276,930	21,451,516	9,337	\$ 7.75	\$ 0.46	\$ 1,060.27	131,396	2,207,361	\$ 75.34	\$ 4.48
SCG Residential	925,024	19,566,268	8,567	\$ 9.02	\$ 0.43	\$ 974.28	95,185	2,013,369	\$ 87.69	\$ 4.15
Residential Total	2,201,954	41,017,785	17,904	\$ 8.29	\$ 0.44	\$ 1,019.12	226,581	4,220,730	\$ 80.53	\$ 4.32
CNG C&I	964,479	10,209,658	8,333	\$ 4.66	\$ 0.44	\$ 539.22	99,245	1,050,574	\$ 45.28	\$ 4.28
SCG C&I	779,819	9,020,233	6,886	\$ 4.64	\$ 0.40	\$ 525.65	80,243	928,182	\$ 45.11	\$ 3.90
C&I Total	1,744,298	19,229,891	15,219	\$ 4.65	\$ 0.42	\$ 533.08	179,488	1,978,756	\$ 45.20	\$ 4.10
CNG Other										
SCG Other										
Other Total										
CNG TOTAL	2,241,409	31,661,174	17,670	\$ 7.33	\$ 0.52	\$ 929.86	230,641	3,257,935	\$ 71.24	\$ 5.04
SCG TOTAL	1,704,843	28,586,501	15,453	\$ 8.18	\$ 0.49	\$ 902.89	175,428	2,941,551	\$ 79.53	\$ 4.74
GRAND TOTAL	3,946,252	60,247,676	33,123	\$ 7.70	\$ 0.50	\$ 917.28	406,069	6,199,486	\$ 74.82	\$ 4.90

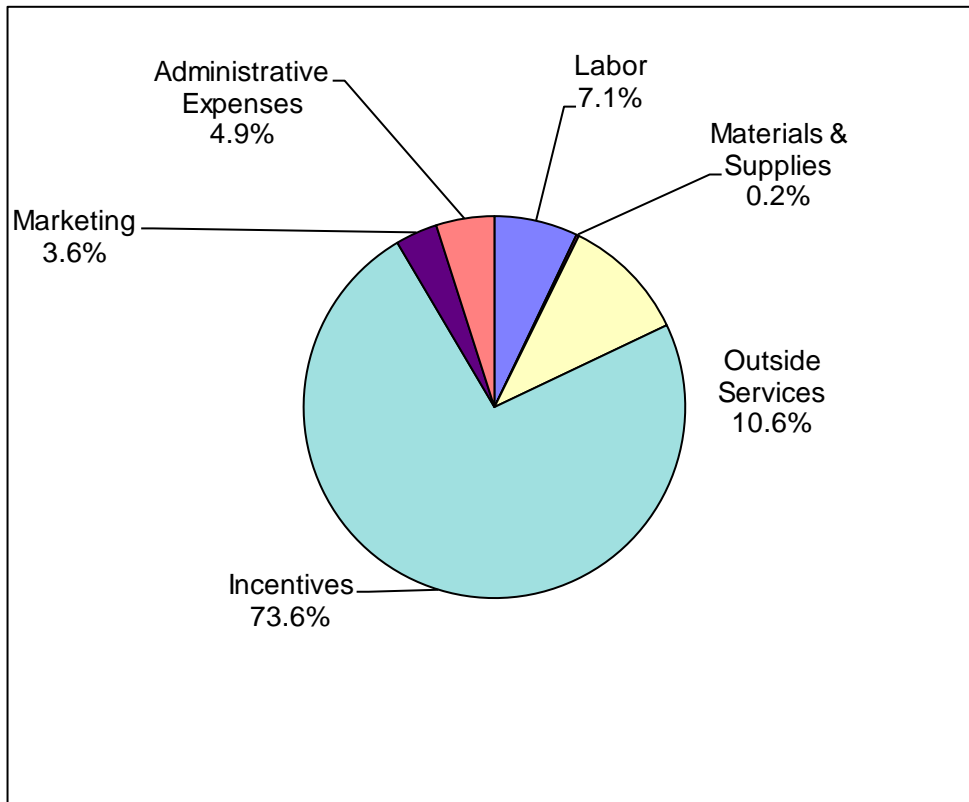
Connecticut Natural Gas Table C (2018)

Table C
CNG 2018 Budget Details

GAS ENERGY EFFICIENCY BUDGET (\$000)	Labor	Materials & Supplies	Outside Services	Incentives	Marketing	Administrative Expenses	TOTAL
RESIDENTIAL							
Residential New Construction	\$ 38,600	\$ 1,000	\$ 4,000	\$ 635,698	\$ 4,000	\$ 2,500	\$ 685,798
Home Energy Solutions (HES)	\$ 138,530	\$ 2,000	\$ 296,634	\$ 2,571,497	\$ 103,333	\$ 4,027	\$ 3,116,021
HVAC / Water Heating	\$ 52,034	\$ 6,300	\$ 138,000	\$ 1,593,356	\$ 25,000	\$ 3,000	\$ 1,817,690
HES Income Eligible	\$ 139,060	\$ 2,500	\$ 50,000	\$ 3,896,624	\$ 32,000	\$ 2,600	\$ 4,122,785
Residential Behavior	\$ 15,214	\$ -	\$ 142,272	\$ -	\$ -	\$ -	\$ 157,486
Subtotal Residential	\$ 383,439	\$ 11,800	\$ 630,906	\$ 8,697,176	\$ 164,333	\$ 12,127	\$ 9,899,780
COMMERCIAL & INDUSTRIAL LOST OPPORTUNITY							
Energy Conscious Blueprint	\$ 205,534	\$ 10,251	\$ 86,400	\$ 1,728,129	\$ 198,173	\$ 20,502	\$ 2,248,990
Subtotal C&I - Lost Opportunity	\$ 205,534	\$ 10,251	\$ 86,400	\$ 1,728,129	\$ 198,173	\$ 20,502	\$ 2,248,990
COMMERCIAL & INDUSTRIAL LARGE RETROFIT							
Energy Opportunities	\$ 159,394	\$ 5,000	\$ 29,114	\$ 963,576	\$ 144,602	\$ 5,000	\$ 1,306,686
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 27,069	\$ 5,000	\$ 45,000	\$ 530,789	\$ 49,292	\$ 7,500	\$ 664,650
Subtotal C&I - Lost Opportunity	\$ 186,463	\$ 10,000	\$ 74,114	\$ 1,494,365	\$ 193,894	\$ 12,500	\$ 1,971,336
Small Business	\$ 13,464	\$ 2,000	\$ 10,000	\$ 166,345	\$ 21,372	\$ 60,000	\$ 273,181
Subtotal C&I	\$ 405,461	\$ 22,251	\$ 170,514	\$ 3,388,839	\$ 413,439	\$ 93,002	\$ 4,493,506
OTHER - PROGRAMS/REQUIREMENTS & PLANNING							
OTHER - EDUCATION							
Educate the Public	\$ 63,524	\$ 890	\$ 119,754	\$ -	\$ 4,448	\$ 500	\$ 189,116
Customer Engagement	\$ -	\$ -	\$ 150,000	\$ -	\$ -	\$ -	\$ 150,000
Educate the Students	\$ 9,971	\$ 771	\$ 39,160	\$ -	\$ 1,800	\$ 600	\$ 52,302
Educate the Workforce	\$ 3,327	\$ 175	\$ 23,721	\$ -	\$ 1,384	\$ 240	\$ 28,847
Subtotal Education	\$ 76,822	\$ 1,836	\$ 332,635	\$ -	\$ 7,632	\$ 1,340	\$ 420,265
OTHER - PROGRAMS/REQUIREMENTS							
Financing Support - Residential	\$ -	\$ -	\$ 86,292	\$ -	\$ -	\$ -	\$ 86,292
Financing Support - C&I	\$ -	\$ -	\$ 20,000	\$ -	\$ -	\$ -	\$ 20,000
Research, Development and Demonstration	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ 50,000
Subtotal Programs/Requirements	\$ -	\$ -	\$ 156,292	\$ -	\$ -	\$ -	\$ 156,292
OTHER - ADMINISTRATIVE & PLANNING							
Administration	\$ 136,992	\$ -	\$ 20,675	\$ -	\$ -	\$ -	\$ 157,667
Marketing Plan	\$ -	\$ -	\$ 77,725	\$ -	\$ -	\$ -	\$ 77,725
Information Technology	\$ 21,670	\$ -	\$ 87,321	\$ -	\$ -	\$ -	\$ 108,991
Planning	\$ 138,979	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 138,979
Evaluation Measurement and Verification	\$ -	\$ -	\$ 200,000	\$ -	\$ -	\$ -	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ 20,000	\$ -	\$ -	\$ -	\$ 20,000
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 43,333	\$ -	\$ -	\$ -	\$ 43,333
Audits - Financial and Operational	\$ -	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ 10,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 704,394	\$ 704,394
Subtotal Other	\$ 297,641	\$ -	\$ 459,054	\$ -	\$ -	\$ 704,394	\$ 1,461,089
TOTAL BUDGET	\$ 1,163,362	\$ 35,887	\$ 1,749,401	\$ 12,086,015	\$ 585,404	\$ 810,863	\$ 16,430,933

Connecticut Natural Gas Table C Pie Chart (2018)

CNG
2018 Gas Energy Efficiency
Budget By Expense Class



Expense Classes	Budget	% of Budget
Labor	\$ 1,163,362	7.1%
Materials & Supplies	\$ 35,887	0.2%
Outside Services	\$ 1,749,401	10.6%
Incentives	\$ 12,086,015	73.6%
Marketing	\$ 585,404	3.6%
Administrative Expenses	\$ <u>810,863</u>	<u>4.9%</u>
Total	\$ 16,430,933	100.00%

Connecticut Natural Gas Table D – Projected Dollars (2009-2018)

Table D
CNG Historical and Projected \$

Expenditures \$ (000)										
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	\$ 666	\$ 805	\$ 1,035	\$ 838	\$ 904	\$ 2,912	\$ 4,513	\$ 4,256	\$ 4,299	\$ 4,123
Home Energy Solutions (HES)	\$ 520	\$ 1,368	\$ 1,518	\$ 1,548	\$ 2,014	\$ 4,584	\$ 3,342	\$ 2,439	\$ 3,411	\$ 3,116
HVAC / Water Heating	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,870	\$ 1,992	\$ 1,818
Residential New Construction	\$ 179	\$ 422	\$ 905	\$ 477	\$ 1,374	\$ 448	\$ 562	\$ 710	\$ 886	\$ 686
Residential Behavior								\$ 165	\$ 157	\$ 157
Water Heating	\$ 92	\$ 59	\$ 45	\$ 45	\$ 22	\$ 97	\$ 344			
Subtotal Residential	\$ 1,456	\$ 2,654	\$ 3,503	\$ 2,908	\$ 4,314	\$ 8,041	\$ 8,761	\$ 9,440	\$ 10,746	\$ 9,900
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	\$ 572	\$ 727	\$ 873	\$ 1,262	\$ 1,177	\$ 1,885	\$ 1,151	\$ 2,120	\$ 2,465	\$ 2,249
Total - Lost Opportunity	\$ 572	\$ 727	\$ 873	\$ 1,262	\$ 1,177	\$ 1,885	\$ 1,151	\$ 2,120	\$ 2,465	\$ 2,249
C&I LARGE RETROFIT										
Energy Opportunities	\$ 140	\$ 325	\$ 471	\$ 778	\$ 1,536	\$ 814	\$ 1,150	\$ 854	\$ 1,432	\$ 1,307
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 8	\$ 14	\$ 29	\$ 160	\$ 90	\$ 385	\$ 78	\$ 312	\$ 728	\$ 665
Process Retrofit Project										
Total - C&I Large Retrofit	\$ 148	\$ 339	\$ 500	\$ 938	\$ 1,626	\$ 1,199	\$ 1,228	\$ 1,166	\$ 2,160	\$ 1,971
Small Business	\$ -	\$ -	\$ -	\$ 51	\$ 211	\$ 199	\$ 192	\$ 195	\$ 239	\$ 273
Subtotal C&I	\$ 721	\$ 1,067	\$ 1,374	\$ 2,251	\$ 3,014	\$ 3,283	\$ 2,571	\$ 3,481	\$ 4,864	\$ 4,494
OTHER-EDUCATION										
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200	\$ 186	\$ 189
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 94	\$ 150	\$ 150
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 33	\$ 55	\$ 52
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30	\$ 29	\$ 29
Smart Living Center / Science Center	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 167	\$ 100	\$ -	\$ -	\$ -
EESmarts/K-12 Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 26	\$ 70	\$ -	\$ -	\$ -
Clean Energy Communities	\$ -	\$ -	\$ -	\$ -	\$ 6	\$ 41	\$ 57	\$ -	\$ -	\$ -
Subtotal - Education	\$ -	\$ -	\$ -	\$ -	\$ 6	\$ 234	\$ 227	\$ 357	\$ 420	\$ 420
OTHER-PROGRAMS/REQUIREMENTS										
Financing Support - Residential	\$ 44	\$ 53	\$ 53	\$ 57	\$ 56	\$ 56	\$ 77	\$ 59	\$ 86	\$ 86
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (7)	\$ 75	\$ 20
Research, Development & Demonstration	\$ -	\$ -	\$ -	\$ -	\$ 79	\$ -	\$ 7	\$ 50	\$ 50	\$ 50
Institute for Sustainable Energy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 37	\$ 41	\$ -	\$ -	\$ -
ESPC Project Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6	\$ 3	\$ -	\$ -	\$ -
C&I Loan Program	\$ -	\$ -	\$ -	\$ -	\$ 18	\$ -	\$ 9	\$ -	\$ -	\$ -
EE Loan Defaults	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Self Funding	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Funding Requests	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal - Programs/Requirements	\$ 44	\$ 53	\$ 53	\$ 57	\$ 153	\$ 99	\$ 130	\$ 59	\$ 211	\$ 156
OTHER-ADMINISTRATIVE & PLANNING										
Administration	\$ -	\$ -	\$ -	\$ -	\$ 90	\$ 130	\$ 237	\$ 130	\$ 143	\$ 158
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 97	\$ 85	\$ 109	\$ 81	\$ 78
Planning	\$ 48	\$ 21	\$ 28	\$ 234	\$ 145	\$ 99	\$ 101	\$ 141	\$ 124	\$ 139
Evaluation Measurement and Verification	\$ 15	\$ 43	\$ 18	\$ 128	\$ 36	\$ 132	\$ 231	\$ 200	\$ 200	\$ 200
Evaluation Administrator	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 26	\$ 26	\$ 20	\$ 20	\$ 20
Information Technology	\$ 48	\$ 25	\$ 31	\$ 32	\$ 49	\$ 101	\$ 141	\$ 109	\$ 139	\$ 109
Energy Efficiency Board Consultants	\$ 17	\$ 8	\$ 12	\$ 22	\$ 43	\$ 24	\$ 63	\$ 43	\$ 43	\$ 43
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10	\$ 10
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ 601	\$ 598	\$ 733	\$ 687	\$ 719	\$ 704
Subtotal - Administrative & Planning	\$ 128	\$ 97	\$ 89	\$ 417	\$ 964	\$ 1,208	\$ 1,617	\$ 1,439	\$ 1,479	\$ 1,461
TOTAL	\$ 2,349	\$ 3,871	\$ 5,019	\$ 5,633	\$ 8,450	\$ 12,865	\$ 13,306	\$ 14,776	\$ 17,721	\$ 16,431

Connecticut Natural Gas Table D1 – Projected Annual and Lifetime CCF (2009-2018)

Table D1
CNG Historical and Projected Annual and Lifetime ccf

Annual ccf (000)										
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	136	149	211	124	95	423	451	594	376	361
Home Energy Solutions (HES)	68	267	196	269	403	607	486	278	324	293
HVAC / Water Heating	-	-	-	-	-	-	-	257	250	237
Residential New Construction	28	39	35	34	74	90	49	96	146	110
Residential Behavior								89	123	275
Water Heating	16	12	14	8	1	16	44	-	-	-
Subtotal Residential	248	467	456	435	573	1,136	1,030	1,314	1,220	1,277
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	89	106	154	308	399	274	256	403	281	269
Total - Lost Opportunity	89	106	154	308	399	274	256	403	281	269
C&I LARGE RETROFIT										
Energy Opportunities	72	122	140	217	403	264	203	222	402	326
Business & Energy Sustainability (O&M, RetroCx, BSC)	-	8	34	200	91	245	133	134	478	322
Total - C&I Large Retrofit	72	130	174	417	494	509	336	356	880	648
Small Business	-	-	-	19	33	14	40	16	55	48
Subtotal C&I	161	237	328	744	926	797	632	775	1,216	964
PROGRAM SUB-TOTALS										
Residential	248	467	456	435	573	1,136	1,030	1,314	1,220	1,277
C&I	161	237	328	744	926	797	632	775	1,216	964
TOTAL	408	703	783	1,180	1,500	1,934	1,662	2,089	2,436	2,241

Lifetime ccf (000)										
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	2,161	2,062	2,752	2,500	1,612	8,285	8,660	12,047	8,055	7,743
Home Energy Solutions (HES)	1,419	5,414	3,416	4,997	7,461	12,033	9,870	5,652	6,466	5,846
HVAC / Water Heating	-	-	-	-	-	-	-	5,114	4,994	4,743
Residential New Construction	693	980	878	820	1,675	2,078	1,116	2,384	3,386	2,539
Residential Behavior								232	309	581
Water Heating	327	235	280	146	25	285	809	-	-	-
Subtotal Residential	4,599	8,691	7,325	8,463	10,773	22,681	20,455	25,430	23,211	21,452
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	1,351	1,578	2,343	4,294	6,670	4,233	4,136	6,233	4,415	4,271
Total - Lost Opportunity	1,351	1,578	2,343	4,294	6,670	4,233	4,136	6,233	4,415	4,271
C&I LARGE RETROFIT										
Energy Opportunities	832	1,439	1,483	2,094	4,517	2,793	2,476	2,331	4,411	3,583
Business & Energy Sustainability (O&M, RetroCx, BSC)	-	84	327	1,172	466	1,700	889	729	2,446	1,651
Total - C&I Large Retrofit	832	1,523	1,809	3,267	4,983	4,493	3,365	3,060	6,857	5,235
Small Business	-	-	-	193	442	217	485	181	815	704
Subtotal C&I	2,183	3,101	4,153	7,753	12,095	8,943	7,986	9,474	12,088	10,210
PROGRAM SUB-TOTALS										
Residential	4,599	8,691	7,325	8,463	10,773	22,681	20,455	25,430	23,211	21,452
C&I	2,183	3,101	4,153	7,753	12,095	8,943	7,986	9,474	12,088	10,210
TOTAL	6,782	11,792	11,478	16,216	22,868	31,624	28,441	34,904	35,299	31,661

Connecticut Natural Gas Table D2 – Projected Annual and Lifetime Cost Rates (2009-2018)

Table D2
CNG Historical and Projected Annual and Lifetime Cost Rates

Annual \$/ccf										
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	\$ 4.910	\$ 5.400	\$ 4.906	\$ 6.734	\$ 9.464	\$ 6.884	\$ 10.007	\$ 7.165	\$ 11.440	\$ 11.413
Home Energy Solutions (HES)	\$ 7.619	\$ 5.128	\$ 7.757	\$ 5.748	\$ 4.998	\$ 7.552	\$ 6.877	\$ 8.773	\$ 10.519	\$ 10.628
HVAC / Water Heating								\$ 7.276	\$ 7.972	\$ 7.659
Residential New Construction	\$ 6.459	\$ 10.766	\$ 25.790	\$ 14.046	\$ 18.663	\$ 4.978	\$ 11.469	\$ 7.396	\$ 6.052	\$ 6.250
Residential Behavior								\$ 1.854	\$ 1.278	\$ 0.572
Water Heating	\$ 5.632	\$ 5.068	\$ 3.218	\$ 5.900	\$ 17.200	\$ 6.013	\$ 7.818			
Subtotal Residential	\$ 5.876	\$ 5.687	\$ 7.687	\$ 6.680	\$ 7.523	\$ 7.077	\$ 8.506	\$ 7.184	\$ 8.811	\$ 7.753
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	\$ 6.453	\$ 6.834	\$ 5.688	\$ 4.093	\$ 2.950	\$ 6.880	\$ 4.496	\$ 5.261	\$ 8.758	\$ 8.363
Total - Lost Opportunity	\$ 6.453	\$ 6.834	\$ 5.688	\$ 4.093	\$ 2.950	\$ 6.880	\$ 4.496	\$ 5.261	\$ 8.758	\$ 8.363
C&I LARGE RETROFIT										
Energy Opportunities	\$ 1.955	\$ 2.669	\$ 3.352	\$ 3.585	\$ 3.811	\$ 3.083	\$ 5.665	\$ 3.847	\$ 3.566	\$ 4.011
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ -	\$ 1.706	\$ 0.876	\$ 0.799	\$ 0.989	\$ 1.571	\$ 0.586	\$ 2.328	\$ 1.524	\$ 2.063
Total - C&I Large Retrofit	\$ 2.066	\$ 2.608	\$ 2.875	\$ 2.250	\$ 3.291	\$ 2.356	\$ 3.655	\$ 3.275	\$ 2.456	\$ 3.042
Small Business	\$ -	\$ -	\$ -	\$ 2.676	\$ 6.337	\$ 13.808	\$ 4.800	\$ 12.188	\$ 4.339	\$ 5.742
Subtotal C&I	\$ 4.491	\$ 4.509	\$ 4.194	\$ 3.024	\$ 3.254	\$ 4.117	\$ 4.068	\$ 4.492	\$ 4.000	\$ 4.659
Lifetime \$/ccf										
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	\$ 0.308	\$ 0.390	\$ 0.376	\$ 0.335	\$ 0.561	\$ 0.351	\$ 0.521	\$ 0.353	\$ 0.534	\$ 0.532
Home Energy Solutions (HES)	\$ 0.366	\$ 0.253	\$ 0.444	\$ 0.310	\$ 0.270	\$ 0.381	\$ 0.339	\$ 0.432	\$ 0.528	\$ 0.533
HVAC / Water Heating								\$ 0.366	\$ 0.399	\$ 0.383
Residential New Construction	\$ 0.258	\$ 0.431	\$ 1.032	\$ 0.582	\$ 0.821	\$ 0.216	\$ 0.504	\$ 0.298	\$ 0.262	\$ 0.270
Residential Behavior								\$ 0.711	\$ 0.509	\$ 0.271
Water Heating	\$ 0.282	\$ 0.253	\$ 0.161	\$ 0.306	\$ 0.860	\$ 0.341	\$ 0.425			
Subtotal Residential	\$ 0.317	\$ 0.305	\$ 0.478	\$ 0.344	\$ 0.400	\$ 0.355	\$ 0.428	\$ 0.371	\$ 0.463	\$ 0.461
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	\$ 0.424	\$ 0.461	\$ 0.373	\$ 0.294	\$ 0.176	\$ 0.445	\$ 0.278	\$ 0.340	\$ 0.558	\$ 0.527
Total - Lost Opportunity	\$ 0.424	\$ 0.461	\$ 0.373	\$ 0.294	\$ 0.176	\$ 0.445	\$ 0.278	\$ 0.340	\$ 0.558	\$ 0.527
C&I LARGE RETROFIT										
Energy Opportunities	\$ 0.169	\$ 0.226	\$ 0.318	\$ 0.372	\$ 0.340	\$ 0.291	\$ 0.464	\$ 0.366	\$ 0.325	\$ 0.365
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ -	\$ 0.171	\$ 0.090	\$ 0.136	\$ 0.193	\$ 0.226	\$ 0.088	\$ 0.428	\$ 0.298	\$ 0.403
Total - C&I Large Retrofit	\$ 0.178	\$ 0.223	\$ 0.276	\$ 0.287	\$ 0.326	\$ 0.267	\$ 0.365	\$ 0.381	\$ 0.315	\$ 0.377
Small Business	\$ -	\$ -	\$ -	\$ 0.265	\$ 0.476	\$ 0.918	\$ 0.396	\$ 1.077	\$ 0.293	\$ 0.388
Subtotal C&I	\$ 0.330	\$ 0.344	\$ 0.331	\$ 0.290	\$ 0.249	\$ 0.367	\$ 0.322	\$ 0.367	\$ 0.402	\$ 0.440

Connecticut Natural Gas Table D3 – Projected Units (2009-2018)

Table D3
CNG Historical and Projected Units

		Units										
		2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	
		Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal
RESIDENTIAL												
	HES Income Eligible - Weatherization	1,492	1,428	1,720	1,112	800	3,766	4,036	5,720	4,433	4,261	
	Home Energy Solutions (HES)	1,064	3,251	1,895	2,709	4,543	4,872	3,957	2,937	3,263	2,950	
	HVAC / Water Heating	-	-	-	-	-	-	-	2,922	3,167	2,832	
	Residential New Construction	116	152	204	276	345	163	181	275	435	326	
	Residential Behavior								26,243	46,357	95,679	
	Water Heating	269	193	250	88	26	288	736	-	-	-	
	Subtotal Residential	2,941	5,024	4,069	4,185	5,714	9,089	8,910	38,097	57,655	106,048	
COMMERCIAL & INDUSTRIAL												
	Energy Conscious Blueprint	26	33	46	93	125	97	54	125	231	203	
	Total - Lost Opportunity	26	33	46	93	125	97	54	125	231	203	
C&I LARGE RETROFIT												
	Energy Opportunities	12	23	44	20	24	31	22	38	47	41	
	Business & Energy Sustainability (O&M, RetroCx, BSC)	-	1	3	9	8	19	26	12	90	80	
	Total - C&I Large Retrofit	12	24	47	29	32	50	48	50	137	121	
	Small Business	-	-	-	9	20	24	31	26	61	53	
	Subtotal C&I	38	57	93	131	177	171	133	201	429	376	
PROGRAM SUB-TOTALS												
	Residential	2,941	5,024	4,069	4,185	5,714	9,089	8,910	38,097	57,655	106,048	
	C&I	38	57	93	131	177	171	133	201	429	376	
	TOTAL	2,979	5,081	4,162	4,316	5,891	9,260	9,043	38,298	58,084	106,424	

Connecticut Natural Gas PMI (2018)

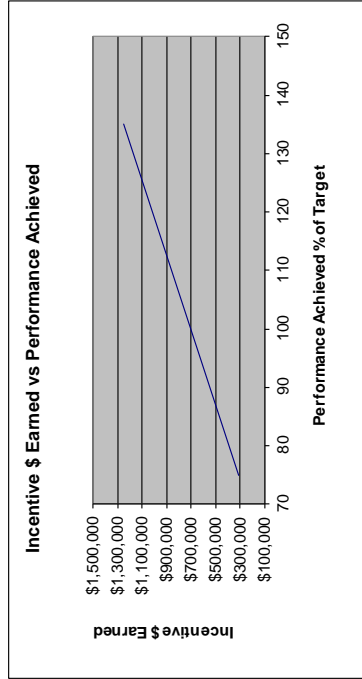
**CONNECTICUT NATURAL GAS CORPORATION
2018 Management Incentive Performance Indicators and Incentive Matrix**

Provided below is the 2018 Incentive Matrix with Performance Indicators.
 The Utility Performance Incentive is \$704,394
 This calculated is based on achieving 100% of all performance targets and earning a target incentive of 4.5% of EE budgets (not including ECMB costs, Audit Costs or Management Incentive).
 Goals will be prorated based on actual over/under spend of budget.
 The actual incentive earned will be determined by the performance achieved in each of the Incentive Metrics identified below, based on the following Performance Index:

<u>Performance %</u>	<u>Pre-tax Incentive</u>	<u>Pre-tax Incentive</u>
75	2.0%	\$313,064
85	3.0%	\$469,596
95	4.0%	\$626,128
100	4.5%	\$704,394
105	5.0%	\$782,660
115	6.0%	\$939,192
125	7.0%	\$1,095,724
135	8.0%	\$1,252,256

Total Original Budget* \$15,653,204

*Does not include Incentive, ECMB costs and Audit



Connecticut Natural Gas PMI (2018) cont.

SECTOR Program	Performance Indicators	Incentive Metrics			
		Incentive Metric	Target Goal	Weight	Incentive
Residential Program Budgets	Lifetime Savings (ccf): HES Income Eligible 7,743,026 Home Energy Solutions 5,845,717 HVAC / Water Heating 4,742,827 Residential Behavior 581,223 New Construction 2,538,724 Total Lifetime Savings (ccf) 21,451,516 Present Value Lifetime Savings (ccf) \$0.6112 Total Residential Gas Benefit: \$13,110,427	Total Gas Benefit from all Residential programs	Gas Benefit from all Residential programs \$13,110,427	0.195	\$137,357
	Net Residential Gas Benefit: \$3,210,648		\$3,210,648	0.195	\$137,357
HES	Achieve CCF savings per single family home - based on 2017 actuals adjusted to 2018 CT PSD plus 2.0%.	ccf/home	Achieve CCF savings / single family home.	0.060	\$42,264
HES-IE	Annual ccf savings	Annual ccf savings	361,238	0.030	\$21,132

Connecticut Natural Gas PMI (2018) cont.

SECTOR Program	Performance Indicators	Incentive Metrics			
		Incentive Metric	Target Goal	Weight	Incentive
C&I Program Budgets	Lifetime Savings (ccf): Energy Conscious Blueprint Energy Opportunities O&M Small Business Total Lifetime Savings (ccf) Present Value Lifetime Savings (ccf)	4,493,507 4,271,230 3,583,474 1,651,143 703,810 10,209,658 \$0,9621	Gas Benefit from all C&I programs \$9,823,112	0.210	\$147,923
	Total C&I Gas Benefit:	\$9,823,112			
	Net C&I Gas Benefit:	\$5,529,605	\$5,529,605	0.210	\$147,923
Small Business	Develop and implement comprehensive offerings specific to Retail plus a minimum of 3 targeted segments (e.g. Medical offices, Restaurants and Commercial Services). Offerings will consist of a tailored combination of measures and service bundles, energy management, benchmarking and financing where appropriate (especially for high cost, long payback measures). Calculated as signed projects that included comprehensive offerings at time of offering / all signed projects (excluding rebates).	273,181	20% of signed projects	0.050	\$35,220
Energy Blueprint / Energy Opportunities	Develop and implement comprehensive offerings specific to Manufacturing plus a minimum of 3 targeted segments (e.g. Retail, Education and Government). Offerings will consist of a tailored combination of measures and service bundles, technical assistance for SEM, benchmarking and financing where appropriate (especially for high cost, long payback measures). Calculated as signed projects that included comprehensive offerings at time of offering / all signed projects (excluding rebates).		25% of signed projects	0.050	\$35,220
Total Incentive \$ Residential and C&I				1.000	\$704,394

SOUTHERN CONNECTICUT GAS TABLES

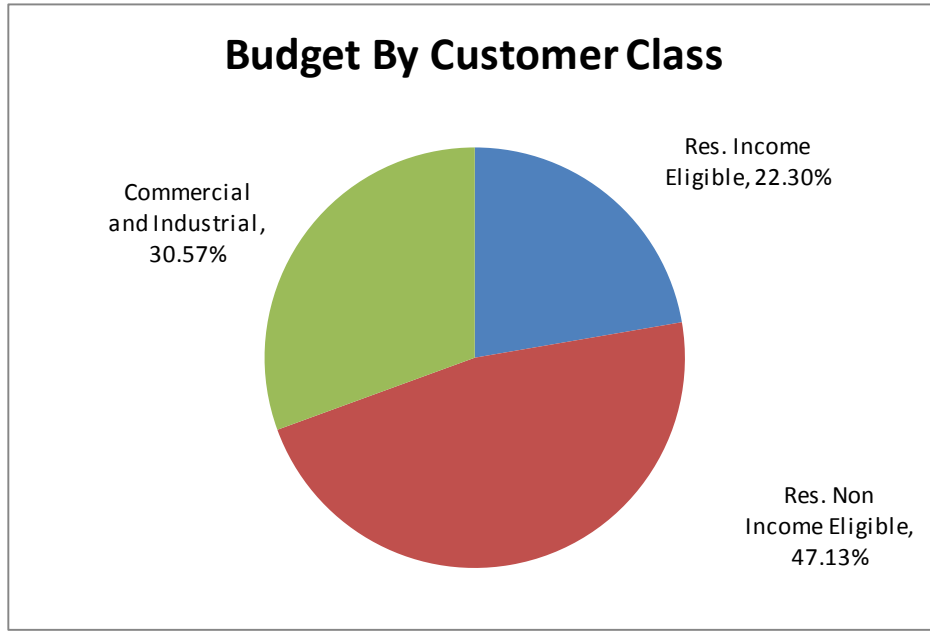
Southern Connecticut Gas Table A (2016-2020)

Table A
SCG
Proposed Natural Gas Energy Efficiency Plan Budget

Natural Gas EE Budget	12/31/2016 2016 SCG Actual Results	03/01/2017 2017 SCG Budget Update	11/01/2017 2018 SCG Budget Update	11/01/2017 2019 SCG Budget Update	11/01/2017 2020 SCG Budget Update
RESIDENTIAL					
Residential New Construction	\$ 623,321	\$ 646,192	\$ 846,192	\$ 846,192	\$ 846,192
Home Energy Solutions (HES)	\$ 1,477,392	\$ 1,828,512	\$ 2,396,710	\$ 2,439,922	\$ 2,484,473
HVAC / Water Heating	\$ 1,675,005	\$ 1,243,505	\$ 2,288,313	\$ 2,318,833	\$ 2,349,131
HES Income Eligible - Weatherization	\$ 2,730,668	\$ 2,123,695	\$ 2,815,636	\$ 2,866,093	\$ 2,917,837
Residential Behavior	\$ 7,288	\$ -	\$ -	\$ -	\$ -
Subtotal Residential	\$ 6,513,674	\$ 5,841,904	\$ 8,346,851	\$ 8,471,040	\$ 8,597,632
COMMERCIAL & INDUSTRIAL C&I LOST OPPORTUNITY					
Energy Conscious Blueprint	\$ 1,246,520	\$ 1,272,829	\$ 1,806,412	\$ 1,837,652	\$ 1,868,664
Total - Lost Opportunity	\$ 1,246,520	\$ 1,272,829	\$ 1,806,412	\$ 1,837,652	\$ 1,868,664
C&I LARGE RETROFIT					
Energy Opportunities	\$ 910,593	\$ 838,736	\$ 1,190,343	\$ 1,210,929	\$ 1,231,364
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 69,233	\$ 213,173	\$ 302,537	\$ 307,769	\$ 312,963
Total - C&I Large Retrofit	\$ 979,826	\$ 1,051,909	\$ 1,492,880	\$ 1,518,698	\$ 1,544,327
Small Business	\$ 241,093	\$ 225,542	\$ 320,092	\$ 325,627	\$ 331,122
Subtotal C&I	\$ 2,467,439	\$ 2,550,280	\$ 3,619,383	\$ 3,681,977	\$ 3,744,114
OTHER - Education					
Educate the Public	\$ 217,814	\$ 186,077	\$ 188,990	\$ 188,990	\$ 188,990
Customer Engagement	\$ 66,666	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000
Educate the Students	\$ 35,405	\$ 55,210	\$ 52,275	\$ 52,275	\$ 52,275
Educate the Workforce	\$ 29,867	\$ 28,977	\$ 28,999	\$ 28,999	\$ 28,999
Subtotal Education	\$ 349,752	\$ 420,264	\$ 420,264	\$ 420,264	\$ 420,264
OTHER - PROGRAMS/REQUIREMENTS					
Financing Support - Residential	\$ 77,279	\$ 86,292	\$ 86,292	\$ 86,292	\$ 86,292
Financing Support - C&I	\$ -	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000
Research, Development and Demonstration	\$ 7,500	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Subtotal Programs/Requirements	\$ 84,779	\$ 211,292	\$ 211,292	\$ 211,292	\$ 211,292
OTHER - ADMINISTRATIVE & PLANNING					
Administration	\$ 129,733	\$ 142,626	\$ 157,667	\$ 157,667	\$ 157,667
Marketing Plan	\$ 109,137	\$ 81,058	\$ 77,725	\$ 81,058	\$ 81,058
Planning	\$ 141,078	\$ 123,720	\$ 138,979	\$ 138,979	\$ 138,979
Evaluation Measurement and Verification	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000
Evaluation Administrator	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000
Information Technology	\$ 109,469	\$ 139,291	\$ 108,992	\$ 108,992	\$ 108,992
Energy Efficiency Board Consultants	\$ 43,333	\$ 43,333	\$ 43,333	\$ 43,333	\$ 43,333
Audits - Financial and Operational	\$ -	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Performance Management Incentive	\$ 687,237	\$ 412,693	\$ 597,652	\$ 606,207	\$ 614,700
Subtotal Other - Administrative & Planning	\$ 1,439,987	\$ 1,172,721	\$ 1,354,348	\$ 1,366,236	\$ 1,374,729
TOTAL	\$ 10,855,631	\$ 10,196,461	\$ 13,952,138	\$ 14,150,809	\$ 14,348,031

Southern Connecticut Gas Table A Pie Chart (2018)

SCG 2018 Budget Analysis



Customer Class	Budget*	% of Total Conservati on Budget	% of Residential & C&I Budget
Res. Income Eligible	\$2,815,636	20.18%	22.30%
Res. Non Income Eligible	\$5,950,501	42.65%	47.13%
Residential Subtotal	\$8,766,137	62.83%	69.43%
Commercial and Industrial	\$3,859,378	27.66%	30.57%
C&I Subtotal	\$3,859,378	27.66%	30.57%
Residential and C&I Subtotal	\$12,625,515	90.49%	100.00%
Other Expenditures			
Other Expenditures	\$1,326,623	9.51%	
Other Expenditures Subtotal	\$1,326,623	9.51%	
TOTAL	\$13,952,138	100.00%	

*Please see attached Budget Allocation Table

Southern Connecticut Gas Table B (2018)

Table B
2018 COMPARISON OF ENERGY EFFICIENCY PROGRAMS

Program	Utility Costs	Customer Cost	Total Resource Cost	Utility Benefit	Total Resource Benefit	% of Budget	Utility B/C Ratio	Total Resource B/C Ratio	Goals/ # Units	Units of Measure
RESIDENTIAL										
CNG HES Income Eligible	\$ 4,122,785	\$ -	\$ 4,122,785	\$ 4,611,598	\$ 10,492,760	25.1%	1.12	2.55	4,261	Homes
SCG HES Income Eligible	\$ 2,815,636	\$ (1,666)	\$ 2,813,970	\$ 3,029,423	\$ 6,860,805	20.2%	1.08	2.44	2,206	Homes
Sub Total HES Income Eligible	\$ 6,938,420	\$ (1,666)	\$ 6,936,754	\$ 7,641,021	\$ 17,353,565	22.8%	1.10	2.50	6,467	Homes
CNG Home Energy Solutions	\$ 3,116,021	\$ 589,471	\$ 3,705,492	\$ 3,555,953	\$ 8,455,921	19.0%	1.14	2.28	2,950	Homes
SCG Home Energy Solutions	\$ 2,396,710	\$ 561,016	\$ 2,957,726	\$ 3,252,790	\$ 7,632,413	17.2%	1.36	2.58	2,326	Homes
Sub Total Home Energy Solutions	\$ 5,512,731	\$ 1,150,487	\$ 6,663,217	\$ 6,808,743	\$ 16,088,334	18.1%	1.24	2.41	5,275	Homes
CNG HVAC / Water Heating	\$ 1,817,690	\$ 2,142,184	\$ 3,959,874	\$ 2,900,754	\$ 8,379,780	11.1%	1.60	2.12	2,832	HVAC Rebated
SCG HVAC / Water Heating	\$ 2,288,313	\$ 2,728,621	\$ 5,016,934	\$ 4,217,602	\$ 12,194,778	16.4%	1.84	2.43	4,165	HVAC Rebated
Sub Total HVAC / Water Heating	\$ 4,106,003	\$ 4,870,805	\$ 8,976,808	\$ 7,118,356	\$ 20,574,558	13.5%	1.73	2.29	6,997	HVAC
CNG Residential Behavior	\$ 157,486	\$ -	\$ 157,486	\$ 548,131	\$ 548,131	1.0%	3.48	3.48	95,679	Units
Sub Total Residential Behavior	\$ 157,486	\$ -	\$ 157,486	\$ 548,131	\$ 548,131	0.5%	3.48		95,679	
CNG New Construction	\$ 685,798	\$ 635,698	\$ 1,321,496	\$ 1,493,991	\$ 1,493,991	4.2%	2.18	1.13	326	Homes
SCG New Construction	\$ 846,192	\$ 799,553	\$ 1,645,745	\$ 1,228,222	\$ 1,228,222	6.1%	1.45	0.75	404	Homes
Sub Total New Construction	\$ 1,531,990	\$ 1,435,251	\$ 2,967,241	\$ 2,722,213	\$ 2,722,213	5.0%	1.78	0.92	730	Homes
Subtotal Residential	\$ 18,246,630	\$ 7,454,877	\$ 25,701,506	\$ 24,838,465	\$ 57,286,801	60.1%	1.36	2.23	115,148	Homes/Units
Commercial and Industrial C&I Lost Opportunity										
CNG Energy Conscious Blueprint	\$ 2,248,990	\$ 4,183,568	\$ 6,432,557	\$ 3,476,620	\$ 3,476,620	13.7%	1.55	0.54	203	Projects
SCG Energy Conscious Blueprint	\$ 1,806,412	\$ 3,818,950	\$ 5,625,362	\$ 2,726,447	\$ 2,726,447	12.9%	1.51	0.48	139	Projects
Sub Total Lost Opportunity	\$ 4,055,401	\$ 8,002,518	\$ 12,057,919	\$ 6,203,066	\$ 6,203,066	13.3%	1.53	0.51	342	Projects
Commercial and Industrial Large Retrofit										
CNG Energy Opportunities	\$ 1,306,686	\$ 1,838,269	\$ 3,144,955	\$ 3,421,449	\$ 3,421,449	8.0%	2.62	1.09	41	Projects
SCG Energy Opportunities	\$ 1,190,343	\$ 1,741,064	\$ 2,931,407	\$ 3,543,451	\$ 3,543,451	8.5%	2.98	1.21	42	Projects
Sub Total Energy Opportunities	\$ 2,497,029	\$ 3,579,333	\$ 6,076,362	\$ 6,964,900	\$ 6,964,900	8.2%	2.79	1.15	83	Projects
CNG Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 664,650	\$ 747,647	\$ 1,412,297	\$ 2,370,783	\$ 2,370,783	4.0%	3.57	1.68	80	Projects
SCG Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 302,537	\$ 471,828	\$ 774,365	\$ 1,071,343	\$ 1,071,343	2.2%	3.54	1.38	38	Projects
Sub Total O&M	\$ 967,188	\$ 1,219,475	\$ 2,186,662	\$ 3,442,126	\$ 3,442,126	3.2%	3.56	1.57	118	Projects
CNG Small Business	\$ 273,181	\$ 655,512	\$ 928,693	\$ 554,261	\$ 554,261	1.7%	2.03	0.60	53	Projects
SCG Small Business	\$ 320,092	\$ 1,170,301	\$ 1,490,393	\$ 997,992	\$ 997,992	2.3%	3.12	0.67	94	Projects
Sub Total Small Business	\$ 593,273	\$ 1,825,813	\$ 2,419,085	\$ 1,552,253	\$ 1,552,253	2.0%	2.62	0.64	147	Projects
Subtotal Commercial & Industrial	\$ 8,112,891	\$ 14,627,138	\$ 22,740,028	\$ 18,162,346	\$ 18,162,346	26.7%	2.24	0.80	690	Projects
OTHER										
CNG Other Programs / Requirements	\$ 156,292									
SCG Other Programs / Requirements	\$ 211,292									
Sub Total	\$ 367,584									
CNG Other Education, Administrative & Planning	\$ 1,881,353									
SCG Other Education, Administrative & Planning	\$ 1,774,612									
Sub Total	\$ 3,655,965									
Subtotal Other	\$ 4,023,549									
PROGRAM SUBTOTALS										
CNG Residential	\$ 9,899,779	\$ 3,367,353	\$ 13,267,132	\$ 13,110,427	\$ 29,370,584	60.3%				
SCG Residential	\$ 8,346,851	\$ 4,087,524	\$ 12,434,374	\$ 11,728,038	\$ 27,916,217	59.8%				
Residential Total	\$ 18,246,630	\$ 7,454,877	\$ 25,701,506	\$ 24,838,465	\$ 57,286,801	60.1%				
CNG C&I	\$ 4,493,507	\$ 7,424,995	\$ 11,918,502	\$ 9,823,112	\$ 9,823,112	27.3%				
SCG C&I	\$ 3,619,383	\$ 7,202,143	\$ 10,821,526	\$ 8,339,233	\$ 8,339,233	25.9%				
C&I Total	\$ 8,112,891	\$ 14,627,138	\$ 22,740,028	\$ 18,162,346	\$ 18,162,346	26.7%				
CNG Other	\$ 2,037,645					12.4%				
SCG Other	\$ 1,985,904					14.2%				
Other Total	\$ 4,023,549	\$ -	\$ -	\$ -	\$ -	13.2%				
CNG TOTAL	\$ 16,430,932	\$ 10,792,348	\$ 25,185,634	\$ 22,933,539	\$ 39,193,696	54.1%				
SCG TOTAL	\$ 13,952,138	\$ 11,289,667	\$ 23,255,901	\$ 20,067,271	\$ 36,255,450	45.9%				
GRAND TOTAL	\$ 30,383,069	\$ 22,082,014	\$ 48,441,535	\$ 43,000,810	\$ 75,449,147	100.0%	1.42	1.56		

Southern Connecticut Gas Table B (2018) cont.

Table B

2018 COMPARISON OF ENERGY EFFICIENCY PROGRAMS

Program	Annualized Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)	Gas Cost Rate \$ per ccf Annual	Gas Cost Rate \$ per ccf Lifetime	Gas Cost Rate \$ per ccf Peak	Annual MMBTU	Lifetime MMBTU	Utility Cost per Annual MMBTU	Utility Cost per Lifetime MMBTU
RESIDENTIAL										
CNG HES Income Eligible	361,238	7,743,026	3,292	\$ 11.41	\$ 0.53	\$ 1,252.53	37,171	796,757	\$ 110.91	\$ 5.17
SCG HES Income Eligible	233,557	5,105,209	2,149	\$ 12.06	\$ 0.55	\$ 1,309.94	24,033	525,326	\$ 117.16	\$ 5.36
Sub Total HES Income Eligible	594,795	12,848,235	5,441	\$ 11.67	\$ 0.54	\$ 1,275.21	61,204	1,322,083	\$ 113.36	\$ 5.25
CNG Home Energy Solutions	293,181	5,845,717	2,720	\$ 10.63	\$ 0.53	\$ 1,145.80	30,168	601,524	\$ 103.29	\$ 5.18
SCG Home Energy Solutions	255,948	5,415,834	2,425	\$ 9.36	\$ 0.44	\$ 988.25	26,337	557,289	\$ 91.00	\$ 4.30
Sub Total Home Energy Solutions	549,128	11,261,551	5,145	\$ 10.04	\$ 0.49	\$ 1,071.53	56,505	1,158,814	\$ 97.56	\$ 4.76
CNG HVAC / Water Heating	237,329	4,742,827	2,270	\$ 7.66	\$ 0.38	\$ 800.62	24,421	488,037	\$ 74.43	\$ 3.72
SCG HVAC / Water Heating	345,317	6,906,333	3,125	\$ 6.63	\$ 0.33	\$ 732.32	35,533	710,662	\$ 64.40	\$ 3.22
Sub Total HVAC / Water Heating	582,645	11,649,160	5,395	\$ 7.05	\$ 0.35	\$ 761.06	59,954	1,198,699	\$ 68.49	\$ 3.43
CNG Residential Behavior	275,461	581,223	-	\$ 0.57	\$ 0.27		28,345	59,808	\$ 5.56	\$ 2.63
Sub Total Residential Behavior	275,461	581,223	-	\$ 0.57	\$ 0.27		28,345	59,808	\$ 5.56	\$ 2.63
CNG New Construction	109,721	2,538,724	1,056	\$ 6.25	\$ 0.27	\$ 649.67	11,290	261,235	\$ 60.74	\$ 2.63
SCG New Construction	90,203	2,138,892	868	\$ 9.38	\$ 0.40	\$ 975.07	9,282	220,092	\$ 91.17	\$ 3.84
Sub Total New Construction	199,924	4,677,616	1,923	\$ 7.66	\$ 0.33	\$ 796.48	20,572	481,327	\$ 74.47	\$ 3.18
Subtotal Residential	2,201,954	41,017,785	17,904	\$ 8.29	\$ 0.44	\$ 1,019.12	226,581	4,220,730	\$ 80.53	\$ 4.32
Commercial and Industrial C&I Lost Opportunity										
CNG Energy Conscious Blueprint	268,907	4,271,230	3,479	\$ 8.36	\$ 0.53	\$ 646.40	27,671	439,510	\$ 81.28	\$ 5.12
SCG Energy Conscious Blueprint	210,883	3,349,599	2,712	\$ 8.57	\$ 0.54	\$ 665.96	21,700	344,674	\$ 83.25	\$ 5.24
Sub Total Lost Opportunity	479,791	7,620,829	6,192	\$ 8.45	\$ 0.53	\$ 654.97	49,370	784,183	\$ 82.14	\$ 5.17
Commercial and Industrial Large Retrofit										
CNG Energy Opportunities	325,798	3,583,474	2,390	\$ 4.01	\$ 0.36	\$ 546.79	33,525	368,740	\$ 38.98	\$ 3.54
SCG Energy Opportunities	337,415	3,711,253	2,475	\$ 3.53	\$ 0.32	\$ 480.96	34,720	381,888	\$ 34.28	\$ 3.12
Sub Total Energy Opportunities	663,212	7,294,728	4,865	\$ 3.77	\$ 0.34	\$ 513.30	68,245	750,627	\$ 36.59	\$ 3.33
CNG Business & Energy Sustainability (O&M, RetroCx, BSC)	322,201	1,651,143	2,016	\$ 2.06	\$ 0.40	\$ 329.72	33,154	169,903	\$ 20.05	\$ 3.91
SCG Business & Energy Sustainability (O&M, RetroCx, BSC)	145,601	746,142	966	\$ 2.08	\$ 0.41	\$ 313.06	14,982	76,778	\$ 20.19	\$ 3.94
Sub Total O&M	467,802	2,397,285	2,982	\$ 2.07	\$ 0.40	\$ 324.32	48,137	246,681	\$ 20.09	\$ 3.92
CNG Small Business	47,574	703,810	449	\$ 5.74	\$ 0.39	\$ 608.96	4,895	72,422	\$ 55.80	\$ 3.77
SCG Small Business	85,920	1,213,239	732	\$ 3.73	\$ 0.26	\$ 437.43	8,841	124,842	\$ 36.20	\$ 2.56
Sub Total Small Business	133,494	1,917,049	1,180	\$ 4.44	\$ 0.31	\$ 502.62	13,736	197,264	\$ 43.19	\$ 3.01
Subtotal Commercial & Industrial	1,744,298	19,229,891	15,219	\$ 4.65	\$ 0.42	\$ 533.08				
OTHER										
CNG Other Programs / Requirements										
SCG Other Programs / Requirements										
Sub Total										
CNG Other Education, Administrative & Planning										
SCG Other Education, Administrative & Planning										
Sub Total										
Subtotal Other										
PROGRAM SUBTOTALS										
CNG Residential	1,276,930	21,451,516	9,337	\$ 7.75	\$ 0.46	\$ 1,060.27	131,396	2,207,361	\$ 75.34	\$ 4.48
SCG Residential	925,024	19,566,268	8,567	\$ 9.02	\$ 0.43	\$ 974.28	95,185	2,013,369	\$ 87.69	\$ 4.15
Residential Total	2,201,954	41,017,785	17,904	\$ 8.29	\$ 0.44	\$ 1,019.12	226,581	4,220,730	\$ 80.53	\$ 4.32
CNG C&I	964,479	10,209,658	8,333	\$ 4.66	\$ 0.44	\$ 539.22	99,245	1,050,574	\$ 45.28	\$ 4.28
SCG C&I	779,819	9,020,233	6,886	\$ 4.64	\$ 0.40	\$ 525.65	80,243	928,182	\$ 45.11	\$ 3.90
C&I Total	1,744,298	19,229,891	15,219	\$ 4.65	\$ 0.42	\$ 533.08	179,488	1,978,756	\$ 45.20	\$ 4.10
CNG Other							0	0		
SCG Other							0	0		
Other Total							0	0		
CNG TOTAL	2,241,409	31,661,174	17,670	\$ 7.33	\$ 0.52	\$ 929.86	230,641	3,257,935	\$ 71.24	\$ 5.04
SCG TOTAL	1,704,843	28,586,501	15,453	\$ 8.18	\$ 0.49	\$ 902.89	175,428	2,941,551	\$ 79.53	\$ 4.74
GRAND TOTAL	3,946,252	60,247,676	33,123	\$ 7.70	\$ 0.50	\$ 917.28	406,069	6,199,486	\$ 74.82	\$ 4.90

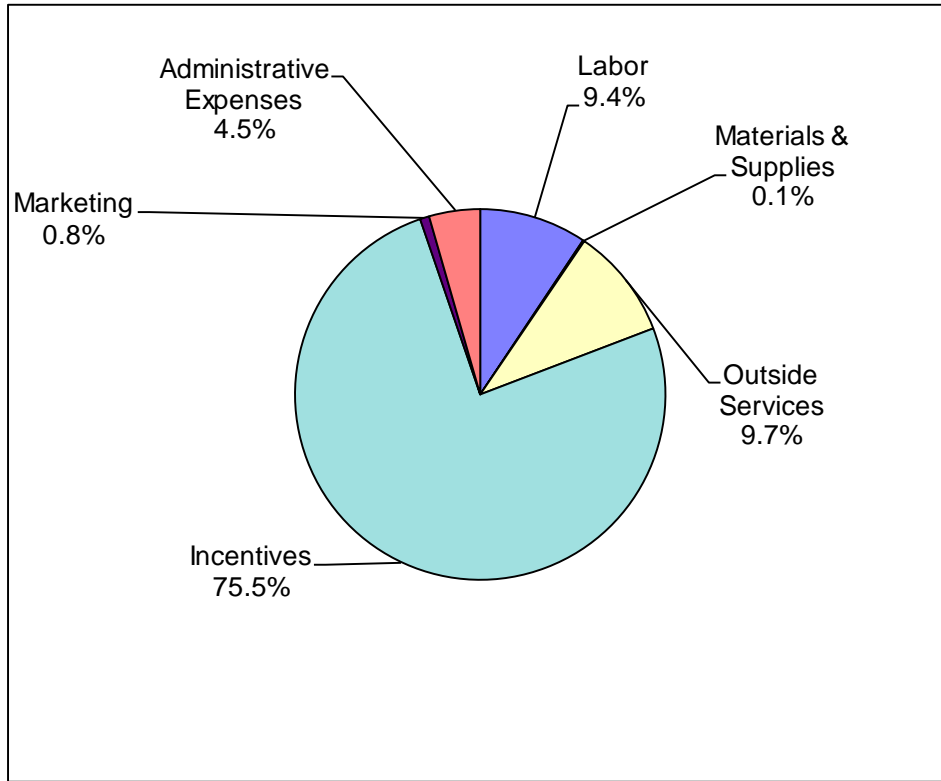
Southern Connecticut Gas Table C (2018)

Table C
SCG 2018 Budget Details

GAS ENERGY EFFICIENCY BUDGET (\$000)	Labor	Materials & Supplies	Outside Services	Incentives	Marketing	Administrative Expenses	TOTAL
RESIDENTIAL							
Residential New Construction	\$ 29,577	\$ 720	\$ 4,762	\$ 799,553	\$ 10,080	\$ 1,500	\$ 846,192
Home Energy Solutions (HES)	\$ 220,476	\$ -	\$ 126,634	\$ 2,017,466	\$ 31,667	\$ 467	\$ 2,396,710
HVAC / Water Heating	\$ 43,011	\$ 6,300	\$ 138,000	\$ 2,088,002	\$ 10,000	\$ 3,000	\$ 2,288,313
HES Income Eligible - Weatherization	\$ 236,221	\$ 2,500	\$ 40,000	\$ 2,511,749	\$ 23,666	\$ 1,500	\$ 2,815,636
Subtotal Residential	\$ 529,285	\$ 9,520	\$ 309,396	\$ 7,416,770	\$ 75,413	\$ 6,467	\$ 8,346,851
COMMERCIAL & INDUSTRIAL LOST OPPORTUNITY							
Energy Conscious Blueprint	\$ 205,534	\$ 2,000	\$ 12,000	\$ 1,572,078	\$ 6,800	\$ 8,000	\$ 1,806,412
Subtotal C&I - Lost Opportunity	\$ 205,534	\$ 2,000	\$ 12,000	\$ 1,572,078	\$ 6,800	\$ 8,000	\$ 1,806,412
COMMERCIAL & INDUSTRIAL LARGE RETROFIT							
Energy Opportunities	\$ 159,394	\$ 2,000	\$ 12,000	\$ 997,935	\$ 14,814	\$ 4,200	\$ 1,190,343
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 27,089	\$ 2,000	\$ 12,000	\$ 254,468	\$ 5,000	\$ 2,000	\$ 302,537
Subtotal C&I - Lost Opportunity	\$ 186,483	\$ 4,000	\$ 24,000	\$ 1,252,403	\$ 19,814	\$ 6,200	\$ 1,492,880
Small Business	\$ 11,652	\$ 1,000	\$ 5,000	\$ 297,940	\$ 2,500	\$ 2,000	\$ 320,092
Subtotal C&I	\$ 403,649	\$ 7,000	\$ 41,000	\$ 3,122,421	\$ 29,114	\$ 16,200	\$ 3,619,384
OTHER - PROGRAMS/REQUIREMENTS & PLANNING							
OTHER - EDUCATION							
Educate the Public	\$ 63,524	\$ 890	\$ 119,627	\$ -	\$ 4,448	\$ 500	\$ 188,989
Customer Engagement	\$ -	\$ -	\$ 150,000	\$ -	\$ -	\$ -	\$ 150,000
Educate the Students	\$ 9,971	\$ 771	\$ 39,160	\$ -	\$ 1,780	\$ 593	\$ 52,275
Educate the Workforce	\$ 3,327	\$ 300	\$ 23,721	\$ -	\$ 1,404	\$ 247	\$ 28,999
Subtotal Education	\$ 76,822	\$ 1,961	\$ 332,508	\$ -	\$ 7,632	\$ 1,340	\$ 420,263
OTHER - PROGRAMS/REQUIREMENTS							
Financing Support - Residential	\$ -	\$ -	\$ 86,292	\$ -	\$ -	\$ -	\$ 86,292
Financing Support - C&I	\$ -	\$ -	\$ 75,000	\$ -	\$ -	\$ -	\$ 75,000
Research, Development and Demonstration	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ 50,000
Subtotal Programs/Requirements	\$ -	\$ -	\$ 211,292	\$ -	\$ -	\$ -	\$ 211,292
OTHER - ADMINISTRATIVE & PLANNING							
Administration	\$ 136,992	\$ -	\$ 20,675	\$ -	\$ -	\$ -	\$ 157,667
Marketing Plan	\$ -	\$ -	\$ 77,725	\$ -	\$ -	\$ -	\$ 77,725
Information Technology	\$ 21,670	\$ -	\$ 87,322	\$ -	\$ -	\$ -	\$ 108,992
Planning	\$ 138,979	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 138,979
Evaluation Measurement and Verification	\$ -	\$ -	\$ 200,000	\$ -	\$ -	\$ -	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ 20,000	\$ -	\$ -	\$ -	\$ 20,000
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 43,333	\$ -	\$ -	\$ -	\$ 43,333
Audits - Financial and Operational	\$ -	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ 10,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 597,652	\$ 597,652
Subtotal Other	\$ 297,641	\$ -	\$ 459,055	\$ -	\$ -	\$ -	\$ 1,354,347
TOTAL BUDGET	\$ 1,307,397	\$ 18,481	\$ 1,353,251	\$ 10,539,191	\$ 112,159	\$ 621,659	\$ 13,952,138

Southern Connecticut Gas Table C Pie Chart (2018)

SCG
2018 Gas Energy Efficiency
Budget By Expense Class



Expense Classes	Budget	% of Budget
Labor	\$ 1,307,397	9.4%
Materials & Supplies	\$ 18,481	0.1%
Outside Services	\$ 1,353,251	9.7%
Incentives	\$ 10,539,191	75.5%
Marketing	\$ 112,159	0.8%
Administrative Expenses	\$ 621,659	4.5%
Total	\$ 13,952,138	100.00%

Southern Connecticut Gas Table D – Projected Dollars (2009-2018)

Table D
SCG Historical and Projected \$

Expenditures \$ (000)										
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	\$ 1,350	\$ 948	\$ 2,056	\$ 1,766	\$ 3,816	\$ 3,541	\$ 1,898	\$ 2,731	\$ 2,124	\$ 2,816
Home Energy Solutions (HES)	\$ 540	\$ 1,296	\$ 1,402	\$ 1,285	\$ 1,666	\$ 3,344	\$ 3,029	\$ 1,477	\$ 1,829	\$ 2,397
HVAC / Water Heating	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,675	\$ 1,244	\$ 2,288
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 114	\$ (37)	\$ 7	\$ -	\$ -
Residential New Construction	\$ 188	\$ 94	\$ 365	\$ 120	\$ 596	\$ 281	\$ 453	\$ 623	\$ 646	\$ 846
Water Heating	\$ 91	\$ 73	\$ 40	\$ 54	\$ 39	\$ 266	\$ 585	\$ -	\$ -	\$ -
Subtotal Residential	\$ 2,169	\$ 2,411	\$ 3,862	\$ 3,224	\$ 6,116	\$ 7,546	\$ 5,928	\$ 6,513	\$ 5,842	\$ 8,347
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	\$ 606	\$ 624	\$ 1,090	\$ 1,351	\$ 697	\$ 1,483	\$ 941	\$ 1,247	\$ 1,273	\$ 1,806
Total - Lost Opportunity	\$ 606	\$ 624	\$ 1,090	\$ 1,351	\$ 697	\$ 1,483	\$ 941	\$ 1,247	\$ 1,273	\$ 1,806
C&I LARGE RETROFIT										
Energy Opportunities	\$ 185	\$ 84	\$ 1,037	\$ 169	\$ 835	\$ 808	\$ 1,247	\$ 911	\$ 839	\$ 1,190
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 3	\$ 8	\$ 251	\$ 2	\$ (20)	\$ 46	\$ 134	\$ 69	\$ 213	\$ 303
Process Retrofit Project	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$ 188	\$ 93	\$ 1,288	\$ 171	\$ 815	\$ 854	\$ 1,381	\$ 980	\$ 1,052	\$ 1,493
Small Business	\$ -	\$ -	\$ -	\$ 92	\$ 92	\$ 113	\$ 99	\$ 241	\$ 226	\$ 320
Subtotal C&I	\$ 794	\$ 716	\$ 2,378	\$ 1,613	\$ 1,604	\$ 2,450	\$ 2,421	\$ 2,468	\$ 2,550	\$ 3,619
OTHER-EDUCATION										
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 218	\$ 186	\$ 189
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 67	\$ 150	\$ 150
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 35	\$ 55	\$ 52
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30	\$ 29	\$ 29
Smart Living Center / Science Center	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 167	\$ 100	\$ -	\$ -	\$ -
EESmarts/K-12 Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 26	\$ 70	\$ -	\$ -	\$ -
Clean Energy Communities	\$ -	\$ -	\$ -	\$ -	\$ 22	\$ 47	\$ 68	\$ -	\$ -	\$ -
Subtotal - Education	\$ -	\$ -	\$ -	\$ -	\$ 22	\$ 240	\$ 238	\$ 350	\$ 420	\$ 420
OTHER-PROGRAMS/REQUIREMENTS										
Financing Support - Residential	\$ 48	\$ 53	\$ 58	\$ 77	\$ 79	\$ 87	\$ 86	\$ 77	\$ 86	\$ 86
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75	\$ 75
Research, Development & Demonstration	\$ -	\$ -	\$ -	\$ -	\$ 86	\$ -	\$ -	\$ 8	\$ 50	\$ 50
Institute for Sustainable Energy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 37	\$ 41	\$ -	\$ -	\$ -
ESPC Project Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6	\$ 3	\$ -	\$ -	\$ -
C&I Loan Program	\$ -	\$ -	\$ -	\$ -	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -
EE Loan Defaults	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Self Funding	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Funding Requests	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal - Programs/Requirements	\$ 48	\$ 53	\$ 58	\$ 77	\$ 169	\$ 130	\$ 130	\$ 85	\$ 211	\$ 211
OTHER-ADMINISTRATIVE & PLANNING										
Administration	\$ -	\$ -	\$ -	\$ -	\$ 89	\$ 127	\$ 170	\$ 130	\$ 143	\$ 158
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 97	\$ 85	\$ 109	\$ 81	\$ 78
Planning	\$ 47	\$ 21	\$ 33	\$ 208	\$ 151	\$ 99	\$ 102	\$ 141	\$ 124	\$ 139
Evaluation Measurement and Verification	\$ 16	\$ 45	\$ 14	\$ 123	\$ 24	\$ 141	\$ 161	\$ 200	\$ 200	\$ 200
Evaluation Administrator	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 26	\$ 26	\$ 20	\$ 20	\$ 20
Information Technology	\$ 48	\$ 25	\$ 31	\$ 32	\$ 14	\$ 101	\$ 210	\$ 109	\$ 139	\$ 109
Energy Efficiency Board Consultants	\$ 17	\$ 8	\$ 12	\$ 22	\$ 43	\$ 24	\$ 15	\$ 43	\$ 43	\$ 43
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10	\$ 10
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ 655	\$ 694	\$ 596	\$ 687	\$ 413	\$ 598
Subtotal - Administrative & Planning	\$ 128	\$ 99	\$ 91	\$ 385	\$ 977	\$ 1,310	\$ 1,365	\$ 1,439	\$ 1,173	\$ 1,354
TOTAL	\$ 3,139	\$ 3,280	\$ 6,389	\$ 5,300	\$ 8,888	\$ 11,676	\$ 10,082	\$ 10,855	\$ 10,196	\$ 13,952

Southern Connecticut Gas Table D1 – Projected Annual and Lifetime CCF (2009-2018)

Table D1
SCG Historical and Projected Annual and Lifetime ccf

Annual ccf (000)										
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	463	214	361	264	635	459	186	205	178	234
Home Energy Solutions (HES)	176	319	243	231	284	501	388	187	191	256
HVAC / Water Heating								232	167	345
Residential Behavior	-	-	-	-	-	-	-	-	-	-
Residential New Construction	20	9	24	8	19	30	24	53	68	90
Water Heating	16	14	13	6	7	46	81	-	-	-
Subtotal Residential	675	557	641	509	945	1,035	679	677	605	925
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	133	233	165	387	290	201	138	411	148	211
Total - Lost Opportunity	133	233	165	387	290	201	138	411	148	211
C&I LARGE RETROFIT										
Energy Opportunities	31	37	126	261	222	508	540	727	241	337
Business & Energy Sustainability (O&M, RetroCx, BSC)	-	3	58	36	86	2	5	47	134	146
Total - C&I Large Retrofit	31	40	185	297	308	510	545	774	376	483
Small Business	-	-	-	27	11	37	30	68	60	86
Subtotal C&I	164	273	350	711	609	748	713	1,253	583	780
PROGRAM SUB-TOTALS										
Residential	675	557	641	509	945	1,035	679	677	605	925
C&I	164	273	350	711	609	748	713	1,253	583	780
TOTAL	839	830	991	1,220	1,554	1,783	1,392	1,930	1,188	1,705

Lifetime ccf (000)										
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	7,965	3,551	5,637	4,942	13,533	9,680	3,903	4,333	3,901	5,105
Home Energy Solutions (HES)	3,239	5,472	4,180	4,359	5,613	10,147	7,797	3,970	4,046	5,416
HVAC / Water Heating								4,619	3,339	6,906
Residential Behavior	-	-	-	-	-	-	-	-	-	-
Residential New Construction	508	235	600	188	457	705	593	1,272	1,613	2,139
Water Heating	323	287	263	111	136	861	1,553	-	-	-
Subtotal Residential	12,035	9,545	10,680	9,600	19,739	21,393	13,846	14,194	12,898	19,566
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	2,009	3,152	2,555	5,325	4,484	3,339	2,194	7,539	2,347	3,350
Total - Lost Opportunity	2,009	3,152	2,555	5,325	4,484	3,339	2,194	7,539	2,347	3,350
C&I LARGE RETROFIT										
Energy Opportunities	629	399	1,834	3,087	2,322	5,158	6,421	7,630	2,650	3,711
Business & Energy Sustainability (O&M, RetroCx, BSC)	-	27	804	307	430	10	25	343	688	746
Total - C&I Large Retrofit	629	426	2,638	3,394	2,752	5,168	6,446	7,973	3,338	4,457
Small Business	-	-	-	378	152	408	427	895	843	1,213
Subtotal C&I	2,638	3,579	5,193	9,097	7,388	8,915	9,067	16,407	6,528	9,020
PROGRAM SUB-TOTALS										
Residential	12,035	9,545	10,680	9,600	19,739	21,393	13,846	14,194	12,898	19,566
C&I	2,638	3,579	5,193	9,097	7,388	8,915	9,067	16,407	6,528	9,020
TOTAL	14,674	13,124	15,873	18,697	27,127	30,308	22,913	30,601	19,427	28,587

Southern Connecticut Gas Table D2 – Projected Annual and Lifetime Cost Rates (2009-2018)

Table D2
SCG Historical and Projected Annual and Lifetime Cost Rates

Annual \$/ccf										
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	\$ 2,918	\$ 4,419	\$ 5,698	\$ 6,679	\$ 6,009	\$ 7,715	\$ 10,204	\$ 13,322	\$ 11,899	\$ 12,055
Home Energy Solutions (HES)	\$ 3,068	\$ 4,062	\$ 5,767	\$ 5,569	\$ 5,866	\$ 6,675	\$ 7,807	\$ 7,898	\$ 9,563	\$ 9,364
HVAC / Water Heating								\$ 7,220	\$ 7,449	\$ 6,627
Residential Behavior										#DIV/0!
Residential New Construction	\$ 9,253	\$ 10,056	\$ 15,203	\$ 15,287	\$ 31,464	\$ 9,449	\$ 18,875	\$ 11,755	\$ 9,502	\$ 9,381
Water Heating	\$ 5,627	\$ 5,103	\$ 3,047	\$ 8,949	\$ 5,493	\$ 5,844	\$ 7,222			
Subtotal Residential	\$ 3,212	\$ 4,327	\$ 6,025	\$ 6,335	\$ 6,473	\$ 7,289	\$ 8,730	\$ 9,620	\$ 9,662	\$ 9,023
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	\$ 4,566	\$ 2,678	\$ 6,600	\$ 3,486	\$ 2,403	\$ 7,378	\$ 6,819	\$ 3,034	\$ 8,615	\$ 8,566
Total - Lost Opportunity	\$ 4,566	\$ 2,678	\$ 6,600	\$ 3,486	\$ 2,403	\$ 7,378	\$ 6,819	\$ 3,034	\$ 8,615	\$ 8,566
C&I LARGE RETROFIT										
Energy Opportunities	\$ 5,984	\$ 2,257	\$ 8,204	\$ 0,647	\$ 3,761	\$ 1,591	\$ 2,309	\$ 1,253	\$ 3,476	\$ 3,528
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ -	\$ 3,055	\$ 4,289	\$ 0,057	\$ (0,233)	\$ 22,277	\$ 26,800	\$ 1,468	\$ 1,585	\$ 2,078
Total - C&I Large Retrofit	\$ 6,080	\$ 2,311	\$ 6,965	\$ 0,576	\$ 2,646	\$ 1,675	\$ 2,534	\$ 1,266	\$ 2,800	\$ 3,091
Small Business	\$ -	\$ -	\$ -	\$ 3,405	\$ 8,364	\$ 3,054	\$ 3,300	\$ 3,544	\$ 3,778	\$ 3,725
Subtotal C&I	\$ 4,852	\$ 2,624	\$ 6,793	\$ 2,269	\$ 2,634	\$ 3,276	\$ 3,396	\$ 1,970	\$ 4,373	\$ 4,641
Lifetime \$/ccf										
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Goal	2018 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	\$ 0.169	\$ 0.267	\$ 0.365	\$ 0.357	\$ 0.282	\$ 0.366	\$ 0.486	\$ 0.630	\$ 0.544	\$ 0.552
Home Energy Solutions (HES)	\$ 0.167	\$ 0.237	\$ 0.335	\$ 0.295	\$ 0.297	\$ 0.330	\$ 0.388	\$ 0.372	\$ 0.452	\$ 0.443
HVAC / Water Heating								\$ 0.363	\$ 0.372	\$ 0.331
Residential Behavior										#DIV/0!
Residential New Construction	\$ 0.370	\$ 0.402	\$ 0.608	\$ 0.638	\$ 1.304	\$ 0.399	\$ 0.764	\$ 0.490	\$ 0.401	\$ 0.396
Water Heating	\$ 0.281	\$ 0.255	\$ 0.152	\$ 0.482	\$ 0.283	\$ 0.309	\$ 0.377			
Subtotal Residential	\$ 0.180	\$ 0.253	\$ 0.362	\$ 0.336	\$ 0.310	\$ 0.353	\$ 0.428	\$ 0.459	\$ 0.453	\$ 0.427
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	\$ 0.302	\$ 0.198	\$ 0.427	\$ 0.254	\$ 0.155	\$ 0.444	\$ 0.429	\$ 0.165	\$ 0.542	\$ 0.539
Total - Lost Opportunity	\$ 0.302	\$ 0.198	\$ 0.427	\$ 0.254	\$ 0.155	\$ 0.444	\$ 0.429	\$ 0.165	\$ 0.542	\$ 0.539
C&I LARGE RETROFIT										
Energy Opportunities	\$ 0.295	\$ 0.211	\$ 0.565	\$ 0.055	\$ 0.360	\$ 0.157	\$ 0.194	\$ 0.119	\$ 0.316	\$ 0.321
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ -	\$ 0.306	\$ 0.312	\$ 0.007	\$ (0.047)	\$ 4.455	\$ 5.360	\$ 0.201	\$ 0.310	\$ 0.405
Total - C&I Large Retrofit	\$ 0.299	\$ 0.217	\$ 0.488	\$ 0.050	\$ 0.296	\$ 0.165	\$ 0.214	\$ 0.123	\$ 0.315	\$ 0.335
Small Business	\$ -	\$ -	\$ -	\$ 0.243	\$ 0.605	\$ 0.277	\$ 0.232	\$ 0.269	\$ 0.268	\$ 0.264
Subtotal C&I	\$ 0.301	\$ 0.200	\$ 0.458	\$ 0.177	\$ 0.217	\$ 0.275	\$ 0.267	\$ 0.150	\$ 0.391	\$ 0.401

Southern Connecticut Gas Table D3 – Projected Units (2009-2018)

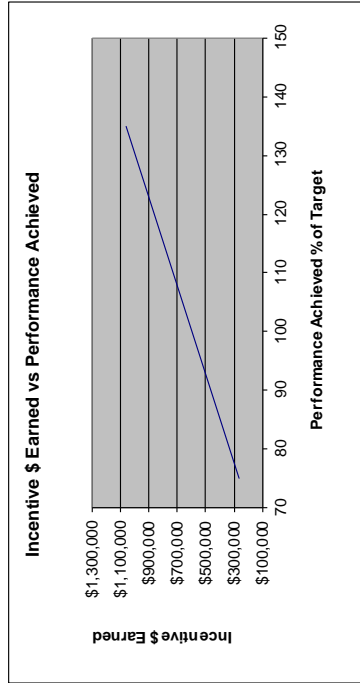
Table D3
SCG Historical and Projected Units

		Units										
		2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	
		Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	
RESIDENTIAL												
HES Income Eligible - Weatherization		3,511	2,034	3,268	2,479	3,647	2,395	1,187	1,329	1,686	2,206	
Home Energy Solutions (HES)		1,421	2,538	2,369	2,049	2,619	3,957	3,758	1,783	1,737	2,326	
HVAC / Water Heating		-	-	-	-	-	-	-	3,099	2,090	4,165	
Residential Behavior		-	-	-	-	-	-	-	-	-	-	
Residential New Construction		71	32	114	40	116	336	54	294	305	404	
Water Heating		266	236	235	80	155	747	1,218				
Subtotal Residential		5,269	4,840	5,986	4,648	6,537	7,435	6,217	6,505	5,818	9,100	
COMMERCIAL & INDUSTRIAL												
Energy Conscious Blueprint		28	45	46	90	100	87	40	67	94	139	
Total - Lost Opportunity		28	45	46	90	100	87	40	67	94	139	
C&I LARGE RETROFIT												
Energy Opportunities		2	9	11	36	31	40	22	28	28	42	
Business & Energy Sustainability (O&M, RetroCx, BSC)		-	1	3	4	3	4	2	9	25	38	
Total - C&I Large Retrofit		2	10	14	40	34	44	24	37	53	80	
Small Business		-	-	-	27	72	57	28	51	65	94	
Subtotal C&I		30	55	60	157	206	188	92	155	213	313	
PROGRAM SUB-TOTALS												
Residential		5,269	4,840	5,986	4,648	6,537	7,435	6,217	6,505	5,818	9,100	
C&I		30	55	60	157	206	188	92	155	213	313	
TOTAL		5,299	4,895	6,046	4,805	6,743	7,623	6,309	6,660	6,031	9,414	

Southern Connecticut Gas PMI (2018)

**SOUTHERN CONNECTICUT GAS COMPANY
2018 Management Incentive Performance Indicators and Incentive Matrix**

Provided below is the 2018 Incentive Matrix with Performance Indicators.
 The Utility Performance Incentive is \$597,652.
 This calculated is based on achieving 100% of all performance targets and earning a target incentive of 4.5% of EE budgets (not including ECMB costs, Audit Costs or Management Incentive).
 Goals will be prorated based on actual over/under spend of budget.
 The actual incentive earned will be determined by the performance achieved in each of the Incentive Metrics identified below, based on the following Performance Index:



<u>Performance %</u>	<u>Pretax Incentive</u>	<u>Pre-tax Incentive</u>
75	2.0%	\$265,623
85	3.0%	\$398,435
95	4.0%	\$531,246
100	4.5%	\$597,652
105	5.0%	\$664,058
115	6.0%	\$796,869
125	7.0%	\$929,681
135	8.0%	\$1,062,492

Total Original Budget* \$13,281,153

*Does not include Incentive, ECMB costs and Audit

Southern Connecticut Gas PMI (2018) cont.

SECTOR Program	Performance Indicators	Incentive Metrics			
		Incentive Metric	Target Goal	Weight	Incentive
Residential Program Budgets	Lifetime Savings (ccf): HES Income Eligible 5,105,209 Home Energy Solutions 5,415,834 HVAC / Water Heating 6,906,333 New Construction 2,138,892 Total Lifetime Savings (ccf) 19,566,268 Present Value Lifetime Savings (ccf) \$0.5994 Total Residential Gas Benefit \$11,728,038 Net Residential Gas Benefit \$3,381,187	Total Gas Benefit from all Residential programs	Gas Benefit from all Residential programs \$11,728,038	0.195	\$116,542
HES	Achieve CCF savings per single family home - based on 2017 actuals adjusted to 2018 CT PSD plus 2.0%.	ccf/home	Achieve CCF savings / single family home.	0.060	\$35,859
HES-JE	Annual ccf savings	Annual ccf savings	233,557	0.030	\$17,930

