

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

Connecticut General Statute 16-245m(d)

Revised Narrative and Program Budgets for the 2018 Plan Update (originally filed on November 1, 2017 and Electric Budgets Refiled on December 15, 2017)

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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 AND PRIORITIES

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 (“Eversource Gas”) doing business as Eversource Energy, (collectively the “Natural Gas Companies”) hereby submit an updated narrative and budget tables for the revised 2018 Plan update (“Revised 2018 Plan Update”) to the 2016 through 2018 Conservation & Load Management Plan (“2016-2018 Plan”).

The Connecticut Department of Energy and Environmental Protection (“DEEP”) issued its final Approval with Conditions of the 2016-2018 Plan on December 31, 2015 and issued additional conditions for approval in March 2016 (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).

On October 11, 2017, the Energy Efficiency Board approved the “Original 2018 Plan Update,” which included slight program modifications and enhancements. The Original 2018 Plan Update was based on full funding of the Energy Efficiency Fund, as prescribed under Connecticut General Statutes 16-245m(a)(1), as well as through payments from demand resource commitments in the Independent System Operator-New England’s (“ISO-NE”) Forward Capacity

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/LocalState/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/LocalState/Files/S0/6353/DEEP%20Response%20to%202017%20Update%20of%202016-18%20C&LM%20Plan[1][7783].pdf).

Market, and also proceeds from the Regional Greenhouse Gas Initiative (“RGGI”). The Original 2018 Plan Update was filed by the Electric and Natural Gas Companies on November 1, 2017.

On October 31, 2017, the Connecticut General Assembly passed June Special Session Public Act 17-2, *An Act Concerning the State Budget for the Biennium Ending June 30, 2019, Making Appropriations Therefor, Authorizing and Adjusting Bonds of the State and Implementing Provisions of the Budget* (“June SS P.A. 17-2³”). This Public Act identified the seizure of funds to cover the State of Connecticut’s budget deficit, including the diversion of \$63.5 million annually from the conservation mill charge on electric ratepayers’ utility bills for state fiscal years (“SFY”) 2018 (July 1, 2017-June 30, 2018) and SFY 2019 (July 1, 2018-June 30, 2019). June SS P.A. 17-2 also authorized the redirection of a portion (\$10 million annually) of Connecticut’s revenue from RGGI auctions for SFY 2018 and SFY 2019.

The drastic budget reductions from the Energy Efficiency Fund to the state’s general fund has resulted in the Companies to reconsider priorities, strategies, and programs previously planned in the Original 2018 Plan Update and to refile the Revised 2018 Plan Update with new budgets and narratives. On December 12, 2017, the Electric Companies refiled their 2018 budgets with DEEP and committed to refiling a Revised 2018 Plan Update by March 1, 2018.

ENERGY EFFICIENCY BOARD PRIORITIES

Throughout November and December 2017, the Companies and the Energy Efficiency Board worked collaboratively in identifying priorities to consider when adjusting the program budgets for 2017 and 2018. At its November 8, 2017 meeting, the Energy Efficiency Board determined its top six priorities for 2018 Energy Efficiency Fund programs and budgets as a result of the diversion of energy-efficiency funding. The top priority identified by the Energy Efficiency Board is to allocate remaining energy-efficiency funds to programs that provide direct services and high energy savings to customers. The other top five priorities of the Energy Efficiency Board include:

- **Priority 1:** Ensure the Companies’ budgets provide valuable low-income customer services, specifically the Home Energy Solutions-Income Eligible program.
- **Priority 2:** Fund programs with high energy savings, benefits, and cost rates.

³ Connecticut General Assembly. Available at: <https://www.cga.ct.gov/2017/act/pa/pdf/2017PA-00002-R00SB-01502SS1-PA.pdf>.

- **Priority 3:** Honor the Companies’ commitments to ISO-NE’s Forward Capacity Market in order to prevent performance penalties. Also, honor commitments to customers and projects (i.e., Memorandums of Understanding and Letters of Agreement).
- **Priority 4:** Maintain Connecticut’s robust energy-efficiency vendor infrastructure by ensuring continuity and securing engagement and relationships.
- **Priority 5:** Ensure parity across major market segments within customer sectors.

REVISED 2018 PLAN UPDATE PRIORITIES

The Companies developed the Revised 2018 Plan Update’s programmatic changes in collaboration with the Energy Efficiency Board, the Energy Efficiency Board Consultants, and DEEP. The Revised 2018 Plan Update covers year three of the 2016-2018 Plan. The Revised 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 Companies plan to implement program changes and significant budget modifications to Energy Efficiency Fund programs that align with the previously-referenced six priorities of the Energy Efficiency Board. Additionally, the Companies have designed the Revised 2018 Plan Update to include programmatic enhancements that 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.

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, the 2017 Update Approval, and the reduced program budgets for 2018.

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 (now called “2018 CES”) was released on February 8, 2018.

Benefit-Cost Testing Methodology

For the Revised 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 2018 CES by fully reflecting the value of energy choices that reduce customer costs and greenhouse gas emissions. In 2018, the Companies plan to continue their collaborative work with DEEP to better align benefit-cost testing with the goals of the 2018 CES.

Pursue Strategic Electrification in Residential Buildings

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

⁴ Conn. Gen. Stat CT § 16a-3d.

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 the Revised 2018 Plan Update.

United Illuminating Adoption of Time-of-Use Rates

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. In the Original 2018 Plan Update, United Illuminating detailed its proposal to educate customers regarding TOU rates and motivate customers to participate in such rates.

On December 26, 2017, DEEP issued its Approval with Conditions of the Original 2018 Plan Update (“Original 2018 Update Approval”).⁶ As a result of the June SS P.A. 17-2 budget diversions, DEEP officially withdrew direction to United Illuminating to implement Condition No. 2 of the 2017 Update Approval.⁷ United Illuminating will work with DEEP to revisit efforts to advance TOU rate adoption as part of the next three-year plan (2019-2021).

Energy Efficiency Board Evaluation Budgets

Due to the Energy Efficiency Board’s prioritization for programs that provide direct services and high energy savings to customers, the Energy Efficiency Board has reduced the 2018 Evaluation budgets by approximately 33 percent. Per the Original 2018 Update Approval’s Condition No. 8, the Evaluation Subcommittee has revised its original work plans and planned evaluations for 2018. These changes are detailed in Chapter Seven of this Revised 2018 Plan Update.

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.

⁶ Department of Energy & Environmental Protection. *Approval with Conditions of the Original 2018 Plan Update for the Electric and Natural Gas Conservation and Load Management Plan for 2016 through 2018*, Dec. 26, 2017.

⁷ See *ibid*, p. 4.

Communications Regarding Reduced Budgets to Customers and Vendors

Per DEEP's Condition 6 of its Original 2018 Plan Update Approval,⁸ the Companies have implemented a communications protocol to inform vendors and communicate to customers that legislated funding constraints will limit certain services available to residents and businesses that do not contribute equitably to the utility assessment on electric and natural gas consumption (i.e., oil and propane-heated buildings). Communications detailing this critical information regarding the limited services will include, but are not limited to: customer pamphlets and informational materials, customer outreach presentations/roundtables, EnergizeCT.com, the Companies' respective websites, program implementation manuals, vendor trainings/roundtables, and vendor training materials.

The Companies have recently implemented this protocol to communicate to Home Energy Solutions customers that legislated funding constraints will limit certain energy-saving services and measures available to oil and propane-heated homes. The Companies' sample customer letter and their communications timeline are detailed in Appendix E.

ORGANIZATION OF REVISED 2018 PLAN UPDATE

Chapters Two, Three, Four, and Five detail the programmatic changes and updates for the following Portfolios: Residential Programs, Commercial and Industrial ("C&I") Programs, Demand Reduction Strategies, and the Education & Workforce Development Programs. Chapter Five 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 Revised 2018 Plan Update. The Companies request approval from DEEP to implement the changes referenced in Chapters Two, Three, Four, and Five for the 2018 program year.

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

⁸ Department of Energy & Environmental Protection. *Approval with Conditions of the Original 2018 Plan Update for the Electric and Natural Gas Conservation and Load Management Plan for 2016 through 2018*, Dec. 26, 2017.

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 those listed in Table 1- 2.

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 those listed in Table 1-3.

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>

FUNDING SOURCES (CURRENT, FUTURE & POTENTIAL)

The primary funding sources for the Revised 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. RGGI and ISO-NE’s Forward Capacity Market (“FCM”) serve

as additional funding sources. For the Revised 2018 Plan Update, the latest estimated statewide funding sources are summarized in Tables 1-4, 1-5, and 1-6 on the following two pages.

For the Revised 2018 Plan Update, the Electric Companies' Utility Sales (affecting the Mill Rate) have decreased slightly with forecasts lower than original estimates, while the ISO-NE 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 Residential Program Portfolio program operations and budgets (see Chapter Two for more details).

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)	\$63.2	\$14.9	\$78.1	\$62.2	\$14.7	\$76.9
ISO New England	\$33.4	\$8.5	\$41.9	\$29.7	\$8.1	\$37.8
RGGI	\$5.5	\$1.4	\$6.9	\$5.6	\$1.4	\$7.0
RGGI Diversion	(\$3.6)	(\$0.9)	(\$4.5)	(\$2.2)	(\$0.4)	(\$2.7)
CAM (net of gross receipts tax)	\$58.8	\$13.9	\$72.7	\$57.9	\$13.7	\$71.6
Prior Period Over/(Under) Collections	(\$10.1)	(\$2.7)	(\$12.8)			
Prior Period Over/(Under) Budget	\$5.4	(\$3.9)	\$1.5			
Estimated Interest Due to Company/Other Revenues	-	(\$0.1)				
Transfer to State General Fund	(\$50.8)	(\$12.7)	(\$63.5)	(\$25.4)	(\$6.4)	(\$31.8)
TOTAL (energy-efficiency revenues)	\$102.0	\$18.4	\$120.4	\$127.8	\$31.1	\$159.0

*In millions.

Table 1-5: Natural Gas Program Funding Sources*

Natural Gas Energy Efficiency Revenues	2018 Conservation Adjustment Mechanism	2019 Conservation Adjustment Mechanism
Eversource (CT) Natural Gas Revenues	\$15.3	\$23.0
Connecticut Natural Gas Revenues	\$15.8	\$16.9
Southern Connecticut Gas Revenues	\$12.4	\$14.1
TOTAL: (energy-efficiency revenues)	\$43.5	\$54.0

*In millions.

Table 1-6: 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)
\$120.4	\$43.5	\$163.9	192,305	25	5,423	335,740	92,850	121,340	\$363,765

* MW Savings excludes 47.5 MW from ISO-NE Demand Response, since the remaining Eversource ISO-New England Demand Response portfolio will be retired on May 31, 2018.

CHAPTER TWO: RESIDENTIAL PROGRAM PORTFOLIO UPDATES

The Companies have implemented and delivered comprehensive, innovative, and cost-saving energy-efficiency programs to Connecticut’s residential customers for more than 20 years. The 2018 Residential Program Portfolio will focus on parity in providing energy-saving programs and initiatives to all residential customer segments, from limited-income to new construction builders/owners. Due to budget limitations, the Companies will focus their Residential Program Portfolio incentives and rebates to electric and natural gas-heated homes, while still providing limited direct services to oil and propane-heated homes.

Throughout the 2016-2018 Plan operating years, the Companies have continued to design flexible program infrastructures that progress with perpetually changing customer demands, new building energy codes, emerging technologies, and increasing partnerships with trade allies. For the Revised 2018 Plan Update, the Companies will implement systematic program changes to drive residential cost rates while leveraging lithe program infrastructures to stretch budgetary funds further.

RETAIL PRODUCTS PROGRAM

For the Revised 2018 Plan Update, the Retail Products program budget has been reduced proportionately more than any other program in the Residential Program Portfolio. In 2018, the Companies will continue to implement a revised residential lighting strategy addressing advancing and emerging technologies, new ENERGY STAR® specifications, marketplace trends, and promoting light-emitting diodes (“LEDs”).

Negotiated Cooperative Promotions

In 2018, the Companies will issue a Request for Proposal for Negotiated Cooperative Promotions (“NCPs”) to develop Memorandums of Understanding (“MOUs”) with manufacturers and retail partners to lower incentive limits on LEDs. Historically, typical incentives for LED screw-in bulbs have been 50 percent of the retail cost. Through the NCPs developed in 2018, the Companies will target incentives that cover no more than 30 to 40 percent of the cost of a general service bulb and have also set per bulb caps on incentive levels in order to support the highest quality, most cost-effective options for customers.

2018 Marketing

Additionally in 2018, the Companies will rely heavily on partner marketing from manufacturers and retailers to increase customer acceptance, awareness, and purchase of ENERGY STAR-

certified lighting. This reliance allows the Companies to reduce their marketing budgets and focus budget dollars on incentives. The Companies will maintain some limited marketing for necessary Point-of-Purchase (“POP”) and end-cap space costs.

Broadening Programs to Service Hard-to-Reach Customers

Building upon their work in 2017, the Companies remain set on broadening the reach of 2018 programs and marketing to promote LED technologies, specifically 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 national market transformation initiative that offers small incentives directly to participating retail stores (e.g., Best Buy, Home Depot, and Sears) to increase the stocking, marketing, and sale of ENERGY STAR appliances and electronics (e.g., dryers, freezers, home theater devices, and sound bars). The Companies are exploring piloting the RPP in 2018 focusing on the Tier II and Most Efficient product categories.

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. Based on the RFP results, the Companies made a selection at the end of 2017 and will launch a new platform in 2018.

RESIDENTIAL NEW CONSTRUCTION PROGRAM

Revised Tiered Incentive System

For the Revised 2018 Plan Update, the Residential New Construction program will continue to implement its high-efficiency tiered, performance-based incentive system based on the Home Energy Rating System (“HERS”) Index. In 2018, the Companies will eliminate the current Tier 1 to encourage the new construction building community toward lower HERS ratings and to increase

the program’s cost rates. The Residential New Construction program’s new incentive structure is detailed in Table 2-1.

Table 2-1: 2018 Residential New Construction Tiered Incentive Structure

Tier	HERS Range
1	51-60
2	41-50
3	Below 40

Reduced Incentives & Rebates

In 2018, the Residential New Construction program will reduce the incentive paid for oil and propane-heated homes by 50 percent for Tier 1, 2, and 3 projects. Additionally the program will eliminate rebates for duct and building envelope testing. Historically, the Residential New Construction program has issued 250 rebates annually for these testing measures.

Fully-Electric Package

For the Revised 2018 Plan Update, the Companies will explore the development of a fully-electric package for the Residential New Construction 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 2018 CES by decarbonizing the electrical grid through a Residential New Construction 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 Residential New Construction 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 Residential New Construction 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. In 2018, the Companies have established a new qualifying criteria for the installation of electric heat pump water heaters; these units must have an Energy Factor of 3.0 or greater (See HVAC and Domestic Hot Water section).

Natural Gas Package

Additionally, for the 2018 Plan Update, the Companies will explore the development of a natural gas package for the Residential New Construction program. This new program offering is an endeavor by the Companies to push residential new construction along new natural gas lines to higher levels of safety and efficiency. 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 2015,⁹ and EV registrations continue to grow annually.

The Companies' Residential New Construction 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

⁹ 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.

HVAC AND DOMESTIC WATER HEATING PROGRAM

Revised Criteria & Incentive Levels

For the 2018 Plan Update, the Companies have revised several criteria and incentive levels for energy-efficient Heating, Ventilation, and Air Conditioning (“HVAC”) and Domestic Water Heating (“DWH”) equipment. Specifically, the Companies have increased the Energy Factor (“EF”) criteria for electric heat pump water heaters from 2.4 to 3.0. For incentives, the Companies have decreased the incentives for electric heat pump water heaters from \$600 to \$500, for central air conditioners from \$250 to \$200, and boiler circulator pumps from \$75 to \$25.

These strategic revisions allow the Companies to reduce cost rates and increase efficiency criteria for HVAC and DWH equipment all while continuing to offer Connecticut’s residential customers rebates for high-efficiency equipment, including: boiler circulator pumps, ductless heat pumps, electric heat pump water heaters, furnace fans, geothermal heat pumps, HVAC central air conditioners, and HVAC heat pumps. The 2018 HVAC and DWH program criteria and incentive levels are detailed in Table 2-2.

Table 2-2: 2018 HVAC and DWH Program Criteria and Incentive Levels

HVAC/DWH Equipment	Criteria	2018 Incentive Levels
Boiler Circulator Pumps	No changes	Decreasing incentive from \$75 to \$25
Ductless Heat Pumps	No changes	\$300 Single Zone to \$500 Multi Zone <i>(No changes)</i>
Electric Heat Pump Water Heaters	> 3.0 Energy Factor (“EF”)	Decreasing incentive from \$600 to \$500
Furnace Fans	No changes	\$250 <i>(no changes)</i>
Geothermal Heat Pumps	No changes	\$500/ton with a \$1,500 cap <i>(No changes)</i>
HVAC (Central Air Conditioners)	No changes	Decreasing incentive from \$250 to \$200
HVAC Heat Pumps	No changes	\$500 <i>(no changes)</i>

HOME ENERGY SOLUTIONS PROGRAM

In 2018, the Home Energy Solutions (“HES”) program will continue to deliver high-efficiency direct services to single-family and multi-family residential dwellings in Connecticut, while maintaining its robust vendor infrastructure. As a result of reduced budgets, the Companies will implement several programmatic changes in order to deliver energy-efficiency services to as many of the state’s residential dwellings as possible.

Programmatic Changes

For the Revised 2018 Plan Update, the HES program will adopt 2018 HES-Income Eligible program pricing for core services. This lower pricing decreases the cost of program delivery for each residential dwelling; thus increasing the HES program’s cost rates. Additionally in 2018, the Companies will increase the participation look-back period for dwellings receiving HES program “core services” from 18 to 36 months. This reduces duplicative energy-efficiency services for dwellings that have high turnover rates.

Oil and Propane Funding Constraints

The HES program is the cornerstone of the Companies’ Residential Program Portfolio and is funded through a charge on electric and natural gas customers’ bills. If a residential customer heats their home with electricity, then all of their HES energy-saving upgrades are paid for using electric funds. If a customer heats their home with natural gas, their energy-saving upgrades are paid for by electric funds for electricity-saving upgrades (i.e., LED light bulbs) and by natural gas funds for natural gas-saving upgrades (i.e., natural gas hot water heater). There are currently no funds (i.e., conservation charge) collected from oil and propane heating customers to pay for oil and propane-saving measures.

For several years, the Companies have used funds from RGGI to bridge this funding gap for oil and propane-heated households, with electric funds paying for electricity-saving measures and RGGI funds paying for oil and propane-saving measures. With drastically decreased RGGI funds in 2018, the HES program’s budget resources for providing energy-saving services to oil and propane-heated homes will be significantly reduced. As a result, starting January 1, 2018, HES customers who heat their homes with oil and propane are not eligible to receive rebates or co-pay rebate bonuses for attic opening insulated covers, insulation, and windows (see Rebates and Incentives section). These programmatic changes have been communicated to HES vendors and customers (see Appendix E).

Additionally, the Companies will establish 2018 Purchase Order limits for oil and propane funding with HES Vendors.

Rebates and Incentives

In 2018, the Companies will offer insulation and window rebates (add-on measures) to only electric and natural gas-heated homes. Oil and propane-heated homes will not be eligible for these rebates. Additionally, the Companies will initiate a 50% cap on the Wi-Fi Thermostat rebate, which is inclusive of materials and labor.

Natural Gas-Heated Homes

As a result of the Electric Companies' reduced budgets, the Companies will look to increase program participation in natural gas-heated homes. Marketing of the HES program will be directed to towns served by natural gas. To further encourage natural gas customers' participation in the HES program and stretch funding, the Companies will implement a rebate bonus for natural gas add-on measures in 2018, including: boilers, boiler water reset controls, furnaces, and water heaters.

Co-Pay

Per the Final DEEP Approval¹⁰, the HES program's co-pay amount increased from \$124 to at least \$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 at least \$174 no later than September 1, 2018. On August 24, 2017, the Companies filed a recommendation request with the Residential Committee 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

¹⁰ Final Deep Approval, Condition No. 7.

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 co-pay to at least \$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.
- 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 co-pay 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-pay 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 co-pay 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 receives a HES assessment beginning September 1, 2017. This information, along with an updated rebate coupon, was communicated to all HES vendors on August 21, 2017.

The Companies screened additional energy-efficiency measures ("add-on measures") to ascertain whether they will also support a \$149 rebate bonus. The following measures were deemed to be cost-effective and therefore will be eligible for a HES rebate bonus in 2018: natural gas boilers, natural gas furnaces, domestic hot water heaters (e.g., tankless gas water heaters, storage gas water heaters, and heat pump water heaters), and natural gas boiler water reset controls. 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.

HES-INCOME ELIGIBLE PROGRAM

Despite a reduced 2018 budget, the HES-Income Eligible program will continue to deliver a cost-effective platform of energy-efficiency and weatherization services to income-eligible customers, defined as at or below 60 percent of the state median income. The Companies have shifted budgetary funds from the Residential Retail Products program in order to provide energy-saving services to more income-eligible housing units (estimated: 1,000 more units).

Programmatic Changes

In 2017, the HES-Income Eligible program issued a Request for Proposal (“RFP”) to Vendors for 2018 program pricing. This RFP resulted in decreased pricing for program services and will allow the Companies to serve more income-eligible customers in 2018. Similar to HES, the HES-Income Eligible program will also increase the participation look-back period for program eligibility from 18 to 36 months; thereby increasing program outreach to more residential dwellings. The HES-Income Eligible program will also limit the number of enrolled Vendors to 40 crews, or 80 percent of the original estimated number of crews needed in 2018.

Rebates and Incentives

In 2018, the HES-Income Eligible program will provide a variety of incentives (e.g., boiler, furnace, insulation, and window incentives) for residential dwellings. Oil and propane-heated homes are no longer eligible for boiler, furnace, or window incentives, or the comprehensive bonus.

Natural Gas-Heated Homes & WAP Cost Sharing

As a result of the Electric Companies' reduced budgets, the Companies will look to increase program participation in natural gas-heated residential dwellings. Marketing of the HES-Income Eligible program will be directed to towns served by natural gas in 2018. The Companies will also maintain a comprehensive bonus for add-on measures in electric and natural gas-heated homes only.

In 2018, the Companies will also impose fuel type targets for Weatherization Assistance Program ("WAP") cost sharing.

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 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-Income Eligible Customers

For the HES-Income Eligible 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 percent or less than the state median income will automatically qualify for HES-Income Eligible program services without having to present additional income-qualifying documentation during promotional periods.

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").¹¹ The Companies and

¹¹ 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.

MULTI-FAMILY PROGRAM (MARKET RATE & INCOME ELIGIBLE)

The Multi-Family program provides energy-efficiency services to residential properties with five or more housing units. These types of properties include, but are not limited to: apartment complexes, assisted living facilities, group homes, high-rise dwellings, and mixed-use developments.

Multi-Family (Market Rate)

The Multi-Family (Market Rate) program adopted the HES-Income Eligible program pricing for all new applications, sampling requests, and project proposal fill-out forms received beginning November 1, 2017. In 2018, the Companies will pay up to 40 percent of add-on measure costs and up to 100 percent for direct-install measures in dwellings. Add-on and dwelling unit measures that only save oil or propane will not be eligible for an incentive. Additionally, the Comprehensive Bonus will be limited to 50 percent for 2018 Market Rate projects.

The Companies have allocated 10 percent of their HES program budgets for Multi-Family (Market Rate) projects.

Multi-Family (Income Eligible)

The Multi-Family (Income Eligible) program will also adopt the HES-Income Eligible program pricing for all new applications, project proposal fill-out forms, and sampling requests received beginning November 1, 2017. In 2018, the Companies will eliminate the administration fee for dwelling unit direct install measures, pay up to 75 percent of add-on measure costs, and up to 100 percent for dwelling unit direct install measures. The Companies will limit the Comprehensive Bonus for 2018 Multi-Family (Income Eligible) projects to 80 percent of the project cost.

In 2018, all units will be eligible for insulation incentives (electric, natural gas, oil, and propane-heated homes). However, oil and propane-heated buildings will not be eligible to receive other add-on measure incentives for HES-Income Eligible program visits performed beginning January 1, 2018.

Eversource and The UIL Holdings Companies will allocate 50 percent and 25 percent, respectively, of their HES-Income Eligible program budgets toward Multi-Family (Income Eligible) projects.

RESIDENTIAL BEHAVIOR PROGRAMS

Optimizing Energy Savings

In 2018, the Companies will explore various ways to optimize energy savings from their Residential Behavior programs, while adjusting their program budgets due to decreased energy-efficiency funding. The Companies will consider strategies such as shifting to more emailed Home Energy Reports, focusing on higher use customers, and varying the frequency of reports, etc.

Home Energy Reports are sent (either printed or e-mailed) in parallel with customer waves—groups of residential customers whose electric or natural gas meters are read during the same week. In 2018, the Companies will reduce the quantity of printed Home Energy Reports by tapering off printed report delivery designs for different customer waves based upon two criteria: (1) the maturity of the customers enrolled in the program, and (2) the level of usage and energy savings potential of the customers. Customer waves with a small number of customers where energy savings may become immeasurable in 2018 will be removed from the Companies' respective Residential Behavior programs. This will allow the Companies to strategically reduce customers with less savings potential.

Program Changes

Eversource

For Eversource, these above-referenced strategies will significantly reduce the Residential Behavior program's 2018 costs. In 2018, Eversource's program will serve approximately 100,000 electric (~70 percent reduction) and 32,759 (~66 percent reduction) high-use natural gas customers.

United Illuminating

In 2018, United Illuminating will suspend its Residential Behavior program for electric customers. However, CNG will continue sending Home Energy Reports to 7,000 natural gas customers and 7,000 SCG natural gas customers will also receive Home Energy Reports.

CHAPTER THREE: C&I PROGRAM PORTFOLIO UPDATES

The Companies plan to implement minor enhancements to the C&I Program Portfolio that will align with the core twelve 2016-2018 Plan priorities¹², while allowing them to affect changes that keep the programs ahead of the latest building codes, emerging technologies, and market trends.

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

¹² 2016-2018 Plan, pp. 16-21.

the Companies flexibility in rapidly responding to customer demand and marketplace trends by providing higher incentives to beta users.

As a result of 2018 budget reductions, the Companies have recently eliminated the top incentive tier (the most expensive and advanced lighting technologies) leaving a two-tiered incentive system for 2018. The Companies will look to expand the incentive tiered system again in future program years.

In 2018, the Companies will continue to engage Connecticut's architectural and lighting contractor community with technical trainings regarding advanced lighting designs and controls.

CONTINUED SHIFT TO UPSTREAM REBATE MODELS

As noted in the 2016-2018 Plan¹³ and the 2017 Plan Update¹⁴, the Companies' C&I Program Portfolios have 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.

Starting in 2017, the Companies shifted some rebates upstream and realized energy savings and positive feedback from trade allies. In 2018, the C&I Program Portfolio will explore moving additional rebates upstream for high-efficiency HVAC equipment and lighting.

DELIVERING COMPREHENSIVE C&I SOLUTIONS

By increasing program comprehensiveness, the Companies can tailor customer-centric solutions for the C&I Program Portfolio's ten target market segments¹⁵ 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).

¹³ 2016-2018 Plan, p. 281.

¹⁴ 2017 Plan Update, p. 6.

¹⁵ 2016-2018 Plan, pp. 346-376.

Comprehensive Bonus

For the 2018 Plan Update, the Companies will continue to encourage C&I contractors, customers, and designers to implement comprehensive holistic projects where multiple energy-efficient HVAC equipment and systems are simultaneously installed with more typical energy-saving measures, such as high-efficiency lighting and refrigeration. The Companies' push will involve increasing the hurdles (i.e., criteria) for projects to qualify as a Comprehensive Project. In 2018, the Companies will lower the Comprehensive Bonus cap, and energy-efficient lighting and refrigeration equipment will qualify as only one measure out of the two energy-saving measures needed to qualify a project for the Comprehensive Bonus.

Strategic Networking

In 2018, the Companies will implement a Strategic Networking initiative with its C&I Vendors. A January 2018 C&I Vendor meeting featured a networking activity where Vendors (e.g., lighting, HVAC equipment and controls, and Energy Management System companies) were asked to interact and find Vendors from companies that provided energy-saving services their own businesses did not provide. The purpose of the Companies' Strategic Networking initiative is to spur vendor collaboration on C&I projects where, for example, a lighting company's expertise can be combined with another company's niche focus of Energy Management Systems; resulting in project comprehensiveness. This is a win-win for customers, contractors, and the Companies. The Companies will continue their Strategic Networking efforts throughout 2018.

Demand Reduction Measures

In 2018, the Companies will continue to promote demand reduction measures as part of their comprehensive approach. This may include increasing the incentive cap for demand reduction measures to \$1,000/kilowatt ("kW"). This exploration will allow the Companies to develop potential incentive strategies to encourage multi-measure comprehensive projects that reduce both energy consumption and peak demand (kW).

ENERGY MANAGEMENT SYSTEMS TRADE ALLY NETWORK

The Companies' increased focus on comprehensiveness in 2018 will include the creation of an Energy Management Systems ("EMS") Trade Ally Network. In the 2016-2018 Plan, the Companies established several "Market Actions¹⁶" to promote cost-effective energy efficiency to

¹⁶ 2016-2018 Plan, p. 377.

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, EMS, 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 and 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 will broaden their established trade ally networks to include a new group—an EMS Trade Ally Network. This network will include both HVAC and lighting controls contractors, designers, distributors, and manufacturers. In the fourth quarter of 2017, the Companies hosted two networking meetings with EMS trade allies and hosted an EMS Trade Ally Network roll-out meeting in January 2018. Throughout 2018, these trade allies will continue to 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.

INCREASED FOCUS ON LONG-TERM ENGAGEMENT WITH CUSTOMERS

For the 2016-2018 Plan¹⁷, 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. These long-term agreements will also ensure that the Companies maintain customer engagement and participation in Energy Efficiency Fund programs despite limited C&I budgets in 2018; thereby filling the project pipeline for future program years.

¹⁷ 2016-2018 Plan, p. 325.

BUSINESS AND ENERGY SUSTAINABILITY PROGRAM

The Business and Energy Sustainability (“BES”) program is an umbrella C&I Solution that integrates energy efficiency into day-to-day operations of C&I customers through services and niche initiatives not appropriately addressed or introduced by the other C&I Solutions (i.e., Energy Conscious Blueprint, Energy Opportunities, and Small Business Energy Advantage).

In 2018, the Companies will continue to prioritize Strategic Energy Management, the BES program, and all five of its related initiatives:

- Business Sustainability Challenge (“BSC”);
- Energy Usage Audits (“EUAs”);
- PRIME;
- Retrocommissioning (“RCx”); and
- Operations & Maintenance (“O&M”).

The BES program’s umbrella initiatives are primary examples of how the Companies have moved to a customer-centric approach of offering customized solutions for individual businesses, markets, and networks. Despite significant budget reductions in the BES program area, the Companies anticipate increased savings and growth in the 2018 C&I Program Portfolio and in future years. This growth will be a direct result of the BES program’s innovative approaches to realize energy savings that were previously lost or not captured by the Companies’ traditional energy-saving programs.

BES Trade Ally Roundtables

Throughout 2018, the Companies will host Trade Ally roundtables for contractors and customers involved in BES-related initiatives. The purpose of these brainstorming and collaborative sessions are to engage customers in thinking about future energy-efficiency projects in 2019 and beyond. The Companies note that the BES program’s contracts typically span multiple years and focus on long-term benefits. By keeping BES customers engaged and thinking about future projects, the Companies can ensure that the future BES project pipeline is full once budget levels stabilize again.

Strategic Energy Management – 2030 Districts

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 BSC.

NATURAL GAS MEASURES

The Companies will continue to promote the implementation of natural gas energy-efficiency measures to C&I customers and contractors. The Companies will utilize the EMS Trade Ally Network, upstream HVAC rebates, RCx improvements, and the Comprehensive Bonus to push customers and contractors to support natural gas energy-efficiency measures (e.g., HVAC systems, commercial hot water equipment, and commercial cooking equipment).

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.

CHAPTER FOUR: DEMAND REDUCTION PORTFOLIO UPDATES

2018 PEAK DEMAND REDUCTION STRATEGIES UPDATE

Quantifying the Benefits of Peak Demand

In the 2017 Update Approval,¹⁸ DEEP directed 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. 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 4-1: 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

¹⁸ 2017 Plan Approval, Condition No. 1.

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.

IMPLEMENTING DEMAND REDUCTION CONTROL STUDIES

Current Peak Demand Reduction Control Strategies

The 2017 Update Approval 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 2017, 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, participants’ responses to a Demand Reduction event, and overall pilot satisfaction. As part of this effort, United Illuminating also integrated controls for dehumidifiers to also better understand their potential demand reductions. 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 of small business customers. In 2018, United Illuminating kicked off its Peak Time Rebate residential demand reduction pilot as well as a C&I Geo-Targeted Demand Reduction pilot and is actively enrolling participants on United Illuminating distressed distribution circuits/feeders for the pilot’s start in the summer of 2018.

Evaluations

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.

United Illuminating first began fully implementing its Demand Reduction Control (Room A/C and Central A/C) and Integrated Demand Reduction Control (C&I) pilots in 2017. Throughout 2017 and 2018, United Illuminating has looked for other opportunities to include customer end uses,

such as water heating and dehumidification, into the pilots. As the pilots mature, United Illuminating should be ready to analyze the pilots' results and make conclusions regarding how to move forward in future program years. United Illuminating believes there may be opportunities to utilize M&V 2.0 principles currently under development to gauge the performance of the pilots and will explore both these and other opportunities in 2018.

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.

CHAPTER FIVE: EDUCATIONAL, ENGAGEMENT & OUTREACH PROGRAM PORTFOLIO UPDATES

In the 2016-2018 Plan, the Companies organized their educational and community outreach programs into a comprehensive engagement platform addressing three priority objectives: (1) education of children and students, (2) educating and developing the workforce, and (3) empowering the community through innovative and targeted outreach.

As a result of the legislative diversions of 2017 and 2018 energy-efficiency funds, the Companies have reallocated significant amounts of the 2018 Educational, Engagement and Outreach Program Portfolio budget to direct service programs that have high energy savings (Energy Efficiency Board Priority No. 1). Though the Educational, Engagement & Outreach Program Portfolio budgets have been reduced, the Companies remain committed to providing energy task forces, educators, municipalities, and the current/future energy-efficiency workforce of Connecticut their technical expertise and administrative support in 2018.

EDUCATE THE PUBLIC: CLEAN ENERGY COMMUNITIES

Clean Energy Communities is a resilient, sustainable energy initiative focused on protecting the environment through community-centric, integrated solutions that promote energy efficiency and the conservation of natural resources. The Clean Energy Communities program is a robust outreach platform designed by the Companies to engage community members at every level to make their town's or city's buildings—commercial, industrial, residential, and municipal—more energy efficient.

Municipal Technical Assistance

Since the Clean Energy Communities program's inception in 2012, a primary focus of the Companies has been to provide a support mechanism for towns and cities to create a building-energy-use-portfolio for their municipal buildings (e.g., libraries, police stations, and town halls) and board of education buildings. Clean Energy Communities program participants record and track their energy consumption in the EPA ENERGY STAR Portfolio Manager, an online software program.

In previous years, the Clean Energy Communities program provided free benchmarking, training, and education to municipal staff and energy task force participants. A goal of the program has always been to make this aspect self-sustaining in order for municipalities and schools to

maintain and monitor their own energy portfolios in the long term. Starting in 2018, as a result of significant budget reductions, the Clean Energy Communities program will no longer provide municipal benchmarking services. While program resources will be limited, the Companies will continue to provide support for the automated electronic transfer of monthly energy consumption data (electric and natural gas consumption only) to the EPA ENERGY STAR Portfolio Manager account of each Clean Energy Community.

The Companies, through their C&I Program Portfolio staff and resources, will ensure that Clean Energy Communities can continue to access annual municipal energy aggregate data (electric and natural gas consumption) via EnergizeCT's Clean Energy Communities Dashboard. The Companies recognize that making this information public-facing 24 hours a day, 7 days a week is critical to the energy task forces and municipal staff working to make their town and board of education buildings more energy efficient and to help inform their energy decisions. Clean Energy Communities wishing to pursue energy-saving projects or who need technical support will continue to work with the Companies' C&I Program Portfolio staff.

In addition to municipal aggregate data, the Companies will provide Energy Efficiency Fund program participation information on the Clean Energy Communities Dashboard.

Additionally via the Energize CT website, the Companies will provide online trainings regarding energy-efficient technologies, energy conservation, Energy Efficiency Fund programs, and best practices in community outreach to energy task forces and municipal staff.

Bright Idea Grants

The Companies will suspend the distribution of Bright Idea Grants to Clean Energy Communities in 2018. However, the Companies are honoring Bright Idea Grants to Clean Energy Communities (municipalities) previously earned in 2017, and are ensuring their timely distribution to the municipal awardees in early 2018.

EDUCATE CHILDREN AND STUDENTS

The K-12 Energy Education program's objectives are to: (1) to empower educators across Connecticut to teach energy, energy efficiency, alternative and renewable energy, and sustainability in their classrooms by providing relevant, standard aligned, STEAM-based curriculum, materials and training, (2) to support municipalities and school districts in becoming more sustainable, and (3) to engrain responsible energy behavior in future consumers at an early age through interactive and engaging hands-on lessons and activities.

Professional Development & Outreach Services

Due to the reallocation of funds to direct energy-saving programs, the K-12 Energy Education budgets have been significantly reduced in 2018. The programs will continue to provide Professional Development Workshops on energy, energy efficiency, climate change, and other related topics to educators. The Companies will also encourage train-the-trainer workshops where district lead educators can attend Professional Development Workshops and then train other district educators themselves.

Additionally, the Companies will continue their In-Class Lessons outreach (on a case-by-case basis) statewide, specifically targeting urban, distressed, and hard-to-reach communities.

Alignment with State and National Standards

In 2018, the Companies will continue to work with the educational community to review and enhance the ***eesmarts*** program's curriculum through updates and improvements identified through internal/external review and feedback, especially from educators through Professional Development Workshops. These updates may include: (a) modernizing and refreshing experiments, lessons, curriculum, and material lists, (b) featuring new efficient technologies and specifications (e.g., replace CFLs with LEDs in lesson plans and explain lumens vs. watts), and (c) expanding the alignment with Next Generation Science Standards to fully meet their three-dimensional learning model.

Suspended Initiatives

Due to budget reductions, the Companies will no longer host the annual K-12 Student Contest or provide support to the Connecticut Science & Engineering Fair. Additionally, the Companies will limit In-Class Lessons outreach to only hard-to-reach and distressed communities and reduce the number of Professional Development Workshops offered.

EDUCATE THE WORKFORCE

Green STEP Initiative

In 2018, the Companies will continue to support the Green Sustainability Technical Education Program ("Green STEP"), a collaborative effort between the Companies, the Connecticut Business & Industry Association Education Foundation, and the Connecticut Technical Education and Career System ("CTECS"), formerly known as the Connecticut Technical High School System. Green STEP offers students in the Construction Career Trades career tracks at CTECS (i.e., Carpentry, Electrical, HVAC, Masonry, and Plumbing & Heating) the opportunity to research and

implement energy-efficiency strategies in their schools and communities, while gaining knowledge of related green career pathways by participating in unique real-world learning experiences.

Due to the reduced budgets, the Companies have modified the Green STEP project milestones for 2018 (see Table 5-1 on the following page). This will allow the Companies to continue this successful workforce development initiative and help CTECS students still realize Green STEP's four primary objectives:

1. Develop a foundation for sustainable building.
2. Complete certification programs (e.g., Building Performance Institute ("BPI") Building Science Principles, Building Analyst, and Envelope Professional or North American Board of Certified Energy Practitioners ("NABCEP")).
3. Gain awareness of career options in the green building industry.
4. Be positioned for employment or higher education in green building-related fields.

Table 5-1: 2018 Green STEP Project Milestones

	Grade 9	Grade 10	Grade 11	Grade 12
Milestone 1	<p>Energize Connecticut Center Visit Construction Career Trade students will travel to the Energize Connecticut Center for a student activity and lesson</p>	<p>Energize Connecticut Center Visit Construction Career Trade students will travel to the Energize Connecticut Center for a student activity and lesson</p>	<p>BPI Building Science Principles Training & Testing Construction Career Trade students will be enrolled in a BPI training and testing class for certifications that align the sustainable energy industry with their trade program</p>	<p>BPI Building Analyst, Envelope & NABCEP Training and Testing Construction Career Trade students will be enrolled in a BPI/NABCEP training and testing class for certifications that align the sustainable energy industry with their trade program</p>
Milestone 2	<p>Introduction to Sustainability, Weatherization, Energy Efficiency & Renewable Energy Construction Career Trade students will participate in an In-Classroom Lesson that will introduce Sustainability, Weatherization, Energy Efficiency & Renewable Energy. Students will also be introduced to trade workers who will share their career experiences</p>	<p>Zero Energy Home Site Visit Construction Career Trade students will visit a CT Zero Energy Challenge home for a guided tour by the design/build team</p>	<p>Residential Energy Audit - Site Visit Construction Career Trade students will complete an on-site home energy audit with a home improvement contractor. Students will complete an on-site home solar, geothermal, and solar hot water audit with a local clean energy contractor</p>	<p>Sustainable Trade Partners Internship Construction Career Trade students will be enrolled in a Trade Internship with energy-efficiency partners to gain the skills needed for employment in the “green job” marketplace</p>
Milestone 3		<p>BPI Building Science Principles Training & Testing Construction Career Trade students will be enrolled in a BPI training and testing class for certifications that align the sustainable energy industry with their trade program</p>	<p>BPI Building Analyst, Envelope & NABCEP Training and Testing Construction Career Trade students will be enrolled in a BPI/NABCEP training and testing class for certifications that align the sustainable energy industry with their trade program</p>	<p>Sustainable Trades Career Path Workshop and Fair Each CTECS school, in partnership with industry leaders, the Companies, and Energize Connecticut contractors will host an employer Clean Trades Career Path Workshop and Fair on the importance of sustainability and connecting to future green industry careers</p>
Milestone 4			<p>Sustainable Trade Partners Internship Construction Career Trade students will be enrolled in a Trade Internship with energy-efficiency partners to gain the skills needed for employment in the “green job” marketplace</p>	

2018 BUDGET TABLES

Table 5-2: 2018 Energy Efficiency Education Budgets

Program Name	ES - Electric	UI - Electric	ES – Gas	CNG	SCG	Total
Educate the Public:						
Clean Energy Communities Programming	\$ 273,428	\$ 93,358	\$ 29,000	\$ 29,000	\$ 29,000	\$ 453,787
Energize Connecticut Center Operations	\$ 300,515	\$ 103,162	\$ 28,356	\$ 39,650	\$ 39,650	\$ 488,755
Other Museum Partnerships	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
System Approach to Sustainable Energy Management (SEM): CTHSS	\$ 24,800	\$ 6,200	\$ 2,583	\$ 2,583	\$ 2,583	\$ 38,750
SEM for CT State University System; Sustainability & Climate Action	\$ 32,000	\$ 8,000	\$ 3,333	\$ 3,333	\$ 3,333	\$ 50,000
Total Educate the Public	\$ 630,743	\$ 210,720	\$ 63,273	\$ 74,566	\$ 74,566	\$ 1,053,868
Customer Engagement	\$ 1,478,000	\$ -	\$ 211,500	\$ -	\$ -	\$ 1,689,500
Educate the Students:						
eesmarts Programming (Professional Development)	\$ 185,202	\$ 68,552	\$ 19,315	\$ 22,853	\$ 22,853	\$ 318,774
Project Learning Tree MOU (CT Forest & Park Association)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
eesmarts Student Contest	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SEM & Coordination for K-12 Green Leaf Schools	\$ 25,600	\$ 6,400	\$ 2,667	\$ 2,667	\$ 2,667	\$ 40,000
Total Educate the Students	\$ 210,802	\$ 74,952	\$ 21,982	\$ 25,519	\$ 25,519	\$ 358,774
Educate the Workforce:						
CT Clean Career Tech Program - Project Management (CBIA)	\$ 33,255	\$ 8,075	\$ 3,171	\$ 2,890	\$ 2,890	\$ 50,281
CT Clean Career Tech Program - Workshops, Trainings & Events	\$ 38,683	\$ 5,692	\$ 3,108	\$ 2,463	\$ 2,463	\$ 52,411
CT Science & Engineering Fair	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
E-House Openings	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
E-House Upgrades	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Higher Education Initiatives and Trainings	\$ 48,357	\$ 11,354	\$ 5,284	\$ 4,393	\$ 4,393	\$ 73,781
Innovation and Best Practices	\$ 15,200	\$ 3,800	\$ 1,583	\$ 1,583	\$ 1,583	\$ 23,750
Total Educate the Workforce	\$ 135,495	\$ 28,922	\$ 13,147	\$ 11,329	\$ 11,329	\$ 200,223
TOTAL EDUCATION	\$ 2,455,040	\$ 314,594	\$ 309,902	\$ 111,414	\$ 111,414	\$ 3,302,364

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

2016 Statewide EE Actual Results for Year End December 31, 2016

Statewide EE Budget
2016 - 2020

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	\$ 496,807	\$ 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	\$ 1,016,109	\$ 1,868,456	\$ 1,869,941	\$ 1,675,005	\$ 9,826,838
HES Income Eligible	\$ 2,147,162	\$ 3,807,965	\$ 4,925,003	\$ 4,296,235	\$ 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						
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						
Energy Opportunities	\$ 40,154,158	\$ 11,003,120	\$ 4,135,899	\$ 853,680	\$ 910,593	\$ 57,057,450
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 2,501,793	\$ 503,319	\$ 678,102	\$ 311,665	\$ 69,233	\$ 4,064,112
Total - C&I Large Retrofit	\$ 42,655,951	\$ 11,506,439	\$ 4,814,001	\$ 1,165,345	\$ 979,826	\$ 61,121,562
Small Business	\$ 17,615,309	\$ 3,348,876	\$ 381,268	\$ 195,209	\$ 241,093	\$ 21,781,755
Subtotal C&I	\$ 72,558,859	\$ 17,946,286	\$ 7,276,037	\$ 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	\$ 35,405	\$ 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	\$ 519,871	\$ 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	\$ 106,677	\$ 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	\$ 200,000	\$ 200,000	\$ 2,520,755
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	\$ 366,761	\$ 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 2016 - 2020 Eversource CT Electric & Gas						
Statewide EE BUDGET	2017 Eversource CT Electric Actual Results 12/31/17	2017 UI Actual Results 12/31/17	2017 Eversource CT Gas Actual Results 12/31/17	2017 CNG Actual Results 12/31/2017	2017 SCG Actual Results 12/31/2017	2017 Statewide Actual Results 12/31/2017
RESIDENTIAL						
Residential Retail Products	\$ 10,154,122	\$ 4,090,519	\$ -	\$ -	\$ -	\$ 14,244,641
Total - Consumer Products	\$ 10,154,122	\$ 4,090,519	\$ -	\$ -	\$ -	\$ 14,244,641
Residential New Construction	\$ 2,887,373	\$ 480,964	\$ 881,482	\$ 427,019	\$ 391,794	\$ 5,068,632
Home Energy Solutions - Core Services	\$ 15,512,933	\$ 3,154,497	\$ 3,379,814	\$ 2,355,506	\$ 1,647,789	\$ 26,050,538
Home Energy Solutions - HVAC, Water Heaters	\$ 4,050,111	\$ 1,120,482	\$ 1,483,857	\$ 1,745,559	\$ 1,497,420	\$ 9,897,429
HES Income Eligible	\$ 16,379,801	\$ 3,769,866	\$ 4,617,168	\$ 5,307,288	\$ 2,803,826	\$ 32,877,949
Residential Behavior	\$ 2,954,049	\$ 72,268	\$ 614,173	\$ 31,960	\$ -	\$ 3,672,450
Subtotal Residential	\$ 51,938,389	\$ 12,688,595	\$ 10,976,494	\$ 9,867,331	\$ 6,340,829	\$ 91,811,638
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 6,718,340	\$ 2,280,358	\$ 1,603,199	\$ 2,296,663	\$ 955,749	\$ 13,854,307
Total - Lost Opportunity	\$ 6,718,340	\$ 2,280,358	\$ 1,603,199	\$ 2,296,663	\$ 955,749	\$ 13,854,307
C&I LARGE RETROFIT						
Energy Opportunities	\$ 24,882,343	\$ 9,621,971	\$ 3,555,604	\$ 1,286,187	\$ 1,445,988	\$ 40,792,104
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 1,484,576	\$ 540,663	\$ 553,690	\$ 602,048	\$ 118,288	\$ 3,299,267
Total - C&I Large Retrofit	\$ 26,366,920	\$ 10,162,634	\$ 4,109,295	\$ 1,888,236	\$ 1,564,287	\$ 44,091,371
Small Business	\$ 16,212,430	\$ 4,429,577	\$ 848,654	\$ 137,947	\$ 156,639	\$ 21,785,247
Subtotal C&I	\$ 49,297,689	\$ 16,872,569	\$ 6,561,148	\$ 4,322,845	\$ 2,676,674	\$ 79,730,925
OTHER - EDUCATION & ENGAGEMENT						
Educate the Public	\$ 1,934,418	\$ 541,849	\$ 145,069	\$ 186,059	\$ 209,992	\$ 3,017,387
Customer Engagement	\$ 1,507,721	\$ 20,161	\$ 231,942	\$ 34,018	\$ 17,487	\$ 1,811,338
Educate the Students	\$ 706,601	\$ 202,704	\$ 26,077	\$ 68,005	\$ 67,767	\$ 1,071,154
Educate the Workforce	\$ 168,211	\$ 54,110	\$ 18,686	\$ 13,788	\$ 16,028	\$ 270,822
Subtotal Education & Engagement	\$ 4,316,951	\$ 818,824	\$ 421,774	\$ 301,869	\$ 311,283	\$ 6,170,702
OTHER - PROGRAMS/REQUIREMENTS						
Residential Loan Program (Includes ECLF and OBR)	\$ 477,326	\$ 207,976	\$ 84,550	\$ 67,301	\$ 103,476	\$ 940,629
C&I Financing Support	\$ 4,060,806	\$ 97,529	\$ 0	\$ 22,539	\$ -	\$ 4,180,873
Time Of Use	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Research, Development & Demonstration	\$ 84,246	\$ 185,540	\$ 18,501	\$ 16,550	\$ 16,550	\$ 321,387
Subtotal Programs/Requirements	\$ 4,622,378	\$ 491,044	\$ 103,051	\$ 106,390	\$ 120,026	\$ 5,442,889
OTHER - LOAD MANAGEMENT						
ISO Load Response Program	\$ 2,387,351	\$ -	\$ -	\$ -	\$ -	\$ 2,387,351
Residential Demand Response	\$ 891,827	\$ 644,007	\$ -	\$ -	\$ -	\$ 1,535,834
C&I Demand Response	\$ 785,216	\$ 18,058	\$ -	\$ -	\$ -	\$ 803,274
Subtotal Load Management	\$ 4,064,394	\$ 662,065	\$ -	\$ -	\$ -	\$ 4,726,459
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 721,290	\$ 551,142	\$ 52,134	\$ 171,536	\$ 171,670	\$ 1,687,772
Marketing Plan	\$ 373,937	\$ 175,399	\$ 37,911	\$ 73,107	\$ 73,106	\$ 733,458
Planning	\$ 594,212	\$ 283,431	\$ 61,481	\$ 168,828	\$ 169,260	\$ 1,277,212
Evaluation Measurement and Verification	\$ 1,920,000	\$ 493,688	\$ 200,000	\$ 200,000	\$ 200,000	\$ 3,013,689
Evaluation Administrator	\$ 177,694	\$ 34,307	\$ 27,348	\$ 20,000	\$ 20,000	\$ 279,350
Information Technology	\$ 541,146	\$ 272,847	\$ 68,304	\$ 106,809	\$ 106,126	\$ 1,095,232
Energy Efficiency Board Consultants	\$ 314,264	\$ 207,999	\$ 47,599	\$ 43,334	\$ 43,333	\$ 656,529
Audits - Financial and Operational	\$ 42,483	\$ 24,000	\$ 5,458	\$ 10,000	\$ 10,000	\$ 91,941
Performance Management Incentive (PMI)	\$ 8,111,330	\$ 2,369,479	\$ 1,123,134	\$ 896,221	\$ 435,308	\$ 12,935,472
Admin/Planning Expenditures	\$ 12,796,357	\$ 4,412,292	\$ 1,623,369	\$ 1,689,835	\$ 1,228,803	\$ 21,750,657
TOTAL	\$ 127,036,159	\$ 35,945,389	\$ 19,685,836	\$ 16,288,270	\$ 10,677,615	\$ 209,633,270

2018 Statewide EE Proposed Budget

Statewide EE Budget
2016 - 2020

Statewide EE BUDGET	2018 Eversource CT Electric Proposed Budget 03/01/18	2018 UI Proposed Budget 03/01/18	2018 Eversource CT Gas Proposed Budget 03/01/18	2018 CNG Proposed Budget 03/01/2018	2018 SCG Proposed Budget 03/01/2018	2018 Statewide Combined Total 03/01/2018
RESIDENTIAL						
Residential Retail Products	\$ 6,414,660	\$ 1,507,906	\$ -	\$ -	\$ -	\$ 7,922,567
Total - Consumer Products	\$ 6,414,660	\$ 1,507,906	\$ -	\$ -	\$ -	\$ 7,922,567
Residential New Construction	\$ 2,160,573	\$ 315,065	\$ 678,742	\$ 674,202	\$ 767,744	\$ 4,596,327
Home Energy Solutions - Core Services	\$ 11,401,395	\$ 1,725,236	\$ 2,351,175	\$ 3,098,150	\$ 1,483,515	\$ 20,059,472
Home Energy Solutions - HVAC, Water Heaters	\$ 3,294,046	\$ 609,159	\$ 1,054,467	\$ 1,784,524	\$ 2,642,524	\$ 9,384,719
HES Income Eligible	\$ 13,231,942	\$ 2,227,341	\$ 3,683,728	\$ 4,055,068	\$ 2,549,295	\$ 25,747,374
Residential Behavior	\$ 500,000	\$ -	\$ 170,000	\$ 151,117	\$ 151,160	\$ 972,277
Subtotal Residential	\$ 37,002,617	\$ 6,384,708	\$ 7,938,112	\$ 9,763,061	\$ 7,594,238	\$ 68,682,736
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 6,163,826	\$ 1,738,519	\$ 3,090,556	\$ 2,209,108	\$ 1,634,672	\$ 14,836,681
Total - Lost Opportunity	\$ 6,163,826	\$ 1,738,519	\$ 3,090,556	\$ 2,209,108	\$ 1,634,672	\$ 14,836,681
C&I LARGE RETROFIT						
Energy Opportunities	\$ 26,831,273	\$ 3,769,126	\$ 1,884,034	\$ 1,282,249	\$ 1,075,797	\$ 34,842,479
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 2,163,543	\$ 395,280	\$ 367,614	\$ 653,491	\$ 273,455	\$ 3,853,383
Total - C&I Large Retrofit	\$ 28,994,816	\$ 4,164,406	\$ 2,251,648	\$ 1,935,740	\$ 1,349,252	\$ 38,695,862
Small Business	\$ 12,550,323	\$ 2,396,275	\$ 247,447	\$ 266,975	\$ 290,361	\$ 15,751,382
Subtotal C&I	\$ 47,708,964	\$ 8,299,201	\$ 5,589,651	\$ 4,411,824	\$ 3,274,285	\$ 69,283,925
OTHER - EDUCATION & ENGAGEMENT						
Educate the Public	\$ 630,743	\$ 210,720	\$ 63,273	\$ 74,566	\$ 74,566	\$ 1,053,869
Customer Engagement	\$ 1,478,000	\$ -	\$ 211,500	\$ -	\$ -	\$ 1,689,500
Educate the Students	\$ 210,802	\$ 74,952	\$ 21,982	\$ 25,520	\$ 25,519	\$ 358,775
Educate the Workforce	\$ 135,495	\$ 28,922	\$ 13,147	\$ 11,329	\$ 11,329	\$ 200,222
Subtotal Education & Engagement	\$ 2,455,040	\$ 314,594	\$ 309,902	\$ 111,415	\$ 111,414	\$ 3,302,365
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	\$ 2,500,000	\$ -	\$ 111,346	\$ 20,000	\$ 75,000	\$ 2,706,346
Time Of Use	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Research, Development & Demonstration	\$ 162,140	\$ 151,250	\$ 25,000	\$ 50,000	\$ 50,000	\$ 438,390
Subtotal Programs/Requirements	\$ 3,115,261	\$ 291,852	\$ 216,429	\$ 156,292	\$ 211,292	\$ 3,991,126
OTHER - LOAD MANAGEMENT						
ISO Load Response Program	\$ 1,907,000	\$ -	\$ -	\$ -	\$ -	\$ 1,907,000
Residential Demand Response	\$ 804,000	\$ 710,001	\$ -	\$ -	\$ -	\$ 1,514,001
C&I Demand Response	\$ 400,452	\$ 139,630	\$ -	\$ -	\$ -	\$ 540,082
Subtotal Load Management	\$ 3,111,452	\$ 849,630	\$ -	\$ -	\$ -	\$ 3,961,082
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 597,822	\$ 383,385	\$ 114,220	\$ 146,375	\$ 146,376	\$ 1,388,177
Marketing Plan	\$ 87,723	\$ 42,704	\$ 15,945	\$ 15,945	\$ 15,945	\$ 178,261
Planning	\$ 461,074	\$ 196,893	\$ 75,000	\$ 138,979	\$ 138,979	\$ 1,010,926
Evaluation Measurement and Verification	\$ 1,023,226	\$ 255,806	\$ 217,523	\$ 217,523	\$ 217,523	\$ 1,931,600
Evaluation Administrator	\$ 179,200	\$ 44,800	\$ 18,667	\$ 18,667	\$ 18,667	\$ 280,001
Information Technology	\$ 1,562,395	\$ 388,789	\$ 133,333	\$ 108,991	\$ 108,992	\$ 2,302,501
Energy Efficiency Board Consultants	\$ 229,633	\$ 153,088	\$ 31,893	\$ 31,893	\$ 31,893	\$ 478,400
Audits - Financial and Operational	\$ 60,000	\$ 24,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 114,000
Performance Management Incentive (PMI)	\$ 4,370,651	\$ 783,340	\$ 657,455	\$ 678,168	\$ 531,857	\$ 7,021,472
Admin/Planning Expenditures	\$ 8,571,723	\$ 2,272,806	\$ 1,274,035	\$ 1,366,541	\$ 1,220,231	\$ 14,705,337
TOTAL	\$ 101,965,059	\$ 18,412,791	\$ 15,328,129	\$ 15,809,133	\$ 12,411,461	\$ 163,926,572

2019 Statewide EE Proposed Budget

Statewide EE Budget
2016 - 2020

Statewide EE Budget	2019 Eversource CT Electric Proposed Budget 03/01/18	2019 UI Proposed Budget 03/01/18	2019 Eversource CT Gas Proposed Budget 03/01/18	2019 CNG Proposed Budget 03/01/2018	2019 SCG Proposed Budget 03/01/2018	2019 Statewide Combined Total 03/01/2018
RESIDENTIAL						
Residential Retail Products	\$ 12,344,915	\$ 2,800,632	\$ -	\$ -	\$ -	\$ 15,145,547
Total - Consumer Products	\$ 12,344,915	\$ 2,800,632	\$ -	\$ -	\$ -	\$ 15,145,547
Residential New Construction	\$ 2,255,145	\$ 645,742	\$ 1,046,946	\$ 703,046	\$ 867,572	\$ 5,518,451
Home Energy Solutions - Core Services	\$ 13,285,727	\$ 3,039,787	\$ 3,340,247	\$ 3,306,605	\$ 2,574,468	\$ 25,546,835
Home Energy Solutions - HVAC, Water Heaters	\$ 3,283,643	\$ 903,517	\$ 1,641,596	\$ 1,927,343	\$ 2,377,420	\$ 10,133,519
HES Income Eligible	\$ 15,268,997	\$ 3,245,121	\$ 5,790,052	\$ 4,364,459	\$ 2,938,507	\$ 31,607,136
Residential Behavior	\$ 2,512,637	\$ -	\$ 409,574	\$ 161,447	\$ -	\$ 3,083,659
Subtotal Residential	\$ 48,951,064	\$ 10,634,799	\$ 12,226,416	\$ 10,463,901	\$ 8,757,967	\$ 91,035,148
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 11,466,022	\$ 3,924,232	\$ 4,776,646	\$ 2,384,873	\$ 1,884,082	\$ 24,435,854
Total - Lost Opportunity	\$ 11,466,022	\$ 3,924,232	\$ 4,776,646	\$ 2,384,873	\$ 1,884,082	\$ 24,435,854
C&I LARGE RETROFIT						
Energy Opportunities	\$ 31,964,958	\$ 6,418,926	\$ 2,911,557	\$ 1,385,636	\$ 1,241,523	\$ 43,922,599
Business & Energy Sustainability (O&M, RetroC&I, BSC, PRIME)	\$ 4,568,208	\$ 1,934,780	\$ 567,037	\$ 704,808	\$ 315,545	\$ 8,090,379
Total - C&I Large Retrofit	\$ 36,533,166	\$ 8,353,706	\$ 3,478,594	\$ 2,090,444	\$ 1,557,069	\$ 52,012,978
Small Business	\$ 13,565,234	\$ 3,651,441	\$ 381,683	\$ 287,752	\$ 333,854	\$ 18,219,964
Subtotal C&I	\$ 61,564,422	\$ 15,929,379	\$ 8,636,922	\$ 4,763,069	\$ 3,775,005	\$ 94,668,796
OTHER - EDUCATION & ENGAGEMENT						
Educate the Public	\$ 630,743	\$ 210,720	\$ 63,273	\$ 74,566	\$ 74,566	\$ 1,053,869
Customer Engagement	\$ 1,478,000	\$ -	\$ 211,500	\$ -	\$ -	\$ 1,689,500
Educate the Students	\$ 210,802	\$ 74,952	\$ 21,982	\$ 25,520	\$ 25,519	\$ 358,775
Educate the Workforce	\$ 135,495	\$ 28,922	\$ 13,147	\$ 11,329	\$ 11,329	\$ 200,222
Subtotal Education & Engagement	\$ 2,455,040	\$ 314,594	\$ 309,902	\$ 111,415	\$ 111,414	\$ 3,302,365
OTHER - PROGRAMS/REQUIREMENTS						
Residential Loan Program (Includes EOLFE and OBR)	\$ 453,121	\$ 140,602	\$ 80,083	\$ 86,292	\$ 86,292	\$ 846,390
C&I Financing Support	\$ 2,500,000	\$ -	\$ 111,346	\$ 20,000	\$ 75,000	\$ 2,706,346
Time Of Use	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Research, Development & Demonstration	\$ 162,140	\$ 151,250	\$ 25,000	\$ 50,000	\$ 50,000	\$ 438,390
Subtotal Programs/Requirements	\$ 3,115,261	\$ 291,852	\$ 216,429	\$ 156,292	\$ 211,292	\$ 3,991,126
OTHER - LOAD MANAGEMENT						
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 804,000	\$ 710,001	\$ -	\$ -	\$ -	\$ 1,514,001
C&I Demand Response	\$ 400,452	\$ 139,630	\$ -	\$ -	\$ -	\$ 540,082
Subtotal Load Management	\$ 1,204,452	\$ 849,630	\$ -	\$ -	\$ -	\$ 2,054,082
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 597,822	\$ 383,385	\$ 114,220	\$ 146,375	\$ 146,376	\$ 1,388,178
Marketing Plan	\$ 87,723	\$ 42,704	\$ 15,945	\$ 15,945	\$ 15,945	\$ 178,261
Planning	\$ 461,074	\$ 302,913	\$ 75,000	\$ 136,979	\$ 136,979	\$ 1,116,945
Evaluation Measurement and Verification	\$ 1,920,000	\$ 480,000	\$ 217,523	\$ 217,523	\$ 217,523	\$ 3,052,569
Evaluation Administrator	\$ 179,200	\$ 44,800	\$ 18,667	\$ 18,667	\$ 18,667	\$ 280,001
Information Technology	\$ 1,562,395	\$ 388,789	\$ 133,333	\$ 108,991	\$ 108,992	\$ 2,302,501
Energy Efficiency Board Consultants	\$ 229,633	\$ 153,088	\$ 31,893	\$ 31,893	\$ 31,893	\$ 478,400
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ 10,000	\$ 10,000	\$ 20,000
Performance Management Incentive (PMI)	\$ 5,486,366	\$ 1,332,812	\$ 987,646	\$ 725,467	\$ 606,757	\$ 9,139,048
Admin/Planning Expenditures	\$ 10,524,213	\$ 3,128,492	\$ 1,594,227	\$ 1,413,840	\$ 1,295,132	\$ 17,955,903
TOTAL	\$ 127,814,454	\$ 31,148,745	\$ 22,985,998	\$ 16,907,516	\$ 14,150,809	\$ 213,007,421

2020 Statewide EE Proposed Budget

Statewide EE Budget
2016 - 2020

Statewide EE BUDGET	2020 Eversource CT Electric Proposed Budget 03/01/18	2020 UI Proposed Budget 03/01/18	2020 Eversource Gas Proposed Budget 03/01/18	2020 CNG Proposed Budget 03/01/2018	2020 SCG Proposed Budget 03/01/2018	2020 Statewide Combined Total 03/01/2018
RESIDENTIAL						
Residential Retail Products	\$ 14,983,585	\$ 3,192,834	\$ -	\$ -	\$ -	\$ 18,176,418
Total - Consumer Products	\$ 14,983,585	\$ 3,192,834	\$ -	\$ -	\$ -	\$ 18,176,418
Residential New Construction	\$ 2,494,312	\$ 778,202	\$ 1,055,470	\$ 685,798	\$ 846,192	\$ 5,859,974
Home Energy Solutions - Core Services	\$ 18,132,926	\$ 3,505,797	\$ 3,318,957	\$ 3,330,520	\$ 2,484,473	\$ 30,772,673
Home Energy Solutions - HVAC, Water Heaters	\$ 3,257,115	\$ 1,030,046	\$ 1,689,294	\$ 1,944,896	\$ 2,349,131	\$ 10,270,481
HES Income Eligible	\$ 17,932,720	\$ 3,711,063	\$ 5,837,192	\$ 4,397,310	\$ 2,917,837	\$ 34,796,112
Residential Behavior	\$ 3,049,567	\$ 471,431	\$ 409,947	\$ 157,486	\$ -	\$ 4,088,431
Subtotal Residential	\$ 59,850,223	\$ 12,689,362	\$ 12,310,861	\$ 10,516,010	\$ 8,597,632	\$ 103,964,089
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 12,908,008	\$ 4,485,335	\$ 4,850,047	\$ 2,406,379	\$ 1,868,664	\$ 26,518,433
Total - Lost Opportunity	\$ 12,908,008	\$ 4,485,335	\$ 4,850,047	\$ 2,406,379	\$ 1,868,664	\$ 26,518,433
C&I LARGE RETROFIT						
Energy Opportunities	\$ 35,437,028	\$ 7,357,841	\$ 2,929,674	\$ 1,398,131	\$ 1,231,364	\$ 48,354,039
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 5,142,714	\$ 1,703,342	\$ 571,654	\$ 711,164	\$ 312,963	\$ 8,441,837
Total - C&I Large Retrofit	\$ 40,579,741	\$ 9,061,184	\$ 3,501,328	\$ 2,109,295	\$ 1,544,327	\$ 56,795,876
Small Business	\$ 15,271,209	\$ 4,162,769	\$ 384,790	\$ 288,450	\$ 331,122	\$ 20,438,360
Subtotal C&I	\$ 68,758,958	\$ 17,709,307	\$ 8,736,166	\$ 4,804,124	\$ 3,744,114	\$ 103,752,669
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	\$ 2,500,000	\$ 74,234	\$ 111,346	\$ 20,000	\$ 75,000	\$ 2,780,580
Time Of Use	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Research, Development & Demonstration	\$ 162,140	\$ 232,692	\$ 25,000	\$ 50,000	\$ 50,000	\$ 519,832
Subtotal Programs/Requirements	\$ 3,115,261	\$ 447,528	\$ 216,429	\$ 156,292	\$ 211,292	\$ 4,146,802
OTHER - LOAD MANAGEMENT						
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 1,200,000	\$ -	\$ -	\$ -	\$ -	\$ 1,200,000
C&I Demand Response	\$ 597,690	\$ -	\$ -	\$ -	\$ -	\$ 597,690
Subtotal Load Management	\$ 1,797,690	\$ -	\$ -	\$ -	\$ -	\$ 1,797,690
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 892,271	\$ 589,823	\$ 114,220	\$ 157,667	\$ 157,667	\$ 1,911,648
Marketing Plan	\$ 778,154	\$ 194,538	\$ 77,725	\$ 81,058	\$ 81,058	\$ 1,212,532
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Performance Management Incentive (PMI)	\$ 6,489,062	\$ 1,529,957	\$ 1,008,720	\$ 746,252	\$ 614,700	\$ 10,388,691
Admin/Planning Expenditures	\$ 13,109,770	\$ 3,815,169	\$ 1,672,331	\$ 1,506,280	\$ 1,374,729	\$ 21,478,279
TOTAL	\$ 151,194,446	\$ 35,785,004	\$ 23,488,951	\$ 17,402,970	\$ 14,348,031	\$ 242,218,502

CHAPTER SEVEN: EVALUATION

Throughout late 2017 and early 2018, the Energy Efficiency Board Evaluation Subcommittee, Energy Efficiency Board Consultants, and DEEP worked together to devise an Evaluation Studies Plan based on the reduced 2018 budgets. Table 7-1 details the evaluation studies that are underway, in the planning stages, and/or will be completed in 2018.

Table 7-1: 2018 Evaluation Studies Plan

2018 Commercial & Industrial Program Evaluations		
Project Name	2016-2018 Budget	Status
C1634 Energy Conscious Blueprint Impact	\$1,199,000	Planning Stages
C1635 Energy Opportunities Impact (includes lighting)	\$1,700,000	Planning Stages
C1664 Energy Opportunities Baseline and NTG	\$200,000	Planning Stages
C1630 Large Energy/Demand Savers	\$395,000	Underway/Complete
C1639 Small Business Energy Advantage Impact/Process	\$675,000	Underway/Complete
C1641 Business and Energy Sustainability/PRIME Impact	\$534,000	Underway/Complete
Commercial Evaluations (Total)	\$4,703,000	
2018 Residential Program Evaluations		
Project Name	2016-2018 Budget	Status
R1706 Appliance Saturation Study	\$200,000	Underway
R1616/R1708 Lighting Impact Study	\$400,000	Planning Stages
R1705 Multi-Family Baseline/Weatherization	\$498,000	Planning Stages
R1617 Ductless Heat Pumps	\$150,000	Underway/Complete
R1702/R1710 Codes & Standards	\$25,000	Underway/Complete
R1707 NTG Residential New Construction Program	\$150,000	Underway/Complete
R1603 Home Energy Solutions Impact	\$325,000	Underway/Complete
R1613/R1614 HVAC/Water Impact Process	\$445,000	Underway/Complete
R1615 LED NTG/R1616 Lighting Baseline	\$325,000	Underway/Complete
Residential Evaluations (Total)	\$3,018,000	
2018 EVALUATIONS (TOTAL)	\$7,721,000	

Table 7-2 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 7-2: 2017 Energy Efficiency Board Evaluation Recommendations

Study	Recommendation	Response
R113 Ductless Heat Pump Evaluation	Recommendation No. 1: Update the current PSD to better reflect the conditions in which DHPs are being installed and used.	<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.
	Recommendation No. 2: Perform a billing analysis using a more representative sample of program participants.	<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.”
	Recommendation No. 3: As an alternative to Recommendations 1 and 2 above, perform an on-site engineering analysis.	<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.
	Recommendation No. 4: Educate customers on DHP operations and strategies that generate the highest savings rates.	<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.
	Recommendation No. 5: Increase program engagement with electric resistance heating customers who have the highest savings potential.	<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
R113 Ductless Heat Pump Evaluation (Continued)	Recommendation No. 6: Use a two-stage, variable degree-day approach for all future applications of billing analysis to estimates DHP savings.	<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.
	Recommendation No. 7: Consider minor changes to the DHP application form.	<ul style="list-style-type: none"> ▪ No comments.
R1615 Light Emitting Diode (“LED”) Net-to-Gross (“NTG”) Evaluation	<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)	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.	<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.
	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.	<ul style="list-style-type: none"> ▪ The Companies are working to better define and target the HTR channel while remaining cost-effective.
	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.	<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
<p>C1639 - Small Business Energy Advantage (“SBEA”) Process Evaluation</p>	<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.
	<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.

Study	Recommendation	Response
<p>C1639 - Small Business Energy Advantage (“SBEA”) Process Evaluation (continued)</p>	<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.
	<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.

Study	Recommendation	Response
<p>R1606 - Eversource Behavior Program Persistence Evaluation (continued)</p>	<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> <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"> ▪ 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. ▪ 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.
<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.

Study	Recommendation	Response
<p>R1602 Residential New Construction Program – Process Evaluation (continued)</p>	<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.
	<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 drastic sweep from the Energy Efficiency Fund to the state’s general fund has resulted in the elimination of the statewide advertising campaigns, public relations, and market research activities previously planned. The reduced 2018 Energize Connecticut (“Energize CT”) statewide marketing efforts (“2018 Marketing Plan”) will be confined to operations, updates, and technical support for EnergizeCT.com.

The estimated costs for the 2018 Marketing Plan are shown in Table A-1.

Table A-1: 2018 Statewide Marketing Plan Estimated Costs

Statewide Marketing Plan Task	Eversource	United Illuminating, CNG, and SCG	Total
Website Maintenance, Updates & Technical Support	\$103,667	\$74,594	\$178,261

METRICS AND GOALS

With the elimination of the independent third-party market research, the ability to set metrics and goals for brand awareness and familiarity is no longer possible in 2018. Furthermore, the sweep of the Energy Efficiency Fund in the last quarter of 2017 resulted in the final awareness study of that year being cancelled. 2016 year-end results showed Energize CT brand familiarity was 49.1 percent (surpassing the goal of 32.8-33.7 percent) and brand awareness (a new metric) was at 45.7 percent.

Website traffic is tracked via Google Analytics. 2017 traffic is reported later in the 2018 Marketing Plan. Because the 2017 Fall/Winter Statewide advertising campaign was cancelled, as well as much of the Companies’ program advertising, it is no longer feasible to draw any trending conclusions, as advertising is the primary driver of web traffic.

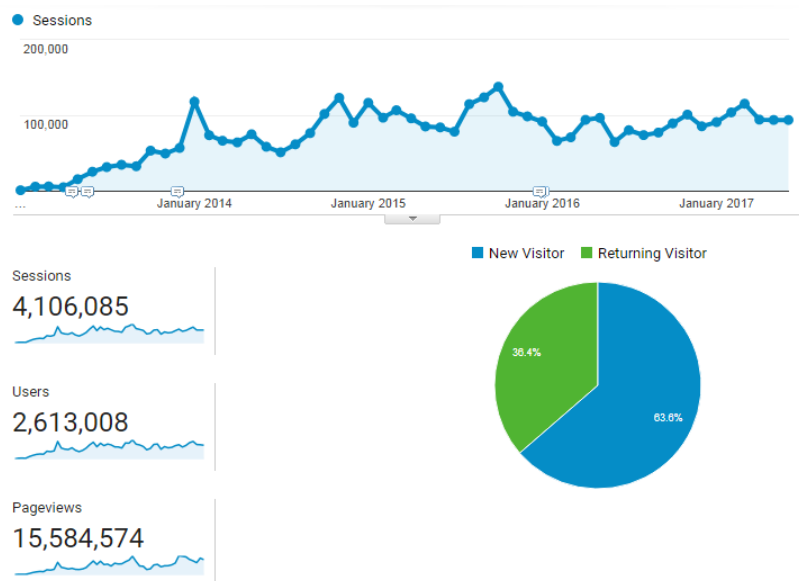
WEBSITE OPERATIONS, UPDATES, AND TECHNICAL SUPPORT: ENERGIZECT.COM

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 site has seen 4+million sessions with 15+ million page views.

Figure A-1: EnergizeCT.com Website Activity



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.

In December 2017, the Connecticut Green Bank withdrew financial support of EnergizeCT.com due to budget constraints. Along with the reduction to the Energy Efficiency Fund, the 2018 budget for this website has been substantially reduced. However, the site design includes many

features that can be utilized directly by the EEB Web Committee, enabling content changes and various graphic updates as needed, in addition to the services provided by outside resources.

Planned 2018 Activities

Budget: \$178,261

- 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. **Enhance Engagement with Mobile-Friendly Display, Personalization and Automation:** Presenting content in an easily-digestible manner to consumers is a challenge in the mobile environment and continues to be a focus for the Web Committee. 2018 enhancements will include the addition of animation and user-friendly display of content on mobile. Main menu areas and homepage sliders will be personalized to tailor content to the user.
- iv. **Facilitate Action Features:** Significant enhancements to the “Find a Solution” feature, will assist consumers navigating to appropriate solutions. Additional “flag ship program” content pages will be developed to afford more flexibility to programmatic marketing campaigns. Program pages will be revamped to better accommodate technologies and/or segments.
- v. **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.
- vi. **Implementation Support:** Features to support implementation of upstream initiatives will include a new distributor communication feature, a realtor section, and an educator section.
- vii. **Site Intercept Surveys:** Used to inform enhancements and garner consumer engagement, site intercept surveys will continue throughout 2018.

- viii. **Site Strategy and Usability:** 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 Web Committee will conduct quarterly meetings with interested parties to identify changes in overall strategy and corresponding enhancement needs.

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 2016-2018 Plan 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. The Companies shall provide recommendations on the timeline for developing permanent programs and on the funding mechanism for such programs.</p> <p>These recommendations will be especially important in the Commercial and Industrial Sector if regional 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</p>	07/01/18	Initial report separately filed 04/01/16 Chapter 3 of the 2017 Plan Update Item Complete as per DEEP's 2018 Condition of Approval #2

Item #	Topic or Program	Condition of Approval	Due Date	Status
2	Demand Response (Continued)	<p>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>		
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) Filed 09/01/16 (United Illuminating)</p> <p>Item Completed</p>

Item #	Topic or Program	Condition of Approval	Due Date	Status
4	<p>Comprehensive Coordinated Plan for Public Education and the Education of Students</p>	<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). 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: 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>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. 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</p>	<p>*07/01/16 Submittal of comprehensive education plan (*moved for inclusion in the 2017 Plan Update) 11/01/16 Initiation of procurement process for education services **3/01/17 (**extension granted to 04/30/17)</p>	<p>Chapter 4 of the 2017 Plan Update Procurement Process for Education services filed 4/19/17 RFP and Vendor Questions with Companies' Responses filed 8/15/17 Item Completed</p>

Item #	Topic or Program	Condition of Approval	Due Date	Status
4	Comprehensive Coordinated Plan for Public Education and the Education of Students (continued)	Efficiency Fund will be integrated with other energy education services and funding sources to ensure energy conservation education is conducted statewide. 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.		
5	Transition to Grant Process for Services Delivered by Colleges and Universities	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.		Informational only Appendix E of the 2017 Plan Update Item Completed
6	Residential Weatherization Barriers	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. 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.	03/01/18 and annually on March 1 st of each year	Filed 03/02/17 Revised and Filed 03/10/17 Filed separately 2/28/18

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 By September 1 of each year, notify vendors of annual co-pay increase</p> <p>04/01/16 Review of HES co-pay rebate for insulation and HVAC</p>	<p>Filed 04/01/16 Chapter Two of the 2017 Plan Update</p> <p>Filed 09/01/2017</p>

Item #	Topic or Program	Condition of Approval	Due Date	Status
8	Modification of C&LM Budget Tables (A,A-1,B,C,D)	<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>	03/01/16	<p>Filed 03/01/16</p> <p>Item Completed</p>
9	Refinement of Consultant Services	<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>	03/14/16 Energy Efficiency Board to submit Budget not to exceed \$650,000 and work plan for task-driven consultant services	<p>Filed 03/01/16</p> <p>Item Completed</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>		

Item #	Topic or Program	Condition of Approval	Due Date	Status
9	Refinement of Consultant Services (continued)	<p>maximizes the use of each technical consultant's expertise. 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].</p> <p>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	Evaluation, Measurement, and Verification	<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 Completed</p>

Item #	Topic or Program	Condition of Approval	Due Date	Status
11	Evaluation Administrator/ Consultant Budget	<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	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. 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.	09/01/16	Chapter 4 of the 2016-2018 Plan Item Competed
16	Data Management	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.	03/01/16	Filed 03/01/16 Item Competed
17	Budget Modification	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.	03/01/16	Filed 03/01/16 Item Competed

APPENDIX C: COMPLIANCE ORDERS

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. 39-43)
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 06/30/17 09/01/17 02/28/18 (Survey Plan Filed)

Item #	Topic or Program	Condition of Approval	Due Date	Status
21	Energy Efficiency Coincidence with Natural Gas Conversion (continued)	<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. 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 budget for implementing this program. ▪ 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. 	11/1/17	Chapter Three of the 2018 Plan Update

Item #	Topic or Program	Condition of Approval	Due Date	Status
3	Increasing Data Sharing Among Low-Income Programs	<p>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</p> <p>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.</p>	11/1/17 Extension filed	See Chapter Two of the 2018 Plan Update Pg. 20
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

From 2018 Update Decision – DEEP Conditions

Item #	Topic or Program	Condition of Approval	Due Date	Status
1	Approval of carry forward balance from 2017	Approval to carry forward the variance in the Energy Conservation and Load Management Fund (aka Connecticut Energy Efficiency Fund or “CEEF”) balance from 2017. The legislature’s seizure of the Plan’s revenue sources is retroactive to July 1, 2017 but was identified in the budget passed October 31, 2017 for State fiscal years 2018 and 2019. The Plan’s implementation progress meant that the 2017 budget was substantially expended by that date, with budget remaining for only two months in calendar year 2017, resulting in a negative balance for the CEEF. Therefore, DEEP is authorizing the carrying forward of whatever variance exists in the fund balance from 2017 to 2018 to complete 2017 obligations. This is consistent with the flexibility intended in following a three-year implementation plan. DEEP is applying this condition to reduce the impact of the budget reduction on the commitments to the contractor network and the jobs that had been planned based on the original budget for 2017. Since 2018 is the third year of the Plan, it is critical that adjustments to the 2018 budget are made as needed to ensure that the overall three-year budget is reconciled by the close of calendar year 2018.	03/1/18	Included in the budgets of Revised 2018 Plan Update
2	DEEP Withdrawal Direction to UI on TOU rate	DEEP withdraws direction to UI on advancing Adoption of Time of Use rate (TOU) DEEP provided direction to UI in its approval of the 2017 Update of the 2016-2018 Conservation and Load Management Plan to execute steps to educate customers regarding time of use rates and motivate customers to participate in such rates. DEEP is withdrawing that direction due to the budget reductions imposed by June SS P.A. 17-2, to enable those funds to be reallocated for direct services. DEEP also is suspending the metric related to advancing the Time of Use rate for 2017 and 2018. DEEP intends to revisit efforts to advance TOU rate adoption as soon as practical after implementation of the budget diversions and as part of the next three-year plan.	3/1/18	Chapter One of the Revised 2018 Plan Update
3	HES-IE Performance Adjustment	Home Energy Solutions-Income Eligible performance adjustment due to budget reduction. Given the reduction in spending for the Home Energy Solutions-Income Eligible (HES-IE) program that the legislative budget reduction prompted, we are suspending the penalty metric for not achieving the spending for HES-IE in 2017 and 2018. While per the Board’s condition of approval a budget allocation was increased for HES-IE from other budget categories to restore services to 1,000 residential units. This effectively changed the budget reduction from 29% to 25%. The budget reductions imposed by the legislature still result in the HES-IE 20108 budget being reduced by \$5,600,569, resulting in the	3/1/18	Included in the Budget Updates of the Revised 2018 Plan Update

Item #	Topic or Program	Condition of Approval	Due Date	Status
		exclusion of 5,600 low-income homes from receiving weatherization services. This direction only applies to the penalty metric. The performance metrics based on achieving the targets for service delivery shall remain in place.		
4	2018 Update to Narrative	2018 Update narrative dated November 1, 2017 to be revised. The Companies shall submit an updated narrative with the 2017 actual spending and savings reconciliation and final 2018 budget that should be submitted no later than March 1, 2018. The narrative should incorporate the program changes identified as part of the process of revising the budget.	03/01/18	Included in the Revised 2018 Plan Update
5	Municipal Data is Available Outside of CEC	Ensure municipal data available outside of Clean Energy Communities program. While DEEP recognizes the Board's prioritization of direct services, DEEP is concerned about the reduction of services to municipalities that is represented by the significant budget reduction to the Clean Energy Communities program. The Companies must identify in the updated narrative that is due no later than March 1, 2018, how, outside of the Clean Energy Communities program, it may be possible to maintain the public facing availability of energy data that municipalities rely on to inform their energy management.	03/01/18	Included in the Revised 2018 Plan Update
6	Equitable Contributions from Oil and Propane Heated Buildings	Communication regarding equitable contributions from oil and propane heated buildings. While oil and propane customers do contribute to the conservation charge on electricity for a portion of their electric bill, they do not contribute to the same degree as ratepayers that heat with electricity or natural gas to support thermal energy efficiency measures. For this reason, revenue from the RGGI auctions has filled the gap for these customers. June SS P.A. 17-2 diverted RGGI auction proceeds from the funding for the Conservation and Load Management Plan. This will result in the curtailment of efficiency services for oil and propane customers. To stretch the remaining dollars from RGGI for Home Energy Solutions assessments at oil and propane heated homes, the Companies have introduced reduced incentive limits and implemented caps on purchase orders for contractors to ration the numbers of households each qualified contractor serves in 2018. Further consideration is needed to address the lack of funding for energy efficiency investments in buildings heated with oil or propane or another fuel source that is not electricity or natural gas. Unless a new source of funding is identified for providing services to residents heating with oil and propane we anticipate Home Energy Solutions services will need to be eliminated once RGGI funding is depleted. Therefore, the Companies shall describe the program revisions being made to the programs, including those identified in the Board's December	3/1/18	Included in the text of the Revised 2018 Plan Update

Item #	Topic or Program	Condition of Approval	Due Date	Status
		Residential committee special and regular meetings, in the updated narrative for the 2018 Update, which is due no later than March 1, 2018. The updated narrative shall also identify a protocol for informing contractors and communicating to customers that legislated funding constraints limit certain services to residents and businesses that do not contribute equitably to the utility assessment on electric and natural gas consumption.		
7	Consultant and Evaluation Administrator Budgets	Submit Consultant and Evaluation Administrator Budget Line Items in January 2018. Due to the Board's conditions of approval #5 and #6, noting that the Board did not complete its review of the consultant budget and the Evaluator Administrator budget. Those budget line items will need to be addressed at the Board's January meeting. The Board will need to identify the budgeted amount for those elements, and provide a rationale for any figures that are below the pro rata 33% reduction that the Board identified as the standard budget reduction during its November 8, 2017 meeting. DEEP anticipates, based on the Board's prioritization of direct services over other Plan categories that are of an administrative or other supporting nature, that the Board will revise the placeholder budget amount to represent at least a 33% reduction. DEEP will review those numbers and provide a response that can be incorporated into the Companies' submittal of the reconciled 2017 figures and final budget for 2018, which shall be due by March 1, 2018.	3/1/18	Included in the budget updates of the Revised 2018 Plan Update
8	Evaluation Plan and Budget Revisions	Revise Evaluation Plan and Budget. When DEEP approved the 2016-2018 Electric and Natural Gas Conservation and Load Management Plan in 2015, DEEP approved an evaluation budget for 2016-2018 totaling \$9 million [approximately \$3 million per year] for Evaluation Studies. DEEP will not authorize any amount in 2018 that brings the total beyond that amount for the three Plan years. DEEP has summarized the studies to be completed in 2018 in Tables 1 in Attachment A to this letter. DEEP is approving the studies listed in Table 1 which are planned for initiation, are underway, or are completed. DEEP is eliminating or deferring the studies listed in Table 3. DEEP recommends revisiting and reprioritizing the list of evaluation studies as part of the development of the next three-year plan. The Companies shall confirm the amount spent through December 31, 2017 for the approved studies in Tables 1 of Attachment A. The Companies shall submit this information to DEEP by January 30, 2018. DEEP will review and confirm the final amount to be budgeted in 2018 for Evaluation Studies, and the Companies shall include this amount in the submittal of the final Plan budget for 2018, which shall be due by March 1, 2018. DEEP supports the priorities	3/1/18	Included in the budget updates of the Revised 2018 Plan Update

Item #	Topic or Program	Condition of Approval	Due Date	Status
		identified by the Board in implementing the diversions mandated by June SS P.A. 17-2 and reallocation of funding to direct savings programs.		
9	Equitable Distribution Data	Equitable Distribution data. The companies must convene a joint meeting with DEEP prior to submittal of the 2017 Equitable Distribution data to reduce inconsistencies in data collection and presentation and to collectively clarify interpretations of the statute that affect the data submittal. The companies must also submit an updated method of census tract identification and economic status that determines whether the census tract is distressed. The Companies must submit the 2017 Equitable Distribution data on a form prescribed and provided by DEEP no later than July 1, 2018.	7/1/18	

From 2018 Update Decision – EEB Conditions

Item #	Topic or Program	Condition of Approval	Due Date	Status
1	Increase in HES-Income Eligible Units	An increase in the 2018 HES-IE budget and units served, i.e., at least 1,000 additional HES-IE units at Eversource, and consideration of additional units at UI, with related budget reductions in two other Residential programs (Retail Products and Behavior); the Companies will recommend how much budget reduction should come from Retail Products vs. Behavior.	03/1/18	Included in the budget updates of the Revised 2018 Plan Update
2	SBEA Recapitalization	Continued development of and progress on SBEA recapitalization, which would result in increased funding available for C&I programs in 2018 and 2019. Below are the results of the Board vote on SBEA recapitalization dated December 13, 2017: a) The Board supports continuing to develop and make progress on SBEA recapitalization, with the intent of having it implemented by April 2018. b) The Companies should communicate the Board’s support for continuing the development of SBEA recapitalization in the Companies’ cover filing of the proposed 2018 Plan adjustments, citing the Board’s approval with conditions of the 2018 Plan adjustments. c) The Companies should include the financial impacts of the SBEA recapitalization in the 2018 budget, specifically by including the financial impacts in the reconciled 2018 budget in February 2018.	4/1/18 – 4/30/18	The Companies and Green Bank continue to work collaboratively

Item #	Topic or Program	Condition of Approval	Due Date	Status
3	EM&V Studies	Approval of the Evaluation Measurement and Verification studies budget for 2018 (an electric budget reduction of 51% in 2018), with the condition that clarifications are needed regarding which evaluation studies are continuing as planned, which are being cut or scaled back, and which are being deferred, as well as how the multi-year funding impacts will be addressed in each program year (including through accruals and carryforward), based on the revised memo from the Evaluation Administrator dated December 12, 2017.	3/1/18	Included in the budget updates of the Revised 2018 Plan Update
4	Proposed Savings/Goals	Approval of the Companies' proposed savings/goals adjustments for 2018, with the conditions that savings should be revised and improved, particularly the C&I savings, and some savings and goals will change as a result of addressing the budget conditions.	3/1/18	Included in the budget updates of the Revised 2018 Plan Update
5	Evaluation Administrator Budget	The Evaluation Administrator team budget will be reviewed and addressed by the Board in an upcoming meeting.	2/14/18 EEB Meeting	Included in the budget updates of the Revised 2018 Plan Update
6	Consultant Budget	The EEB consultant budget will be addressed by the Board in an upcoming meeting.	2/14/18 EEB Meeting	Included in the budget updates of the Revised 2018 Plan Update

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.

In 2018, ISE will continue to work collaboratively with the Companies and the Energy Efficiency Board to support Energize CT programs. Based on the reduced budgets, ISE will work with the Companies and the Energy Efficiency Board's C&I Committee in March to determine a revised strategic ISE Work Plan for 2018.

APPENDIX E: COMMUNICATIONS REGARDING EQUITABLE CONTRIBUTIONS FROM OIL AND PROPANE-HEATED BUILDINGS

Per DEEP’s Condition 6 of its Original 2018 Plan Update Approval,¹⁹ the Companies have implemented a communications protocol to inform vendors and communicate to customers that legislated funding constraints will limit certain services to residents and businesses that do not contribute equitably to the utility assessment on electric and natural gas consumption (i.e., oil and propane-heated buildings). Table E-1 details the Companies’ schedule for communicating recent HES program changes to customers and HES Vendors. Figure E-1 is a copy of the Companies’ letter to HES customers regarding reduced RGGI funding.

Table E-1: Timeline for HES Program Communications

Date	Communication Name	Communication Details
November 21, 2017	HES & HES-Income Eligible Program Notification	Notification sent to Vendors via e-mail that budget constraints will result in program changes
December 6, 2017	December Energy Efficiency Board Residential Committee Meeting	2018 proposed HES and HES-Income Eligible program changes and budget management strategies presented
December 8, 2017	HES Pricing Changes for 2018	Provided the new HES pricing and implementation guidelines for each of the Companies
December 29, 2017	2018 HES Program Update Vendor Notification	Summary of 2018 HES program changes sent to Vendors via e-mail
January 2, 2018	Updated 2018 HES Program Update Vendor Notification	Updated summary of 2018 HES program changes sent to Vendors via e-mail
January 3, 2018	HES Transition to 2018 Program Year - Q&A	Q&A document sent to Vendors via e-mail containing questions and answers received regarding 2018 changes
January 10, 2018	January Energy Efficiency Board Residential Committee Meeting	2018 HES and HES-Income Eligible program budget allocation methodology presented
January 15, 2018	Eversource HES Funding Notification	Communication sent to Vendors via e-mail providing specifics about 2018 Eversource budget allotments
January 19, 2018	2018 HES Funding Communication	Communication sent to Vendors via e-mail providing detailed talking points regarding oil/propane/electric budget constraints (see Figure E-1)

¹⁹ Department of Energy & Environmental Protection. *Approval with Conditions of the Original 2018 Plan Update for the Electric and Natural Gas Conservation and Load Management Plan for 2016 through 2018*, Dec. 26, 2017.

APPENDIX E: COMMUNICATIONS REGARDING EQUITABLE CONTRIBUTIONS FROM OIL AND PROPANE-HEATED BUILDINGS

Date	Communication Name	Communication Details
January 23, 2018	United Illuminating HES Funding Q&A	Communication sent to Vendors via e-mail providing specifics about 2018 United Illuminating budget allotments
February 2018	HES Customer Print-on-Demand ("POD") Booklet	2018 HES Funding Communication printed on the back cover of 2018 HES PODs for customer reference
February 1, 2018	2018 HES Rebate Bonus Form	New 2018 HES Rebate Bonus Form released to Vendors via e-mail for use with the 2018 HES POD
February 9, 2018	2018 HES and HES-Income Eligible Program Rollout	Reviewed program changes with Vendors during the 2018 HES and HES-Income Eligible Program Rollout
February 14, 2018	February Energy Efficiency Board Residential Committee Meeting	2018 HES and HES-Income Eligible budget allocation methodology reinforced

Figure E-1: HES Program Letter to Customers



Dear Energy Customer,

Congratulations on taking steps toward making your home energy efficient. There have been some changes to the Home Energy Solutions program this year and we understand you may have questions. We will attempt to address them here.

The Energize Connecticut energy efficiency programs help you save energy and money, while making your home safer and more comfortable. These programs are brought to you by Eversource, United Illuminating (UI), SCG, and CNG with the advice and assistance of the Connecticut Energy Efficiency Board. Funding for these programs is collected through a charge on electric and natural gas bills and the programs are approved by the Department of Energy and Environmental Protection.

How does the program funding work? A customer that heats their home with electricity, has all their energy-saving upgrades paid for using electric funds. If a customer heats their home with natural gas, their energy-saving upgrades are paid for by both electric funds, for electricity-saving upgrades such as LED light bulbs, and natural gas funds, for upgrades such as weatherization that reduce heating needs.

What about homes that heat with other fuel types, such as oil or propane? For several years, Eversource and UI have used funds from the Regional Greenhouse Gas Initiative (RGGI) to bridge the funding gap for these customers. Upgrades that generate electric savings are paid for using the electric funds. Upgrades that save oil or propane are paid for using RGGI funds. RGGI funds are not permanent and, currently, there are no funds collected on oil or propane bills to pay for these upgrades.

What changed? The Connecticut state budget passed in October 2017 is redirecting a total of \$146 million from the energy efficiency programs to offset the state budget deficit. This includes the RGGI funds used to provide energy-saving services to oil and propane customers. With less of these funds available, Eversource and UI have had to adjust the energy-saving incentives offered.

What should oil or propane customers do now? While funds last, oil and propane customers can participate in Home Energy Solutions, however, there will be fewer rebates available. Effective January 1, 2018, Home Energy Solutions customers who heat their homes with oil or propane are not eligible to receive rebates or co-pay rebate bonuses for insulation, windows, or attic opening insulated covers.

Is there anything that can help oil or propane heated homes with energy efficient upgrades? Attractive financing opportunities are still available for oil and propane upgrades – even if the recommended upgrades are not eligible to receive a rebate. Please visit EnergizeCT.com/financing to learn more about products such as the Home Energy Solutions Payment Plan (Micro) Loan and Smart-E loan.

Eversource, UI, SCG, and CNG continue to provide high quality energy-saving services to the people of Connecticut. Visit EnergizeCT.com for additional ways you can save energy and money at home.

Your partners in energy,

The Energy Efficiency Teams at Eversource and United Illuminating



Energize Connecticut – Programs funded by a charge on customer energy bills.

APPENDIX F: BUDGET AND SAVINGS TABLES

Statewide Electric Tables

Combined Electric: Table A1 (2016-2018)

Eversource CT Electric/UI/EE Budget	2016 - 2020		2016 - 2020		2016 - 2020		2016 - 2020		2016 - 2020		2016 - 2020		2016 - 2020		2016 - 2020	
	2016 Eversource CT Electric Actual Results 12/31/16	2016 UI Actual Results 12/31/16	2016 Eversource CT Electric Actual Results 12/31/16	2016 Eversource CT Electric/UI Combined Total 12/31/16	2017 Eversource CT Electric Actual Results 12/31/17	2017 UI Actual Results 12/31/17	2017 Eversource CT Electric/UI Combined Total 12/31/17	2017 Eversource CT Electric Proposed Budget 03/01/18	2017 UI Proposed Budget 03/01/18	2017 Eversource CT Electric/UI Combined Total 12/31/17	2018 Eversource CT Electric Proposed Budget 03/01/18	2018 UI Proposed Budget 03/01/18	2018 Eversource CT Electric/UI Combined Total 03/01/18	2018 Eversource CT Electric/UI Combined Total 03/01/18	2018 Eversource CT Electric/UI Combined Total 03/01/18	2018 Eversource CT Electric/UI Combined Total 03/01/18
RESIDENTIAL																
Residential Retail Products	\$ 14,872,880	\$ 4,421,704	\$ 10,154,123	\$ 18,298,584	\$ 4,938,518	\$ 4,938,518	\$ 14,544,651	\$ 6,414,693	\$ 1,670,806	\$ 14,544,651	\$ 6,414,693	\$ 1,670,806	\$ 14,544,651	\$ 6,414,693	\$ 1,670,806	\$ 14,544,651
Total Consumer Products	\$ 14,872,880	\$ 4,421,704	\$ 10,154,123	\$ 18,298,584	\$ 4,938,518	\$ 4,938,518	\$ 14,544,651	\$ 6,414,693	\$ 1,670,806	\$ 14,544,651	\$ 6,414,693	\$ 1,670,806	\$ 14,544,651	\$ 6,414,693	\$ 1,670,806	\$ 14,544,651
Residential Conservation	\$ 15,989,893	\$ 3,256,203	\$ 19,246,097	\$ 19,246,097	\$ 15,989,893	\$ 3,256,203	\$ 19,246,097	\$ 11,401,046	\$ 1,720,236	\$ 15,989,893	\$ 1,720,236	\$ 1,720,236	\$ 15,989,893	\$ 1,720,236	\$ 1,720,236	\$ 15,989,893
Home Energy Solutions - HVAC, Water Heaters	\$ 3,937,327	\$ 1,016,109	\$ 4,613,536	\$ 4,613,536	\$ 4,050,111	\$ 1,200,482	\$ 5,170,593	\$ 3,234,046	\$ 609,159	\$ 4,613,536	\$ 609,159	\$ 609,159	\$ 4,613,536	\$ 609,159	\$ 609,159	\$ 4,613,536
HES Income Eligible	\$ 21,471,052	\$ 3,807,865	\$ 25,278,917	\$ 25,278,917	\$ 16,379,801	\$ 3,769,866	\$ 20,149,667	\$ 13,231,942	\$ 2,227,941	\$ 20,149,667	\$ 2,227,941	\$ 2,227,941	\$ 20,149,667	\$ 2,227,941	\$ 2,227,941	\$ 20,149,667
Residential Behavior	\$ 2,909,233	\$ 489,194	\$ 3,398,427	\$ 3,398,427	\$ 2,954,049	\$ 72,688	\$ 3,026,737	\$ 500,000	\$ -	\$ 3,026,737	\$ -	\$ -	\$ 3,026,737	\$ -	\$ -	\$ 3,026,737
Subtotal Residential	\$ 61,073,331	\$ 13,487,888	\$ 74,561,319	\$ 74,561,319	\$ 51,938,389	\$ 12,886,595	\$ 64,824,984	\$ 37,002,617	\$ 6,384,708	\$ 64,824,984	\$ 6,384,708	\$ 6,384,708	\$ 64,824,984	\$ 6,384,708	\$ 6,384,708	\$ 64,824,984
COMMERCIAL & INDUSTRIAL																
Energy Consensus Blueprint	\$ 12,287,599	\$ 3,090,871	\$ 15,378,570	\$ 15,378,570	\$ 6,718,340	\$ 2,280,358	\$ 8,998,697	\$ 6,163,826	\$ 1,738,519	\$ 8,998,697	\$ 1,738,519	\$ 1,738,519	\$ 8,998,697	\$ 1,738,519	\$ 1,738,519	\$ 8,998,697
Total - Lost Opportunity	\$ 12,287,599	\$ 3,090,871	\$ 15,378,570	\$ 15,378,570	\$ 6,718,340	\$ 2,280,358	\$ 8,998,697	\$ 6,163,826	\$ 1,738,519	\$ 8,998,697	\$ 1,738,519	\$ 1,738,519	\$ 8,998,697	\$ 1,738,519	\$ 1,738,519	\$ 8,998,697
C&I LARGE RETROFIT																
Energy Opportunities	\$ 40,154,158	\$ 11,003,120	\$ 51,157,278	\$ 51,157,278	\$ 24,892,343	\$ 9,821,971	\$ 34,504,314	\$ 28,831,273	\$ 3,769,126	\$ 34,504,314	\$ 3,769,126	\$ 3,769,126	\$ 34,504,314	\$ 3,769,126	\$ 3,769,126	\$ 34,504,314
Business & Energy Sustainability (O&M, RetroC&I, BSC, PRIME)	\$ 2,801,793	\$ 503,319	\$ 3,005,112	\$ 3,005,112	\$ 1,484,576	\$ 540,663	\$ 2,025,240	\$ 2,193,443	\$ 395,280	\$ 2,025,240	\$ 395,280	\$ 395,280	\$ 2,025,240	\$ 395,280	\$ 395,280	\$ 2,025,240
Total - C&I Large Retrofit	\$ 42,855,951	\$ 11,506,439	\$ 54,162,390	\$ 54,162,390	\$ 26,366,920	\$ 10,162,634	\$ 36,529,554	\$ 28,994,416	\$ 4,164,406	\$ 36,529,554	\$ 4,164,406	\$ 4,164,406	\$ 36,529,554	\$ 4,164,406	\$ 4,164,406	\$ 36,529,554
Small Business	\$ 17,615,309	\$ 3,348,876	\$ 20,964,185	\$ 20,964,185	\$ 16,212,430	\$ 4,429,577	\$ 20,642,007	\$ 12,550,223	\$ 2,396,275	\$ 20,642,007	\$ 2,396,275	\$ 2,396,275	\$ 20,642,007	\$ 2,396,275	\$ 2,396,275	\$ 20,642,007
Subtotal C&I	\$ 72,558,859	\$ 17,946,286	\$ 90,505,145	\$ 90,505,145	\$ 49,297,689	\$ 16,872,569	\$ 66,170,258	\$ 47,708,864	\$ 8,299,201	\$ 66,170,258	\$ 8,299,201	\$ 8,299,201	\$ 66,170,258	\$ 8,299,201	\$ 8,299,201	\$ 66,170,258
OTHER - EDUCATION & ENGAGEMENT																
Educate the Public	\$ 1,926,470	\$ 563,848	\$ 2,490,318	\$ 2,490,318	\$ 1,934,418	\$ 541,849	\$ 2,476,267	\$ 630,743	\$ 210,720	\$ 2,476,267	\$ 210,720	\$ 210,720	\$ 2,476,267	\$ 210,720	\$ 210,720	\$ 2,476,267
Customer Engagement	\$ 1,603,922	\$ 136,594	\$ 1,740,516	\$ 1,740,516	\$ 1,507,721	\$ 201,161	\$ 1,708,882	\$ 1,478,000	\$ -	\$ 1,708,882	\$ -	\$ -	\$ 1,708,882	\$ -	\$ -	\$ 1,708,882
Educate the Students	\$ 392,352	\$ 126,462	\$ 518,814	\$ 518,814	\$ 706,601	\$ 202,704	\$ 909,305	\$ 210,802	\$ 74,982	\$ 909,305	\$ 74,982	\$ 74,982	\$ 909,305	\$ 74,982	\$ 74,982	\$ 909,305
Educate the Workforce	\$ 288,446	\$ 76,415	\$ 344,861	\$ 344,861	\$ 188,211	\$ 54,110	\$ 222,320	\$ 135,456	\$ 28,922	\$ 222,320	\$ 28,922	\$ 28,922	\$ 222,320	\$ 28,922	\$ 28,922	\$ 222,320
Subtotal Education & Engagement	\$ 4,191,190	\$ 902,819	\$ 5,094,009	\$ 5,094,009	\$ 4,316,951	\$ 818,224	\$ 5,135,175	\$ 2,455,040	\$ 314,584	\$ 5,135,175	\$ 314,584	\$ 314,584	\$ 5,135,175	\$ 314,584	\$ 314,584	\$ 5,135,175
OTHER - PROGRAMS/REQUIREMENTS																
Residential Loan Program (Includes ECLIF and ORR)	\$ 1,929,824	\$ 249,250	\$ 2,179,074	\$ 2,179,074	\$ 477,226	\$ 207,976	\$ 685,202	\$ 453,121	\$ 140,602	\$ 685,202	\$ 140,602	\$ 140,602	\$ 685,202	\$ 140,602	\$ 140,602	\$ 685,202
C&I Financing Support	\$ 6,894,639	\$ 87,194	\$ 7,081,833	\$ 7,081,833	\$ 4,060,506	\$ 97,529	\$ 4,158,035	\$ 2,500,000	\$ -	\$ 4,158,035	\$ -	\$ -	\$ 4,158,035	\$ -	\$ -	\$ 4,158,035
Time of Use Program (UI Only)	\$ 208,762	\$ 73,812	\$ 282,574	\$ 282,574	\$ 84,246	\$ 185,540	\$ 269,786	\$ 162,140	\$ 151,250	\$ 269,786	\$ 151,250	\$ 151,250	\$ 269,786	\$ 151,250	\$ 151,250	\$ 269,786
Research, Development & Demonstration	\$ 9,133,225	\$ 410,356	\$ 9,543,581	\$ 9,543,581	\$ 4,622,378	\$ 491,044	\$ 5,113,422	\$ 3,115,261	\$ 291,852	\$ 5,113,422	\$ 291,852	\$ 291,852	\$ 5,113,422	\$ 291,852	\$ 291,852	\$ 5,113,422
Subtotal Programs/Requirements	\$ 18,166,450	\$ 810,612	\$ 19,077,062	\$ 19,077,062	\$ 9,644,556	\$ 577,079	\$ 10,220,545	\$ 6,121,522	\$ 593,704	\$ 10,220,545	\$ 593,704	\$ 593,704	\$ 10,220,545	\$ 593,704	\$ 593,704	\$ 10,220,545
OTHER - LOAD MANAGEMENT																
ISO Load Response Program	\$ 2,414,427	\$ -	\$ 2,414,427	\$ 2,414,427	\$ 2,387,351	\$ -	\$ 2,387,351	\$ 1,907,000	\$ -	\$ 2,387,351	\$ -	\$ -	\$ 2,387,351	\$ -	\$ -	\$ 2,387,351
Residential Demand Response	\$ 859,080	\$ 339,326	\$ 1,198,406	\$ 1,198,406	\$ 891,827	\$ 644,007	\$ 1,535,834	\$ 804,000	\$ 710,001	\$ 1,535,834	\$ 710,001	\$ 710,001	\$ 1,535,834	\$ 710,001	\$ 710,001	\$ 1,535,834
C&I Demand Response	\$ 45,345	\$ -	\$ 45,345	\$ 45,345	\$ 18,058	\$ -	\$ 18,058	\$ 400,452	\$ -	\$ 18,058	\$ -	\$ -	\$ 18,058	\$ -	\$ -	\$ 18,058
Subtotal Load Management	\$ 3,318,852	\$ 339,326	\$ 3,658,178	\$ 3,658,178	\$ 4,008,394	\$ 644,007	\$ 4,262,402	\$ 3,111,452	\$ 710,001	\$ 4,262,402	\$ 710,001	\$ 710,001	\$ 4,262,402	\$ 710,001	\$ 710,001	\$ 4,262,402
OTHER - ADMINISTRATIVE & PLANNING																
Administration	\$ 565,687	\$ 474,581	\$ 1,040,268	\$ 1,040,268	\$ 721,290	\$ 551,142	\$ 1,272,432	\$ 587,922	\$ 383,385	\$ 1,272,432	\$ 383,385	\$ 383,385	\$ 1,272,432	\$ 383,385	\$ 383,385	\$ 1,272,432
Planning	\$ 632,015	\$ 315,238	\$ 947,253	\$ 947,253	\$ 564,712	\$ 283,431	\$ 848,143	\$ 461,074	\$ 195,803	\$ 848,143	\$ 195,803	\$ 195,803	\$ 848,143	\$ 195,803	\$ 195,803	\$ 848,143
Evaluation Measurement and Verification	\$ 1,520,745	\$ 480,000	\$ 2,000,745	\$ 2,000,745	\$ 1,920,000	\$ 493,688	\$ 2,413,688	\$ 1,023,226	\$ 255,806	\$ 2,413,688	\$ 255,806	\$ 255,806	\$ 2,413,688	\$ 255,806	\$ 255,806	\$ 2,413,688
Information Technology	\$ 1,579,383	\$ 401,976	\$ 1,981,359	\$ 1,981,359	\$ 541,146	\$ 272,847	\$ 813,993	\$ 1,562,395	\$ 388,789	\$ 813,993	\$ 388,789	\$ 388,789	\$ 813,993	\$ 388,789	\$ 388,789	\$ 813,993
Energy Efficiency Board Consultants	\$ 965,781	\$ 208,000	\$ 1,173,781	\$ 1,173,781	\$ 314,264	\$ 207,989	\$ 522,253	\$ 229,633	\$ 153,088	\$ 522,253	\$ 153,088	\$ 153,088	\$ 522,253	\$ 153,088	\$ 153,088	\$ 522,253
Audits - Financial and Operational	\$ 9,010,198	\$ 2,353,021	\$ 11,363,219	\$ 11,363,219	\$ 8,111,330	\$ 2,369,479	\$ 10,480,809	\$ 4,370,851	\$ 783,340	\$ 10,480,809	\$ 783,340	\$ 783,340	\$ 10,480,809	\$ 783,340	\$ 783,340	\$ 10,480,809
Performance Management Incentive (P/M)	\$ 14,636,053	\$ 4,508,183	\$ 19,144,236	\$ 19,144,236	\$ 12,796,357	\$ 4,412,292	\$ 17,208,649	\$ 8,571,723	\$ 2,272,806	\$ 17,208,649	\$ 2,272,806	\$ 2,272,806	\$ 17,208,649	\$ 2,272,806	\$ 2,272,806	\$ 17,208,649
Admin/Planning Expenditures	\$ 164,911,511	\$ 37,599,168	\$ 202,510,679	\$ 202,510,679	\$ 127,096,159	\$ 35,945,389	\$ 163,041,548	\$ 101,965,059	\$ 18,412,791	\$ 163,041,548	\$ 18,412,791	\$ 18,412,791	\$ 163,041,548	\$ 18,412,791	\$ 18,412,791	\$ 163,041,548
TOTAL	\$ 164,911,511	\$ 37,599,168	\$ 202,510,679	\$ 202,510,679	\$ 127,096,159	\$ 35,945,389	\$ 163,041,548	\$ 101,965,059	\$ 18,412,791	\$ 163,041,548	\$ 18,412,791	\$ 18,412,791	\$ 163,041,548	\$ 18,412,791	\$ 18,412,791	\$ 163,041,548

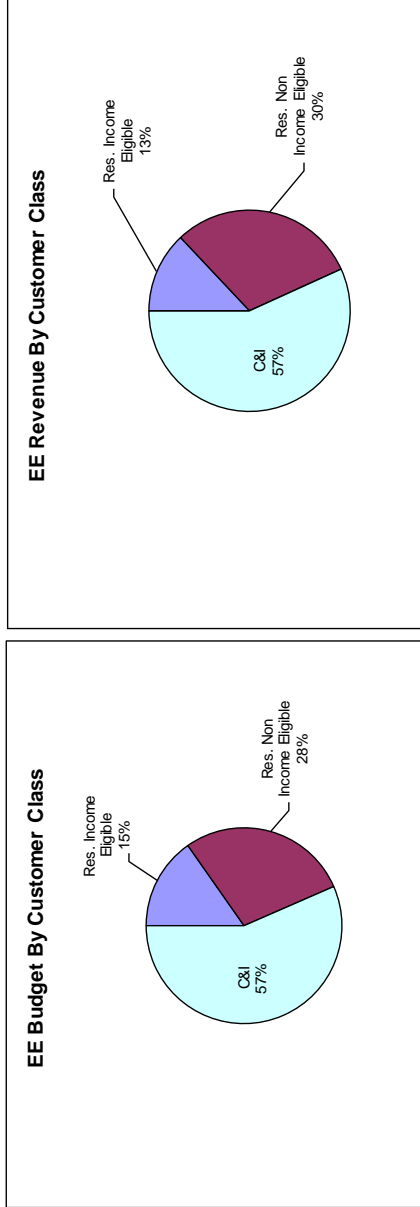
Combined Electric: Table A1 (2019-2020)

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

Eversource CT Electric/UI EE BUDGET	2019		2019		2019		2020		2020	
	Eversource CT Electric Proposed Budget 03/01/18	UI Proposed Budget 03/01/18	Eversource CT Electric/UI Combined Total 03/01/18	Eversource CT Electric Proposed Budget 03/01/18	UI Proposed Budget 03/01/18	Eversource CT Electric/UI Combined Total 03/01/18	Eversource CT Electric Proposed Budget 03/01/18	UI Proposed Budget 03/01/18	Eversource CT Electric/UI Combined Total 03/01/18	
RESIDENTIAL										
Residential Retail Products	\$ 12,344,915	\$ 2,800,632	\$ 15,145,547	\$ 14,983,585	\$ 3,192,834	\$ 18,176,418	\$ 14,983,585	\$ 3,192,834	\$ 18,176,418	
Total - Consumer Products	\$ 12,344,915	\$ 2,800,632	\$ 15,145,547	\$ 14,983,585	\$ 3,192,834	\$ 18,176,418	\$ 14,983,585	\$ 3,192,834	\$ 18,176,418	
Residential New Construction	\$ 2,255,145	\$ 645,742	\$ 2,900,887	\$ 2,494,312	\$ 778,202	\$ 3,272,514	\$ 2,494,312	\$ 778,202	\$ 3,272,514	
Home Energy Solutions - Core Services	\$ 13,285,727	\$ 3,039,787	\$ 16,325,514	\$ 18,132,926	\$ 3,505,797	\$ 21,638,722	\$ 18,132,926	\$ 3,505,797	\$ 21,638,722	
Home Energy Solutions - HVAC, Water Heaters	\$ 3,283,643	\$ 903,517	\$ 4,187,160	\$ 3,257,115	\$ 1,030,046	\$ 4,287,160	\$ 3,257,115	\$ 1,030,046	\$ 4,287,160	
HES Income Eligible	\$ 15,268,997	\$ 3,245,121	\$ 18,514,118	\$ 17,932,720	\$ 3,711,053	\$ 21,643,773	\$ 17,932,720	\$ 3,711,053	\$ 21,643,773	
Residential Behavior	\$ 2,512,637	\$ -	\$ 2,512,637	\$ 3,049,567	\$ 471,431	\$ 3,520,998	\$ 3,049,567	\$ 471,431	\$ 3,520,998	
Subtotal Residential	\$ 48,951,064	\$ 10,634,799	\$ 59,585,864	\$ 59,850,223	\$ 12,689,362	\$ 72,539,586	\$ 59,850,223	\$ 12,689,362	\$ 72,539,586	
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 11,466,022	\$ 3,924,232	\$ 15,390,254	\$ 12,908,008	\$ 4,485,335	\$ 17,393,343	\$ 12,908,008	\$ 4,485,335	\$ 17,393,343	
Total - Lost Opportunity	\$ 11,466,022	\$ 3,924,232	\$ 15,390,254	\$ 12,908,008	\$ 4,485,335	\$ 17,393,343	\$ 12,908,008	\$ 4,485,335	\$ 17,393,343	
C&I LARGE RETROFIT										
Energy Opportunities	\$ 31,964,958	\$ 6,418,926	\$ 38,383,883	\$ 35,437,028	\$ 7,357,841	\$ 42,794,869	\$ 35,437,028	\$ 7,357,841	\$ 42,794,869	
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 4,568,208	\$ 1,934,780	\$ 6,502,988	\$ 5,142,714	\$ 1,703,342	\$ 6,846,056	\$ 5,142,714	\$ 1,703,342	\$ 6,846,056	
Total - C&I Large Retrofit	\$ 36,533,166	\$ 8,353,706	\$ 44,886,872	\$ 40,579,741	\$ 9,061,184	\$ 49,640,925	\$ 40,579,741	\$ 9,061,184	\$ 49,640,925	
Small Business	\$ 13,565,234	\$ 3,651,441	\$ 17,216,675	\$ 15,271,209	\$ 4,162,769	\$ 19,433,998	\$ 15,271,209	\$ 4,162,769	\$ 19,433,998	
Subtotal C&I	\$ 61,564,422	\$ 15,929,379	\$ 77,493,801	\$ 68,758,958	\$ 17,709,307	\$ 86,468,265	\$ 68,758,958	\$ 17,709,307	\$ 86,468,265	
OTHER - EDUCATION & ENGAGEMENT										
Educate the Public	\$ 630,743	\$ 210,720	\$ 841,464	\$ 1,818,361	\$ 418,288	\$ 2,236,649	\$ 1,818,361	\$ 418,288	\$ 2,236,649	
Customer Engagement	\$ 1,478,000	\$ -	\$ 1,478,000	\$ 1,968,000	\$ 475,000	\$ 2,443,000	\$ 1,968,000	\$ 475,000	\$ 2,443,000	
Educate the Students	\$ 210,802	\$ 74,952	\$ 285,754	\$ 433,469	\$ 154,423	\$ 587,892	\$ 433,469	\$ 154,423	\$ 587,892	
Educate the Workforce	\$ 135,495	\$ 28,922	\$ 164,417	\$ 342,713	\$ 75,926	\$ 418,639	\$ 342,713	\$ 75,926	\$ 418,639	
Subtotal Education & Engagement	\$ 2,455,040	\$ 314,594	\$ 2,769,634	\$ 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	\$ 453,121	\$ 140,602	\$ 593,723	
C&I Financing Support	\$ 2,500,000	\$ -	\$ 2,500,000	\$ 2,500,000	\$ -	\$ 2,500,000	\$ 2,500,000	\$ -	\$ 2,500,000	
Time of Use Program (UI Only)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Research, Development & Demonstration	\$ 162,140	\$ 151,250	\$ 313,390	\$ 162,140	\$ 232,692	\$ 394,832	\$ 162,140	\$ 232,692	\$ 394,832	
Subtotal Programs/Requirements	\$ 3,115,261	\$ 291,852	\$ 3,407,113	\$ 3,115,261	\$ 447,528	\$ 3,562,789	\$ 3,115,261	\$ 447,528	\$ 3,562,789	
OTHER - LOAD MANAGEMENT										
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Residential Demand Response	\$ 804,000	\$ 710,001	\$ 1,514,001	\$ 1,200,000	\$ -	\$ 1,200,000	\$ 1,200,000	\$ -	\$ 1,200,000	
C&I Demand Response	\$ 400,452	\$ 139,630	\$ 540,082	\$ 540,082	\$ -	\$ 540,082	\$ 540,082	\$ -	\$ 540,082	
Subtotal Load Management	\$ 1,204,452	\$ 849,630	\$ 2,054,082	\$ 1,797,690	\$ -	\$ 1,797,690	\$ 1,797,690	\$ -	\$ 1,797,690	
OTHER - ADMINISTRATIVE & PLANNING										
Administration	\$ 597,822	\$ 383,385	\$ 981,208	\$ 892,271	\$ 589,823	\$ 1,482,094	\$ 892,271	\$ 589,823	\$ 1,482,094	
Marketing Plan	\$ 87,723	\$ 42,704	\$ 130,427	\$ 778,154	\$ 194,538	\$ 972,692	\$ 778,154	\$ 194,538	\$ 972,692	
Planning	\$ 461,074	\$ 302,913	\$ 763,987	\$ 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	\$ 1,920,000	\$ 480,000	\$ 2,400,000	
Evaluation Administrator	\$ 179,200	\$ 44,800	\$ 224,000	\$ 192,000	\$ 48,000	\$ 240,000	\$ 192,000	\$ 48,000	\$ 240,000	
Information Technology	\$ 1,562,395	\$ 388,789	\$ 1,951,185	\$ 1,838,112	\$ 461,938	\$ 2,300,050	\$ 1,838,112	\$ 461,938	\$ 2,300,050	
Energy Efficiency Board Consultants	\$ 229,633	\$ 153,088	\$ 382,721	\$ 312,001	\$ 208,000	\$ 520,001	\$ 312,001	\$ 208,000	\$ 520,001	
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Performance Management Incentive (PMI)	\$ 5,486,366	\$ 1,332,812	\$ 6,819,178	\$ 6,489,062	\$ 1,529,957	\$ 8,019,019	\$ 6,489,062	\$ 1,529,957	\$ 8,019,019	
Admin/Planning Expenditures	\$ 10,524,213	\$ 3,128,492	\$ 13,652,705	\$ 13,109,770	\$ 3,815,169	\$ 16,924,939	\$ 13,109,770	\$ 3,815,169	\$ 16,924,939	
TOTAL	\$ 127,814,454	\$ 31,148,745	\$ 158,963,199	\$ 151,194,446	\$ 35,785,004	\$ 186,979,450	\$ 151,194,446	\$ 35,785,004	\$ 186,979,450	

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	\$16,700,167	14%	15%	13%	2%
Res. Non Income Eligible	\$30,813,166	26%	28%	30%	-2%
Residential Subtotal	\$47,513,333	39%	43%	43%	0%
C&I	\$61,837,023	51%	57%	57%	0%
C&I Subtotal	\$61,837,023	51%	57%	57%	0%
Residential and C&I Subtotal	\$109,350,356	91%	100%	100%	0%
Other Expenditures					
Other Expenditures	\$11,027,493	9%			
Other Expenditures Subtotal	\$11,027,493	9%			
EE TOTAL	\$120,377,849	100%			
Eversource CT Electric	\$101,965,059	85%			
UI	\$18,412,791	15%			

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

Combined Electric: Table A2 (2017-2020)

Table A2
2017 - 2020
Eversource CT Electric/UI EE Revenues

ES CT Electric/UI EE REVENUES	2017 Eversource CT Electric Revenues 12/31/17	2017 UI Revenues 12/31/17	2017 Eversource CT Electric/UI Total 12/31/17	2018 Eversource CT Electric Revenues 03/01/18	2018 UI Revenues 03/01/18	2018 Eversource CT Electric/UI Total 03/01/18
Collections (Mill Rate)	\$ 62,194,808	\$ 15,301,304	\$ 77,496,112	\$ 63,237,788	\$ 14,904,000	\$ 78,141,788
ISO-NE Forward Capacity/Market Revenues	\$ 22,352,823	\$ 5,296,875	\$ 27,649,298	\$ 33,465,046	\$ 8,514,230	\$ 41,979,276
Class II Renewable Energy Credits	\$ 4,080,078	\$ 750,276	\$ 4,830,354	\$ -	\$ -	\$ -
RGGI*	\$ 3,400,152	\$ 850,037	\$ 4,250,189	\$ 5,530,915	\$ 1,382,729	\$ 6,913,644
RGGI Diversion	\$ -	\$ -	\$ -	\$ (3,562,822)	\$ (890,556)	\$ (4,453,378)
CAM (Net of Gross Receipts Tax)	\$ 57,754,405	\$ 14,228,070	\$ 71,982,475	\$ 58,772,821	\$ 13,918,813	\$ 72,691,633
Prior Period Over/(Under) Collections	\$ (4,271,693)	\$ (724,168)	\$ (4,995,861)	\$ (10,117,593)	\$ (2,696,047)	\$ (12,813,640)
Prior Period Under/(Over) Budget	\$ 991,799	\$ (97,316)	\$ 894,483	\$ 5,438,904	\$ (3,907,156)	\$ 1,531,748
Estimated Interest Due to Company/Other Revenues	\$ 1,209,755	\$ 18,106	\$ 1,227,861	\$ -	\$ (113,222)	\$ (113,222)
Transfer to State General Fund	\$ (25,400,000)	\$ (6,350,000)	\$ (31,750,000)	\$ (50,800,000)	\$ (12,700,000)	\$ (63,500,000)
Total - EE Revenues	\$ 122,311,927	\$ 29,272,984	\$ 151,584,911	\$ 101,965,059	\$ 18,412,791	\$ 120,377,849

ES CT Electric/UI EE REVENUES	2019 Eversource CT Electric Revenues 03/01/18	2019 UI Revenues 03/01/18	2019 Eversource CT Electric/UI Total 03/01/18	2020 Eversource CT Electric Revenues 03/01/18	2020 UI Revenues 03/01/18	2020 Eversource CT Electric/UI Total 03/01/18
Collections (Mill Rate)	\$ 62,249,559	\$ 14,721,000	\$ 76,970,559	\$ 61,304,065	\$ 14,540,247	\$ 75,844,312
ISO-NE Forward Capacity/Market Revenues	\$ 29,695,383	\$ 8,064,731	\$ 37,760,115	\$ 27,160,387	\$ 6,227,061	\$ 33,387,449
RGGI*	\$ 5,641,534	\$ 1,410,383	\$ 7,051,917	\$ 5,754,364	\$ 1,438,591	\$ 7,192,955
RGGI Diversion	\$ (2,226,389)	\$ (445,278)	\$ (2,671,667)	\$ -	\$ -	\$ -
CAM (Net of Gross Receipts Tax)	\$ 57,854,367	\$ 13,747,909	\$ 71,602,276	\$ 56,975,630	\$ 13,579,104	\$ 70,554,735
Transfer to State General Fund	\$ (25,400,000)	\$ (6,350,000)	\$ (31,750,000)	\$ -	\$ -	\$ -
Total - EE Revenues	\$ 127,814,454	\$ 31,148,746	\$ 158,963,200	\$ 151,194,446	\$ 35,785,004	\$ 186,979,450

*RGGI Budget is based on calculation by companies, revenues provided on July 11, 2016, adjusted down for Bill No. 1502 - diverting \$10M to the State of CT's General Fund. Sec. 683 of budget bill 1502, transfers \$63.5 million to the State's General Fund. 2017 Revenues are net of ISO-NE Annual Reconfiguration Auction. The EE Clearing prices are: FCA-7-\$3.15/kW-month, FCA-8-\$15.00/kW-month, FCA-9-\$9.55/kW-month, FCA-10-\$7.03/kW-month, FCA-11-\$5.30/kW-month. The EE Payment Rates are: FCA-7-\$2.74/kW-month, FCA-8-\$7.03/kW-month, FCA-9-\$9.55/kW-month, FCA-10-\$7.03/kW-month, FCA-11-\$5.30/kW-month. 2018 Assumes Demand Response Portfolio is Retired as of June 2018.

Combined Electric: Table B4 (2018)

Table B-4 2018 Combined Statewide Costs & Benefits (Eversource & UI)																		
Program	Costs				Electric Savings				Natural Gas Savings				Delivered Fuel Savings				Total Resource Benefit	
	Electric Cost	Gas Cost	Oil & Propane Cost	Customer Cost	Total Resource Cost	Annual (MWh)	Lifetime (MWh)	Peak Impact (kW)	Annual (ccf)	Lifetime (ccf)	Peak Impact (ccf)	Annual Oil (Gal)	Lifetime Oil (Gal)	Annual Propane (Gal)	Lifetime Propane (Gal)	Annual MMBtu		Total Annual Emissions Reduction (tons CO2)
Residential																		
Residential Retail Products	\$ 7,922,567	\$ -	\$ -	\$ 6,046,141	\$ 13,968,707	24,512	151,642	3,191	-	-	-	-182,962	-1101,894	-5984	-35,905	57,739	8,191	\$-18,616,436
Home Energy Solutions	\$ 10,485,810	\$ 6,932,840	\$ 2,640,822	\$ 2,996,563	\$ 23,056,035	12,017	140,363	2,093	642,332	12,833,218	5,893	200,456	4,322,067	16,347	351,773	136,406	11,368	\$31,979,957
HES - HVAC	\$ 3,903,205	\$ 5,481,514	\$ -	\$ 19,510,320	\$ 29,295,039	4,636	75,445	513	753,397	15,064,065	6,932	240,57	312,740	36084	469,093	95,141	7,100	\$21,497,637
HES - Income Eligible	\$ 10,583,820	\$ 10,288,091	\$ 4,875,463	\$ 209,062	\$ 25,956,436	9,357	93,947	843	853,874	17,722,453	7,834	294,189	5,769,436	-	-	160,599	12,305	\$35,361,874
New Construction	\$ 1,948,325	\$ 2,120,689	\$ 527,313	\$ 4,141,925	\$ 8,738,252	2,021	32,193	747	261,912	6,122,688	2,374	-	-	46,404	1,247,811	38,088	2,749	\$18,580,278
Behavior	\$ 500,000	\$ 472,277	\$ -	\$ -	\$ 972,277	6,645	16,575	759	151,661	479,086	246	-	-	-	-	27,201	3,959	\$2,678,551
Subtotal Residential	\$ 35,343,726	\$ 25,295,412	\$ 8,043,598	\$ 33,804,011	\$ 101,986,747	99,189	510,166	8,146	2,663,176	52,221,511	23,378	335,740	9,302,348	92,850	2,032,773	515,174	45,672	\$ 128,714,733
Commercial & Industrial																		
Energy Conscious Blueprint	\$ 7,902,345	\$ 6,934,336	\$ -	\$ 13,885,684	\$ 28,722,365	15,323	233,988	2,435	917,010	14,237,840	8,679	-	-	-	-	146,657	12,127	\$40,145,141
Energy Opportunities	\$ 30,600,398	\$ 4,242,080	\$ -	\$ 52,429,415	\$ 87,271,893	78,015	908,776	10,524	1,087,287	12,237,118	7,706	-	-	-	-	378,148	40,202	\$124,865,863
Small Business	\$ 14,946,598	\$ 804,784	\$ -	\$ 17,381,774	\$ 33,133,155	27,219	334,244	3,242	161,660	2,247,104	1,368	-	-	-	-	109,532	12,587	\$39,383,155
BES (O&M, RCM, SEM, PRIME)	\$ 2,558,823	\$ 1,294,560	\$ -	\$ 5,639,820	\$ 9,493,202	12,560	86,838	1,099	594,122	3,302,663	3,340	-	-	-	-	104,004	9,154	\$21,481,995
Subtotal C&I	\$ 56,008,164	\$ 13,275,760	\$ -	\$ 89,336,692	\$ 158,620,616	133,117	1,563,846	17,300	2,760,079	32,024,725	21,093	-	-	-	-	738,340	74,070	\$ 225,875,955
ISO Load Response Program	\$ 3,111,452	\$ -	\$ -	\$ -	\$ 3,111,452	-	-	47,500	-	-	-	-	-	-	-	-	-	\$9,173,877
Other	\$ 17,870,908	\$ 4,977,551	\$ -	\$ -	\$ 22,848,459	192,305	2,074,013	77,945	5,423,255	84,246,235	44,471	335,740	92,850	2,032,773	1,253,514	119,742	11,974	\$ 63,764,566
Total	\$ 112,434,251	\$ 43,546,723	\$ 8,043,598	\$ 122,840,703	\$ 265,738,815	192,305	2,074,013	77,945	5,423,255	84,246,235	44,471	335,740	92,850	2,032,773	1,253,514	119,742	11,974	\$ 63,764,566

Eversource (Electric) Tables

Eversource (Electric): Table A

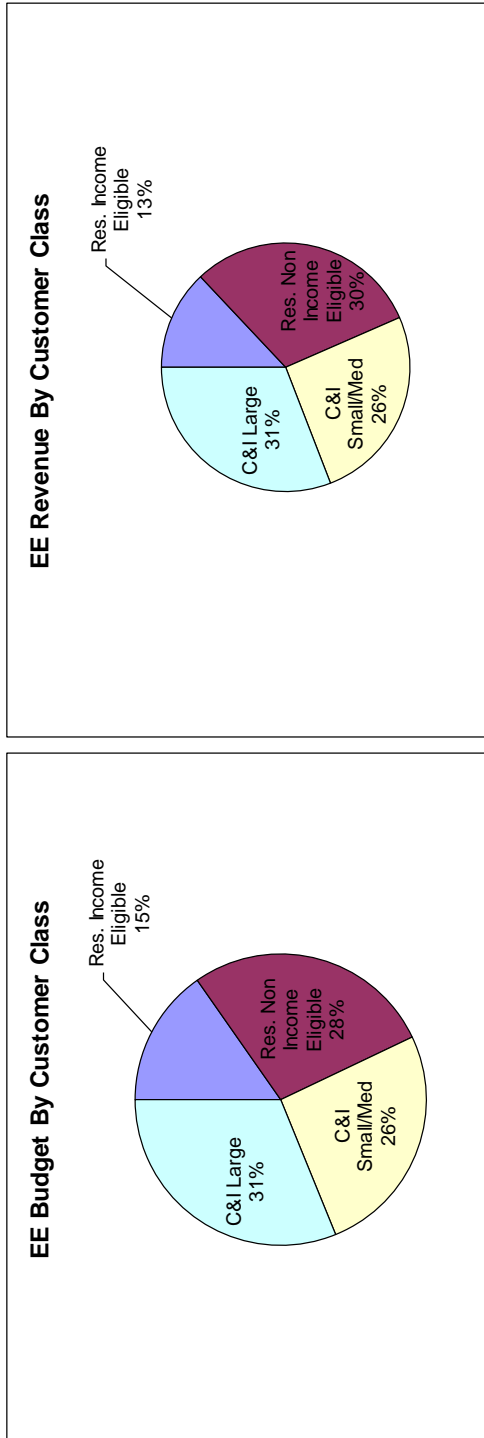
Table A

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 Actual Results 12/31/17	2018 ES CT Electric Filed Budget 11/01/17	2018 ES CT Electric Revised Filed Budget 12/15/17	2018 ES CT Electric Revised Budget 03/01/18	2019 ES CT Electric Proposed Budget 03/01/18	2020 ES CT Electric Proposed Budget 03/01/18
RESIDENTIAL							
Residential Retail Products	\$ 14,872,860	\$ 10,154,122	\$ 13,352,026	\$ 6,937,799	\$ 6,414,660	\$ 12,344,915	\$ 14,983,585
Total - Consumer Products	\$ 14,872,860	\$ 10,154,122	\$ 13,352,026	\$ 6,937,799	\$ 6,414,660	\$ 12,344,915	\$ 14,983,585
Residential New Construction	\$ 2,232,996	\$ 2,887,373	\$ 2,472,443	\$ 2,336,776	\$ 2,160,573	\$ 2,255,145	\$ 2,494,312
Home Energy Solutions - Core Services	\$ 15,989,863	\$ 15,512,933	\$ 18,444,887	\$ 12,265,850	\$ 11,401,395	\$ 13,285,727	\$ 18,132,926
Home Energy Solutions - HVAC, Water Heaters	\$ 3,597,327	\$ 4,050,111	\$ 4,022,842	\$ 3,562,688	\$ 3,294,046	\$ 3,283,643	\$ 3,257,115
HES Income Eligible	\$ 21,471,052	\$ 16,379,801	\$ 18,022,776	\$ 13,231,942	\$ 13,231,942	\$ 15,268,997	\$ 17,932,720
Residential Behavior	\$ 2,909,233	\$ 2,954,049	\$ 3,113,117	\$ 1,556,559	\$ 500,000	\$ 2,512,637	\$ 3,049,567
Subtotal Residential	\$ 61,073,331	\$ 51,938,389	\$ 59,428,092	\$ 39,891,614	\$ 37,002,617	\$ 48,951,064	\$ 59,850,223
COMMERCIAL & INDUSTRIAL							
C&I LOST OPPORTUNITY							
Energy Conscious Blueprint	\$ 12,287,599	\$ 6,718,340	\$ 14,393,672	\$ 6,665,945	\$ 6,163,826	\$ 11,466,022	\$ 12,908,008
Total - Lost Opportunity	\$ 12,287,599	\$ 6,718,340	\$ 14,393,672	\$ 6,665,945	\$ 6,163,826	\$ 11,466,022	\$ 12,908,008
C&I LARGE RETROFIT							
Energy Opportunities	\$ 40,154,158	\$ 24,882,343	\$ 40,138,924	\$ 29,215,213	\$ 26,831,273	\$ 31,964,958	\$ 35,437,028
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 2,501,793	\$ 1,484,576	\$ 5,774,463	\$ 2,339,790	\$ 2,163,543	\$ 4,568,208	\$ 5,142,714
Total - C&I Large Retrofit	\$ 42,655,951	\$ 26,366,920	\$ 45,913,386	\$ 31,555,003	\$ 28,994,816	\$ 36,533,166	\$ 40,579,741
Small Business	\$ 17,615,309	\$ 16,212,430	\$ 17,147,176	\$ 13,572,701	\$ 12,550,323	\$ 13,565,234	\$ 15,271,209
Subtotal C&I	\$ 72,558,859	\$ 49,297,689	\$ 77,454,234	\$ 51,793,649	\$ 47,708,964	\$ 61,564,422	\$ 68,758,958
OTHER - EDUCATION & ENGAGEMENT							
Educate the Public	\$ 1,926,470	\$ 1,934,418	\$ 1,818,361	\$ 630,743	\$ 630,743	\$ 630,743	\$ 1,818,361
Customer Engagement	\$ 1,603,922	\$ 1,507,721	\$ 1,968,000	\$ 1,478,000	\$ 1,478,000	\$ 1,478,000	\$ 1,968,000
Educate the Students	\$ 392,352	\$ 706,601	\$ 433,469	\$ 210,802	\$ 210,802	\$ 210,802	\$ 433,469
Educate the Workforce	\$ 268,446	\$ 168,211	\$ 342,713	\$ 135,495	\$ 135,495	\$ 135,495	\$ 342,713
Subtotal Education & Engagement	\$ 4,191,190	\$ 4,316,951	\$ 4,562,544	\$ 2,455,040	\$ 2,455,040	\$ 2,455,040	\$ 4,562,544
OTHER - PROGRAMS/REQUIREMENTS							
Residential Loan Program (Includes ECLF and OBR)*	\$ 1,929,824	\$ 477,326	\$ 453,121	\$ 453,121	\$ 453,121	\$ 453,121	\$ 453,121
C&I Financing Support	\$ 6,994,639	\$ 4,060,806	\$ 4,000,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000
Research, Development & Demonstration	\$ 208,762	\$ 84,246	\$ 242,000	\$ 162,140	\$ 162,140	\$ 162,140	\$ 162,140
Subtotal Programs/Requirements	\$ 9,133,225	\$ 4,622,378	\$ 4,695,121	\$ 3,115,261	\$ 3,115,261	\$ 3,115,261	\$ 3,115,261
OTHER - LOAD MANAGEMENT							
ISO Load Response	\$ 2,414,427	\$ 2,387,351	\$ 1,907,000	\$ 1,907,000	\$ 1,907,000	\$ -	\$ -
Residential Demand Response	\$ 859,080	\$ 891,827	\$ 1,200,000	\$ 804,000	\$ 804,000	\$ 804,000	\$ 1,200,000
C&I Demand Response	\$ 45,345	\$ 785,216	\$ 597,690	\$ 400,452	\$ 400,452	\$ 400,452	\$ 597,690
Subtotal Load Management	\$ 3,318,852	\$ 4,064,394	\$ 3,704,690	\$ 3,111,452	\$ 3,111,452	\$ 1,204,452	\$ 1,797,690
OTHER - ADMINISTRATIVE & PLANNING							
Administration	\$ 555,697	\$ 721,290	\$ 892,271	\$ 597,822	\$ 597,822	\$ 597,822	\$ 892,271
Marketing Plan	\$ 771,953	\$ 373,937	\$ 746,154	\$ 87,723	\$ 87,723	\$ 87,723	\$ 778,154
Planning	\$ 632,015	\$ 594,212	\$ 688,170	\$ 461,074	\$ 461,074	\$ 461,074	\$ 688,170
Evaluation Measurement and Verification	\$ 1,520,745	\$ 1,920,000	\$ 1,920,000	\$ 940,800	\$ 1,023,226	\$ 1,920,000	\$ 1,920,000
Evaluation Administrator	\$ 199,281	\$ 177,694	\$ 192,000	\$ 163,200	\$ 179,200	\$ 179,200	\$ 192,000
Information Technology	\$ 1,579,383	\$ 541,146	\$ 1,838,112	\$ 1,562,395	\$ 1,562,395	\$ 1,562,395	\$ 1,838,112
Energy Efficiency Board Consultants	\$ 366,781	\$ 314,264	\$ 312,001	\$ 265,201	\$ 229,633	\$ 229,633	\$ 312,001
Audits - Financial and Operational	\$ -	\$ 42,483	\$ 98,000	\$ 60,000	\$ 60,000	\$ -	\$ -
Performance Management Incentive (PMI)	\$ 9,010,198	\$ 8,111,330	\$ 7,016,822	\$ 4,680,757	\$ 4,370,651	\$ 5,486,366	\$ 6,489,062
Subtotal Admin/Planning Expenditures	\$ 14,636,053	\$ 12,796,357	\$ 13,703,530	\$ 8,818,972	\$ 8,571,723	\$ 10,524,213	\$ 13,109,770
TOTAL	\$ 164,911,511	\$ 127,036,159	\$ 163,548,211	\$ 109,185,989	\$ 101,965,059	\$ 127,814,454	\$ 151,194,446

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	\$14,266,642	14%	15%	13%	2%
Res. Non Income Eligible	\$25,797,435	25%	28%	30%	-3%
Residential Subtotal	\$40,064,077	39%	43%	43%	-1%
C&I Small/Med	\$24,177,698	24%	26%	26%	0%
C&I Large	\$29,077,143	29%	31%	31%	0%
C&I Subtotal	\$53,254,841	52%	57%	57%	1%
Residential and C&I Subtotal	\$93,318,918	92%	100%	100%	0%
<i>Other Expenditures</i>					
Other Expenditures	\$8,646,141	8%			
Other Expenditures Subtotal	\$8,646,141	8%			
EE TOTAL	\$101,965,059	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	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	Annualized Savings (MMWh)	Peak/KW Impact (Yr)	Electric Demand Cost \$/kW	Electric Demand Cost \$/kW	Electric Cost Rate \$/kWh	Electric Cost Rate \$/kWh	Annual Oil Savings (Gal)	Annual Propane Savings (Gal)	Annual MMBtu Savings	Annual MMBtu Savings	Utility Cost per MMBtu	Utility Cost per MMBtu	Life-time Savings	Life-time Savings		
Residential																										
Residential Retail Products	1,633,990	\$6,414,660	\$6,414,660	\$11,490,743	\$10,745,295	\$7,437,206	\$15,115,800	1.68	1.16	1.32	20,242	205,389	2,677	\$2,433	\$393	\$0.317	\$0.051	-182,962	-1,101,894	-5,984	-35,905	43,163	271,851	\$148.62	\$23.60	
Home Energy Solutions	11,463	\$9,401,395	\$11,400,395	\$12,797,681	\$11,658,180	\$8,897,337	\$25,501,577	1.2	1.66	1.99	10,858	130,543	1,867	\$5,035	\$419	\$0.866	\$0.073	130,758	3,194,385	13,854	297,579	59,234	915,749	\$158.72	\$10.27	
HES - HVAC	14,811	\$3,294,046	\$3,294,046	\$13,576,019	\$5,193,888	\$6,590,860	\$28,911,776	1.58	1.99	0.66	4,041	64,522	450	\$7,325	\$459	\$0.415	\$0.051	0	0	16,225	209,624	15,265	239,359	\$215.79	\$13.78	
HES - Income Eligible	11,839	\$8,936,942	\$13,231,942	\$13,436,051	\$6,105,436	\$6,937,903	\$28,152,730	0.69	1.28	1.65	7,988	78,804	748	\$11,942	\$1,211	\$1.115	\$0.113	239,865	5,004,620	0	0	63,305	963,050	\$140.70	\$9.29	
New Construction	1,407	\$1,683,260	\$2,160,573	\$4,504,690	\$2,869,310	\$4,427,764	\$6,072,766	1.76	2.05	1.35	1,796	29,516	705	\$2,318	\$141	\$0.309	\$0.055	0	0	46,404	1,247,811	10,369	214,702	\$157.52	\$7.61	
Behavior	100,000	\$300,000	\$500,000	\$1,590,277	\$1,590,277	\$2,406,183	\$3,118,318	3.18	3.18	4.81	100,000	Customers	6,645	16,575	758	\$659	\$0.075	\$0.030	0	0	0	0	22,678	56,572	\$22.05	\$8.84
Subtotal Residential	1,773,510	\$30,150,304	\$37,102,617	\$56,347,765	\$38,162,356	\$55,851,347	\$80,160,920	1.27	1.51	1.43	15,570	445,350	7,168	\$4,208	\$487	\$0.885	\$0.068	227,661	7,897,111	70,399	1,719,103	214,013	2,461,283	\$140.88	\$11.33	
Commercial & Industrial																										
Energy Conscious Blueprint	164	\$6,383,826	\$6,185,826	\$7,312,846	\$16,848,659	\$16,602,916	\$23,814,491	2.73	2.70	3.26	12,661	192,394	2,049	\$3,008	\$198	\$0.487	0.021	0	0	0	0	43,212	655,958	\$142.64	\$9.40	
Energy Opportunities	947	\$26,881,272	\$26,881,272	\$66,254,498	\$68,379,804	\$67,082,689	\$100,609,467	2.55	2.50	1.52	68,300	799,633	9,424	\$2,847	\$245	\$0.389	0.036	0	0	0	0	235,156	2,729,148	\$114.10	\$9.83	
Small Business	1,221	\$12,550,323	\$12,550,323	\$23,792,246	\$23,510,109	\$22,894,227	\$34,849,601	1.87	1.82	1.46	23,952	292,442	2,871	\$4,372	\$358	\$0.524	0.040	0	0	0	0	81,748	997,079	\$153.52	\$12.58	
BIS (O&M, ROC, SEM, PRIME)	151	\$2,463,543	\$2,163,543	\$4,603,726	\$6,233,914	\$6,223,674	\$14,118,580	2.88	2.88	3.07	11,301	79,778	1,072	\$2,019	\$286	\$0.191	0.0271	0	0	0	0	38,568	272,281	\$56.10	\$7.95	
Subtotal C&I	2,483	\$47,788,963	\$47,788,963	\$106,968,317	\$114,974,485	\$112,863,506	\$173,820,118	2.41	2.37	1.70	116,834	1,363,746	15,415	\$3,085	\$265	\$0.408	0.0350	0	0	0	0	398,665	4,654,466	\$119.67	\$10.25	
Load Management																										
ISO Load Response Program*	55	\$1,597,000	\$1,597,000	\$1,907,000	\$9,173,877	\$9,173,877	\$8,173,877	4.81	4.81	4.81	0	0	47,500	\$40	\$0	NA	NA	0	0	0	0	0	0	0	NA	NA
Residential Demand Response		\$804,000	\$804,000	\$804,000																						
C&I Demand Response		\$400,452	\$400,452	\$400,452																						
Subtotal Load Management	55	\$3,111,452	\$3,111,452	\$3,111,452	\$9,173,877	\$9,173,877	\$8,173,877	2.95	2.95	2.95	0	0	47,500	\$66	\$0	NA	NA	0	0	0	0	0	0	0	NA	NA
Subtotal Other	1,776,048	\$14,142,026	\$14,142,026	\$14,142,026																						
Total O&M Budget		\$95,112,746	\$100,965,059	\$175,464,388	\$162,308,719	\$177,886,734	\$262,726,519	1.71	1.74	1.50	183,384	1,803,096	70,078	\$1,357	\$126	\$0.345	\$0.053	227,661	7,897,111	70,399	1,719,103	612,698	7,315,749	\$155.24	\$13.00	

*Note: Eversource demand response will be evicting the market at the end of FCA 8 (5/31/2018)

Eversource (Electric): Table B2 (2018)

2018 Electric		Resource Summary # 2																																		
Company	Sector	Program	Total Program Cost (\$)	Program Incentive (\$)	Oil/Propane Cost (\$)	Customer Cost (\$)	Measure Quantity	Measure Life	Total Annual Net kWh	Total Lifetime Net kWh	Net Summer Net kWh	Net Winter Net kWh	Gas (cc)	Net Heating Gas (1) MMBtu	Net Hot Water Gas (2)	Net Heating Gas (3)	Lifetime Gas (cc)	Net Peak Day Gas (cc)	Oil (Gallons)	Oil (MMBtu)	Lifetime Oil (Gallons)	Propane (Gallons)	Propane (MMBtu)	Life Time Oil (Gallons)	U.S. Gas Heating (G)	C&B Gas Heating (7)	C&B Oil Heating (8)	Other Oil (9)	Other (wood) (10)	Other (US) (11)	Annual Gallons (12)	Annual Tons of CO2	Annual Tons of NOx	Annual Tons of SO2		
Eversource Electric	Residential	Netal Products	6,414,660	5,025,148	0	5,036,083	1,633,990	6	20,242	125,380	2,637	3,830	-96,033	0	0	-10,088	-590,438	-9,308	-182,862	-7,5046	-1,101,884	-5,884	35,905	0	0	0	0	0	0	0	0	0	0	0	0	0
Eversource Electric	Residential	Home Energy Stations (HE S)	11,401,395	6,994,404	2,000,000	1,936,286	11,403	12	10,368	103,543	1,867	3,118	-37,801	0	0	-3,833	-223,418	-303	193,758	20,027	3,194,835	13,854	279,273	0	0	0	0	0	0	0	0	0	0	0	0	0
Eversource Electric	Residential	New Construction	13,231,842	6,528,337	4,126,000	1,841,909	11,839	10	2,968	78,304	766	1,200	-41,581	0	0	-4,279	-255,514	0	259,865	35,573	5,004,030	0	46,424	0	0	0	0	0	0	0	0	0	0	0	0	0
Eversource Electric	Residential	New Construction	2,160,573	1,387,511	577,313	2,344,117	1,407	16	1,796	29,516	705	646	-4,617	0	0	-475	-27,702	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Eversource Electric	Residential	Behavior	5,000,000	0	0	0	105,000	2	6,645	16,275	759	759	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		Subtotal Residential	32,008,572	22,792,842	6,625,313	18,256,166	1,753,332	9	53,279	446,536	7,161	10,131	-119,534	0	0	-15,663	-3,097,441	-9,921	259,642	24,529	7,394,224	88,621	1,925,252	0	0	0	0	0	0	0	13,928	27,261	29,974	26,463		
Eversource Electric	Commercial	Energy Conservation Blueprint	6,183,685	4,996,882	0	11,600,000	64	15	12,661	192,154	2,049	1,996	-10,099	0	0	0	-278,834	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Eversource Electric	Commercial	Special Programs	12,500,332	9,110,522	0	11,241,924	1,211	12	13,952	292,142	2,871	3,247	-76,100	0	0	0	-927,531	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Eversource Electric	Commercial	Business and Energy Sustainability	2,183,453	1,693,011	0	2,640,184	151	7	11,300	79,778	1,072	759	-2,551	0	0	0	-12,755	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		Subtotal C&I	47,768,615	38,027,111	0	54,254,154	2,443	12	116,514	1,363,746	15,415	16,027	-124,025	0	0	0	-3,074,303	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Eversource Electric	Residential	Smart Thermostats	1,997,000	1,501,000	0	0	95	0	0	0	47,500	47,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Eversource Electric	Residential	Smart Light Bulbs	400,000	300,000	0	0	0	0	0	0	47,500	47,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		Subtotal Smart Home	3,111,452	2,501,000	0	0	95	0	0	0	95,000	95,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		Subtotal Other	15,245,278	11,765,029	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
		Total Budget	101,966,079	62,310,915	6,625,313	73,499,322	1,776,048	11	168,814	1,809,096	70,078	76,300	-43,930	0	0	-15,660	-4,171,746	-9,921	259,642	84,229	7,394,224	88,621	1,925,252	0	0	0	0	0	0	0	0	13,948	27,261	29,974	26,463	

Eversource (Electric): Table B3 (2018)

2018 Electric		Benefits Summary B-3														
Company	Sector	Program	Winter Peak Energy (U.M./T) Note 1	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 DRPE (U.M./T)	Winter Off Peak DRPE (U.M./T)	Winter Peak ROP DRPE (U.M./T)	Winter Off Peak ROP DRPE (U.M./T)	Summer Peak ROP DRPE (U.M./T)	Winter Peak Electric Cross Fuel DRPE (U.M./T)	Summer Electric Cross Fuel DRPE (U.M./T)
Residential																
Eversource Electric	Residential	Retail Products	3,675,280	2,683,047	1,080,266	737,788	1,343,784	583,377	23,751	31,789	88,148	21,384	12,242	259,106	63,889	
Eversource Electric	Residential	Home Energy Solutions (HES)	3,163,841	3,725,848	713,746	503,062	2,423,995	741,449	29,845	68,019	42,401	14,527	5,269	173,077	31,917	
Eversource Electric	Residential	HES - HVAC	1,379,150	1,694,868	588,605	283,146	860,973	240,139	9,630	8,381	14,054	5,638	2,529	67,997	16,232	
Eversource Electric	Residential	HES - Income Eligible	2,080,993	1,999,614	532,875	341,623	656,177	227,387	9,193	53,942	33,626	9,403	4,465	117,307	24,853	
Eversource Electric	Residential	New Construction	739,673	444,933	392,849	229,922	751,437	242,872	9,798	10,762	6,709	1,560	1,584	24,426	10,969	
Eversource Electric	Residential	Behavior	393,177	367,020	209,578	163,162	170,455	142,696	6,011	25,954	20,818	6,476	5,726	48,019	21,557	
		Subtotal Residential	11,432,114	10,915,330	3,517,419	2,259,704	6,206,421	2,177,919	88,228	322,625	205,756	58,987	31,815	689,931	169,417	
Commercial & Industrial																
Eversource Electric	C&I	Energy Conscious Blueprint	5,461,683	1,485,491	4,022,583	954,103	3,467,988	989,302	39,716	7,841	57,733	5,275	17,896	155,490	90,963	
Eversource Electric	C&I	Energy Opportunities	24,148,008	5,286,124	16,840,389	4,138,888	11,934,686	3,674,388	147,922	34,960	315,821	23,517	102,007	761,196	465,247	
Eversource Electric	C&I	Small Business	9,076,349	2,054,626	5,165,082	1,554,307	3,680,445	1,129,344	45,459	188,538	118,154	8,915	30,550	286,382	147,704	
Eversource Electric	C&I	Business and Energy Sustainability	1,289,768	466,724	2,076,502	485,998	746,440	280,936	11,390	49,671	30,564	3,284	25,315	68,946	93,103	
		Subtotal C&I	36,975,807	9,302,965	28,684,567	7,133,306	19,849,539	6,073,960	244,487	838,453	522,672	40,991	175,768	1,272,015	797,017	
		ISO Load Response	0	0	0	0	7,208,154	1,890,715	75,009	0	0	0	0	0	0	0
		Residential Demand Response	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
		Subtotal Load Management	0	0	0	0	7,208,154	1,890,715	75,009	0	0	0	0	0	0	0
		Subtotal Other	51,407,921	20,218,295	32,201,986	9,392,010	33,256,114	10,142,594	407,724	1,161,077	728,428	99,979	207,583	1,961,946	966,434	
		Total Budget														

Eversource (Electric): Table B3 (2018) Cont.

2018 Electric		Benefits Summary P.3										Benefits Summary P.3													
Company	Sector	Program	Electric Benefits					Natural Gas Benefits					Non-Gas Fossil Fuel Benefits												
			Winter Peak Emissions (T)	Winter Off-Peak Emissions (T)	Summer Peak Emissions (T)	Summer Off-Peak Emissions (T)	Heating Gas (U) (Btu/yr)	Gas CT DIME (10,000 \$/yr)	Gas RDP DIME (10,000 \$/yr)	CF Res Gas (Non-releasing) (M, W, T)	CF Res Gas (Releasing) (M, W, T)	CF Res Heating (U) (Btu/yr)	CF Res Heating (U) (M, W, T)	CF RDP Heating (U) (M, W, T)	Gas Releasing (M, W, T)	Gas Emissions (T)	Res CO2 (M, T)	Res Propane (M, T)	Non-Gas Fossil Fuels Emissions (T)	Water (T)	Non-Thermal Benefits (M\$)	Utility Benefits (10,000 \$/yr)	Modified Utility Benefits (2018 \$)	Total Resource Benefit (10,000 \$/yr)	
Eversource Electric	Residential	Real Products	2,360,228	1,844,867	848,208	688,462	-374,949	0	3,464	11,082	0	-59,057	0	-2,781,200	-58,254	-139,155	0	2,171,344	10,745,256	7,437,206	0	0	0	0	15,115,800
Eversource Electric	Residential	Home Energy Solutions (HES)	1,715,062	2,080,895	481,702	431,108	-142,177	0	-1,314	-4,203	0	-7,259	0	-7,070,451	399,742	817,653	608,468	688,468	11,658,190	13,897,367	25,501,577	0	0	0	25,501,577
Eversource Electric	Residential	HES - HVAC	736,207	956,651	349,291	206,387	0	0	0	0	0	0	0	0	765,088	661,084	104,180	0	5,155,088	6,540,890	8,911,776	0	0	0	8,911,776
Eversource Electric	Residential	HES - Income Eligible	1,877,389	1,877,345	379,191	288,891	-192,043	0	-1,496	-4,795	0	-8,483	0	-25,109	0	1,900,956	722,053	0	1,900,956	15,936,458	21,152,730	0	0	0	21,152,730
Eversource Electric	Residential	New Construction	35,3215	23,787	204,611	130,733	-17,597	0	-503	520	0	-359	0	-2,780	0	1,300,653	507,575	287,159	2,869,310	4,427,784	6,072,766	0	0	0	6,072,766
Eversource Electric	Residential	Behavior	4,923,535	4,920,017	2,244,656	1,901,668	-696,766	0	-4,927	-10,921	0	-35,944	0	-109,408	0	1,828,852	1,828,852	1,235,365	1,828,852	14,462,156	15,926,147	0	0	0	15,926,147
Eversource Electric	Commercial	Commercial & Industrial	2,365,166	890,139	2,431,138	687,723	-100,208	-1,451	-4,642	0	0	-4,915	0	-14,528	-29,585	0	0	0	237,179	16,648,659	16,692,305	0	0	0	23,814,491
Eversource Electric	Commercial	Energy Opportunities	13,980,656	3,271,301	11,482,918	3,299,892	-1,099,050	10,224	-32,704	0	-39,204	0	-115,533	-179,019	0	0	0	1,671,020	68,379,804	67,092,489	0	0	0	100,609,667	
Eversource Electric	Commercial	Small Business	5,204,413	1,269,316	3,699,772	1,277,653	-521,889	-4,854	-15,528	0	0	-16,614	0	-55,000	-85,000	0	0	793,420	23,510,109	22,896,427	0	0	0	34,849,601	
Eversource Electric	Commercial	Business and Energy Sustainability	81,088	89,538	2,028,174	424,445	7,889	-76	-244	0	0	0	0	1,578	-812	0	0	5,111,681	62,519,194	62,523,874	0	0	0	14,118,588	
Eversource Electric	Commercial	Energy Conservation	2,920,625	1,920,625	1,920,625	1,920,625	-1,920,625	-1,920,625	-1,920,625	0	0	0	0	0	0	0	0	0	0	14,492,465	14,492,465	0	0	0	14,492,465
Eversource Electric	Commercial	10 Year Response	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	9,173,877	9,173,877	0	0	0	0	
Eversource Electric	Commercial	Residential Demand Response	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Eversource Electric	Commercial	CD Demand Response	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Eversource Electric	Commercial	Subtotal Demand Response	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	9,173,877	9,173,877	0	0	0	0	
Eversource Electric	Commercial	Other	20,540,271	12,210,112	21,876,853	7,551,171	-696,766	23,642	-73,928	0	-35,944	-63,266	-109,408	-187,085	-349,875	1,828,852	1,828,852	1,235,365	1,828,852	14,282,113	17,188,711	0	0	0	26,176,837
Eversource Electric	Commercial	Total Budget	20,540,271	12,210,112	21,876,853	7,551,171	-696,766	23,642	-73,928	0	-35,944	-63,266	-109,408	-187,085	-349,875	1,828,852	1,828,852	1,235,365	1,828,852	14,282,113	17,188,711	0	0	0	26,176,837

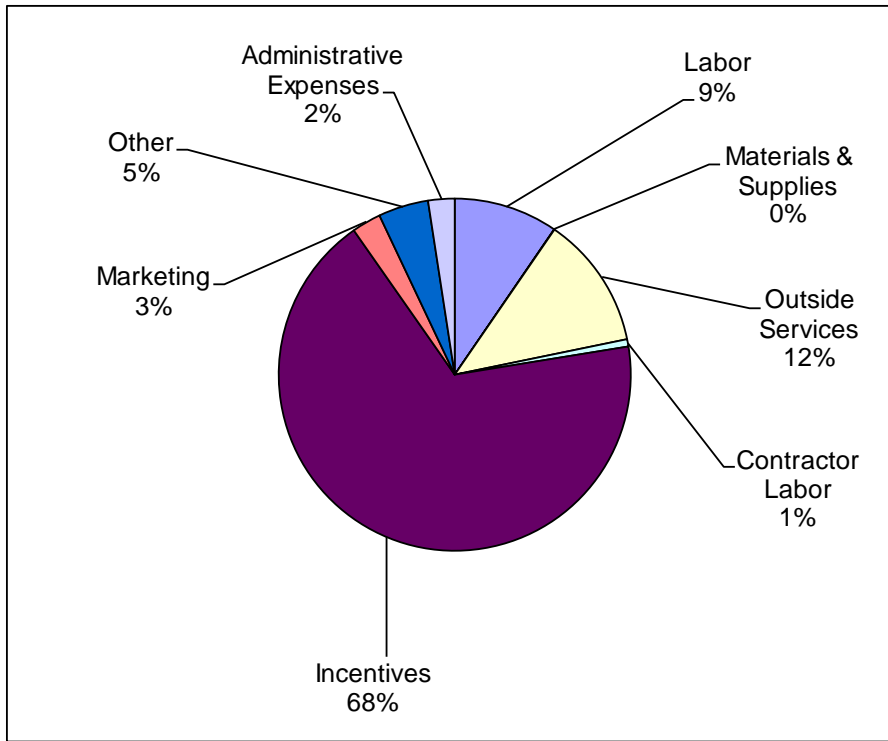
Eversource (Electric): Table C (2018)

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	\$ 101	\$ 1	\$ 786	\$ 0	\$ 5,025	\$ 456	\$ 36	\$ 9	\$ 6,415
Total - Consumer Products	\$ 101	\$ 1	\$ 786	\$ 0	\$ 5,025	\$ 456	\$ 36	\$ 9	\$ 6,415
Residential New Construction	\$ 156	\$ 1	\$ 18	\$ 1	\$ 1,915	\$ 43	\$ 17	\$ 9	\$ 2,161
Home Energy Solutions - Core Services	\$ 1,108	\$ 4	\$ 596	\$ 50	\$ 8,944	\$ 642	\$ 21	\$ 36	\$ 11,401
Home Energy Solutions - HVAC, Water Heaters	\$ 59	\$ 1	\$ 196	\$ -	\$ 2,910	\$ 91	\$ 18	\$ 18	\$ 3,294
HES Income Eligible	\$ 1,335	\$ 5	\$ 315	\$ 20	\$ 10,849	\$ 608	\$ 46	\$ 54	\$ 13,232
Residential Behavior	\$ -	\$ -	\$ 500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500
Subtotal Residential	\$ 2,760	\$ 12	\$ 2,412	\$ 71	\$ 29,644	\$ 1,841	\$ 138	\$ 126	\$ 37,003
COMMERCIAL & INDUSTRIAL									
C & I LOST OPPORTUNITY									
Energy Conscious Blueprint	\$ 998	\$ 4	\$ 301	\$ 76	\$ 4,596	\$ 152	\$ 27	\$ 10	\$ 6,164
Total - Lost Opportunity	\$ 998	\$ 4	\$ 301	\$ 76	\$ 4,596	\$ 152	\$ 27	\$ 10	\$ 6,164
C & I LARGE RETROFIT									
Energy Opportunities	\$ 2,901	\$ 5	\$ 320	\$ 344	\$ 22,681	\$ 310	\$ 90	\$ 180	\$ 26,831
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 120	\$ 2	\$ 298	\$ -	\$ 1,640	\$ 75	\$ 6	\$ 22	\$ 2,164
Total - C&I Large Retrofit	\$ 3,021	\$ 7	\$ 618	\$ 344	\$ 24,322	\$ 385	\$ 96	\$ 202	\$ 28,995
Small Business	\$ 1,090	\$ 5	\$ 88	\$ -	\$ 9,110	\$ 230	\$ 27	\$ 2,000	\$ 12,550
Subtotal C&I	\$ 5,109	\$ 16	\$ 1,007	\$ 420	\$ 38,028	\$ 767	\$ 150	\$ 2,212	\$ 47,709
OTHER - EDUCATION & ENGAGEMENT									
Educate the Public	\$ 20	\$ -	\$ 557	\$ -	\$ -	\$ 35	\$ -	\$ 19	\$ 631
Customer Engagement	\$ 276	\$ -	\$ 1,117	\$ 85	\$ -	\$ -	\$ -	\$ -	\$ 1,478
Educate the Students	\$ 5	\$ -	\$ 192	\$ -	\$ -	\$ 10	\$ 1	\$ 3	\$ 211
Educate the Workforce	\$ 5	\$ -	\$ 130	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 135
Subtotal Education & Engagement	\$ 306	\$ -	\$ 1,996	\$ 85	\$ -	\$ 45	\$ 1	\$ 22	\$ 2,455
OTHER - PROGRAMS/REQUIREMENTS									
Residential Loan Program (includes ECLF and OBR)	\$ -	\$ -	\$ 453	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 453
C&I Financing Support	\$ -	\$ -	\$ 2,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,500
Research, Development & Demonstration	\$ 60	\$ 2	\$ 93	\$ 2	\$ -	\$ -	\$ -	\$ 5	\$ 162
Subtotal Programs/Requirements	\$ 60	\$ 2	\$ 3,046	\$ 2	\$ -	\$ -	\$ -	\$ 5	\$ 3,115
OTHER - LOAD MANAGEMENT									
ISO Load Response Program	\$ 100	\$ -	\$ 306	\$ -	\$ 1,501	\$ -	\$ -	\$ -	\$ 1,907
Residential Demand Response	\$ 19	\$ -	\$ 785	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 804
C&I Demand Response	\$ 62	\$ -	\$ 338	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 400
Subtotal Load Management	\$ 181	\$ -	\$ 1,429	\$ -	\$ 1,501	\$ -	\$ -	\$ -	\$ 3,111
OTHER - ADMINISTRATIVE & PLANNING									
Administration	\$ 512	\$ 4	\$ -	\$ 12	\$ -	\$ -	\$ 20	\$ 50	\$ 598
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 86	\$ 1	\$ 1	\$ 88
Planning	\$ 388	\$ 1	\$ -	\$ 50	\$ -	\$ -	\$ 10	\$ 12	\$ 461
Evaluation Measurement and Verification	\$ 51	\$ 1	\$ 969	\$ -	\$ -	\$ -	\$ 1	\$ 1	\$ 1,023
Evaluation Administrator	\$ -	\$ -	\$ 179	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 179
Information Technology	\$ 374	\$ -	\$ 1,094	\$ 45	\$ -	\$ -	\$ -	\$ 50	\$ 1,562
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 230	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 230
Audits - Financial and Operational	\$ -	\$ -	\$ 60	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 60
Performance Management Incentive (PMI)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,371	\$ -	\$ 4,371
Subtotal Admin/Planning Expenditures	\$ 1,325	\$ 6	\$ 2,532	\$ 107	\$ 69,173	\$ 86	\$ 4,403	\$ 114	\$ 8,572
TOTAL BUDGET	\$ 9,741	\$ 36	\$ 12,422	\$ 684	\$ 69,173	\$ 2,738	\$ 4,692	\$ 2,479	\$ 101,965

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	\$ 9,741	10%
Materials & Supplies	\$ 36	0%
Outside Services	\$ 12,422	12%
Contractor Labor	\$ 684	1%
Incentives	\$ 69,173	68%
Marketing	\$ 2,738	3%
Other	\$ 4,692	5%
Administrative Expenses	\$ 2,479	2%
Total	\$ 101,965	100%

Eversource (Electric): Table D - Dollars (2009-2018)

Table D
Eversource CT Electric Historical and Projected \$

	Expenditures \$											
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget	Budget	Budget
RESIDENTIAL												
Residential Retail Products	\$ 3,223,833	\$ 8,764,902	\$ 7,782,387	\$ 6,859,521	\$ 6,509,406	\$ 11,561,025	\$ 13,693,622	\$ 14,872,860	\$ 10,154,122	\$ 6,414,660	\$ 12,344,915	\$ 14,983,585
Appliance Rebate Program	\$ -	\$ 3,615,349	\$ 3,902	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - Consumer Products	\$ 3,223,833	\$ 12,379,851	\$ 7,786,289	\$ 6,859,521	\$ 6,509,406	\$ 11,561,025	\$ 13,693,622	\$ 14,872,860	\$ 10,154,122	\$ 6,414,660	\$ 12,344,915	\$ 14,983,585
Residential New Construction	\$ 494,394	\$ 1,034,533	\$ 1,658,211	\$ 1,338,229	\$ 1,433,966	\$ 1,573,724	\$ 2,516,703	\$ 2,887,373	\$ 2,160,375	\$ 2,160,375	\$ 2,255,145	\$ 2,494,312
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
HES Income Eligible	\$ 7,788,362	\$ 9,361,764	\$ 12,900,111	\$ 12,143,928	\$ 9,953,140	\$ 17,488,762	\$ 17,345,096	\$ 21,471,052	\$ 16,379,801	\$ 13,231,942	\$ 15,268,997	\$ 17,257,115
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,703,694	\$ 2,392,079	\$ 2,924,049	\$ 500,000	\$ -	\$ -	\$ -
Subtotal Residential	\$ 19,426,108	\$ 45,185,651	\$ 37,405,732	\$ 34,862,969	\$ 33,578,255	\$ 55,618,135	\$ 55,133,904	\$ 61,073,331	\$ 51,938,889	\$ 37,002,617	\$ 46,438,427	\$ 56,800,657
COMMERCIAL & INDUSTRIAL												
C&I LOST OPPORTUNITY												
Energy Conscious Blueprint	\$ 6,756,126	\$ 8,033,028	\$ 8,395,733	\$ 8,504,845	\$ 9,947,173	\$ 13,875,080	\$ 12,124,674	\$ 12,287,599	\$ 6,718,340	\$ 6,163,826	\$ 11,466,022	\$ 12,988,008
Total - Lost Opportunity	\$ 6,756,126	\$ 8,033,028	\$ 8,395,733	\$ 8,504,845	\$ 9,947,173	\$ 13,875,080	\$ 12,124,674	\$ 12,287,599	\$ 6,718,340	\$ 6,163,826	\$ 11,466,022	\$ 12,988,008
C&I LARGE RETROFIT												
Energy Opportunities	\$ 10,231,492	\$ 17,863,695	\$ 23,690,549	\$ 18,722,462	\$ 20,924,237	\$ 29,217,060	\$ 33,338,936	\$ 40,154,158	\$ 24,883,273	\$ 26,831,273	\$ 31,964,988	\$ 35,437,028
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 1,000,065	\$ 1,347,241	\$ 2,617,944	\$ 1,696,269	\$ 1,649,654	\$ 2,422,682	\$ 2,737,390	\$ 2,501,793	\$ 1,484,576	\$ 2,163,543	\$ 4,568,208	\$ 5,142,714
PRIME (2009-2015)	\$ 394,290	\$ 476,627	\$ 488,962	\$ 540,753	\$ 478,403	\$ 476,451	\$ 603,146	\$ -	\$ -	\$ -	\$ -	\$ -
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	\$ 26,366,920	\$ 28,994,816	\$ 36,533,166	\$ 40,579,741
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	\$ 16,212,430	\$ 12,550,323	\$ 13,565,234	\$ 15,271,209
Subtotal C&I	\$ 23,361,491	\$ 39,824,535	\$ 47,119,319	\$ 41,259,995	\$ 46,329,019	\$ 62,012,749	\$ 64,312,896	\$ 72,558,859	\$ 49,297,689	\$ 47,708,964	\$ 61,564,422	\$ 68,758,958
OTHER - EDUCATION & ENGAGEMENT												
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,936,470	\$ -	\$ 1,934,118	\$ 630,743	\$ -	\$ 1,818,361
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,817,979	\$ 1,968,000	\$ -	\$ 1,577,721	\$ 1,478,000	\$ -	\$ 1,968,000
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 706,601	\$ 210,802	\$ -	\$ 433,469
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 268,446	\$ 168,211	\$ 138,495	\$ -	\$ -
SmartLiving Center@ - Museum Partnerships	\$ 92,465	\$ 131,950	\$ 188,881	\$ 507,403	\$ 274,908	\$ 1,157,138	\$ 463,617	\$ -	\$ -	\$ -	\$ -	\$ -
Science Center	\$ 207,171	\$ -	\$ -	\$ 166,000	\$ 150,392	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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	\$ 436,205	\$ 313,211	\$ 729,253	\$ 1,348,330	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Education & Engagement	\$ 543,021	\$ 1,423,130	\$ 918,253	\$ 1,425,692	\$ 1,613,887	\$ 4,387,467	\$ 4,280,727	\$ 4,191,190	\$ 4,316,951	\$ 2,455,040	\$ 2,455,040	\$ 4,562,544
OTHER - PROGRAMS/REQUIREMENTS												
Residential Loan Program (includes ECI-F and OBR)	\$ 18,285	\$ 18,569,958	\$ 3,097,816	\$ 5,924,245	\$ 416,865	\$ 1,509,746	\$ 2,006,330	\$ 1,929,834	\$ 477,326	\$ 453,121	\$ -	\$ 453,121
C&I Financing Support (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,994,659	\$ 4,060,366	\$ 2,500,000	\$ -	\$ 2,500,000
Research, Development & Demonstration	\$ 75,087	\$ 102,534	\$ 86,259	\$ 176,716	\$ 198,218	\$ 267,317	\$ 171,335	\$ 208,762	\$ 84,246	\$ 162,140	\$ 162,140	\$ -
Institute for Sustainable Energy (ECSU) (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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 38,734	\$ 82,896	\$ 25,857	\$ -	\$ -	\$ -	\$ -
C&I Loan Program	\$ 9,634	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Other Programs/Requirements	\$ 608,828	\$ 19,712,731	\$ 3,766,614	\$ 7,444,691	\$ 1,418,972	\$ 6,502,372	\$ 7,710,587	\$ 9,133,225	\$ 4,622,378	\$ 3,115,261	\$ 3,115,261	\$ 3,115,261
OTHER - LOAN 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	\$ 2,387,351	\$ 1,997,000	\$ -	\$ -
Residential Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 859,080	\$ 891,827	\$ 804,000	\$ 804,000	\$ 1,200,000
C&I Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 45,345	\$ 785,216	\$ 400,452	\$ 400,452	\$ 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	\$ 4,064,394	\$ 3,111,452	\$ 1,204,452	\$ 1,797,690
OTHER - ADMINISTRATIVE & PLANNING												
Administration	\$ 747,757	\$ 835,229	\$ 951,467	\$ 1,539,439	\$ 1,985,104	\$ 957,493	\$ 1,059,874	\$ 555,697	\$ 721,290	\$ 597,822	\$ 597,822	\$ 892,271
Marketing Plan	\$ 5,804	\$ 63,349	\$ 17,056	\$ 568,324	\$ 41,274	\$ 599,189	\$ 789,065	\$ 771,953	\$ 373,937	\$ 87,723	\$ 87,723	\$ 778,154
Planning	\$ 618,863	\$ 573,274	\$ 669,365	\$ 736,877	\$ 680,008	\$ 659,032	\$ 670,254	\$ 632,015	\$ 594,212	\$ 461,074	\$ 461,074	\$ 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	\$ 1,023,226	\$ 1,920,000	\$ 1,920,000
Evaluation Administrator	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 269,541	\$ 180,369	\$ 199,284	\$ 177,694	\$ 179,200	\$ 179,200	\$ 192,000
Information Technology	\$ 1,288,956	\$ 1,810,543	\$ 1,764,932	\$ 2,244,144	\$ 1,934,732	\$ 807,911	\$ 1,037,433	\$ 1,579,383	\$ 541,146	\$ 1,562,395	\$ 1,562,395	\$ 1,838,112
Energy Efficiency Board Consultants	\$ 588,509	\$ 431,860	\$ 470,724	\$ 493,863	\$ 475,046	\$ 410,216	\$ 410,204	\$ 366,781	\$ 429,633	\$ 229,633	\$ 229,633	\$ 312,000
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 42,183	\$ 60,000	\$ -	\$ -
Performance Management Incentive (PMI)	\$ 2,239,767	\$ 5,474,571	\$ 3,773,709	\$ 6,758,883	\$ 6,728,101	\$ 7,560,041	\$ 8,197,955	\$ 9,010,198	\$ 8,111,330	\$ 4,370,651	\$ 5,486,366	\$ 6,489,062
Admin/Planning Expenditures	\$ 6,248,547	\$ 10,669,378	\$ 7,886,425	\$ 14,465,518	\$ 13,888,720	\$ 14,109,576	\$ 14,109,576	\$ 12,796,653	\$ 12,796,653	\$ 8,571,723	\$ 10,524,213	\$ 13,109,770
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	\$ 127,036,159	\$ 101,965,059	\$ 125,301,817	\$ 148,144,880
TOTAL (excludes ISO Load Response)	\$ 50,187,995	\$ 116,812,425	\$ 96,996,343	\$ 99,358,865	\$ 96,828,854	\$ 141,417,299	\$ 145,547,870	\$ 162,497,808	\$ 124,648,808	\$ 100,058,059	\$ 125,301,817	\$ 148,144,880

Eversource (Electric): Table D1 - kW (2009-2018)

Table D1
Eversource CT Electric Historical and Projected kW

	Load Savings kW																	
	2009	2010		2011		2012		2013		2014		2015		2016		2017		2018
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal
RESIDENTIAL																		
Residential Retail Products	4,024	14,589	11,778	6,355	5,600	5,710	7,947	10,155	9,557	2,637								
Total - Consumer Products	4,024	14,589	11,778	6,355	5,600	5,710	7,947	10,155	9,557	2,637								
Residential New Construction	256	339	564	574	562	977	928	903	1,252	705								
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	2,940	1,867								
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	673	805	450								
HES Income Eligible	1,172	1,146	996	749	610	1,002	1,328	1,875	1,598	746								
Residential Behavior	-	-	-	-	-	7,473	12,520	4,066	4,066	759								
Subtotal RESIDENTIAL	7,671	21,128	15,859	10,304	9,623	19,222	26,242	20,078	20,219	7,163								
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	3,962	2,049								
Total - Lost Opportunity	5,331	4,039	4,103	7,705	6,523	7,793	7,103	6,564	3,962	2,049								
C&I LARGE RETROFIT																		
Energy Opportunities	6,017	8,693	8,761	10,669	7,843	10,798	14,840	14,567	13,246	9,424								
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	376	531	145	977	789	1,269	1,340	835	652	1,072								
PRIME (2009-2015)	-	-	-	-	-	-	-	-	-	-								
Total - C&I Large Retrofit	6,393	9,224	8,906	11,646	8,632	12,067	16,180	15,402	13,898	10,496								
Small Business	4,987	5,244	4,759	3,692	2,943	3,169	4,140	5,519	5,247	2,871								
Subtotal C&I	16,712	18,507	17,768	23,043	18,099	23,029	27,423	27,486	23,106	15,415								
OTHER - LOAD MANAGEMENT																		
ISO Load Response Program	13,296	118,432	92,474	91,403	95,642	88,627	112,487	36,097	40,746	47,500								
Subtotal Load Management	13,296	118,432	92,474	91,403	95,642	88,627	112,487	36,097	40,746	47,500								
TOTAL (includes ISO Load Response)	37,679	158,067	126,101	124,750	123,363	130,878	166,152	83,660	84,071	70,078								
TOTAL (excludes ISO Load Response)	24,383	39,635	33,627	33,347	27,721	42,251	53,665	47,563	43,325	22,578								

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 Actual	
RESIDENTIAL											
Residential Retail Products	42,424	153,834	133,555	71,370	62,949	64,213	64,799	82,138	77,198	20,242	
Total - Consumer Products	42,424	153,834	133,555	71,370	62,949	64,213	64,799	82,138	77,198	20,242	
Residential New Construction	845	1,581	2,581	1,625	1,896	2,828	3,540	2,363	3,250	1,796	
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	18,176	10,858	
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	8,123	13,725	4,041	
HES Income Eligible	12,135	12,538	18,173	11,099	8,187	11,137	14,098	15,891	16,666	7,988	
Residential Behavior	-	-	-	-	-	28,928	48,466	17,811	17,811	6,645	
Subtotal RESIDENTIAL	61,999	190,678	170,500	99,588	89,592	131,116	152,405	141,650	146,825	51,570	
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	23,527	12,661	
Total - Lost Opportunity	23,225	21,451	21,890	33,973	38,741	43,422	37,774	34,278	23,527	12,661	
C&I LARGE RETROFIT											
Energy Opportunities	48,645	62,208	62,521	73,331	56,899	82,319	101,070	118,741	86,995	68,900	
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	3,117	3,872	2,888	11,137	4,325	11,141	8,511	8,263	5,491	11,300	
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	92,486	80,201	
Small Business	23,250	30,392	29,681	28,943	26,801	32,546	32,587	34,603	31,576	23,952	
Subtotal C&I	99,470	120,871	120,344	149,728	128,713	171,100	181,893	195,885	147,590	116,814	
TOTAL (includes ISO Load Response)	161,468	310,748	290,844	249,316	218,305	302,216	334,298	337,535	294,414	168,384	
TOTAL (excludes ISO Load Response)	161,468	310,748	290,844	249,316	218,305	302,216	334,298	337,535	294,414	168,384	

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

Table D3
Eversource CT Electric Historical and Projected Lifetime kWh

	Lifetime 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 Actual	
RESIDENTIAL											
Residential Retail Products	240,352	730,452	530,264	369,780	398,800	565,647	654,001	934,999	611,162	125,389	
Total - Consumer Products	240,352	730,452	530,264	369,780	398,800	565,647	654,001	934,999	611,162	125,389	
Residential New Construction	12,656	25,469	43,198	28,472	31,175	43,056	57,175	39,977	50,862	29,516	
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	198,163	130,543	
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	108,423	204,516	64,522	
HES Income Eligible Residential Behavior	111,730	104,256	173,726	159,905	113,222	150,565	166,351	193,412	205,101	78,804	
Subtotal RESIDENTIAL	449,778	1,124,313	905,840	704,633	714,857	1,101,316	1,242,137	1,510,712	1,314,918	445,350	
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	348,323	192,194	
Total - Lost Opportunity	382,538	330,357	330,506	509,148	596,826	667,358	572,757	520,576	348,323	192,194	
C&I LARGE RETROFIT											
Energy Opportunities	587,275	769,087	750,126	863,093	672,470	953,547	1,142,216	1,354,017	986,891	799,633	
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	28,640	32,401	25,754	94,042	36,510	83,564	53,438	51,663	30,085	79,778	
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	1,016,976	879,411	
Small Business	275,112	376,215	368,832	353,696	325,004	396,812	404,003	433,416	393,553	292,142	
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	1,758,852	1,363,746	
PROGRAM SUB-TOTALS											
Residential	449,778	1,124,313	905,840	704,633	714,857	1,101,316	1,242,137	1,510,712	1,314,918	445,350	
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	1,758,852	1,363,746	
Other	-	-	-	-	-	-	-	-	-	-	
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	3,073,769	1,809,096	
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	3,073,769	1,809,096	

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 Actual	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	3,592,169	1,633,990								
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	3,592,169	1,633,990								
Residential New Construction	537	604	706	870	770	1,486	439	586	1,892	1,407								
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	18,267	11,463								
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	-	16,058	21,872								
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	40,139	26,274								
HES Income Eligible	10,282	10,797	14,609	8,424	7,824	14,711	12,203	9,599	21,582	11,839								
Residential Behavior	-	-	-	-	-	339,218	296,871	405,959	506,000	100,000								
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	4,161,782	1,773,510								
COMMERCIAL & INDUSTRIAL																		
C&I LOST OPPORTUNITY																		
Energy Conscious Blueprint	390	509	446	484	436	561	560	528	484	164								
Total - Lost Opportunity	390	509	446	484	436	561	560	528	484	164								
C&I LARGE RETROFIT																		
Energy Opportunities	672	886	942	859	762	789	796	1,111	1,144	947								
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	22	20	17	38	23	55	78	194	144	151								
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	1,288	1,098								
Small Business	785	1,546	1,504	1,519	1,277	1,571	1,349	1,275	1,275	1,221								
Subtotal C&I	1,919	3,049	2,971	2,999	2,574	3,041	2,870	3,151	3,047	2,483								
OTHER - LOAD MANAGEMENT																		
ISO Load Response Program	38	416	311	263	225	220	215	113	78	55								
Subtotal Load Management	38	416	311	263	225	220	215	113	78	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	4,164,907	1,776,048								
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	4,164,829	1,775,993								

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

	Cost per Load Savings kW																				
	2009		2010		2011		2012		2013		2014		2015		2016		2017		2018		
	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal	
RESIDENTIAL																					
Residential Retail Products	\$ 801	\$ 849	\$ 849	\$ 661	\$ 1,079	\$ 1,162	\$ 2,025	\$ 1,723	\$ 1,723	\$ 1,465	\$ 1,465	\$ 1,062	\$ 1,062	\$ 1,465	\$ 1,465	\$ 1,062	\$ 1,062	\$ 1,465	\$ 1,465	\$ 2,433	\$ 2,433
Total - Consumer Products	\$ 801	\$ 849	\$ 849	\$ 661	\$ 1,079	\$ 1,162	\$ 2,025	\$ 1,723	\$ 1,723	\$ 1,465	\$ 1,465	\$ 1,062	\$ 1,062	\$ 1,465	\$ 1,465	\$ 1,062	\$ 1,062	\$ 1,465	\$ 1,465	\$ 2,433	\$ 2,433
Residential New Construction	\$ 1,932	\$ 3,051	\$ 3,051	\$ 2,905	\$ 2,333	\$ 2,553	\$ 1,611	\$ 2,712	\$ 2,712	\$ 2,472	\$ 2,472	\$ 2,306	\$ 2,306	\$ 2,472	\$ 2,472	\$ 2,306	\$ 2,306	\$ 2,472	\$ 2,472	\$ 3,066	\$ 3,066
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2018)	\$ 3,381	\$ 4,434	\$ 4,434	\$ 5,943	\$ 5,330	\$ 5,626	\$ 5,489	\$ 5,452	\$ 5,452	\$ 6,650	\$ 6,650	\$ 5,277	\$ 5,277	\$ 6,650	\$ 6,650	\$ 5,277	\$ 5,277	\$ 6,650	\$ 6,650	\$ 6,107	\$ 6,107
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
HES Income Eligible	\$ 6,618	\$ 8,169	\$ 8,169	\$ 12,952	\$ 16,214	\$ 15,739	\$ 17,458	\$ 13,061	\$ 13,061	\$ 11,451	\$ 11,451	\$ 10,251	\$ 10,251	\$ 11,451	\$ 11,451	\$ 10,251	\$ 10,251	\$ 11,451	\$ 11,451	\$ 17,741	\$ 17,741
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal RESIDENTIAL	\$ 2,532	\$ 2,139	\$ 2,139	\$ 2,352	\$ 3,383	\$ 3,489	\$ 2,894	\$ 2,101	\$ 2,101	\$ 3,042	\$ 3,042	\$ 2,569	\$ 2,569	\$ 3,042	\$ 3,042	\$ 2,569	\$ 2,569	\$ 3,042	\$ 3,042	\$ 5,166	\$ 5,166
COMMERCIAL & INDUSTRIAL																					
C&I LOST OPPORTUNITY																					
Energy Conscious Blueprint	\$ 1,267	\$ 1,989	\$ 1,989	\$ 2,046	\$ 1,104	\$ 1,525	\$ 1,780	\$ 1,707	\$ 1,707	\$ 1,872	\$ 1,872	\$ 1,696	\$ 1,696	\$ 1,872	\$ 1,872	\$ 1,696	\$ 1,696	\$ 1,872	\$ 1,872	\$ 3,008	\$ 3,008
Total - Lost Opportunity	\$ 1,267	\$ 1,989	\$ 1,989	\$ 2,046	\$ 1,104	\$ 1,525	\$ 1,780	\$ 1,707	\$ 1,707	\$ 1,872	\$ 1,872	\$ 1,696	\$ 1,696	\$ 1,872	\$ 1,872	\$ 1,696	\$ 1,696	\$ 1,872	\$ 1,872	\$ 3,008	\$ 3,008
C&I LARGE RETROFIT																					
Energy Opportunities	\$ 1,700	\$ 2,055	\$ 2,055	\$ 2,704	\$ 1,755	\$ 2,668	\$ 2,706	\$ 2,247	\$ 2,247	\$ 2,756	\$ 2,756	\$ 1,878	\$ 1,878	\$ 2,756	\$ 2,756	\$ 1,878	\$ 1,878	\$ 2,756	\$ 2,756	\$ 2,847	\$ 2,847
Business & Energy Sustainability (O&M, RetroC ^x , BSC, PRIME)	\$ 2,923	\$ 2,537	\$ 2,537	\$ 18,055	\$ 1,736	\$ 2,090	\$ 1,909	\$ 2,043	\$ 2,043	\$ 2,997	\$ 2,997	\$ 2,278	\$ 2,278	\$ 2,997	\$ 2,997	\$ 2,278	\$ 2,278	\$ 2,997	\$ 2,997	\$ 2,019	\$ 2,019
Total - C&I Large Retrofit	\$ 1,834	\$ 2,134	\$ 2,134	\$ 3,009	\$ 1,800	\$ 2,670	\$ 2,662	\$ 2,267	\$ 2,267	\$ 2,770	\$ 2,770	\$ 1,897	\$ 1,897	\$ 2,770	\$ 2,770	\$ 1,897	\$ 1,897	\$ 2,770	\$ 2,770	\$ 2,763	\$ 2,763
Small Business	\$ 978	\$ 2,308	\$ 2,308	\$ 2,506	\$ 3,195	\$ 4,529	\$ 5,056	\$ 3,746	\$ 3,746	\$ 3,192	\$ 3,192	\$ 3,090	\$ 3,090	\$ 3,192	\$ 3,192	\$ 3,090	\$ 3,090	\$ 3,192	\$ 3,192	\$ 4,372	\$ 4,372
Subtotal C&I	\$ 1,398	\$ 2,152	\$ 2,152	\$ 2,652	\$ 1,791	\$ 2,560	\$ 2,693	\$ 2,345	\$ 2,345	\$ 2,640	\$ 2,640	\$ 2,134	\$ 2,134	\$ 2,640	\$ 2,640	\$ 2,134	\$ 2,134	\$ 2,640	\$ 2,640	\$ 3,095	\$ 3,095
OTHER - LOAD MANAGEMENT																					
ISO Load Response Program	\$ 8	\$ 24	\$ 24	\$ 54	\$ 41	\$ 43	\$ 41	\$ 23	\$ 23	\$ 67	\$ 67	\$ 59	\$ 59	\$ 67	\$ 67	\$ 59	\$ 59	\$ 67	\$ 67	\$ 40	\$ 40
Subtotal Load Management	\$ 8	\$ 24	\$ 24	\$ 54	\$ 41	\$ 43	\$ 41	\$ 23	\$ 23	\$ 92	\$ 92	\$ 100	\$ 100	\$ 92	\$ 92	\$ 100	\$ 100	\$ 92	\$ 92	\$ 66	\$ 66
TOTAL (includes ISO Load Response)	\$ 1,335	\$ 757	\$ 757	\$ 808	\$ 826	\$ 818	\$ 1,108	\$ 891	\$ 891	\$ 1,971	\$ 1,971	\$ 1,511	\$ 1,511	\$ 1,971	\$ 1,971	\$ 1,511	\$ 1,511	\$ 1,971	\$ 1,971	\$ 1,455	\$ 1,455
TOTAL (excludes ISO Load Response)	\$ 2,058	\$ 2,947	\$ 2,947	\$ 2,884	\$ 2,980	\$ 3,493	\$ 3,347	\$ 2,712	\$ 2,712	\$ 3,416	\$ 3,416	\$ 2,877	\$ 2,877	\$ 3,416	\$ 3,416	\$ 2,877	\$ 2,877	\$ 3,416	\$ 3,416	\$ 4,432	\$ 4,432

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	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal	Actual	Goal
RESIDENTIAL																				
Residential Retail Products	\$ 0.076	\$ 0.080	\$ 0.058	\$ 0.096	\$ 0.103	\$ 0.180	\$ 0.211	\$ 0.181	\$ 0.132	\$ 0.317										
Total - Consumer Products	\$ 0.076	\$ 0.080	\$ 0.058	\$ 0.096	\$ 0.103	\$ 0.180	\$ 0.211	\$ 0.181	\$ 0.132	\$ 0.317										
Residential New Construction	\$ 0.585	\$ 0.654	\$ 0.635	\$ 0.824	\$ 0.756	\$ 0.557	\$ 0.711	\$ 0.945	\$ 0.888	\$ 1.203										
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	\$ 0.853	\$ 1.050										
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -										
HES Income Eligible	\$ 0.639	\$ 0.747	\$ 0.710	\$ 1.094	\$ 1.172	\$ 1.570	\$ 1.230	\$ 1.351	\$ 0.983	\$ 1.656										
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.093	\$ 0.049	\$ 0.163	\$ 0.166	\$ 0.075										
Subtotal RESIDENTIAL	\$ 0.313	\$ 0.237	\$ 0.219	\$ 0.350	\$ 0.375	\$ 0.424	\$ 0.362	\$ 0.431	\$ 0.354	\$ 0.718										
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	\$ 0.286	\$ 0.487										
Total - Lost Opportunity	\$ 0.291	\$ 0.374	\$ 0.384	\$ 0.250	\$ 0.257	\$ 0.320	\$ 0.321	\$ 0.358	\$ 0.286	\$ 0.487										
C&I LARGE RETROFIT																				
Energy Opportunities	\$ 0.210	\$ 0.287	\$ 0.379	\$ 0.255	\$ 0.368	\$ 0.355	\$ 0.330	\$ 0.338	\$ 0.286	\$ 0.389										
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 0.353	\$ 0.348	\$ 0.907	\$ 0.152	\$ 0.381	\$ 0.217	\$ 0.322	\$ 0.303	\$ 0.270	\$ 0.191										
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	\$ 0.285	\$ 0.362										
Small Business	\$ 0.210	\$ 0.398	\$ 0.402	\$ 0.408	\$ 0.497	\$ 0.492	\$ 0.476	\$ 0.509	\$ 0.513	\$ 0.524										
Subtotal C&I	\$ 0.235	\$ 0.332	\$ 0.392	\$ 0.276	\$ 0.360	\$ 0.362	\$ 0.354	\$ 0.370	\$ 0.334	\$ 0.408										
TOTAL (includes ISO Load Response)	\$ 0.311	\$ 0.385	\$ 0.351	\$ 0.414	\$ 0.462	\$ 0.480	\$ 0.443	\$ 0.489	\$ 0.431	\$ 0.606										
TOTAL (excludes ISO Load Response)	\$ 0.311	\$ 0.376	\$ 0.333	\$ 0.399	\$ 0.444	\$ 0.468	\$ 0.435	\$ 0.481	\$ 0.423	\$ 0.594										

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

	Cost per Lifetime Savings kWh												2018 Goal						
	2009		2010		2011		2012		2013		2014			2015		2016		2017	
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual		Actual	Actual	Actual	Actual	Actual	Actual
RESIDENTIAL																			
Residential Retail Products	\$ 0.013	\$ 0.017	\$ 0.015	\$ 0.019	\$ 0.016	\$ 0.020	\$ 0.021	\$ 0.016	\$ 0.016	\$ 0.020	\$ 0.020	\$ 0.021	\$ 0.016	\$ 0.016	\$ 0.017	\$ 0.017	\$ 0.017	\$ 0.051	
Total - Consumer Products	\$ 0.013	\$ 0.017	\$ 0.015	\$ 0.019	\$ 0.016	\$ 0.020	\$ 0.021	\$ 0.016	\$ 0.016	\$ 0.020	\$ 0.020	\$ 0.021	\$ 0.016	\$ 0.016	\$ 0.017	\$ 0.017	\$ 0.017	\$ 0.051	
Residential New Construction	\$ 0.039	\$ 0.041	\$ 0.038	\$ 0.047	\$ 0.046	\$ 0.037	\$ 0.044	\$ 0.056	\$ 0.057	\$ 0.046	\$ 0.037	\$ 0.044	\$ 0.056	\$ 0.056	\$ 0.057	\$ 0.057	\$ 0.078	\$ 0.073	
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	\$ 0.087	\$ 0.093	\$ 0.078	\$ 0.072	\$ 0.085	\$ 0.085	\$ 0.078	\$ 0.078	\$ 0.087	\$ 0.087	
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
HES Income Eligible	\$ 0.069	\$ 0.090	\$ 0.074	\$ 0.076	\$ 0.085	\$ 0.116	\$ 0.104	\$ 0.111	\$ 0.168	\$ 0.076	\$ 0.085	\$ 0.104	\$ 0.111	\$ 0.111	\$ 0.080	\$ 0.080	\$ 0.168	\$ 0.168	
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.047	\$ 0.025	\$ 0.064	\$ 0.050	\$ -	\$ 0.047	\$ 0.025	\$ 0.064	\$ 0.064	\$ 0.065	\$ 0.065	\$ 0.050	\$ 0.050	
Subtotal RESIDENTIAL	\$ 0.043	\$ 0.040	\$ 0.041	\$ 0.049	\$ 0.047	\$ 0.051	\$ 0.044	\$ 0.040	\$ 0.039	\$ 0.047	\$ 0.051	\$ 0.044	\$ 0.040	\$ 0.040	\$ 0.039	\$ 0.039	\$ 0.083	\$ 0.083	
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	\$ 0.032	\$ 0.017	\$ 0.021	\$ 0.021	\$ 0.024	\$ 0.024	\$ 0.019	\$ 0.019	\$ 0.032	\$ 0.032	
Total - Lost Opportunity	\$ 0.018	\$ 0.024	\$ 0.025	\$ 0.017	\$ 0.017	\$ 0.021	\$ 0.021	\$ 0.024	\$ 0.032	\$ 0.017	\$ 0.021	\$ 0.021	\$ 0.024	\$ 0.024	\$ 0.019	\$ 0.019	\$ 0.032	\$ 0.032	
C&I LARGE RETROFIT																			
Energy Opportunities	\$ 0.017	\$ 0.023	\$ 0.032	\$ 0.022	\$ 0.031	\$ 0.031	\$ 0.029	\$ 0.030	\$ 0.054	\$ 0.022	\$ 0.031	\$ 0.029	\$ 0.030	\$ 0.030	\$ 0.025	\$ 0.025	\$ 0.054	\$ 0.054	
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 0.038	\$ 0.042	\$ 0.102	\$ 0.102	\$ 0.102	\$ 0.045	\$ 0.051	\$ 0.048	\$ 0.027	\$ 0.045	\$ 0.029	\$ 0.051	\$ 0.048	\$ 0.048	\$ 0.049	\$ 0.049	\$ 0.027	\$ 0.027	
PRIME (2009-2015)	\$ 0.064	\$ 0.044	\$ 0.029	\$ 0.046	\$ 0.049	\$ 0.057	\$ 0.062	\$ -	\$ -	\$ 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	\$ 0.033	\$ 0.032	\$ 0.031	\$ 0.030	\$ 0.030	\$ 0.030	\$ 0.026	\$ 0.026	\$ 0.033	\$ 0.033	
Small Business	\$ 0.018	\$ 0.032	\$ 0.032	\$ 0.033	\$ 0.041	\$ 0.040	\$ 0.038	\$ 0.041	\$ 0.043	\$ 0.041	\$ 0.040	\$ 0.038	\$ 0.041	\$ 0.041	\$ 0.041	\$ 0.041	\$ 0.043	\$ 0.043	
Subtotal C&I	\$ 0.018	\$ 0.026	\$ 0.032	\$ 0.023	\$ 0.028	\$ 0.029	\$ 0.029	\$ 0.031	\$ 0.032	\$ 0.028	\$ 0.029	\$ 0.029	\$ 0.031	\$ 0.031	\$ 0.028	\$ 0.028	\$ 0.035	\$ 0.035	
TOTAL (includes ISO Load Response)	\$ 0.029	\$ 0.045	\$ 0.043	\$ 0.041	\$ 0.043	\$ 0.045	\$ 0.043	\$ 0.043	\$ 0.041	\$ 0.043	\$ 0.045	\$ 0.043	\$ 0.043	\$ 0.043	\$ 0.041	\$ 0.041	\$ 0.056	\$ 0.056	
TOTAL (excludes ISO Load Response)	\$ 0.029	\$ 0.044	\$ 0.040	\$ 0.039	\$ 0.041	\$ 0.044	\$ 0.043	\$ 0.042	\$ 0.041	\$ 0.043	\$ 0.044	\$ 0.043	\$ 0.042	\$ 0.042	\$ 0.041	\$ 0.041	\$ 0.055	\$ 0.055	

Eversource (Electric): PMI (2018)

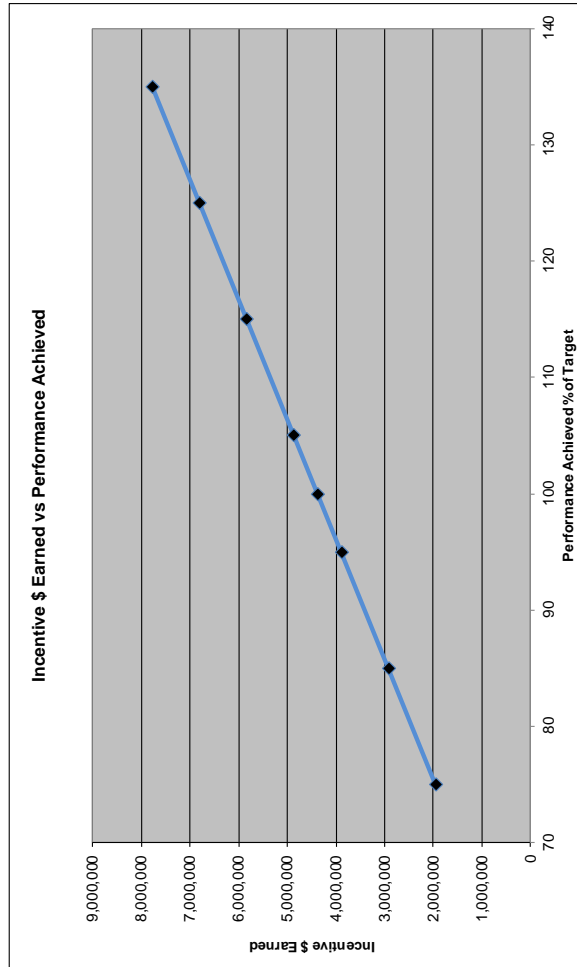
EVERSOURCE CT ELECTRIC

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 **\$4,370,651** and is based on achieving **100%** of all performance targets and earning an incentive of **4.5%** of the total EE program budget of **\$97,125,575** 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%	\$1,942,511
85	3%	\$2,913,767
95	4%	\$3,885,023
100	4.5%	\$4,370,651
105	5%	\$4,856,279
115	6%	\$5,827,534
125	7%	\$6,798,790
135	8%	\$7,770,046
Maximum		

Incentive Basis Budget \$97,125,575
 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 Residential Programs (Sector Level) Sector Budget	\$37,003				Sum of Electric System Benefit from Residential programs	Electric System Benefit from Residential programs \$38,162,356	0.1950	\$852,277
		125,388,647	2,637	30.1%				
		130,542,720	1,867	28.6%				
		64,522,223	450	12.7%				
		78,804,325	746	16.1%				
		29,516,486	705	7.3%				
		16,575,475	759	5.2%				
		445,349,876	7,163					
		Savings Rate \$ 0.06667 / kWh	\$ 1,183 /kW					
		Savings \$ 29,689,788	\$ 8,472,569					
	(1) percent of target goal							
Net Electric System Benefit - Res.				\$1,159,739.44	Electric System Benefit less Program Costs	\$1,159,739	0.1950	\$852,277
Home Energy Solutions	\$14,695				Energy Savings included in appropriate sector level metric			
		130,542,720	1,867		Increase HES savings Per Home	Achieve MMBTU in HES per Single family home savings across all fuels	0.0300	\$131,120
					% of homes with Add-Ons	15% of the homes with add-on measures	0.0300	\$131,120

Eversource (Electric): PMI (2018) cont.

SECTOR Program	Performance Indicators	Incentive Metrics		
		Incentive Metric	Target Goal	Weight
Residential New Construction	<p>Electric Savings LTKWh : 29,516,486</p> <p>Demand Savings kw : 705</p>	Energy Savings included in appropriate sector level metric Remodeling Initiative		
HES Income Eligible	<p>Electric Savings LTKWh : 78,804,325</p> <p>Demand Savings kW : 746</p> <p>HES-IE - Annual MMBTU for electric, oil and propane measures</p>	Energy savings included in appropriate sector level metric	ES- 63,305 Annual MMBTU savings	0.0300
Retail Products	<p>Electric Savings LTKWh : 125,388,647</p> <p>Demand Savings kW : 2,637</p>	Energy savings included in appropriate sector level metric		
				\$131,120

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)	\$47,709 C&I Programs (Sector Level) Sector Budget	Energy Conscious Blueprint	192,194,024	2,049	13.9%	Total Electric System Benefit from C&I programs \$114,972,485	Electric System Benefit from C&I programs	0.2100	\$917,837
		Energy Opportunities	799,633,061	9,424	59.2%				
		Small Business	292,141,638	2,871	20.8%				
		Business and Energy Sustainability	79,777,557	1,072	6.1%				
		Total	1,363,746,281	15,415					
		Savings Rate	\$ 0.06512 /kWh	\$ 1,698 /kW					
		Savings	\$ 88,804,499	\$ 26,167,986					
		(1) percent of target goal							
		Electric System Benefit less Program Costs			\$67,263,521				
		Net Electric System Benefit- C&I							
Energy Opportunities	\$26,831						0.0300	\$131,120	
Energy Conscious Blueprint	\$6,164						0.0200	\$87,413	

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)	\$12,550		292,141,638 2,871		Energy savings included in appropriate sector level metric			
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).		25% of signed projects	0.0300	\$131,120	
Strategic Energy Management	\$2,164		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	\$87,413	
Total of Incentives							1.00000	\$4,370,651

United Illuminating (Electric) Tables
 United Illuminating (Electric): Table A

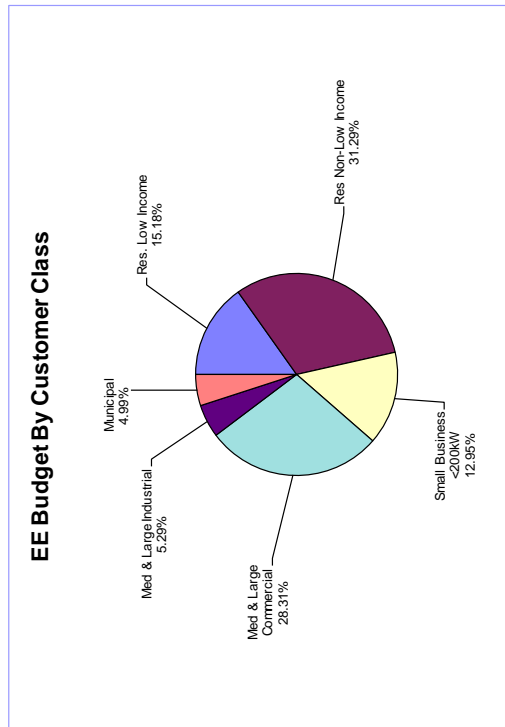
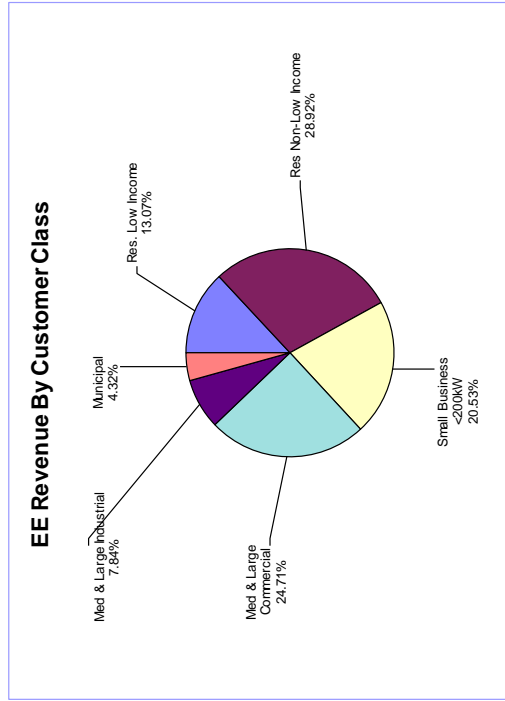
Table A
 UI Proposed EE Budgets

UI EE BUDGET	12/31/2016		12/31/2017		03/01/2018		11/1/2018		12/15/2018		03/01/2018		03/01/2018	
	UI	Actual Results	UI	Actual Results	UI	PROPOSED BUDGET	UI	BUDGET UPDATE	UI	BUDGET REVISION	UI	BUDGET UPDATE	UI	BUDGET UPDATE
RESIDENTIAL														
Residential Retail Products	\$ 4,421,704	\$ 4,090,519	\$ 3,613,739	\$ 3,411,248	\$ 1,881,566	\$ 1,507,906	\$ 1,507,906	\$ 1,507,906	\$ 2,800,632	\$ 2,800,632	\$ 3,192,834	\$ 3,192,834	\$ 3,192,834	\$ 3,192,834
Total - Consumer Products	\$ 4,421,704	\$ 4,090,519	\$ 3,613,739	\$ 3,411,248	\$ 1,881,566	\$ 1,507,906	\$ 1,507,906	\$ 1,507,906	\$ 2,800,632	\$ 2,800,632	\$ 3,192,834	\$ 3,192,834	\$ 3,192,834	\$ 3,192,834
Residential New Construction	\$ 498,807	\$ 480,964	\$ 500,000	\$ 799,535	\$ 468,686	\$ 315,065	\$ 315,065	\$ 315,065	\$ 645,742	\$ 645,742	\$ 778,202	\$ 778,202	\$ 778,202	\$ 778,202
Home Energy Solutions (HES)	\$ 3,266,209	\$ 3,154,497	\$ 3,803,036	\$ 3,794,222	\$ 2,629,335	\$ 1,725,238	\$ 1,725,238	\$ 1,725,238	\$ 3,039,787	\$ 3,039,787	\$ 3,595,797	\$ 3,595,797	\$ 3,595,797	\$ 3,595,797
HVAC / Water Heaters	\$ 1,016,109	\$ 1,120,482	\$ 897,989	\$ 1,191,846	\$ 984,956	\$ 609,159	\$ 609,159	\$ 609,159	\$ 903,517	\$ 903,517	\$ 1,030,046	\$ 1,030,046	\$ 1,030,046	\$ 1,030,046
HES Income Eligible	\$ 3,807,965	\$ 3,739,866	\$ 4,755,881	\$ 4,027,974	\$ 3,218,239	\$ 2,227,341	\$ 2,227,341	\$ 2,227,341	\$ 3,245,121	\$ 3,245,121	\$ 3,711,053	\$ 3,711,053	\$ 3,711,053	\$ 3,711,053
Residential Behavior	\$ 489,194	\$ 72,288	\$ 353,734	\$ 464,354	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Residential	\$ 13,487,988	\$ 12,686,595	\$ 13,324,359	\$ 13,709,178	\$ 9,182,782	\$ 6,384,706	\$ 6,384,706	\$ 6,384,706	\$ 10,634,799	\$ 10,634,799	\$ 12,689,362	\$ 12,689,362	\$ 12,689,362	\$ 12,689,362
COMMERCIAL & INDUSTRIAL														
C&I LOST OPPORTUNITY	\$ 3,090,971	\$ 2,280,358	\$ 4,523,163	\$ 4,779,898	\$ 2,742,185	\$ 1,738,519	\$ 1,738,519	\$ 1,738,519	\$ 3,924,232	\$ 3,924,232	\$ 4,485,335	\$ 4,485,335	\$ 4,485,335	\$ 4,485,335
Total - Lost Opportunity	\$ 3,090,971	\$ 2,280,358	\$ 4,523,163	\$ 4,779,898	\$ 2,742,185	\$ 1,738,519	\$ 1,738,519	\$ 1,738,519	\$ 3,924,232	\$ 3,924,232	\$ 4,485,335	\$ 4,485,335	\$ 4,485,335	\$ 4,485,335
C&I LARGE RETROFIT	\$ 11,003,120	\$ 9,821,971	\$ 7,645,108	\$ 7,819,428	\$ 5,945,078	\$ 3,769,126	\$ 3,769,126	\$ 3,769,126	\$ 6,418,926	\$ 6,418,926	\$ 7,357,841	\$ 7,357,841	\$ 7,357,841	\$ 7,357,841
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 503,319	\$ 540,663	\$ 2,460,841	\$ 1,819,864	\$ 623,478	\$ 395,280	\$ 395,280	\$ 395,280	\$ 1,934,780	\$ 1,934,780	\$ 1,703,342	\$ 1,703,342	\$ 1,703,342	\$ 1,703,342
Total - C&I Large Retrofit	\$ 11,506,439	\$ 10,162,634	\$ 10,105,949	\$ 9,639,292	\$ 6,568,556	\$ 4,164,406	\$ 4,164,406	\$ 4,164,406	\$ 8,353,706	\$ 8,353,706	\$ 9,061,184	\$ 9,061,184	\$ 9,061,184	\$ 9,061,184
Small Business	\$ 3,346,876	\$ 4,428,577	\$ 4,639,051	\$ 4,447,555	\$ 3,779,668	\$ 2,386,273	\$ 2,386,273	\$ 2,386,273	\$ 3,651,441	\$ 3,651,441	\$ 4,162,789	\$ 4,162,789	\$ 4,162,789	\$ 4,162,789
Subtotal C&I	\$ 17,946,286	\$ 16,872,569	\$ 19,468,162	\$ 18,865,744	\$ 13,090,409	\$ 8,299,201	\$ 8,299,201	\$ 8,299,201	\$ 15,929,379	\$ 15,929,379	\$ 17,709,307	\$ 17,709,307	\$ 17,709,307	\$ 17,709,307
OTHER - EDUCATION														
Educate the Public	\$ 563,649	\$ 541,849	\$ 456,182	\$ 418,288	\$ 210,720	\$ 210,720	\$ 210,720	\$ 210,720	\$ -	\$ -	\$ 418,288	\$ 418,288	\$ 418,288	\$ 418,288
Customer Engagement	\$ 136,594	\$ 201,161	\$ 475,000	\$ 475,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Educate the Students	\$ 126,462	\$ 202,704	\$ 103,059	\$ 154,423	\$ 74,952	\$ 74,952	\$ 74,952	\$ 74,952	\$ 74,952	\$ 74,952	\$ 154,423	\$ 154,423	\$ 154,423	\$ 154,423
Educate the Workforce	\$ 76,215	\$ 54,110	\$ 89,416	\$ 75,926	\$ 28,922	\$ 28,922	\$ 28,922	\$ 28,922	\$ 28,922	\$ 28,922	\$ 75,926	\$ 75,926	\$ 75,926	\$ 75,926
Subtotal Education	\$ 902,920	\$ 818,824	\$ 1,123,637	\$ 1,123,637	\$ 314,594	\$ 314,594	\$ 314,594	\$ 314,594	\$ -	\$ -	\$ 1,123,637	\$ 1,123,637	\$ 1,123,637	\$ 1,123,637
OTHER - PROGRAMS/REQUIREMENTS														
Financing Support - Residential	\$ 249,250	\$ 207,976	\$ 382,560	\$ 140,602	\$ 140,602	\$ 140,602	\$ 140,602	\$ 140,602	\$ 140,602	\$ 140,602	\$ 140,602	\$ 140,602	\$ 140,602	\$ 140,602
Financing Support - C&I	\$ 87,194	\$ 97,529	\$ 74,234	\$ 74,234	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Time of Use Program	\$ -	\$ -	\$ 232,692	\$ 232,692	\$ 151,250	\$ 151,250	\$ 151,250	\$ 151,250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Research, Development & Demonstration	\$ 73,912	\$ 185,540	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Programs/Requirements	\$ 410,356	\$ 491,044	\$ 689,486	\$ 1,197,528	\$ 291,852	\$ 291,852	\$ 291,852	\$ 291,852	\$ -	\$ -	\$ 291,852	\$ 291,852	\$ 291,852	\$ 291,852
OTHER - LOAD MANAGEMENT														
Demand Response Pilot - Residential	\$ 339,326	\$ 644,007	\$ 477,613	\$ 887,880	\$ 710,000	\$ 710,000	\$ 710,000	\$ 710,000	\$ 710,000	\$ 710,000	\$ 710,000	\$ 710,000	\$ 710,000	\$ 710,000
Demand Response Pilot - C&I	\$ -	\$ 18,058	\$ -	\$ -	\$ 139,630	\$ 139,630	\$ 139,630	\$ 139,630	\$ 139,630	\$ 139,630	\$ 139,630	\$ 139,630	\$ 139,630	\$ 139,630
Subtotal Load Management	\$ 339,326	\$ 662,065	\$ 477,613	\$ 1,027,510	\$ 849,630	\$ 849,630	\$ 849,630	\$ 849,630	\$ 849,630	\$ 849,630	\$ 849,630	\$ 849,630	\$ 849,630	\$ 849,630
OTHER - ADMINISTRATIVE & PLANNING														
Administration	\$ 474,591	\$ 551,142	\$ 540,241	\$ 589,823	\$ 383,385	\$ 383,385	\$ 383,385	\$ 383,385	\$ 383,385	\$ 383,385	\$ 383,385	\$ 383,385	\$ 383,385	\$ 383,385
Marketing Plan	\$ 227,267	\$ 175,389	\$ 194,538	\$ 186,538	\$ 42,704	\$ 42,704	\$ 42,704	\$ 42,704	\$ 42,704	\$ 42,704	\$ 42,704	\$ 42,704	\$ 42,704	\$ 42,704
Planning	\$ 315,328	\$ 283,431	\$ 256,830	\$ 302,913	\$ 196,893	\$ 196,893	\$ 196,893	\$ 196,893	\$ 196,893	\$ 196,893	\$ 196,893	\$ 196,893	\$ 196,893	\$ 196,893
Evaluation, Measurement and Verification	\$ 480,000	\$ 493,688	\$ 480,000	\$ 480,000	\$ 255,200	\$ 255,200	\$ 255,200	\$ 255,200	\$ 480,000	\$ 480,000	\$ 480,000	\$ 480,000	\$ 480,000	\$ 480,000
Evaluation Administrator	\$ 48,000	\$ 34,307	\$ 48,000	\$ 48,000	\$ 44,800	\$ 44,800	\$ 44,800	\$ 44,800	\$ 44,800	\$ 44,800	\$ 44,800	\$ 44,800	\$ 44,800	\$ 44,800
Information Technology	\$ 401,978	\$ 272,847	\$ 450,000	\$ 388,789	\$ 388,789	\$ 388,789	\$ 388,789	\$ 388,789	\$ 388,789	\$ 388,789	\$ 388,789	\$ 388,789	\$ 388,789	\$ 388,789
Energy Efficiency Board Consultants	\$ 208,000	\$ 207,989	\$ 208,000	\$ 208,000	\$ 176,800	\$ 153,088	\$ 153,088	\$ 153,088	\$ 153,088	\$ 153,088	\$ 153,088	\$ 153,088	\$ 153,088	\$ 153,088
Audits - Financial and Operational	\$ -	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000
Performance Management Incentive	\$ 2,353,021	\$ 2,369,479	\$ 1,665,219	\$ 1,707,516	\$ 1,123,931	\$ 763,340	\$ 763,340	\$ 763,340	\$ 1,332,812	\$ 1,332,812	\$ 1,529,967	\$ 1,529,967	\$ 1,529,967	\$ 1,529,967
Admin/Planning Expenditures	\$ 4,508,183	\$ 4,412,292	\$ 3,866,828	\$ 4,006,728	\$ 2,612,502	\$ 2,272,806	\$ 2,272,806	\$ 2,272,806	\$ 3,128,492	\$ 3,128,492	\$ 3,815,169	\$ 3,815,169	\$ 3,815,169	\$ 3,815,169
PROGRAM SUB-TOTALS														
Residential	\$ 14,449,428	\$ 14,157,168	\$ 14,597,795	\$ 14,748,656	\$ 9,537,330	\$ 6,739,255	\$ 6,739,255	\$ 6,739,255	\$ 10,989,347	\$ 10,989,347	\$ 13,736,240	\$ 13,736,240	\$ 13,736,240	\$ 13,736,240
C&I	\$ 18,790,803	\$ 17,965,788	\$ 20,447,318	\$ 20,238,158	\$ 13,943,761	\$ 9,292,183	\$ 9,292,183	\$ 9,292,183	\$ 16,922,361	\$ 16,922,361	\$ 18,195,441	\$ 18,195,441	\$ 18,195,441	\$ 18,195,441
Other*	\$ 4,364,828	\$ 4,422,433	\$ 3,944,982	\$ 4,054,882	\$ 2,660,678	\$ 2,381,952	\$ 2,381,952	\$ 2,381,952	\$ 3,237,037	\$ 3,237,037	\$ 3,853,323	\$ 3,853,323	\$ 3,853,323	\$ 3,853,323
Subtotal C&I M Budget	\$ 37,595,059	\$ 35,545,389	\$ 38,595,085	\$ 39,042,696	\$ 26,341,770	\$ 18,412,791	\$ 18,412,791	\$ 18,412,791	\$ 31,148,745	\$ 31,148,745	\$ 35,785,004	\$ 35,785,004	\$ 35,785,004	\$ 35,785,004
Transfer to State Fund	\$ -	\$ 6,560,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL EE BUDGET	\$ 37,595,059	\$ 42,295,389	\$ 38,595,085	\$ 39,932,326	\$ 26,341,770	\$ 17,709,307	\$ 17,709,307	\$ 17,709,307	\$ 31,112,791	\$ 31,112,791	\$ 37,496,745	\$ 37,496,745	\$ 37,496,745	\$ 37,496,745

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 Revenue	% of Residential & C&I Revenue	Difference
Res. Low Income	\$ 2,433,525	13.22%	15.18%	13.07%	2.11%
Res Non-Low Income	\$ 5,015,731	27.24%	31.29%	28.92%	2.37%
Residential Sub-total	\$ 7,449,256	40.46%	46.47%	41.99%	4.48%
Small Business <200kW	\$ 2,396,275	13.01%	14.95%	21.14%	-6.19%
Med & Large Commercial	\$ 4,538,030	24.65%	28.31%	24.71%	3.60%
Med & Large Industrial	\$ 847,878	4.60%	5.29%	7.84%	-2.55%
Municipal	\$ 800,000	4.34%	4.99%	4.32%	0.67%
C & I Sub-total	\$ 8,582,183	46.61%	53.53%	58.01%	-4.48%
Sub-total for Residential and C&I	\$ 16,031,439	87.07%	100.00%	100.00%	0.00%
Other Expenditures	\$ 2,381,352				
Other Expenditures Sub-total	\$ 2,381,352	12.93%	12.93%		
GRAND TOTAL	\$ 18,412,791	100%			

*Please see attached Budget Allocation Table

\$184,128

Totals may vary due to rounding

United Illuminating (Electric): Table B (2018)

THE UNITED ILLUMINATING COMPANY
 2018 ENERGY EFFICIENCY
 COMPARISON OF U ENERGY EFFICIENCY PROGRAMS
 INCLUDES DRIPE AND CO²

TABLE B

Program	Utility Costs	Modified Utility Cost	** Customer 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
Residential Retail Products	\$ 1,507,906	\$ 1,507,906	\$ 1,010,057	\$ 2,517,964	\$ 2,400,315	\$ 1,807,811	\$ 3,500,546	1.59	1.20	1.39	344,531	Bulbs, Fixtures
TOTAL - CONSUMER PRODUCTS	\$ 1,507,906	\$ 1,507,906	\$ 1,010,057	\$ 2,517,964	\$ 2,400,315	\$ 1,807,811	\$ 3,500,546	1.59	1.20	1.39		
Residential New Construction	\$ 315,065	\$ 315,065	\$ 137,707	\$ 452,772	\$ 291,494	\$ 291,494	\$ 396,395	0.93	0.93	0.88	267	No. of Units
Home Energy Solutions	\$ 1,084,414	\$ 1,725,236	\$ 262,294	\$ 1,987,530	\$ 1,161,450	\$ 3,763,955	\$ 4,290,313	1.07	2.18	2.16	1,366	No. of Progs.
HVAC /Water Heaters	\$ 609,159	\$ 603,159	\$ 1,637,341	\$ 2,246,500	\$ 914,581	\$ 984,483	\$ 1,392,730	1.50	1.62	0.62	2,090	No. of Progs.
HES Income Eligible	\$ 1,676,878	\$ 2,227,341	\$ 24,953	\$ 2,252,294	\$ 1,169,461	\$ 2,680,635	\$ 3,608,333	0.71	1.28	1.60	1,996	Customers
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	0	Customers
SUB-TOTAL RESIDENTIAL	\$ 5,193,422	\$ 6,384,708	\$ 3,072,352	\$ 9,457,059	\$ 5,957,302	\$ 9,708,577	\$ 13,188,317	1.15	1.52	1.39		
Energy Conscious Blueprint	\$ 1,738,519	\$ 1,738,519	\$ 3,887,513	\$ 5,626,032	\$ 3,405,272	\$ 3,405,272	\$ 5,027,488	1.96	1.96	0.89	114	Projects
TOTAL - LOST OPPORTUNITY	\$ 1,738,519	\$ 1,738,519	\$ 3,887,513	\$ 5,626,032	\$ 3,405,272	\$ 3,405,272	\$ 5,027,488	1.96	1.96	0.89	114	Projects
Energy Opportunities	\$ 3,769,126	\$ 3,769,126	\$ 7,148,405	\$ 10,917,531	\$ 9,141,185	\$ 9,141,185	\$ 13,532,354	2.43	2.43	1.24	928	Projects
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 395,280	\$ 395,280	\$ 1,626,979	\$ 2,022,259	\$ 561,658	\$ 561,658	\$ 890,290	1.42	1.42	0.44	204	Projects
TOTAL - C&I/LARGE RETROFIT	\$ 4,164,406	\$ 4,164,406	\$ 8,775,384	\$ 12,939,790	\$ 9,702,843	\$ 9,702,843	\$ 14,422,644	2.33	2.33	1.11	1,132	Projects
Small Business	\$ 2,396,275	\$ 2,396,275	\$ 4,236,390	\$ 6,692,666	\$ 3,407,963	\$ 3,407,963	\$ 5,063,607	1.42	1.42	0.76	226	Projects
SUB-TOTAL C&I	\$ 8,299,201	\$ 8,299,201	\$ 16,959,287	\$ 25,258,488	\$ 16,516,078	\$ 16,516,078	\$ 24,533,739	1.99	1.99	0.97	1,473	Projects
SUB-TOTAL OTHER	\$ 3,728,882	\$ 3,728,882	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	-	Projects
Total C&I/M Budget	\$ 17,221,505	\$ 19,412,791	\$ 20,031,639	\$ 34,715,548	\$ 22,473,380	\$ 26,224,655	\$ 37,722,056	1.30	1.42	1.09		Projects

United Illuminating (Electric): Table B (2018) – cont.

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

Program	Annualized Savings kWh	Lifetime Savings kWh	Peak kW Impact (VE)	Electric Demand Cost \$/kW	Electric Demand Cost \$/kW yr	Electric Rate \$/kWh Annualized	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	4,270,860	26,253,622	554.3	\$ 2,720	\$ 443	\$ 0.3531	\$ 0.0574	(37,629)	(236,626)	(1,328)	(7,988)	9,236	57,444	\$ 163.3	\$ 26.95
TOTAL - CONSUMER PRODUCTS	4,270,860	26,253,622	554.3	\$ 2,720	\$ 443	\$ 0.3531	\$ 0.0574	(37,629)	(236,626)	(1,328)	(7,988)	9,236	57,444	\$ 163.3	\$ 26.95
Residential New Construction	225,220	2,676,316	42.2	\$ 7,467	\$ 628	\$ 1.3989	\$ 0.118	-	-	-	-	769	9,134	\$ 409.9	\$ 34.49
Home Energy Solutions	1,155,007	9,820,600	225.7	\$ 4,804	\$ 567	\$ 0.9356	\$ 0.110	49,698	1,127,682	2,493	54,200	11,076	194,866	\$ 97.9	\$ 5.56
HVAC/Water Heaters	594,925	10,923,257	63.7	\$ 9,563	\$ 521	\$ 1.0239	\$ 0.056	1,156	15,026	1,755	22,821	41,449	41,449	\$ 259.1	\$ 14.70
HES Income Eligible	1,366,254	15,142,663	97.0	\$ 17,282	\$ 1,562	\$ 1.2256	\$ 0.111	34,324	764,815	-	-	9,430	157,754	\$ 177.8	\$ 10.63
Residential Behavior	0	0	0	\$ -	\$ -	\$ -	\$ -	-	-	-	-	-	-	\$ -	\$ -
SUB-TOTAL RESIDENTIAL	7,618,256	64,816,458	983.0	\$ 5,283	\$ 621	\$ 0.6817	\$ 0.080	47,549	1,680,899	2,920	69,033	32,862	460,647	\$ 158.0	\$ 11.27
Energy Conscious Blueprint	2,661,675	41,794,351	386.2	\$ 4,502	\$ 287	\$ 0.6532	\$ 0.042	-	-	-	-	9,084	142,644	\$ 191.4	\$ 12.19
TOTAL - LOST OPPORTUNITY	2,661,675	41,794,351	386.2	\$ 4,502	\$ 287	\$ 0.6532	\$ 0.042	-	-	-	-	9,084	142,644	\$ 191.4	\$ 12.19
Energy Opportunities	9,114,949	109,143,189	1,099.7	\$ 3,428	\$ 286	\$ 0.4135	\$ 0.035	-	-	-	-	31,109	372,506	\$ 121.2	\$ 10.12
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	1,259,986	7,059,977	27.2	\$ 14,519	\$ 2,589	\$ 0.3137	\$ 0.056	-	-	-	-	4,300	24,098	\$ 91.9	\$ 16.40
TOTAL - C&I/LARGE RETROFIT	10,374,935	116,203,165	1,126.9	\$ 3,695	\$ 330	\$ 0.4014	\$ 0.036	-	-	-	-	35,410	396,601	\$ 117.8	\$ 10.50
Small Business	3,266,747	42,102,519	371.0	\$ 6,459	\$ 501	\$ 0.7335	\$ 0.057	-	-	-	-	11,149	143,696	\$ 214.9	\$ 16.88
SUB-TOTAL C&I	16,303,367	200,100,035	1,894.1	\$ 4,405	\$ 359	\$ 0.5090	\$ 0.041	-	-	-	-	55,643	682,941	\$ 149.1	\$ 12.15
Total C&I/M Budget	23,921,622	264,916,493	2,867.0	\$ 6,007	\$ 542	\$ 0.7199	\$ 0.065	47,549	1,680,899	2,920	69,033	88,506	1,143,589	\$ 194.6	\$ 15.06

United Illuminating (Electric): Table C (2018)

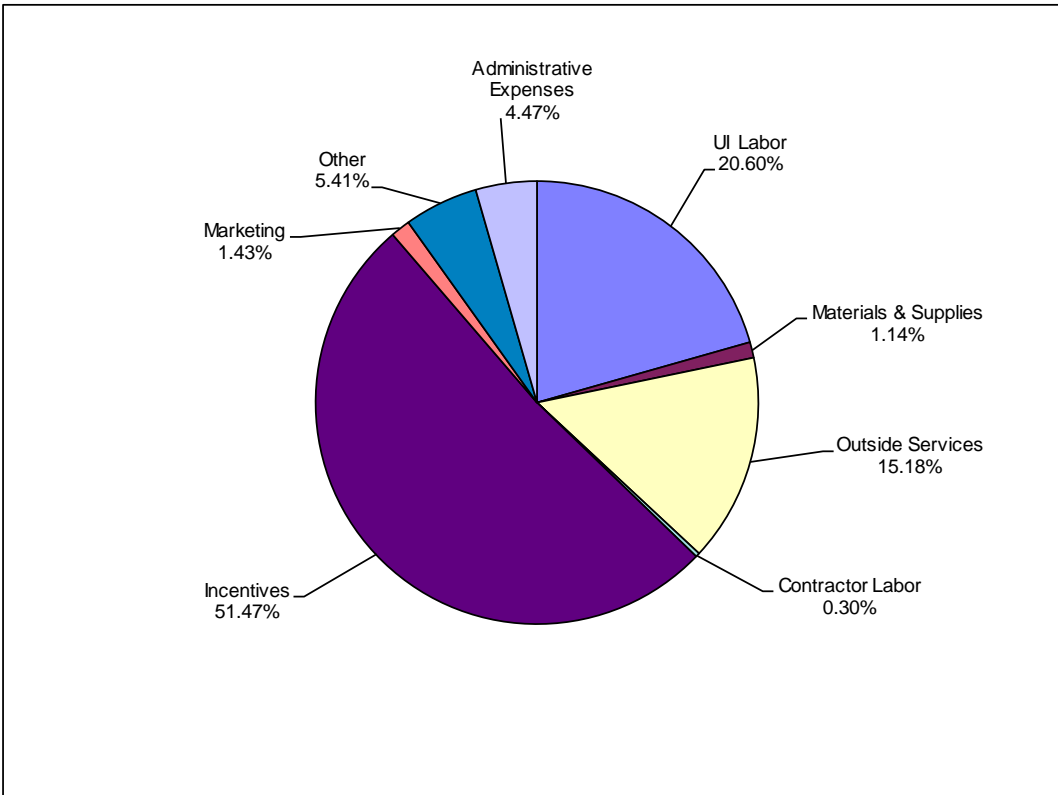
THE UNITED ILLUMINATING COMPANY
2018 ENERGY EFFICIENCY
TABLE C

PROGRAM NAME	UI Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
Residential Retail Products	\$ 236,758	\$ 5,000	\$ 238,091	\$ -	\$ 1,010,057	\$ 10,000	\$ 5,000	\$ 3,000	\$ 1,507,906
TOTAL - CONSUMER PRODUCTS	\$ 236,758	\$ 5,000	\$ 238,091	\$ -	\$ 1,010,057	\$ 10,000	\$ 5,000	\$ 3,000	\$ 1,507,906
Residential New Construction	\$ 24,544	\$ 1,500	\$ 6,457	\$ -	\$ 265,406	\$ 10,000	\$ 4,000	\$ 3,158	\$ 315,065
Home Energy Solutions	\$ 259,922	\$ 13,000	\$ 175,577	\$ -	\$ 1,243,737	\$ 12,000	\$ 5,000	\$ 16,000	\$ 1,725,236
HVAC/ Water Heaters	\$ 32,483	\$ 2,000	\$ 105,883	\$ -	\$ 455,026	\$ 10,000	\$ 767	\$ 3,000	\$ 609,159
HES Income Eligible	\$ 297,448	\$ 20,000	\$ 221,881	\$ -	\$ 1,663,512	\$ 12,000	\$ 4,000	\$ 8,500	\$ 2,227,341
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SUB-TOTAL RESIDENTIAL	\$ 851,154	\$ 41,500	\$ 747,889	\$ -	\$ 4,637,739	\$ 54,000	\$ 18,767	\$ 33,658	\$ 6,384,708
Energy Conscious Blueprint	\$ 744,203	\$ 4,000	\$ 68,412	\$ -	\$ 809,904	\$ 42,000	\$ 10,000	\$ 60,000	\$ 1,738,519
TOTAL - LOST OPPORTUNITY	\$ 744,203	\$ 4,000	\$ 68,412	\$ -	\$ 809,904	\$ 42,000	\$ 10,000	\$ 60,000	\$ 1,738,519
Energy Opportunities	\$ 746,279	\$ 6,000	\$ 102,662	\$ -	\$ 2,662,428	\$ 50,000	\$ 5,000	\$ 196,757	\$ 3,769,126
Business & Energy Sustainability (O&M, RetroCx, BSC,PRIME)	\$ 113,691	\$ 1,320	\$ 118,838	\$ -	\$ 127,106	\$ 17,825	\$ 4,000	\$ 12,500	\$ 395,280
TOTAL - C&I/LARGE RETROFIT	\$ 859,970	\$ 7,320	\$ 221,500	\$ -	\$ 2,789,534	\$ 67,825	\$ 9,000	\$ 209,257	\$ 4,164,406
Small Business	\$ 537,537	\$ 2,000	\$ 223,992	\$ 25,000	\$ 1,078,246	\$ 37,000	\$ 2,500	\$ 490,000	\$ 2,396,275
SUB-TOTAL C&I	\$ 2,141,711	\$ 13,320	\$ 513,904	\$ 25,000	\$ 4,677,684	\$ 146,825	\$ 21,500	\$ 759,257	\$ 8,299,201
Educate the Public	\$ 83,527	\$ 5,678	\$ 24,402	\$ 29,667	\$ 0	\$ 3,432	\$ 52,200	\$ 11,813	\$ 210,720
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Educate the Students	\$ 24,025	\$ 1,012	\$ 42,415	\$ -	\$ -	\$ 800	\$ 6,400	\$ 300	\$ 74,952
Educate the Workforce	\$ 9,848	\$ 1,814	\$ 13,124	\$ -	\$ -	\$ -	\$ 3,800	\$ 336	\$ 28,922
SUB-TOTAL EDUCATION	\$ 117,400	\$ 8,504	\$ 79,941	\$ 29,667	\$ 0	\$ 4,232	\$ 62,400	\$ 12,449	\$ 314,594
Financing Support - Residential	\$ 38,493	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 102,109	\$ -	\$ 140,602
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Time of Use Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Research, Development & Demonstration	\$ -	\$ -	\$ 151,250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 151,250
SUB-TOTAL PROGRAMS/REQUIREMENTS	\$ 38,493	\$ -	\$ 151,250	\$ -	\$ -	\$ -	\$ 102,109	\$ -	\$ 291,852
Demand Response Pilot - Residential	\$ 76,027	\$ -	\$ 497,603	\$ -	\$ 122,121	\$ 7,500	\$ 3,750	\$ 3,000	\$ 710,001
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	\$ -	\$ 162,121	\$ 15,000	\$ 7,500	\$ 6,000	\$ 849,630
Administration	\$ 360,665	\$ 17,000	\$ 1,000	\$ -	\$ -	\$ -	\$ -	\$ 4,720	\$ 383,385
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 42,704	\$ -	\$ -	\$ 42,704
Planning	\$ 160,372	\$ -	\$ 32,271	\$ -	\$ -	\$ -	\$ -	\$ 4,250	\$ 196,893
Evaluation Measurement and Verification	\$ -	\$ -	\$ 255,806	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 255,806
Evaluation Administrator	\$ -	\$ -	\$ 44,800	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 44,800
Information Technology	\$ 28,936	\$ 130,050	\$ 227,593	\$ -	\$ -	\$ -	\$ -	\$ 2,210	\$ 388,789
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 153,088	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 153,088
Audits - Financial and Operational	\$ -	\$ -	\$ 24,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 24,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 783,340	\$ -	\$ 783,340
SUB-TOTAL ADMIN & PLANNING	\$ 549,973	\$ 147,050	\$ 738,558	\$ -	\$ -	\$ 42,704	\$ 783,340	\$ 11,180	\$ 2,272,806
TOTAL EE BUDGET	\$ 3,793,764	\$ 210,374	\$ 2,795,519	\$ 54,667	\$ 9,477,545	\$ 262,761	\$ 995,616	\$ 822,545	\$ 18,412,791

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	\$ 3,793,764	20.60%
Materials & Supplies	\$ 210,374	1.14%
Outside Services	\$ 2,795,519	15.18%
Contractor Labor	\$ 54,667	0.30%
Incentives	\$ 9,477,545	51.47%
Marketing	\$ 262,761	1.43%
Other	\$ 995,616	5.41%
Administrative Expenses	\$ 822,545	4.47%
Total	\$ 18,412,791	100.00%

Totals may vary due to rounding

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

Table D
UI Historical and Projected \$

	Expenditures \$ (000)											
RESIDENTIAL	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal	Goal
Residential Retail Products	1,344	2,430	2,632	2,401	2,084	3,908	3,368	4,422	4,091	1,508	2,801	3,193
Total - Consumer Products	1,344	3,306	2,632	2,401	2,084	3,908	3,368	4,422	4,091	1,508	2,801	3,193
Residential New Construction	198	176	49	256	171	257	285	497	481	315	646	778
Home Energy Solutions	3,341	5,346	3,416	2,991	2,958	4,591	3,710	3,256	3,154	1,725	3,040	3,506
HVAC/ Water Heaters								1,016	1,120	609	904	1,030
HES Income Eligible	3,448	2,976	3,107	2,738	4,776	3,897	3,319	3,808	3,770	2,227	3,245	3,711
Residential Behavior	-	-	-	-	-	137	710	489	72	-	-	471
Subtotal RESIDENTIAL	8,331	11,805	9,204	8,386	9,989	12,790	11,392	13,488	12,689	6,385	10,635	12,689
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	2,280	1,739	3,924	4,485
Total - Lost Opportunity	4,337	5,270	3,011	2,184	2,103	3,960	2,687	3,091	2,280	1,739	3,924	4,485
C&I LARGE RETROFIT												
Energy Opportunities	4,789	5,361	4,912	3,377	4,124	7,261	9,501	11,003	9,622	3,769	6,419	7,358
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	133	188	123	252	358	653	731	503	541	395	1,935	1,703
Municipal Energy & Schools	-	-	-	-	-	-	-	-	-	-	-	-
Total - C&I Large Retrofit	4,922	5,549	5,035	3,629	4,482	7,914	10,232	11,506	10,163	4,164	8,354	9,061
Small Business	2,170	2,973	1,474	2,639	2,404	2,553	3,548	3,349	4,430	2,396	3,651	4,163
Subtotal C&I	11,429	13,792	9,520	8,452	8,989	14,427	16,467	17,946	16,873	8,299	15,929	17,709
OTHER-EDUCATION												
Educate the Public	-	-	-	-	-	-	-	564	542	211	211	418
Customer Engagement	-	-	-	-	-	-	-	137	20	-	-	475
Educate the Students	-	-	-	-	-	-	-	127	203	75	75	154
Educate the Workforce	-	-	-	-	-	-	-	76	54	29	29	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	819	315	315	1,124
OTHER-PROGRAMS/REQUIREMENTS												
Financing Support - Residential	-	428	542	781	158	920	596	249	208	141	141	141
Financing Support - C&I	-	-	-	-	-	-	-	87	98	-	-	74
Time of Use Program	-	-	-	-	-	-	-	-	-	-	-	-
Research, Development & Demonstration	85	194	19	119	290	59	9	74	186	151	151	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	491	292	292	448
OTHER - LOAD MANAGEMENT												
Demand Response Pilot - Residential	-	-	-	-	-	-	-	339	644	710	710	-
Demand Response Pilot - C&I	4	-	-	-	-	-	-	-	18	140	140	-
Subtotal Load Management	4	-	-	-	-	-	-	339	662	850	850	-
OTHER-ADMINISTRATIVE & PLANNING												
Administration	624	742	622	719	901	648	532	475	551	383	383	590
Marketing Plan	-	12	11	112	35	247	249	227	175	43	43	195
Planning	348	289	297	259	344	314	214	315	283	197	303	303
Evaluation Measurement and Verification	179	245	243	449	736	486	642	480	494	256	480	480
Evaluation Administrator	-	-	-	-	-	46	52	48	34	45	45	48
Information Technology	266	281	318	432	249	192	308	402	273	389	389	462
Energy Efficiency Board Consultants	243	241	240	320	232	287	54	208	208	153	153	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	2,369	783	1,333	1,530
Subtotal - Administrative & Planning	2,426	3,530	2,767	3,552	4,016	3,963	3,872	4,508	4,412	2,273	3,128	3,815
TOTAL	23,224	30,980	23,060	22,468	24,784	35,041	33,804	37,595	35,945	18,413	31,149	35,785

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

Table D1
 UJ Historical and Projected Annual kWh and Lifetime kWh

	Annual kWh (000)										Goal
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual
RESIDENTIAL											
Residential Retail Products	12,485	42,855	45,644	22,554	21,333	21,900	22,493	25,732	27,168	27,168	4,271
Total - Consumer Products	12,485	42,855	45,644	22,554	21,333	21,900	22,493	25,732	27,168	27,168	4,271
Residential New Construction	62	123	286	101	190	203	145	405	231	231	225
Home Energy Solutions	2,515	5,134	3,541	3,582	2,344	4,482	3,207	2,635	2,789	2,789	1,159
HVAC/ Water Heaters											595
HES Income Eligible	3,122	4,204	4,710	3,131	3,787	3,754	1,994	4,450	3,765	3,765	1,368
Residential Behavior	-	-	-	-	-	-	-	4,204	4,265	3,396	-
Subtotal Residential	18,184	52,416	54,191	29,368	27,644	30,349	32,043	39,435	39,381	39,381	7,618
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	5,660	5,660	2,662
Total - Lost Opportunity	16,308	11,355	10,653	7,098	8,277	12,505	7,942	10,688	5,660	5,660	2,662
C&I LARGE RETROFIT											
C&I RFP											
Energy Opportunities	18,128	16,948	16,012	14,860	10,833	19,506	35,303	34,249	40,174	40,174	9,115
Business & Energy Sustainability (O&M, RetroCx, BSC,PRIME)	488	453	137	750	1,939	3,112	2,072	1,636	567	567	1,260
Municipal Energy & Schools											
Total - C&I Large Retrofit	18,626	17,401	16,149	15,610	12,772	22,618	37,375	35,885	40,741	40,741	10,375
Small Business	7,914	7,789	5,115	6,321	5,131	7,114	8,297	8,053	8,947	8,947	3,267
Subtotal C&I	42,848	36,545	31,917	29,029	26,180	42,237	53,614	54,626	55,248	55,248	16,303
PROGRAM SUB-TOTALS											
Residential	18,184	52,416	54,191	29,368	27,644	30,349	32,043	39,435	39,381	39,381	7,618
C&I	42,848	36,545	31,917	29,029	26,180	42,237	53,614	54,626	55,248	55,248	16,303
TOTAL	61,032	88,961	86,108	58,397	53,824	72,586	85,657	94,061	94,629	94,629	23,921
Lifetime kWh (000)											
RESIDENTIAL											
Residential Retail Products	84,297	203,783	181,401	118,010	124,693	181,837	214,911	302,910	218,858	218,858	26,254
Appliance Retirement											
Total - Consumer Products	84,297	203,783	181,401	118,010	124,693	181,837	214,911	302,910	218,858	218,858	26,254
Residential New Construction	864	1,542	3,452	1,113	1,702	2,498	1,817	5,995	1,836	1,836	2,676
Home Energy Solutions	31,331	51,377	31,175	38,988	23,439	57,406	43,369	31,635	28,492	28,492	9,821
HVAC/ Water Heaters											
HES Income Eligible	24,878	40,905	52,757	35,418	46,117	50,273	24,573	58,090	42,317	42,317	15,143
Residential Behavior											
Subtotal Residential	141,390	297,607	266,785	193,529	195,951	292,014	295,601	436,648	326,687	326,687	64,816
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Blueprint/ Energy Conscious Construction	268,282	177,858	163,635	108,078	128,278	185,048	121,435	160,561	89,308	89,308	41,794
Total - Lost Opportunity	268,282	177,858	163,635	108,078	128,278	185,048	121,435	160,561	89,308	89,308	41,794
C&I LARGE RETROFIT											
C&I RFP											
Energy Opportunities	233,761	209,052	205,701	183,875	137,393	230,606	393,904	415,779	480,512	480,512	109,143
Business & Energy Sustainability (O&M, RetroCx, BSC,PRIME)	3,640	2,855	854	5,177	14,596	24,020	12,710	9,922	2,837	2,837	7,060
Municipal Energy & Schools											
Total - C&I Large Retrofit	237,401	211,907	206,555	189,052	151,989	254,626	406,614	425,701	483,349	483,349	116,203
Small Business	88,166	97,574	63,391	79,627	65,167	88,661	100,281	110,908	110,908	110,908	42,103
Subtotal C&I	593,879	487,439	433,571	374,757	345,434	538,335	631,330	686,265	689,565	689,565	200,100
PROGRAM SUB-TOTALS											
Residential	141,390	297,607	266,785	193,529	195,951	292,014	295,601	436,648	326,687	326,687	64,816
C&I	593,879	487,439	433,571	374,757	345,434	538,335	631,330	686,265	689,565	689,565	200,100
TOTAL	735,269	785,046	700,356	568,286	541,385	830,349	926,931	1,122,913	1,016,252	1,016,252	264,916

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

Table D1
UI Historical kW

		Load Savings kW											2018
		2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Goal	
		Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual		
RESIDENTIAL													
Residential Retail Products		1,186	3,788	4,008	2,008	1,860	1,907	2,757	3,180	3,365	554		
Total - Consumer Products		1,186	3,788	4,008	2,008	1,860	1,907	2,757	3,180	3,365	554		
Residential New Construction		31	52	99	26	47	130	75	140	58	42		
Home Energy Solutions		984	1,461	714	540	553	783	537	551	561	226		
HVAC/ Water Heaters									86	97	64		
HES Income Eligible		277	324	263	188	473	268	192	427	542	97		
Residential Behavior		-	-	-	-	-	-	-	-	-	-		
Subtotal RESIDENTIAL		2,478	5,625	5,084	2,762	2,933	3,088	3,561	4,384	4,623	983		
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	992	386		
Total - Lost Opportunity		2,620	1,329	1,071	1,539	1,267	1,344	1,414	1,567	992	386		
C&I LARGE RETROFIT													
Energy Opportunities		2,977	2,303	1,840	1,844	1,164	2,171	4,331	3,830	4,348	1,100		
Business & Energy Sustainability (O&M, RetroCx, BSC,PRIME)		27	-	34	11	20	93	153	113	7	27		
Total - C&I Large Retrofit		3,004	2,303	1,874	1,855	1,184	2,264	4,484	3,943	4,355	1,127		
Small Business		1,574	1,172	811	815	579	587	1,176	1,238	1,315	371		
Subtotal C&I		7,198	4,804	3,756	4,209	3,030	4,195	7,074	6,748	6,662	1,884		
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	4,623	983		
C&I		7,198	4,804	3,756	4,209	3,030	4,195	7,074	6,748	6,662	1,884		
Other - Load Management		782	89	-	-	-	-	-	-	-	-		
TOTAL		10,458	10,518	8,840	6,971	5,963	7,283	10,635	11,132	11,285	2,867		

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

Table D2
UI Historical and Projected Program Ratios

RESIDENTIAL	\$/kWh										Goal
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	
Residential Retail Products	\$ 0.108	\$ 0.057	\$ 0.058	\$ 0.106	\$ 0.098	\$ 0.178	\$ 0.150	\$ 0.172	\$ 0.151	\$ 0.353	
Appliance Retirement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total - Consumer Products	\$ 0.108	\$ 0.077	\$ 0.058	\$ 0.106	\$ 0.098	\$ 0.178	\$ 0.150	\$ 0.172	\$ 0.151	\$ 0.353	
Residential New Construction	\$ 3.194	\$ 1.433	\$ 1.166	\$ 2.535	\$ 1.966	\$ 1.266	\$ 1.966	\$ 1.227	\$ 1.966	\$ 1.399	
Home Energy Solutions	\$ 1.328	\$ 1.041	\$ 0.965	\$ 0.835	\$ 1.262	\$ 1.022	\$ 1.157	\$ 1.236	\$ 1.131	\$ 1.489	
HVAC/ Water Heaters	\$ 1.104	\$ 0.708	\$ 0.660	\$ 0.874	\$ 1.261	\$ 1.038	\$ 1.664	\$ 0.822	\$ 0.551	\$ 1.024	
HES Income Eligible	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Subtotal RESIDENTIAL	\$ 0.458	\$ 0.225	\$ 0.170	\$ 0.286	\$ 0.361	\$ 0.421	\$ 0.356	\$ 0.342	\$ 0.322	\$ 0.838	

COMMERCIAL & INDUSTRIAL

C&I LOST OPPORTUNITY	\$/L T kWh										Goal
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	
Energy Conscious Blueprint	\$ 0.266	\$ 0.464	\$ 0.283	\$ 0.308	\$ 0.254	\$ 0.317	\$ 0.338	\$ 0.289	\$ 0.403	\$ 0.653	
Total - Lost Opportunity	\$ 0.266	\$ 0.464	\$ 0.283	\$ 0.308	\$ 0.254	\$ 0.317	\$ 0.338	\$ 0.289	\$ 0.403	\$ 0.653	
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	\$ 0.240	\$ 0.414	
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 0.267	\$ 0.415	\$ 0.898	\$ 0.336	\$ 0.185	\$ 0.210	\$ 0.353	\$ 0.307	\$ 0.954	\$ 0.314	
Municipal Energy & Schools	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total - C&I Large Retrofit	\$ 0.264	\$ 0.319	\$ 0.312	\$ 0.232	\$ 0.351	\$ 0.350	\$ 0.274	\$ 0.321	\$ 0.249	\$ 0.401	
Small Business	\$ 0.274	\$ 0.382	\$ 0.382	\$ 0.288	\$ 0.417	\$ 0.359	\$ 0.428	\$ 0.416	\$ 0.501	\$ 0.734	
Subtotal C&I	\$ 0.267	\$ 0.377	\$ 0.298	\$ 0.291	\$ 0.343	\$ 0.342	\$ 0.307	\$ 0.329	\$ 0.305	\$ 0.509	

\$/L T kWh

RESIDENTIAL	\$/kWh										Goal
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	
Residential Retail Products	\$ 0.016	\$ 0.012	\$ 0.015	\$ 0.020	\$ 0.017	\$ 0.021	\$ 0.016	\$ 0.015	\$ 0.019	\$ 0.057	
Appliance Retirement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total - Consumer Products	\$ 0.016	\$ 0.016	\$ 0.015	\$ 0.020	\$ 0.017	\$ 0.021	\$ 0.016	\$ 0.015	\$ 0.019	\$ 0.057	
Residential New Construction	\$ 0.224	\$ 0.114	\$ 0.074	\$ 0.230	\$ 0.100	\$ 0.103	\$ 0.157	\$ 0.083	\$ 0.262	\$ 0.118	
Home Energy Solutions	\$ 0.107	\$ 0.104	\$ 0.110	\$ 0.077	\$ 0.126	\$ 0.080	\$ 0.086	\$ 0.103	\$ 0.111	\$ 0.176	
HVAC/ Water Heaters	\$ 0.139	\$ 0.073	\$ 0.059	\$ 0.077	\$ 0.104	\$ 0.078	\$ 0.135	\$ 0.066	\$ 0.089	\$ 0.056	
HES Income Eligible	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Subtotal RESIDENTIAL	\$ 0.059	\$ 0.040	\$ 0.034	\$ 0.043	\$ 0.051	\$ 0.044	\$ 0.039	\$ 0.031	\$ 0.039	\$ 0.089	

COMMERCIAL & INDUSTRIAL

C&I LOST OPPORTUNITY	\$/L T kWh										Goal
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	
Energy Blueprint / Energy Conscious Construction	\$ 0.016	\$ 0.030	\$ 0.018	\$ 0.021	\$ 0.016	\$ 0.020	\$ 0.022	\$ 0.019	\$ 0.026	\$ 0.042	
Total - Lost Opportunity	\$ 0.016	\$ 0.030	\$ 0.018	\$ 0.021	\$ 0.016	\$ 0.020	\$ 0.022	\$ 0.019	\$ 0.026	\$ 0.042	
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	\$ 0.020	\$ 0.035	
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 0.037	\$ 0.066	\$ 0.144	\$ 0.049	\$ 0.025	\$ 0.027	\$ 0.058	\$ 0.051	\$ 0.191	\$ 0.056	
Municipal Energy & Schools	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total - C&I Large Retrofit	\$ 0.021	\$ 0.026	\$ 0.024	\$ 0.019	\$ 0.029	\$ 0.031	\$ 0.025	\$ 0.027	\$ 0.021	\$ 0.036	
Small Business	\$ 0.025	\$ 0.030	\$ 0.023	\$ 0.033	\$ 0.037	\$ 0.029	\$ 0.034	\$ 0.033	\$ 0.040	\$ 0.057	
Subtotal C&I	\$ 0.019	\$ 0.028	\$ 0.022	\$ 0.023	\$ 0.026	\$ 0.027	\$ 0.026	\$ 0.026	\$ 0.025	\$ 0.041	

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

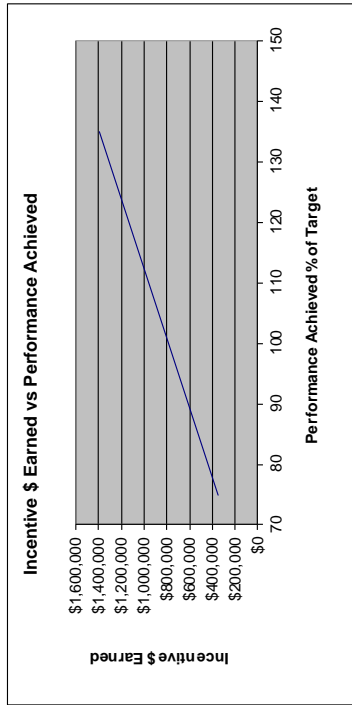
Table D2
UI Historical and Projected Program Ratios

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal
	\$/kW									
RESIDENTIAL										
Residential Retail Products	\$ 1,133	\$ 642	\$ 657	\$ 1,196	\$ 1,120	\$ 2,049	\$ 1,222	\$ 1,391	\$ 1,216	\$ 2,720
Appliance Retirement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - Consumer Products	\$ 1,133	\$ 873	\$ 657	\$ 1,196	\$ 1,120	\$ 2,049	\$ 1,222	\$ 1,391	\$ 1,216	\$ 2,720
Residential New Construction	\$ 6,387	\$ 3,389	\$ 495	\$ 9,846	\$ 3,638	\$ 1,977	\$ 3,800	\$ 3,550	\$ 8,292	\$ 7,467
Home Energy Solutions	\$ 3,395	\$ 3,659	\$ 4,784	\$ 5,539	\$ 5,349	\$ 5,863	\$ 6,909	\$ 5,909	\$ 5,623	\$ 7,643
HVAC/ Water Heaters	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
HES Income Eligible	\$ 12,448	\$ 9,186	\$ 11,814	\$ 14,564	\$ 10,087	\$ 14,541	\$ 17,286	\$ 8,918	\$ 6,955	\$ 22,955
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal RESIDENTIAL	\$ 3,362	\$ 2,099	\$ 1,810	\$ 3,036	\$ 3,406	\$ 4,142	\$ 3,199	\$ 3,077	\$ 2,745	\$ 6,495
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	\$ 2,299	\$ 4,502
Total - Lost Opportunity	\$ 1,655	\$ 3,966	\$ 2,811	\$ 1,419	\$ 1,660	\$ 2,946	\$ 1,900	\$ 1,973	\$ 2,299	\$ 4,502
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	\$ 2,213	\$ 3,428
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 4,926	\$ -	\$ 3,618	\$ 22,909	\$ 17,900	\$ 7,022	\$ 4,778	\$ 4,451	\$ 77,238	\$ 14,509
Municipal Energy & Schools	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$ 1,638	\$ 2,409	\$ 2,687	\$ 1,956	\$ 3,765	\$ 3,496	\$ 2,282	\$ 2,918	\$ 2,334	\$ 3,695
Small Business	\$ 1,379	\$ 2,637	\$ 1,818	\$ 3,238	\$ 4,152	\$ 4,349	\$ 3,017	\$ 2,705	\$ 3,368	\$ 6,459
Subtotal C&I	\$ 1,588	\$ 2,871	\$ 2,555	\$ 2,008	\$ 2,967	\$ 3,439	\$ 2,328	\$ 2,659	\$ 2,533	\$ 4,405

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 \$783,340. 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%	\$348,151
85	3.0%	\$522,227
95	4.0%	\$696,302
100	4.5%	\$783,340
105	5.0%	\$870,378
115	6.0%	\$1,044,454
125	7.0%	\$1,218,529
135	8.0%	\$1,392,605

Total Original Budget* \$17,407,562

*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	6,384,708	Residential Products & Services Lifetime kWh	26,253,622	Total Electric System Benefit from all Res programs	Electric System Benefit from all Res programs Total Electric System Benefit: \$7,439,720	0.195	\$152,751
	\$	Residential Products & Services kW	554				
		Homes Lifetime kWh	2,676,316				
		Homes kW	42				
		Home Energy Solutions Lifetime kWh	9,820,600				
		Home Energy Solutions kW	226				
		HVAC/Water Heaters Lifetime kWh	10,923,257				
		HVAC/Water Heaters kW	64				
		HES Income Eligible Lifetime kWh	15,142,663				
		HES Income Eligible kW	97				
		Residential Behavior Lifetime kWh	0				
		Residential Behavior kW	0				
		Total Residential Lifetime kWh	64,816,458				
		Total Residential kW	983				
		Present Value of Res Lifetime kWh	\$0.0915				
	Present Value of Res Lifetime kW @ Customer Meter	\$1,535.30					
	Total Res Lifetime kWh @ Present Value Factor	\$5,930,583					
	Total Res kW @ Present Value Factor	\$1,509,137					
	Total Electric System Benefit	\$7,439,720					
	The Net Electric System Benefit from all Res programs	\$1,055,012					
	Total Net Electric System Benefit	\$1,055,012					
All Residential Programs (Sector Level)					\$1,055,012	0.195	\$152,751

United Illuminating: PMI (2018) cont.

SECTOR Program	Performance Indicators		Incentive Metrics			
			Incentive Metric	Target Goal	Weight	Incentive
RESIDENTIAL						
All Residential Programs (Sector Level)		Total Net Electric System Benefit		\$1,055,012	0.195	\$152,751
Residential New Construction	\$ 458,686		Energy savings included in appropriate sector level metric			
HES	\$ 2,629,335	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%.	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	0.0300	\$23,500
			% of homes with Add-Ons	(15%) of the homes with add-on measures	0.03	\$23,500
HES - Income Eligible	\$ 3,218,239	Annual MMBTU for electric, oil and propane measures	Energy savings included in appropriate sector level metric	9,430 MMBTU	0.03	\$23,500

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	\$ 8,299,201	Energy Blueprint Lifetime kWh	41,794,351	Electric System Benefit from all C&I programs Total Electric System Benefit: \$16,516,078	0.21	\$164,501
		Energy Blueprint kW	386			
		Energy Opportunities Lifetime kWh	109,143,189			
		Energy Opportunities kW	1,100			
		B&ES (RetroCx, BOC, RFP-PRIME)	7,059,977			
		B&ES kW	27			
		Small Business Lifetime kWh	42,102,519			
		Small Business kW	371			
		Total C&I Lifetime kWh	200,100,035			
		Total C&I kW	1,884			
		Present Value of C&I Lifetime kWh	\$0.0649			
		Present Value of C&I Lifetime kW @ Customer Meter	\$1,873.70			
		Total C&I Lifetime kWh @ Present Value Factor	\$12,985,872			
	Total C&I kW @ Present Value Factor	\$3,530,206				
	Total Electric System Benefit	\$16,516,078				
	The Net Electric System Benefit from all C&I programs:	\$8,216,878				
	Total Net Electric System Benefit from all C&I programs.	\$8,216,878	Total Program Benefit from all C&I programs.	0.21	\$164,501	
All C/I Programs (Sector Level) Sector Budget						

United Illuminating: PMI (2018) cont.

SECTOR Program	Performance Indicators		Incentive Metrics			
			Incentive Metric	Target Goal	Weight	Incentive
COMMERCIAL & INDUSTRIAL (C/I) Small Business \$ 3,779,668		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	\$23,500
Energy Conscious Blueprint \$ 2,742,185		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	\$15,667
Energy Opportunities \$ 5,945,078		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	\$23,500
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	\$15,667
All C&I Programs		Electric Savings	Electric Savings include in appropriate sector level metric			
Total Incentive \$ Residential and C&I					1.0000	\$783,340

Statewide Natural Gas Tables
Combined Natural Gas: Table A1 (2016-2018)

Table A1
 2016-2020 Natural Gas Budget

	2016			2017			2018			2018 Eversource CT Gas/CNG/SCG Combined Total 03/01/18
	Eversource CT Gas Actual Results 12/31/16	CNG Actual Results 12/31/16	SCG Actual Results 12/31/16	Eversource CT Gas Actual Results 12/31/17	CNG Actual Results 12/31/17	SCG Actual Results 12/31/17	Eversource CT Gas Proposed Budget 03/01/18	CNG Proposed Budget 03/01/18	SCG Proposed Budget 03/01/18	
RESIDENTIAL										
Residential New Construction	\$ 692,482	\$ 710,310	\$ 623,321	\$ 881,482	\$ 427,019	\$ 391,794	\$ 679,742	\$ 674,202	\$ 767,744	\$ 2,120,899
Home Energy Solutions - Core Services	\$ 2,854,063	\$ 2,869,315	\$ 1,477,702	\$ 3,979,014	\$ 2,256,006	\$ 1,447,789	\$ 2,958,100	\$ 3,098,100	\$ 4,482,915	\$ 6,937,440
Home Energy Solutions - HVAC, Water Heaters	\$ 4,926,033	\$ 4,256,235	\$ 2,720,688	\$ 4,617,163	\$ 5,307,288	\$ 2,893,826	\$ 3,983,728	\$ 4,950,068	\$ 2,549,256	\$ 10,288,031
HE S Income Eligible	\$ 183,310	\$ 164,575	\$ 2,289	\$ 614,173	\$ 31,960	\$ -	\$ 170,000	\$ 151,117	\$ 151,160	\$ 472,777
Residential Behavior	\$ 10,422,314	\$ 9,440,376	\$ 6,513,674	\$ 10,976,494	\$ 9,867,331	\$ 6,340,829	\$ 7,838,112	\$ 9,765,061	\$ 7,594,238	\$ 25,295,412
Subtotal Residential	\$ 2,080,768	\$ 2,119,566	\$ 1,246,520	\$ 1,603,199	\$ 2,296,663	\$ 955,749	\$ 3,090,556	\$ 2,209,108	\$ 1,634,672	\$ 6,534,336
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	\$ 4,135,693	\$ 653,680	\$ 910,593	\$ 3,555,694	\$ 1,266,187	\$ 1,445,988	\$ 1,884,034	\$ 1,262,243	\$ 1,075,797	\$ 4,242,080
Business & Energy Sustainability (O&M, RetroCx, ESC)	\$ 178,102	\$ 141,862	\$ 270,433	\$ 633,940	\$ 608,948	\$ 629,689	\$ 2,874,412	\$ 1,658,481	\$ 278,455	\$ 2,294,290
Small Business	\$ 4,874,282	\$ 1,418,742	\$ 874,992	\$ 1,848,598	\$ 1,454,292	\$ 1,456,630	\$ 2,851,649	\$ 1,986,575	\$ 1,749,411	\$ 5,000,784
SmartGrid	\$ 381,283	\$ 1,485,203	\$ 241,033	\$ 683,652	\$ 337,643	\$ 156,639	\$ 527,443	\$ 266,575	\$ 294,381	\$ 809,784
Subtotal C&I	\$ 7,276,037	\$ 3,480,120	\$ 2,487,430	\$ 6,861,148	\$ 4,322,845	\$ 2,876,824	\$ 5,589,651	\$ 4,411,824	\$ 3,274,285	\$ 13,275,760
OTHER - EDUCATION & ENGAGEMENT										
Educate the Public	\$ 214,403	\$ 200,458	\$ 217,814	\$ 145,069	\$ 186,059	\$ 209,992	\$ 63,273	\$ 74,566	\$ 74,566	\$ 212,405
Customer Engagement	\$ 229,036	\$ 93,698	\$ 68,686	\$ 231,942	\$ 34,018	\$ 17,497	\$ 283,456	\$ 211,500	\$ -	\$ 211,500
Educate the Students	\$ 50,119	\$ 32,931	\$ 35,405	\$ 26,077	\$ 68,005	\$ 67,867	\$ 21,982	\$ 25,520	\$ 25,519	\$ 73,021
Educate the Workforce	\$ 26,313	\$ 29,861	\$ 29,867	\$ 18,686	\$ 13,788	\$ 16,028	\$ 13,147	\$ 11,329	\$ 11,329	\$ 35,605
Subtotal Education & Engagement	\$ 519,871	\$ 356,948	\$ 349,752	\$ 421,774	\$ 301,869	\$ 311,283	\$ 309,902	\$ 111,415	\$ 111,414	\$ 532,731
OTHER - PROGRAMS/REQUIREMENTS										
Residential Clean Program (includes ECLF and OBR)	\$ 174,448	\$ 59,325	\$ 77,279	\$ 84,550	\$ 67,301	\$ 103,476	\$ 80,083	\$ 86,292	\$ 86,292	\$ 282,867
Research, Development and Demonstration	\$ 20,487	\$ 7,500	\$ 7,500	\$ 18,500	\$ 16,500	\$ 16,500	\$ 25,000	\$ 50,000	\$ 50,000	\$ 125,000
Subtotal Programs/Requirements	\$ 207,814	\$ 59,541	\$ 84,779	\$ 103,051	\$ 106,390	\$ 120,026	\$ 216,428	\$ 156,292	\$ 211,292	\$ 584,013
OTHER - ADMINISTRATIVE & PLANNING										
Administration	\$ 37,023	\$ 129,636	\$ 129,733	\$ 52,134	\$ 171,536	\$ 171,670	\$ 114,220	\$ 146,375	\$ 146,376	\$ 406,970
Marketing Plan	\$ 95,028	\$ 108,677	\$ 109,137	\$ 37,911	\$ 73,107	\$ 73,106	\$ 15,945	\$ 15,945	\$ 15,945	\$ 47,835
Planning	\$ 84,234	\$ 141,080	\$ 141,078	\$ 61,481	\$ 168,828	\$ 169,260	\$ 75,000	\$ 138,979	\$ 138,979	\$ 352,858
Evaluation Measurement and Verification	\$ 120,010	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 217,523	\$ 217,523	\$ 217,523	\$ 652,659
Evaluation Administrator	\$ 39,278	\$ 20,000	\$ 20,000	\$ 27,348	\$ 20,000	\$ 20,000	\$ 18,667	\$ 18,667	\$ 18,667	\$ 56,011
Energy Efficiency Board Consultants	\$ 70,323	\$ 43,333	\$ 43,333	\$ 47,699	\$ 43,334	\$ 43,333	\$ 31,893	\$ 31,893	\$ 31,893	\$ 95,479
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ 5,458	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 30,000
Performance Management Incentive (PMI)	\$ 587,469	\$ 696,760	\$ 697,237	\$ 1,123,134	\$ 896,221	\$ 435,308	\$ 657,455	\$ 678,168	\$ 531,857	\$ 1,867,480
Subtotal Other - Administrative & Planning	\$ 1,235,170	\$ 1,438,955	\$ 1,439,987	\$ 1,623,369	\$ 1,689,835	\$ 1,228,803	\$ 1,274,035	\$ 1,366,541	\$ 1,220,231	\$ 3,860,808
TOTAL	\$ 19,661,206	\$ 14,775,940	\$ 10,855,631	\$ 45,292,777	\$ 19,685,836	\$ 16,288,270	\$ 46,651,722	\$ 15,328,129	\$ 12,411,461	\$ 43,548,723

Combined Natural Gas: Table A1 (2019-2020)

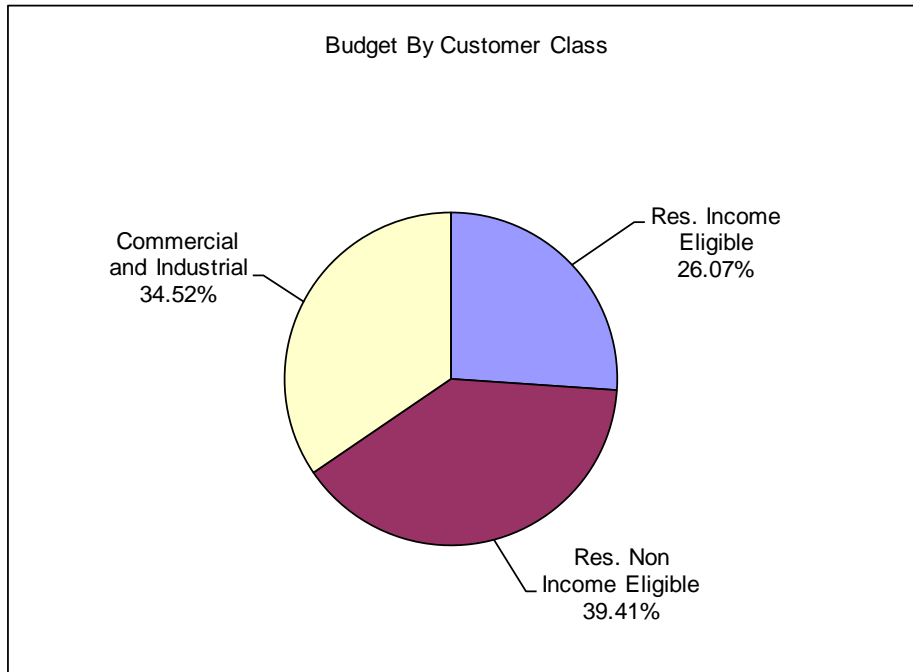
Table A1

2017-2020 Natural Gas Budget

	2019				2020			
	Eversource CT Gas Proposed Budget 03/01/18	CNG Proposed Budget 03/01/18	SCG Proposed Budget 03/01/18	Eversource CT Gas/CNG/SCG Combined Total 03/01/18	Eversource CT Gas Proposed Budget 03/01/18	CNG Proposed Budget 03/01/18	SCG Proposed Budget 03/01/18	Eversource CT Gas/CNG/SCG Combined Total 03/01/18
RESIDENTIAL								
Residential New Construction	\$ 1,046,946	\$ 703,046	\$ 867,572	\$ 2,617,564	\$ 1,055,470	\$ 685,738	\$ 846,192	\$ 2,587,460
Home Energy Solutions - Core Services	\$ 3,340,247	\$ 3,306,605	\$ 2,574,468	\$ 9,221,321	\$ 3,318,957	\$ 3,330,520	\$ 2,484,473	\$ 9,133,950
Home Energy Solutions - HVAC, Water Heaters	\$ 1,641,586	\$ 1,927,343	\$ 2,377,420	\$ 5,946,359	\$ 1,689,294	\$ 1,944,896	\$ 2,349,131	\$ 5,983,321
HES Income Eligible	\$ 5,790,052	\$ 4,364,459	\$ 2,938,507	\$ 13,093,018	\$ 5,837,192	\$ 4,397,310	\$ 2,917,837	\$ 13,152,339
Residential Behavior	\$ 409,574	\$ 161,447	\$ -	\$ 571,021	\$ 409,947	\$ 157,486	\$ -	\$ 567,433
Subtotal Residential	\$ 12,228,416	\$ 10,462,901	\$ 8,757,967	\$ 31,449,284	\$ 12,310,861	\$ 10,516,010	\$ 8,597,632	\$ 31,424,503
COMMERCIAL & INDUSTRIAL								
C&I LOST OPPORTUNITY								
Energy Conscious Blueprint	\$ 4,776,646	\$ 2,384,873	\$ 1,884,082	\$ 9,045,600	\$ 4,850,047	\$ 2,406,379	\$ 1,868,664	\$ 9,125,090
Total - Lost Opportunity	\$ 4,776,646	\$ 2,384,873	\$ 1,884,082	\$ 9,045,600	\$ 4,850,047	\$ 2,406,379	\$ 1,868,664	\$ 9,125,090
C&I LARGE RETROFIT								
Energy Opportunities	\$ 2,911,557	\$ 1,385,636	\$ 1,241,523	\$ 5,538,716	\$ 2,929,674	\$ 1,398,131	\$ 1,231,364	\$ 5,559,170
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 567,037	\$ 704,808	\$ 315,545	\$ 1,587,391	\$ 571,654	\$ 711,164	\$ 312,963	\$ 1,595,781
Total - C&I Large Retrofit	\$ 3,478,594	\$ 2,090,444	\$ 1,557,069	\$ 7,126,107	\$ 3,501,328	\$ 2,109,295	\$ 1,544,327	\$ 7,154,951
Small Business	\$ 381,683	\$ 287,752	\$ 333,854	\$ 1,003,289	\$ 384,790	\$ 288,450	\$ 331,122	\$ 1,004,363
Subtotal C&I	\$ 8,636,922	\$ 4,763,069	\$ 3,775,005	\$ 17,174,996	\$ 8,736,166	\$ 4,804,124	\$ 3,744,114	\$ 17,284,404
OTHER - EDUCATION & ENGAGEMENT								
Educate the Public	\$ 63,273	\$ 74,566	\$ 74,566	\$ 212,405	\$ 190,066	\$ 189,115	\$ 188,990	\$ 588,171
Customer Engagement	\$ 211,500	\$ -	\$ -	\$ 211,500	\$ 282,000	\$ 150,000	\$ 150,000	\$ 582,000
Educate the Students	\$ 21,982	\$ 25,520	\$ 25,519	\$ 73,021	\$ 45,164	\$ 52,275	\$ 52,275	\$ 149,714
Educate the Workforce	\$ 13,147	\$ 11,329	\$ 11,329	\$ 35,805	\$ 35,034	\$ 28,874	\$ 28,999	\$ 92,907
Subtotal Education & Engagement	\$ 309,902	\$ 111,415	\$ 111,414	\$ 532,731	\$ 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	\$ 146,375	\$ 146,376	\$ 406,970	\$ 114,220	\$ 157,667	\$ 157,667	\$ 429,554
Marketing Plan	\$ 15,945	\$ 15,945	\$ 15,945	\$ 47,835	\$ 77,725	\$ 81,058	\$ 81,058	\$ 239,841
Planning	\$ 75,000	\$ 138,979	\$ 138,979	\$ 352,988	\$ 75,000	\$ 138,979	\$ 138,979	\$ 352,988
Evaluation Measurement and Verification	\$ 217,523	\$ 217,523	\$ 217,523	\$ 652,569	\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000
Evaluation Administrator	\$ 18,667	\$ 18,667	\$ 18,667	\$ 56,001	\$ 20,000	\$ 20,000	\$ 20,000	\$ 60,000
Information Technology	\$ 133,333	\$ 108,991	\$ 108,992	\$ 351,316	\$ 133,333	\$ 108,991	\$ 108,992	\$ 351,316
Energy Efficiency Board Consultants	\$ 31,893	\$ 31,893	\$ 31,893	\$ 95,679	\$ 43,333	\$ 43,333	\$ 43,333	\$ 129,989
Audits - Financial and Operational	\$ -	\$ 10,000	\$ 10,000	\$ 20,000	\$ -	\$ 10,000	\$ 10,000	\$ 20,000
Performance Management Incentive (PMI)	\$ 987,646	\$ 725,467	\$ 606,757	\$ 2,319,870	\$ 1,008,720	\$ 748,252	\$ 614,700	\$ 2,369,672
Subtotal Other - Administrative & Planning	\$ 1,594,227	\$ 1,413,840	\$ 1,295,132	\$ 4,303,198	\$ 1,672,331	\$ 1,506,280	\$ 1,374,729	\$ 4,553,340
TOTAL	\$ 22,985,896	\$ 16,907,516	\$ 14,150,809	\$ 54,044,221	\$ 23,488,051	\$ 17,402,970	\$ 14,348,031	\$ 55,239,052

Combined Natural 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	\$10,328,133	23.72%	26.07%
Res. Non Income Eligible	\$15,609,935	35.84%	39.41%
Residential Subtotal	\$25,938,068	59.56%	65.48%
Commercial and Industrial	\$13,672,682	31.40%	34.52%
C&I Subtotal	\$13,672,682	31.40%	34.52%
Residential and C&I Subtotal	\$39,610,750	90.96%	100.00%
Other Expenditures			
Other Expenditures	\$3,937,973	9.04%	
Other Expenditures Subtotal	\$3,937,973	9.04%	
TOTAL	\$43,548,723	100.00%	
ES CT Gas	\$15,328,129	35.20%	
CNG	\$15,809,133	36.30%	
SCG	\$12,411,461	28.50%	

*Please see attached Budget Allocation Table

Combined Natural Gas: Table A2 (2017-2020)

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

Natural Gas EE Revenues	2017		2017		2017		2018		2018		2018	
	Eversource CT Gas Revenues 12/31/17	CNG Revenues 12/31/17	SCG Revenues 12/31/2017	Combined Eversource CT Gas/CNG/SCG Total 12/31/17	Eversource CT Gas Revenues 03/01/18	CNG Revenues 03/01/18	SCG Revenues 03/01/2018	Combined Eversource CT Gas/CNG/SCG Total 03/01/18	Eversource CT Gas Revenues 03/01/18	CNG Revenues 03/01/18	SCG Revenues 03/01/2018	Combined Eversource CT Gas/CNG/SCG Total 03/01/18
Conservation Adjustment Mechanism (CAM)	\$ 19,964,224	\$ 14,121,108	\$ 12,852,939	\$ 46,938,271	\$ 19,787,028	\$ 15,762,042	\$ 13,991,285	\$ 49,530,355	\$ 19,787,028	\$ 15,762,042	\$ 13,991,285	\$ 49,530,355
Prior Period Over/(Under) Collections	\$ (1,917,134)	\$ (2,123,801)	\$ (957,602)	\$ (4,998,537)	\$ (4,175,638)	\$ (1,792,508)	\$ (1,128,316)	\$ (7,096,462)	\$ (4,175,638)	\$ (1,792,508)	\$ (1,128,316)	\$ (7,096,462)
Prior Period Under/(Over) Budget	\$ -	\$ 3,630,867	\$ (334,787)	\$ 3,296,080	\$ (283,261)	\$ 1,669,751	\$ (424,149)	\$ 962,341	\$ (283,261)	\$ 1,669,751	\$ (424,149)	\$ 962,341
Estimated Interest Due to Company/Other Revenues	\$ (120,499)	\$ 300,624	\$ (126,667)	\$ 53,458	\$ -	\$ 179,848	\$ (27,359)	\$ 152,489	\$ -	\$ 179,848	\$ (27,359)	\$ 152,489
Total Revenues	\$ 17,926,590	\$ 15,928,798	\$ 11,433,883	\$ 45,289,271	\$ 15,328,129	\$ 15,809,133	\$ 12,411,461	\$ 43,548,723	\$ 15,328,129	\$ 15,809,133	\$ 12,411,461	\$ 43,548,723

Natural Gas EE Revenues	2019		2019		2020		2020	
	Eversource CT Gas Revenues	CNG Revenues	SCG Revenues	Combined Eversource CT Gas/CNG/SCG Total	Eversource CT Gas Revenues	CNG Revenues	SCG Revenues	Combined Eversource CT Gas/CNG/SCG Total
Conservation Adjustment Mechanism (CAM)	\$ 22,985,896	\$ 16,907,516	\$ 14,150,809	\$ 54,044,221	\$ 23,488,051	\$ 17,402,970	\$ 14,348,031	\$ 55,239,052
Total Revenues	\$ 22,985,896	\$ 16,907,516	\$ 14,150,809	\$ 54,044,221	\$ 23,488,051	\$ 17,402,970	\$ 14,348,031	\$ 55,239,052

All Figures are net of GET and LBR. Eversource's 2017 March filing assumed decoupling in 2018. The filing now assumes decoupling in 2019. SCG assumes decoupling in 2018, 2019, and 2020, the latest sales forecast is lower than the previous sales forecast for all Companies.

Eversource (Natural Gas) Tables

Eversource (Natural Gas): Table A

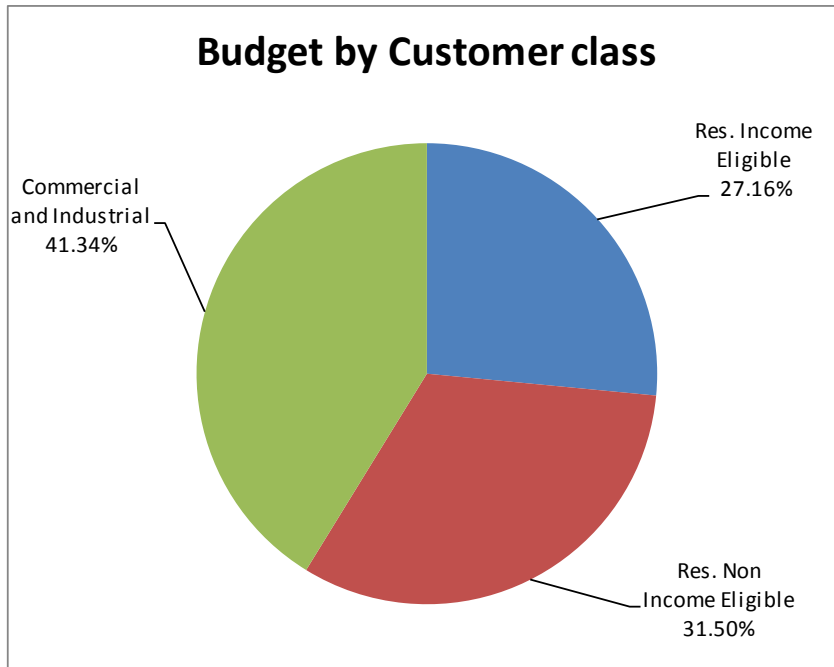
Table A
Eversource CT Gas Service Company
2017-2020 Natural Gas Conservation Budget

Eversource CT Gas EE Budget	2016 Eversource CT Gas Actual Results 12/31/2016	2017 Eversource CT Gas Actual Results 12/31/2017	2018 Eversource CT Gas Proposed Budget 11/01/2017	2018 Eversource CT Gas Proposed Budget 03/01/2018	2019 Eversource CT Gas Proposed Budget 03/01/2018	2020 Eversource CT Gas Proposed Budget 03/01/2018
RESIDENTIAL						
Residential New Construction	\$ 682,482	\$ 881,482	\$ 989,748	\$ 678,742	\$ 1,046,946	\$ 1,055,470
Home Energy Solutions - Core Services	\$ 2,952,063	\$ 3,379,814	\$ 3,010,692	\$ 2,351,175	\$ 3,340,247	\$ 3,318,957
Home Energy Solutions - HVAC, Water Heaters	\$ 1,668,456	\$ 1,483,857	\$ 1,587,429	\$ 1,054,467	\$ 1,641,596	\$ 1,689,294
HES Income Eligible	\$ 4,926,003	\$ 4,617,168	\$ 5,473,722	\$ 3,683,728	\$ 5,790,052	\$ 5,837,192
Residential Behavior	\$ 183,310	\$ 614,173	\$ 489,354	\$ 170,000	\$ 409,574	\$ 409,947
Subtotal Residential	\$ 10,422,314	\$ 10,976,494	\$ 11,550,945	\$ 7,938,112	\$ 12,228,416	\$ 12,310,861
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 2,080,768	\$ 1,603,199	\$ 4,548,605	\$ 3,090,556	\$ 4,776,646	\$ 4,850,047
Total - Lost Opportunity	\$ 2,080,768	\$ 1,603,199	\$ 4,548,605	\$ 3,090,556	\$ 4,776,646	\$ 4,850,047
C&I LARGE RETROFIT						
Energy Opportunities	\$ 4,135,899	\$ 3,555,604	\$ 2,747,249	\$ 1,884,034	\$ 2,911,557	\$ 2,929,674
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 678,102	\$ 553,690	\$ 536,058	\$ 367,614	\$ 567,037	\$ 571,654
Total - C&I Large Retrofit	\$ 4,814,001	\$ 4,109,295	\$ 3,283,307	\$ 2,251,648	\$ 3,478,594	\$ 3,501,328
Small Business	\$ 381,268	\$ 848,654	\$ 360,830	\$ 247,447	\$ 381,683	\$ 384,790
Subtotal C&I	\$ 7,276,037	\$ 6,561,148	\$ 8,192,743	\$ 5,589,651	\$ 8,636,922	\$ 8,736,166
OTHER - EDUCATION & ENGAGEMENT						
Educate the Public	\$ 214,403	\$ 145,069	\$ 190,066	\$ 63,273	\$ 63,273	\$ 190,066
Customer Engagement	\$ 229,036	\$ 231,942	\$ 282,000	\$ 211,500	\$ 211,500	\$ 282,000
Educate the Students	\$ 50,119	\$ 26,077	\$ 45,164	\$ 21,982	\$ 21,982	\$ 45,164
Educate the Workforce	\$ 26,313	\$ 18,686	\$ 35,034	\$ 13,147	\$ 13,147	\$ 35,034
Subtotal Education & Engagement	\$ 519,871	\$ 421,774	\$ 552,264	\$ 309,902	\$ 309,902	\$ 552,264
OTHER - PROGRAMS/REQUIREMENTS						
Residential Loan Program (includes ECLF and OBR)	\$ 174,448	\$ 84,550	\$ 80,083	\$ 80,083	\$ 80,083	\$ 80,083
C&I Financing Support	\$ 12,879	\$ 0	\$ 111,346	\$ 111,346	\$ 111,346	\$ 111,346
Research, Development and Demonstration	\$ 20,487	\$ 18,501	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000
Subtotal Programs/Requirements	\$ 207,814	\$ 103,051	\$ 216,429	\$ 216,429	\$ 216,429	\$ 216,429
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 37,023	\$ 52,134	\$ 114,220	\$ 114,220	\$ 114,220	\$ 114,220
Marketing Plan	\$ 95,028	\$ 37,911	\$ 77,725	\$ 15,945	\$ 15,945	\$ 77,725
Planning	\$ 94,234	\$ 61,481	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000
Evaluation Measurement and Verification	\$ 120,010	\$ 200,000	\$ 200,000	\$ 217,523	\$ 217,523	\$ 200,000
Evaluation Administrator	\$ 39,278	\$ 27,348	\$ 20,000	\$ 18,667	\$ 18,667	\$ 20,000
Information Technology	\$ 191,801	\$ 68,304	\$ 133,333	\$ 133,333	\$ 133,333	\$ 133,333
Energy Efficiency Board Consultants	\$ 70,328	\$ 47,599	\$ 43,333	\$ 31,893	\$ 31,893	\$ 43,333
Audits - Financial and Operational	\$ -	\$ 5,458	\$ 10,000	\$ 10,000	\$ -	\$ -
Performance Management Incentive (PMI)	\$ 587,469	\$ 1,123,134	\$ 950,070	\$ 657,455	\$ 987,646	\$ 1,008,720
Subtotal Other - Administrative & Planning	\$ 1,235,170	\$ 1,623,369	\$ 1,623,661	\$ 1,274,035	\$ 1,594,227	\$ 1,672,331
TOTAL	\$ 19,661,206	\$ 19,685,836	\$ 22,136,062	\$ 15,328,129	\$ 22,985,896	\$ 23,488,051

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

Eversource (Natural 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	\$3,723,770	24.29%	26.51%
Res. Non Income Eligible	\$4,532,177	29.57%	32.27%
Residential Subtotal	\$8,255,946	53.86%	58.78%
Commercial and Industrial	\$5,789,092	37.77%	41.22%
C&I Subtotal	\$5,789,092	37.77%	41.22%
Residential and C&I Subtotal	\$14,045,038	91.63%	100.00%
Other Expenditures			
Other Expenditures	\$1,283,091	8.37%	
Other Expenditures Subtotal	\$1,283,091	8.37%	
TOTAL	\$15,328,129	100.00%	

*Please see attached Budget Allocation Table

Eversource (Natural 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 MMBtu	Lifetime MMBtu	Utility Cost per Annual MMBtu	Utility Cost per Lifetime MMBtu
Residential																		
Home Energy Solutions	\$2,351,175	\$2,809,771	\$2,676,379	\$3,504,190	1.14	1.25	2,363	Homes	219,378	4,232,599	1,942	\$10.72	\$0.56	\$1,211	22,574	435,534	\$104.15	\$5.40
HES - HVAC	\$1,054,467	\$3,049,037	\$1,831,199	\$2,207,949	1.74	0.72	1,764	Units	145,291	2,905,669	1,347	\$7.26	\$0.36	\$783	14,950	298,993	\$70.53	\$3.53
HES - Income Eligible	\$3,683,728	\$3,683,728	\$3,496,502	\$4,388,372	0.95	1.19	3,350	Homes	289,541	5,537,257	2,673	\$12.72	\$0.67	\$1,378	29,794	569,784	\$123.64	\$6.47
New Construction	\$678,742	\$991,127	\$1,016,728	\$1,198,872	1.50	1.21	411	Homes	72,594	1,695,358	552	\$9.35	\$0.40	\$1,229	7,470	174,452	\$90.86	\$3.89
Behavior	\$170,000	\$170,000	\$173,616	\$185,149	1.02	1.09	32,759	Homes	107,701	386,770	346	\$1.58	\$0.44	\$492	11,082	39,799	\$15.34	\$4.27
Subtotal Residential	\$7,898,112	\$10,703,663	\$9,194,424	\$11,482,532	1.16	1.07			834,905	14,757,652	6,860	\$9.51	\$0.54	\$1,157	85,871	1,518,562	\$92.44	\$5.23
Commercial & Industrial																		
Energy Conscious Blueprint	\$3,090,556	\$4,228,849	\$4,701,651	\$5,485,811	1.52	1.30	177	Projects	467,054	7,090,884	2,872	\$6.62	\$0.44	\$1,076	48,060	729,652	\$64.31	\$4.24
Energy Opportunities	\$1,884,034	\$4,298,667	\$3,754,583	\$4,261,575	1.99	0.99	49	Projects	471,918	5,468,616	3,193	\$3.99	\$0.34	\$590	48,560	562,721	\$38.80	\$3.35
Small Business	\$247,447	\$378,050	\$331,128	\$377,565	1.34	1.00	41	Projects	38,689	479,883	279	\$6.40	\$0.52	\$888	3,981	49,380	\$62.16	\$5.01
BES (O&M, RCs, SEM)	\$367,614	\$756,942	\$774,779	\$849,644	2.11	1.12	10	Projects	150,298	1,028,252	514	\$2.45	\$0.36	\$715	15,466	105,807	\$23.77	\$3.47
Subtotal C&I	\$5,889,651	\$9,662,508	\$9,562,141	\$10,974,595	1.71	1.14			1,127,958	14,067,635	6,857	\$4.96	\$0.40	\$815	116,067	1,447,560	\$48.16	\$3.86
Subtotal Other	\$1,800,366	\$1,800,366																
Total C&I/M Budget	\$15,328,129	\$22,166,537	\$18,756,564	\$22,457,127	1.22	1.01			1,962,463	28,825,287	13,716	\$7.81	\$0.53	\$1,118	201,937	2,966,122	\$75.91	\$5.17

Eversource (Natural Gas): Table B2 (2018)

Resource Summary B-2																						
2018 Gas	Company	Sector	Program	Total Program Cost (\$)	Program Incentive (\$)	Customer Cost (\$)	Measure Quantity	Measure Life	Gas (ccf)	Res Non Heating Gas (1) MMBtu	Res Hot Water Gas (2)	Res Heating Gas (3)	Lifetime Gas (ccf)	Net Peak Day Gas (ccf)	C&I Gas Non-Heating (6)	C&I Gas Heating (7)	Annual Gallons of Water (000)	Annual Tons of CO2	Annual Tons of NOx	Annual Tons of SOx		
	Residential																					
Eversource Gas	Residential Gas	Residential	Home Energy Solutions (HES)	2,351,175	1,590,303	458,596	2,363	19	219,378	0	1,823	20,751	4,232,599	1,942	0	0	3,005	1,321	1,031	6,58E-03		
Eversource Gas	Residential Gas	Residential	HES - HVAC	1,054,467	973,514	1,994,570	1,764	20	145,291	0	1,747	13,203	2,905,669	1,347	0	0	0	875	0.683	4.36E-03		
Eversource Gas	Residential Gas	Residential	HES - Income Eligible	3,683,728	3,412,287	0	3,350	19	283,541	0	2,449	27,345	5,537,257	2,673	0	0	3,216	1,743	1,361	8.69E-03		
Eversource Gas	Residential Gas	Residential	New Construction	678,742	624,770	312,385	411	23	72,594	0	2,459	5,011	1,693,338	552	0	0	123	437	0.341	2.18E-03		
Eversource Gas	Residential Gas	Residential	Behavior	170,000	0	0	32,759	4	107,701			386,770	346				0	648	0.151	3.23E-03		
	Subtotal Residential			7,938,112	6,800,873	2,765,551	40,647	18	834,505	0	8,478	66,310	14,757,652	6,860	0	0	6,945	5,023	3.9	2.50E-02		
	Commercial & Industrial																					
Eversource Gas	C&I	Energy Conscious Blueprint		3,090,556	2,865,844	1,138,233	177	15	467,054	0	0	0	7,090,884	2,872	10,794	37,266	0	2,811	2,195	1.40E-02		
Eversource Gas	C&I	Energy Opportunities		1,884,034	1,466,112	2,414,633	49	12	471,918	0	0	0	5,468,616	3,193	7,878	40,683	0	2,841	2,218	1.42E-02		
Eversource Gas	C&I	Small Business		247,447	92,066	130,602	41	12	38,689	0	0	0	479,883	279	2,198	1,783	0	233	0.182	1.16E-03		
Eversource Gas	C&I	Business and Energy Sustainability		367,614	299,023	389,328	10	7	150,298	0	0	0	1,028,252	514	3,120	12,245	0	905	0.706	4.51E-03		
	Subtotal C&I			5,589,651	4,723,045	4,072,857	277	12	1,127,958	0	0	0	14,067,635	6,857	23,990	92,077	0	6,790	5.301	3.38E-02		
	Subtotal Load Response			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.000	0.000		
	Subtotal Other			1,800,366																		
	Total Budget			15,328,129	11,323,919	6,839,408	40,924	15	1,962,463	0	8,478	66,310	28,825,287	13,716	23,990	92,077	6,945	11,813	9.224	5.89E-02		

Eversource (Natural Gas): Table B3 (2018)

Benefits Summary B-3		Benefits Summary B-3															
2018 Gas		Natural Gas Benefits											Total Resource Benefit (M, U & T)				
Company	Sector	Program	Hot Water Gas (U, M, T)	C&I Gas Non-Heating (U, M, T)	C&I Gas Heating (U, M, T)	Gas CT DRPE (U, M, T)	Gas ROP DRPE (U, M, T)	CF Res Hot Water (U, M, T)	CF Res Heating (U, M, T)	CF Gas Non-Heating (U, M, T)	CF Gas Heating (U, M, T)	CF ROP Res Heating (U, M, T)	CF ROP Gas Heating (U, M, T)	Water (T)	Utility Benefit (\$ U)	Modified Utility Benefit (\$ M&U)	
Eversource Gas	Residential	Home Energy Solutions (HES)	112,475	2,265,590	0	19,877	63,383	4,228	30,090	0	0	12,505	148,031	0	2,676,379	2,676,379	
Eversource Gas	Residential	HES - HVAC	186,396	1,442,981	0	13,607	43,528	4,695	31,897	0	0	13,870	94,235	0	1,831,199	1,831,199	
Eversource Gas	Residential	HES - Income Eligible	74,516	3,033,214	0	25,367	81,146	4,961	46,225	0	0	14,743	195,708	0	3,496,502	3,496,502	
Eversource Gas	Residential	New Construction	262,471	657,864	0	4,813	15,395	6,610	12,658	0	0	19,525	37,384	0	1,016,728	1,016,728	
Eversource Gas	Residential	Behavior	0	129,009	0	1,192	3,314	0	9,997	0	0	0	29,603	0	173,616	173,616	
	Subtotal Residential		638,857	7,529,258	0	64,857	207,466	20,534	170,883	0	0	60,643	590,971	0	9,194,424	9,194,424	
Commercial & Industrial																	
Eversource Gas	C&I	Energy Conscious Blueprint	0	0	3,094,482	36,310	116,148	0	0	32,391	93,643	0	0	0	4,701,651	4,701,651	
Eversource Gas	C&I	Energy Opportunities	0	455,742	2,711,108	29,424	94,123	0	0	20,594	96,707	0	0	0	3,754,583	3,754,583	
Eversource Gas	C&I	Small Business	0	160,400	118,806	2,547	8,149	0	0	6,178	4,238	0	0	0	331,128	331,128	
Eversource Gas	C&I	Business and Energy Sustainability	0	95,087	522,109	5,924	18,949	0	0	6,934	26,585	0	0	0	774,779	774,779	
	Subtotal C&I		0	1,667,466	6,446,504	74,205	237,389	0	0	66,096	221,172	0	0	0	9,562,141	9,562,141	
	Subtotal Load Response		0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Subtotal Other		638,857	7,529,258	6,446,504	139,062	444,855	20,534	170,883	66,096	221,172	60,643	590,971	477,408	18,756,564	18,756,564	
	Total Budget		638,857	7,529,258	6,446,504	139,062	444,855	20,534	170,883	66,096	221,172	60,643	590,971	477,408	18,756,564	18,756,564	
																2,457,127	

Note 1: Benefits are coded as follows: "U" are Utility Benefits; "M" are Modified Utility Benefits; "T" are Total Resource Benefits. Refer to Benefit-Cost Section of the Plan for additional information on benefits and benefit-cost screening.

Eversource (Natural Gas): Table C (2018)

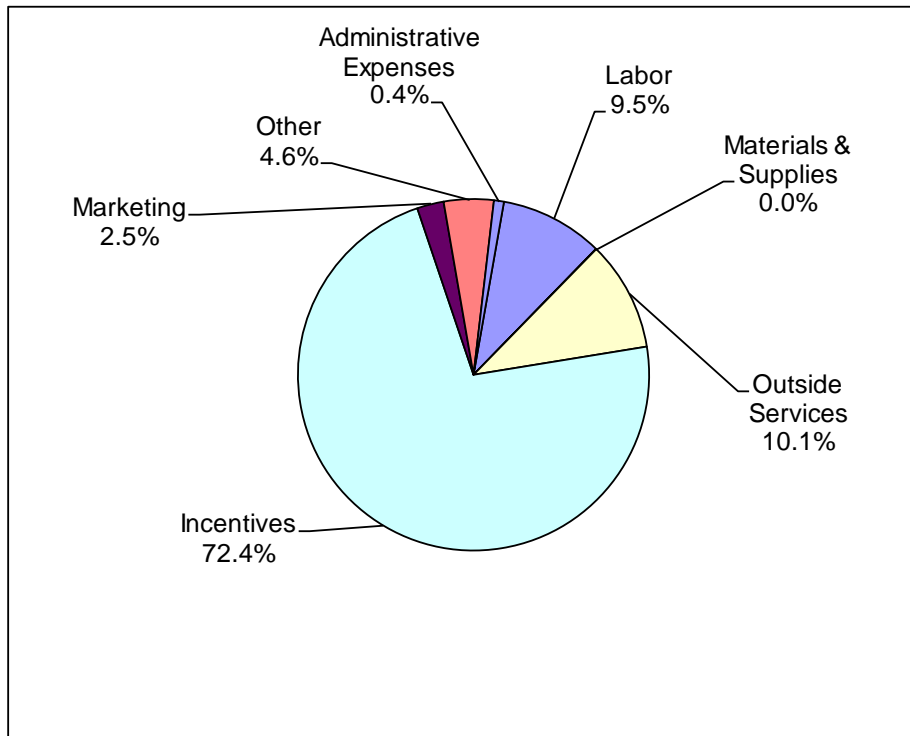
Table C
Eversource CT Gas 2018 EE Budget Details

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	\$ -	\$ 624,770	\$ 26,000	\$ 2,000	\$ 3,000	\$ 678,742
Home Energy Solutions - Core Services	\$ 381,134	\$ 500	\$ 198,681	\$ 13,557	\$ 1,590,303	\$ 142,000	\$ 20,000	\$ 5,000	\$ 2,351,175
Home Energy Solutions - HVAC, Water Heaters	\$ 14,771	\$ 484	\$ 60,598	\$ -	\$ 973,514	\$ 4,000	\$ 100	\$ 1,000	\$ 1,054,467
HES Income Eligible	\$ 347,268	\$ 500	\$ 20,354	\$ 29,316	\$ 3,187,290	\$ 88,000	\$ 3,000	\$ 8,000	\$ 3,683,728
Residential Behavior	\$ -	\$ -	\$ 170,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 170,000
Subtotal Residential	\$ 760,085	\$ 1,584	\$ 455,593	\$ 42,873	\$ 6,375,877	\$ 260,000	\$ 25,100	\$ 17,000	\$ 7,938,112
COMMERCIAL & INDUSTRIAL									
C&I LOST OPPORTUNITY									
Energy Conscious Blueprint	\$ 117,326	\$ 500	\$ 59,075	\$ 22,956	\$ 2,860,699	\$ 28,000	\$ 1,000	\$ 1,000	\$ 3,090,556
Total - Lost Opportunity	\$ 117,326	\$ 500	\$ 59,075	\$ 22,956	\$ 2,860,699	\$ 28,000	\$ 1,000	\$ 1,000	\$ 3,090,556
C&I LARGE RETROFIT									
Energy Opportunities	\$ 295,637	\$ 500	\$ 69,538	\$ 22,320	\$ 1,466,038	\$ 22,000	\$ 6,000	\$ 2,000	\$ 1,864,034
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 10,918	\$ 100	\$ 39,736	\$ 837	\$ 299,023	\$ 15,000	\$ 1,000	\$ 1,000	\$ 367,614
Total C&I - Large Retrofit	\$ 306,555	\$ 600	\$ 109,274	\$ 23,157	\$ 1,765,062	\$ 37,000	\$ 7,000	\$ 3,000	\$ 2,251,648
Small Business	\$ 41,946	\$ 500	\$ 6,954	\$ -	\$ 92,048	\$ 38,000	\$ 1,000	\$ 67,000	\$ 247,447
Subtotal C&I	\$ 465,826	\$ 1,600	\$ 175,303	\$ 46,113	\$ 4,717,808	\$ 103,000	\$ 9,000	\$ 71,000	\$ 5,589,651
OTHER - EDUCATION & ENGAGEMENT									
Educate the Public	\$ 5,000	\$ 1,000	\$ 41,673	\$ -	\$ -	\$ 2,000	\$ 12,100	\$ 1,500	\$ 63,273
Customer Engagement	\$ 46,089	\$ -	\$ 165,411	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 211,500
Educate the Students	\$ 1,000	\$ 500	\$ 17,982	\$ -	\$ -	\$ 1,000	\$ 500	\$ 1,000	\$ 21,982
Educate the Workforce	\$ 1,000	\$ -	\$ 12,147	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,147
Subtotal Education & Engagement	\$ 53,089	\$ 1,500	\$ 237,213	\$ -	\$ -	\$ 3,000	\$ 12,600	\$ 2,500	\$ 309,902
OTHER - PROGRAMS/REQUIREMENTS									
Residential Loan Program (includes ECLF and OBR)	\$ -	\$ -	\$ 80,083	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 80,083
C&I Financing Support	\$ -	\$ -	\$ 111,346	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 111,346
Research, Development and Demonstration	\$ 11,925	\$ -	\$ 13,075	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000
Subtotal Programs/Requirements	\$ 11,925	\$ -	\$ 204,503	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 216,429
OTHER - ADMINISTRATIVE & PLANNING									
Administration	\$ 9,948	\$ -	\$ 54,557	\$ -	\$ -	\$ -	\$ -	\$ 49,715	\$ 114,220
Marketing Plan	\$ 5,263	\$ -	\$ -	\$ -	\$ -	\$ 10,681	\$ -	\$ -	\$ 15,945
Planning	\$ 24,053	\$ -	\$ 45,780	\$ 5,167	\$ -	\$ -	\$ -	\$ -	\$ 75,000
Evaluation Measurement and Verification	\$ -	\$ -	\$ 217,523	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 217,523
Evaluation Administrator	\$ -	\$ -	\$ 18,667	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 18,667
Information Technology	\$ 23,649	\$ -	\$ 99,352	\$ 10,333	\$ -	\$ -	\$ -	\$ -	\$ 133,333
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 31,893	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 31,893
Audits - Financial and Operational	\$ -	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000
Performance Management Incentive (PMI)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Other	\$ 62,913	\$ -	\$ 477,771	\$ 15,500	\$ -	\$ 10,681	\$ 657,455	\$ 49,715	\$ 1,274,035
TOTAL BUDGET	\$ 1,353,839	\$ 4,684	\$ 1,550,384	\$ 104,486	\$ 11,093,685	\$ 376,681	\$ 704,155	\$ 140,215	\$ 15,328,129

* Other - includes RD&D, Admin, Planning & Evaluation, IT, Audit and PMF

Eversource (Natural Gas): Table C Pie Chart (2018)

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



Expense Classes	Budget	% of Budget
Labor	\$ 1,458,325	9.5%
Materials & Supplies	\$ 4,684	0.0%
Outside Services	\$ 1,550,384	10.1%
Incentives	\$ 11,093,685	72.4%
Marketing	\$ 376,681	2.5%
Other	\$ 704,155	4.6%
Administrative Expenses	\$ 140,215	<u>0.9%</u>
Total	\$ 15,328,129	100.0%

Eversource (Natural Gas): Table D – Expenditure (2009-2020)

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

	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Budget	2019 Budget	2020 Budget
Natural Gas EE Actual/Budget												
RESIDENTIAL												
Residential New Construction	\$ 314,517	\$ 439,898	\$ 769,583	\$ 267,891	\$ 193,687	\$ 677,845	\$ 764,790	\$ 692,482	\$ 881,482	\$ 678,742	\$ 1,046,946	\$ 1,065,470
Home Energy Solutions - Core Services (2016-2018)	\$ -	\$ 515,716	\$ 1,197,146	\$ 1,637,539	\$ 1,724,523	\$ 4,493,416	\$ 3,452,631	\$ 2,952,063	\$ 3,379,614	\$ 2,351,175	\$ 3,340,237	\$ 3,318,957
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,666,456	\$ 1,483,957	\$ 1,054,467	\$ 1,641,596	\$ 1,689,294
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	\$ 4,617,168	\$ 3,683,728	\$ 5,790,052	\$ 5,837,192
Water Heating	\$ 104,091	\$ 60,847	\$ 49,946	\$ 55,706	\$ 41,069	\$ 329,133	\$ 523,846	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 183,310	\$ -	\$ 614,173	\$ 170,000	\$ 409,574	\$ 409,947
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	\$ 10,976,494	\$ 7,938,112	\$ 12,228,416	\$ 12,310,861
COMMERCIAL & INDUSTRIAL												
C&I LOST OPPORTUNITY												
Energy/Consolute Blueprint	\$ 804,505	\$ 1,004,519	\$ 2,014,498	\$ 1,247,518	\$ 1,152,025	\$ 3,034,664	\$ 2,634,533	\$ 2,080,768	\$ 1,603,199	\$ 3,090,556	\$ 4,776,646	\$ 4,850,047
Total - Lost Opportunity	\$ 804,505	\$ 1,004,519	\$ 2,014,498	\$ 1,247,518	\$ 1,152,025	\$ 3,034,664	\$ 2,634,533	\$ 2,080,768	\$ 1,603,199	\$ 3,090,556	\$ 4,776,646	\$ 4,850,047
C&I LARGE RETROFIT												
Energy Opportunities	\$ 1,045,286	\$ 491,898	\$ 1,599,794	\$ 1,133,274	\$ 870,585	\$ 2,053,847	\$ 1,688,217	\$ 4,135,899	\$ 3,555,604	\$ 1,884,034	\$ 2,911,557	\$ 2,929,674
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 17,886	\$ 123,338	\$ 25,478	\$ 55,381	\$ 94,554	\$ 299,105	\$ 219,014	\$ 678,102	\$ 553,690	\$ 387,614	\$ 567,037	\$ 571,654
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	\$ 4,109,295	\$ 2,251,648	\$ 3,478,594	\$ 3,501,328
Small Business	\$ 1,867,677	\$ 1,616,755	\$ 3,639,770	\$ 2,501,826	\$ 2,540,008	\$ 5,606,084	\$ 4,850,839	\$ 7,276,037	\$ 6,561,148	\$ 5,589,651	\$ 8,636,922	\$ 8,736,166
Subtotal C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER - EDUCATION & ENGAGEMENT												
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 214,403	\$ 145,089	\$ 63,273	\$ -	\$ 190,066
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 284,008	\$ 282,000	\$ 229,036	\$ 231,942	\$ 211,500	\$ 211,500	\$ 282,000
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,119	\$ 26,077	\$ 21,982	\$ 21,982	\$ 45,164
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 26,313	\$ 18,686	\$ 13,147	\$ 13,147	\$ 35,034
SmartLiving Center/Museums Partnership	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 165,067	\$ 83,670	\$ -	\$ -	\$ -	\$ -	\$ -
Clean Energy Communities / Behavior Pilot	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 49,106	\$ 184,917	\$ -	\$ -	\$ -	\$ -	\$ -
EESmartsK-12	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,790	\$ 96,470	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Education & Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 506,871	\$ 647,057	\$ 519,871	\$ 421,774	\$ 309,902	\$ 309,902	\$ 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	\$ 84,550	\$ 80,083	\$ 80,083	\$ 80,083
C&I Financing Support (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,879	\$ -	\$ 11,346	\$ 11,346	\$ 11,346
Research, Development and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 19,154	\$ 20,487	\$ 18,501	\$ 25,000	\$ 25,000	\$ 25,000
Institute for Sustainable Energy (moved to Educate the Workforce)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 37,333	\$ 41,333	\$ -	\$ -	\$ -	\$ -	\$ -
ESPC Project Manager - Lead By Example	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 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	\$ 103,051	\$ 216,429	\$ 216,429	\$ 216,429
OTHER - ADMINISTRATIVE & PLANNING												
Administration	\$ -	\$ -	\$ -	\$ -	\$ 51,486	\$ 94,752	\$ 119,374	\$ 37,023	\$ 52,134	\$ 114,220	\$ 114,220	\$ 114,220
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ 8	\$ 65,930	\$ 100,283	\$ 95,028	\$ 37,911	\$ 15,945	\$ 15,945	\$ 15,945
Planning	\$ 35,323	\$ 34,881	\$ 50,197	\$ 67,396	\$ 103,533	\$ 147,774	\$ 111,082	\$ 94,234	\$ 61,481	\$ 75,000	\$ 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	\$ 217,523	\$ 200,000	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 31,472	\$ 39,278	\$ 27,948	\$ 18,667	\$ 18,667	\$ 20,000
Information Technology	\$ 28,126	\$ 29,579	\$ 36,337	\$ 39,953	\$ 51,196	\$ 72,883	\$ 126,557	\$ 191,801	\$ 68,504	\$ 133,333	\$ 133,333	\$ 133,333
Energy Efficiency Board Consultants	\$ 28,232	\$ 13,965	\$ 10,805	\$ 18,161	\$ 38,924	\$ 77,207	\$ 75,225	\$ 70,328	\$ 47,599	\$ 31,893	\$ 31,893	\$ 43,333
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,458	\$ -	\$ -	\$ -
Performance Management Incentive (PMI)	\$ -	\$ -	\$ -	\$ -	\$ 605,725	\$ 920,771	\$ 942,177	\$ 587,469	\$ 1,123,134	\$ 657,455	\$ 987,646	\$ 1,008,720
Subtotal Other - Administrative & Planning	\$ 139,836	\$ 105,222	\$ 354,564	\$ 251,511	\$ 833,824	\$ 1,582,648	\$ 1,687,612	\$ 1,115,160	\$ 1,623,369	\$ 1,274,035	\$ 1,594,227	\$ 1,672,331
TOTAL	\$ 3,948,964	\$ 4,656,225	\$ 7,972,014	\$ 6,468,765	\$ 8,541,922	\$ 18,952,478	\$ 16,753,133	\$ 19,541,196	\$ 19,685,836	\$ 15,328,129	\$ 22,985,896	\$ 23,488,051

Eversource (Natural 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 Actual	2018 Budget
RESIDENTIAL										
Residential New Construction	31,287	41,991	47,744	38,642	53,957	89,997	136,229	107,504	124,495	72,594
Home Energy Solutions - Core Services (2016-2018)	55,728	222,581	172,026	282,453	238,395	303,919	158,468	232,197	325,962	219,378
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	242,925	267,816	145,291
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	593,778	364,669
HES Income Eligible	195,280	194,946	359,607	248,413	415,930	593,667	420,481	412,516	416,211	289,541
Water Heating	18,422	10,883	7,168	6,129	2,812	49,272	70,702	-	-	-
Residential Behavior	-	-	-	-	-	-	-	-	321,474	107,701
Subtotal Residential	300,717	470,401	586,545	575,637	779,234	1,269,239	1,021,010	995,142	1,455,958	834,505
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	324,249	467,054
Total - Lost Opportunity	112,046	287,670	359,929	327,306	259,919	505,346	774,336	458,721	324,249	467,054
C&I LARGE RETROFIT										
Energy Opportunities	639,931	205,653	404,921	255,394	481,474	614,294	459,661	826,143	859,518	471,918
Business & Energy Sustainability (O&M, RetroCx, BSC)	6,683	66,979	15,429	52,488	53,261	164,777	192,358	562,290	563,752	150,298
Total - C&I Large Retrofit	646,614	272,632	420,350	307,882	534,735	779,072	652,019	1,388,433	1,423,270	622,216
Small Business	-	-	-	23,405	72,422	57,987	53,878	66,201	95,808	38,689
Subtotal C&I	758,660	560,302	780,279	658,593	867,076	1,342,405	1,480,233	1,913,355	1,843,327	1,127,958
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	3,299,285	1,962,463

Eversource (Natural 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 Actual	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	2,857,738	2,904,240	1,695,358
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	6,073,461	4,232,599
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	4,845,878	5,355,264	2,905,669
Insulation Rebate	-	-	-	-	425,386	1,139,707	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	11,428,725	7,138,268
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	8,142,754	5,537,257
Water Heating	368,448	217,664	143,360	84,305	56,244	944,742	1,329,986	-	-	-
Residential Behavior	-	-	-	-	-	-	-	-	861,903	386,770
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	23,337,622	14,757,652
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	4,932,458	7,090,884
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	4,932,458	7,090,884
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	8,946,254	9,274,301	5,468,616
Business & Energy Sustainability (O&M, RetroCx, BSC)	66,830	669,798	77,145	369,200	398,693	958,524	1,120,186	3,456,389	3,428,408	1,028,252
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	12,702,709	6,496,867
Small Business	-	-	-	290,172	835,602	693,581	738,098	771,880	1,335,130	479,883
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	18,970,297	14,067,655
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	42,307,919	28,825,287

Eversource (Natural 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 Actual	2018 Budget
RESIDENTIAL										
Residential New Construction	\$ 10,053	\$ 10,476	\$ 16,119	\$ 6,933	\$ 3,589	\$ 7,532	\$ 5,614	\$ 6,441	\$ 7,080	\$ 9,350
Home Energy Solutions - Core Services (2016-2018)	\$ 9,254	\$ 5,892	\$ 6,959	\$ 5,798	\$ 5,626	\$ 8,378	\$ 8,721	\$ 6,213	\$ 5,692	\$ 6,447
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	\$ 8,191	\$ 9,339
HES Income Eligible	\$ 4,874	\$ 5,412	\$ 5,268	\$ 6,779	\$ 7,546	\$ 9,458	\$ 11,060	\$ 11,941	\$ 11,093	\$ 12,723
Water Heating	\$ 5,650	\$ 5,591	\$ 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	\$ 7,539	\$ 9,512
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	\$ 4,944	\$ 6,617
Total - Lost Opportunity	\$ 7,180	\$ 3,481	\$ 5,597	\$ 3,811	\$ 4,432	\$ 6,005	\$ 3,402	\$ 4,536	\$ 4,944	\$ 6,617
C&I LARGE RETROFIT										
Energy Opportunities	\$ 1,633	\$ 2,392	\$ 3,951	\$ 4,437	\$ 1,808	\$ 3,343	\$ 3,629	\$ 5,006	\$ 4,137	\$ 3,992
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 2,676	\$ 1,841	\$ 1,651	\$ 1,055	\$ 1,775	\$ 1,815	\$ 1,139	\$ 1,206	\$ 0,982	\$ 2,446
Total - C&I Large Retrofit	\$ 1,644	\$ 2,257	\$ 3,866	\$ 3,861	\$ 1,805	\$ 3,020	\$ 2,894	\$ 3,467	\$ 2,867	\$ 3,619
Small Business	\$ -	\$ -	\$ -	\$ 2,805	\$ 5,839	\$ 3,768	\$ 6,108	\$ 5,759	\$ 8,858	\$ 6,396
Subtotal C&I	\$ 2,462	\$ 2,886	\$ 4,665	\$ 3,799	\$ 2,929	\$ 4,176	\$ 3,277	\$ 3,803	\$ 3,559	\$ 4,956
TOTAL	\$ 3,728	\$ 4,518	\$ 5,833	\$ 5,241	\$ 5,189	\$ 7,257	\$ 6,698	\$ 6,719	\$ 5,967	\$ 7,811

Eversource (Natural 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											
Natural Gas EE Actual/Budget	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Budget	
RESIDENTIAL											
Residential New Construction	\$ 0.402	\$ 0.419	\$ 0.645	\$ 0.281	\$ 0.165	\$ 0.331	\$ 0.234	\$ 0.261	\$ 0.304	\$ 0.400	
Home Energy Solutions - Core Services (2016-2018)	\$ 0.440	\$ 0.275	\$ 0.384	\$ 0.336	\$ 0.315	\$ 0.435	\$ 0.437	\$ 0.319	\$ 0.296	\$ 0.329	
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	\$ 0.426	\$ 0.477	
HES Income Eligible	\$ 0.269	\$ 0.403	\$ 0.312	\$ 0.449	\$ 0.476	\$ 0.498	\$ 0.535	\$ 0.654	\$ 0.567	\$ 0.665	
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	\$ 0.470	\$ 0.538	
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	\$ 0.325	\$ 0.436	
Total - Lost Opportunity	\$ 0.454	\$ 0.229	\$ 0.357	\$ 0.246	\$ 0.287	\$ 0.396	\$ 0.186	\$ 0.303	\$ 0.325	\$ 0.436	
C&I LARGE RETROFIT											
Energy Opportunities	\$ 0.113	\$ 0.210	\$ 0.384	\$ 0.376	\$ 0.148	\$ 0.288	\$ 0.293	\$ 0.462	\$ 0.363	\$ 0.565	
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 0.268	\$ 0.184	\$ 0.330	\$ 0.150	\$ 0.237	\$ 0.312	\$ 0.196	\$ 0.196	\$ 0.162	\$ 0.358	
Total - C&I Large Retrofit	\$ 0.115	\$ 0.204	\$ 0.383	\$ 0.351	\$ 0.154	\$ 0.291	\$ 0.277	\$ 0.388	\$ 0.323	\$ 0.347	
Small Business	\$ -	\$ -	\$ -	\$ 0.226	\$ 0.506	\$ 0.315	\$ 0.446	\$ 0.494	\$ 0.636	\$ 0.516	
Subtotal C&I	\$ 0.169	\$ 0.219	\$ 0.368	\$ 0.286	\$ 0.228	\$ 0.341	\$ 0.223	\$ 0.363	\$ 0.346	\$ 0.397	
TOTAL	\$ 0.234	\$ 0.290	\$ 0.390	\$ 0.351	\$ 0.350	\$ 0.462	\$ 0.391	\$ 0.495	\$ 0.465	\$ 0.532	

Eversource (Natural 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 Actual	2018 Budget
RESIDENTIAL										
Residential New Construction	326	206	235	356	634	792	138	202	1,058	411
Home Energy Solutions - Core Services (2016-2018)	798	2,768	1,811	3,918	2,869	3,048	1,613	2,141	4,973	2,363
Home Energy Solutions - HVAC, Water Heaters (2016-2018)	-	-	-	-	-	-	-	3,350	3,393	1,764
Insulation Rebate	-	-	-	-	140	333	306	-	-	-
HES Early Retirement Furnace Rebate	-	-	-	-	34	394	-	-	-	-
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	8,366	4,127
HES Income Eligible	1,932	2,497	2,347	1,579	2,052	4,070	2,978	2,205	8,590	3,350
Water Heating	303	179	128	112	54	752	1,084	-	-	-
Residential Behavior	-	-	-	-	-	-	-	-	95,000	32,759
Subtotal Residential	3,359	5,650	4,521	5,965	6,247	11,252	8,563	7,898	113,014	40,647
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	30	64	85	92	136	153	150	172	192	177
Total - Lost Opportunity	30	64	85	92	136	153	150	172	192	177
C&I LARGE RETROFIT										
Energy Opportunities	18	28	42	50	42	55	49	61	55	49
Business & Energy Sustainability (O&M, RetroCx, BSC)	1	3	1	5	4	8	11	23	25	10
Total - C&I Large Retrofit	19	31	43	55	46	63	60	84	80	59
Small Business	-	-	-	20	50	62	58	50	53	41
Subtotal C&I	49	95	128	167	232	278	268	306	325	277
TOTAL	3,408	5,745	4,649	6,132	6,479	11,530	8,831	8,204	113,339	40,924

Eversource (Natural Gas): PMI (2018)

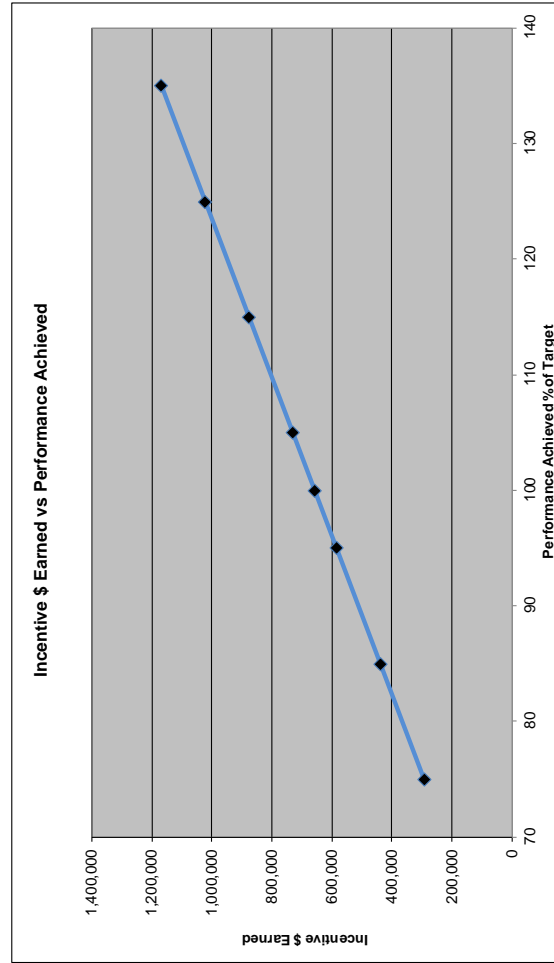
Eversource CT Gas Company

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 **\$657,455** and is based on achieving **100%** of all performance targets and earning an incentive of **4.5%** of the total EE program budget of **\$14,610,114** 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 %</u>	<u>Pre-tax Incentive</u>	<u>Pre-tax Incentive</u>
<u>Minimum</u>		
75	2%	\$292,202
85	3%	\$438,303
95	4%	\$584,405
100	4.5%	\$657,455
105	5%	\$730,506
115	6%	\$876,607
125	7%	\$1,022,708
135	8%	\$1,168,809
<u>Maximum</u>		

Incentive Basis Budget \$14,610,114
 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 (Natural 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	\$7,938,112			Sum of Gas System Benefit from Residential programs	Gas System Benefit from Residential programs	0.1950	\$128,204
		Home Energy Solutions (HES) 4,232,599 HES - HVAC 2,905,669 HES - Income Eligible 5,537,257 New Construction 1,695,358 Residential Behavior 386,770 Total 14,757,652 Savings Rate \$0.6230 / CCF Savings \$9,194,424 (1) percent of target goal	28.68% 19.69% 37.52% 11.49% 2.62%				
Net Residential Gas Benefit :		Net Residential Gas Benefit : \$1,256,312			\$1,256,312	0.1950	\$128,204
Home Energy Solutions	\$3,405,642	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	\$39,447
HES Income Eligible	\$3,683,728	Annual CCF savings		Annual CCF Savings	289,541	0.0300	\$19,724

Eversource (Natural 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)	\$5,589,651	7,090,884	50.41%	Total Gas System Benefit from C&I programs	Gas System Benefit from C&I programs	0.2100	\$138,066
	C&I Programs (Sector Level) Sector Budget	5,468,616	38.87%				
	Small Business	479,883	3.41%		\$9,562,141		
	Business and Energy Sustainability	1,028,252	7.31%				
	Total	14,067,635					
	Savings Rate	\$0.6797	/ CCF				
	Savings	\$9,562,141					
	(1) percent of target goal						
Net C&I Gas System Benefit:	Net C&I Gas System Benefit: \$3,972,490				\$3,972,490	0.2100	\$138,066
Small Business	\$247,447	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	0.0500	\$32,873
Energy Conscious Blueprint /Energy Opportunities	\$4,374,589	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	0.0500	\$32,873
Total Incentive \$ Residential and C&I						1.00000	\$657,455

Connecticut Natural Gas Tables

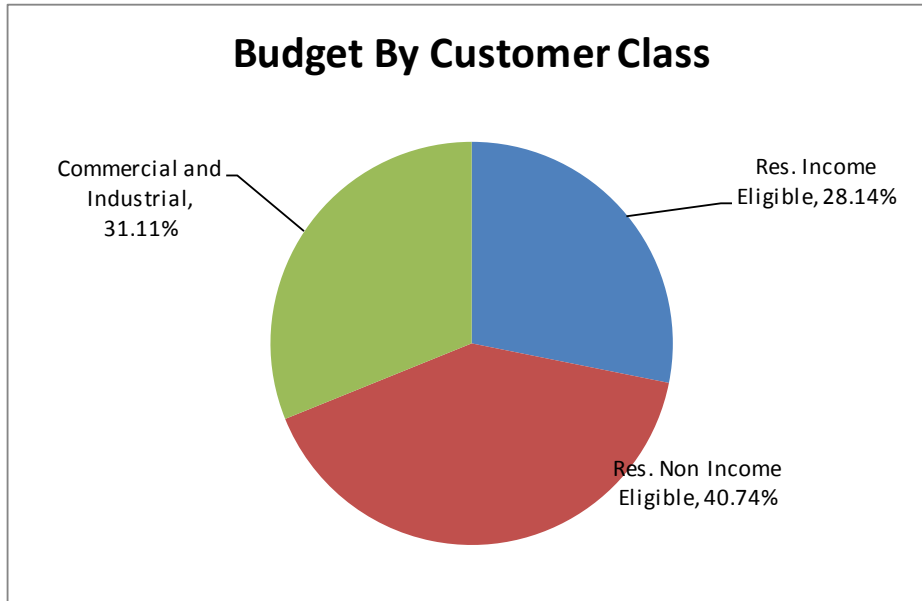
Connecticut Natural Gas: Table A (2016-2020)

Table A
CNG
Proposed Natural Gas Energy Efficiency Plan Budget

Natural Gas EE Budget	12/31/2016 2016 CNG Actual Results	12/31/2017 2017 CNG Actual Results	11/01/2017 2018 CNG Budget Update	03/01/2018 2018 CNG Budget Update	03/01/2018 2019 CNG Budget Update	03/01/2018 2020 CNG Budget Update
RESIDENTIAL						
Residential New Construction	\$ 710,310	\$ 427,019	\$ 685,798	\$ 674,202	\$ 703,046	\$ 685,798
Home Energy Solutions (HES)	\$ 2,439,315	\$ 2,355,506	\$ 3,116,021	\$ 3,098,150	\$ 3,306,605	\$ 3,330,520
HVAC /Water Heating	\$ 1,869,941	\$ 1,745,559	\$ 1,817,690	\$ 1,784,524	\$ 1,927,343	\$ 1,944,896
HES Income Eligible	\$ 4,256,235	\$ 5,307,288	\$ 4,122,785	\$ 4,055,068	\$ 4,364,459	\$ 4,397,310
Residential Behavior	\$ 164,575	\$ 31,960	\$ 157,486	\$ 151,117	\$ 161,447	\$ 157,486
Subtotal Residential	\$ 9,440,376	\$ 9,867,331	\$ 9,899,779	\$ 9,763,051	\$ 10,462,901	\$ 10,516,010
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 2,119,566	\$ 2,296,663	\$ 2,248,990	\$ 2,209,108	\$ 2,384,873	\$ 2,406,379
Total - Lost Opportunity	\$ 2,119,566	\$ 2,296,663	\$ 2,248,990	\$ 2,209,108	\$ 2,384,873	\$ 2,406,379
C&I LARGE RETROFIT						
Energy Opportunities	\$ 853,680	\$ 1,286,187	\$ 1,306,686	\$ 1,282,249	\$ 1,385,636	\$ 1,398,131
Business & Energy Sustainability (O&M, RetroCx BSC)	\$ 311,665	\$ 602,048	\$ 664,650	\$ 653,491	\$ 704,808	\$ 711,164
Total - C&I Large Retrofit	\$ 1,165,345	\$ 1,888,236	\$ 1,971,337	\$ 1,935,740	\$ 2,090,444	\$ 2,109,295
Small Business	\$ 195,209	\$ 137,947	\$ 273,181	\$ 266,975	\$ 287,752	\$ 288,450
Subtotal C&I	\$ 3,480,120	\$ 4,322,845	\$ 4,493,507	\$ 4,411,824	\$ 4,763,069	\$ 4,804,124
OTHER - Education						
Educate the Public	\$ 200,458	\$ 186,059	\$ 189,115	\$ 74,566	\$ 74,566	\$ 189,115
Customer Engagement	\$ 93,698	\$ 34,018	\$ 150,000	\$ -	\$ -	\$ 150,000
Educate the Students	\$ 32,931	\$ 68,005	\$ 52,275	\$ 25,520	\$ 25,520	\$ 52,275
Educate the Workforce	\$ 29,861	\$ 13,788	\$ 28,874	\$ 11,329	\$ 11,329	\$ 28,874
Subtotal Education	\$ 356,948	\$ 301,869	\$ 420,264	\$ 111,415	\$ 111,415	\$ 420,264
OTHER - PROGRAMS/REQUIREMENTS						
Financing Support - Residential	\$ 59,325	\$ 67,301	\$ 86,292	\$ 86,292	\$ 86,292	\$ 86,292
Financing Support - C&I	\$ (7,284)	\$ 22,539	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000
Research, Development, and Demonstration	\$ 7,500	\$ 16,550	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Subtotal Programs/Requirements	\$ 59,541	\$ 106,390	\$ 156,292	\$ 156,292	\$ 156,292	\$ 156,292
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 129,636	\$ 171,536	\$ 157,667	\$ 146,375	\$ 146,375	\$ 157,667
Marketing Plan	\$ 109,677	\$ 73,107	\$ 77,725	\$ 15,945	\$ 15,945	\$ 81,058
Planning	\$ 141,080	\$ 169,828	\$ 138,979	\$ 138,979	\$ 138,979	\$ 138,979
Evaluation Measurement and Verification	\$ 200,000	\$ 200,000	\$ 200,000	\$ 217,523	\$ 217,523	\$ 200,000
Evaluation Administrator	\$ 20,000	\$ 20,000	\$ 20,000	\$ 18,667	\$ 18,667	\$ 20,000
Information Technology	\$ 109,469	\$ 106,809	\$ 108,991	\$ 108,991	\$ 108,991	\$ 108,991
Energy Efficiency Board Consultants	\$ 43,333	\$ 43,334	\$ 43,333	\$ 31,893	\$ 31,893	\$ 43,333
Audits - Financial and Operational	\$ -	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Performance Management Incentive	\$ 686,760	\$ 896,221	\$ 704,394	\$ 678,168	\$ 725,467	\$ 746,252
Subtotal Other - Administrative & Planning	\$ 1,438,955	\$ 1,689,835	\$ 1,461,089	\$ 1,368,541	\$ 1,413,840	\$ 1,506,280
TOTAL	\$ 14,775,940	\$ 16,288,270	\$ 16,430,932	\$ 15,809,133	\$ 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	\$4,055,068	25.65%	28.14%
Res. Non Income Eligible	\$5,870,405	37.13%	40.74%
Residential Subtotal	\$9,925,473	62.78%	68.89%
Commercial and Industrial	\$4,483,064	28.36%	31.11%
C&I Subtotal	\$4,483,064	28.36%	31.11%
Residential and C&I Subtotal	\$14,408,537	91.14%	100.00%
Other Expenditures			
Other Expenditures	\$1,400,596	8.86%	
Other Expenditures Subtotal	\$1,400,596	8.86%	
TOTAL	\$15,809,133	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	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	\$ 4,055,068	\$ -	\$ 4,055,068	\$ 4,526,958	\$ 4,826,752	25.7%	1.12	1.19	4,183	Homes
SCG HES Income Eligible	\$ 2,549,295	\$ -	\$ 2,549,295	\$ 2,720,307	\$ 2,875,556	20.5%	1.07	1.13	1,981	Homes
Sub Total HES Income Eligible	\$ 6,604,363	\$ -	\$ 6,604,363	\$ 7,247,265	\$ 7,702,308	23.4%	1.10	1.17	6,164	Homes
CNG Home Energy Solutions	\$ 3,098,150	\$ 578,057	\$ 3,676,207	\$ 3,467,493	\$ 4,083,544	19.6%	1.12	1.11	2,876	Homes
SCG Home Energy Solutions	\$ 1,483,515	\$ 301,332	\$ 1,784,847	\$ 1,741,956	\$ 2,004,054	12.0%	1.17	1.12	1,245	Homes
Sub Total Home Energy Solutions	\$ 4,581,665	\$ 879,389	\$ 5,461,054	\$ 5,209,449	\$ 6,087,598	16.2%	1.14	1.11	4,122	Homes
CNG HVAC / Water Heating	\$ 1,784,524	\$ 2,148,783	\$ 3,933,307	\$ 2,842,612	\$ 2,842,612	11.3%	1.59	0.72	2,815	HVAC Rebated
SCG HVAC / Water Heating	\$ 2,642,524	\$ 3,845,052	\$ 6,487,576	\$ 4,585,431	\$ 4,585,431	21.3%	1.74	0.71	4,778	HVAC Rebated
Sub Total HVAC / Water Heating	\$ 4,427,048	\$ 5,993,835	\$ 10,420,883	\$ 7,428,042	\$ 7,428,042	15.7%	1.68	0.71	7,593	HVAC Rebated
CNG Residential Behavior	\$ 151,117	\$ -	\$ 151,117	\$ 40,102	\$ 40,102	1.0%	0.27	0.27	7,000	Units
SCG Residential Behavior	\$ 151,160	\$ -	\$ 151,160	\$ 47,117	\$ 47,117	1.0%	0.31	0.31	7,000	Units
Sub Total Residential Behavior	\$ 302,277	\$ -	\$ 302,277	\$ 87,219	\$ 87,219	1.1%	0.29		14,000	
CNG New Construction	\$ 674,202	\$ 623,470	\$ 1,297,673	\$ 1,465,254	\$ 1,465,254	4.3%	2.17	1.13	320	Homes
SCG New Construction	\$ 767,744	\$ 1,244,246	\$ 1,991,990	\$ 1,112,541	\$ 1,112,541	6.2%	1.45	0.75	366	Homes
Sub Total New Construction	\$ 1,441,947	\$ 1,867,716	\$ 3,309,663	\$ 2,577,795	\$ 2,577,795	5.1%	1.79	0.92	686	Homes
Subtotal Residential	\$ 17,357,300	\$ 8,220,940	\$ 25,578,240	\$ 22,549,771	\$ 23,882,963	61.5%	1.30	0.93	32,565	Homes/ Units
Commercial and Industrial C&I Lost Opportunity										
CNG Energy Conscious Blueprint	\$ 2,209,108	\$ 4,125,561	\$ 6,334,669	\$ 3,392,221	\$ 3,392,221	14.0%	1.54	0.54	198	Projects
SCG Energy Conscious Blueprint	\$ 1,634,672	\$ 3,585,296	\$ 5,219,968	\$ 2,425,130	\$ 2,425,130	13.2%	1.48	0.46	123	Projects
Sub Total Lost Opportunity	\$ 3,843,780	\$ 7,710,858	\$ 11,554,638	\$ 5,817,352	\$ 5,817,352	13.6%	1.51	0.50	321	Projects
Commercial and Industrial Large Retrofit										
CNG Energy Opportunities	\$ 1,282,249	\$ 1,812,849	\$ 3,095,098	\$ 3,330,414	\$ 3,330,414	8.1%	2.60	1.08	40	Projects
SCG Energy Opportunities	\$ 1,075,797	\$ 1,630,302	\$ 2,706,099	\$ 3,132,053	\$ 3,132,053	8.7%	2.91	1.16	37	Projects
Sub Total Energy Opportunities	\$ 2,358,046	\$ 3,443,151	\$ 5,801,197	\$ 6,462,468	\$ 6,462,468	8.4%	2.74	1.11	77	Projects
CNG Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 653,491	\$ 727,485	\$ 1,380,976	\$ 2,318,204	\$ 2,318,204	4.1%	3.55	1.68	78	Projects
SCG Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 273,455	\$ 455,844	\$ 729,299	\$ 947,494	\$ 947,494	2.2%	3.46	1.30	34	Projects
Sub Total O&M	\$ 926,946	\$ 1,183,329	\$ 2,110,274	\$ 3,265,698	\$ 3,265,698	3.3%	3.52	1.55	112	Projects
CNG Small Business	\$ 266,975	\$ 635,094	\$ 902,069	\$ 532,749	\$ 532,749	1.7%	2.00	0.59	51	Projects
SCG Small Business	\$ 290,361	\$ 1,077,763	\$ 1,368,125	\$ 897,215	\$ 897,215	2.3%	3.09	0.66	85	Projects
Sub Total Small Business	\$ 557,336	\$ 1,712,857	\$ 2,270,194	\$ 1,429,964	\$ 1,429,964	2.0%	2.57	0.63	135	Projects
Subtotal Commercial & Industrial	\$ 7,686,109	\$ 14,050,194	\$ 21,736,303	\$ 16,975,482	\$ 16,975,482	27.2%	2.21	0.78	646	Projects
OTHER										
CNG Other Programs / Requirements	\$ 156,292									
SCG Other Programs / Requirements	\$ 211,292									
Sub Total	\$ 367,584									
CNG Other Education, Administrative & Planning	\$ 1,477,956									
SCG Other Education, Administrative & Planning	\$ 1,331,645									
Sub Total	\$ 2,809,601									
Subtotal Other	\$ 3,177,185									
PROGRAM SUBTOTALS										
CNG Residential	\$ 9,763,061	\$ 3,350,311	\$ 13,113,372	\$ 12,342,420	\$ 13,258,265	61.8%			17,195	
SCG Residential	\$ 7,594,238	\$ 4,870,629	\$ 12,464,868	\$ 10,207,351	\$ 10,624,698	61.2%			15,370	
Residential Total	\$ 17,357,300	\$ 8,220,940	\$ 25,578,240	\$ 22,549,771	\$ 23,882,963	61.5%			32,565	
CNG C&I	\$ 4,411,824	\$ 7,300,989	\$ 11,712,812	\$ 9,573,589	\$ 9,573,589	27.9%			366	
SCG C&I	\$ 3,274,285	\$ 6,749,205	\$ 10,023,490	\$ 7,401,893	\$ 7,401,893	26.4%			279	
C&I Total	\$ 7,686,109	\$ 14,050,194	\$ 21,736,303	\$ 16,975,482	\$ 16,975,482	27.2%			646	
CNG Other	\$ 1,634,248					10.3%				
SCG Other	\$ 1,542,937					12.4%				
Other Total	\$ 3,177,185	\$ -	\$ -	\$ -	\$ -	11.3%			0	
CNG TOTAL	\$ 15,809,133	\$ 10,651,300	\$ 24,826,184	\$ 21,916,009	\$ 22,831,854	56.0%			17,561	
SCG TOTAL	\$ 12,411,461	\$ 11,619,835	\$ 22,488,358	\$ 17,609,244	\$ 18,026,591	44.0%			15,649	
GRAND TOTAL	\$ 28,220,594	\$ 22,271,134	\$ 47,314,543	\$ 39,525,253	\$ 40,858,445	100.0%	1.42	0.86	33,210	

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	354,608	7,600,913	3,231	\$ 11.44	\$ 0.53	\$ 1,254.99	36,489	782,134	\$ 111.13	\$ 5.18
SCG HES Income Eligible	209,725	4,584,283	1,930	\$ 12.16	\$ 0.56	\$ 1,320.80	21,581	471,723	\$ 118.13	\$ 5.40
Sub Total HES Income Eligible	564,333	12,185,197	5,161	\$ 11.70	\$ 0.54	\$ 1,279.60	58,070	1,253,857	\$ 113.73	\$ 5.27
CNG Home Energy Solutions	285,887	5,700,295	2,652	\$ 10.84	\$ 0.54	\$ 1,168.30	29,418	586,560	\$ 105.32	\$ 5.28
SCG Home Energy Solutions	137,067	2,900,324	1,299	\$ 10.82	\$ 0.51	\$ 1,142.25	14,104	298,443	\$ 105.18	\$ 4.97
Sub Total Home Energy Solutions	422,954	8,600,619	3,951	\$ 10.83	\$ 0.53	\$ 1,159.73	43,522	885,004	\$ 105.27	\$ 5.18
CNG HVAC / Water Heating	232,634	4,648,955	2,203	\$ 7.67	\$ 0.38	\$ 810.17	23,938	478,378	\$ 74.55	\$ 3.73
SCG HVAC / Water Heating	375,472	7,509,441	3,383	\$ 7.04	\$ 0.35	\$ 781.19	38,636	772,721	\$ 68.40	\$ 3.42
Sub Total HVAC / Water Heating	608,106	12,158,396	5,585	\$ 7.28	\$ 0.36	\$ 792.62	62,574	1,251,099	\$ 70.75	\$ 3.54
CNG Residential Behavior	20,160	42,336	-	\$ 7.50	\$ 3.57		2,074	4,356	\$ 72.85	\$ 34.69
SCG Residential Behavior	23,800	49,980	-	\$ 6.35	\$ 3.02		2,449	5,143	\$ 61.72	\$ 29.39
Sub Total Residential Behavior	43,960	92,316	-	\$ 6.88	\$ 3.27		4,523	9,499	\$ 66.82	\$ 31.82
CNG New Construction	107,611	2,489,892	1,035	\$ 6.27	\$ 0.27	\$ 651.21	11,073	256,210	\$ 60.89	\$ 2.63
SCG New Construction	81,707	1,937,438	786	\$ 9.40	\$ 0.40	\$ 976.66	8,408	199,362	\$ 91.31	\$ 3.85
Sub Total New Construction	189,318	4,427,330	1,821	\$ 7.62	\$ 0.33	\$ 791.67	19,481	455,572	\$ 74.02	\$ 3.17
Subtotal Residential	1,828,671	37,463,858	16,519	\$ 9.49	\$ 0.46	\$ 1,050.77	188,170	3,855,031	\$ 92.24	\$ 4.50
Commercial and Industrial C&I Lost Opportunity										
CNG Energy Conscious Blueprint	262,379	4,167,542	3,395	\$ 8.42	\$ 0.53	\$ 650.73	26,999	428,840	\$ 81.82	\$ 5.15
SCG Energy Conscious Blueprint	187,577	2,979,414	2,413	\$ 8.71	\$ 0.55	\$ 677.53	19,302	306,582	\$ 84.69	\$ 5.33
Sub Total Lost Opportunity	449,957	7,146,956	5,808	\$ 8.54	\$ 0.54	\$ 661.86	46,301	735,422	\$ 83.02	\$ 5.23
Commercial and Industrial Large Retrofit										
CNG Energy Opportunities	317,129	3,488,128	2,326	\$ 4.04	\$ 0.37	\$ 551.23	32,633	358,928	\$ 39.29	\$ 3.57
SCG Energy Opportunities	298,241	3,280,374	2,188	\$ 3.61	\$ 0.33	\$ 491.77	30,689	337,550	\$ 35.05	\$ 3.19
Sub Total Energy Opportunities	615,370	6,768,503	4,514	\$ 3.83	\$ 0.35	\$ 522.42	63,322	696,479	\$ 37.24	\$ 3.39
CNG Business & Energy Sustainability (O&M, RetroCx, BSC)	315,055	1,614,525	1,971	\$ 2.07	\$ 0.40	\$ 331.54	32,419	166,135	\$ 20.16	\$ 3.93
SCG Business & Energy Sustainability (O&M, RetroCx, BSC)	128,769	659,887	855	\$ 2.12	\$ 0.41	\$ 319.95	13,250	67,902	\$ 20.64	\$ 4.03
Sub Total O&M	443,824	2,274,411	2,826	\$ 2.09	\$ 0.41	\$ 328.04	45,670	234,037	\$ 20.30	\$ 3.96
CNG Small Business	45,727	676,495	431	\$ 5.84	\$ 0.39	\$ 619.16	4,705	69,611	\$ 56.74	\$ 3.84
SCG Small Business	77,244	1,090,726	658	\$ 3.76	\$ 0.27	\$ 441.37	7,948	112,236	\$ 36.53	\$ 2.59
Sub Total Small Business	122,971	1,767,221	1,089	\$ 4.53	\$ 0.32	\$ 511.76	12,654	181,847	\$ 44.05	\$ 3.06
Subtotal Commercial & Industrial	1,632,121	17,957,090	14,236	\$ 4.71	\$ 0.43	\$ 539.90				
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	1,000,900	20,482,392	9,121	\$ 9.75	\$ 0.48	\$ 1,070.40	102,993	2,107,638	\$ 94.79	\$ 4.63
SCG Residential	827,771	16,981,466	7,398	\$ 9.17	\$ 0.45	\$ 1,026.57	85,178	1,747,393	\$ 89.16	\$ 4.35
Residential Total	1,828,671	37,463,858	16,519	\$ 9.49	\$ 0.46	\$ 1,050.77	188,170	3,855,031	\$ 92.24	\$ 4.50
CNG C&I	940,291	9,946,690	8,123	\$ 4.69	\$ 0.44	\$ 543.11	96,756	1,023,514	\$ 45.60	\$ 4.31
SCG C&I	691,831	8,010,401	6,113	\$ 4.73	\$ 0.41	\$ 535.64	71,189	824,270	\$ 45.99	\$ 3.97
C&I Total	1,632,121	17,957,090	14,236	\$ 4.71	\$ 0.43	\$ 539.90	167,945	1,847,785	\$ 45.77	\$ 4.16
CNG Other							0	0		
SCG Other							0	0		
Other Total	-	-	-				0	0		
CNG TOTAL	1,941,191	30,429,082	17,244	\$ 8.14	\$ 0.52	\$ 916.78	199,749	3,131,153	\$ 79.15	\$ 5.05
SCG TOTAL	1,519,602	24,991,867	13,511	\$ 8.11	\$ 0.50	\$ 918.65	156,367	2,571,663	\$ 78.85	\$ 4.82
GRAND TOTAL	3,460,793	55,420,949	30,755	\$ 7.57	\$ 0.50	\$ 917.60	356,116	5,702,816	\$ 73.60	\$ 4.90

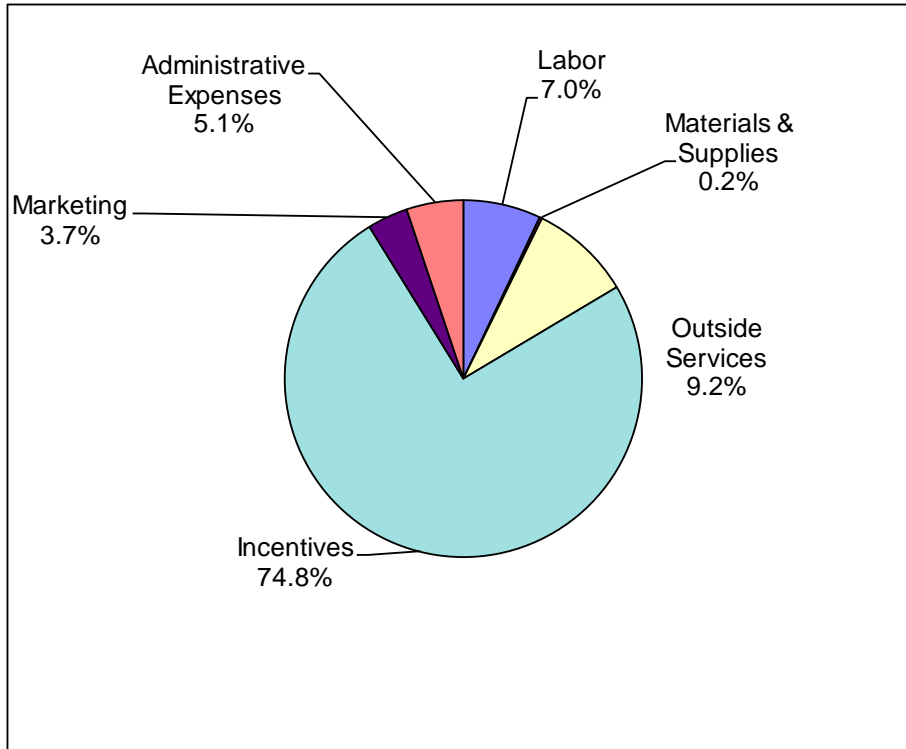
Connecticut Natural Gas: Table C (2018)

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	\$ 4,632	\$ 623,470	\$ 4,000	\$ 2,500	\$ 674,202
Home Energy Solutions (HES)	\$ 138,530	\$ 2,000	\$ 342,733	\$ 2,507,527	\$ 103,333	\$ 4,027	\$ 3,098,150
HVAC /Water Heating	\$ 52,034	\$ 6,300	\$ 139,672	\$ 1,568,517	\$ 25,000	\$ 3,000	\$ 1,784,524
HES Income Eligible	\$ 139,060	\$ 2,500	\$ 53,800	\$ 3,825,107	\$ 32,000	\$ 2,600	\$ 4,055,068
Residential Behavior	\$ 15,214	\$ -	\$ 135,903	\$ -	\$ -	\$ -	\$ 151,117
Subtotal Residential	\$ 383,439	\$ 11,800	\$ 676,740	\$ 8,514,622	\$ 164,333	\$ 12,127	\$ 9,763,061
COMMERCIAL & INDUSTRIAL LOST OPPORTUNITY							
Energy Conscious Blueprint	\$ 205,534	\$ 10,251	\$ 88,470	\$ 1,686,177	\$ 198,173	\$ 20,502	\$ 2,209,108
Subtotal C&I - Lost Opportunity	\$ 205,534	\$ 10,251	\$ 88,470	\$ 1,686,177	\$ 198,173	\$ 20,502	\$ 2,209,108
COMMERCIAL & INDUSTRIAL LARGE RETROFIT							
Energy Opportunities	\$ 159,394	\$ 5,000	\$ 30,316	\$ 937,938	\$ 144,602	\$ 5,000	\$ 1,282,249
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 27,069	\$ 5,000	\$ 45,612	\$ 519,017	\$ 49,292	\$ 7,500	\$ 653,491
Subtotal C&I - Lost Opportunity	\$ 186,463	\$ 10,000	\$ 75,928	\$ 1,456,955	\$ 193,894	\$ 12,500	\$ 1,935,740
Small Business	\$ 13,464	\$ 2,000	\$ 10,250	\$ 159,889	\$ 21,372	\$ 60,000	\$ 266,975
Subtotal C&I	\$ 405,461	\$ 22,251	\$ 174,649	\$ 3,303,022	\$ 413,439	\$ 93,002	\$ 4,411,824
OTHER - PROGRAMS/REQUIREMENTS & PLANNING							
OTHER - EDUCATION							
Educate the Public	\$ 18,472	\$ 469	\$ 28,787	\$ -	\$ 1,657	\$ 25,181	\$ 74,566
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Educate the Students	\$ 4,830	\$ 374	\$ 16,500	\$ -	\$ 862	\$ 2,954	\$ 25,520
Educate the Workforce	\$ 1,157	\$ 1,147	\$ 7,394	\$ -	\$ -	\$ 1,631	\$ 11,329
Subtotal Education	\$ 24,459	\$ 1,990	\$ 52,681	\$ -	\$ 2,519	\$ 29,766	\$ 111,415
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	\$ -	\$ 9,383	\$ -	\$ -	\$ -	\$ 146,375
Marketing Plan	\$ -	\$ -	\$ 15,945	\$ -	\$ -	\$ -	\$ 15,945
Information Technology	\$ 21,670	\$ -	\$ 87,321	\$ -	\$ -	\$ -	\$ 108,991
Planning	\$ 138,979	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 138,979
Evaluation Measurement and Verification	\$ -	\$ -	\$ 217,523	\$ -	\$ -	\$ -	\$ 217,523
Evaluation Administrator	\$ -	\$ -	\$ 18,667	\$ -	\$ -	\$ -	\$ 18,667
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 31,893	\$ -	\$ -	\$ -	\$ 31,893
Audits - Financial and Operational	\$ -	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ 10,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Other	\$ 297,641	\$ -	\$ 390,732	\$ -	\$ -	\$ 678,168	\$ 1,366,541
TOTAL BUDGET	\$ 1,110,999	\$ 36,041	\$ 1,451,094	\$ 11,817,644	\$ 580,291	\$ 813,063	\$ 15,809,133

Connecticut Natural Gas: Table C Pie Chart (2018)

CNG
2018 Gas Energy Efficiency
Budget By Expense Class



Expense Classes	Budget	% of Budget
Labor	\$ 1,110,999	7.0%
Materials & Supplies	\$ 36,041	0.2%
Outside Services	\$ 1,451,094	9.2%
Incentives	\$ 11,817,644	74.8%
Marketing	\$ 580,291	3.7%
Administrative Expenses	\$ 813,063	5.1%
Total	\$ 15,809,133	100.00%

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

Expenditures \$ (000)										
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	\$ 1,035	\$ 838	\$ 904	\$ 2,912	\$ 4,513	\$ 4,256	\$ 5,307	\$ 4,055	\$ 4,364	\$ 4,397
Home Energy Solutions (HES)	\$ 1,518	\$ 1,548	\$ 2,014	\$ 4,584	\$ 3,342	\$ 2,439	\$ 2,356	\$ 3,098	\$ 3,307	\$ 3,331
HVAC / Water Heating	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,870	\$ 1,746	\$ 1,785	\$ 1,927	\$ 1,945
Residential New Construction	\$ 905	\$ 477	\$ 1,374	\$ 448	\$ 562	\$ 710	\$ 427	\$ 674	\$ 703	\$ 686
Residential Behavior						\$ 165	\$ 32	\$ 151	\$ 161	\$ 157
Water Heating	\$ 45	\$ 45	\$ 22	\$ 97	\$ 344					
Subtotal Residential	\$ 3,503	\$ 2,908	\$ 4,314	\$ 8,041	\$ 8,761	\$ 9,440	\$ 9,867	\$ 9,763	\$ 10,463	\$ 10,516
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	\$ 873	\$ 1,262	\$ 1,177	\$ 1,885	\$ 1,151	\$ 2,120	\$ 2,297	\$ 2,209	\$ 2,385	\$ 2,406
Total - Lost Opportunity	\$ 873	\$ 1,262	\$ 1,177	\$ 1,885	\$ 1,151	\$ 2,120	\$ 2,297	\$ 2,209	\$ 2,385	\$ 2,406
C&I LARGE RETROFIT										
Energy Opportunities	\$ 471	\$ 778	\$ 1,536	\$ 814	\$ 1,150	\$ 854	\$ 1,286	\$ 1,282	\$ 1,386	\$ 1,398
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 29	\$ 160	\$ 90	\$ 385	\$ 78	\$ 312	\$ 602	\$ 653	\$ 705	\$ 711
Process Retrofit Project										
Total - C&I Large Retrofit	\$ 500	\$ 938	\$ 1,626	\$ 1,199	\$ 1,228	\$ 1,166	\$ 1,888	\$ 1,936	\$ 2,091	\$ 2,109
Small Business	\$ -	\$ 51	\$ 211	\$ 199	\$ 192	\$ 195	\$ 138	\$ 267	\$ 288	\$ 288
Subtotal C&I	\$ 1,374	\$ 2,251	\$ 3,014	\$ 3,283	\$ 2,571	\$ 3,481	\$ 4,323	\$ 4,412	\$ 4,763	\$ 4,804
OTHER-EDUCATION										
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200	\$ 186	\$ 75	\$ 75	\$ 189
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 94	\$ 34	\$ -	\$ -	\$ 150
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 33	\$ 68	\$ 26	\$ 26	\$ 52
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30	\$ 14	\$ 11	\$ 11	\$ 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	\$ 302	\$ 111	\$ 111	\$ 420
OTHER-PROGRAMS/REQUIREMENTS										
Financing Support - Residential	\$ 53	\$ 57	\$ 56	\$ 56	\$ 77	\$ 59	\$ 67	\$ 86	\$ 86	\$ 86
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (7)	\$ 23	\$ 20	\$ 20	\$ 20
Research, Development & Demonstration	\$ -	\$ -	\$ 79	\$ -	\$ -	\$ 7	\$ 17	\$ 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	\$ 53	\$ 57	\$ 153	\$ 99	\$ 130	\$ 59	\$ 106	\$ 156	\$ 156	\$ 156
OTHER-ADMINISTRATIVE & PLANNING										
Administration	\$ -	\$ -	\$ 90	\$ 130	\$ 237	\$ 130	\$ 172	\$ 146	\$ 146	\$ 158
Marketing Plan	\$ -	\$ -	\$ -	\$ 97	\$ 85	\$ 109	\$ 73	\$ 16	\$ 16	\$ 81
Planning	\$ 28	\$ 234	\$ 145	\$ 99	\$ 101	\$ 141	\$ 169	\$ 139	\$ 139	\$ 139
Evaluation Measurement and Verification	\$ 18	\$ 128	\$ 36	\$ 132	\$ 231	\$ 200	\$ 200	\$ 218	\$ 218	\$ 200
Evaluation Administrator	\$ -	\$ -	\$ -	\$ 26	\$ 26	\$ 20	\$ 20	\$ 19	\$ 19	\$ 20
Information Technology	\$ 31	\$ 32	\$ 49	\$ 101	\$ 141	\$ 109	\$ 107	\$ 109	\$ 109	\$ 109
Energy Efficiency Board Consultants	\$ 12	\$ 22	\$ 43	\$ 24	\$ 63	\$ 43	\$ 43	\$ 32	\$ 32	\$ 43
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10	\$ 10	\$ 10	\$ 10
Performance Management Incentive	\$ -	\$ -	\$ 601	\$ 598	\$ 733	\$ 687	\$ 896	\$ 678	\$ 725	\$ 746
Subtotal - Administrative & Planning	\$ 89	\$ 417	\$ 964	\$ 1,208	\$ 1,617	\$ 1,439	\$ 1,690	\$ 1,367	\$ 1,414	\$ 1,506
TOTAL	\$ 5,019	\$ 5,633	\$ 8,450	\$ 12,865	\$ 13,306	\$ 14,776	\$ 16,288	\$ 15,809	\$ 16,908	\$ 17,403

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	2010	2011	2012	2013	2014	2015	2016	2017	2018
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	136	149	211	124	95	423	451	594	473	355
Home Energy Solutions (HES)	68	267	196	269	403	607	496	278	243	286
HVAC / Water Heating	-	-	-	-	-	-	-	257	215	233
Residential New Construction	28	39	35	34	74	90	49	96	97	108
Residential Behavior								89	62	20
Water Heating	16	12	14	8	1	16	44	-	-	-
Subtotal Residential	248	467	456	435	573	1,136	1,030	1,314	1,090	1,001
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	89	106	154	308	399	274	256	403	528	262
Total - Lost Opportunity	89	106	154	308	399	274	256	403	528	262
C&I LARGE RETROFIT										
Energy Opportunities	72	122	140	217	403	264	203	222	307	317
Business & Energy Sustainability (O&M, RetroCx, BSC)	-	8	34	200	91	245	133	134	195	315
Total - C&I Large Retrofit	72	130	174	417	494	509	336	356	502	632
Small Business	-	-	-	19	33	14	40	16	48	46
Subtotal C&I	161	237	328	744	926	797	632	775	1,078	940
PROGRAM SUB-TOTALS										
Residential	248	467	456	435	573	1,136	1,030	1,314	1,090	1,001
C&I	161	237	328	744	926	797	632	775	1,078	940
TOTAL	408	703	783	1,180	1,500	1,934	1,662	2,089	2,168	1,941
Lifetime ccf (000)										
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	2,161	2,062	2,752	2,500	1,612	8,285	8,660	12,047	9,848	7,601
Home Energy Solutions (HES)	1,419	5,414	3,416	4,997	7,461	12,033	9,870	5,652	4,944	5,700
HVAC / Water Heating	-	-	-	-	-	-	-	5,114	4,264	4,649
Residential New Construction	693	980	878	820	1,675	2,078	1,116	2,384	2,414	2,490
Residential Behavior								232	162	42
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	21,632	20,482
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	1,351	1,578	2,343	4,294	6,670	4,233	4,136	6,233	8,415	4,168
Total - Lost Opportunity	1,351	1,578	2,343	4,294	6,670	4,233	4,136	6,233	8,415	4,168
C&I LARGE RETROFIT										
Energy Opportunities	832	1,439	1,483	2,094	4,517	2,793	2,476	2,331	3,541	3,488
Business & Energy Sustainability (O&M, RetroCx, BSC)	-	84	327	1,172	466	1,700	889	729	1,041	1,615
Total - C&I Large Retrofit	832	1,523	1,809	3,267	4,983	4,493	3,365	3,060	4,582	5,103
Small Business	-	-	-	193	442	217	485	181	592	676
Subtotal C&I	2,183	3,101	4,153	7,753	12,095	8,943	7,986	9,474	13,589	9,947
PROGRAM SUB-TOTALS										
Residential	4,599	8,691	7,325	8,463	10,773	22,681	20,455	25,430	21,632	20,482
C&I	2,183	3,101	4,153	7,753	12,095	8,943	7,986	9,474	13,589	9,947
TOTAL	6,782	11,792	11,478	16,216	22,868	31,624	28,441	34,904	35,221	30,429

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	2010	2011	2012	2013	2014	2015	2016	2017	2018	Goal	Goal
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal
RESIDENTIAL												
HES Income Eligible - Weatherization	\$ 4,910	\$ 5,400	\$ 4,906	\$ 6,734	\$ 9,464	\$ 6,884	\$ 10,007	\$ 7,165	\$ 11,220	\$ 11,220	\$ 11,435	\$ 11,435
Home Energy Solutions (HES)	\$ 7,619	\$ 5,128	\$ 7,757	\$ 5,748	\$ 4,988	\$ 7,552	\$ 6,877	\$ 8,773	\$ 9,693	\$ 9,693	\$ 10,837	\$ 10,837
HVAC / Water Heating									\$ 7,276	\$ 8,119	\$ 7,671	\$ 7,671
Residential New Construction	\$ 6,459	\$ 10,766	\$ 25,790	\$ 14,046	\$ 18,663	\$ 4,978	\$ 11,469	\$ 7,396	\$ 4,402	\$ 6,265	\$ 6,265	\$ 6,265
Residential Behavior									\$ 1,854	\$ 0,515	\$ 7,496	\$ 7,496
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	\$ 9,053	\$ 9,053	\$ 9,754	\$ 9,754
COMMERCIAL & INDUSTRIAL												
Energy Conscious Blueprint	\$ 6,453	\$ 6,834	\$ 5,688	\$ 4,093	\$ 2,950	\$ 6,880	\$ 4,496	\$ 5,261	\$ 4,350	\$ 4,350	\$ 8,420	\$ 8,420
Total - Lost Opportunity	\$ 6,453	\$ 6,834	\$ 5,688	\$ 4,093	\$ 2,950	\$ 6,880	\$ 4,496	\$ 5,261	\$ 4,350	\$ 4,350	\$ 8,420	\$ 8,420
C&I LARGE RETROFIT												
Energy Opportunities	\$ 1,955	\$ 2,669	\$ 3,352	\$ 3,585	\$ 3,811	\$ 3,083	\$ 5,665	\$ 3,847	\$ 4,190	\$ 4,190	\$ 4,043	\$ 4,043
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ -	\$ 1,706	\$ 0,876	\$ 0,799	\$ 0,989	\$ 1,571	\$ 0,586	\$ 2,328	\$ 3,087	\$ 3,087	\$ 2,074	\$ 2,074
Total - C&I Large Retrofit	\$ 2,066	\$ 2,608	\$ 2,875	\$ 2,250	\$ 3,291	\$ 2,356	\$ 3,655	\$ 3,275	\$ 3,761	\$ 3,761	\$ 3,062	\$ 3,062
Small Business	\$ -	\$ -	\$ -	\$ 2,676	\$ 6,337	\$ 13,808	\$ 4,800	\$ 12,188	\$ 2,874	\$ 5,838	\$ 5,838	\$ 5,838
Subtotal C&I	\$ 4,491	\$ 4,509	\$ 4,194	\$ 3,024	\$ 3,254	\$ 4,117	\$ 4,068	\$ 4,492	\$ 4,010	\$ 4,010	\$ 4,692	\$ 4,692
Lifetime \$/ccf												
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Goal	Goal
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal
RESIDENTIAL												
HES Income Eligible - Weatherization	\$ 0,308	\$ 0,390	\$ 0,376	\$ 0,335	\$ 0,561	\$ 0,351	\$ 0,521	\$ 0,353	\$ 0,539	\$ 0,539	\$ 0,533	\$ 0,533
Home Energy Solutions (HES)	\$ 0,366	\$ 0,253	\$ 0,444	\$ 0,310	\$ 0,270	\$ 0,381	\$ 0,339	\$ 0,432	\$ 0,476	\$ 0,476	\$ 0,544	\$ 0,544
HVAC / Water Heating								\$ 0,366	\$ 0,409	\$ 0,384	\$ 0,384	\$ 0,384
Residential New Construction	\$ 0,258	\$ 0,431	\$ 1,032	\$ 0,582	\$ 0,821	\$ 0,216	\$ 0,504	\$ 0,298	\$ 0,177	\$ 0,271	\$ 0,271	\$ 0,271
Residential Behavior									\$ 0,711	\$ 0,197	\$ 3,569	\$ 3,569
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	\$ 0,456	\$ 0,456	\$ 0,477	\$ 0,477
COMMERCIAL & INDUSTRIAL												
Energy Conscious Blueprint	\$ 0,424	\$ 0,461	\$ 0,373	\$ 0,294	\$ 0,176	\$ 0,445	\$ 0,278	\$ 0,340	\$ 0,273	\$ 0,273	\$ 0,530	\$ 0,530
Total - Lost Opportunity	\$ 0,424	\$ 0,461	\$ 0,373	\$ 0,294	\$ 0,176	\$ 0,445	\$ 0,278	\$ 0,340	\$ 0,273	\$ 0,273	\$ 0,530	\$ 0,530
C&I LARGE RETROFIT												
Energy Opportunities	\$ 0,169	\$ 0,226	\$ 0,318	\$ 0,372	\$ 0,340	\$ 0,291	\$ 0,464	\$ 0,366	\$ 0,363	\$ 0,363	\$ 0,368	\$ 0,368
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ -	\$ 0,171	\$ 0,090	\$ 0,136	\$ 0,193	\$ 0,226	\$ 0,088	\$ 0,428	\$ 0,578	\$ 0,578	\$ 0,405	\$ 0,405
Total - C&I Large Retrofit	\$ 0,178	\$ 0,223	\$ 0,276	\$ 0,287	\$ 0,326	\$ 0,267	\$ 0,365	\$ 0,381	\$ 0,412	\$ 0,412	\$ 0,379	\$ 0,379
Small Business	\$ -	\$ -	\$ -	\$ 0,265	\$ 0,476	\$ 0,918	\$ 0,396	\$ 1,077	\$ 0,233	\$ 0,395	\$ 0,395	\$ 0,395
Subtotal C&I	\$ 0,330	\$ 0,344	\$ 0,331	\$ 0,290	\$ 0,249	\$ 0,367	\$ 0,322	\$ 0,367	\$ 0,318	\$ 0,318	\$ 0,444	\$ 0,444

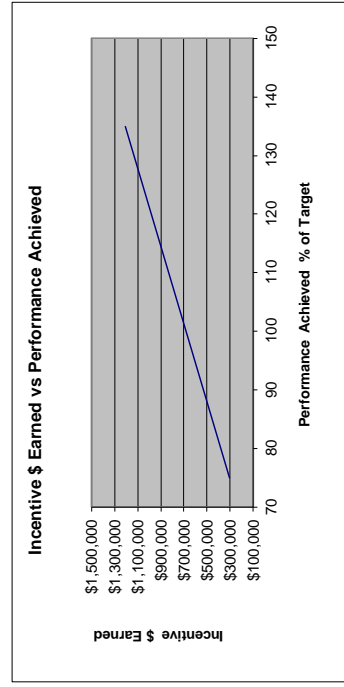
Connecticut Natural Gas: Table D3 – Projected Units (2009-2018)

Table D3 CNG Historical and Projected Units												
Units												
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Actual	Goal
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual		
RESIDENTIAL												
HES Income Eligible - Weatherization	1,492	1,428	1,720	1,112	800	3,766	4,036	5,720	1,584	4,183		
Home Energy Solutions (HES)	1,064	3,251	1,895	2,709	4,543	4,872	3,957	2,937	2,251	2,876		
HVAC / Water Heating	-	-	-	-	-	-	-	2,922	2,452	2,815		
Residential New Construction	116	152	204	276	345	163	181	275	355	320		
Residential Behavior								26,243	26,455	7,000		
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	33,097	17,195		
COMMERCIAL & INDUSTRIAL												
Energy Conscious Blueprint	26	33	46	93	125	97	54	125	163	198		
Total - Lost Opportunity	26	33	46	93	125	97	54	125	163	198		
C&I LARGE RETROFIT												
Energy Opportunities	12	23	44	20	24	31	22	38	32	40		
Business & Energy Sustainability (O&M, RetroCx, BSC)	-	1	3	9	8	19	26	12	26	78		
Total - C&I Large Retrofit	12	24	47	29	32	50	48	50	58	118		
Small Business	-	-	-	9	20	24	31	26	28	51		
Subtotal C&I	38	57	93	131	177	171	133	201	249	366		
PROGRAM SUB-TOTALS												
Residential	2,941	5,024	4,069	4,185	5,714	9,089	8,910	38,097	33,097	17,195		
C&I	38	57	93	131	177	171	133	201	249	366		
TOTAL	2,979	5,081	4,162	4,316	5,891	9,260	9,043	38,298	33,346	17,561		

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 \$678,168. 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:



Performance %	Pre-tax Incentive	Pre-tax Incentive
75	2.0%	\$301,408
85	3.0%	\$452,112
95	4.0%	\$602,816
100	4.5%	\$678,168
105	5.0%	\$753,520
115	6.0%	\$904,224
125	7.0%	\$1,054,928
135	8.0%	\$1,205,632
Total Original Budget*		\$15,070,404

*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 Home Energy Solutions HVAC / Water Heating Residential Behavior New Construction Total Lifetime Savings (ccf) Present Value Lifetime Savings (ccf)	7,600,913 5,700,295 4,648,955 42,336 2,489,892 20,482,392 \$0.6026	Gas Benefit from all Residential programs \$12,342,420	0.195	\$132,243
	Total Residential Gas Benefit:	\$12,342,420			
	Net Residential Gas Benefit:	\$2,442,641	\$2,442,641	0.195	\$132,243
HES	Achieve CCF savings per single family home - based on 2017 actuals adjusted to 2018 CT PSD plus 2.0%.		Achieve CCF savings / single family home.	0.060	\$40,690
HES-IE	Annual ccf savings		354,608	0.030	\$20,345

Connecticut Natural Gas: PMI (2018) cont.

C&I Program Budgets	\$ 4,493,507	Lifetime Savings (ccf): Energy Conscious Blueprint Energy Opportunities O&M Small Business Total Lifetime Savings (ccf) Present Value Lifetime Savings (ccf)	4,167,542 3,488,128 1,614,525 676,495 9,946,690 \$0,9625	Total Gas Benefit from all C&I programs	Gas Benefit from all C&I programs \$9,573,589	0.210	\$142,415
		Total C&I Gas Benefit: \$9,573,589					
				Net C&I Gas Benefit: \$5,080,082		0.210	\$142,415
Small Business	\$ 266,975	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).			20% of signed projects	0.050	\$33,908
Energy Blueprint / Energy Opportunities		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	\$33,908
Total Incentive \$ Residential and C&I						1.000	\$678,168

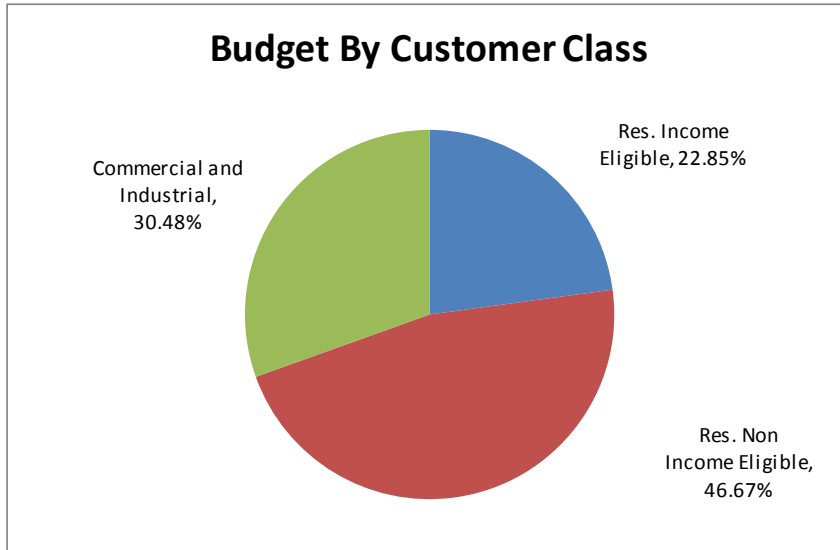
Southern Connecticut Gas Tables
Southern Connecticut Gas: Table A (2016-2020)

Table A
SCG
Proposed Natural Gas Energy Efficiency Plan Budget

	12/31/2016	12/31/2017	11/01/2017	03/01/2018	03/01/2018	03/01/2018
Natural Gas EE Budget	2016	2017	2018	2018	2019	2020
	SCG Actual Results	SCG Actual Results	SCG Budget Update	SCG Budget Update	SCG Budget Update	SCG Budget Update
RESIDENTIAL						
Residential New Construction	\$ 623,321	\$ 391,794	\$ 846,192	\$ 787,744	\$ 867,572	\$ 846,192
Home Energy Solutions (HES)	\$ 1,477,392	\$ 1,647,789	\$ 2,396,710	\$ 1,483,515	\$ 2,574,468	\$ 2,484,473
HVAC / Water Heating	\$ 1,675,005	\$ 1,497,420	\$ 2,289,313	\$ 2,642,524	\$ 2,377,420	\$ 2,349,131
HES Income Eligible - Weatherization	\$ 2,730,668	\$ 2,803,826	\$ 2,815,636	\$ 2,549,295	\$ 2,938,507	\$ 2,917,837
Residential Behavior	\$ 7,288	\$ -	\$ -	\$ 151,160	\$ -	\$ -
Subtotal Residential	\$ 6,513,674	\$ 6,340,829	\$ 8,346,851	\$ 7,594,238	\$ 8,175,967	\$ 8,597,632
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 1,246,520	\$ 955,749	\$ 1,806,412	\$ 1,634,672	\$ 1,884,082	\$ 1,868,664
Total - Lost Opportunity	\$ 1,246,520	\$ 955,749	\$ 1,806,412	\$ 1,634,672	\$ 1,884,082	\$ 1,868,664
C&I LARGE RETROFIT						
Energy Opportunities	\$ 910,593	\$ 1,445,998	\$ 1,190,343	\$ 1,075,797	\$ 1,241,523	\$ 1,231,364
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 69,233	\$ 118,288	\$ 302,537	\$ 273,455	\$ 315,545	\$ 312,963
Total - C&I Large Retrofit	\$ 979,826	\$ 1,564,287	\$ 1,492,880	\$ 1,349,252	\$ 1,557,069	\$ 1,544,327
Small Business	\$ 241,093	\$ 156,639	\$ 320,092	\$ 290,361	\$ 333,854	\$ 331,122
Subtotal C&I	\$ 2,467,439	\$ 2,676,674	\$ 3,619,383	\$ 3,274,285	\$ 3,775,005	\$ 3,744,114
OTHER - Education						
Educate the Public	\$ 217,814	\$ 209,992	\$ 188,990	\$ 74,566	\$ 74,566	\$ 188,990
Customer Engagement	\$ 66,666	\$ 17,497	\$ 150,000	\$ -	\$ -	\$ 150,000
Educate the Students	\$ 35,405	\$ 67,767	\$ 52,275	\$ 25,519	\$ 25,519	\$ 52,275
Educate the Workforce	\$ 29,867	\$ 16,028	\$ 28,999	\$ 11,329	\$ 11,329	\$ 28,999
Subtotal Education	\$ 349,752	\$ 311,283	\$ 420,264	\$ 111,414	\$ 111,414	\$ 420,264
OTHER - PROGRAMS/REQUIREMENTS						
Financing Support - Residential	\$ 77,279	\$ 103,476	\$ 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	\$ 16,550	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Subtotal Programs/Requirements	\$ 84,779	\$ 120,026	\$ 211,292	\$ 211,292	\$ 211,292	\$ 211,292
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 129,733	\$ 171,670	\$ 157,667	\$ 146,376	\$ 146,376	\$ 157,667
Marketing Plan	\$ 109,137	\$ 73,106	\$ 77,725	\$ 15,945	\$ 15,945	\$ 81,058
Planning	\$ 141,078	\$ 169,260	\$ 138,979	\$ 138,979	\$ 138,979	\$ 138,979
Evaluation Measurement and Verification	\$ 200,000	\$ 200,000	\$ 200,000	\$ 217,523	\$ 217,523	\$ 200,000
Evaluation Administrator	\$ 20,000	\$ 20,000	\$ 20,000	\$ 18,667	\$ 18,667	\$ 20,000
Information Technology	\$ 109,469	\$ 106,126	\$ 108,992	\$ 108,992	\$ 108,992	\$ 108,992
Energy Efficiency Board Consultants	\$ 43,333	\$ 43,333	\$ 43,333	\$ 31,893	\$ 31,893	\$ 43,333
Audits - Financial and Operational	\$ -	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Performance Management Incentive	\$ 687,237	\$ 435,308	\$ 597,652	\$ 531,857	\$ 606,757	\$ 614,700
Subtotal Other - Administrative & Planning	\$ 1,439,987	\$ 1,228,803	\$ 1,354,348	\$ 1,220,231	\$ 1,295,132	\$ 1,374,729
TOTAL	\$ 10,855,631	\$ 10,677,615	\$ 13,952,138	\$ 12,411,461	\$ 14,150,809	\$ 14,348,031

Southern Connecticut Gas: Table A Pie Chart (2018)

SCG 2018 Budget Analysis



Customer Class	Budget*	% of Total Conservation Budget	% of Residential & C&I Budget
Res. Income Eligible	\$2,549,295	20.54%	22.85%
Res. Non Income Eligible	\$5,207,354	41.96%	46.67%
Residential Subtotal	\$7,756,649	62.50%	69.52%
Commercial and Industrial	\$3,400,525	27.40%	30.48%
C&I Subtotal	\$3,400,525	27.40%	30.48%
Residential and C&I Subtotal	\$11,157,175	89.89%	100.00%
Other Expenditures			
Other Expenditures	\$1,254,286	10.11%	
Other Expenditures Subtotal	\$1,254,286	10.11%	
TOTAL	\$12,411,461	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	\$ 4,055,068	\$ -	\$ 4,055,068	\$ 4,526,958	\$ 4,826,752	25.7%	1.12	1.19	4,183	Homes
SCG HES Income Eligible	\$ 2,549,295	\$ -	\$ 2,549,295	\$ 2,720,307	\$ 2,875,556	20.5%	1.07	1.13	1,981	Homes
Sub Total HES Income Eligible	\$ 6,604,363	\$ -	\$ 6,604,363	\$ 7,247,265	\$ 7,702,308	23.4%	1.10	1.17	6,164	Homes
CNG Home Energy Solutions	\$ 3,098,150	\$ 578,057	\$ 3,676,207	\$ 3,467,493	\$ 4,083,544	19.6%	1.12	1.11	2,876	Homes
SCG Home Energy Solutions	\$ 1,483,515	\$ 301,332	\$ 1,784,847	\$ 1,741,956	\$ 2,004,054	12.0%	1.17	1.12	1,245	Homes
Sub Total Home Energy Solutions	\$ 4,581,665	\$ 879,389	\$ 5,461,054	\$ 5,209,449	\$ 6,087,598	16.2%	1.14	1.11	4,122	Homes
CNG HVAC / Water Heating	\$ 1,784,524	\$ 2,148,783	\$ 3,933,307	\$ 2,842,612	\$ 2,842,612	11.3%	1.59	0.72	2,815	HVAC Rebated
SCG HVAC / Water Heating	\$ 2,642,524	\$ 3,845,052	\$ 6,487,576	\$ 4,585,431	\$ 4,585,431	21.3%	1.74	0.71	4,778	HVAC Rebated
Sub Total HVAC / Water Heating	\$ 4,427,048	\$ 5,993,835	\$ 10,420,883	\$ 7,428,042	\$ 7,428,042	15.7%	1.68	0.71	7,593	HVAC Rebated
CNG Residential Behavior	\$ 151,117	\$ -	\$ 151,117	\$ 40,102	\$ 40,102	1.0%	0.27	0.27	7,000	Units
SCG Residential Behavior	\$ 151,160	\$ -	\$ 151,160	\$ 47,117	\$ 47,117	1.0%	0.31	0.31	7,000	Units
Sub Total Residential Behavior	\$ 302,277	\$ -	\$ 302,277	\$ 87,219	\$ 87,219	1.1%	0.29		14,000	
CNG New Construction	\$ 674,202	\$ 623,470	\$ 1,297,673	\$ 1,465,254	\$ 1,465,254	4.3%	2.17	1.13	320	Homes
SCG New Construction	\$ 767,744	\$ 724,246	\$ 1,491,990	\$ 1,112,541	\$ 1,112,541	6.2%	1.45	0.75	366	Homes
Sub Total New Construction	\$ 1,441,947	\$ 1,347,716	\$ 2,789,663	\$ 2,577,795	\$ 2,577,795	5.1%	1.79	0.92	686	Homes
Subtotal Residential	\$ 17,357,300	\$ 8,220,940	\$ 25,578,240	\$ 22,549,771	\$ 23,882,963	61.5%	1.30	0.93	32,565	Homes/ Units
Commercial and Industrial C&I Lost Opportunity										
CNG Energy Conscious Blueprint	\$ 2,209,108	\$ 4,125,561	\$ 6,334,669	\$ 3,392,221	\$ 3,392,221	14.0%	1.54	0.54	198	Projects
SCG Energy Conscious Blueprint	\$ 1,634,672	\$ 3,585,296	\$ 5,219,968	\$ 2,425,130	\$ 2,425,130	13.2%	1.48	0.46	123	Projects
Sub Total Lost Opportunity	\$ 3,843,780	\$ 7,710,858	\$ 11,554,638	\$ 5,817,352	\$ 5,817,352	13.6%	1.51	0.50	321	Projects
Commercial and Industrial Large Retrofit										
CNG Energy Opportunities	\$ 1,282,249	\$ 1,812,849	\$ 3,095,098	\$ 3,330,414	\$ 3,330,414	8.1%	2.60	1.08	40	Projects
SCG Energy Opportunities	\$ 1,075,797	\$ 1,630,302	\$ 2,706,099	\$ 3,132,053	\$ 3,132,053	8.7%	2.91	1.16	37	Projects
Sub Total Energy Opportunities	\$ 2,358,046	\$ 3,443,151	\$ 5,801,197	\$ 6,462,468	\$ 6,462,468	8.4%	2.74	1.11	77	Projects
CNG Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 653,491	\$ 727,485	\$ 1,380,976	\$ 2,318,204	\$ 2,318,204	4.1%	3.55	1.68	78	Projects
SCG Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 273,455	\$ 455,844	\$ 729,299	\$ 947,494	\$ 947,494	2.2%	3.46	1.30	34	Projects
Sub Total O&M	\$ 926,946	\$ 1,183,329	\$ 2,110,274	\$ 3,265,698	\$ 3,265,698	3.3%	3.52	1.55	112	Projects
CNG Small Business	\$ 266,975	\$ 635,094	\$ 902,069	\$ 532,749	\$ 532,749	1.7%	2.00	0.59	51	Projects
SCG Small Business	\$ 290,361	\$ 1,077,763	\$ 1,368,125	\$ 897,215	\$ 897,215	2.3%	3.09	0.66	85	Projects
Sub Total Small Business	\$ 557,336	\$ 1,712,857	\$ 2,270,194	\$ 1,429,964	\$ 1,429,964	2.0%	2.57	0.63	135	Projects
Subtotal Commercial & Industrial	\$ 7,686,109	\$ 14,050,194	\$ 21,736,303	\$ 16,975,482	\$ 16,975,482	27.2%	2.21	0.78	646	Projects
OTHER										
CNG Other Programs / Requirements	\$ 156,292									
SCG Other Programs / Requirements	\$ 211,292									
Sub Total	\$ 367,584									
CNG Other Education, Administrative & Planning	\$ 1,477,956									
SCG Other Education, Administrative & Planning	\$ 1,331,645									
Sub Total	\$ 2,809,601									
Subtotal Other	\$ 3,177,185									
PROGRAM SUBTOTALS										
CNG Residential	\$ 9,763,061	\$ 3,350,311	\$ 13,113,372	\$ 12,342,420	\$ 13,258,265	61.8%			17,195	
SCG Residential	\$ 7,594,238	\$ 4,870,629	\$ 12,464,868	\$ 10,207,351	\$ 10,624,698	61.2%			15,370	
Residential Total	\$ 17,357,300	\$ 8,220,940	\$ 25,578,240	\$ 22,549,771	\$ 23,882,963	61.5%			32,565	
CNG C&I	\$ 4,411,824	\$ 7,300,989	\$ 11,712,812	\$ 9,573,589	\$ 9,573,589	27.9%			366	
SCG C&I	\$ 3,274,285	\$ 6,749,205	\$ 10,023,490	\$ 7,401,893	\$ 7,401,893	26.4%			279	
C&I Total	\$ 7,686,109	\$ 14,050,194	\$ 21,736,303	\$ 16,975,482	\$ 16,975,482	27.2%			646	
CNG Other	\$ 1,634,248					10.3%				
SCG Other	\$ 1,542,937					12.4%				
Other Total	\$ 3,177,185	\$ -	\$ -	\$ -	\$ -	11.3%			0	
CNG TOTAL	\$ 15,809,133	\$ 10,651,300	\$ 24,826,184	\$ 21,916,009	\$ 22,831,854	56.0%			17,561	
SCG TOTAL	\$ 12,411,461	\$ 11,619,835	\$ 22,488,358	\$ 17,609,244	\$ 18,026,591	44.0%			15,649	
GRAND TOTAL	\$ 28,220,594	\$ 22,271,134	\$ 47,314,543	\$ 39,525,253	\$ 40,858,445	100.0%	1.42	0.86	33,210	

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	354,608	7,600,913	3,231	\$ 11.44	\$ 0.53	\$ 1,254.99	36,489	782,134	\$ 111.13	\$ 5.18
SCG HES Income Eligible	209,725	4,584,283	1,930	\$ 12.16	\$ 0.56	\$ 1,320.80	21,581	471,723	\$ 118.13	\$ 5.40
Sub Total HES Income Eligible	564,333	12,185,197	5,161	\$ 11.70	\$ 0.54	\$ 1,279.60	58,070	1,253,857	\$ 113.73	\$ 5.27
CNG Home Energy Solutions	285,887	5,700,295	2,652	\$ 10.84	\$ 0.54	\$ 1,168.30	29,418	586,560	\$ 105.32	\$ 5.28
SCG Home Energy Solutions	137,067	2,900,324	1,299	\$ 10.82	\$ 0.51	\$ 1,142.25	14,104	298,443	\$ 105.18	\$ 4.97
Sub Total Home Energy Solutions	422,954	8,600,619	3,951	\$ 10.83	\$ 0.53	\$ 1,159.73	43,522	885,004	\$ 105.27	\$ 5.18
CNG HVAC / Water Heating	232,634	4,648,955	2,203	\$ 7.67	\$ 0.38	\$ 810.17	23,938	478,378	\$ 74.55	\$ 3.73
SCG HVAC / Water Heating	375,472	7,509,441	3,383	\$ 7.04	\$ 0.35	\$ 781.19	38,636	772,721	\$ 68.40	\$ 3.42
Sub Total HVAC / Water Heating	608,106	12,158,396	5,585	\$ 7.28	\$ 0.36	\$ 792.62	62,574	1,251,099	\$ 70.75	\$ 3.54
CNG Residential Behavior	20,160	42,336	-	\$ 7.50	\$ 3.57		2,074	4,356	\$ 72.85	\$ 34.69
SCG Residential Behavior	23,800	49,980	-	\$ 6.35	\$ 3.02		2,449	5,143	\$ 61.72	\$ 29.39
Sub Total Residential Behavior	43,960	92,316	-	\$ 6.88	\$ 3.27		4,523	9,499	\$ 66.82	\$ 31.82
CNG New Construction	107,611	2,489,892	1,035	\$ 6.27	\$ 0.27	\$ 651.21	11,073	256,210	\$ 60.89	\$ 2.63
SCG New Construction	81,707	1,937,438	786	\$ 9.40	\$ 0.40	\$ 976.66	8,408	199,362	\$ 91.31	\$ 3.85
Sub Total New Construction	189,318	4,427,330	1,821	\$ 7.62	\$ 0.33	\$ 791.67	19,481	455,572	\$ 74.02	\$ 3.17
Subtotal Residential	1,828,671	37,463,858	16,519	\$ 9.49	\$ 0.46	\$ 1,050.77	188,170	3,855,031	\$ 92.24	\$ 4.50
Commercial and Industrial C&I Lost Opportunity										
CNG Energy Conscious Blueprint	262,379	4,167,542	3,395	\$ 8.42	\$ 0.53	\$ 650.73	26,999	428,840	\$ 81.82	\$ 5.15
SCG Energy Conscious Blueprint	187,577	2,979,414	2,413	\$ 8.71	\$ 0.55	\$ 677.53	19,302	306,582	\$ 84.69	\$ 5.33
Sub Total Lost Opportunity	449,957	7,146,956	5,808	\$ 8.54	\$ 0.54	\$ 661.86	46,301	735,422	\$ 83.02	\$ 5.23
Commercial and Industrial Large Retrofit										
CNG Energy Opportunities	317,129	3,488,128	2,326	\$ 4.04	\$ 0.37	\$ 551.23	32,633	358,928	\$ 39.29	\$ 3.57
SCG Energy Opportunities	298,241	3,280,374	2,188	\$ 3.61	\$ 0.33	\$ 491.77	30,689	337,550	\$ 35.05	\$ 3.19
Sub Total Energy Opportunities	615,370	6,768,503	4,514	\$ 3.83	\$ 0.35	\$ 522.42	63,322	696,479	\$ 37.24	\$ 3.39
CNG Business & Energy Sustainability (O&M, RetroCx, BSC)	315,055	1,614,525	1,971	\$ 2.07	\$ 0.40	\$ 331.54	32,419	166,135	\$ 20.16	\$ 3.93
SCG Business & Energy Sustainability (O&M, RetroCx, BSC)	128,769	659,887	855	\$ 2.12	\$ 0.41	\$ 319.95	13,250	67,902	\$ 20.64	\$ 4.03
Sub Total O&M	443,824	2,274,411	2,826	\$ 2.09	\$ 0.41	\$ 328.04	45,670	234,037	\$ 20.30	\$ 3.96
CNG Small Business	45,727	676,495	431	\$ 5.84	\$ 0.39	\$ 619.16	4,705	69,611	\$ 56.74	\$ 3.84
SCG Small Business	77,244	1,090,726	658	\$ 3.76	\$ 0.27	\$ 441.37	7,948	112,236	\$ 36.53	\$ 2.59
Sub Total Small Business	122,971	1,767,221	1,089	\$ 4.53	\$ 0.32	\$ 511.76	12,654	181,847	\$ 44.05	\$ 3.06
Subtotal Commercial & Industrial	1,632,121	17,957,090	14,236	\$ 4.71	\$ 0.43	\$ 539.90				
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	1,000,900	20,482,392	9,121	\$ 9.75	\$ 0.48	\$ 1,070.40	102,993	2,107,638	\$ 94.79	\$ 4.63
SCG Residential	827,771	16,981,466	7,398	\$ 9.17	\$ 0.45	\$ 1,026.57	85,178	1,747,393	\$ 89.16	\$ 4.35
Residential Total	1,828,671	37,463,858	16,519	\$ 9.49	\$ 0.46	\$ 1,050.77	188,170	3,855,031	\$ 92.24	\$ 4.50
CNG C&I	940,291	9,946,690	8,123	\$ 4.69	\$ 0.44	\$ 543.11	96,756	1,023,514	\$ 45.60	\$ 4.31
SCG C&I	691,831	8,010,401	6,113	\$ 4.73	\$ 0.41	\$ 535.64	71,189	824,270	\$ 45.99	\$ 3.97
C&I Total	1,632,121	17,957,090	14,236	\$ 4.71	\$ 0.43	\$ 539.90	167,945	1,847,785	\$ 45.77	\$ 4.16
CNG Other							0	0		
SCG Other							0	0		
Other Total	-	-	-				0	0		
CNG TOTAL	1,941,191	30,429,082	17,244	\$ 8.14	\$ 0.52	\$ 916.78	199,749	3,131,153	\$ 79.15	\$ 5.05
SCG TOTAL	1,519,602	24,991,867	13,511	\$ 8.11	\$ 0.50	\$ 918.65	156,367	2,571,663	\$ 78.85	\$ 4.82
GRAND TOTAL	3,460,793	55,420,949	30,755	\$ 7.57	\$ 0.50	\$ 917.60	356,116	5,702,816	\$ 73.60	\$ 4.90

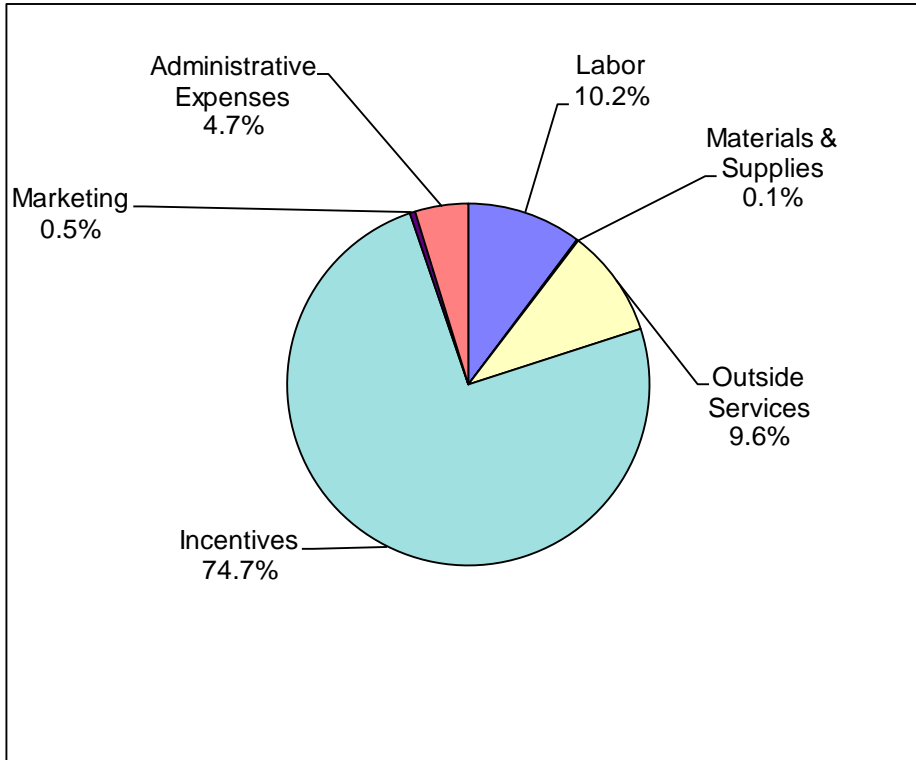
Southern Connecticut Gas: Table C (2018)

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	\$ 5,701	\$ 724,246	\$ 6,000	\$ 1,500	\$ 767,744
Home Energy Solutions (HES)	\$ 220,476	\$ -	\$ 171,632	\$ 1,080,407	\$ 8,000	\$ 3,000	\$ 1,483,515
HVAC / Water Heating	\$ 43,011	\$ 6,300	\$ 141,233	\$ 2,442,980	\$ 6,000	\$ 3,000	\$ 2,642,524
HES Income Eligible - Weatherization	\$ 236,221	\$ 2,500	\$ 43,119	\$ 2,255,455	\$ 8,000	\$ 4,000	\$ 2,549,295
Residential Behavior	\$ 15,214	\$ -	\$ 135,946	\$ -	\$ -	\$ -	\$ 151,160
Subtotal Residential	\$ 544,499	\$ 9,520	\$ 497,631	\$ 6,503,088	\$ 28,000	\$ 11,500	\$ 7,594,238
COMMERCIAL & INDUSTRIAL LOST OPPORTUNITY							
Energy Conscious Blueprint	\$ 205,534	\$ 2,000	\$ 14,000	\$ 1,398,338	\$ 6,800	\$ 8,000	\$ 1,634,672
Subtotal C&I - Lost Opportunity	\$ 205,534	\$ 2,000	\$ 14,000	\$ 1,398,338	\$ 6,800	\$ 8,000	\$ 1,634,672
COMMERCIAL & INDUSTRIAL LARGE RETROFIT							
Energy Opportunities	\$ 159,394	\$ 2,000	\$ 13,315	\$ 882,074	\$ 14,814	\$ 4,200	\$ 1,075,797
Business & Energy Sustainability (O&M, RetroC, BSC)	\$ 27,069	\$ 2,000	\$ 12,335	\$ 225,051	\$ 5,000	\$ 2,000	\$ 273,455
Subtotal C&I - Lost Opportunity	\$ 186,463	\$ 4,000	\$ 25,650	\$ 1,107,125	\$ 19,814	\$ 6,200	\$ 1,349,252
Small Business	\$ 11,652	\$ 1,000	\$ 5,355	\$ 267,854	\$ 2,500	\$ 2,000	\$ 290,361
Subtotal C&I	\$ 403,649	\$ 7,000	\$ 45,005	\$ 2,773,317	\$ 29,114	\$ 16,200	\$ 3,274,285
OTHER - PROGRAMS/REQUIREMENTS & PLANNING							
OTHER - EDUCATION							
Educate the Public	\$ 18,486	\$ 469	\$ 28,083	\$ -	\$ 2,347	\$ 25,181	\$ 74,566
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Educate the Students	\$ 4,830	\$ 373	\$ 16,500	\$ -	\$ 862	\$ 2,954	\$ 25,519
Educate the Workforce	\$ 1,157	\$ 83	\$ 8,250	\$ -	\$ 192	\$ 1,647	\$ 11,329
Subtotal Education	\$ 24,473	\$ 925	\$ 52,833	\$ -	\$ 3,401	\$ 29,782	\$ 111,414
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	\$ -	\$ 9,384	\$ -	\$ -	\$ -	\$ 146,376
Marketing Plan	\$ -	\$ -	\$ 15,945	\$ -	\$ -	\$ -	\$ 15,945
Information Technology	\$ 21,670	\$ -	\$ 87,322	\$ -	\$ -	\$ -	\$ 108,992
Planning	\$ 138,979	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 138,979
Evaluation Measurement and Verification	\$ -	\$ -	\$ 217,523	\$ -	\$ -	\$ -	\$ 217,523
Evaluation Administrator	\$ -	\$ -	\$ 18,667	\$ -	\$ -	\$ -	\$ 18,667
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 31,893	\$ -	\$ -	\$ -	\$ 31,893
Audits - Financial and Operational	\$ -	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ 10,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Other	\$ 297,641	\$ -	\$ 390,734	\$ -	\$ -	\$ -	\$ 688,375
TOTAL BUDGET	\$ 1,270,262	\$ 17,445	\$ 1,197,495	\$ 9,276,405	\$ 60,515	\$ 589,339	\$ 12,411,461

Southern Connecticut Gas: Table C Pie Chart (2018)

SCG
2018 Gas Energy Efficiency
Budget By Expense Class



Expense Classes	Budget	% of Budget
Labor	\$ 1,270,262	10.2%
Materials & Supplies	\$ 17,445	0.1%
Outside Services	\$ 1,197,495	9.6%
Incentives	\$ 9,276,405	74.7%
Marketing	\$ 60,515	0.5%
Administrative Expenses	\$ 589,339	4.7%
Total	\$ 12,411,461	100.00%

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

Table D
SCG Historical and Projected \$

Expenditures \$ (000)										
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	\$ 2,056	\$ 1,766	\$ 3,816	\$ 3,541	\$ 1,898	\$ 2,731	\$ 2,804	\$ 2,549	\$ 2,939	\$ 2,918
Home Energy Solutions (HES)	\$ 1,402	\$ 1,285	\$ 1,666	\$ 3,344	\$ 3,029	\$ 1,477	\$ 1,648	\$ 1,484	\$ 2,574	\$ 2,484
HVAC / Water Heating	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,675	\$ 1,497	\$ 2,643	\$ 2,377	\$ 2,349
Residential Behavior	\$ -	\$ -	\$ -	\$ 114	\$ (37)	\$ 7	\$ -	\$ 151	\$ -	\$ -
Residential New Construction	\$ 365	\$ 120	\$ 596	\$ 281	\$ 453	\$ 623	\$ 392	\$ 768	\$ 868	\$ 846
Water Heating	\$ 40	\$ 54	\$ 39	\$ 266	\$ 585	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Residential	\$ 3,862	\$ 3,224	\$ 6,116	\$ 7,546	\$ 5,928	\$ 6,513	\$ 6,341	\$ 7,594	\$ 8,758	\$ 8,598
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	\$ 1,090	\$ 1,351	\$ 697	\$ 1,483	\$ 941	\$ 1,247	\$ 956	\$ 1,635	\$ 1,884	\$ 1,869
Total - Lost Opportunity	\$ 1,090	\$ 1,351	\$ 697	\$ 1,483	\$ 941	\$ 1,247	\$ 956	\$ 1,635	\$ 1,884	\$ 1,869
C&I LARGE RETROFIT										
Energy Opportunities	\$ 1,037	\$ 169	\$ 835	\$ 808	\$ 1,247	\$ 911	\$ 1,446	\$ 1,076	\$ 1,242	\$ 1,231
Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ 251	\$ 2	\$ (20)	\$ 46	\$ 134	\$ 69	\$ 118	\$ 273	\$ 316	\$ 313
Process Retrofit Project										
Total - C&I Large Retrofit	\$ 1,288	\$ 171	\$ 815	\$ 854	\$ 1,381	\$ 980	\$ 1,564	\$ 1,349	\$ 1,557	\$ 1,544
Small Business	\$ -	\$ 92	\$ 92	\$ 113	\$ 99	\$ 241	\$ 157	\$ 290	\$ 334	\$ 331
Subtotal C&I	\$ 2,378	\$ 1,613	\$ 1,604	\$ 2,450	\$ 2,421	\$ 2,468	\$ 2,677	\$ 3,274	\$ 3,775	\$ 3,744
OTHER-EDUCATION										
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 218	\$ 210	\$ 75	\$ 75	\$ 189
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 67	\$ 17	\$ -	\$ -	\$ 150
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 35	\$ 68	\$ 26	\$ 26	\$ 52
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30	\$ 16	\$ 11	\$ 11	\$ 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	\$ 311	\$ 111	\$ 111	\$ 420
OTHER-PROGRAMS/REQUIREMENTS										
Financing Support - Residential	\$ 58	\$ 77	\$ 79	\$ 87	\$ 86	\$ 77	\$ 103	\$ 86	\$ 86	\$ 86
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75	\$ 75	\$ 75
Research, Development & Demonstration	\$ -	\$ -	\$ 86	\$ -	\$ -	\$ 8	\$ 17	\$ 50	\$ 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	\$ 58	\$ 77	\$ 169	\$ 130	\$ 130	\$ 85	\$ 120	\$ 211	\$ 211	\$ 211
OTHER-ADMINISTRATIVE & PLANNING										
Administration	\$ -	\$ -	\$ 89	\$ 127	\$ 170	\$ 130	\$ 172	\$ 146	\$ 146	\$ 158
Marketing Plan	\$ -	\$ -	\$ -	\$ 97	\$ 85	\$ 109	\$ 73	\$ 16	\$ 16	\$ 81
Planning	\$ 33	\$ 208	\$ 151	\$ 99	\$ 102	\$ 141	\$ 169	\$ 139	\$ 139	\$ 139
Evaluation Measurement and Verification	\$ 14	\$ 123	\$ 24	\$ 141	\$ 161	\$ 200	\$ 200	\$ 218	\$ 218	\$ 200
Evaluation Administrator	\$ -	\$ -	\$ -	\$ 26	\$ 26	\$ 20	\$ 20	\$ 19	\$ 19	\$ 20
Information Technology	\$ 31	\$ 32	\$ 14	\$ 101	\$ 210	\$ 109	\$ 106	\$ 109	\$ 109	\$ 109
Energy Efficiency Board Consultants	\$ 12	\$ 22	\$ 43	\$ 24	\$ 15	\$ 43	\$ 43	\$ 32	\$ 32	\$ 43
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10	\$ 10	\$ 10	\$ 10
Performance Management Incentive	\$ -	\$ -	\$ 655	\$ 694	\$ 596	\$ 687	\$ 435	\$ 532	\$ 607	\$ 615
Subtotal - Administrative & Planning	\$ 91	\$ 385	\$ 977	\$ 1,310	\$ 1,365	\$ 1,439	\$ 1,229	\$ 1,220	\$ 1,295	\$ 1,375
TOTAL	\$ 6,389	\$ 5,300	\$ 8,888	\$ 11,676	\$ 10,082	\$ 10,855	\$ 10,678	\$ 12,411	\$ 14,151	\$ 14,348

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 Actual	2018 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	463	214	361	264	635	459	186	205	229	210
Home Energy Solutions (HES)	176	319	243	231	284	501	388	187	168	137
HVAC / Water Heating								232	197	375
Residential Behavior	-	-	-	-	-	-	-	-	-	24
Residential New Construction	20	9	24	8	19	30	24	53	15	82
Water Heating	16	14	13	6	7	46	81	-	-	-
Subtotal Residential	675	557	641	509	945	1,035	679	677	609	828
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	133	233	165	387	290	201	138	411	134	188
Total - Lost Opportunity	133	233	165	387	290	201	138	411	134	188
C&I LARGE RETROFIT										
Energy Opportunities	31	37	126	261	222	508	540	727	438	298
Business & Energy Sustainability (O&M, RetroCx, BSC)	-	3	58	36	86	2	5	47	108	129
Total - C&I Large Retrofit	31	40	185	297	308	510	545	774	546	427
Small Business	-	-	-	27	11	37	30	68	42	77
Subtotal C&I	164	273	350	711	609	748	713	1,253	722	692
PROGRAM SUB-TOTALS										
Residential	675	557	641	509	945	1,035	679	677	609	828
C&I	164	273	350	711	609	748	713	1,253	722	692
TOTAL	839	830	991	1,220	1,554	1,783	1,392	1,930	1,331	1,520

Lifetime ccf (000)										
	2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	7,965	3,551	5,637	4,942	13,533	9,680	3,903	4,333	4,941	4,584
Home Energy Solutions (HES)	3,239	5,472	4,180	4,359	5,613	10,147	7,797	3,970	3,425	2,900
HVAC / Water Heating								4,619	3,992	7,509
Residential Behavior	-	-	-	-	-	-	-	-	-	50
Residential New Construction	508	235	600	188	457	705	593	1,272	370	1,937
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	12,728	16,981
COMMERCIAL & INDUSTRIAL										
Energy Conscious Blueprint	2,009	3,152	2,555	5,325	4,484	3,339	2,194	7,539	2,107	2,979
Total - Lost Opportunity	2,009	3,152	2,555	5,325	4,484	3,339	2,194	7,539	2,107	2,979
C&I LARGE RETROFIT										
Energy Opportunities	629	399	1,834	3,087	2,322	5,158	6,421	7,630	4,445	3,280
Business & Energy Sustainability (O&M, RetroCx, BSC)	-	27	804	307	430	10	25	343	559	660
Total - C&I Large Retrofit	629	426	2,638	3,394	2,752	5,168	6,446	7,973	5,004	3,940
Small Business	-	-	-	378	152	408	427	895	438	1,091
Subtotal C&I	2,638	3,579	5,193	9,097	7,388	8,915	9,067	16,407	7,549	8,010
PROGRAM SUB-TOTALS										
Residential	12,035	9,545	10,680	9,600	19,739	21,393	13,846	14,194	12,728	16,981
C&I	2,638	3,579	5,193	9,097	7,388	8,915	9,067	16,407	7,549	8,010
TOTAL	14,674	13,124	15,873	18,697	27,127	30,308	22,913	30,601	20,277	24,992

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										2018 Goal
		2009 Actual	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2018 Goal
RESIDENTIAL												
	HES Income Eligible - Weatherization	\$ 2,918	\$ 4,419	\$ 5,698	\$ 6,679	\$ 6,009	\$ 7,715	\$ 10,204	\$ 13,322	\$ 12,244	\$ 12,244	\$ 12,155
	Home Energy Solutions (HES)	\$ 3,068	\$ 4,062	\$ 5,767	\$ 5,569	\$ 5,866	\$ 6,675	\$ 7,807	\$ 7,898	\$ 9,808	\$ 9,808	\$ 10,823
	HVAC / Water Heating									\$ 7,220	\$ 7,601	\$ 7,038
	Residential Behavior											\$ 6,351
	Residential New Construction	\$ 9,253	\$ 10,056	\$ 15,203	\$ 15,287	\$ 31,464	\$ 9,449	\$ 18,875	\$ 11,755	\$ 26,120	\$ 26,120	\$ 9,396
	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	\$ 10,412	\$ 10,412	\$ 9,174
COMMERCIAL & INDUSTRIAL												
	Energy Conscious Blueprint	\$ 4,566	\$ 2,678	\$ 6,600	\$ 3,486	\$ 2,403	\$ 7,378	\$ 6,819	\$ 3,034	\$ 7,132	\$ 7,132	\$ 8,715
	Total - Lost Opportunity	\$ 4,566	\$ 2,678	\$ 6,600	\$ 3,486	\$ 2,403	\$ 7,378	\$ 6,819	\$ 3,034	\$ 7,132	\$ 7,132	\$ 8,715
C&I LARGE RETROFIT												
	Energy Opportunities	\$ 5,984	\$ 2,257	\$ 8,204	\$ 6,647	\$ 3,761	\$ 1,591	\$ 2,309	\$ 1,253	\$ 3,301	\$ 3,301	\$ 3,607
	Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ -	\$ 3,055	\$ 4,289	\$ 0,057	\$ (0,233)	\$ 22,277	\$ 26,800	\$ 1,468	\$ 1,095	\$ 1,095	\$ 2,124
	Total - C&I Large Retrofit	\$ 6,080	\$ 2,311	\$ 6,965	\$ 6,704	\$ 3,528	\$ 13,764	\$ 28,600	\$ 2,931	\$ 2,190	\$ 2,190	\$ 5,731
	Small Business	\$ -	\$ -	\$ -	\$ 3,405	\$ 8,364	\$ 3,054	\$ 3,300	\$ 3,544	\$ 3,729	\$ 3,729	\$ 3,759
	Subtotal C&I	\$ 4,852	\$ 2,624	\$ 6,793	\$ 2,269	\$ 2,634	\$ 3,276	\$ 3,396	\$ 1,970	\$ 3,707	\$ 3,707	\$ 4,733
Lifetime \$/ccf												
RESIDENTIAL												
	HES Income Eligible - Weatherization	\$ 0.169	\$ 0.267	\$ 0.365	\$ 0.357	\$ 0.282	\$ 0.366	\$ 0.486	\$ 0.630	\$ 0.587	\$ 0.587	\$ 0.586
	Home Energy Solutions (HES)	\$ 0.167	\$ 0.237	\$ 0.335	\$ 0.295	\$ 0.297	\$ 0.330	\$ 0.388	\$ 0.372	\$ 0.481	\$ 0.481	\$ 0.511
	HVAC / Water Heating								\$ 0.363	\$ 0.375	\$ 0.375	\$ 0.352
	Residential Behavior											\$ 3.024
	Residential New Construction	\$ 0.370	\$ 0.402	\$ 0.608	\$ 0.638	\$ 1.304	\$ 0.999	\$ 0.764	\$ 0.490	\$ 1.059	\$ 1.059	\$ 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	\$ 0.498	\$ 0.498	\$ 0.447
COMMERCIAL & INDUSTRIAL												
	Energy Conscious Blueprint	\$ 0.302	\$ 0.198	\$ 0.427	\$ 0.254	\$ 0.155	\$ 0.444	\$ 0.429	\$ 0.165	\$ 0.454	\$ 0.454	\$ 0.549
	Total - Lost Opportunity	\$ 0.302	\$ 0.198	\$ 0.427	\$ 0.254	\$ 0.155	\$ 0.444	\$ 0.429	\$ 0.165	\$ 0.454	\$ 0.454	\$ 0.549
C&I LARGE RETROFIT												
	Energy Opportunities	\$ 0.295	\$ 0.211	\$ 0.565	\$ 0.055	\$ 0.360	\$ 0.157	\$ 0.194	\$ 0.119	\$ 0.325	\$ 0.325	\$ 0.328
	Business & Energy Sustainability (O&M, RetroCx, BSC)	\$ -	\$ 0.306	\$ 0.312	\$ 0.007	\$ (0.047)	\$ 4.455	\$ 5.360	\$ 0.201	\$ 0.212	\$ 0.212	\$ 0.414
	Total - C&I Large Retrofit	\$ 0.295	\$ 0.217	\$ 0.488	\$ 0.050	\$ 0.296	\$ 0.165	\$ 0.214	\$ 0.123	\$ 0.313	\$ 0.313	\$ 0.342
	Small Business	\$ -	\$ -	\$ -	\$ 0.243	\$ 0.605	\$ 0.277	\$ 0.232	\$ 0.269	\$ 0.269	\$ 0.269	\$ 0.266
	Subtotal C&I	\$ 0.301	\$ 0.200	\$ 0.458	\$ 0.177	\$ 0.217	\$ 0.275	\$ 0.267	\$ 0.150	\$ 0.355	\$ 0.355	\$ 0.409

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

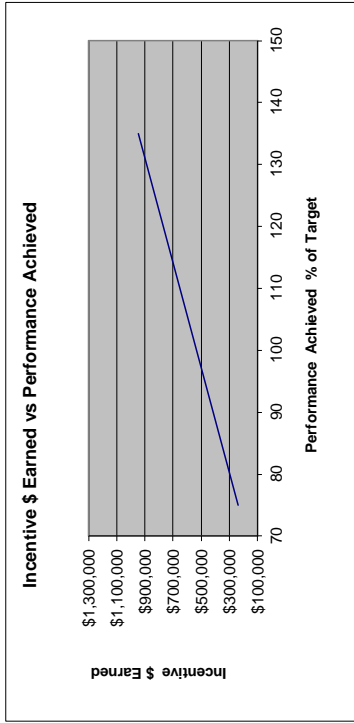
Table D3
SCG Historical and Projected Units

Units											
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	
RESIDENTIAL											
HES Income Eligible - Weatherization	3,511	2,034	3,268	2,479	3,647	2,395	1,187	1,329	1,319	1,981	
Home Energy Solutions (HES)	1,421	2,538	2,369	2,049	2,619	3,957	3,758	1,783	1,600	1,245	
HVAC / Water Heating	-	-	-	-	-	-	-	3,099	2,128	4,778	
Residential Behavior	-	-	-	-	-	-	-	-	-	7,000	
Residential New Construction	71	32	114	40	116	336	54	294	43	366	
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	5,090	15,370	
COMMERCIAL & INDUSTRIAL											
Energy Conscious Blueprint	28	45	46	90	100	87	40	67	32	123	
Total - Lost Opportunity	28	45	46	90	100	87	40	67	32	123	
C&I LARGE RETROFIT											
Energy Opportunities	2	9	11	36	31	40	22	28	18	37	
Business & Energy Sustainability (O&M, RetroCx, BSC)	-	1	3	4	3	4	2	9	3	34	
Total - C&I Large Retrofit	2	10	14	40	34	44	24	37	21	71	
Small Business	-	-	-	27	72	57	28	51	72	85	
Subtotal C&I	30	55	60	157	206	188	92	155	125	279	
PROGRAM SUB-TOTALS											
Residential	5,269	4,840	5,986	4,648	6,537	7,435	6,217	6,505	5,090	15,370	
C&I	30	55	60	157	206	188	92	155	125	279	
TOTAL	5,299	4,895	6,046	4,805	6,743	7,623	6,309	6,660	5,215	15,649	

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 \$531,857. 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:



Performance %	Pretax Incentive	Pretax Incentive
75	2.0%	\$236,381
85	3.0%	\$354,571
95	4.0%	\$472,762
100	4.5%	\$531,857
105	5.0%	\$590,952
115	6.0%	\$709,143
125	7.0%	\$827,333
135	8.0%	\$945,524
Total Original Budget*		\$11,819,044

*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):		Gas Benefit from all Residential programs \$10,207,351	0.195	\$103,712
	HES Income Eligible	4,584,283			
	Home Energy Solutions	2,900,324			
	HVAC / Water Heating	7,509,441			
	New Construction	1,937,438			
	Total Lifetime Savings (ccf)	16,981,466			
	Present Value Lifetime Savings (ccf)	\$0.6011			
	Total Residential Gas Benefit:	\$10,207,351			
	Net Residential Gas Benefit:	\$1,860,501	\$1,860,501	0.195	\$103,712
HES	Achieve CCF savings per single family home - based on 2017 actuals adjusted to 2018 CT PSD plus 2.0%.		Achieve CCF savings / single family home.	0.060	\$31,911
HES-IE	Annual ccf savings		209,725	0.030	\$15,956

Southern Connecticut Gas PMI (2018) cont.

C&I Program Budgets	\$ 3,619,383	Lifetime Savings (ccf): Energy Conscious Blueprint Energy Opportunities O&M Small Business Total Lifetime Savings (ccf) Present Value Lifetime Savings (ccf)	2,979,414 3,280,374 659,887 1,090,726 8,010,401 \$0,9240	Total Gas Benefit from all C&I programs	Gas Benefit from all C&I programs \$7,401,893	0.210	\$111,690
		Total C&I Gas Benefit:	\$7,401,893			0.210	\$111,690
Small Business	\$ 290,361	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).		% of Gas Projects	20% of signed projects	0.050	\$26,593
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).		% of Gas Projects	25% of signed projects	0.050	\$26,593
Total Incentive \$ Residential and C&I						1.000	\$531,857