

# 2020 Plan Update to the 2019-2021 Conservation & Load Management

*Connecticut's Energy Efficiency & Demand Management Plan*

Connecticut General Statutes—16-245m(d)

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# CHAPTER ONE: OVERVIEW

## 1.1 EXECUTIVE SUMMARY

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In accordance with Connecticut General Statutes § 16-245(m) and § 16-32(f), The Connecticut Light and Power Company doing business as Eversource Energy (“Eversource”) and The United Illuminating Company (“United Illuminating”)(collectively, the “Electric Companies”), and the Connecticut Natural Gas Corporation (“CNG”), Southern Connecticut Gas (“SCG”), and Yankee Gas Services Company doing business as Eversource (collectively known as the “Natural Gas Companies”)(collectively “the Companies”) hereby submit the 2020 Plan Update (“2020 Plan Update”) to the 2019-2021 Connecticut Conservation & Load Management Plan<sup>1</sup> (“2019-2021 Plan”).

On December 20, 2018, the Department of Energy and Environmental Protection (“DEEP”) issued its final Approval with Conditions of the 2019-2021 Plan (“Final DEEP Approval”).<sup>2</sup> The 2020 Plan Update is a continuation (second year) of the currently approved comprehensive, multi-year 2019-2021 Plan that will guide the Companies in addressing the Final DEEP Approval, energy efficiency programmatic trends and results, previous compliance items, public input comments, current energy price forecasts, and the policies and strategies of Connecticut’s 2018 Comprehensive Energy Strategy (“2018 CES”).<sup>3</sup>

For over 20 years, the Companies have delivered award-winning and nationally-recognized energy efficiency and demand management programs to Connecticut’s residents, businesses, and municipalities. The 2019-2021 Plan’s primary goal is to “implement cost-effective energy conservation programs, demand management, and market transformation initiatives.”<sup>4</sup> The 2020 program year will be the first time that the Companies have been legislatively directed to implement demand management programs.<sup>5</sup> The 2020 Plan Update covers year 21 of electric conservation programs since the electric restructuring Public Act 98-28<sup>6</sup> was passed and covers year 14 of natural gas conservation programs since the passage of energy independence legislation Public Act 05-01<sup>7</sup>.

The 2019-2021 Plan is a **\$726 million investment** in making Connecticut more energy efficient. This is a significant investment resulting in energy and cost savings for customers, improved productivity for

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<sup>1</sup> 2019-2021 Plan. Filed November 19, 2018. Available at: <https://www.ct.gov/deep/lib/deep/energy/conserloadmgmt/final-2019-2021-clm-plan-11-19-18.pdf>.

<sup>2</sup> Department of Energy and Environmental Protection. *Approval with Conditions of the Connecticut Conservation and Load Management Plan for 2019 through 2021*. Available at: <https://www.ct.gov/deep/lib/deep/energy/conserloadmgmt/ct-deep-approval-with-conditions-of-2019-2021-clm-plan-12-20-18.pdf>.

<sup>3</sup> Department of Energy and Environmental Protection. 2018 Comprehensive Energy Strategy. Available at: [http://www.ct.gov/deep/lib/deep/energy/ces/2018\\_comprehensive\\_energy\\_strategy.pdf](http://www.ct.gov/deep/lib/deep/energy/ces/2018_comprehensive_energy_strategy.pdf).

<sup>4</sup> Public Act 18-50, § 9(d)(1).

<sup>5</sup> Public Act 18-50, § 9(d)(1). The “demand management” component of this directive starts in 2020. Existing law already requires C&LM plans “to implement cost-effective energy conservation programs and market transformation initiatives”. Conn. Gen. Stat. §16-245m(d)(1). Prior C&LM plans have also included load management programs.

<sup>6</sup> Public Act 98-28. *An Act Concerning Electric Restructuring*.

<sup>7</sup> Public Act 05-01. *An Act Concerning Electricity and Energy Efficiency*.

businesses and industries, increased demand for a locally-sourced, highly-skilled green workforce, and reduced air pollution emissions. In Table 1-1 below, the Companies detail the annual operating budgets and energy savings forecasted for the 2019, 2020, and 2021 program years.

**Table 1-1: 2019-2021 Savings & Benefits\***

Year	Budgets (\$000)			Annual Savings						Lifetime Savings	
	Electric	Natural Gas	Total	Electric (GWh)	Peak (MW)**	Natural Gas (MMcf)	Oil (gallons)	Propane (gallons)	CO <sub>2</sub> Emissions (tons)	Lifetime Benefit (\$000)	Lifetime Savings (MMBtus)**
2019	\$185,395	\$52,903	\$238,298	305	48	718	982,912	232,819	208,702	\$924,563	25.4
2020	\$192,076	\$52,799	\$244,876	293	82	644	971,118	350,194	202,511	\$909,840	24.0
2021	\$188,976	\$53,411	\$242,387	272	89	611	1,131,016	369,677	195,035	\$866,003	23.0
<b>TOTAL</b>	<b>\$566,446</b>	<b>\$159,114</b>	<b>\$725,561</b>	<b>870</b>	<b>219</b>	<b>1,974</b>	<b>3,085,046</b>	<b>952,689</b>	<b>606,247</b>	<b>\$2,700,406</b>	<b>72.3</b>

\*Savings include Demand Response programs.  
\*\*In millions of MMBtu (one million British Thermal Units).

The 2019-2021 Plan's energy efficiency and demand management initiatives will:

- (1) Generate **\$3.74** into the state's economy for every **\$1** dollar invested in energy efficiency.
- (2) Provide an economic lifetime benefit of **\$2.7 billion dollars**.
- (3) Result in electric lifetime savings of **9.3 billion kilowatt-hours** ("kWh"), natural gas lifetime savings of **27.8 billion cubic feet of natural gas** ("Bcf"), oil lifetime savings of **73.6 million gallons**, propane lifetime savings of **19.7 million gallons**, and **219 MW of cumulative annual peak demand reduction**. The Companies' energy efficiency and demand management initiatives will reduce energy consumption by **1.8 million MMBtus** during the 2020 program year alone and **72.3 million MMBtus** over the lifetime of the energy-efficient measures installed during the 2019-2021 Plan.
- (4) Protect the environment and public health through significant reductions in greenhouse gas ("GHG") emissions, resulting in emission reductions of **7.6 million tons of carbon dioxide** ("CO<sub>2</sub>") over the lifetime of the energy-efficient measures installed during the 2019-2021 Plan, while reducing other air pollutants, such as sulfur and nitrous oxides.
- (5) Reinvest energy efficiency funds into the state's economy and workforce through direct services, professional development, and training initiatives.
- (6) Create and support **34,000 jobs**<sup>8</sup> in the state annually.

<sup>8</sup> US Department of Energy. [U.S. Energy Employment Report](#), 2017.

- (7) Improve the efficiency of business and industrial operations and provide customized sustainable solutions to Connecticut’s businesses, municipalities, state government, industries, and manufacturers.

## 1.2 2019 AWARDS, RECOGNITIONS, AND NATIONAL CONFERENCES

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### 1.2.1 Awards and Recognitions

In 2019, Connecticut’s energy policies and energy efficiency programs were ranked sixth in the nation by the 2019 ACEEE State Energy Efficiency Scorecard. Connecticut’s perennial ranking as a top 10 state for the last 13 years is directly attributable to the state’s energy efficiency stakeholders, the Companies, the Energy Efficiency Board, and DEEP.

Additionally, the Companies and the Energy Efficiency Board received awards in 2019, including receiving the Environmental Protection Agency’s (“EPA”) 2019 ENERGY STAR® Partner of the Year Sustained Excellence recognition. This award was given for the development of a comprehensive portfolio of ENERGY STAR-branded energy efficiency programs, including an innovative heating and cooling program (*Consumer Products—HVAC and Domestic Water Equipment*) that grew by 180 percent over the past two years. The award was given for 2018 program year accomplishments, including: (1) providing incentives for 15,656 ENERGY STAR-certified furnaces, air-source heat pumps, central air conditioning units, ductless heat pumps, heat pump water heaters, natural gas boilers, and natural gas water heaters; and (2) promoting the installation of ENERGY STAR-certified heat pump water heaters and training installation contractors.

### 1.2.2 Presentations and Conferences

To maintain Connecticut’s status as a national energy efficiency program leader, the Companies’ staff publish papers and present at national and regional conferences. These presentations are effective platforms to promote Energy Efficiency Fund programs, marketing efforts, and workforce development strategies on a national stage. In 2019, the Companies presented at numerous energy, business, and climate change forums, including:

- ACEEE, 2019 Hot Water Forum, Nashville, TN, March 11-13, 2019. Panel Presentation by Eversource: *Integrated Heat Pump Water Heaters in Multifamily Buildings*, and Panel Presentations by United Illuminating: *Break Me Off a Piece of That Kit Program: A Comparison of Two Kit Program Delivery Models* and *HPWH Low-Income Demand Response Pilot*.
- Home Performance Coalition, 2019 National Home Performance Conference and Trade Show, Chicago, IL, April 1-4, 2019. Panel Presentation by Eversource: *Energy Efficiency and Health: Stronger Together*.

- Association of Energy Services Professionals (“AESP”), AESP’s a la Carte Conference, Renton, WA, May 6-9, 2019. Presentation by United Illuminating: *Heating up Demand Response in Low-Income Programs*.
- ENERGY STAR, ENERGY STAR Products Partner Meeting, Charlotte, NC, September 10-12, 2019.
- ACEEE, 2019 National Conference on Energy Efficiency as a Resource, Minneapolis, MN, October 15-17, 2019. Presentations by Eversource: *Supporting Energy Efficiency as a Resource in Connecticut: A New Business Model, Future of Commercial and Industrial New Construction Energy Efficiency Programs: Moving Toward a Holistic Approach* and *Zero Energy Building Design*, and *Energy Efficiency Gas Resources: Providing Relief of Capacity Constraints on Gas-Fired Electric Generation During Polar Vortex Conditions*, and Poster Presentation by United Illuminating: *Heating Up Demand Response in Low-Income Programs*.
- Consortium for Energy Efficiency (“CEE”), 16<sup>th</sup> Annual CEE Industry Partners Meeting, Fort Worth, TX, October 2-3, 2019. Presentation by Eversource: *2019 CEE Water Heating Program Approaches that Support Market Transformation*.
- ACEEE, 2019 Behavior, Energy, and Climate Change Conference, Sacramento, CA, November 18-20, 2019. Presentation by Eversource: *Seeing the Light: Transforming the Adoption of Triple Pane Windows*.

## 1.3 2019-2021 PLAN PRIORITIES

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For the 2020 Plan Update, the Companies will implement slight program enhancements and modifications to the 2019-2021 Plan. These changes will allow the Companies to update, improve, and lead the programs toward greater efficacy while continuing to drive energy savings, significant reductions in GHG and other air pollutant emissions, and increased economic benefits. These programmatic enhancements and modifications for the Residential, Commercial and Industrial (“C&I”), and Workforce Development, Education, and Community Outreach Energy Efficiency Portfolios are further detailed in Chapter Two: 2020 Plan Updates.

Energy efficiency is the most cost-effective and reliable energy resource for Connecticut’s customers, policymakers, program administrators, and stakeholders. The Companies remain committed to meeting the 2019-2021 Plan’s priorities, which are detailed in Table 1-2 on the next page.

**Table 1-2: 2019-2021 Plan Priorities**

Priorities	Residential	Commercial & Industrial	Workforce Development, Education & Community Outreach
<b>1: Advance State Energy and Environmental Policy Goals*</b>	<ul style="list-style-type: none"> <li>Evaluate consistency of Cost-Effectiveness Tool with National Standards Practice Manual framework*</li> <li>Support strategic adoption of heat pump technologies*</li> <li>Offer all-electric package for residential new construction market</li> <li>Deliver EE services to all fuels*</li> <li>Deliver 1.6 annual MMBtu savings, or equivalent megawatt-hours, for all fuels* combined by 2020</li> </ul>	<ul style="list-style-type: none"> <li>Evaluate consistency of Cost-Effectiveness Tool with National Standards Practice Manual framework*</li> <li>Support strategic adoption of heat pump technologies*</li> <li>Promote HVAC Strategy</li> <li>Deliver EE services to all fuels*</li> <li>Deliver 1.6 annual MMBtu savings, or equivalent megawatt-hours, for all fuels* combined by 2020</li> </ul>	<ul style="list-style-type: none"> <li>Offer EPA Portfolio Manager training</li> </ul>
<b>2: Offer Tailored Solutions for Market Segments While Ensuring Equitable Distribution</b>	<ul style="list-style-type: none"> <li>Connect EE to renewables in new construction market (Zero Energy Challenge, Solar PV Readiness Checklist)</li> <li>Research and target underserved customers and market sectors</li> </ul>	<ul style="list-style-type: none"> <li>Identify/target market sectors</li> <li>Strengthen trade ally networks</li> <li>Implement new Business Energy Advantage solution (200-500 kW)</li> <li>Serve as primary informational conduit for EE, renewables, and sustainability projects</li> <li>Shift rebates upstream to distributors to drive EE in specific market sectors (Restaurants = comm. kitchen equipment)</li> <li>Research and target underserved customers and market sectors</li> </ul>	<ul style="list-style-type: none"> <li>Offer direct trainings for businesses/municipalities (CEM, BOC and EPA PM)</li> <li>Conduct <i>eesmarts</i> outreach/teacher training to underserved K-12 communities</li> </ul>
<b>3: Focus on Direct Savings to Customers</b>	<ul style="list-style-type: none"> <li>Ensure funding directed toward core-saving solutions (Retail Products, HVAC/DHW, Home Performance Services, Behavioral-Based Strategies and New Construction, Additions &amp; Major Renovations)</li> </ul>	<ul style="list-style-type: none"> <li>Ensure funding directed toward core-saving solutions (Energy Conscious Blueprint, Energy Opportunities, SBEA, and Business &amp; Energy Sustainability)</li> </ul>	<ul style="list-style-type: none"> <li>Develop technical training courses for tech. schools and community colleges</li> </ul>
<b>4: Develop and Maintain a Sustainable Workforce</b>	<ul style="list-style-type: none"> <li>Provide ongoing training for Home Energy Performance vendors</li> <li>Coordinate training w/HVAC and DHW equipment contractors, manufacturers, and distributors</li> <li>Offer building code trainings</li> </ul>	<ul style="list-style-type: none"> <li>Offer trainings to support Advanced Lighting and HVAC Strategy</li> <li>Offer training through Business &amp; Energy Sustainability solution</li> <li>Offer building code trainings</li> </ul>	<ul style="list-style-type: none"> <li>Develop technical training courses for tech. schools and community colleges</li> <li>Offer trainings for businesses/municipalities (CEM, BOC &amp; EPA PM)</li> </ul>
<b>5: Continuous Commitment to Deliver Comprehensive Energy Efficiency Strategies</b>	<ul style="list-style-type: none"> <li>Offer tiered incentives for multi-measure/multi-end use comprehensive projects</li> <li>Offer ENERGY STAR Retail Products Platform</li> <li>Offer Appliance Recycling program</li> <li>Shift additional rebates upstream for residential HVAC and DHW equipment</li> </ul>	<ul style="list-style-type: none"> <li>Offer tiered incentives for multi-measure/multi-end use comprehensive projects</li> <li>Strategic Energy Management/ISO 50001 and promote a SEM cohort approach</li> <li>Promote Adv. Lighting Strategy</li> <li>Promote HVAC Strategy (incl., HVAC Modernization Demonstration)</li> <li>Explore offering 5-year loan terms to encourage comprehensiveness</li> <li>Strengthen trade ally networks</li> <li>Shift rebates upstream to distributors to drive EE in specific market sectors</li> </ul>	<ul style="list-style-type: none"> <li>Offer direct trainings for businesses/municipalities (CEM, BOC and EPA PM)</li> <li>Develop technical training courses for tech. schools and community colleges</li> </ul>
<b>6: Implement Effective Demand Reduction Strategies</b>	<ul style="list-style-type: none"> <li>Evaluate and implement Residential Demand Reduction Strategies</li> </ul>	<ul style="list-style-type: none"> <li>Evaluate and implement C&amp;I Demand Reduction Strategies</li> </ul>	
<b>7: Continue to Explore and Implement Financing Options</b>	<ul style="list-style-type: none"> <li>Explore financing options to address health and safety barriers for Home Energy Performance solutions (HES, HES-Income Eligible and Multifamily)</li> </ul>	<ul style="list-style-type: none"> <li>Introduce new SBEA recapitalization strategies to leverage EE funds w/private capital</li> <li>Offer SBEA-modeled financing for new Business Energy Advantage solution</li> </ul>	

\*The Companies note that DEEP is still conducting a formal review process (Fall/Winter 2019) of the benefit-cost methodologies utilized in calculating savings for Connecticut's energy efficiency programs. Key priorities may change based upon the outcomes of this review process thus affecting the Companies' Residential and C&I Energy Efficiency Portfolio's designs, savings, and programs.

## Priority One: Advance State Energy and Environmental Policy Goals

In 2020, the Companies will continue to focus on maximizing energy and cost-savings for customers through cost-effective energy efficiency services, incentives, and outreach efforts. This focus will produce significant public health and environmental benefits, such as reduced GHG and other air pollutant emissions, which will advance the state’s energy policy goals laid out in the 2018 CES.

Starting January 1, 2020, the state of Connecticut must reduce energy consumption by 1.6 million MMBtus (one million British Thermal Units), or “the equivalent megawatts of electricity,”<sup>9</sup> annually each year through calendar year 2025.<sup>10</sup> The Companies remain committed to helping the state to deliver 1.6 MMBtu in energy savings (or equivalent in megawatt-hours) for all fuels combined by 2020, to deliver cost-effective programs to all fuels, and to reduce GHG emissions that result from energy usage in C&I, municipal, and residential buildings. In 2020, the Companies will continue to drive significant energy and demand savings through their energy efficiency and demand management programs. See Table 1-3 for projected MMBtu savings goals during the 2019-2021 Plan.

**Table 1-3: 2019-2021 Plan MMBtu Savings\***

	2019	2020	2021
<b>Legislative Goal</b> <sup>11</sup>	1.6	1.6	1.6
<b>Companies’ Goal</b>	1.9	1.8	1.7
*In millions of MMBtu.			

### *Low-Carbon Heating Technologies*

Continuing in 2020, the Companies will implement cost-effective incentive and outreach strategies designed to power energy-end use equipment with electricity to drive high efficiency and reduce the use of deliverable fuels. In addition, the Companies will promote cost-effective low-carbon heating technologies in the Residential and C&I Energy Efficiency Portfolios, including water and air-source heat pumps, and heat pump water heaters. In 2020, the Companies will deploy the following outreach strategies: targeted incentives, increased customer education, and expanded contractor outreach and trainings.

<sup>9</sup> Public Act 18-50, § 8. “It shall be the policy of the state to reduce energy consumption by not less than 1.6 million MMBtu, or the equivalent megawatts of electricity, as defined in subdivision (4) of section 22a-197 of the general statutes, annually each year for calendar years commencing on and after January 1, 2020, up to and including calendar year 2025.” While PA 18-50 refers to “megawatts,” the technical conversion of MMBtus (as an energy unit) to an electric unit would be megawatt-hours. The 2020 Plan Update and the 2019-2021 Plan use “megawatt-hours” when citing PA 18-50.

<sup>10</sup> Public Act 18-50, § 8. Note that the MMBtu savings to meet the state policy goal can come from the electric or gas programs, and therefore can include savings from electric, natural gas, fuel oil, and propane measures, similar to the multiple fuel savings reporting in the Annual Legislative Report.

<sup>11</sup> Public Act 18-50, § 8.

## Priority Two: Offer Tailored Solutions for Market Segments While Ensuring Equitable Distribution

In 2020, the Companies will continue to focus on delivering targeted sustainable solutions to key market segments (e.g., income-eligible, manufacturing, multifamily, small and medium-sized businesses, etc.). The Companies will also reinforce their commitment to researching and targeting underserved customers and market sectors to ensure that energy efficiency and demand management programs are equitably distributed to all Connecticut customers.

For the 2020 program year, the Companies plan to continue to package marketing and tailor energy efficiency solutions to the needs of the targeted C&I market segments identified in the 2019-2021 Plan.<sup>12</sup> In 2019, the Companies tailored their outreach across the targeted market segments, helping a significant number of C&I customers reduce their energy consumption, decrease GHG emissions, and realize energy savings. In 2020, the Companies will utilize recent market segmentation research to better understand what energy-efficient equipment, financing mechanisms, market actions, process improvements, and technical support best suit each customer's business needs and market segment. For more information, please see Chapter Two: Plan Updates.

## Priority Three: Focus on Direct Savings to Customers

For the 2020 Plan Update, the Companies will continue to ensure that energy efficiency funds are directed toward these core-saving solutions:

- **Residential Energy Efficiency Portfolio:** Consumer Products, HVAC and Domestic Hot Water Equipment, Home Performance Services, Behavioral-Based Strategies, and Active Demand Reduction Strategies.
- **C&I Energy Efficiency Portfolio:** Energy Conscious Blueprint, Energy Opportunities, Small Business Energy Advantage, Business and Energy Sustainability, and Active Demand Reduction Strategies.

## Priority Four: Develop and Maintain a Sustainable Workforce for Connecticut

The Companies recognize the importance of developing, training, and providing workforce development opportunities for students at the state's technical high schools and universities, as well as current and future employees of energy efficiency contractors, trade allies, and vendors. In 2019, the Companies accelerated their delivery of Residential and C&I technical trainings and presentations to encourage innovativeness and comprehensiveness in energy efficiency and demand reduction projects completed across the state. This active push to conduct more targeted trainings has received considerable support from members of the current and future energy efficiency workforce.

In 2020, the Companies plan to expand upon their innovative Workforce Development Initiative by facilitating more trainings and developing regional and national workforce development collaborations. In addition, the Companies will slightly refine their 2020 strategies to support technical classes, trainings, and

<sup>12</sup> 2019-2021 Plan, pp. 153-186.



certifications for the state’s Connecticut Technical Education and Career System (technical high schools) and universities. For more information, please see Chapter Two: Plan Updates.

### **Priority Five: Continuous Commitment to Deliver Comprehensive Energy Efficiency Strategies**

Public Act 11-80 directed the Companies to deliver “all cost-effective energy efficiency” to Connecticut’s residential, municipal, and C&I customers. For the 2020 Plan Update, the Companies will continue to develop goals and targets that drive energy savings and promote comprehensiveness in energy efficiency projects. In 2020, the Companies will continue to utilize tiered incentive structures to promote multi-end use and multi-measure comprehensive projects for both the Residential and C&I Energy Efficiency Portfolios.

As noted in the 2019-2021 Plan, the Companies have developed their energy efficiency and demand management solutions to be flexible. This flexibility allows the programs to be modified quickly in response to changing federal regulations, state legislation, emerging technologies, evaluation results, and customer demands. In 2020, the Companies’ Residential Energy Efficiency Portfolio will offer an Appliance Recycling program<sup>13</sup> and shift additional rebates upstream for residential HVAC and domestic hot water equipment.<sup>14</sup> The slight program modifications referenced in Chapter Two: 2020 Plan Updates can be implemented swiftly due to the flexibility of the Companies’ Energy Efficiency Portfolios.

### **Priority Six: Implement Effective Demand Reduction Strategies**

Connecticut’s effective demand reduction strategies can help reduce capacity prices and price spikes during seasonal demand peaks (summer and winter). In 2020, the Companies plan to continue to make a significant commitment to implementing Residential and C&I Active Demand Reduction Strategies by transitioning several pilots to full-fledged programs. In addition, the Companies remain focused on supporting and exploring demand reduction strategies that are technology agnostic. Please see Chapter Two: Plan Updates for more information regarding the Companies’ 2020 Residential and C&I Active Demand Reduction Strategies.

### **Priority Seven: Continue to Explore and Implement Financing Solutions**

In 2020, the Companies will work with private third-party vendors and the Connecticut Green Bank to introduce recapitalization strategies that leverage private capital. In 2020, the Companies will look to extend loan term limits for municipal and State customers to further encourage comprehensiveness in energy efficiency projects. In 2020, Eversource will continue to offer its mid-sized C&I market customers (through the Business Energy Advantage program) zero percent and market-rate based financing. For more information, see Chapter Two: 2020 Plan Updates.

<sup>13</sup> As discussed in the 2019-2021 Plan, p. 39.

<sup>14</sup> As discussed in the 2019-2021 Plan, pp. 42-43.



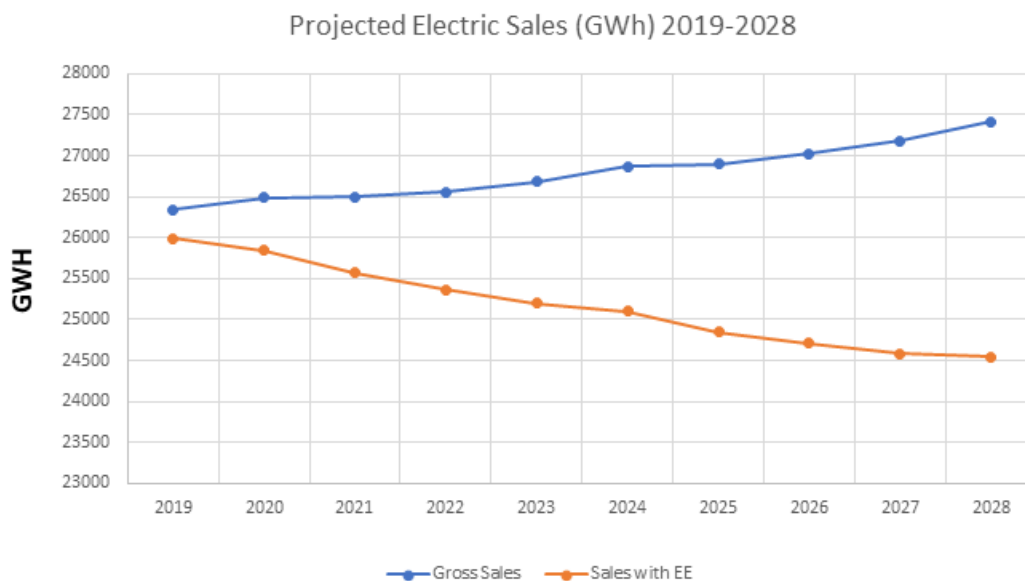
## 1.4 ENERGY SAVINGS

For the past 20 years, the Companies have a proven track record of developing and administering energy efficiency and demand reduction programs that generate sustainable energy savings (lifetime and annual) for Connecticut’s residents and businesses. Since 2000, the Electric Companies’ energy-saving programs have achieved **6,045** annual gigawatt-hour (“GWh”) and **71,188** lifetime GWh savings. Since 2000, the Natural Gas Companies have helped customers realize **5,022** annual MMcf and **77,851** lifetime MMcf savings.

### 1.4.1 Electric Savings

During the 2019-2021 Plan, the Companies expect to achieve **870** annual GWh savings and **1,974** annual MMcf savings, which is enough to power **130,000** homes for one year. Figure 1-1 depicts the projected electric savings (in GWhs) resulting from the Companies’ energy-saving programs and how energy efficiency is a valuable resource for the state to “flatten” electricity consumption in Connecticut over the next few years.

**Figure 1-1: Projected Electric Sales versus Actual Electric Sales (2019-2028)<sup>15</sup>**



The Gross Sales data (blue line) details the forecasted electric consumption unchecked by the projected impacts of energy efficiency efforts in Connecticut. The Sales with Energy Efficiency data (red line) reflect the projected impacts to electricity consumption due to Connecticut’s energy efficiency programs. During the 2019-2021 Plan, Connecticut’s energy efficiency and demand management programs should reduce

<sup>15</sup> Eversource source data is: [https://www.ct.gov/csc/lib/csc/pendingproceeds/forecast\\_2018\\_2019/f2018/transmission-distribution/forecast\\_2018\\_eversource\\_energy\\_20180301.pdf](https://www.ct.gov/csc/lib/csc/pendingproceeds/forecast_2018_2019/f2018/transmission-distribution/forecast_2018_eversource_energy_20180301.pdf). United Illuminating source data is: [https://www.ct.gov/csc/lib/csc/pendingproceeds/forecast\\_2018\\_2019/f2018/transmission-distribution/forecast\\_2018\\_ui\\_20180301.pdf](https://www.ct.gov/csc/lib/csc/pendingproceeds/forecast_2018_2019/f2018/transmission-distribution/forecast_2018_ui_20180301.pdf).

electric consumption by approximately **4 percent**. In addition, during the 2019-2021 Plan, the Companies' Energy Efficiency Portfolios will help reduce cumulative annual peak demand by over **219 kW**.

Table 1-4 provides a summary of the projected annual savings from the Electric Companies' energy efficiency programs in the 2019, 2020, and 2021 program years and the percentage of electric sales.

**Table 1-4: Electric Companies—Summary of Annual Savings and Percentage of Sales**

Companies	2019			2020			2021			2019-2021		
	GWh Sales	Annual Savings (GWhs)	% of Sales	GWh Sales	Annual Savings (GWhs)	% of Sales	GWh Sales	Annual Savings (GWhs)	% of Sales	GWh Sales	Annual Savings (GWhs)	% of Sales
Eversource (Electric)	20,750	246.8	1.19%	20,656	238.0	1.15%	20,425	224.3	1.10%	61,830	709.1	1.15%
United Illuminating	5,015	58.6	1.17%	4,869	54.8	1.12%	4,806	48.0	1.00%	14,690	161.4	1.10%
<b>TOTAL</b>	<b>25,765</b>	<b>305.5</b>	<b>1.19%</b>	<b>25,525</b>	<b>292.8</b>	<b>1.15%</b>	<b>25,231</b>	<b>272.3</b>	<b>1.08%</b>	<b>76,520</b>	<b>870.4</b>	<b>1.14%</b>

### 1.4.2 Natural Gas Savings

Table 1-5 details the projected annual savings from the Natural Gas Companies' energy efficiency programs and percentage of natural gas sales. While still modest in terms of percent of consumption, the following strategies will be implemented in 2020 to drive natural gas energy savings: (1) establishment of trade ally networks for energy management systems and thermal management, (2) increased upstream incentives targeted toward natural gas end-use equipment (e.g., commercial kitchen equipment), and (3) a focus on end-use equipment and market actions that attain natural gas energy savings.

**Table 1-5: Natural Gas Companies—Summary of Annual Savings and Percentage of Sales**

Companies	2019			2020			2021			2019-2021		
	MMcf Sales	Annual Savings (MMcf)	% of Sales	MMcf Sales	Annual Savings (MMcf)	% of Sales	MMcf Sales	Annual Savings (MMcf)	% of Sales	MMcf Sales	Annual Savings (MMcf)	% of Sales
Eversource (Natural Gas)	47,472	303.7	0.64%	45,084	267.7	0.59%	44,293	254.1	0.57%	136,849	825.5	0.60%
Connecticut Natural Gas	35,709	201.7	0.56%	36,817	189.6	0.51%	37,919	185.1	0.49%	110,445	576.4	0.52%
Southern Connecticut Gas	32,464	212.6	0.65%	32,855	186.8	0.57%	33,115	172.2	0.52%	98,434	571.6	0.58%
<b>TOTAL</b>	<b>115,645</b>	<b>718.0</b>	<b>0.62%</b>	<b>114,756</b>	<b>644.1</b>	<b>0.56%</b>	<b>115,327</b>	<b>611.4</b>	<b>0.53%</b>	<b>345,728</b>	<b>1,973.5</b>	<b>0.57%</b>

## 1.5 FUNDING SOURCES

In 2020, the primary funding sources for Connecticut’s energy efficiency programs will be modified due to Public Act 18-50.<sup>16</sup> For the 2020 program year, there will be only two primary funding sources for Connecticut’s energy efficiency programs:

- 1) **Electric CAM.** One six-mill Conservation Adjustment Mechanism (“CAM”) for customers of the Electric Companies. This is a combination of two prior funding sources: (1) the prior three-mill systems benefit charge on customer electric bills and (2) the CAM minus the gross receipts tax<sup>17</sup> (“GRT”) assessed on customer electric bills; and
- 2) **Natural Gas CAM.** Contributions from natural gas customers (on firm rates) through the natural gas CAM minus the gross estimated tax (“GET”) assessed on customer natural gas bills.<sup>18</sup>

Additional funding sources for the 2019, 2020, and 2021 program years include the Regional Greenhouse Gas Initiative (“RGGI”), a Northeast carbon trade system and the Independent System Operator-New England’s (“ISO-NE”) Forward Capacity Market (“FCM”). Tables 1-6 and 1-7 summarize the statewide funding for the 2019-2021 Plan.

**Table 1-6: Electric Program Funding Sources\***

	2019 Eversource Electric Revenues	2019 UI Revenues	2019 Combined Total	2020 Eversource Electric Revenues	2020 UI Revenues	2020 Combined Total	2021 Eversource Electric Revenues	2021 UI Revenues	2021 Combined Total
Collections (Mill Rate)	\$76.5	\$15.8	\$92.4						
ISO-NE FCM	\$29.7	\$8.1	\$37.8	\$28.6	\$6.2	\$34.8	\$27.4	\$5.8	\$33.2
RGGI	\$8.9	\$1.7	\$10.6	\$10.2	\$2.6	\$12.8	\$10.4	\$2.6	\$13.1
RGGI Diversion	(\$0.4)	(\$0.1)	(\$0.5)						
CAM (net of GRT)	\$57.9	\$14.1	\$72.0	\$117.2	\$27.3	\$144.4	\$115.8	\$26.9	\$142.8
Transfer to State General Fund	(\$21.4)	(\$5.4)	(\$26.8)						
<b>TOTAL (EE revenues)</b>	<b>\$151.3</b>	<b>\$34.1</b>	<b>\$185.4</b>	<b>\$156.0</b>	<b>\$36.1</b>	<b>\$192.1</b>	<b>\$153.7</b>	<b>\$35.3</b>	<b>\$189.0</b>

\*In millions. Totals may vary due to rounding.

<sup>16</sup> Public Act 18-50, § 9(d)(1). “Electric distribution companies shall collect a conservation adjustment mechanism that ensures the plan is fully funded by collecting an amount that is not more than the sum of six mills per kilowatt hour of electricity sold to each end use customer of an electric distribution company during the three years of any Conservation and Load Management Plan.”

<sup>17</sup> GRT is 7.05 percent for the electric CAM.

<sup>18</sup> The natural gas CAM is determined by using a GET accrual calculation of 4 percent for residential customers and 5 percent for C&I customers. Connecticut State Department of Revenue Services. *Ruling 99-3, Utility Company Gross Earnings Tax Residential Service*. Available at: <https://portal.ct.gov/DRS/Publications/Rulings/1999/Ruling-993-Utility-Company-Gross-Earnings-Tax-Residential-Service>.

**Table 1-7: Natural Gas Program Funding Sources\***

Natural Gas Energy Efficiency Revenues	2019 Conservation Adjustment Mechanism	2020 Conservation Adjustment Mechanism	2021 Conservation Adjustment Mechanism
Eversource Natural Gas Revenues	\$20.6	\$22.3	\$22.3
Connecticut Natural Gas Revenues	\$16.3	\$16.1	\$16.6
Southern Connecticut Gas Revenues	\$16.0	\$14.4	\$14.5
<b>TOTAL (energy efficiency revenues)</b>	<b>\$52.9</b>	<b>\$52.8</b>	<b>\$53.4</b>
*In millions. Totals may vary due to rounding.			

## 1.6 PERFORMANCE MANAGEMENT INCENTIVES

For managing Connecticut’s energy efficiency programs and budgets, the Companies earn an annual performance target incentive that is tied to program specific-oriented metrics, including but not limited to: energy savings and net economic benefits. Performance management incentives (“PMIs”) are typically based on a percentage of energy efficiency program costs and this percentage varies dependent on if goals and/or targets are met or exceeded.

In the Final DEEP Approval<sup>19</sup>, the Companies were directed in Condition No. 6 to form a PMI Working Group with members from the Companies, Energy Efficiency Board Consultants, and DEEP staff to review the entire PMI program, focusing on both the primary and secondary metrics. During the first half of 2019, the Companies developed a PMI Working Group and held meetings on June 5<sup>th</sup> and July 8<sup>th</sup> to develop and finalize their recommendations. The PMI Working Group made the following changes:

- Reinstated the Home Energy Solutions-Income Eligible program’s Spending Penalty Metric for program years 2020 and 2021 since funding is restored;
- Replaced the “Home Energy Solutions Add-On Measure” in favor of measuring the increase in weatherization. The new Metric selected is the “Percentage of Homes Receiving Insulation Rebates”; and
- Adjusted the Strategic Energy Management Metric pricing structure to be consistent with the existing structure.

<sup>19</sup> Department of Energy and Environmental Protection. *Approval with Conditions of the Connecticut Conservation and Load Management Plan for 2019 through 2021*. Available at: <https://www.ct.gov/deep/lib/deep/energy/conserloadmgmt/ct-deep-approval-with-conditions-of-2019-2021-c-lm-plan-12-20-18.pdf>. The request for a PMI Working Group was part of Condition No. 6.

# CHAPTER TWO: PLAN UPDATES

## 2.1 OVERVIEW

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The Companies developed the 2020 Plan Update's program enhancements and changes in collaboration with the Energy Efficiency Board, the Energy Efficiency Board Consultants, and DEEP. The 2020 Plan Update covers year two of the 2019-2021 Plan. As noted in Chapter One, for the past 13 years, Connecticut has consistently ranked in the top 10 states for energy efficiency by the ACEEE. The Companies' Energy Efficiency Portfolios are nationally recognized for their comprehensive and tailored solutions, innovative workforce development initiatives, and engagement with communities and municipalities.

Chapter Two details the slight program modifications and updates for the Companies' 2020 Residential, C&I, and Workforce Development, Education, and Community Outreach Energy Efficiency Portfolios. Chapter Three describes the Companies' benefit-cost screening tests and Chapter Four details the Companies' plans in 2020 for their Customer Engagement Platforms. Chapter Five describes the third-party evaluation recommendations issued in 2019 and how the Companies plan to integrate those recommendations into the 2020 Plan Update's program offerings. Appendix D provides a Budget and Savings Summary for the 2020 and 2021 program years based on the latest revenue forecasts and program changes as described in this 2020 Plan Update.

The Companies request approval from DEEP to implement the changes referenced in Chapters Two, Three, Four, and Five for the 2020 program year, as well as the budget and savings tables detailed in Appendix D, with the understanding that the final budgets and savings reflecting year-end 2019 actual results will be filed on March 1, 2020.

## 2.2 CONNECTICUT ENERGY CODE (RESIDENTIAL AND C&I)

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The current Connecticut Energy Code is the 2015 International Energy Conservation Code ("2015 IECC") which was adopted as part of the 2018 Connecticut State Building Code on October 1, 2018. The adoption of the 2015 IECC increased requirements for glazing, insulation, and infiltration, which may result in lower program savings for new construction during the 2019-2021 Plan.

In April 2019, the State Building Inspector, State Fire Marshal, and the Codes and Standards Committee ("Committee") announced their intent to adopt the 2020 State Building and Fire Safety Codes based on the 2018 editions of the International Code Council ("ICC") documents. This will include the 2018 IECC. The Committee's Codes Amendment Subcommittee and the Connecticut Department of Administrative Services staff will conduct a technical review of these codes. The review began in April 2019 and was completed in the fall of 2019. The proposed effective date is October 1, 2020. The Companies will monitor and adjust program guidelines accordingly.

In 2020, the Companies plan to increase the number of building code trainings to make local building officials aware of current and proposed building code changes. In 2020, the Companies will reinvestigate the possibility of attributing energy savings from code trainings for building officials, trade allies, and others to the New Construction, Additions & Major Renovations (Residential) and Energy Conscious Blueprint (C&I) programs. This will include a review of code attribution models currently in place in other states.

## 2.3 2020 RESIDENTIAL ENERGY EFFICIENCY PORTFOLIO CHANGES

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Connecticut's Residential Energy Efficiency Portfolio has a proven track record of delivering cost-effective energy-saving, economic, and environmental benefits for the state's residents. In 2020, the Companies will continue to expand customer outreach and offer customer-centric solutions to drive residential energy savings, increase GHG emissions reductions, and engage customers.

### 2.3.1 Residential Lighting

As noted in the 2019-2021 Plan<sup>20</sup> and the DEEP Condition of Approval,<sup>21</sup> the Companies are closely monitoring the retail lighting marketplace to determine how they set energy-saving goals and if they need to adjust the program designs of the Residential Energy Efficiency Portfolio.

Throughout most of 2019, there was uncertainty regarding the enforcement and implementation of the Energy Independence & Security Act of 2007 ("EISA")<sup>22</sup> and if Phase 2 and Phase 3 of EISA's light bulb standards slated to begin on January 1, 2020 ("EISA 2020 standard") and January 1, 2025 ("EISA 2025 standard"), respectively, would go into effect.

On February 11, 2019, the US Department of Energy ("US DOE") published a notice of proposed rulemaking ("NOPR") that proposed withdrawing the revised definitions of general service lamp ("GSL"), general service incandescent lamp ("GSIL"), and other supplemental definitions, that were originally set to go into effect on January 1, 2020. In a final ruling issued on September 5, 2019,<sup>23</sup> the US DOE reversed a 2017 decision to expand the types of GSLs covered under stronger standards, rescinding the expanded definition, and allowing exemptions to these standards for specialty lamps such as globes, candelabras, and reflectors, as well as other lamps such as three-way and rough service. With this ruling, the US DOE withdrew the prior final rules regarding the EISA 2020 standard published on January 19, 2017 (82 FR 7276 and 82 FR 7322) effective October 7, 2019.

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<sup>20</sup> See 1 id.

<sup>21</sup> See 2 id.

<sup>22</sup> Public Law 110-40. *Energy Independence and Security Act of 2007*. Dec. 19, 2007.

<sup>23</sup> 84 FR 46661. Office of Energy Efficiency and Renewable Energy. *Energy Conservation Program: Definition for General Service Lamps*, Published Sep. 5, 2019, pp. 46661-46676. Available at: <https://www.federalregister.gov/documents/2019/09/05/2019-18940/energy-conservation-program-definition-for-general-service-lamps>.

The September 2019 final rule eliminates energy efficiency standards for about 50 percent of the six billion light bulbs<sup>24</sup> used in the United States. The standards would have covered a variety of light bulb shapes and sizes used in homes, including candelabra-based bulbs, candle- and globe-shaped bulbs, and reflector bulbs. These standards would have essentially phased out the incandescent bulb in favor of high-efficiency light-emitting diodes (“LEDs”) and fluorescent bulbs and fixtures.

The US DOE also issued a proposed determination on September 5, 2019,<sup>25</sup> which if finalized, would eliminate the EISA 2020 standards for “A-lamps,” the pear-shaped bulbs that make up the other 50 percent of light bulbs used in the United States. Based on analysis by the Appliance Standards Awareness Project and ACEEE,<sup>26</sup> eliminating the 2020 standards for all light bulbs would cost American consumers up to \$14 billion annually and increase annual GHG emissions by about 38 million metric tons per year.

In 2020, the Companies will continue to support energy-efficient LEDs as part of the Consumer Products, Home Performance Services, and the New Construction, Additions & Major Renovations programs. Lighting is still a key energy efficiency measure that drives electric energy savings across the Companies’ Residential and C&I Energy Efficiency Portfolios. In 2020, the Companies continue to plan for energy efficiency programs that are not as reliant on lighting measures to generate energy savings.

### 2.3.2 Active Demand Response Solutions (Residential)

During 2019, the Companies began to implement Active Demand Response (“ADR”) solutions to assess active demand reduction (kW) of each program, customer participation rates vs. opt-out rates, and customer engagement and satisfaction with the programs.

#### **Eversource ADR Solutions**

In 2020, Eversource will expand its ADR solutions for residential customers as described below.

- **Connected Wi-Fi Thermostats and HVAC Systems.** In 2019, Eversource transitioned its “Bring Your Own Device” (“BYOD”) pilot into an open demand response program. The BYOD program incorporates the next generation of connected Wi-Fi thermostats to empower and engage customers with demand response programs. This effort will continue in 2020.
- **Window Air Conditioner (“A/C”) Controls.** Eversource is working with a vendor, who provides window A/C controls, to investigate how to design a demand response program around this technology, while controlling costs and maintaining persistent savings. A consideration being discussed is incentivizing customer commitment to continued program participation. Eversource

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<sup>24</sup> ACEEE. *DOE’s Light Bulb Standards Rollback Will Cost Americans \$14 Billion Each Year*. Sep. 4, 2019. Available at: <https://aceee.org/press/2019/09/doe-s-light-bulb-standards-rollback>.

<sup>25</sup> 84 FR 46830. Office of Energy Efficiency and Renewable Energy. *Energy Conservation Program: Energy Conservation Standards for General Service Incandescent Lamps*, Published Sep. 5, 2019, pp. 46830-46862. Available at: <https://www.federalregister.gov/documents/2019/09/05/2019-18941/energy-conservation-program-energy-conservation-standards-for-general-service-incandescent-lamps>.

<sup>26</sup>Appliance Standards Awareness Project and American Council for an Energy-Efficient Economy. *US light bulb standards save billions for consumers, but manufacturers seek a rollback*, July 2018. Available at: <https://aceee.org/topic-brief/light-bulb-standards-0718>.



believes that if the challenges related to savings persistence and device connectivity discussed above can be overcome, these devices have a significant potential for savings. This is due to the segment of homes without central A/C that are not able to participate in a Wi-Fi thermostat demand response program.

- **Battery Storage.** In 2018 and 2019, Eversource began deploying residential battery storage projects in Massachusetts and is actively pursuing cost-effective ways to integrate residential battery storage into an ADR program in 2020. Eversource has issued a three-state Request For Proposal (“RFP”) for demand reduction vendors for targeted technologies, including battery storage. Battery storage technology is envisioned as an optimal strategy, as it would allow customers to provide load reduction in several ways, as the technology can provide capacity in daily, targeted, and winter periods. The key findings from Massachusetts deployments will be used to inform the Connecticut program as it is rolled out in 2020.
- **Electric Vehicle (“EV”) Charger Control.** EV charging represents a growing load within Eversource’s Connecticut service territory and is a load with the flexibility needed to be part of a demand response offering. Research suggests that 80 percent of charging is done at residences and may be generally coincident with system peaks. In Massachusetts, Eversource currently has approval to offer EV Load Management as a research and development initiative during 2019-2021. Based upon the results of this Massachusetts initiative during the summer of 2019, Eversource will explore expanding this offering into Connecticut in 2020.
- **Electric Water Heater Controls.** There are currently several manufacturers of connected heat pump water heaters, and Eversource sees potential for controlled electric water heaters as part of an integrated offering to provide capacity as part of a demand response program in addition to the existing residential portfolio measure. In addition, the 2019-2021 Plan supports heat pump water heaters as part of the Residential Energy Efficiency Portfolio. Eversource plans in the near term to target these installed devices for enrollment in a demand response pilot. Where possible, this demand response solution will be integrated and co-delivered with the existing residential program offerings to increase the value to customers and decrease deployment costs. This may include the potential to create tiered incentives.

### United Illuminating ADR Solutions

In 2020, United Illuminating will expand its ADR solutions for residential customers as described below.

- **Connected Wi-Fi Thermostats and HVAC Systems.** In 2019, United Illuminating’s BYOD initiative became a full-fledged program and will continue in 2020. The BYOD initiative incorporates the next generation of connected Wi-Fi thermostats in order to empower and engage customers with demand response programs. The BYOD program allows United Illuminating to have remote controllability of a customer’s HVAC system via a connected Wi-Fi thermostat. This allows United Illuminating to establish temperature-set points and schedules while engaging customers to better understand and control their energy usage.



- **Wi-Fi Enabled Heat Pump Water Heaters (“HPWH”).** Since the start of the pilot, United Illuminating has held eight (8) demand response events, three in the summer of 2018 and five in the summer of 2019. In addition, United Illuminating held five demand response events during the winter of 2018–2019. Initial results to date have yielded some interesting findings; however, more enrolled customers and events are needed to better understand the market and provide statistically valid demand response results.

Overall, demand reductions have been relatively low, and it is assumed that this is directly related to the highly efficient nature of HPWHs. Winter event reductions have been greater and average 88 watts per demand response event hour, while summer event reductions are lower with an average 51 watts per demand response event hour. HPWHs are also a non-weather dependent measure with a typical load curve that show no daily consistency, thus making it extremely difficult to target peak usage times of the day. United Illuminating will continue to increase the number of HPWH units through the co-delivery of existing HPWH efforts to this demand response portfolio. United Illuminating will call events in an effort to better understand the market and its demand response potential.

- **Peak Time Rebate Pilot.** Since the start of the Peak Time Rebate (“PTR”) two-year pilot, United Illuminating has held three PTR events (one in the winter of 2018-2019 and two during the summer of 2019). As part of the PTR pilot, customer engagement is critical to the pilot’s event success. Customer engagement occurs through an “email journey” where each participant receives 3-4 customized e-mails (i.e., Appliance Load Disaggregation, Similar Homes Comparison, Opportunities to Save, and High Usage Alert) each month. Based on the past 12 months, the vendor has reported energy savings associated with just the customer email journey at 1.29 percent per participant and is based on 15-minute AMI data from participants (treatment group) compared to a similar control group.

PTR event load reductions reported by the vendor over the last three events have showed minimal impact, have been inconsistent, or show no trends throughout a typical three-hour event. More event data is needed to produce statistically valid results that will determine the future of this pilot. United Illuminating will hold additional PTR events during the upcoming winter 2019-2020 and will present final results and propose future recommendations to the Energy Efficiency Board by Q2 2020.

### 2.3.3 Heat Pump Technologies

For the 2020 Plan Update, the Companies will continue to provide support for increased deployment of heat pump technologies across Connecticut. The Companies will continue to implement their Heat Pump pilot into 2020 to try to achieve the original pilot goal of installing 100 heat pump units across the state to displace delivered fuel space heating usage. The Companies will continue to provide support through a variety of engagement channels, including customer education, targeted upstream incentives, marketing, and coordinated financing solutions with the Connecticut Green Bank. Qualifying heat pump technologies

include: central air-source, ground source, and water-source heat pumps, and ductless mini-split heat pumps.

## 2.4 2020 C&I ENERGY EFFICIENCY PORTFOLIO CHANGES

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### 2.4.1 Market Segmentation

Since 2016, the Companies' C&I Energy Efficiency Portfolio has focused on providing tailored customer solutions to target C&I market segments. This customer-centric focus is based on ongoing market research by the Companies to identify C&I customer market segments and sub-segments, as well as to understand what market actions, technical support, energy-efficient equipment, process improvements, and financing mechanisms best suit a customer's business needs and market segment. For the 2019-2021 Plan, the Companies identified 12 initial target markets<sup>27</sup>:

- **Commercial Market Segments:** Commercial Real Estate, Higher Education, Hospitality (Lodging), Hospitals and Healthcare Facilities, Information, Communications & Technology, Retail Stores, Restaurants, and State and Municipal Government.
- **Industrial Market Segments:** Aerospace and Defense, Manufacturing, Utilities and Transportation, and Distribution, Fulfillment Centers & Warehousing.

Currently, United Illuminating, CNG, and SCG are analyzing their C&I customer population data to identify load opportunities, outliers from the identified 2019-2021 Plan market segments, historical participation in energy efficiency programs, and potentially underserved market segments or sub-segments unique to their service territories. This granular assessment will define point-of-contacts (i.e., facilities managers and property managers) and refine customer lists. In 2020, the final product of this work will help United Illuminating, CNG, and SCG to develop market segment packages identifying key energy efficiency opportunities and technologies to leverage in targeted communications to selected segments.

### 2.4.2 C&I Advanced Lighting Strategy

For the 2019-2021 Plan, the Companies designed a C&I Advanced Lighting Strategy that uses connected lighting systems ("CLS"), advanced lighting control systems ("ALCS"), and emerging LED technologies (e.g., organic LEDs) as a ubiquitous platform for advanced services and analytics. In 2020, the Companies will direct funds toward ALCS and comprehensive projects. The C&I Advanced Lighting Strategy will consist of three primary pillars: (1) engagement and education of customers, (2) tiered incentives, and (3) workforce development.

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<sup>27</sup> 2019-2021 Plan, pp. 153-186. The Companies introduce several new market segments for the 2019-2021 Plan, including: (1) Aerospace and Defense, (2) Information, Communications, and Technology, (3) Distribution, Fulfillment Centers & Warehousing, and (4) Utilities and Transportation.

The Companies will continue to implement a tiered incentive model for lighting technologies to increase the adoption rates to high-efficiency lighting equipment and controls. The Companies' 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. In addition, the use of tiered incentive structures promotes multi-measure and multi-end use comprehensive projects.

In 2020, the Companies will shift upstream incentives in an effort to promote higher quality lighting products and shift incentives away from lower quality technologies. The Companies will leverage their Lighting Control Design Trade Ally Network to promote one-on-one conversations and strategic promotions with distributors and manufacturers.

### 2.4.3 HVAC Strategy

#### **HVAC Modernization Demonstration**

In 2019, the HVAC Modernization Demonstration<sup>28</sup> ("Demonstration") was launched to incentivize customers in replacing HVAC equipment that is operating beyond its useful life. In the 2019-2021 Plan, the Companies recognized that many businesses continue to operate equipment (e.g., air compressors, HVAC equipment, and production equipment) that has exceeded its useful life because the capital costs of replacing them is prohibitive.

The Demonstration determines if chiller equipment replacement will benefit the electric and natural gas distribution system and a C&I customer by using a "mixed baseline" appropriate to determine savings and elasticity of incentive needs. Through the Demonstration's additional customer incentives, the Companies hope to encourage C&I customers to hasten HVAC equipment replacement in 21<sup>st</sup> century manufacturing facilities and state buildings, and large industrials.

For the 2020 program year, the Companies will continue the progress that they have made in the Demonstration with continued technical support, outreach, and educational programs. On June 28, 2019, the Companies released an RFP for the Demonstration. The RFP will award incentives for chiller equipment replacement projects installed by December 6, 2020. The RFP closed on August 30, 2018 and project incentives will be awarded in Quarter 4 of 2019. In 2020, the Companies will analyze the need for an additional RFP to obtain more projects.

#### **Increased Marketing Outreach**

In 2020, the Companies plan to increase their marketing outreach for Demand Control Ventilation ("DCV") and air-source heat pumps ("ASHPs"), including in the Small Business Energy Advantage and Business Energy Advantage programs. Both DCVs and ASHPs were identified as part of the 2019-2021 HVAC

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<sup>28</sup> 2019-2021 Plan, p. 113.

strategies to target the HVAC replacement market. This marketing outreach will include educational programs and trainings.

### 2.4.4 Upstream Offerings

C&I incentives are offered to customers to motivate them to pursue comprehensive energy efficiency solutions when they are renovating an existing facility, constructing a new building, replacing inefficient or failed equipment, or streamlining their operational processes. In 2019, the Companies have seen high adoption rates in their upstream rebate offerings for commercial kitchen equipment, including freezers, fryers, griddles, refrigerators, and some HVAC systems. The Companies have identified the Restaurants (81.1 percent)<sup>29</sup> market segment as the top adopter for upstream commercial kitchen equipment rebates.

In 2020, the Companies will expand their upstream rebate offerings for commercial refrigeration measures. The Companies have determined that this expansion is necessary to meet the demands of the Restaurant market segment and aligns with recent advancements in refrigeration technologies and controls.

### 2.4.5 Zero Net Energy Buildings

The Energy Conscious Blueprint program drives energy efficiency in the new construction, major renovations, and new equipment marketplace. For the 2019-2021 Plan, the Companies committed to promoting the integration of energy efficiency and renewable energy strategies, financing programs, and solutions.<sup>30</sup> In 2019, the Companies observed that a number of Connecticut builders have achieved or committed to constructing Zero Net Energy buildings. To facilitate a continued increase in the construction of Zero Net Energy buildings, the Companies will support conferences and explore code adoption strategies during the 2020 program year.

### 2.4.6 Strategic Energy Management

The Business and Energy Sustainability (“BES”) solution is the Companies’ main Strategic Energy Management (“SEM”) approach to establish long-term relationships with energy users and to target persistent energy savings. In the 2019-2021 Plan,<sup>31</sup> the Companies proposed offering a pilot of SEM cohorts, a group of six to twelve C&I customers who work together to adopt a more strategic approach in energy management in their similar facilities.

In 2019, the Companies began to promote and develop SEM cohorts. A kick-off event was held for the BSC/SEM University cohort, which included presentations regarding the 2019 C&I Energy Efficiency Portfolio, the SEM process, energy benchmarking and tracking, and Energy Utilization Assessments (“EUAs”). The Companies will continue to promote and develop successful SEM cohorts in 2020.

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<sup>29</sup> C&I Subcommittee Meeting Presentation by the Companies, *Upstream Food Service and Lighting Program Update*, Jul. 9, 2019.

<sup>30</sup> 2019-2021 Plan, *Priority Two*, p. 12.

<sup>31</sup> 2019-2021 Plan, p. 141.

### 2.4.7 Executive Order One

On April 24, 2019, Connecticut Governor Ned Lamont signed Executive Order One<sup>32</sup> (“Order One”), directing executive branch state office buildings and vehicle fleets to become greener and more energy efficient through an expanded “Lead by Example” sustainability initiative aimed at reducing the state’s carbon footprint and reducing the cost of government operations. Connecticut’s executive agencies will host senior sustainability officers within each agency to be the lead on agency purchasing and facility decisions pursuant to the Order One’s goals.

The Companies attended the June 28, 2019 kick-off meeting for Order One, hosted by the Office of Policy and Management (“OPM”), the Department of Administrative Services (“DAS”), and DEEP. In 2020, the Companies will continue to help various executive agencies develop strategic plans regarding energy efficiency and sustainability goals through technical support and information regarding the C&I Energy Efficiency Portfolio’s incentives and energy-saving measures. Members of the Companies’ staff have joined various Order One project teams to offer technical support, including but not limited to: the Energy Efficiency, Renewable Energy, and Clean and Efficient Transportation project teams.

### 2.4.8 C&I Demand Reduction Strategies

#### C&I Demand Response Programs (Eversource)

The integration of demand response offerings with energy efficiency programs is critical to the success of Eversource’s C&I Demand Reduction Strategies programs. This includes using energy efficiency program delivery channels and measures as a seedbed for demand response technologies, such as HVAC controls, building and energy management systems, lighting controls, and others. The C&I Energy Efficiency Portfolio, using Eversource sales representatives, provides an effective path for customer recruitment by adding ADR Strategies to the suite of solutions and offerings discussed with customers.

For 2020, several additional C&I Demand Response Pilot findings will continue to inform specific strategies and technologies, including:

- Different technologies are suited to different dispatch strategies. For instance, batteries and thermal storage can reduce load on a daily basis without impacting customer comfort or operations.
- Manual curtailment is much less expensive than other forms of active demand reductions.
- Daily dispatch yields three times greater avoided energy supply cost value than targeted dispatch over the course of a season.

<sup>32</sup> Executive Order No. 1, Signed April 24, 2019. Available at: <https://portal.ct.gov/-/media/Office-of-the-Governor/Executive-Orders/Lamont-Executive-Orders/Executive-Order-No-1.pdf>.

- Customers do not accept demand reduction solutions if they do not understand the value proposition, or if they must cede too much control over their systems—even if a solution requires very little capital expense to the customer.
- More training is needed for sales representatives to explain the value proposition and technologies to customers.

Based in part on these findings, Eversource will look to develop C&I demand management offerings during the 2020 and 2021 program years (see Table 2-1).

**Table 2-1: C&I Demand Management Offerings, 2019-2021**

Targeted Dispatch	Daily Dispatch	Winter Dispatch
<ul style="list-style-type: none"> <li>• 3-8 events per summer</li> <li>• 3 hours per event</li> <li>• \$35/kW-summer (Technology Agnostic)</li> <li>• \$100/kW-summer (Storage)</li> <li>• Typical dispatch strategies and technologies:                             <ul style="list-style-type: none"> <li>○ Usually manual dispatch</li> <li>○ Temperature setback ~3F</li> <li>○ VFD speed limiting</li> <li>○ Early setback</li> <li>○ Process changes</li> <li>○ Generators</li> <li>○ Combined heat and power</li> <li>○ Lighting</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• 30 - 60 events per summer</li> <li>• 2-3 hours per event</li> <li>• \$200/kW-summer (Storage)</li> <li>• Typical dispatch strategies and technologies:                             <ul style="list-style-type: none"> <li>○ Usually automatic dispatch</li> <li>○ Batteries</li> <li>○ Flywheels</li> <li>○ Thermal storage</li> <li>○ Industrial freezers</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• 5 events per winter</li> <li>• 3 hours per event</li> <li>• \$25/kW-winter (Technology Agnostic)</li> <li>• \$50/kW-winter (Storage)</li> <li>• Typical dispatch strategies and technologies:                             <ul style="list-style-type: none"> <li>○ Usually manual dispatch</li> <li>○ Snowmaking</li> <li>○ Industrial processes</li> <li>○ Generators</li> </ul> </li> </ul>

**C&I Auto Demand Response Program (United Illuminating)**

Starting in 2020, United Illuminating’s Targeted Auto Demand Response pilot will transition to a full-fledged demand response program and will be offered to all qualifying C&I customers, not just customers serviced by the Woodmont and Ash Creek substations. For program simplicity, United Illuminating is planning to offer a flat \$/kW customer incentive.

Over the course of the past several years, the load growth within the Woodmont and Ash Creek substations has not materialized as originally forecasted. In addition to the standard demand response incentive funded by Energy Efficiency Fund dollars, United Illuminating is planning to leverage other non-Energy Efficiency Fund distribution system efforts, such as the “ConnectSun” project and other Distributed Energy Resources (“DERS”) provide the required distribution system assistance.

The C&I Auto Demand Response program will be co-delivered in conjunction with the other C&I Energy Efficiency Portfolio offerings. The efficiencies of this co-delivery will allow United Illuminating the ability to offer customers additional energy efficiency solutions to reduce system load, save energy, and earn performance incentives during demand response events. All incentives earned by program participants will

be 100 percent performance-based. Customers will receive a performance incentive based on the actual energy reduced during a demand response event.

### 2.4.9 Financing

#### C&I Financing

The Companies, in collaboration with the Connecticut Green Bank and other third-party lenders, utilize energy efficiency financing tools and mechanisms to drive customer engagement and participation in the C&I Energy Efficiency Portfolio. In 2020, the Companies will continue to work with the Connecticut Green Bank and its partners to introduce new recapitalization strategies that will help leverage energy efficiency funds with private capital.

In 2020, Eversource will look to extend their term limits from four-year to seven-year loan terms for Municipal and State customers to encourage comprehensiveness in energy efficiency projects. In addition, Eversource will increase its Municipal Loan cap from \$500,000 to \$1 million and United Illuminating will increase its Municipal Loan cap from \$100,000 to \$250,000. In addition, United Illuminating will continue to explore improvements to existing offerings.

In 2019, Eversource initiated a new financing mechanism to assist medium-sized businesses participating in the Business Energy Advantage program (part of Energy Retrofits) gain access to low-interest financing. This third-party financing is made available through a contractor portal developed by the National Energy Improvement Fund (“NEIF”). NEIF has arranged a network of lenders to offer varying interest rates dependent upon loan terms and amounts. Business Energy Advantage contractors can provide customers with the following financing options: (1) a combination of energy efficiency incentives and market-rate based financing or (2) a combination of reduced energy-efficient incentives with zero percent financing. See Table 2-2 for more information.

**Table 2-2: 2020 C&I Energy Efficiency Financing Solutions (Updated or New)<sup>33</sup>**

Financing Product	Loan Limits	Terms	Interest Rate	Funding Source
Small Business & Municipal Loan	\$500 to \$100,000 (on-bill repayment for electric and natural gas measures)	Max. 48 months	0%	Energy Efficiency Fund, Utility Capital, Connecticut Green Bank, and Third-Party Providers
	\$1,000,000 per municipality and/or State project (Eversource) \$250,000 per municipality and/or State agency (United Illuminating)	Max. 96 months		
Business Energy Advantage (Eversource only)	No Loan Limits	Up to 60 months	Market-Rate Financing  0% (through reduced incentives)	NEIF and Third-Party Providers

<sup>33</sup> For a list of the original or non-revised 2019-2021 C&I Energy Efficiency Financing Solutions, please see 2019-2021 Plan, p. 119.

## 2.5 2020 WORKFORCE DEVELOPMENT, EDUCATION, and COMMUNITY OUTREACH PORTFOLIO CHANGES

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In 2020, the Companies will continue to deliver sustainable community, educational, and workforce development initiatives through the Workforce Development, Education, and Community Outreach Portfolio.

### 2.5.1 Educate the Workforce

#### Career and Technical Education Program

In the 2019-2021 Plan,<sup>34</sup> the Companies laid out a vision for a vendor-managed Career and Technical Education Program that would build off the successful Green Sustainability Technical Education Program (“Green STEP”) implemented during the 2016-2018 Plan. In 2019, the Companies issued and awarded an RFP for a vendor to manage the Green STEP program’s certifications, trainings, and employer and career fairs for students attending the Connecticut Technical Education and Career System (“CTECS”).

In response to CTECS administrators’ request to enhance the educational and workforce development components, the Companies have included additional or updated Green STEP milestones for the 2019-2020 and 2020-2021 school years. These new or updated Milestones are in addition to those detailed in the 2019-2021 Plan.<sup>35</sup> Please see Figure 2-1 for a detailed outline of the updated 2019-2021 Green STEP Milestones.

#### *Introduction to Green STEP Workshop (9th Grade)*

New for the 2019-2020 school year, the **Introduction to Green STEP Workshop** will provide 9<sup>th</sup> grade students with an overview of the program’s goals, descriptions of grade-level milestones, trade-related trainings, optional Building Performance Institute (“BPI”) certification trainings, and an introduction to the Connecticut Science and Engineering Fair. The two-hour workshop will provide students with hands-on activities that teach them how to read and analyze an electric and natural gas bill, and how to read an electric meter.

#### *Introduction to the Connecticut Science and Engineering Fair (“CSEF”) Workshop*

For the 2019-2020 and 2020-2021 school years, an **Introduction to the CSEF Workshop** will be introduced and offered to 10<sup>th</sup> grade students. This workshop will: (a) introduce students to the CSEF, (b) provide an overview of the Sustainability and Alternative/Renewable Energy categories, (c) review the scientific method, (d) show students how to develop a project, and (e) detail the CSEF’s timelines for project submissions. By the conclusion of the workshop, students will have a basic project concept map completed. The Companies will still provide the same logistical support to CTECS educators and students as referenced in the 2019-2021 Plan.

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<sup>34</sup> 2019-2021 Plan, pp. 199-201.

<sup>35</sup> 2019-2021 Plan, pp. 199-201.



### *eesmarts™ Workshop*

The Companies' vendor will conduct an **eesmarts Workshop** for participating 11<sup>th</sup> grade students. This workshop will incorporate both the Companies' existing PreK-12 *eesmarts* curriculum, as well as Project Learning Tree's *GreenSchools Investigations* lessons. The purpose of this workshop is to reinforce energy efficiency and conservation content and provide opportunities to explore uses of alternative/renewable energies, such as solar photovoltaics and solar thermal.

### *Trade-Related Training*

The Companies' vendor and its technical education partners will offer trade-related training for 12<sup>th</sup> grade students in the CTECS Construction Career Trade Departments, including Architectural, Bio and Environmental Technology, Carpentry, Electrical, HVAC, Masonry, Plumbing, and Heating and Cooling. These interactive hands-on workshops will reinforce the message to CTECS students that energy-efficient technologies and training will provide them with the knowledge and skills needed to secure employment opportunities in the clean energy workforce. These trainings will include:

- **Duct Diagnostics Workshop.** This hands-on workshop will introduce duct diagnostics and blasting which allow students to set-up, run, and test ducts themselves.
- **Blower Door Workshops.** Students will learn how to safely conduct combustion testing on all equipment in order to set-up and run, and test blower door tests to identify air changes per hour with conditioned space.
- **Heat Pump Water Heater Training.** This workshop will introduce students to this technology and how to properly install the equipment.
- **Lighting Design and Energy Codes Training.** Students will learn about high-efficiency lighting, lighting controls, and related technologies in this workshop. In addition, students will learn about energy codes and how they are integrated into the design and construction process.

### *Monitoring and Evaluation of Green STEP*

Starting in the 2019-2020 school year, the Companies will begin a formal Monitoring and Evaluation ("M&E") plan to enhance tracking and reporting of student success and participation in Green STEP. This M&E plan will help track the instructor-to-student ratio per learning engagement, number of students enrolled in Green STEP year-after-year, discontinued participation, student testing statistics, number of students awarded certifications, and post-graduation follow-up to determine employment or higher learning pathways for CTECS students participating in the program.

Figure 2-1: Overview of Green STEP (Grades 9-12)

9th Grade	10th Grade	11th Grade	12th Grade
<ul style="list-style-type: none"> <li>• <b>Intro to Green STEP Workshop</b> <ul style="list-style-type: none"> <li>- Overview of the program's goals</li> <li>- Descriptions of grade-level milestones</li> <li>- Trade-related trainings</li> <li>- Optional BPI certification trainings</li> <li>- Introduction to CT Science &amp; Engineering Fair</li> <li>- How to read an electric/natural gas bill</li> <li>- How to read an electric meter</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• <b>Intro to Energy 101-Home Performance Workshop</b> <ul style="list-style-type: none"> <li>- Basics of energy efficiency and renewable energies</li> <li>- Blower door test</li> <li>- Home performance services</li> <li>- Energy conservation</li> <li>- Sustainability</li> </ul> </li> <li>• <b>Intro to CSEF Workshop</b> <ul style="list-style-type: none"> <li>- Overview of Sustainability and Alternative/Renewable Energy categories</li> <li>- Review the scientific method</li> <li>- How to develop a project</li> <li>- CSEF timelines for project submissions</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• <b>eesmarts Workshops</b> <ul style="list-style-type: none"> <li>- Project Learning Tree</li> <li>- GreenSchools Investigations program (Energy and Water)</li> <li>- Solar Curriculum</li> </ul> </li> <li>• <b>Employer &amp; Career Fairs</b> <ul style="list-style-type: none"> <li>- Opportunities for networking, internships, and full-time employment</li> <li>- 3-4 fairs across state</li> </ul> </li> <li>• <b>CSEF Projects</b> <ul style="list-style-type: none"> <li>- Continue projects</li> <li>- Potentially compete in CSEF</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• <b>Trade-Related Trainings</b> <ul style="list-style-type: none"> <li>- <b>Duct Blasting</b> (HVAC, Plumbing, Heating &amp; Cooling Departments)</li> <li>- <b>Blower Door</b> (Carpentry, Architectural, and Masonry Departments)</li> <li>- <b>Heat Pump Water Heaters</b> (Plumbing, Plumbing &amp; Heating, and Heating &amp; Cooling Departments)</li> <li>- <b>Lighting Design and Energy Codes</b> (Electrical and Bio &amp; Environmental Technology Department)</li> </ul> </li> <li>• <b>CSEF Projects</b> <ul style="list-style-type: none"> <li>- Continue projects</li> <li>- Potentially compete in state fair</li> </ul> </li> <li>• <b>Optional Track: BPI Building Science Professional Certification</b> <ul style="list-style-type: none"> <li>- Multiple day training for selected group of students</li> </ul> </li> </ul>

### Workforce Development Training and Development Plan

The Companies recognize the critical importance of a well-prepared workforce and the need to continuously maintain worker readiness with technical trainings, educational presentations, and updates regarding new programs, initiatives, and incentives offered through the Companies' C&I and Residential Energy Efficiency Portfolios. These workforce trainings drive energy efficiency savings, customer participation, and reduced GHG emissions in the Companies' suite of energy efficiency and demand management offerings. The Companies will develop workforce development metrics, including but not limited to: attendees, number of trainings, certifications, and workforce impacts.

In 2019, the Companies redesigned their workforce development strategy into two categories: short-term and long-term. In the short-term, the Companies remain focused on identifying all workforce training opportunities and marketing them through the Energy Efficiency Board's calendar, EnergizeCT website, and targeted e-mails to contractors, trade allies, vendors, stakeholders, and customers. In the long-term, the Companies will look to broaden their training outreach from a state-level approach to morph into a

nationally-recognized workforce development entity. This transformation will involve co-sponsoring training opportunities with national organizations, partnering with neighboring state utilities, and planning in-house training and conference opportunities. The Companies will maintain both their short-term and long-term strategies during the 2020 program year.

Beginning in 2019 and continuing in 2020, the Companies will expand their offerings of presentations and trainings for Connecticut's clean energy workforce. In a survey conducted during the 2019 C&I Energy Efficiency Portfolio roll-out to vendors, the Companies asked what training opportunities should be offered. The top training subjects requested (in order) were: (1) HVAC equipment and controls; (2) lighting and lighting controls; (3) compressed air; (4) controls; (5) incentives and rebates; (6) sales training; (7) comprehensive projects (how to sell projects, calculate incentives, and submit an application); (8) energy management systems ("EMS") and building management systems ("BMS"); (9) how to submit a project application and the Companies' approval process; and (10) natural gas (how to identify energy efficiency and demand reduction opportunities).

In 2020, the Companies will continue to focus resources, educational programming, and technical support to promote clean energy workforce development in the state and in the Northeast region. In late 2019 and continuing in 2020, the Companies plan to conduct a significant amount of trainings, including but not limited to:

- **Variable Refrigerant Flow ("VRF") Systems—Designs and Opportunities.** This is introductory training regarding energy-efficient heat pump and VRF technologies. The workshop explains how these technologies and systems work, compares their performance to other heating and cooling equipment, helps contractors identify appropriate applications for the technologies, and educates customers and contractors regarding how they can access energy-efficient incentives through the Companies' Energy Efficiency Portfolios.
- **Understanding Energy Using Systems and their Energy Reduction Opportunities.** This interactive training shows contractors how to measure energy use and energy reduction progress. The workshop will review simple to complex energy metric systems and provide real-world examples of successful energy metric programs. The training will also illustrate what energy data can reveal, if it is organized and analyzed properly.
- **Energy Reduction Using EUAs, Six Sigma, Kaizen, 5 S, Lean Manufacturing, and Behavioral Energy Change Programs.** This training is designed to provide customers and contractors with an understanding of the Six Sigma, 5 S, Kaizen, and Behavioral Energy Change programs, and how they can be applied in an organization to optimize energy savings. These trainings will also discuss strategies and techniques to participate in the SEM pipeline (e.g., DOE 50001 Ready Navigator Tool).
- **Commercial Energy Code.** The training will review the current IECC and its increasing emphasis on the demonstrated energy performance of buildings. The training will review the Commercial Energy

## 2.5 2020 WORKFORCE DEVELOPMENT, EDUCATION, and COMMUNITY OUTREACH PORTFOLIO CHANGES

Code requirements in Connecticut with participants, including the available compliance pathways and their accompanying steps. The course will also review the current Commercial Energy Code's testing and commissioning requirements as they apply to the building envelope, HVAC and lighting systems, and will highlight possible field tests and best practices.

- **Green Professional Building Skills (“GPRO”) Training.** This is a series of courses and certificate exams designed to teach the principles of sustainability combined with trade-specific green construction knowledge. GPRO training will help participants meet the expectations of owners and tenants who want healthier, environmentally sustainable, and energy-efficient homes and offices. These trainings will be offered in partnership with the CT Green Building Council.
- **Lighting and Lighting Controls.** These trainings will review CLS, ALCS, and emerging LED technologies. Participants will learn how to identify appropriate comprehensive applications for these technologies, and how to access energy-efficient incentives through the Companies' Energy Efficiency Portfolios.
- **Building Operator Certification (“BOC”) Training.** The Companies will continue to support this nationally recognized training and certification program focusing on energy-efficient building operations and preventative maintenance procedures. Facilities with BOC graduates are proven to save energy, have lower energy bills, and offer an improved comfort for occupants.
- **ENERGY STAR Portfolio Manager Training.** These trainings will review the EPA's ENERGY STAR Portfolio Manager, an online software tool used to measure and track energy and water consumption, as well as GHG emissions. The Portfolio Manager software can be used to benchmark the performance of one building, or a whole portfolio of buildings.

In 2020, the Companies will continue their partnership with the EPA and provide ENERGY STAR Portfolio Management technical support related to the automatic transfer of billing data to the Portfolio Manager software.

- **Certified Energy Manager (“CEM”) Training.** The CEM credential, offered through the Association of Energy Engineers is widely-accepted as a measure of professional accomplishment within the energy management field. In 2020, the Companies may hold CEM trainings for the Companies' staff, trade allies, and vendor staff.
- **HERS Rating and 2015/2018 IECC Information Workshops.** In 2020, the Companies' New Construction, Additions & Major Renovations solution may offer technical trainings and educational outreach to the design and build community to review the current Residential Energy Code.
- **Heat Pump Technology Trainings for the HVAC and Home Performance Services Contractor Network.** These trainings will focus on helping technicians identify which homes could benefit from the installation of heat pump technologies. In addition, participants will learn how to integrate HVAC controls to optimally operate a heat pump with an existing heating source.

- **Sales Training.** These trainings will focus on helping HES and HES-Income Eligible vendors identify and implement effective marketing strategies to promote home performance services programs and rebates.
- **BPI Infiltration and Duct Leakage (“IDL”) Training.** These training sessions will focus on helping HES and HES-Income Eligible technicians gain the skills needed to offer duct leakage and blower door tests, in compliance with IECC codes for new home construction or existing home remodels. By earning the IDL certification, technicians will prove they can conduct duct leakage tests to the STM E1554-07 standard and blower door tests to the ASTM E779 standard.

## 2.5.2 Educate the Students

### **PreK-12 Energy Education Program**

In 2020, the Companies will make some slight programmatic changes to enhance and expand their outreach to the PreK-12 and Higher Education community.

#### ***Energy Efficiency Curriculum and Professional Development***

In 2020, the *eesmarts* program will expand to include curriculum and professional development (“PD”) opportunities to Pre-Kindergarten classrooms, due to an increased demand for lessons from Pre-K educators. The program’s existing Kindergarten curriculum will be used, and Pre-K educators will have the option to attend PD workshops. In addition, the *eesmarts* program plans to partner (again) with Project Learning Tree in 2020. The *eesmarts* platform will integrate Project Learning Tree’s *GreenSchools Investigations* lessons into the PreK-12 curriculum and offer PD opportunities.

In 2020, the Companies will begin to offer an incentive to attendees of Energy Education Institute workshops held during the summer. The Companies anticipate that this change will increase enrollment in PD workshops, as the incentive will compensate attendees for their travel costs and other related expenses (i.e., childcare).

#### ***Outreach***

In 2020, the *eesmarts* Platform will offer more in-class lessons regarding energy efficiency to hard-to-reach and underserved markets. The Companies will also market to schools that conducted field trips to the Energize CT Center while it was in operation. In addition, the Companies will introduce the Energy Challenge in 2020 through in-class lessons and train-the-trainer workshops. The Energy Challenge is a classroom or grade-level experience where students learn how to conduct a home energy audit, take an energy-saving pledge, and monitor their energy bills to see if they can decrease their family’s energy footprints.

### 2.5.3 Educate the Public and Customer Engagement

#### Sustainable Community Outreach

In 2020, the Companies will continue to support communities in a holistic manner through the Community Outreach initiative, a community-centric integrated support mechanism that promotes energy efficiency and the conservation of natural resources. In 2020, the Companies will continue to use the Community Outreach initiative as an engagement channel to communities to promote energy efficiency, including clean energy task forces, environmental groups, municipalities, and faith-based organizations.

A key component of the Community Outreach initiative is to host annual Community Forums where these communities can gather to learn about sustainable practices and initiatives, Energy Efficiency Fund programs, emerging technologies and equipment, and share best practices. To further community engagement in energy efficiency, the Companies will support other sustainable efforts, particularly revisiting Clean Energy Communities efforts that were successful in the past.

#### Customer Engagement (Platform, Software, and Technical Support)

##### *Connecticut Energy Efficiency Dashboard*

The data available through the Connecticut Energy Efficiency Dashboard (“Dashboard”) provides the most up-to-date information to municipalities and community groups (e.g., clean energy task forces and environmental groups) working to drive energy efficiency in their communities. Municipalities and community groups need access to energy aggregate data and program participation levels in the Companies’ Residential and C&I Energy Efficiency Portfolios to better understand and plan for future energy efficiency projects.

The Companies’ billing and tracking system software platforms ensure that town or city-level energy aggregate information (i.e., total energy consumed by a town’s/city’s households and businesses in kWh and ccf) is integrated into the Dashboard on an annual basis.<sup>36</sup> In addition, the Companies provide a monthly update regarding participation levels in the Residential and C&I Energy Efficiency Portfolios by city or town, including: (1) percentage of households, (2) percentage of residential rebates redeemed, and (3) percentage of businesses.<sup>37</sup> The Companies also provide an annual report (available through the Dashboard) detailing each town’s or city’s customer participation levels by program (e.g., number of households participating in the HES program, number of insulation rebates redeemed, number of participants in the Small Business Energy Advantage program, etc.) during the prior calendar year.

##### *Customer Engagement Software*

The Companies continue to encourage municipalities and businesses to utilize the EPA’s ENERGY STAR Portfolio Manager software to track their energy and water consumption, as well as related GHG

<sup>36</sup> Connecticut Energy Efficiency Dashboard. Available: <https://www.ctenergydashboard.com/Public/PublicHome.aspx>.

<sup>37</sup> Energy Efficiency Fund program participation levels are tracked from Jan. 1, 2010 to current month.

emissions. In 2020, the Companies will continue to provide technical support related to the automatic transfer of billing data to the EPA's Portfolio Manager software. The Companies' efforts provide municipalities and other communities ongoing technical support and eliminates the need for municipal or small business employees to enter billing data in manually. In addition, the Companies will continue to provide benchmarking and data analysis support for Connecticut's towns and cities. This support will be provided through the technical expertise of the Companies and third-party experts.

In 2020, the Companies will continue to encourage the Small Business Energy Advantage program's vendor community to utilize the ENERGY STAR Portfolio Manager software (United Illuminating) and/or the Customer Engagement Platform (Eversource). Having small business owners utilize these software platforms help drive business and employee engagement in energy efficiency, energy conservation, GHG emissions reductions, and water conservation. These software platforms also serve as great marketing and educational channels to drive more comprehensive energy efficiency projects in the small business and medium-sized business communities.

### 2.5.4 Energize Connecticut Center and Museum Partnerships

#### **Energize Connecticut Center**

On December 31, 2019, the Energize CT Center ("Center"), located in North Haven, Conn., will close permanently. On May 8, 2019, the Energy Efficiency Board voted<sup>38</sup> to notify the Center's landlord that the Companies would end the lease and vacate the property by April 30, 2020. This decision was made after the Companies and the Energy Efficiency Board evaluated the operating costs associated with the Center, and it was determined that the funds would better serve customers if the Companies invested in an approach that brings education and learning opportunities to high traffic areas. Already scheduled field trips and bookings for meetings will be honored through the closing date.

While the Center's operations will cease in 2019, the Companies are still responsible for managing the closing and deconstruction of the facility through April 30, 2020. The majority of the Center and Museum Partnerships program's budget line item for 2020 (see Table 2-3) will pay for several early termination lease fees (e.g., free rent, tenant improvement allowance, and brokerage fees) totaling \$118,350. In addition, the Companies are responsible for deconstruction costs in 2020 to return the Center's building space to its original four walls and to breakdown the exhibits.

#### **Museum Partnerships**

Since 2006, as part of their community outreach and educational efforts, the Companies have operated a Museum Partnership program. This community outreach program supports the development and installation of exhibits on energy, energy efficiency, and clean renewable energy sources at science centers, museums, and educational centers across the state. These exhibits are designed to engage

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<sup>38</sup> Energy Efficiency Board May 2019 Meeting. *The Future of the Energize CT Center*. May 8, 2019. Available at: <https://app.box.com/s/be1c6ntx1mteph44zhu46dkq1b9aeamx/file/452997783343>.



museum visitors, students, and educators and help them explore the technologies that can help humans decrease their energy consumption and protect our environment.

In 2020 and 2021, as program budgets allow, the Companies will continue to seek opportunities to support the development, fabrication, and installation of mobile and permanent energy-efficient exhibits at museums, science centers, and educational centers across Connecticut. In 2020, the Companies will work to sustainably breakdown the Center’s exhibits and find suitable homes for the Center’s educational displays within Connecticut’s museum and science center community. In addition, the Companies will work with Connecticut museums and science centers, on a case-by-case basis, to support local community outreach and special events regarding energy efficiency.

Since 2006, the Companies’ Museum Partnership program has partnered with key educational centers across the state, including the Connecticut Science Center in Hartford (Energy City Gallery), the Discovery Museum in Bridgeport (energy exhibit showcasing renewable vs. non-renewable energy sources) in Bridgeport, and Stepping Stones Museum for Children in Norwalk (exhibit regarding energy efficiency and renewable energy sources). In addition to these permanent installations, the Companies are looking for new and innovative outreach channels to educate the public regarding Connecticut’s energy efficiency programs and their economic and environmental benefits. These include researching potential mobile exhibits or an “energy efficiency bus” that can travel around the state to hard-to-reach and underserved customers, as well as K-12 schools and Community Outreach initiative events.

### **2.5.5 Budgets**

In 2020, the Companies will continue to deliver a Workforce Development, Education, and Community Outreach Portfolio that delivers innovative solutions, customer engagement, comprehensive education, and valuable trainings opportunities across the state. The 2020 through 2022 program year budgets are detailed in Table 2-3.

#### **Educate the Public and Customer Engagement Budgets**

Sustainable Community Outreach and Customer Engagement budgets will be used to support a variety of efforts as detailed in the 2019-2021 Plan<sup>39</sup> and in this 2020 Plan Update. These activities deliver significant benefits across both the Residential and C&I Energy Efficiency Portfolios by broadening the reach of programs and supporting the achievement of participation, energy savings, and spending goals.

For the 2020 Plan Update, the Companies will fully restore the Sustainable Community Outreach and Customer Engagement budgets to pre-diversion levels. It should be noted that there are slight variances in how the Companies (Eversource and UIL) utilize their Educate the Public and Customer Engagement program budgets.

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<sup>39</sup> 2019-2021 Plan, pp. 207-209.



## 2.5 2020 WORKFORCE DEVELOPMENT, EDUCATION, and COMMUNITY OUTREACH PORTFOLIO CHANGES

- For UIL, the Customer Engagement budget line item (see Table 2-3) includes training, as well as the technical and data assistance support they provide to municipalities and small businesses for the EPA Portfolio Manager software.
- For Eversource, the Customer Engagement budget line item (see Table 2-3) includes both the costs of operating its Customer Engagement Platform (“CEP”)( see Chapter Four) and includes data assistance support that Eversource provides to selected municipalities for the EPA Portfolio Manager software. The CEP includes fees for program administration and software support, license fees, program manager, marketing, and system enhancements.

**Table 2-3: 2020-2022 Education Budgets**

PROGRAM NAME	2020	2021	2022	Total
<b>Educate the Public</b>				
Sustainable Community Outreach	\$ 712,346	710,028	710,028	\$2,132,403
Energize Connecticut Education (incl. Museums, etc.)	\$ 731,657	\$ 500,000	\$ 500,000	\$ 1,731,656
<b>Total: Educate the Public</b>	<b>\$ 1,444,003</b>	<b>\$1,210,028</b>	<b>\$1,210,028</b>	<b>\$3,864,059</b>
<b>Total: Customer Engagement</b>	<b>\$ 2,713,612</b>	<b>\$ 2,725,000</b>	<b>\$ 2,725,000</b>	<b>\$ 8,163,612</b>
<b>Educate the Students</b>				
eesmarts Programming: PD & Outreach	\$ 561,979	\$ 565,313	\$ 565,313	\$ 1,692,606
K-12 Student Contest	\$ 85,166	\$ 85,166	\$ 85,166	\$ 255,498
<b>Total: Educate the Students</b>	<b>\$ 647,145</b>	<b>\$ 650,479</b>	<b>\$ 650,479</b>	<b>\$ 1,948,104</b>
<b>Educate the Workforce</b>				
Career and Technical Education Program (including certifications, training, employer and career fairs)	\$ 402,293	\$ 532,206	\$ 532,206	\$ 1,466,704
Higher Education Initiatives & Trainings	\$ 449,336	\$ 571,405	\$ 571,405	\$ 1,592,146
<b>Total: Educate the Workforce</b>	<b>\$ 851,629</b>	<b>\$1,103,611</b>	<b>\$ 1,103,611</b>	<b>\$3,058,850</b>
<b>Total: Education</b>	<b>\$ 5,656,389</b>	<b>\$ 5,689,118</b>	<b>\$5,689,118</b>	<b>\$17,034,625</b>
*In millions. Totals may vary due to rounding.				

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# CHAPTER THREE: BENEFIT-COST SCREENING

## 3.1 OVERVIEW

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For the 2020 Plan Update, the Companies use identical benefit-cost (“B/C”) methodologies for program and measure screening. The B/C screening tools contain consistent methodologies and the same sources for program-induced avoided costs and benefits. The electric and fossil fuel avoided costs are based on a regional avoided energy supply cost study completed in 2018 for New England<sup>40</sup> (“2018 AESC”). The transmission and distribution (electric) avoided costs are based on studies conducted by the Companies in 2017.<sup>41</sup>

The 2020 Plan Update was screened on an annual basis by each Company for the 2020 and 2021 program years (5 sets of Company B/C tables x 2 years). In addition, a combined statewide B/C table is provided for each program year. These statewide combined B/C tables include all benefits and costs from the electric and natural gas programs rolled up into three annual portfolio tables.

The Companies use the Connecticut Program Savings Document (“PSD”)<sup>42</sup> to verify savings assumptions, including the results of program evaluations. The PSD provides engineering estimates, savings algorithms, and measure life estimates used by the Companies within their programs. The PSD also reflects the results of evaluations by providing realization rates to “true-up” savings based on third-party independent evaluations.

All electric and natural gas conservation measures in the 2019-2021 Plan are evaluated within an integrated supply-and-demand planning framework to ensure that the programs are cost-effective and yield positive net benefits to customers. Use of common cost-effectiveness testing methodologies and savings assumptions allows DEEP, the Public Utilities Regulatory Authority (“PURA”), the Energy Efficiency Board, and others to compare the benefits, costs, and B/C ratios on a program and measure basis. This chapter provides detail on the B/C tests utilized in the 2019-2021 Plan, including the following:

- Use of avoided costs from the 2018 AESC;
- Types of B/C tests to be used in the 2020 Plan Update;
- Benefits used within each of the B/C tests and their source; and
- Financial parameters (e.g., discount rate and inflation factors used in B/C testing).

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<sup>40</sup> Synapse Energy Economics, Resource Insight, Les Deman Consulting, North Side Energy, Sustainable Energy Advantage. *Avoided Energy Supply Cost Study in New England: 2018 Report*. Mar. 30, 2018.

<sup>41</sup> Eversource values based on: ICF International, *Assessment of Avoided Cost of Transmission and Distribution*, Jul. 17, 2017. United Illuminating values were based on: Harbourfront Group, Inc., *Avoided Transmission & Distribution Cost Study Report, 2000-2026*. Aug. 1, 2017.

<sup>42</sup> The Companies’ PSD is filed annually as part of the Electric and Natural Gas Companies’ C&LM Plan or Plan Update. The PSD is a centralized reference of savings (e.g., energy, capacity, fossil fuel, and other non-electric) assumptions used by the Companies within the energy efficiency programs.

## 3.2 AVOIDED ENERGY SUPPLY COST STUDY

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Most of the avoided costs used in the Companies' B/C testing were updated for the 2020 Plan Update based on the completed 2018 AESC.<sup>43</sup> The 2018 AESC was sponsored by New England energy efficiency program administrators. In addition, other non-utility parties (e.g. regulators and consultants) formed the Avoided Cost Study Group to oversee the development of the 2018 AESC. Previous iterations of an avoided cost study were conducted on a biennial basis. However, beginning in 2015, the AESC moved to a three-year cycle which coincides with the current three-year planning cycle in Connecticut.

## 3.3 BENEFIT-COST TESTS

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### 3.3.1 Benefit-Cost Tests

The following three B/C tests were utilized for the 2020 Plan Update. The B/C tests compare the net present value of program induced avoided costs with the cost to achieve the benefits. These three B/C tests have been used since the 2015 Plan and include: (1) the Utility Cost Test, (2) the Modified Utility Cost Test, and (3) the Total Resource Cost Test. These tests are summarized below, and additional details are provided in Table 5-1 below.

- **The Utility Cost Test ("UCT")** includes the value of utility-specific benefits and program costs associated with those benefits. For example, the UCT includes energy avoided costs from electric and natural gas conservation measures/programs and all program costs associated with acquiring those benefits. The UCT does not include customer out-of-pocket costs, or costs or benefits associated with oil or propane savings. Nor does the UCT include non-energy impacts or the non-embedded value of GHG emissions reductions.
- **The Modified Utility Cost Test ("MUCT")** includes all benefits and costs as the UCT. In addition, the MUCT includes oil and propane-avoided costs, and the program costs associated with acquiring oil and propane savings. Note that the MUCT currently applies only to electric residential programs that have oil or propane savings.
- **The Total Resource Cost Test ("TRC")** includes all energy and non-energy benefits, such as water savings, non-embedded emissions, environmental attributes, and non-energy impacts. In addition, the TRC includes all costs associated with acquiring these savings. This includes program costs and customer out-of-pocket costs.

Table 3-1 provides the benefits (numerator) and costs (denominator) that are used within the three B/C tests, as well as their value and source.

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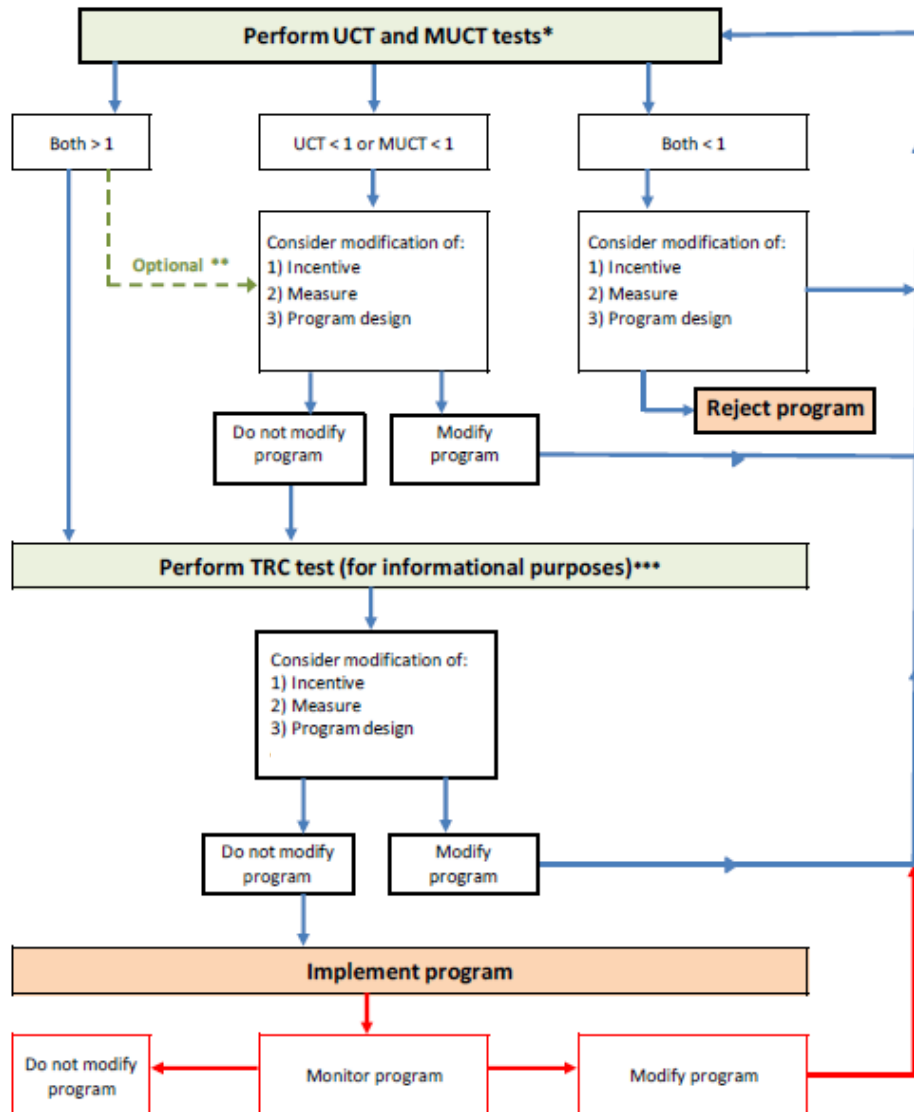
<sup>43</sup> Synapse Energy Economics, Inc. *Avoided Energy Supply Component in New England: 2018 Report*, Mar. 30, 2018.

Table 3-1: Benefit/Cost Testing Summary (including the source of the avoided costs/benefits)

Benefit Type (numerator)	Units	15 Year-Value Levelized Cost (\$ 2018)	Utility Cost Test (Natural Gas/Electric)	Modified Utility Cost Test	Total Resource Cost Test	Source
<b>Electric Program Benefits</b>						
Energy	\$/kWh	\$0.058	X	X	X	2018 AESC
Capacity	\$/kW	\$71.09	X	X	X	2018 AESC
Transmission	\$/kW	\$0.86	X	X	X	EDCs (Note 1)
Distribution	\$/kW	\$30.89	X	X	X	EDCs (Note 1)
Pooled Transmission Facilities (Note 2)	\$/kW	\$92.16	X	X	X	2018 AESC
Reliability (Note 2)	\$/kW	\$4.15	X	X	X	2018 AESC
Energy DRIPE (Note 3)	\$/kWh	\$0.028	X	X	X	2018 AESC
Capacity DRIPE (Note 4)	\$/kW	\$258.42	X	X	X	2018 AESC
<b>Natural Gas Program Benefits</b>						
Natural Gas	\$/MMBtu	\$7.76	X	X	X	2018 AESC
DRIPE (Note 5)	\$/MMBtu	\$3.02	X	X	X	2018 AESC
<b>Other Benefits</b>						
Oil	\$/MMBtu	\$22.51		X	X	2018 AESC
Oil DRIPE	\$/MMBtu	\$0.112		X	X	2018 AESC
Propane	\$/MMBtu	\$31.39		X	X	2018 AESC
Water	\$/Gallons	\$0.014			X	CT rates (Note 6)
Non-Energy Impacts	\$ (varies)	N/A			X	Various
Non-Embedded Emissions	\$/kWh	\$0.042			X	2018 AESC
Fossil Emissions	\$/ton	\$100/ton CO <sub>2</sub> \$11,955/ton NO <sub>x</sub>			X	2018 AESC
Cost (denominator)			Natural Gas/Electric Cost (no oil/propane)	Program Cost (including oil, propane)	Total Cost (program + customer)	
<p><b>Note 1:</b> Transmission and Distribution benefits are based on Electric Distribution Companies' ("EDC") studies conducted in 2017. The Companies use weighted average values for T (\$0.84/kW) and D (\$30.29/kW) from those studies.</p> <p><b>Note 2:</b> Pooled Transmission Facilities and Reliability are new benefits. They were not included in previous versions of the AESC Study and therefore, were not included in B/C screening prior to 2019.</p> <p><b>Note 3:</b> Includes all DRIPE identified in 2018 AESC, including own-fuel DRIPE and cross-fuel DRIPE (Connecticut DRIPE and rest-of-pool).</p> <p><b>Note 4:</b> Capacity DRIPE includes Connecticut and rest-of-pool components.</p> <p><b>Note 5:</b> Includes all DRIPE identified in 2018 AESC including own-fuel DRIPE and cross-fuel DRIPE (Connecticut DRIPE and rest-of-pool).</p> <p><b>Note 6:</b> Water-avoided costs based on 2016 Tighe and Bond water and sewer data for Connecticut. <a href="http://rates.tighebond.com/index.aspx">http://rates.tighebond.com/index.aspx</a>.</p>						

In Connecticut, the UCT (or MUCT for electric programs that save fossil fuels) is considered to be the primary test. The TRC is used as a secondary test to provide a broader perspective of program performance. The flow chart below (Figure 3-1) illustrates the use of three B/C tests and the iterations that may be used to refine program performance and optimize the energy efficiency portfolio.

Figure 3-1: Connecticut B/C Testing Process<sup>44</sup>



\* Multiple rounds of UCT and MUCT testing may be employed to refine a program.  
 \*\* Modifications to improve savings and benefits might be considered.  
 \*\*\* TRC is not used as pass/fail test. Judgment about whether a program passes muster is based on the UCT and MUCT. The TRC test merely provides an indication of whether participant contribution and program incentive are appropriate without further modification.

In addition to the continuation of the three B/C tests, the Companies will maintain the basic framework of the B/C tests to remain consistent with prior DEEP feedback.<sup>45</sup> This includes the following: (1) the use of

<sup>44</sup> The Connecticut B/C flowchart was developed through a collaborative effort between DEEP staff and the Companies.  
<sup>45</sup> September 26, 2014 DEEP Resolution of Conditions.

nominal avoided costs, and (2) a nominal discount rate of 3 percent<sup>46</sup> for all B/C testing. The discount rate is used to calculate the net present value of the avoided costs over the life energy efficiency measures. The nominal avoided costs are calculated using a 2.0 percent inflation factor based on the 2018 AESC.

### 3.4 FUTURE CONSIDERATIONS

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In May 2017, the National Efficiency Screening Project (“NESP”) released the National Standard Practice Manual for Cost-Effectiveness (“NSPM”).<sup>47</sup> The NSPM builds upon the existing California Standard Practice Manual that has been used throughout the United States for decades. The NSPM expands B/C testing beyond traditional tests and allows jurisdictions more flexibility to adjust current tests to better align with local policies.

Recently, DEEP has initiated discussions with the Companies and the public, on the development of a Resource Value Test (“RVT”) consistent with the NSPM to reflect State policy goals outlined in the 2018 CES. The RVT could provide more appropriate methodologies to screen measures (e.g., high-efficiency heat pumps) that offer customers energy savings and have environmental attributes (e.g., GHG emissions, water savings, etc.) consistent with the strategies outlined in the 2018 CES. The Companies will continue to work collaboratively with DEEP during this process and implement any changes to B/C testing in plan updates, with review by the Energy Efficiency Board and approval by DEEP.

In August 2018, Synapse Energy Economics, on behalf of the Massachusetts Department of Energy Resources, issued a study<sup>48</sup> on the associated incremental avoided compliance costs of the Massachusetts Global Warming Solutions Act. This study titled *Analysis of the Avoided Costs of Compliance of the Massachusetts Global Warming Solutions Act* concluded that the incremental avoided cost of compliance with the Massachusetts Global Warming Solutions Act was \$17/MWh or \$35/tons of carbon dioxide.

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<sup>46</sup> Discount rate is based on DEEP’s Approval with Conditions of the 2019-2021 Plan (dated November 11, 2018), filed on December 20, 2018, Compliance Item No 5. Please see Appendix E of the updated 2019-2021 Plan (this document) for more details.

<sup>47</sup> National Efficiency Screening Project. *National Standard Practice Manual*, May 2017. Available at: <https://nationalefficiencyscreening.org/national-standard-practice-manual/>.

<sup>48</sup> Synapse Energy Economics. *Analysis of the Avoided Costs of Compliance of the Massachusetts Global Warming Solutions Act*, Aug. 2018. Available at: <http://ma-eeac.org/wordpress/wp-content/uploads/MA-GWSA-Supplement-to-2018-AESC-Study.pdf>.

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# CHAPTER FOUR: CUSTOMER ENGAGEMENT PLATFORMS

## 4.1 OVERVIEW

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For the 2020 Plan Update, the Companies will continue to utilize their respective customer engagement platforms to glean customer intelligence and insight into key efficiency motivators. The powerful data analytic tools contained within the Companies' customer engagement platforms will continue to be leveraged to benefit all customers in Connecticut, and results from marketing campaigns, database analyses, and go-to-market strategies will be shared regularly with the Energy Efficiency Board.

Each of the Companies' platforms allow customers to utilize the DOE's Green Button to download their electric usage data. Additionally, customers can manually input other fuel type data (i.e., natural gas, oil, or propane) to calculate their entire energy usage data. This energy data is compiled by the Companies to provide targeted energy-saving opportunities and give insightful, personalized recommendations to customers. This enables customers to have an empowering and engaging energy savings experience.

In 2020, the Companies and the Energize Connecticut website committee will continually work to identify ways to create and improve linkages between the Companies' customer engagement platforms and the Energize Connecticut website to improve the customer experience. In 2020, the Energize Connecticut website will switch to a new platform, receive significant upgrades, and add some additional tools for customer engagement. See Appendix A: 2020 Statewide Marketing Plan for more information.

## 4.2 EVERSOURCE CUSTOMER ENGAGEMENT PLATFORM

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The Energy Savings Plan and Energy Analysis Tool (aka: Customer Engagement Platform) is an interactive online tool launched in 2015 to increase participation in energy efficiency across all Eversource's operating companies in Connecticut, Massachusetts, and New Hampshire. The platform has 3 different modules, which are: 1) residential, 2) small to medium commercial, and 3) Enterprise for Large C&I managed accounts. The Energy Savings Plan is the name for the residential and commercial modules and the Energy Analysis Tool is the name for the enterprise module. In general, the Energy Savings Plan allows customers to understand their energy use, identify measures to save energy and costs, create an energy savings plan, and track their results against the plan.

For residential and commercial property owners, the "Energy Savings Plan" offers targeted energy efficiency recommendations based on the building's current energy usage, segment, and owner/business profile. For tenants, some of the building improvements will have to be performed with building owner permission. Customers can check their energy usage and costs history spanning the past three years,

compare their consumptions with prior billing period or similar billing periods of the previous year, and understand their energy efficiency performance compared to similar customers in their geographic area and customer segment. Furthermore, customers are provided with an analysis of their energy use by categories, such as cooling, heating, or lighting. For customers who participated in energy efficiency programs before, corresponding project information is provided from Eversource’s tracking systems to this platform to help customers track their historical participation.

For large Enterprise customers that are managed accounts, annual electricity usage is over 1.5 MWH, the Energy Analysis Tool provides them the flexibility to analyze their usage at an individual account level and an aggregated site level. This platform is equipped with benchmarking functionality which could help customers to easily view the energy efficiency performance of their buildings and determine where further energy efficiency enhancements are needed. Additionally, historical projects with energy-saving measures and savings data provides customers with a comprehensive view of their portfolios.

Through those self-sufficient tools, Eversource hopes to penetrate the market comprehensively and cost-effectively, by delivering customers targeted messaging driving deeper and broader savings, and ultimately improve customer satisfaction.

**Figure 4-1: Energy Savings Plan**

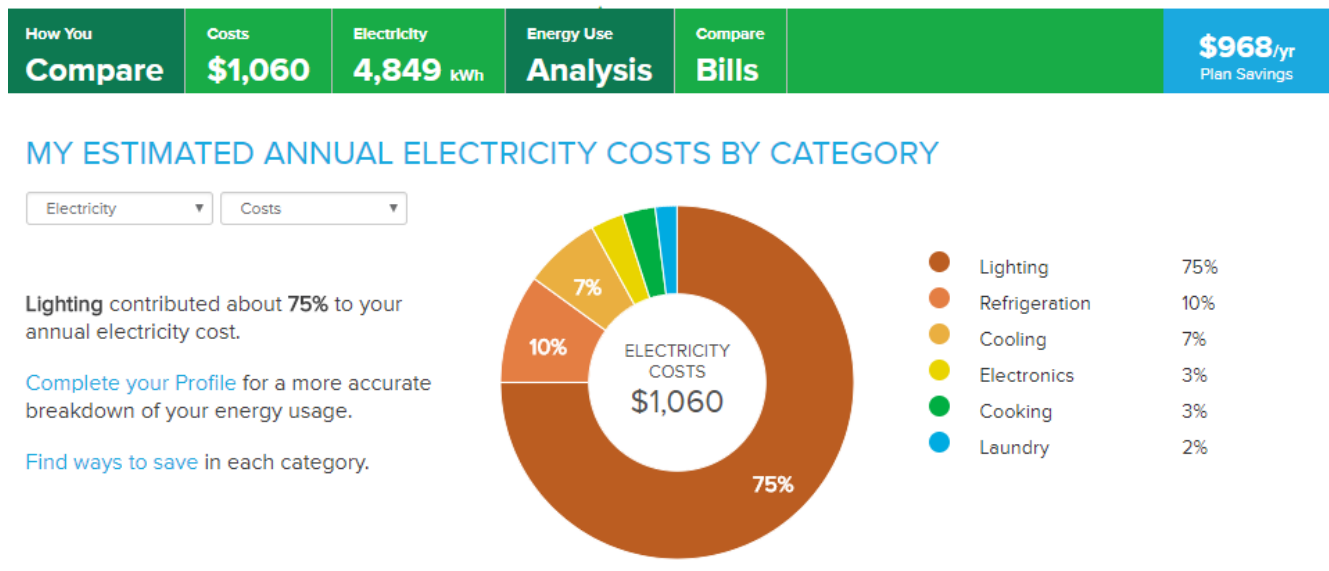


Figure 4-2: Setting an Energy Saving Goal

WAYS TO SAVE
\$968/yr  
Plan Savings

### SET AN ENERGY SAVINGS GOAL

Select the percentage of your annual energy consumption that you would like to save over the next 12 months.

In the next 12 months, I want to save:

Electricity

19% (874 kWh)

Set Goal

Your annual electricity usage is 4,849 kWh.

Watch your tree grow as you save energy!

1 kWh = 0.726 lbs of CO2

Recommendations	My Plan - 5 of 7 Completed	History
<div style="display: flex; justify-content: space-between; align-items: center;"> <span>All Categories ▾</span> <span>Cost ⌵</span> <span>Savings ⌵</span> <span>Payback Period ⌵</span> <span>Status</span> </div>		
<div style="margin-bottom: 10px;"> <a href="#">Insulate Your Attic &gt;</a> </div> <div> <a href="#">Schedule a No-Cost Mass Save® Home Energy Assessment sponsored by Eversource &gt;</a> </div> <div> <a href="#">Install WiFi Thermostats &gt;</a> </div>	<div style="margin-bottom: 10px;"> <p>\$1,950</p> <p style="color: #00a651;">Rebate: \$975.00</p> </div> <div> <p>\$0</p> </div> <div> <p>\$200</p> <p style="color: #00a651;">Rebate: \$125.00</p> </div>	<div style="margin-bottom: 10px;"> <p>\$443/yr</p> <p>2 years</p> </div> <div> <p>\$419/yr</p> <p>Immediate</p> </div> <div> <p>\$279/yr</p> <p>3 months</p> </div>
<input type="radio"/> Add to plan <input type="radio"/> Already Complete <input type="radio"/> Not Applicable		

Figure 4-3: Energy Analysis Tool

EVERSOURCE
C3 Enterprise
Filter by Organization: CUMBERLAND...

#### Dashboard

**Total Energy Spending (last 12 months)**

**Energy Consumption per Square Foot**

Total Energy Consumption per Total Area

**Addresses**

Name	Street Address	City	State	Postal
10 MONTAGUE CITY RD	10 MONTAGUE CITY RD STR V1798	TURNERS FALLS	MA	01376
100 CROSSING BLV	100 CROSSING BLV	FRAMINGHAM	MA	01702
100 CROSSING BLVD	100 CROSSING BLV	FRAMINGHAM	MA	01702
101 WEST ST	101 WEST ST	LUDLOW	MA	01056
101-105 WEST ST	101 WEST ST STR V 0471	LUDLOW	MA	01056
105 MAIN ST	105 MAIN ST 3	CARVER	MA	02330
109 RUSSELL ST	109 RUSSELL ST STR V0936	HADLEY	MA	01035

**Projects**

Name	Address	Status	Status Date
Dw Holdings, Inc.	839 Suffield St Str V1085	Energy Assessment Proposal Not Accepted	11-15-2013
Di-direct Install	560 Main St	Project Completed	06-15-2010
Di-direct Install	1324 Main St	Project Completed	01-15-2010
Di-direct Install	1185 Washington St	Project Completed	06-15-2010
Di-direct Install	105 Main St 2236	Project Completed	06-15-2010
Di-direct Install	1a Depot St #2313	Project Completed	06-30-2010

## 4.3 UIL CUSTOMER ENGAGEMENT PLATFORM

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### 4.3.1 Objective

The objective of UIL's CEP is to propel customer engagement into the forefront of customers' minds and to increase participation in energy-efficiency programs funded by Energize Connecticut. UIL's CEP and programs have evolved from the previous UIL web site and its associated "My Account" dashboard. In 2019, Avangrid will be seeking proposals to have one vendor provide an enhanced online CEP synchronized throughout all its companies located in Connecticut (i.e., United Illuminating, CNG, and SCG), Maine, and New York. United Illuminating, CNG, and SCG will provide DEEP with updates throughout the competitive bid's process.

In 2016-2018, UIL customer engagement efforts built upon its CEP, with enhancements focused on: engaging web functions, appropriately targeted energy efficiency information, and advice and support to achieve savings while driving greater customer satisfaction. The UIL CEP goes beyond the industry standard platform to leverage a multiple channel customer engagement approach. It is designed to cost-effectively induce the types of actions that generate the most energy savings and investments in energy efficiency, while encouraging positive behavior changes.

The UIL CEP ultimately challenges UIL customers to achieve more savings over time, while empowering them to control their energy usage. Residential and commercial electric and natural gas customers are encouraged to utilize the CEP to conduct on-line business, such as paying their utility bill, taking a simple energy audit to identify savings opportunities, and availing themselves to tailored energy-saving tips and Energize Connecticut programs. As customers engage in actual performance upgrades and make their homes more efficient, their CEP-produced home energy report will detail their actual energy consumption data and shows them how they are progressing toward their energy-saving goals.

The UIL CEP will:

- Offer both residential and commercial engagement information, tools, and targeted advice to achieve and maintain interest in energy efficiency;
- Engage and encourage residential and business customers to be more energy efficient;
- Empower customers to lower their bills and reduce their energy consumption;
- Reveal areas where customers can make cost-saving improvements to their homes and in their habits;
- Encourage customers to think about their roles as energy users, and give them more control over their energy costs;

- Allow customers to take advantage of beneficial programs and feel supported as they take steps to improve their homes and habits;
- Increase awareness of and participation in Energize Connecticut programs, such as Home Energy Solutions, as well as UIL’s online “My Account” to drive greater savings impacts; and
- Enhance customer satisfaction with UI’s conservation and energy-efficiency leadership. The UIL CEP brings together a customer engagement web application that interacts and shares data with UIL’s Conservation & Load Management (“C&LM”) database to provide a single powerful customer engagement solution.

This interaction, or flow of data, between the UIL CEP and the UIL C&LM database will provide customers with a high level of targeted information, and customized energy-efficiency recommendations and promotions to help raise customers’ energy management awareness. Customized online energy-efficiency offerings inform and educate customers so that they feel in control of their utility bills, and so they behave in a way that reduces their energy consumption on a permanent basis.

In 2020, UIL will continue to offer dynamic promotions in order to communicate more effectively with customers and draw attention to energy efficiency programs, incentives, rebates, services, and other offers. UIL will also tailor dynamic promotions to customers, based on their web activity and customer energy data, allowing for a more meaningful web experience and making it more likely that the customer will enroll and participate by providing relevant information. Promotions within the UIL CEP will include hyperlinks with each recommended action item to open a new window and bring up content of UIL’s choosing.

In 2020, the UIL CEP will continually evolve and add platform enhancements (as needed) to better the customer engagement experience. It will also look to increase the adoption of energy-efficiency programs and measures with its Home and Business Energy Advisor modules. In conjunction with the CEP online tools, UIL will utilize a customer-targeted direct mail and electronic Home Energy Reports program. This approach will combine a third-party vendor’s experience in making energy information understandable for customers, with outside expertise in designing highly-effective programs. UIL will work with its Home Energy Reports vendor to design reports specific to UIL’s needs, with the opportunity to modify and improve the Home Energy Reports program based on monitoring of the efficacy of the messaging and targeting in its first year. UIL’s unique approach combines its vendor’s consumer engagement web applications, with a proactive Home Energy Report, is designed to contribute to customer energy education, improved awareness of and participation in energy-efficiency programs, and increased customer satisfaction. The CEP will complement the impact of the future Home Energy Reports program, which in turn will guide and direct customers to the UIL CEP.

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# CHAPTER FIVE: EVALUATIONS

## 5.1 PURPOSE OF EVALUATIONS

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Since the inception of Connecticut’s energy efficiency and demand management programs, independent evaluation, measurement, and verification (“EM&V”) has been an integral component. EM&V helps the Energy Efficiency Board, the Companies, policy makers, and stakeholders better understand the success of the programs and if they are meeting the goals and objectives they were created to achieve. EM&V has many objectives, including verifying program energy savings, estimating future energy savings, identifying ways to improve program delivery and results, and helping expand the reach of programs by identifying barriers to participation. In addition, evaluations are used to verify efficiency programs’ demand savings for resources participating in ISO-NE’s FCM.

A critical aspect of the Companies’ commitment to continued improvement is Connecticut’s independent third-party evaluation process.<sup>49</sup> Managed by the Energy Efficiency Board, this independent evaluation process results in findings and recommendations that assist the Companies in determining the lessons learned and the process modifications needed to improve the delivery of energy efficiency and demand management programs. Evaluations are selected and prioritized based on criteria such as the length of time since the most recent evaluation of a program, the relative contribution of program savings to the portfolio, and the level of spending on the program. Independent evaluators working on behalf of the Energy Efficiency Board have conducted more than 100 studies of the evolving suite of energy efficiency programs since 2005.<sup>50</sup> These studies have included: (1) impact evaluations, which measure the savings resulting from efficiency measures and programs and detail the factors driving those savings; (2) process evaluations, which assess program design and implementation to understand and improve program performance; and (3) market studies, which assess how energy efficiency markets function and analyze market participant behaviors.

In addition to evaluations conducted through the Energy Efficiency Board, the Companies work collaboratively with other regional and national entities to share and leverage evaluation results from other jurisdictions to make best use of available resources and avoid duplicating studies conducted elsewhere. For instance, due to the nearly identical implementation of Eversource’s demand response programs across the multi-state Eversource service territory, Eversource has joined with counterparts in Massachusetts and New Hampshire on regional evaluations of several demand response programs. This approach should allow for higher quality results at a lower cost than would be possible through a study

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<sup>49</sup> See <https://www.energizect.com/connecticut-energy-efficiency-board/energy-efficiency-board-committees/evaluation-committee> for additional information on the Energy Efficiency Board evaluation process.

<sup>50</sup> See <https://www.energizect.com/connecticut-energy-efficiency-board/evaluation-reports> for final and draft versions of the Energy Efficiency Board evaluation reports and studies, along with related documents such as project descriptions, stakeholder comments, and supplementary materials.

limited to Connecticut participants and evaluation funding, and it builds upon similar cross-state studies Connecticut has joined in recent years.<sup>51</sup>

In addition, the Companies have continued collaborating with Northeast Energy Efficiency Partnerships (“NEEP”), DEEP, and the Lawrence Berkeley National Laboratory on the M&V 2.0 pilot that began in 2017 under a US DOE grant. This grant-funded pilot has provided the Companies with experience with advanced data collection and analytical tools that can produce timely feedback on savings from energy efficiency projects, supporting project implementation and evaluation efforts.

## 5.2 2019 EVALUATION RECOMMENDATIONS

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One of the outcomes of the Energy Efficiency Board evaluation process is a set of recommendations for the Companies regarding how to improve the evaluated programs. Table 5-1 details the recommendations issued in 2019, and how the Companies plan to incorporate these recommendations into the 2020 Plan Update program offerings. The Companies have carefully considered and responded to all evaluation recommendations. Additionally, several 2019 evaluations produced new realization rates and other estimates intended for use in the 2020 Program Savings Document (“2020 PSD”). These recommendations are also included in Table 5-1.

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<sup>51</sup> For instance, see NMR, Northeast Residential Lighting Hours-of-Use Study, May 5, 2014.



**Table 5-1: 2019 Evaluation Recommendations**

Study	Recommendation	Response
<p><b>R1617, CT Ductless Heat Pump Market Characterization Study</b></p>	<p>Adopt a three-path approach to calculate claimed impacts from DHPs. Path selection depends on what is known about a given installation and whether fuel switching is allowed. These paths are: (1) a blended approach that weights the baseline conditions observed in this study, (2) a series of impacts based on defined baselines (e.g., natural gas furnace, electric resistance, etc.) that are dependent on a handful of easily identifiable characteristics of the project, or (3) a custom baseline determined on a case-by-case basis.</p>	<p>The Companies will consider the report findings in choosing an approach to baseline determination for DHPs that balances cost-effective deployment of DHPs at scale against the challenges and costs associated with collecting precise customer-specific baseline information. Given the many possible configurations of pre-existing and alternative heating and cooling systems that might be considered by customers, and the different ways in which the systems could be operated, simplifying assumptions must be made. The vast majority of program-supported DHPs to date have been delivered upstream, via incentives provided to contractors who purchase eligible units from supply houses. Without adding significant barriers to deployment, it is not possible to determine customer-specific baselines for such an upstream approach, so a blended baseline approach may be most appropriate. In contrast, for HES-Income Eligible direct install DHPs, there is an opportunity to collect customer-specific information, but there are still limitations in the ability of customers and contractors to determine custom baselines using surveys or other evaluation techniques such as those used in this study, and there are costs associated with doing so. Also, if responses are linked to eligibility, the collection of this baseline information would be vulnerable to gaming. Therefore, a defined baseline based on pre-existing systems may be most appropriate in these cases.</p>
	<p>Program implementers should consider rebating units only where the baseline can be understood as part of an audit, an online questionnaire, contractor assessment, or as the observation of load patterns indicate to help ensure DHP installations produce fuel impacts aligned with CT program goals.</p>	<p>See the Companies’ response to the prior recommendation. The Companies will consider the report findings in choosing an approach to baseline determination for DHPs that balances cost-effective deployment of DHPs at scale against the challenges and costs associated with collecting precise customer-specific baseline information.</p>

Study	Recommendation	Response
<p><b>R1617, CT Ductless Heat Pump Market Characterization Study (continued)</b></p>	<p>The DHP Planning Tool should be used to understand how incentive levels and alternative fuel prices affect outcomes credited to the program and help guide the design and implementation of the future DHP program.</p>	<p>The Companies explored the DHP Planning Tool and agree it provides value for program planning. However, its use is currently somewhat limited as strategic electrification via DHPs is not currently approved, and so alternative fuel prices are not a primary input for program planning.</p>
	<p>DHPs should be monitored as part of the planned study (R1982) to update the PSD’s equivalent full load hour (EFLH) factor.</p>	<p>Evaluation scoping issues are ultimately decided by the Energy Efficiency Board, but the Companies generally agree that a sample of DHPs should be monitored as part of the planned R1982 evaluation of residential HVAC/DHW performance.</p>
	<p>The Companies should continue use of contactors to perform outreach and targeting of installation baselines to produce the program’s desired impacts.</p>	<p>The Companies agree with the recommendation and will continue building on our existing support for contractor training and certification regarding installation and operation of heat pumps, as well as efforts to educate customers on these systems.</p>
<p><b>Draft R1705-R1609, Multi-Family Baseline and Weatherization Opportunity Study</b></p>	<p>Pursue deeper penetration of low-cost measures that offer significant savings potential, including LED lighting, smart thermostats, low-flow devices, and advanced power strips.</p>	<p>The Companies generally agree and will continue pursuing these measures. However, we have found some of these measures to have more barriers than might be expected. For instance, Wi-Fi thermostats have been offered by the Multifamily Initiative since 2017, and in certain cases—e.g., market-rate rental housing with in-unit systems—they present good savings opportunities. However, the Companies have found barriers to effective deployment of Wi-Fi thermostats in the Multifamily market, including: (1) central HVAC systems where the heat loop is only controlled by zone valves as opposed to direct communication from the thermostat, and (2) elderly and low-income housing, where residents can face challenges in making optimal use of such newer technologies.</p>
	<p>Electric heating system upgrades and weatherization measures should be further assessed for feasibility, achievable savings, barriers, and contractor training needs in Connecticut.</p>	<p>The Companies generally agree with the recommendation and also agree that such high-impact opportunities require more disruptive retrofits, higher capital commitment, and a dedicated contractor base. The Eversource Multifamily team has been investigating options for growing a dedicated contractor base, potentially through an RFP approach for contractors that specialize in these types of upgrades.</p>

Study	Recommendation	Response
<p><b>Draft R1705-R1609, Multi-Family Baseline and Weatherization Opportunity Study (continued)</b></p>	<p>As key common spaces such as basements and rooftops were not always accessible, we recommend that this study be supplemented with a similar baseline study with Multifamily common areas as the focus.</p>	<p>Evaluation scoping issues are ultimately decided by the Energy Efficiency Board. The Companies do not have a position on the value of such a supplemental study.</p>
	<p>This study quantified technical savings potential, which does not consider measure cost-effectiveness, implementation barriers, or market adoption rates. We recommend that a follow-up, global economic or achievable potential study be conducted, using this study’s research as a starting point for the Multifamily sector.</p>	<p>Evaluation scoping issues are ultimately decided by the Energy Efficiency Board, but the Companies generally agree that such follow-up study could provide valuable information for program planning and targeting.</p>
	<p>Given Connecticut’s focus on carbon emissions reduction as well as the preponderance of electric resistance and oil space-heating for Multifamily units, we recommend that further research be conducted on strategic electrification opportunities.</p>	<p>Evaluation scoping issues are ultimately decided by the Energy Efficiency Board, but the Companies generally agree that such follow-up study could provide valuable information for program planning and targeting.</p>
<p><b>Draft R1706, Residential Appliance Saturation Survey, combined with R1616-R1708 Residential Lighting Impact Saturation Study</b></p>	<p>The 2019-2021 Plan outlines the Companies’ near-term plan to pilot heat pump incentives for customers with fuel oil or propane heating (and references the pursuit of strategic electrification). The low penetration of heat pumps and prevalence of fossil fuel-based heating presented here support the pilot’s relevance. The Companies can consider this and the results from the recently released draft of the R1617 Ductless Heat Pump Market Characterization study and upcoming R1965 HP/HPWH Baseline and Potential Assessment study as they assess the effectiveness of the pilot and determine their long-term approach to supporting heat pumps.</p>	<p>The Companies agree. Regarding upcoming evaluations, evaluation scoping issues are ultimately decided by the Energy Efficiency Board, but the Companies generally agree that such follow-up study could provide valuable information for program planning.</p>

Study	Recommendation	Response
<p><b>Draft R1706, Residential Appliance Saturation Survey, combined with R1616-R1708 Residential Lighting Impact Saturation Study (continued)</b></p>	<p>Lack of understanding regarding thermostat features and setup observed as part of this study underlines the potential importance of smart learning thermostats included as part of the Companies 2019 to 2021 plans as expected savings from smart thermostats are less dependent on customer setup and understanding. However, the decision to carry forward thermostat efforts should be predicated on evaluation results that demonstrate properly setup thermostats produce energy savings – which this study did not address.</p>	<p>The Companies agree and are planning to expand their smart thermostat offerings to include midstream rebates. The Companies have incorporated recent Massachusetts evaluation results for Wi-Fi thermostat savings assumptions in the 2020 PSD.</p>
	<p>The high-technical feasibility of HPWHs and their low penetration supports the relevance of the Companies’ current incentives for them.</p>	<p>The Companies agree and plan to continue their HPWH offerings. However, the Companies note that not all installations of electric water heating are good candidates for HPWHs, such as water heaters located within conditioned spaces or closets, or many multifamily applications.</p>
	<p>Given the proportion of homes with more than one refrigerator, the Companies may wish to explore the cost-effectiveness of an appliance recycling program.</p>	<p>The Companies agree and will begin implementing the Appliance Recycling program in 2020.</p>
	<p>Study X1931 In-Depth PSD Review should consider updating PSD assumptions of the number of loads of laundry or dishwasher cycles that customers run. However, in that decision-making process, the study should weigh the reliability of self-reported values (versus metered values).</p>	<p>The Companies have updated the 2020 PSD assumptions for these measures in accordance with the web-survey responses from this study. Regarding Study X1931, evaluation scoping issues are ultimately decided by the Energy Efficiency Board and the Companies do not have a position on this aspect of the planned study.</p>
	<p>The relatively low saturation of new ENERGY STAR models supports the relevance of the Companies’ incentives for ENERGY STAR appliances.</p>	<p>The Companies agree and plan to continue our support for multiple ENERGY STAR appliance offerings.</p>
	<p>Educating customers about the benefits of using cold water for washing clothes could be worthwhile.</p>	<p>The Companies will consider this as part of our existing customer outreach and education efforts.</p>

Study	Recommendation	Response
<p><b>Draft R1706, Residential Appliance Saturation Survey, combined with R1616-R1708 Residential Lighting Impact Saturation Study (continued)</b></p>	<p>With such low penetration and awareness, as well as many opportunities for employing them in the average home, it appears that the Companies’ support of APS through its E-Commerce Platform is worthwhile. Perhaps greater education about what distinguishes them from surge protectors is needed too.</p>	<p>The Companies are exploring vendors for an e-Commerce platform and will assess potential APS offerings as part of this process. The Companies are also launching a new online assessment tool that includes recommendations for APS.</p>
	<p>Findings indicate that continued promotion of ENERGY STAR-qualified LEDs may be warranted. However, it is important to note that federal standards and naturally occurring market adoption may present risk to continued program interventions in the form of reduced baseline wattages, which would reduce savings.</p>	<p>The Companies plan to continue their residential lighting offerings in 2020, adjusting planned savings to account for naturally occurring market adoption. The Companies will continually monitor incentive levels in light of changes in markets and federal and state policies throughout the year.</p>
	<p>There is a great deal of space in the market to support solar and energy-storage measures.</p>	<p>Although solar is not currently a supported C&amp;LM measure, the Companies agree with this finding and are pursuing residential energy storage as part of a suite of demand response offerings, as well as through the all-electric home Residential New Construction package.</p>
	<p>Some unlikely differences over a seven-year period imply the need to commission a more comprehensive weatherization study to accurately assess the current and changing state of home weatherization in Connecticut. The 2018 study included budgetary restrictions that necessitated methodological differences from the 2011 study, limiting the reliability of comparisons.</p>	<p>Evaluation scoping issues are ultimately decided by the Energy Efficiency Board. The Companies do not have a position on the incremental value of such a study.</p>
	<p>Existing housing stock still shows substantial opportunities for savings in terms of improving homes’ envelopes and mechanical systems.</p>	<p>The Companies appreciate this finding and will continue pursuing envelope and mechanical system upgrades in order to achieve planned savings and meet Connecticut’s goal of weatherizing 80 percent of residential units by 2030.</p>
	<p>Methodological limitations raise questions about the validity of the NTG results (i.e., whether they truly reflect the NTG in Connecticut), and for this reason, the analysts urge caution when interpreting the results.</p>	<p>The Companies agree and will continue to use prospective NTG results from NMR’s prior evaluation (R1615) in the 2020 PSD.</p>

Study	Recommendation	Response
<p><b>Draft R1706, Residential Appliance Saturation Survey, combined with R1616-R1708 Residential Lighting Impact Saturation Study (continued)</b></p>	<p>Customers' lack of awareness of rebates and financing options and common lack of plans to improve their homes' energy efficiency suggests that stronger promotion of rebates and financing and benefits of upgrading equipment would be worthwhile.</p>	<p>The Companies will consider this finding in developing future outreach and marketing strategies for residential customers.</p>
<p><b>R1603, HES and HES-IE Impact Evaluation—Billing Analysis</b></p>	<p>Apply realization rates from the billing analysis to the 2020 PSD.</p>	<p>To ensure the Companies appropriately plan and claim savings for their 2020 HES and HES-Income Eligible programs, it is important to account for the significant changes made to the programs since the 2015-2016 period of the evaluation. The Companies also expect to refine savings assumptions based on completing the investigation of savings drivers as planned in the full R1603 evaluation scope and based on additional monitoring of program savings over the coming year. Further details on the Companies' planned approach are provided below this table.</p>
	<p>West Hill Energy has identified options for further work that could refine or expand the findings of the billing analysis presented in this report and help improve the alignment between actual and reported savings in the future.</p>	<p>Based on the results of the draft billing analysis, the Companies believe investigating the causes of low realization rates is a critical area of study that is needed to get program improvement value out of the billing analysis. The Companies look forward to providing input to the Energy Efficiency Board in planning subsequent evaluation work.</p>
	<p>Standardize measure categories and measure descriptions, including links to identifiers in the 2020 PSD.</p>	<p>The Companies agree in principle that measure categories and descriptions should be standardized in program data, and they already are in many cases. The Companies will consider this recommendation in their ongoing efforts to update their tracking systems and 2020 PSD.</p>

Study	Recommendation	Response
<b>R1603, HES and HES-IE Impact Evaluation—Billing Analysis (continued)</b>	Incorporate ex ante savings calculation inputs into program tracking database at the measure level.	The Companies agree that program tracking data should include ex ante savings calculations. Since the 2015-2016 period covered by this review, Eversource has improved this functionality in their tracking system and the HES mobile application, and savings inputs for all HES and HES-Income Eligible core and add-on measures are now captured in their program tracking data.
	Track project details for all dwelling units within multifamily buildings such that in-unit meter data (where available) can be accurately matched to the specific measures installed in that residence and that all dwelling units in a specific building can be identified.	The Companies generally agree with the recommendation to track project details for all multifamily dwelling units in their program tracking databases. However, linking project details for all dwelling units at a site to their billing and customer systems is a manual, resource-intensive process. The Companies are exploring how to cost-effectively accomplish this given resource constraints.
	Enforce referential integrity on program tracking database to assign unique site IDs, unique project IDs, and unique measure IDs.	The Companies agree that sites, projects, and measures should have unique identifiers in tracking data, and for single-family projects, the current site IDs, project IDs, and measure IDs in our database are unique values that should allow for accurate evaluations. For Multifamily Initiative projects, there are some challenges to implementing this as noted above, and the Companies will continue exploring cost-effective options for such improvements.
<b>Draft C1644, Energy Opportunities Net-To-Gross Study</b>	Update the 2020 PSD with the NTG values found in this study. This includes adding a separate NTG value for electric Controls and applying the program-level natural gas results to natural gas measures (as was done in 2011).	The Companies agree with this recommendation and have updated the 2020 PSD accordingly.
	For the 2021 Upstream Lighting program, apply prospective NTG based on expected changes in the lighting market. Based on this study and studies in Massachusetts, the evaluation team recommends an NTG value of 73% for screw-based bulbs and 84% for linear bulbs.	The Companies agree with this recommendation.

Study	Recommendation	Response
<p><b>Draft C1644, Energy Opportunities Net-To-Gross Study (continued)</b></p>	<p>Leverage upcoming process evaluations to further explore effective channels for accelerating equipment adoption (focusing on lighting and refrigeration). While this study identified that the EO program is accelerating adoption, we recommend that upcoming process evaluation studies examine what specific channels are most effective at influence customers.</p>	<p>Evaluation scoping issues are ultimately decided by the Energy Efficiency Board, but the Companies generally agree that such an investigation would be of use for program planning and targeting.</p>
	<p>Leverage relationships with past program participants to encourage future program participation. Program participants indicated in the survey that they see utility program staff as a trusted resource for unbiased information, including on key financial decision-making factors. Program staff should continue to follow-up with past program participants and encourage them to find opportunities to upgrade or install energy-efficient equipment through the program. In addition, these relationships with repeat participants should be explored in upcoming process evaluations.</p>	<p>The Companies agree. The Companies have a well-established process for some of their largest customers—memorandum of understanding (“MOU”) customers—for maintaining relationships and encouraging repeat program participation. The Companies are also working with participants in their SEM program to encourage future participation by identifying additional opportunities for savings via capital upgrades through the Energy Opportunities program.</p>
	<p>Continue to market to targeted trade partners and increase marketing tactics specifically towards potential program participants as it seems that is not the way most participants found out about the program. While the program appears to be successful marketing to third party contractors, vendors, or design professionals, program staff should increase marketing to program participants to increase program awareness. Channel awareness should be considered as an evaluation objective for upcoming process evaluations.</p>	<p>The Companies generally agree. The Companies market Energy Opportunities through trade partners by design but have also recently begun conducting market research on non-participating small and medium-sized businesses—some of whom could qualify for Energy Opportunities—to identify targets for direct outreach and marketing efforts.</p>



Study	Recommendation	Response
<p><b>Draft C1644, Energy Opportunities Net-To-Gross Study (continued)</b></p>	<p>Implement rolling surveys and an aggregated sampling plan. To improve overall participant response, the evaluation team recommends two options. First, we recommend that the Energy Efficiency Board consider a “rolling” NTG assessment in which participants provide self-report responses on a more frequent basis. This would improve overall response count and decrease recall bias associated with the self-reported program influence. Second, we recommend exploring whether it may be more appropriate to focus on delivery method, including downstream prescriptive, downstream custom, and upstream models as the program delivery model may be the key NTG ratio determinant not the end-use. This aggregation may allow for larger populations from which to establish representative sampling frames.</p>	<p>Evaluation scoping issues are ultimately decided by the Energy Efficiency Board, but the Companies generally agree with this approach.</p>
	<p>Collect end-user data for all upstream program participants. To improve overall data collection, the evaluation team recommends collecting customer contact information for upstream program participants if the design remains point-of-sale. If buy-downs move further upstream, consider requiring sales data from distributors or manufacturers to conduct a market-based analysis of impact on lighting sales.</p>	<p>The Companies agree, and already do this. Under the Companies’ program rules, distributors require contractors to provide end-user contact information to verify that the end-users are Eversource or United Illuminating electric customers. This verification is required to receive the incentives, and customers who cannot be verified as Eversource or United Illuminating customers will not receive rebated lighting. As such, distributors collect comprehensive information on end-user names and addresses, building types, and typically other details, from contractors prior to purchase.</p>
	<p>Improve end-user contact information for all participants. Based on the evaluation team’s review of the contact data, some participants had either 1-800 lines or fabricated telephone numbers (e.g., (123) 456-7890) as their contact information. This type of contact information inhibits our ability to reach project contacts and threatens the validity of these estimates. We recommend that PAs conduct periodic QA/QC reviews of these contact fields to ensure that quality information is being collected.</p>	<p>The Companies generally agree. The Companies already perform some QA/QC of contact information and other project tracking data but are continually investigating opportunities to increase data quality as they update their tracking system.</p>

### 5.2.1 Incorporation of HES and HES-Income Eligible Billing Analysis Results

The Companies plan to apply the results of the West Hill Energy and Computing (“West Hill”) R1603 billing analysis of the 2015-16 HES and HES-Income Eligible programs with the adjustments described below.<sup>52</sup> The results in West Hill’s August 8, 2019 memorandum were limited to the first phase of the evaluation, which was based on an analysis of electric and natural gas billing data for single-family participants in the 2015-2016 HES and HES-Income Eligible programs. As described by West Hill, “billing analysis provides no insight into causes of underperformance” and the evaluation “was designed to be completed sequentially, with the billing analysis first, to be followed by further investigation into a specific measure or component of the program.” In contrast, the prior HES and HES-Income Eligible study included billing analysis as well as calibrated simulation modeling and engineering algorithm analysis to estimate measure-specific savings.<sup>53</sup>

To ensure appropriate planned and claimed savings for the 2020 HES and HES-Income Eligible programs, the Companies believe it is important to adjust the billing analysis results in light of significant changes made to the programs between the 2015-2016 period of the evaluation and today, and to continue to investigate underlying drivers of savings results as originally planned under the full scope of the R1603 evaluation. In addition to further investigation by West Hill, the Companies plan to implement direct monitoring of project-level savings results via advanced M&V techniques, as described below, to provide continuing verification of the accuracy of claimed savings, provide more rapid feedback on performance, and allow for early identification and corrective actions for underperforming vendors or measures.

The 2020 PSD reflects the updated realization rates from West Hill’s analysis, with the following adjustments:

1. **Application of HES Realization Rates to HES-Income Eligible for Air Sealing, Lighting, and Insulation.** Since the 2015-2016 period of the evaluation, the Companies have taken several steps to align the HES-Income Eligible program with HES program implementation processes. The two programs now use the same inspection and vendor scoring regime, the same Android tablet application for inputting measures and savings, the same savings algorithms, and the HES-Income Eligible program now uses HES vendors for nearly all HES-Income Eligible projects. This alignment has resulted in improved HES-Income Eligible processes and improved HES-Income Eligible vendor evaluations, training, and performance.
  - **Vendor Oversight.** The Companies adopted in-process inspections and improved vendor scoring and management processes for HES-Income Eligible, fully aligning these processes with HES. Although HES-Income Eligible began in-process inspections in 2015, it required a year or more of continued M&V of inspection results and subsequent corrective actions to eventually lead to improved HES-Income Eligible vendor performance and better overall program results. In

<sup>52</sup> West Hill Energy and Computing, *Impact Evaluation of CT Home Energy Solutions Programs*, May 22, 2019; *R1603 HES/HES-IE Impact Evaluation Response to Comments*, Jul. 3, 2019; *R1603 HES/HES-IE Impact Evaluation Supplemental Analysis*, Jul. 26, 2019; *R1603 HES/HES-IE Impact Evaluation Final Realization Rates*, Aug. 8, 2019.

<sup>53</sup> NMR and Cadmus, *HES and HES-IE Impact Evaluation (R16)*, Final Report, Dec. 31, 2014.

addition, before 2017, vendors were scored in broad categories of low or high performers, but scores did not provide detail on specific performance gaps. In January 2017, the Companies put in place a “0 to 100” scoring framework, providing a clear indication of technician performance. In addition, in 2017, the Companies began applying more stringent criteria for vendor accountability via retraining, suspension, or elimination of underperforming vendors and technicians. For example, the new process revealed technicians with poor performance or overstated reported savings, and the Companies removed them as lead technicians and met directly with several vendors to retrain and improve air sealing practices.

- **Mobile Tool.** In 2018, the Companies adopted the Mobile Android tool for HES-Income Eligible—the same tool that had been used for HES since before 2015. This tool facilitates consistent data entry from the field and automated reporting to each Companies' tracking system, improving quality control on input of measures and savings assumptions. For instance, there had been prior cases in HES-Income Eligible where air sealing was performed without a blower door test, and vendors invoiced the Companies based on hours worked, rather than pre- and post- blower door test results. The improved transparency and consistency from the Android tool provides a check to ensure appropriate savings based on blower door test results for all projects.
- **Inspections of Insulation and Other Add-On Measures.** The Companies increased post-inspections for add-on measures such as insulation, and the current rate of post-inspections is around 5 percent of projects. Post-inspections require contracted vendors to fix all add-on measure installation issues found. In addition, where results found certain problems such as vendors incorrectly measuring areas—which led in some cases to overstated savings—the Companies retrained vendors to correctly measure for insulation in attic floors and walls, properly determine existing R values, and use proper materials. The Companies also provided broader communication to all vendors regarding insulation installation practices. These improvements mitigated issues of overstated insulation savings that appear to have caused low realization rates in the West Hill analysis. Specifically, average Eversource HES-Income Eligible natural gas savings for insulation measures projects—which was 29.6 MCF in 2015-16 according to West Hill's analysis—has decreased to 18.9 MCF in 2019 year-to-date. Adopting West Hill's insulation realization rates after taking these corrective actions would result in excessive reductions to claimed savings for insulation projects. In addition to post-inspections, the Companies are also in the process of implementing pre-inspections for 5 to 10 percent of single-family HES-Income Eligible homes where add-on measures are proposed, targeting inspections on vendors or projects above certain thresholds for costs or savings levels. The Companies are also modifying their tracking system to capture these pre-inspection results.
- **Reduced Lighting Savings.** Following improved vendor oversight and implementation of the Mobile Android tool, reported HES-Income Eligible lighting savings—which may have been overstated previously, according to the West Hill analysis—decreased significantly. Specifically, average reported lighting savings decreased from 927 kWh per home in 2015-16 to 747 kWh per

home in 2019. This decrease occurred even though most bulbs installed in 2015-2016 were CFLs, and only LEDs were installed in 2019. Applying the HES-Income Eligible realization rate would result in excessive reductions to claimed lighting savings. Moreover, as described below, the Companies have significant concerns about the lighting results.

- **Questionable billing analysis results for lighting.** The Companies have significant concerns about the billing analysis methods and results for lighting, which appear unrealistically low based on the number of lamps installed per home, the likely delta watts, and the implied hours of use. For example, during the 2015-2016 period, HES and HES-Income Eligible single-family homes had an average of 17 lamps installed per home, and typically 4 of these lamps were LEDs. West Hill’s billing analysis found lighting savings of 418 kWh for HES and 262 kWh for HES-Income Eligible, which equates to annual savings of 24.6 kWh/lamp for HES and 15.4 kWh/lamp for HES-Income Eligible. Based on analysis by the Companies, using a highly conservative delta watt assumption of 40w, these West Hill lighting savings estimates would imply daily hours of use of 1.7 hours per day for HES, and 1.1 hours per day for HES-IE.<sup>54</sup> These values are far below the hours-of-use estimates in the NMR Northeast hours-of-use study,<sup>55</sup> which found that even inefficient lamps are used an average of 2.3 hours/day, and that overall average lamps—including both efficient and inefficient lamps—are used 2.7 hours/day. In fact, the hours-of-use necessary to support such low savings estimates are well below nearly every hours-of-use lighting study and Technical Reference Manual (“TRM”) in the United States, based on the Companies’ review. In addition to the unrealistically low findings from the billing analysis, the current program exclusively incentivizes LEDs, and includes far more specialty lamps than the 2015-2016 program, which would result in significantly higher savings. More broadly, the Companies have other methodological concerns stemming from evolving iterations of results that raise questions regarding the reliability of the results. For instance, the May 22, 2019 “final report” provided combined HES and HES-Income Eligible results, noting that differences between the two programs were small and appeared to be driven by penetration of insulation measures. However, after the Companies requested separate results for HES and HES-Income Eligible, the subsequent revisions revealed substantial differences in realization rates between the programs, for insulation and most other measures. Such fundamental changes in results merit caution in interpreting and applying results, even if the results are labelled as “final.”

**2. Continued Use of Current Duct Sealing Realization Rates.** Due to increased stringency and trainings since the period of the evaluation, and limitations in West Hill’s billing analysis results, the Companies do not

<sup>54</sup> The 40w average delta watts assumes that for the average HES and HES-IE home, of the 17 lamps installed, 9 were CFLs replacing incandescents, 4 were CFLs replacing halogens (which was prohibited by Eversource’s 2015-2016 program rules), 3 were LEDs replacing incandescents, and 1 was an LED replacing a CFL (which was also prohibited by 2015-2016 program rules). If the Companies assume full compliance with program rules—meaning 13 CFLs and 4 LEDs all replacing incandescents—the resulting implied hours of use would be an even lower 1.4 hours/day for HES and 0.9 hours/day for HES-Income Eligible.

<sup>55</sup> NMR, Northeast Residential Lighting Hours-of-Use Study, May 5, 2014.

believe the 2015-2016 results accurately reflect current duct sealing savings. Since 2015-2016, the Companies have provided numerous mandatory trainings and reinforced the HES and HES-Income Eligible requirements for duct sealing materials. For instance, despite the Companies' prohibition on the use of foil tape for duct sealing due to its poor performance, the improved inspection processes found numerous cases of vendors using foil tape. The Companies met directly with offending vendors and provided several mandatory trainings for all HES and HES-Income Eligible vendors on duct diagnostics and sealing (2018) and advanced duct sealing (2019). In addition, BPI training on duct diagnostics and sealing is being required for all Lead Technicians and assistant technicians in Q4 2019 and will allow all participants to field test for BPI Infiltration and Duct Leakage certification.

In addition, West Hill's analysis produced duct sealing realization rate estimates that did not meet the 90/10 standard for confidence and precision in either the natural gas or electric model. Also, West Hill's presentation to the evaluation committee<sup>56</sup> indicated that for natural gas, homes with air sealing had estimated savings of 66 percent of reported savings (6.2 Mcf / 9.3 Mcf), while homes with air sealing *and duct sealing* had estimated savings of 90 percent of reported savings (6.5 Mcf/7.2 Mcf). This would imply a realization rate for duct sealing alone that is *greater* than 90 percent. The Companies therefore plan to keep the current realization rate of 92.5 percent.

3. **Continued Use of 2018 Updated DHP Savings Assumptions.** The Companies updated the DHP savings algorithm in the 2018 PSD based on a 2016 Cadmus study,<sup>57</sup> which found lower equivalent full-load hours for heating and cooling than were being claimed in 2015-2016, resulting in lower reported savings for retrofit DHPs. Specifically, 2015-2016 DHP savings were based on 1,349 full-load equivalent heating hours; resulting in average project savings of 2,746 kWh. However, starting in 2018, DHP savings were based on 442 full-load equivalent heating hours and 218 full-load equivalent cooling hours; resulting in average project savings of 2,239 kWh. The Companies will continue using the assumptions from this evaluation.
4. **Limiting Gas Results to Gas Measures, Rather Than Applying to Oil and Propane Savings.** West Hill's original proposal for R1603 states that they conducted "both natural gas and delivered fuels billing analysis for NYSERDA's HPWES program. The realization rates were 48 percent for natural gas and 60 percent for delivered fuels, which suggests that conducting a delivered fuels billing analysis may be a reasonable use of evaluation funds." Due to differences in housing stock and price differentials between natural gas and delivered fuel homes, and other likely differences in measure performance, the Companies do not believe West Hill's natural gas realization rates should be applied to oil and propane savings without some further analysis of their applicability to this customer group. West Hill's review did not include any analysis of delivered fuels data or comparison of housing stock, HVAC equipment, fuel prices, or other factors that would help determine to what extent natural gas savings results are in fact a reasonable proxy for oil and propane savings. As such, the Companies will retain the existing realization rates for oil and propane, pending such further analysis by West Hill. If a full

<sup>56</sup> West Hill Energy and Computing, *CT HES and HES-IE: Impact Evaluation* presentation, August 5, 2019 (see slide 13).

<sup>57</sup> Cadmus, *Ductless Mini-Split Heat Pump Study, Final Report*, Dec. 30, 2016.

delivered fuels analysis is beyond the scope or remaining budget for Phase Two of West Hill's review, alternative approaches should be considered, such as using secondary research, conducting limited survey work, or analyzing proxy data to understand the applicability of natural gas results to oil and propane savings.

### Continual Improvement and Rapid Feedback through Advanced M&V

The Companies believe the approach outlined above will result in the best estimates of savings, relative to the alternative approaches of either applying West Hill's results without adjustment or not applying them at all. However, to verify the accuracy of this approach, and to ensure that the program improvements made since 2015-2016 persist in 2020 and beyond, the Companies will be expanding existing pilot efforts involving advanced data collection and analytics tools—often referred to as M&V 2.0—through a full deployment for the HES and HES-Income Eligible programs.

Advanced M&V tools offer the ability for rapid and granular feedback on performance, allowing the Companies to quickly identify differences between reported savings and meter-based savings, and to compare savings across vendors, project types (e.g., HES electric, HES-Income Eligible natural gas, etc.), or measures (e.g., insulation, duct sealing, etc.). Based on such results, the Companies could reward high-performing vendors, and for low-performers could pursue corrective actions including targeted inspections, vendor re-training, or removal of lead technicians. Moreover, the Companies will consider the advanced M&V savings estimates, alongside the results of phase two of the West Hill evaluation, in future revisions of HES and HES-Income Eligible savings assumptions and realization rates, as well as in making programmatic improvements regarding measure or equipment offerings.

# APPENDIX A: 2020 STATEWIDE MARKETING PLAN

## A.1 INTRODUCTION

The drastic sweep from the Energy Efficiency Fund to the state’s general fund resulted in the elimination of statewide advertising campaigns, public relations, and market research activities in 2018-2019; and a significant cut to planned website enhancements and activities. The Connecticut Green Bank also withdrew financial support from statewide marketing efforts in 2018 and moving forward; but provides in-kind support through continued collaboration on the website and other potential marketing activities.

It has been determined that the budget structure for Energize Connecticut (“Energize CT”) statewide marketing efforts (“2020 Marketing Plan”) will continue to be confined to operations, updates, technical support, and future planning for the EnergizeCT.com site.

The estimated costs for the 2020 Marketing Plan are shown in Table A-1. The Connecticut Green Bank will not provide financial support in 2020 but will continue to dedicate in-kind resources.

**Table A-1: 2020 Marketing Plan Estimated Costs**

2020 Marketing Plan Task	Eversource	United Illuminating, CNG, and SCG	Total
<b>Website Maintenance, Updates, Technical Support, and Planning</b>	\$353,000	\$151,300	\$504,300

## A.2 METRICS AND GOALS

With the continued elimination of the independent third-party market research, the ability to set metrics and goals for brand awareness and familiarity will be limited in 2020 unless there are opportunities within “Company” research efforts to gather some baseline data. The Companies will look for possible opportunities.

Website traffic is tracked via Google Analytics and 2019 traffic is reported later in this 2020 Statewide Marketing Plan. Since 2018 statewide advertising campaigns were cancelled, and the Companies programmatic marketing drive customers to sign-up pages and the 877-WISE USE energy efficiency hotline, it is no longer feasible to draw trending conclusions from the website’s traffic (as advertising has been the primary driver of website visits historically). In 2020 and 2021, the Companies recommend reinstating search marketing<sup>58</sup> for EnergizeCT.com in order to drive traffic to the website and connect Connecticut’s customers to energy efficiency program information. At that time, the Companies will have more trackable

<sup>58</sup> “Search Marketing” involves tactics to gain online presence and traffic via paid/unpaid strategies on search engines such as Google.



traffic information to share. However, it is assumed that this small investment in search marketing will not produce a significant measurable change in website traffic. As such, no metrics are proposed at this time.

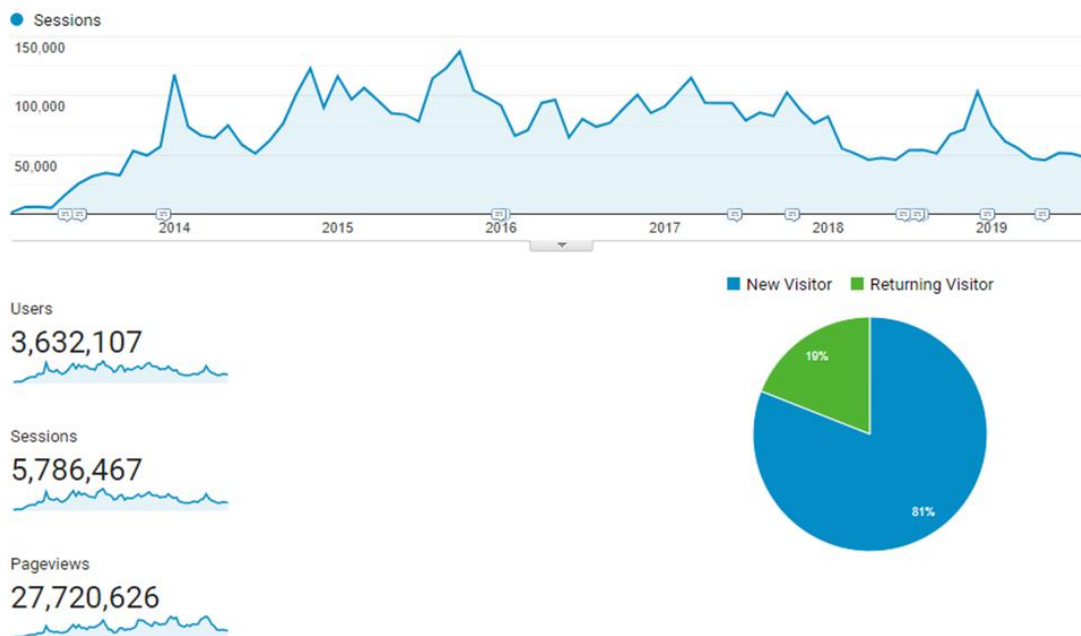
### A.2.1 Website Operations, Updates, and Technical Support: EnergizeCT.com

#### Overview

Energy efficiency and renewable energy program information is available to Connecticut consumers, businesses, and municipalities through the EnergizeCT.com website. In addition to program information, this mobile-friendly website provides consumers with 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 2018, the site has seen almost 5.8 million sessions<sup>59</sup> with 27.7 million pageviews.<sup>60</sup> For context, Connecticut has 3.6 million residents.

**Figure A-1: EnergizeCT.com Website Activity**



<sup>59</sup> Sessions” indicate the number of unique browsing sessions initiated by all Energize CT website visitors during the selected reporting time period. For more information see: <https://www.energizect.com/sites/default/files/WebsiteMarketingMetricDefinitions.pdf>.

<sup>60</sup> A “pageview” is an instance of a page being loaded by a browser. For more information see: <https://www.energizect.com/sites/default/files/WebsiteMarketingMetricDefinitions.pdf>



## 2019 Key Activities

Given the limited 2019 budget, web activities in 2019 focused on the site’s overhaul for compatibility with a switch of its content management platform to Drupal 8. As the web industry changes, so do the platforms which power websites. In the case of EnergizeCT.com, this next upgrade to its content management platform (Drupal) represents a paradigm shift – primarily due to a change in the platform’s default theme engine.<sup>61</sup> While the upgrade of the platform will offer over 200 new features, it requires a total overhaul of the existing site. This work commenced on January of 2019 and is on track to be completed by the summer of 2020.

Coupled with the change toward more upstream energy efficiency programs, this need for a platform upgrade provides an opportunity to reexamine the website’s overall strategy and redesign the website appropriately. Major design changes will be implemented and launched in 2020 and beyond. Only those critical enhancements that translate well to the new platform are being developed and implemented in 2019.

Major changes implemented in 2019 focused on website security and readiness,<sup>62</sup> increased use of Rate Board Cross-Marketing functionality garnering a 1,500 percent lift to targeted pages, and the additions of a Zero Emission Vehicles section and the *eesmarts*<sup>TM</sup> Student Contest content and functionality. To further enhance customer engagement, a Chat Bot feature is planned for rollout in Q4 of 2019.

In December 2017, the Connecticut Green Bank withdrew financial support for EnergizeCT.com. While their financial contribution to the website was limited, they did maintain the Smart-E Loan and renewable energy content on the site and participated in the overall website strategy discussions.

## Three-Year Strategy (2019–2021)

2020 represents the second year of the site’s Three-Year Strategy with a technical focus on the site’s platform upgrade and the reexamination of its overall strategy along with a website redesign as appropriate.

In 2020, a Website Strategist will be engaged to review the website’s overall strategy, seek feedback from the Energy Efficiency Board and key stakeholders (including trade allies), and provide recommendations for any changes to the site’s strategy. A team of UX (User Experience) and UI (User Interface) Designers will be engaged to provide a new design for the site based on the Website Strategist’s recommendations and the new features made available from the platform upgrade. The Website Strategist will consult on the new design to ensure the new strategy is implemented. Depending on the new strategy, a Copywriter may be

<sup>61</sup> A high-level overview of the theming differences between Drupal 6, Drupal 7 (which the Energize CT website currently uses), and Drupal 8 (which the Energize CT website will be upgraded to) are described here: <https://www.drupal.org/docs/8/theming-drupal-8/theming-differences-between-drupal-6-7-8>.

<sup>62</sup> “Website localization” is the process of adapting an existing website to local language and culture. Changes implemented in 2019, resulted in a 122 percent increase in Spanish speaking visitors to the site.

engaged to ensure that website content aligns with the new strategy. The development of the new site will commence in two phases: (1) Phase 1 - Front End Focus; and (2) Phase 2 - Back End and Complex Enhancements. Phase 1 will be completed in 2020. Phase 2 will be launched in 2021 and will focus on the development back-end/non-consumer-facing and more complex enhancements. Both the UX/UI design and Copywriter teams will continue to be engaged to support the complex enhancement work anticipated in Phase 2.

### Planned 2020 Activities

EnergizeCT.com 2020 Budget Summary	
Paid Search	\$12,800
Strategist Platform Upgrade and New Design	\$332,500
Day-to-Day Maintenance, Server, Minor Enhancements, etc.	\$159,000
<b>Total Budget</b>	<b>\$504,300</b>

- i. **Platform Upgrade.** The bulk of 2020 activities will be focused on the Platform Upgrade, Website Strategy, new Website Design, and Phase 1 implementation.
- ii. **Site Maintenance.** Ongoing website maintenance and readiness is required to ensure that EnergizeCT.com—a well-visited, best-in-class energy efficiency and renewable energy website—is available 24-hours a day, seven days a week, and is as a trusted resource for all Connecticut consumers and businesses.
- iii. **Site Security and Performance.** Routine monitoring for security issues focused on the platform, server, and content will guard against threats and enable issues to be resolved quickly.
- iv. **Enhance Engagement.** Once the website is upgraded to the new Platform, it will have some new key engagement features including a homepage animated key statistics section (e.g., energy saved, homes weatherized, etc.) along with legislative report highlights, and an improved image gallery feature (e.g., Zero Energy Challenge, E-Houses, etc.).
- v. **Facilitate Action Features.** In preparation for the summer release of the upgraded platform, existing content will be streamlined to facilitate customers in taking action. Program pages will include a new section highlighting rebate amounts and key measures offered. Main menus will offer immediate access to key informational videos and a “Find a Solution” mini-wizard will be prominently featured throughout the website.
- vi. **Site Intercept Surveys.** The continued use of website intercept surveys will assist the Website Strategist in understanding user behavior unique to the EnergizeCT.com site, to inform enhancements, and to support increased consumer engagement.

# APPENDIX B: PUBLIC INPUT SESSION

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## 2020 Plan Update - Public Input Comments Company and Energy Efficiency Board Positions

September 20, 2019

Note: All submitted written comments, and a list of people who provided written or verbal comments, may be accessed at Box.com: <https://app.box.com/s/nz5qdz6cmj7s8rzap6x2dyjaarkt7tyt>.

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1) Mark Thomson

**Representing:** ThinkEco, Inc.

**Date Input Received:** May 8, 2019

**Input Method(s):** Verbal Comments

### Requests/Comments:

Mr. Thomson said he would like to see more emphasis placed on distributed resources than in past C&LM plans. He said that many of ThinkEco's customers are low-moderate income customers who would benefit from demand side management programs.

### Companies' Position(s):

For the 2020 Plan Update, the Companies will continue their commitment to implementing Residential and C&I Active Demand Reduction Strategies by expanding existing demand response program offerings and transitioning several pilots to full-fledged programs. For the 2019-2021 Plan and the 2020 Plan Update, the Companies remain committed to researching and targeted underserved customers and market sectors to enquire equitable distribution of energy efficiency and demand management efforts to all Connecticut customers.

### Energy Efficiency Board Position:

The Energy Efficiency Board concurs with the Companies' response and also notes, for emphasis, the considerable increase in 2020 Residential Demand Response budgets and efforts. Additionally, discussions are ongoing in the Residential Committee on ensuring equitable treatment of low to moderate-income customers. Access to demand response programs could be added to that discussion.

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2) Guy West and Anne Hulick

**Representing:** Clean Water Fund

**Date Input Received:** May 8, 2019 and July 3, 2019

**Input Method(s):** Verbal and Written Comments

**Requests/Comments:**

Mr. West and Ms. Hulick provided an overview of a proposal they said Clean Water Fund (CWF) would be submitting to the Energy Efficiency Board soon. The proposal would request C&LM funds to support the effort. (Note: the proposal was submitted to the Energy Efficiency Board and to the Companies on July 3, 2019). The proposal is entitled “Helping Those That Need it Most: A Focus on Hard to Reach Households.” In the proposed program, CWF would work with over 60 Clean Energy Task Forces in the state to conduct an outreach campaign to hard-to-reach households so that such households would receive more energy efficiency services than they currently do. Mr. West and Ms. Hulick noted that low-moderate income households, and other hard-to-reach households, are in the most need of energy efficiency services.

The campaign would be comprised of the following activities: local organizing, hiring community leaders, working with schools/community organizations/faith groups, hosting events, and employing the use of social media and marketing. The campaign would be in two parts: an initial pilot phase with 5-7 towns, and then a second phase that would ramp up the approach from the pilot phase.

**Companies’ Position(s):**

In 2020, the Companies will continue to support Connecticut’s communities in a holistic manner through the Community Outreach initiative, a community-centric integrated support mechanism that promotes energy efficiency, integrating renewables and energy-efficient technologies, reduction of GHG emissions, and the conservation of natural resources. The Companies’ marketing and outreach engagement channels focus on promoting the Companies’ Residential and C&I Energy Efficiency Portfolios. This focus ensures Connecticut’s energy efficiency programs are equitably distributed across all market segments (e.g., residential, limited-income, hard-to-reach and underserved, small business, municipal, etc.).

In 2020, to further community engagement in energy efficiency, the Companies will support other sustainable efforts, particularly revisiting Clean Energy Communities efforts that were successful in the past. The Companies will review the CWF proposal to determine if some of the CWF’s proposed campaign activities can be integrated into the Companies’ existing community outreach initiatives and educational efforts.

**Energy Efficiency Board Position:**

The Energy Efficiency Board thanks the CWF for its ongoing efforts and for the submission of its community outreach proposal to the Energy Efficiency Board and to the Companies. While the Energy Efficiency Board deferred consideration of the CWF’s proposal to the Companies, it encourages the Companies and the CWF to continue conversations.

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**3) Jeffrey Hush****Representing:** CHEER Middletown**Date Input Received:** May 8, 2019**Input Method(s):** Verbal and Written Comments**Requests/Comments:**

Mr. Hush said he was an “equity guru” because he lives in voluntary poverty. He provided a summary of CHEER Middletown. He said CHEER serves low-moderate income Middletown residents, and responds to energy efficiency “hurdles” and other needs including health and safety, livability, and access to lower cost renewable energy. Mr. Hush urged the Energy Efficiency Board to prevent further diversion of C&LM funds. He also said that C&LM funding should be “fuel blind,” and he also expressed support for CWF’s proposed hard-to-reach household outreach effort. Mr. Hush also submitted an editorial he wrote on Equity in Energy and Housing, which described significant equity challenges that must be addressed in regard to energy and low-income residents.

**Companies' Position(s):**

The Companies agree that no further funds should be diverted from the Energy Efficiency Fund. The Companies fully support a fuel-blind approach to serving customers, regardless of how they heat their home. The Companies’ Residential and C&I Energy Efficiency Portfolios are designed to ensure funding and efforts are equitably distributed to all customers, including limited-income and hard-to-reach communities. The home performance services programs, HES and HES-Income Eligible, focus on health and safety, livability, and actively promote renewable energy once energy-efficient technologies have been installed in the home. In 2020, the Companies will continue to employ strategies and tactics to engage customers, and in particular, hard-to-reach customers. Please see the Companies’ position on the CWF proposal (Public Input Comment No. 2).

**Energy Efficiency Board Position:**

The Energy Efficiency Board, as do the Companies, supports the implementation of fuel blind funding of efficiency activities. The Energy Efficiency Board does note that sources for funding of delivered fuel efficiency are potentially more limited than those for electricity and natural gas. As part of the Residential Committee’s deliberations, considerable time has been spent to assess and address the equitable provision of services to low-income populations. These discussions are continuing, and the Energy Efficiency Board would encourage Mr. Hush’s and CHEER Middletown’s participation. Finally, also please see the Energy Efficiency Board’s response to Public Input Comment No. 2 regarding the CWF proposal.

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**4) Kenny Foscue****Representing:** North Haven Clean Energy Task Force**Date Input Received:** May 8, 2019**Input Method(s):** Verbal and Written Comments**Requests/Comments:**

Mr. Foscue expressed support for CWF's proposed hard-to-reach household outreach effort. He said the North Haven Clean Energy Task Force had won a Connecticut DEEP Green Circle award for its work in 2017 to promote energy efficiency in North Haven. He said that the support of CWF was key to the success of this effort, and it illustrated the value that CWF brings to local energy efficiency efforts.

**Companies' Position(s):**

The Companies actively employ Community Outreach program and Residential Energy Efficiency Portfolio efforts to identify hard-to-reach households and markets. In addition, the Companies utilize third-party data to identify hard-to-reach customers and improve their marketing messages based on this business intelligence. Once identified, the Companies focus on marketing energy efficiency programs with targeted messaging and tailored solutions that meet the needs of a particular customer or segment. In 2020, the Companies will continue to engage hard-to-reach customers through marketing and outreach activities across the state. Please see the Companies' position on the CWF proposal (Public Input Comment No. 2).

**Energy Efficiency Board Position:**

The Energy Efficiency Board recognizes and supports the implementation of effective community outreach activities to engage homeowners, renters, and landlords, particularly for hard-to-reach populations. As part of the Residential Committee's deliberations, considerable time has been spent to assess and address the equitable provision of services to potential hard-to-reach populations. These discussions are continuing, and the Energy Efficiency Board would encourage Mr. Foscue's and the New Haven Clean Energy Task Force's participation. Finally, please also see the Energy Efficiency Board's response to Public Input Comment No. 2 regarding the CWF proposal.

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**5) Patrice Gillespie****Representing:** Wilton Energy Commission**Date Input Received:** May 8, 2019**Input Method(s):** Verbal Comments**Requests/Comments:**

Ms. Gillespie said that Wilton ratepayers had saved over \$2 million through C&LM programs. She also noted that Wilton's focus is now on renewables, and that the Town is targeting another \$2.5 million in

savings from solar installations in schools. She expressed support for CWF's hard-to-reach households' campaign.

**Companies' Position(s):**

The Companies' 2020 Plan Update continues to focus on the integration of energy efficiency and renewable energy technologies. In 2020, the Companies will continue to support the Town of Wilton and the Wilton Energy Commission in promoting energy efficiency programs and energy-efficient technologies. Please see the Companies' position on the CWF proposal (Public Input Comment No. 2).

**Energy Efficiency Board Position:**

The Energy Efficiency Board recognizes and generally supports the implementation of effective community outreach activities, such as the types of activities proposed by the CWF, to engage homeowners, renters, and landlords, particularly for hard-to-reach populations (*please also see the Energy Efficiency Board's response to Public Input Comment No. 2 regarding the CWF proposal*). As part of the Residential Committee's deliberations, considerable time has been spent to assess and address the equitable provision of services to potential hard-to-reach populations. These discussions are continuing, and the Energy Efficiency Board would encourage Ms. Gillespie's and the Wilton Energy Commission's participation. The Energy Efficiency Board has also identified the integration of efficiency and renewable energy as an ongoing area of interest and a priority, though noting that the Energy Efficiency Fund programs have limited direct ability to support these efforts.

6) Alex Rodriguez

**Representing:** Chispa Connecticut, CT League of Conservation Voters

**Date Input Received:** May 8, 2019

**Input Method(s):** Verbal and Written Comments

**Requests/Comments:**

Mr. Rodriguez said that he was an advocate for environmental justice, and that 380,000 Connecticut residents could not afford their energy bills. He said that C&LM funding should place a priority on ensuring equal access to energy efficiency services. He said it was very important not to allow further diversions of C&LM funding, and that there needed to be legislative changes to protect C&LM funding in the future. He expressed support for CWF's hard-to-reach households outreach effort.

**Companies' Position(s):**

The Companies agree that no further funds should be diverted from the Energy Efficiency Fund. Now that funding has been fully restored, the Companies fully support a fuel-blind approach to serving customers and programs are equitably distributed across the Companies' costs. The home performance services programs, HES and HES-Income Eligible, focus on health and safety, livability, and actively promote renewable energy once energy-efficient technologies have been installed in the home. In 2020, the

Companies will continue to employ strategies and tactics to engage all customers, including hard-to-reach customers. Please see the Companies' position on the CWF proposal (Public Input Comment No. 2).

**Energy Efficiency Board Position:**

The Energy Efficiency Board also supports the need to avoid any future fund diversions. The Energy Efficiency Board recognizes and generally supports the implementation of effective community outreach activities, such as the types of activities proposed by the CWF, to engage homeowners, renters, and landlords, particularly for hard-to-reach populations and those Connecticut residents that struggle to pay their energy bills (*please also see the Energy Efficiency Board's response to Public Input Comment No. 2 regarding the CWF proposal*). As part of the Residential Committee's deliberations, considerable time has been spent to assess and address the equitable provision of services to potential hard-to-reach populations. These discussions are continuing, and the Board would encourage Mr. Rodriguez's and the CT League of Conservation Voters' participation.

7) Henry Auer

**Representing:** New Haven Clean Energy Task Force

**Date Input Received:** May 8, 2019

**Input Method(s):** Verbal and Written Comments

**Requests/Comments:**

Mr. Auer expressed support for CWF's proposal on outreach to hard-to-reach households. He said that New Haven and other large Connecticut cities have old homes that are inefficient and have many low-income residents. He noted that 71 percent of New Haven households are renters, and that those renters spend 24 percent of their income on energy. He also noted that 73 percent of renters in New Haven are low-income. He said the CWF effort would address the energy challenges of low-income renters. He also said the legislature should not divert any further C&LM funds.

**Companies' Position(s):**

The Companies agree that no further funds should be diverted from the Energy Efficiency Fund. Now that funding has been fully restored, United Illuminating will fully restore its Community Outreach efforts, giving them the ability to serve more customers (including in North Haven) and engage in additional educational and community outreach efforts.

The Companies actively employ Community Outreach program and Residential Energy Efficiency Portfolio efforts to identify hard-to-reach households and markets. In addition, the Companies utilize third-party data to identify hard-to-reach customers and improve their marketing messages based on this business intelligence. Once identified, the Companies focus on marketing energy efficiency programs with targeted messaging and tailored solutions that meet the needs of a particular customer or segment. In 2020, the Companies will continue to engage hard-to-reach customers through marketing and outreach activities across the state.



**Energy Efficiency Board Position:**

The Energy Efficiency Board recognizes and generally supports the implementation of effective community outreach activities, such as the types of activities proposed by the CWF, to engage homeowners, renters, and landlords, particularly for hard-to-reach populations and those Connecticut residents that struggle to pay their energy bills (*please also see the Energy Efficiency Board's response to Public Input Comment No. 2 regarding the CWF proposal*). As part of the Residential Committee's deliberations, considerable time has been spent to assess and address the equitable provision of services to potential hard-to-reach populations. These discussions are continuing, and the Board would encourage Mr. Rodriguez's and the CT League of Conservation Voters' participation.

**8) Leticia Colon****Representing:** Efficiency for All**Date Input Received:** May 8, 2019**Input Method(s):** Verbal and Written Comments**Requests/Comments:**

Ms. Colon's comments included the following:

- Oil and propane-heated homes do not have the same level of access to energy efficiency services as those homes that heat with other fuel sources. Increasing energy efficiency access will greatly benefit low-income customers.
- There should be no further diversions of C&LM funds, and that the funds that were already diverted in 2017-2019 should be restored.
- The HES co-pay should be reduced, to reduce barriers to participation.
- C&LM programs must include outreach strategies, such as CWF's proposed hard-to-reach household effort.
- The legislature needs to strengthen energy policies and protect C&LM funding.
- The Energy Efficiency Board, Connecticut Green Bank, the Governor's Council on Climate Change, and other organizations need to diversify their boards and governance.

For additional detail and comments, see Energy for All's submitted written comments.

**Companies' Position(s):**

The Companies thank Efficiency for All for their extensive written and verbal comments. The Companies agree that Connecticut's energy efficiency and demand management programs result in significant economic, environmental, and societal benefits to Connecticut's residents, businesses, and municipalities. The Companies cannot provide comments that fall outside of their purview (e.g., comments directed to the Connecticut Green Bank). In response to other comments, the Companies note:

- Currently, DEEP is considering revisions to the cost-effectiveness framework employed in Connecticut. This includes how non-energy impacts are integrated into the cost-benefit calculations for the Companies' energy efficiency programs. The Companies will continue to provide input to and participate in this process as appropriate.
- In 2020, oil and propane heating funding is fully restored. This restoration of energy efficiency funds will allow all Connecticut residential customers, regardless of how they heat their homes, equal access to energy-saving opportunities. The Companies agree that no further funds should be diverted from the Energy Efficiency Fund.
- The Companies recognize the HES co-pay fee is a barrier to participation in the program. As noted in the 2019-2021 Plan,<sup>63</sup> if the Companies and Energy Efficiency Board determine it is necessary, the Companies will request to establish a new co-pay amount or eliminate/change the differential fee for oil and propane-heated homes. On September 20, 2019, DEEP filed a directive authorizing Eversource and United Illuminating to temporarily reduce the Home Energy Solutions co-pay to \$75 for all customers, regardless of heating fuel. The reduced co-pay will apply to all Eversource and United Illuminating electric customers serviced and installed between October 1, 2019 through December 31, 2019 or until funding is depleted. DEEP authorized the Companies to utilize a \$400,000.00 offset of funding from the "Residential Loan Program" to cover the cost of the reduced co-pay. We anticipate this will allow for 4,000 to 5,000 Home Energy Solutions jobs at the reduced co-pay of \$75. This temporary offer is designed to stimulate the home weatherization market. In 2020, the Companies will monitor the marketplace and utilize the flexibility of the HES program structure to change co-pay amounts as needed (and agreed upon by the Energy Efficiency Board).
- The 2020 Plan Update includes strategies to cost-effectively increase outreach to hard-to-reach households (e.g., direct outreach, increased general awareness). In addition, the Companies will continue to conduct market research to better understand this customer segment and determine what messages resonate and the appropriate cost-effective engagement channels.
- The Companies note that the Energy Efficiency Board is comprised of a diverse array of stakeholder representatives including a low-income advocate, rate payer advocate, environmental advocate, manufacturing advocate, and others. As established by state law and statute, the Companies are not able to alter or add seats to the Energy Efficiency Board. This responsibility lies with the Connecticut General Assembly.

### **Energy Efficiency Board Position:**

The Energy Efficiency Board also thanks Efficiency for All for its thoughtful comments and for Ms. Colon's continued and active participation in Residential Committee and Energy Efficiency Board discussions.

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<sup>63</sup> 2019-2021 Plan, p. 60.

- The Energy Efficiency Board, as do the Companies, supports the implementation of fuel blind funding of efficiency activities. The Energy Efficiency Board does note that sources for funding of delivered fuel efficiency activities are potentially more limited than those for electricity and natural gas.
- The Energy Efficiency Board will be interested in the vendor response to the recent DEEP-mandated reduction in the HES co-pay. While the reduction will be of limited duration due to the funding source, the vendor and customer response to the promotional reduction may help further inform future discussions and requests for HES co-pay changes.
- The Energy Efficiency Board recognizes and generally supports the implementation of effective community outreach activities, such as the types of activities proposed by the CWF, to engage homeowners, renters, and landlords, particularly for hard-to-reach populations and those Connecticut residents that struggle to pay their energy bills (*please also see the Energy Efficiency Board's response to Public Input Comment No. 2 regarding the CWF proposal*). As part of the Residential Committee's deliberations, considerable time has been spent to assess and address the equitable provision of services to potential hard-to-reach populations. These discussions are ongoing, and the Energy Efficiency Board would encourage Ms. Colon's continued participation.
- The Energy Efficiency Board also supports diverse representation, though notes that the Board's make up is legislatively determined and that appointments to the Energy Efficiency Board are made by DEEP.

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9) Diana Lauricella

**Representing:** LWV Norwalk (also Board member of CT Roundtable for Climate and Jobs)

**Date Input Received:** May 8, 2019

**Input Method(s):** Verbal Comments

**Requests/Comments:**

Ms. Lauricella expressed support for CWF's hard-to-reach households outreach effort. She said that she would like to see Sustainable CT "institutionalize" efforts in towns to increase energy efficiency for low-income residents. She would like the C&LM fund to place more emphasis on comprehensive approaches, grassroots efforts, and education.

**Companies' Position(s):**

The Companies actively employ Community Outreach program and Residential Energy Efficiency Portfolio efforts to identify hard-to-reach households and markets. In addition, the Companies utilize third-party data to identify hard-to-reach customers and improve their marketing messages based on this business intelligence. Once identified, the Companies focus on marketing energy efficiency programs with targeted messaging and tailored solutions that meet the needs of a particular customer segment (i.e., low-income residents). In 2020, the Companies will continue to engage hard-to-reach and underserved customers

through marketing and outreach activities across the state. Please see the Companies' position on the CWF proposal (Public Input Comment No. 2).

**Energy Efficiency Board Position:**

The Energy Efficiency Board recognizes and generally supports the implementation of effective community outreach activities, such as the types of activities proposed by the CWF, to engage homeowners, renters, and landlords, particularly for hard-to-reach populations and those Connecticut residents that struggle to pay their energy bills (*please also see the Board's response to Public Input Comment No. 2 regarding the CWF proposal*). As part of the Residential Committee's deliberations, considerable time has been spent to assess and address the equitable provision of services to potential hard-to-reach populations. These discussions are continuing, and the Board would encourage Ms. Lauricella's and the Norwalk League of Women Voters' participation.

10) Stephanie Weiner and Vivian Perez

**Representing:** Home Performance Alliance of CT (HPACT)

**Date Input Received:** May 8, 2019

**Input Method(s):** Written Comments

**Requests/Comments:**

- Careful inclusion of non-energy impacts in future cost-effectiveness testing, such as currently employed in many New England states, specifically Massachusetts.
- Keep Residential energy efficiency program with the Companies. A "procurement" policy has never been tested and is not the correct structure for residential energy efficiency. A small pilot may be employed to see how viable and in what context residential energy efficiency can be "procured."
- Continued fuel blind approach to addressing all efficiency opportunities regardless of fuel type without penalty and with a consistent, dependable funding source.
- Thoughtful coordination of efficiency, renewables, demand response, and storage.
- Ensuring that the Companies' efficiency efforts are fully consistent and supportive of the state's GHG emissions reduction goals. This means supporting fuel switching when cost-effective, heat pumps specifically.

**Companies' Position(s):**

- Currently, DEEP continues to review and consider revisions to the cost-effectiveness testing framework employed in Connecticut. This review includes whether non-energy impacts should be integrated into the cost-benefit calculations for the Companies' energy efficiency programs. The Companies will continue to provide input to and participate in this process as appropriate.
- The Companies have a proven 20-year track record of delivering cost-effective environmental, economic, and energy-saving benefits through the Residential Energy Efficiency Portfolio's programs and offerings.
- For the 2020 Plan Update, the Companies will continue to implement Residential and C&I Active Demand Reduction Strategies and transition several pilots to full-fledged programs.
- The Companies' 2020 Plan Update continues to focus on the integration of energy efficiency and renewable energy technologies. Eversource has issued a three-state Request For Proposal for demand reduction vendors for targeted technologies, including battery storage. Battery storage technology is envisioned as an optimal strategy, as it would allow customers to provide load reduction in several ways, as the technology can provide capacity in daily, targeted, and winter periods.
- The Companies support providing incentives for energy efficiency, regardless of heating fuel and customer choice for their source of heating.

**Energy Efficiency Board Position:**

- As noted by the Companies, decisions regarding the components of cost effectiveness testing in Connecticut are made by DEEP. As has been done in the past, the Board will make its thoughts known to DEEP regarding cost effectiveness testing and participate as appropriate in any DEEP led stakeholder processes.
- The Energy Efficiency Board, as do the Companies, supports the implementation of fuel blind funding of efficiency activities. The Board does note that sources for such funding are potentially more limited than those for electricity and natural gas.
- The Energy Efficiency Board has also identified the integration of efficiency and renewable energy as an ongoing area of interest and a priority, though noting that the Energy Efficiency Fund programs have limited direct ability to support these efforts.
- The ongoing Residential heat pump pilot will help inform the Energy Efficiency Board's discussion and position on the appropriate role of C&LM funding to support fuel switching.

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# APPENDIX C: COMPLIANCE ORDERS

## Appendix C.1 From the 2019-2021 Plan Approval with Conditions<sup>64</sup>

Item No.	Topic or Program	Condition of Approval	Due Date	Status
1	Heat Pump Pilot Program	<p>DEEP has determined that the pilot can proceed with the additional incentives for oil and propane heating consumers that were proposed in the November 19, 2018 Conservation and Load Management Plan (C&amp;LM Plan), provided the Companies develop and submit for DEEP's review a more detailed description of the pilot, no later than March 1, 2019.</p> <p>DEEP appreciates the multiple stakeholders' time and effort to attend the public meeting and to provide written comments. DEEP has weighed stakeholders' concerns about moving forward with strategic electrification against concerns over the use of Conservation and Load Management funds for fuel switching as well as concerns of alignment with the 2018 Comprehensive Energy Strategy.</p> <p>This updated description should clearly articulate the goals for the pilot, including proposed tracking and analysis methodology, and at a minimum information regarding:</p> <ul style="list-style-type: none"> <li>• Total cost: Identify the total cost of the 100 Heat Pump Pilot Program and how this compares to what was previously spent on the cost of the incentives in the last ten years.</li> <li>• Incentive/rebate levels: Provide a breakdown of the specific rebate or incentive levels offered per installation and clarify whether the rebate is for each customer or intended as an incentive to HES vendors to successfully acquire customers willing to install and use heat pumps for heating. Identify how incentive levels were calculated. Identify any market research or data used to determine the "additional" incentives for oil/propane customers.</li> <li>• Customer use cases: Clearly identify the specific customer use cases the pilot envisions to target. For example, clarify whether the pilot targets partial home or whole house conversions and whether the targeting reflects the assumptions used in incentive development.</li> <li>• Financing products: Summarize the existing or new financing products (in addition to these incentives) available to help customers purchase and install heat pumps.</li> </ul> <p>All other educational and promotional efforts for renewable heating and cooling equipment, including heat pumps, as well as other high efficiency HVAC equipment should continue as described in the Plan.</p>	03/01/19	<p>Filed on 2/28/19</p> <p>Filed on 5/14/19 Follow-up Item</p> <p>Item Completed</p>

<sup>64</sup> DEEP, Approval with Conditions of the 2019-2021 Plan (dated Nov. 11, 2018), filed Dec. 20, 2018. Available at: <https://www.ct.gov/deep/lib/deep/energy/conserloadmgmt/ct-deep-approval-with-conditions-of-2019-2021-c-lm-plan-12-20-18.pdf>.

Item No.	Topic or Program	Condition of Approval	Due Date	Status
1	Heat Pump Pilot Program (continued)	<p>While allowing this pilot to proceed, DEEP is not endorsing the use of conservation and load management dollars for fuel switching. DEEP looks forward to learning how to transform this market successfully and this pilot should contribute to this knowledge. To date, the C&amp;LM Plan Program Administrators have not recommended one fuel over another but provide an incentive to encourage adoption of high efficiency equipment based on the customer’s preferred fuel choice. Fuel switching at scale remains crucial to achieve the state’s greenhouse gas emission reduction targets to address climate change and will require identifying sustainable incentive sources to catalyze the transition of oil and propane equipment.</p> <p>As outlined in the 2019-2021 Plan, the Energy Efficiency Board plans to review and assess the 2019 pilot results in September 2019, in time for the 2020 Plan Update. The future efforts regarding low-carbon heating technologies will be considered during the 2020 and 2021 Plan Update planning processes, and any such efforts will be reviewed by the Energy Efficiency Board as part of the Plan Updates, with subsequent review and approval by DEEP.</p>		
2	Equitable Distribution Data	<p>Pursuant to CGS Sec. 16-245ee, each EDC must annually submit to DEEP and the Energy Efficiency Board the prior calendar year’s Equitable Distribution data on a form prescribed and provided by DEEP no later than July 1, and also submit an updated method of census tract identification and economic status that determines whether the census tract is distressed. This data shall be provided on a census tract basis, or if not available by census tract, on a town-by town basis, the amount of conservation program funds assessed and the amount of incentives expended, disaggregated as small or large customers according the 100kW peak demand threshold, and further disaggregated by customer class (i.e. Residential and C&amp;I). The residential data component for small customers shall be disaggregated by the HES and HES-IE programs, and identify the total number of projects participating in each program and disaggregate those project numbers by housing stock (i.e., single family, multi-family (2-4 units), and multi-family (&gt;4 units)). Though the statute requires submission on a census tract basis, the companies have noted in the past that a town-by-town submission is less costly, generally more useful to municipalities, and would streamline the analysis. DEEP requests that the companies provide written explanations of their position no later than February 1, 2019. This could include an analysis of the approximate number of homes that could be served in place of expending the budget on third-party census tract analysis.</p>	<p>02/01/19</p> <p>07/01/19</p> <p>07/01/20</p>	<p>Filed on 01/25/19</p> <p>Filed on 05/29/19</p>



Item No.	Topic or Program	Condition of Approval	Due Date	Status
3	<p><b>Propose a Frequency to Conduct Financial and Operational Audits; Conduct Such Audits on the Approved Frequency Schedule</b></p>	<p>No later than March 1, 2019, the Companies shall propose, with a revised budget as needed, a process and frequency to routinely conduct a Financial Audit or alternately, Agreed Upon Procedures review, and to routinely conduct an Operational Audit of the Conservation and Load Management Plan, consistent with standard practices. The processes should cover each program year for each audit, however multiple years may be included in a single audit. No later than July 1, 2019, the Companies shall develop and propose the timeline for routinely conducting the audits of the Conservation and Load Management Plan.</p>	<p>03/01/19  07/01/19</p>	<p>Filed on 2/14/19  Requested extension from 7/1/19 to 9/30/19  Filed 9/30/19</p>
4	<p><b>EnergizeCT Center</b></p>	<p>No later than March 1, 2019, additional information is required to be made available to the Energy Efficiency Board and the public prior to implementing this proposed decision. Therefore, DEEP instructs the Companies to provide an analysis of the number and types of groups served (prior to legislative diversion) and other usage data such as the use of the center for C&amp;LM trainings, to illustrate how this center supports education. The analysis should include a breakdown of the budget and the activities planned after the Center shutdown. This analysis should include the effective budget decrease of the closure.</p>	<p>03/01/19</p>	<p>Filed on 3/1/19  Item Completed</p>
5	<p><b>Benefit-Cost Testing Methodologies and Input</b></p>	<p>No later than March 1, 2019, the Companies shall provide a written rationale for the inclusion and impact of the Pooled Transmission Facilities, Capacity DRIPE and the Reliability components. The number of years for each DRIPE component needs to be specified. A comparison of the 2015 to 2018 AESC benefits should be included. A nominal discount rate of 3% shall be used, for the reasons detailed in Attachment B to DEEP’s Approval with Conditions, for all Benefit/Cost Ratio calculations provided on or after March 1, 2019.</p>	<p>03/01/19  08/01/19</p>	<p>Filed on 3/1/19  Filed on 7/30/19 Follow-up item</p>
6	<p><b>Performance Management Incentives (PMI)</b></p>	<p>DEEP approves the concept and percentages of the PMI. More work is needed on the secondary metric descriptions to ensure clear and effective metrics. No later than March 1, 2019 DEEP directs the Companies to provide additional detail on the secondary metrics and their progression from the previous plans/or the importance of the added metric and offer suggestions for modifications of existing or for additional secondary metrics that would catalyze increased opportunities for progress in achieving the Plan’s goals. DEEP expects to revisit PMI in 2019 for a review of entire program.</p>	<p>03/01/19  08/01/19</p>	<p>Filed on 2/28/19  Filed on 7/25/19 Follow-up item  Item Completed</p>

Item No.	Topic or Program	Condition of Approval	Due Date	Status
7	<b>Winter Reliability and Winter Demand</b>	No later than March 1, 2019, the Companies shall provide a quantification and discussion of the effect of conservation, load management, and energy efficiency investments, both electric and gas, on winter peak demand and as applicable, winter fuel reliability.	03/01/19  07/01/19	Requested Extension on 2/15/19 to file with Plan Update 11/1/19  Filed on 7/01/19  Item Completed
8	<b>Street Lighting</b>	No later than March 1, 2019, 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 and exterior private area lighting fixtures owned by the utilities, municipalities, and the State of Connecticut. UI’s Outdoor Lighting Solutions programs, previously known as Private Area Lighting and any equivalent Eversource program should be included in this analysis. To the extent such information is available to the Companies; the report shall quantify how many streetlights 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 Company-owned streetlights in each of these categories and identify the funding source(s). The Companies shall also propose a process for monthly reporting of any Service Address/Point of Delivery changes as the lights are upgraded to LEDs. An alternative to monthly would be a one-time conversion table of old-to-new, depending on where the Companies are in the conversion process.	03/01/19  08/01/19  On-going Monthly Report	Filed on 3/1/19  Filed on 7/19/19 Follow-up item
9	<b>Demand Management Programs and Pilots</b>	No later than June 1, 2019 the Companies are to provide additional detail on Demand Management programs and pilots as developed and report related results. DEEP supports the expansion of the UI Wi-Fi enabled Heat Pump Water Heaters program and directs the expansion be undertaken in 2019 for both UI and Eversource if pilot results are successful. Additionally, the report should propose, as needed, updates in 2019 or future years to further align the Plan’s demand management programs with work performed to advance the Distribution System Planning and Grid Modernization actions described in PURA dockets on those topics.	06/01/19	Filed on 5/31/19

Item No.	Topic or Program	Condition of Approval	Due Date	Status
10	<b>Modernization Initiatives (Early Retirement/ Post-Useful Life)</b>	DEEP is supportive of this initiative. No later than June 1, 2019 additional reporting requirements need to be carved out of normal reporting and a reporting template should be provided.	06/01/19	Filed on 5/29/19
11	<b>Market Based Solutions for Mid-sized Businesses</b>	DEEP is supportive of this initiative. No later than June 1, 2019 Eversource shall provide a discussion on the incentives and other benefits being offered in this program and how they compare to the Small Business and Energy Opportunities programs.	06/01/19	Filed on 5/30/19
12	<b>HES and HES-Income Eligible Solutions</b>	No later than June 1, 2019, the Companies shall provide an additional, detailed description of the programs, including detailed budgets that provide detail on the planning assumptions used in the Program. Detail on the percentage of budgets for multi-family work should be included. This should report on the planned evolution of HES program over next three years, expanding beyond narrative in this Plan.	06/01/19	Filed on 5/30/19
13	<b>Energy Efficiency Coincidence with HVAC Installation</b>	No later than July 1, 2019, propose a plan including a timeline for implementation to analyze market share on an annual basis and annually submit a report to DEEP for DEEP’s records to provide information on the instance of high efficiency equipment installed compared with standard equipment, using market share, municipal permits, or other reasonably reliable proxies for estimating the installation of high-efficiency HVAC at residential and commercial and industrial properties. The continued movement of product incentives to upstream locations requires different approaches to determine the status of market transformation.	07/01/19	Filed on 7/1/19
14	<b>US DOE Home Energy Score</b>	In the 2019-2021 C&LM Plan, the Companies state that they will “explore the correlations between the DOE Home Energy Score and customers implementing add-on measures,” in order to better understand the effectiveness and value of including the score in HES. No later than September 1, 2019, the Companies shall perform this analysis with consideration to other effects such as funding diversions, and the February 2018 implementation of “opt-in-only” language.	09/01/19	Filed on 8/29/19

Item No.	Topic or Program	Condition of Approval	Due Date	Status
15	<b>Commercial and Industrial Lighting Technologies</b>	DEEP recognizes the importance of developing the infrastructure to promote advanced lighting technology. DEEP needs to ensure LED conversions in the retrofit market continues until the market has been saturated. This measure type provides for important winter peak savings. No later than October 1, 2019 the Companies should provide a methodology to assess remaining market potential for C&I sector retrofit and provide a discussion on this market.	10/01/19	Filed 9/27/19
16	<b>Heat Pump Technologies Specifications</b>	No later than October 1, 2019, the Companies are to incorporate the heat pump specifications of the U.S. Department of Energy’s Regional Energy Efficiency Organization, Northeast Energy Efficiency Partnerships (NEEP), into the heat pump program or to provide a detailed analysis on why they believe these specifications are not satisfactory. This analysis should include the impact of not participating in a regional standard and its impact on the market.	10/01/19	Filed 9/27/19
17	<b>Residential Lighting Technologies</b>	DEEP is providing an approval of a three-year plan, however, since it has been noted that planning assumptions are in flux for residential programs in 2020 and 2021, these programs will require additional approvals when the Companies have reached a consensus on planning assumptions. This should be done through the Plan update process and may require the Companies to supply more detailed analysis than typically provided for Plan updates.	On-going	Completed  Filed with 2020 Plan Update (pp. 14-15 Residential); (pp.18-19 C&I); and (p.28 Workforce Development)
18	<b>Electronic Data Coordination-DSS</b>	The Companies shall continue to work collaboratively with the Department of Social Services and DEEP to coordinate data related to households served through energy assistance and energy conservation and weatherization programs to ensure the state is able to optimize program coordination and to fulfill its obligations to report detailed demographic and other information to federal agencies on grants received from the US Department of Health and Human Services through the Low-Income Home Energy Assistance Program and from the U.S. Department of Energy Weatherization Assistance Program for Low-Income Households.	On-going	On-going
19	<b>Electronic Data Coordination and Accessibility—DEEP and Municipalities</b>	The Companies shall cooperate and collaborate with DEEP to continue to coordinate electronic data availability and connectivity related to the Companies’ statutory requirements pursuant to CGS Sec. 16-245ii to maintain building energy data, that can be made available to the public, in a format compatible for uploading to the United States Environmental Protection Agency's ENERGY STAR Portfolio Manager or similar system. Such similar system includes the state’s energy management platform specified by DEEP and DAS for use by state facilities, pursuant to CGS Sec. 16a-38i.	On-going	On-going

# APPENDIX D: BUDGET & SAVINGS TABLES

## BUDGET SUMMARY OF THE 2019-2021 PLAN PROGRAM YEARS

### 2019 Combined Budgets (Electric and Natural Gas)

Statewide Energy Efficiency Budget	2019 Eversource CT Electric Proposed Budget 03/01/19	2019 UI Proposed Budget 03/01/19	2019 Eversource CT Gas Proposed Budget 03/01/19	2019 CNG Proposed Budget 3/1/2019	2019 SCG Proposed Budget 3/1/2019	2019 Statewide Combined Total 3/1/2019
<b>RESIDENTIAL</b>						
Residential Retail Products	\$ 8,505,986	\$ 2,065,085	\$ -	\$ -	\$ -	\$ 10,571,071
New Construction	\$ 2,644,901	\$ 607,378	\$ 821,137	\$ 719,950	\$ 1,099,837	\$ 5,893,202
Home Energy Solutions - Core Services	\$ 17,912,103	\$ 3,644,267	\$ 1,996,353	\$ 3,236,505	\$ 1,944,962	\$ 28,734,190
Home Energy Solutions - HVAC, Water Heaters	\$ 3,989,546	\$ 1,457,707	\$ 2,364,019	\$ 1,824,189	\$ 3,571,838	\$ 13,207,298
HES-Income Eligible	\$ 15,971,230	\$ 4,251,647	\$ 3,725,172	\$ 4,206,424	\$ 3,321,827	\$ 31,476,299
Residential Behavior	\$ 1,700,000	\$ 121,476	\$ 410,000	\$ 156,228	\$ 179,676	\$ 2,567,380
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 50,723,766</b>	<b>\$ 12,147,561</b>	<b>\$ 9,316,680</b>	<b>\$ 10,143,296</b>	<b>\$ 10,118,139</b>	<b>\$ 92,449,442</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>						
Energy Conscious Blueprint	\$ 12,402,540	\$ 4,184,555	\$ 2,829,007	\$ 2,151,328	\$ 2,011,328	\$ 23,578,758
<b>Total - Lost Opportunity</b>	<b>\$ 12,402,540</b>	<b>\$ 4,184,555</b>	<b>\$ 2,829,007</b>	<b>\$ 2,151,328</b>	<b>\$ 2,011,328</b>	<b>\$ 23,578,758</b>
<b>C&amp;I LARGE RETROFIT</b>						
Energy Opportunities	\$ 35,615,415	\$ 7,987,195	\$ 5,096,626	\$ 1,262,498	\$ 1,327,765	\$ 51,289,499
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,315,763	\$ 1,224,171	\$ 629,672	\$ 733,821	\$ 574,069	\$ 6,477,495
<b>Total - C&amp;I Large Retrofit</b>	<b>\$ 38,931,178</b>	<b>\$ 9,211,366</b>	<b>\$ 5,726,298</b>	<b>\$ 1,996,318</b>	<b>\$ 1,901,834</b>	<b>\$ 57,766,994</b>
Small Business Energy Advantage	\$ 15,142,544	\$ 4,092,233	\$ 749,000	\$ 334,736	\$ 286,415	\$ 20,604,928
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 66,476,261</b>	<b>\$ 17,488,154</b>	<b>\$ 9,304,305</b>	<b>\$ 4,482,383</b>	<b>\$ 4,199,577</b>	<b>\$ 101,950,679</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>						
Educate the Public	\$ 656,954	\$ 294,279	\$ 63,267	\$ 65,796	\$ 65,796	\$ 1,146,092
Customer Engagement	\$ 1,539,419	\$ -	\$ 211,479	\$ -	\$ -	\$ 1,750,898
Educate the Students	\$ 274,562	\$ 116,992	\$ 22,202	\$ 22,859	\$ 22,859	\$ 459,474
Educate the Workforce	\$ 166,125	\$ 47,633	\$ 13,146	\$ 13,671	\$ 13,671	\$ 254,246
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 2,637,061</b>	<b>\$ 458,904</b>	<b>\$ 310,093</b>	<b>\$ 102,326</b>	<b>\$ 102,326</b>	<b>\$ 3,610,710</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>						
Residential Loan Program (Includes ECLF and OBR)	\$ 1,500,000	\$ 148,004	\$ 80,075	\$ 86,292	\$ 86,292	\$ 1,900,663
C&I Financing Support	\$ 17,569,775	\$ -	\$ 86,332	\$ 20,000	\$ 75,000	\$ 17,751,107
Research, Development & Demonstration	\$ 168,878	\$ 151,250	\$ 50,000	\$ 50,000	\$ 50,000	\$ 470,128
<b>Subtotal: Programs/Requirements</b>	<b>\$ 19,238,653</b>	<b>\$ 299,254</b>	<b>\$ 216,407</b>	<b>\$ 156,292</b>	<b>\$ 211,292</b>	<b>\$ 20,121,898</b>
<b>OTHER - LOAD MANAGEMENT</b>						
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 837,411	\$ 852,299	\$ -	\$ -	\$ -	\$ 1,689,710
C&I Demand Response	\$ 400,452	\$ 151,267	\$ -	\$ -	\$ -	\$ 551,719
<b>Subtotal: Load Management</b>	<b>\$ 1,237,863</b>	<b>\$ 1,003,566</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 2,241,429</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>						
Administration	\$ 622,665	\$ 258,752	\$ 114,208	\$ 150,463	\$ 150,465	\$ 1,296,554
Marketing Plan	\$ 131,670	\$ 33,440	\$ 14,630	\$ 14,630	\$ 14,630	\$ 209,000
Planning	\$ 480,234	\$ 134,434	\$ 74,992	\$ 96,583	\$ 96,583	\$ 882,827
Evaluation Measurement and Verification	\$ 1,023,226	\$ 255,806	\$ 217,523	\$ 217,523	\$ 217,523	\$ 1,931,601
Evaluation Administrator	\$ 186,825	\$ 44,800	\$ 18,667	\$ 18,667	\$ 18,667	\$ 287,626
Information Technology	\$ 1,627,322	\$ 452,520	\$ 133,320	\$ 137,531	\$ 137,532	\$ 2,488,225
Energy Efficiency Board Consultants	\$ 318,423	\$ 76,544	\$ 31,893	\$ 31,893	\$ 31,893	\$ 490,646
Audits - Financial and Operational	\$ 60,000	\$ 24,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 114,000
Performance Management Incentive (PMI)	\$ 6,488,942	\$ 1,463,958	\$ 886,597	\$ 697,546	\$ 686,163	\$ 10,223,206
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 10,939,307</b>	<b>\$ 2,744,254</b>	<b>\$ 1,501,831</b>	<b>\$ 1,374,837</b>	<b>\$ 1,363,456</b>	<b>\$ 17,923,685</b>
<b>TOTAL</b>	<b>\$ 151,252,912</b>	<b>\$ 34,141,692</b>	<b>\$ 20,649,315</b>	<b>\$ 16,259,133</b>	<b>\$ 15,994,790</b>	<b>\$ 238,297,842</b>

2020 Combined Budgets (Electric and Natural Gas)

Statewide Energy Efficiency Budget	2020 Eversource CT Electric Proposed Budget 11/01/19	2020 UI Proposed Budget 11/01/19	2020 Eversource CT Gas Proposed Budget 11/01/19	2020 CNG Proposed Budget 11/1/2019	2020 SCG Proposed Budget 11/1/2019	2020 Statewide Combined Total 11/1/2019
<b>RESIDENTIAL</b>						
Residential Retail Products	\$ 7,485,350	\$ 1,988,522	\$ -	\$ -	\$ -	\$ 9,473,872
New Construction	\$ 2,700,000	\$ 622,848	\$ 884,613	\$ 704,532	\$ 951,802	\$ 5,863,795
Home Energy Solutions - Core Services	\$ 20,406,676	\$ 3,738,123	\$ 1,927,525	\$ 2,809,071	\$ 1,731,783	\$ 30,613,177
Home Energy Solutions - HVAC, Water Heaters	\$ 5,500,000	\$ 1,498,658	\$ 3,104,024	\$ 2,155,559	\$ 3,112,123	\$ 15,370,364
HES-Income Eligible	\$ 16,500,000	\$ 4,373,823	\$ 3,787,522	\$ 4,152,369	\$ 3,021,954	\$ 31,835,668
Residential Behavior	\$ 2,100,000	\$ 221,914	\$ 343,586	\$ 155,642	\$ 158,711	\$ 2,979,854
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 54,692,025</b>	<b>\$ 12,443,889</b>	<b>\$ 10,047,270</b>	<b>\$ 9,977,173</b>	<b>\$ 8,976,373</b>	<b>\$ 96,136,729</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>						
Energy Conscious Blueprint	\$ 12,565,032	\$ 4,364,137	\$ 4,400,180	\$ 2,088,077	\$ 1,710,736	\$ 25,128,161
<b>Total - Lost Opportunity</b>	<b>\$ 12,565,032</b>	<b>\$ 4,364,137</b>	<b>\$ 4,400,180</b>	<b>\$ 2,088,077</b>	<b>\$ 1,710,736</b>	<b>\$ 25,128,161</b>
<b>C&amp;I LARGE RETROFIT</b>						
Energy Opportunities	\$ 39,670,751	\$ 7,791,465	\$ 4,102,149	\$ 1,192,841	\$ 1,123,133	\$ 53,880,339
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,485,670	\$ 1,229,960	\$ 673,505	\$ 691,676	\$ 502,535	\$ 6,583,346
<b>Total - C&amp;I Large Retrofit</b>	<b>\$ 43,156,421</b>	<b>\$ 9,021,425</b>	<b>\$ 4,775,654</b>	<b>\$ 1,884,518</b>	<b>\$ 1,625,668</b>	<b>\$ 60,463,685</b>
Small Business Energy Advantage	\$ 16,697,946	\$ 4,058,800	\$ 800,307	\$ 323,184	\$ 246,401	\$ 22,126,638
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 72,419,399</b>	<b>\$ 17,444,361</b>	<b>\$ 9,976,141</b>	<b>\$ 4,295,778</b>	<b>\$ 3,582,806</b>	<b>\$ 107,718,485</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>						
Educate the Public	\$ 739,750	\$ 444,474	\$ 70,165	\$ 94,806	\$ 94,806	\$ 1,444,001
Customer Engagement	\$ 1,968,000	\$ 275,000	\$ 270,612	\$ 100,000	\$ 100,000	\$ 2,713,612
Educate the Students	\$ 412,236	\$ 101,242	\$ 43,340	\$ 45,164	\$ 45,164	\$ 647,147
Educate the Workforce	\$ 540,422	\$ 140,901	\$ 35,359	\$ 67,473	\$ 67,474	\$ 851,630
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 3,660,408</b>	<b>\$ 961,617</b>	<b>\$ 419,476</b>	<b>\$ 307,444</b>	<b>\$ 307,444</b>	<b>\$ 5,656,389</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>						
Residential Loan Program (Includes ECLF and OBR)	\$ 913,553	\$ 149,381	\$ 80,075	\$ 86,292	\$ 86,292	\$ 1,315,593
C&I Financing Support	\$ 2,528,933	\$ 85,000	\$ 78,256	\$ 20,000	\$ 75,000	\$ 2,787,189
Research, Development & Demonstration	\$ 164,016	\$ 151,250	\$ 50,000	\$ 50,000	\$ 50,000	\$ 465,266
<b>Subtotal: Programs/Requirements</b>	<b>\$ 3,606,503</b>	<b>\$ 385,630</b>	<b>\$ 208,331</b>	<b>\$ 156,292</b>	<b>\$ 211,292</b>	<b>\$ 4,568,048</b>
<b>OTHER - LOAD MANAGEMENT</b>						
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 3,985,330	\$ 1,377,228	\$ -	\$ -	\$ -	\$ 5,362,558
C&I Demand Response	\$ 4,578,069	\$ 283,218	\$ -	\$ -	\$ -	\$ 4,861,288
<b>Subtotal: Load Management</b>	<b>\$ 8,563,399</b>	<b>\$ 1,660,446</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 10,223,845</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>						
Administration	\$ 902,597	\$ 265,833	\$ 136,109	\$ 154,854	\$ 154,855	\$ 1,614,249
Marketing Plan	\$ 321,900	\$ 89,100	\$ 31,100	\$ 31,100	\$ 31,100	\$ 504,300
Planning	\$ 703,170	\$ 162,367	\$ 74,993	\$ 111,980	\$ 111,980	\$ 1,164,491
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	\$ 1,859,385	\$ 455,300	\$ 133,321	\$ 139,037	\$ 139,038	\$ 2,726,082
Energy Efficiency Board Consultants	\$ 416,000	\$ 104,000	\$ 43,333	\$ 43,333	\$ 43,333	\$ 649,999
Audits - Financial and Operational	\$ 60,000	\$ 24,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 114,000
Performance Management Incentive (PMI)	\$ 6,689,195	\$ 1,545,685	\$ 955,203	\$ 691,815	\$ 617,170	\$ 10,499,067
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 13,064,248</b>	<b>\$ 3,174,285</b>	<b>\$ 1,604,059</b>	<b>\$ 1,402,119</b>	<b>\$ 1,327,477</b>	<b>\$ 20,572,188</b>
<b>TOTAL</b>	<b>\$ 156,005,982</b>	<b>\$ 36,070,229</b>	<b>\$ 22,255,276</b>	<b>\$ 16,138,806</b>	<b>\$ 14,405,391</b>	<b>\$ 244,875,684</b>



BUDGET SUMMARY OF THE 2019-2021 PLAN PROGRAM YEARS

2021 Combined Budgets (Electric and Natural Gas)

Statewide Energy Efficiency Budget	2021 Eversource CT Electric Proposed Budget 11/01/19	2021 UI Proposed Budget 11/01/19	2021 Eversource CT Gas Proposed Budget 11/01/19	2021 CNG Proposed Budget 11/1/2019	2021 SCG Proposed Budget 11/1/2019	2021 Statewide Combined Total 11/1/2019
<b>RESIDENTIAL</b>						
Residential Retail Products	\$ 6,850,178	\$ 1,771,123	\$ -	\$ -	\$ -	\$ 8,621,301
New Construction	\$ 2,800,000	\$ 599,005	\$ 884,155	\$ 729,333	\$ 956,559	\$ 5,969,051
Home Energy Solutions - Core Services	\$ 19,468,292	\$ 3,574,560	\$ 1,941,812	\$ 2,914,856	\$ 1,741,630	\$ 29,641,150
Home Energy Solutions - HVAC, Water Heaters	\$ 5,250,000	\$ 1,411,765	\$ 3,084,100	\$ 2,215,727	\$ 3,119,851	\$ 15,081,442
HES-Income Eligible	\$ 16,106,547	\$ 4,160,233	\$ 3,777,615	\$ 4,267,668	\$ 3,083,334	\$ 31,395,397
Residential Behavior	\$ 2,100,000	\$ 356,206	\$ 343,407	\$ 161,103	\$ 158,523	\$ 3,119,239
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 52,575,017</b>	<b>\$ 11,872,892</b>	<b>\$ 10,031,090</b>	<b>\$ 10,288,686</b>	<b>\$ 9,059,896</b>	<b>\$ 93,827,581</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>						
<b>C&amp;I LOST OPPORTUNITY</b>						
Energy Conscious Blueprint	\$ 12,918,272	\$ 4,022,448	\$ 4,337,158	\$ 2,171,684	\$ 1,728,819	\$ 25,178,382
<b>Total - Lost Opportunity</b>	<b>\$ 12,918,272</b>	<b>\$ 4,022,448</b>	<b>\$ 4,337,158</b>	<b>\$ 2,171,684</b>	<b>\$ 1,728,819</b>	<b>\$ 25,178,382</b>
<b>C&amp;I LARGE RETROFIT</b>						
Energy Opportunities	\$ 38,002,063	\$ 7,191,411	\$ 4,043,264	\$ 1,236,560	\$ 1,135,881	\$ 51,609,179
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,547,310	\$ 1,136,035	\$ 673,058	\$ 715,682	\$ 507,424	\$ 6,579,509
<b>Total - C&amp;I Large Retrofit</b>	<b>\$ 41,549,372</b>	<b>\$ 8,327,446</b>	<b>\$ 4,716,322</b>	<b>\$ 1,952,242</b>	<b>\$ 1,643,305</b>	<b>\$ 58,188,688</b>
Small Business Energy Advantage	\$ 16,279,390	\$ 3,740,024	\$ 881,107	\$ 334,463	\$ 249,315	\$ 21,484,299
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 70,747,035</b>	<b>\$ 16,089,918</b>	<b>\$ 9,934,586</b>	<b>\$ 4,458,389</b>	<b>\$ 3,621,439</b>	<b>\$ 104,851,368</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>						
Educate the Public	\$ 656,574	\$ 327,634	\$ 73,642	\$ 76,089	\$ 76,089	\$ 1,210,028
Customer Engagement	\$ 1,968,000	\$ 275,000	\$ 282,000	\$ 100,000	\$ 100,000	\$ 2,725,000
Educate the Students	\$ 412,236	\$ 102,752	\$ 45,164	\$ 45,164	\$ 45,164	\$ 650,480
Educate the Workforce	\$ 790,423	\$ 141,467	\$ 36,774	\$ 67,473	\$ 67,473	\$ 1,103,610
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 3,827,233</b>	<b>\$ 846,852</b>	<b>\$ 437,581</b>	<b>\$ 288,726</b>	<b>\$ 288,726</b>	<b>\$ 5,689,118</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>						
Residential Loan Program (Includes ECLF and OBR)	\$ 900,072	\$ 150,799	\$ 84,523	\$ 86,292	\$ 86,292	\$ 1,307,978
C&I Financing Support	\$ 2,501,339	\$ 85,000	\$ 93,905	\$ 20,000	\$ 75,000	\$ 2,775,245
Research, Development & Demonstration	\$ 162,227	\$ 151,250	\$ 50,000	\$ 50,000	\$ 50,000	\$ 463,477
<b>Subtotal: Programs/Requirements</b>	<b>\$ 3,563,638</b>	<b>\$ 387,049</b>	<b>\$ 228,428</b>	<b>\$ 156,292</b>	<b>\$ 211,292</b>	<b>\$ 4,546,699</b>
<b>OTHER - LOAD MANAGEMENT</b>						
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 4,800,000	\$ 2,570,876	\$ -	\$ -	\$ -	\$ 7,370,876
C&I Demand Response	\$ 5,100,000	\$ 381,455	\$ -	\$ -	\$ -	\$ 5,481,455
<b>Subtotal: Load Management</b>	<b>\$ 9,900,000</b>	<b>\$ 2,952,331</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 12,852,331</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>						
Administration	\$ 902,597	\$ 273,127	\$ 150,933	\$ 159,218	\$ 159,219	\$ 1,645,094
Marketing Plan	\$ 430,380	\$ 121,400	\$ 40,101	\$ 40,100	\$ 40,100	\$ 672,081
Planning	\$ 703,170	\$ 140,393	\$ 79,158	\$ 102,465	\$ 102,465	\$ 1,127,651
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	\$ 1,839,097	\$ 458,164	\$ 140,726	\$ 140,589	\$ 140,590	\$ 2,719,165
Energy Efficiency Board Consultants	\$ 416,000	\$ 104,000	\$ 43,333	\$ 43,333	\$ 43,333	\$ 649,999
Audits - Financial and Operational	\$ 60,000	\$ 24,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 114,000
Performance Management Incentive (PMI)	\$ 6,588,368	\$ 1,512,996	\$ 955,917	\$ 712,551	\$ 622,068	\$ 10,391,899
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 13,051,612</b>	<b>\$ 3,162,079</b>	<b>\$ 1,640,168</b>	<b>\$ 1,428,256</b>	<b>\$ 1,337,775</b>	<b>\$ 20,619,889</b>
<b>TOTAL</b>	<b>\$ 153,664,535</b>	<b>\$ 35,311,121</b>	<b>\$ 22,271,853</b>	<b>\$ 16,620,349</b>	<b>\$ 14,519,128</b>	<b>\$ 242,386,986</b>

BUDGET SUMMARY OF THE 2019-2021 PLAN PROGRAM YEARS

2022 Combined Budgets (Electric and Natural Gas)

Statewide Energy Efficiency Budget	2022 Eversource CT Electric Proposed Budget 11/01/19	2022 UI Proposed Budget 11/01/19	2022 Eversource CT Gas Proposed Budget 11/01/19	2022 CNG Proposed Budget 11/01/19	2022 SCG Proposed Budget 11/01/19	2022 Statewide Combined Total 11/1/2019
<b>RESIDENTIAL</b>						
Residential Retail Products	\$ 4,774,807	\$ 1,709,622	\$ -	\$ -	\$ -	\$ 6,484,429
New Construction	\$ 2,751,987	\$ 572,774	\$ 895,396	\$ 735,908	\$ 963,049	\$ 5,919,113
Home Energy Solutions - Core Services	\$ 19,125,889	\$ 3,440,284	\$ 1,969,680	\$ 3,270,230	\$ 1,753,435	\$ 29,559,518
Home Energy Solutions - HVAC, Water Heaters	\$ 5,185,697	\$ 1,368,079	\$ 3,115,685	\$ 1,906,605	\$ 3,141,046	\$ 14,717,111
HES-Income Eligible	\$ 15,725,643	\$ 4,003,296	\$ 3,818,460	\$ 4,306,141	\$ 3,104,252	\$ 30,957,792
Residential Behavior	\$ 2,046,843	\$ 341,548	\$ 347,774	\$ 162,554	\$ 159,598	\$ 3,058,317
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 49,610,866</b>	<b>\$ 11,435,602</b>	<b>\$ 10,146,996</b>	<b>\$ 10,381,437</b>	<b>\$ 9,121,380</b>	<b>\$ 90,696,280</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>						
<b>C&amp;I LOST OPPORTUNITY</b>						
Energy Conscious Blueprint	\$ 12,753,314	\$ 3,829,981	\$ 4,392,303	\$ 2,191,262	\$ 1,740,549	\$ 24,907,409
<b>Total - Lost Opportunity</b>	<b>\$ 12,753,314</b>	<b>\$ 3,829,981</b>	<b>\$ 4,392,303</b>	<b>\$ 2,191,262</b>	<b>\$ 1,740,549</b>	<b>\$ 24,907,409</b>
<b>C&amp;I LARGE RETROFIT</b>						
Energy Opportunities	\$ 36,529,569	\$ 6,825,457	\$ 4,094,673	\$ 1,247,708	\$ 1,143,592	\$ 49,840,999
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,502,013	\$ 1,075,401	\$ 681,616	\$ 722,134	\$ 510,875	\$ 6,492,039
<b>Total - C&amp;I Large Retrofit</b>	<b>\$ 40,031,581</b>	<b>\$ 7,900,858</b>	<b>\$ 4,776,289</b>	<b>\$ 1,969,842</b>	<b>\$ 1,654,467</b>	<b>\$ 56,333,037</b>
Small Business Energy Advantage	\$ 17,058,743	\$ 3,562,536	\$ 892,310	\$ 337,478	\$ 251,011	\$ 22,102,078
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 69,843,639</b>	<b>\$ 15,293,376</b>	<b>\$ 10,060,901</b>	<b>\$ 4,498,581</b>	<b>\$ 3,646,028</b>	<b>\$ 103,342,525</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>						
Educate the Public	\$ 656,574	\$ 327,634	\$ 73,642	\$ 76,089	\$ 76,089	\$ 1,210,028
Customer Engagement	\$ 1,968,000	\$ 275,000	\$ 282,000	\$ 100,000	\$ 100,000	\$ 2,725,000
Educate the Students	\$ 412,236	\$ 102,752	\$ 45,164	\$ 45,164	\$ 45,164	\$ 650,480
Educate the Workforce	\$ 790,423	\$ 141,467	\$ 36,774	\$ 67,473	\$ 67,473	\$ 1,103,610
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 3,827,233</b>	<b>\$ 846,852</b>	<b>\$ 437,581</b>	<b>\$ 288,726</b>	<b>\$ 288,726</b>	<b>\$ 5,689,118</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>						
Residential Loan Program (Includes ECLF and OBR)	\$ 900,072	\$ 150,799	\$ 84,523	\$ 86,292	\$ 86,292	\$ 1,307,978
C&I Financing Support	\$ 2,501,339	\$ 85,000	\$ 93,905	\$ 20,000	\$ 75,000	\$ 2,775,245
Research, Development & Demonstration	\$ 162,227	\$ 151,250	\$ 50,000	\$ 50,000	\$ 50,000	\$ 463,477
<b>Subtotal: Programs/Requirements</b>	<b>\$ 3,563,638</b>	<b>\$ 387,049</b>	<b>\$ 228,428</b>	<b>\$ 156,292</b>	<b>\$ 211,292</b>	<b>\$ 4,546,699</b>
<b>OTHER - LOAD MANAGEMENT</b>						
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 2,668,564	\$ 2,570,876	\$ -	\$ -	\$ -	\$ 5,239,441
C&I Demand Response	\$ 3,132,663	\$ 575,156	\$ -	\$ -	\$ -	\$ 3,707,819
<b>Subtotal: Load Management</b>	<b>\$ 5,801,227</b>	<b>\$ 3,146,032</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 8,947,259</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>						
Administration	\$ 902,597	\$ 280,639	\$ 150,933	\$ 159,218	\$ 159,219	\$ 1,652,606
Marketing Plan	\$ 430,380	\$ 121,400	\$ 40,101	\$ 40,100	\$ 40,100	\$ 672,081
Planning	\$ 703,170	\$ 140,393	\$ 79,158	\$ 102,465	\$ 102,465	\$ 1,127,651
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	\$ 1,839,097	\$ 458,164	\$ 140,726	\$ 140,589	\$ 140,590	\$ 2,719,165
Energy Efficiency Board Consultants	\$ 416,000	\$ 104,000	\$ 43,333	\$ 43,333	\$ 43,333	\$ 649,999
Audits - Financial and Operational	\$ 60,000	\$ 24,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 114,000
Performance Management Incentive (PMI)	\$ 6,229,883	\$ 1,466,528	\$ 966,817	\$ 718,533	\$ 625,941	\$ 10,007,702
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 12,693,127</b>	<b>\$ 3,123,123</b>	<b>\$ 1,651,068</b>	<b>\$ 1,434,238</b>	<b>\$ 1,341,648</b>	<b>\$ 20,243,204</b>
<b>TOTAL</b>	<b>\$ 145,339,730</b>	<b>\$ 34,232,033</b>	<b>\$ 22,524,974</b>	<b>\$ 16,759,275</b>	<b>\$ 14,609,073</b>	<b>\$ 233,465,085</b>



Table B – Statewide Electric and Natural Gas Costs and Benefits (2019)

2019	Costs (\$000) Electric			Costs (\$000) Gas			Benefits (\$000)			Benefit Cost Ratios		
	Utility Cost	Modified Utility Cost	Total Resource Cost	Utility Cost	Modified Utility Cost	Total Resource Cost	Utility Benefit	Modified Utility Benefit	Total Resource Benefit	Utility Cost Test	Modified Utility Cost Test	Total Resource Cost Test
<b>Residential</b>												
Statewide	10,571	10,571	20,181				27,006	23,024	33,408	2.55	2.18	1.66
Retail Products	2,492	3,252	7,700	2,641	0	7,043	20,136	27,924	41,055	3.92	4.74	2.78
New Construction	11,313	21,556	27,444	7,178	0	8,978	48,808	111,762	153,439	2.64	3.89	4.21
Home Energy Solutions	5,447	5,447	15,299	7,760	0	23,620	23,248	25,541	37,232	1.76	1.93	0.96
HVAC	14,768	20,223	20,476	11,253	0	11,338	39,396	57,390	84,587	1.51	1.82	2.66
HES - Income Eligible	1,821	1,821	1,821	746	0	746	8,233	8,233	10,910	3.21	3.21	4.25
Behavior	46,413	62,871	92,922	29,578	0	51,725	166,827	253,874	360,631	2.20	2.75	2.49
<b>Subtotal: Residential</b>												
<b>Commercial &amp; Industrial</b>												
Energy Conscious Blueprint	16,587	16,587	22,553	6,992	0	9,604	99,538	98,882	129,522	4.22	4.19	4.03
Energy Opportunities	43,603	43,603	100,703	7,687	0	19,534	217,270	214,635	277,892	4.24	4.18	2.31
BES	4,540	4,540	9,116	1,938	0	4,038	24,754	24,718	39,275	3.82	3.82	2.99
Small Business	19,235	19,235	37,862	1,370	0	2,839	93,316	91,654	117,242	4.53	4.45	2.88
<b>Subtotal: C&amp;I</b>	<b>83,964</b>	<b>83,964</b>	<b>170,234</b>	<b>17,986</b>	<b>0</b>	<b>36,014</b>	<b>434,878</b>	<b>429,889</b>	<b>563,932</b>	<b>4.27</b>	<b>4.22</b>	<b>2.73</b>
Residential DR	837	837	837									
C&I DR	400	400	400									
<b>Subtotal: DR</b>	<b>\$1,238</b>	<b>\$1,238</b>	<b>\$1,238</b>									
<b>Subtotal: Other</b>	<b>37,321</b>	<b>37,321</b>	<b>37,321</b>	<b>5,339</b>	<b>0</b>	<b>5,339</b>						
<b>TOTAL</b>	<b>168,937</b>	<b>185,395</b>	<b>301,714</b>	<b>52,903</b>	<b>0</b>	<b>93,078</b>	<b>601,705</b>	<b>683,763</b>	<b>924,563</b>	<b>2.71</b>	<b>2.87</b>	<b>2.34</b>

Table B - Statewide Electric and Natural Gas Costs and Benefits (2019) continued

2019	Electric Savings			Gas Savings			Oil/Propane Savings			Emissions Savings				
	Annual Savings (MWh)	Lifetime Savings (MWh)	Peak kW Impact (Y/E)	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)	Annual Oil Savings (Gal)	Lifetime Oil Savings (Gal)	Annual Propane Savings (Gal)	Lifetime Propane Savings (Gal)	Life Time MMBTU	Annual Tons CO2	Lifetime Tons CO2	
<b>Residential</b>														
Retail Products	32,685	174,821	4,241				-256,546	-1,151,877	-9,875	-49,375	75,040	432,224	11,355	65,034
New Construction	4,782	75,341	1,060	382,535	9,563,368	3,528	0	0	142,326	3,665,738	68,679	1,575,927	6,095	143,029
Home Energy Solutions	24,930	207,271	4,911	637,825	12,886,043	6,165	914,752	20,056,630	79,329	1,834,917	284,806	4,982,418	29,032	479,318
HVAC	4,280	71,644	1,059	701,177	14,005,784	6,300	14,890	193,569	22,613	293,974	90,885	1,739,339	7,408	138,479
HES - Income Eligible Behavior	22,646	199,977	2,350	881,037	18,605,789	8,644	309,816	6,990,075	-1,575	-36,827	210,752	3,562,946	20,059	314,082
	15,395	39,765	1,757	342,104	766,968	1,387	0	0	0	0	87,730	214,599	10,052	25,263
<b>Subtotal: Residential</b>	<b>104,719</b>	<b>768,818</b>	<b>15,378</b>	<b>2,944,678</b>	<b>55,827,953</b>	<b>26,024</b>	<b>982,912</b>	<b>26,088,396</b>	<b>232,819</b>	<b>5,708,427</b>	<b>817,891</b>	<b>12,507,454</b>	<b>84,001</b>	<b>1,165,205</b>
<b>Commercial &amp; Industrial</b>														
Energy Conscious Blueprint	36,817	562,592	5,896	960,971	13,898,167	10,734	0	0	0	0	224,503	3,349,686	24,054	362,392
Energy Opportunities	106,334	1,233,504	14,000	1,444,968	16,660,275	8,873	0	0	0	0	511,499	5,923,059	60,353	698,768
BES	11,358	68,271	1,560	1,560,872	10,935,399	4,804	0	0	0	0	199,367	1,358,193	16,950	114,617
Small Business	46,230	566,301	6,755	268,935	2,976,167	5,225	0	0	0	0	185,410	2,238,468	23,343	283,782
<b>Subtotal: C&amp;I</b>	<b>200,739</b>	<b>2,430,669</b>	<b>28,211</b>	<b>4,235,746</b>	<b>44,470,008</b>	<b>29,637</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,120,980</b>	<b>12,871,836</b>	<b>124,701</b>	<b>1,459,560</b>
Residential DR			1,005											
C&I DR			3,010											
<b>Subtotal: DR</b>			<b>4,015</b>											
<b>Subtotal: Other</b>														
<b>TOTAL</b>	<b>305,457</b>	<b>3,199,487</b>	<b>47,604</b>	<b>7,180,424</b>	<b>100,297,961</b>	<b>55,661</b>	<b>982,912</b>	<b>26,088,396</b>	<b>232,819</b>	<b>5,708,427</b>	<b>1,938,870</b>	<b>25,379,290</b>	<b>208,702</b>	<b>2,624,766</b>

Table B - Statewide Electric and Natural Gas Costs and Benefits (2020)

2020	Costs (\$000)			Costs (\$000) Gas			Benefits (\$000)			Benefit Cost Ratios			Electric Savings		
	Utility Cost	Modified Utility Cost	Total Resource Cost	Utility Cost	Total Resource Cost	Utility Benefit	Modified Utility Benefit	Total Resource Benefit	Utility Cost Test	Modified Utility Cost Test	Total Resource Cost Test	Annual Savings (MWh)	Lifetime Savings (MWh)	Peak kW Impact (Y/E)	
<b>Residential</b>															
Statewide	9,474	9,474	19,084			21,756	18,975	25,553	2.30	2.00	1.34	30,356	137,875	3,878	
Retail Products	2,938	3,323	7,293	2,541	6,609	23,737	35,106	44,785	4.33	5.99	3.22	4,272	71,884	1,494	
New Construction	11,784	24,145	30,032	6,468	7,702	39,877	101,560	138,179	2.18	3.32	3.66	14,449	146,783	3,801	
Home Energy Solutions	6,999	6,999	16,851	8,372	23,190	31,641	35,233	47,494	2.06	2.29	1.19	5,729	90,141	1,842	
HVAC	14,773	20,874	21,130	10,962	11,047	29,768	44,372	65,877	1.16	1.39	2.05	15,359	130,480	1,658	
HES - Income Eligible	2,322	2,322	2,322	658	658	7,266	7,266	9,627	2.44	2.44	3.23	12,830	33,025	1,341	
Behavior	<b>48,290</b>	<b>67,136</b>	<b>96,712</b>	<b>29,001</b>	<b>49,206</b>	<b>154,046</b>	<b>242,512</b>	<b>331,515</b>	<b>1.99</b>	<b>2.52</b>	<b>2.27</b>	<b>82,995</b>	<b>610,189</b>	<b>14,014</b>	
<b>Subtotal: Residential</b>															
<b>Commercial &amp; Industrial</b>															
Energy Conscious Blueprint	16,929	16,929	23,056	8,199	10,674	98,632	98,412	129,666	3.93	3.92	3.84	36,018	550,391	5,790	
Energy Opportunities	47,462	47,462	111,899	6,418	17,792	226,402	224,439	290,232	4.20	4.17	2.24	114,405	1,326,685	14,512	
BES	4,716	4,716	9,300	1,243	3,236	24,272	24,309	38,785	4.07	4.08	3.09	13,086	84,823	2,065	
Small Business	20,757	20,757	39,314	1,995	3,388	94,021	92,445	119,642	4.13	4.06	2.80	46,280	580,230	5,988	
<b>Subtotal C&amp;I</b>	<b>89,864</b>	<b>89,864</b>	<b>183,568</b>	<b>17,855</b>	<b>35,090</b>	<b>443,327</b>	<b>439,604</b>	<b>578,324</b>	<b>4.12</b>	<b>4.08</b>	<b>2.64</b>	<b>209,788</b>	<b>2,542,128</b>	<b>28,356</b>	
<b>Other</b>															
Residential DR	5,339	5,339	5,339											9,003	
C&I DR	4,861	4,861	4,861											30,794	
<b>Subtotal DR</b>	<b>10,200</b>	<b>10,200</b>	<b>10,200</b>											<b>39,797</b>	
<b>Subtotal Other</b>	<b>24,876</b>	<b>24,876</b>	<b>24,876</b>	<b>5,944</b>	<b>5,944</b>										
<b>TOTAL</b>	<b>173,230</b>	<b>192,076</b>	<b>315,356</b>	<b>52,799</b>	<b>90,240</b>	<b>597,373</b>	<b>682,116</b>	<b>909,840</b>	<b>2.64</b>	<b>2.79</b>	<b>2.24</b>	<b>292,783</b>	<b>3,152,316</b>	<b>82,167</b>	

Table B - Statewide Electric and Natural Gas Costs and Benefits (2020) continued

2020	Gas Savings			Oil/Propane Savings			Emissions Savings				
	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)	Annual Oil Savings (Gal)	Lifetime Oil Savings (Gal)	Annual Propane Savings (Gal)	Lifetime Propane Savings (Gal)	Annual Tons CO2	Lifetime Tons CO2		
<b>Residential</b>											
Retail Products				-229,748	-759,393	-7,785	-37,380	70,999	361,694	10,718	54,155
New Construction	352,467	8,115,300	3,305	0	0	197,133	4,043,755	68,849	1,449,650	6,271	128,757
Home Energy Solutions	519,864	10,784,264	4,386	898,339	18,482,228	95,096	1,957,699	236,071	4,352,620	23,597	421,809
HVAC	700,920	13,998,033	6,312	38,725	503,424	58,812	764,555	102,415	1,887,607	9,044	161,658
HES - Income Eligible	827,723	17,707,398	8,118	263,295	5,412,532	6,937	154,581	174,726	3,032,072	18,591	279,879
Behavior	291,160	835,260	292	0	0	0	0	73,736	198,631	8,422	21,588
<b>Subtotal: Residential</b>	<b>2,692,133</b>	<b>51,440,256</b>	<b>22,414</b>	<b>970,611</b>	<b>23,638,791</b>	<b>350,194</b>	<b>6,883,209</b>	<b>726,796</b>	<b>11,282,274</b>	<b>76,643</b>	<b>1,067,846</b>
<b>Commercial &amp; Industrial</b>											
Energy Conscious Blueprint	1,020,805	14,982,603	10,357	0	0	0	0	227,933	3,419,643	24,719	372,485
Energy Opportunities	1,099,718	12,646,518	7,433	0	0	0	0	503,510	5,827,974	62,456	723,046
BES	1,356,345	8,152,914	4,380	0	0	0	0	184,216	1,128,351	15,104	97,913
Small Business	272,411	3,088,698	4,778	508	6,091	0	0	186,008	2,298,415	23,588	292,871
<b>Subtotal C&amp;I</b>	<b>3,749,279</b>	<b>38,870,733</b>	<b>26,947</b>	<b>508</b>	<b>6,091</b>	<b>0</b>	<b>0</b>	<b>1,101,667</b>	<b>12,674,383</b>	<b>125,868</b>	<b>1,486,314</b>
<b>Other</b>											
Residential DR											
C&I DR											
<b>Subtotal DR</b>											
<b>Subtotal Other</b>											
<b>TOTAL</b>	<b>6,441,412</b>	<b>90,310,989</b>	<b>49,361</b>	<b>971,118</b>	<b>23,644,883</b>	<b>350,194</b>	<b>6,883,209</b>	<b>1,828,463</b>	<b>23,956,657</b>	<b>202,511</b>	<b>2,554,159</b>

Table B - Statewide Electric and Natural Gas Costs and Benefits (2021)

2021	Costs (\$000)			Costs (\$000) Gas			Benefits (\$000)			Benefit Cost Ratios			Electric Savings		
	Utility Cost	Modified Utility Cost	Total Resource Cost	Utility Cost	Total Resource Cost	Utility Benefit	Modified Utility Benefit	Total Resource Benefit	Utility Cost Test	Modified Utility Cost Test	Total Resource Cost Test	Annual Savings (MWh)	Lifetime Savings (MWh)	Peak kW Impact (Y/E)	
<b>Residential</b>															
Retail Products	8,621	8,621	18,232			15,828	16,011	21,421	1.84	1.86	1.17	25,161	106,638	3,059	
New Construction	2,999	3,399	7,369	2,565	6,681	23,708	36,003	45,841	4.26	6.04	3.26	4,123	68,979	1,523	
Home Energy Solutions	10,930	23,043	28,930	6,588	7,841	36,510	101,727	138,239	2.08	3.43	3.76	12,417	129,659	3,462	
HVAC	6,662	6,662	16,514	8,412	23,359	29,831	33,511	45,800	1.98	2.22	1.15	5,462	85,574	1,644	
HES - Income Eligible	14,679	20,267	20,523	11,067	11,152	25,861	41,145	62,091	1.00	1.31	1.96	14,029	107,668	1,513	
Behavior	2,456	2,456	2,456	663	663	6,885	6,885	9,246	2.21	2.21	2.96	12,557	32,340	1,341	
<b>Subtotal: Residential</b>	<b>46,347</b>	<b>64,448</b>	<b>94,024</b>	<b>29,296</b>	<b>49,697</b>	<b>138,624</b>	<b>235,282</b>	<b>322,638</b>	<b>1.83</b>	<b>2.51</b>	<b>2.24</b>	<b>73,749</b>	<b>530,858</b>	<b>12,541</b>	
<b>Commercial &amp; Industrial</b>															
Energy Conscious Blueprint	16,941	16,941	22,725	8,220	10,731	92,334	91,754	121,600	3.67	3.65	3.63	33,964	518,807	5,462	
Energy Opportunities	45,193	45,193	109,013	6,403	17,856	211,970	209,338	272,309	4.11	4.06	2.15	108,357	1,257,618	13,797	
BES	4,683	4,683	9,088	1,254	3,275	22,811	22,785	36,764	3.84	3.84	2.97	12,369	80,963	1,973	
Small Business	20,019	20,019	38,057	2,099	3,509	88,044	86,416	112,691	3.98	3.91	2.71	43,819	549,927	5,670	
<b>Subtotal: C&amp;I</b>	<b>86,837</b>	<b>86,837</b>	<b>178,883</b>	<b>17,976</b>	<b>35,372</b>	<b>415,159</b>	<b>410,292</b>	<b>543,365</b>	<b>3.96</b>	<b>3.91</b>	<b>2.54</b>	<b>198,509</b>	<b>2,407,315</b>	<b>26,902</b>	
<b>Residential DR</b>	7,371	7,324	7,324											11,319	
<b>C&amp;I DR</b>	5,481	5,481	5,481											38,305	
<b>Subtotal: DR</b>	12,852	12,806	12,806											49,624	
<b>Subtotal Other</b>	24,885	24,885	24,885	6,139	6,139										
<b>TOTAL</b>	<b>170,921</b>	<b>188,976</b>	<b>310,597</b>	<b>53,411</b>	<b>91,209</b>	<b>553,783</b>	<b>645,575</b>	<b>866,003</b>	<b>2.47</b>	<b>2.66</b>	<b>2.16</b>	<b>272,258</b>	<b>2,938,173</b>	<b>89,067</b>	

Table B - Statewide Electric and Natural Gas Costs and Benefits (2021) continued

2021	Gas Savings			Oil/Propane Savings			Emissions Savings				
	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)	Annual Oil Savings (Gal)	Lifetime Oil Savings (Gal)	Annual Propane Savings (Gal)	Lifetime Propane Savings (Gal)	Annual Tons CO2	Lifetime Tons CO2		
<b>Residential</b>											
Retail Products				-64,056	29,686	-1,230	-3,689	76,854	367,628	11,206	53,376
New Construction	356,221	8,210,587	3,342	0	0	204,586	4,197,368	69,407	1,463,570	6,267	128,647
Home Energy Solutions	531,405	11,003,392	5,136	928,076	18,563,641	99,674	2,013,912	234,867	4,333,168	23,308	417,018
HVAC	703,512	14,049,704	6,335	37,868	492,284	57,511	747,637	101,533	1,874,250	8,871	158,724
HES - Income Eligible	800,966	17,170,841	7,197	229,127	4,811,229	9,137	196,919	162,898	2,819,497	17,885	270,140
Behavior	291,160	835,260	292	0	0	0	0	72,805	196,293	7,892	20,257
<b>Subtotal: Residential</b>	<b>2,683,263</b>	<b>51,269,784</b>	<b>22,301</b>	<b>1,131,016</b>	<b>23,896,840</b>	<b>369,677</b>	<b>7,152,147</b>	<b>718,364</b>	<b>11,054,406</b>	<b>75,428</b>	<b>1,048,164</b>
<b>Commercial &amp; Industrial</b>											
Energy Conscious Blueprint	956,941	14,025,239	9,804	0	0	0	0	214,355	3,213,366	23,387	352,049
Energy Opportunities	1,021,450	11,777,040	6,908	0	0	0	0	474,822	5,502,850	58,952	683,009
BES	1,180,449	7,491,090	3,634	0	0	0	0	163,671	1,047,080	14,749	95,336
Small Business	271,625	3,091,099	4,685	0	0	0	0	177,459	2,194,426	22,520	279,741
<b>Subtotal: C&amp;I</b>	<b>3,430,465</b>	<b>36,384,468</b>	<b>25,032</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,030,307</b>	<b>11,957,722</b>	<b>119,607</b>	<b>1,410,135</b>
Residential DR											
C&I DR											
<b>Subtotal: DR</b>											
<b>Subtotal Other</b>											
<b>TOTAL</b>	<b>6,113,728</b>	<b>87,654,252</b>	<b>47,334</b>	<b>1,131,016</b>	<b>23,896,840</b>	<b>369,677</b>	<b>7,152,147</b>	<b>1,748,671</b>	<b>23,012,127</b>	<b>195,035</b>	<b>2,458,299</b>

## STATEWIDE ELECTRIC TABLES

## Combined Electric Table A1 (2019)

Statewide Energy Efficiency Budget	2019 Eversource CT Electric Proposed Budget 03/01/19	2019 United Illuminating Proposed Budget 03/01/19	2019 Eversource CT Electric/United Illuminating Combined Total 03/01/19
<b>RESIDENTIAL</b>			
Residential Retail Products	\$ 8,505,986	\$ 2,065,085	\$ 10,571,071
New Construction	\$ 2,644,901	\$ 607,378	\$ 3,252,279
Home Energy Solutions - Core Services	\$ 17,912,103	\$ 3,644,267	\$ 21,556,370
Home Energy Solutions - HVAC, Water Heaters	\$ 3,989,546	\$ 1,457,707	\$ 5,447,253
HES Income-Eligible	\$ 15,971,230	\$ 4,251,647	\$ 20,222,877
Residential Behavior	\$ 1,700,000	\$ 121,476	\$ 1,821,476
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 50,723,766</b>	<b>\$ 12,147,561</b>	<b>\$ 62,871,327</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>			
<b>C&amp;I LOST OPPORTUNITY</b>			
Energy Conscious Blueprint	\$ 12,402,540	\$ 4,184,555	\$ 16,587,095
<b>Total: Lost Opportunity</b>	<b>\$ 12,402,540</b>	<b>\$ 4,184,555</b>	<b>\$ 16,587,095</b>
<b>C&amp;I LARGE RETROFIT</b>			
Energy Opportunities	\$ 35,615,415	\$ 7,987,195	\$ 43,602,610
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,315,763	\$ 1,224,171	\$ 4,539,934
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 38,931,178</b>	<b>\$ 9,211,366</b>	<b>\$ 48,142,544</b>
Small Business Energy Advantage	\$ 15,142,544	\$ 4,092,233	\$ 19,234,776
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 66,476,261</b>	<b>\$ 17,488,154</b>	<b>\$ 83,964,415</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>			
Educate the Public	\$ 656,954	\$ 294,279	\$ 951,233
Customer Engagement	\$ 1,539,419	\$ -	\$ 1,539,419
Educate the Students	\$ 274,562	\$ 116,992	\$ 391,554
Educate the Workforce	\$ 166,125	\$ 47,633	\$ 213,759
<b>Subtotal: Education &amp; Engagement Portfolio</b>	<b>\$ 2,637,061</b>	<b>\$ 458,904</b>	<b>\$ 3,095,965</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>			
Residential Loan Program (Includes ECLF and OBR)	\$ 1,500,000	\$ 148,004	\$ 1,648,004
C&I Financing Support	\$ 17,569,775	\$ -	\$ 17,569,775
Research, Development & Demonstration	\$ 168,878	\$ 151,250	\$ 320,128
<b>Subtotal: Programs/Requirements</b>	<b>\$ 19,238,653</b>	<b>\$ 299,254</b>	<b>\$ 19,537,907</b>
<b>OTHER - LOAD MANAGEMENT</b>			
ISO Load Response Program	\$ -	\$ -	\$ -
Residential Demand Response	\$ 837,411	\$ 852,299	\$ 1,689,710
C&I Demand Response	\$ 400,452	\$ 151,267	\$ 551,719
<b>Subtotal: Load Management</b>	<b>\$ 1,237,863</b>	<b>\$ 1,003,566</b>	<b>\$ 2,241,429</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>			
Administration	\$ 622,665	\$ 258,752	\$ 881,417
Marketing Plan	\$ 131,670	\$ 33,440	\$ 165,110
Planning	\$ 480,234	\$ 134,434	\$ 614,668
Evaluation, Measurement, and Verification	\$ 1,023,226	\$ 255,806	\$ 1,279,032
Evaluation Administrator	\$ 186,825	\$ 44,800	\$ 231,625
Information Technology	\$ 1,627,322	\$ 452,520	\$ 2,079,842
Energy Efficiency Board Consultants	\$ 318,423	\$ 76,544	\$ 394,967
Audits - Financial and Operational	\$ 60,000	\$ 24,000	\$ 84,000
Performance Management Incentive (PMI)	\$ 6,488,942	\$ 1,463,958	\$ 7,952,900
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 10,939,307</b>	<b>\$ 2,744,254</b>	<b>\$ 13,683,562</b>
<b>TOTAL</b>	<b>\$ 151,252,912</b>	<b>\$ 34,141,692</b>	<b>\$ 185,394,604</b>



## Combined Electric Table A1 (2020)

Statewide Energy Efficiency Budget	2020	2020	2020
	Eversource CT Electric Proposed Budget 11/01/19	United Illuminating Proposed Budget 11/01/19	Eversource CT Electric/UI Combined Total 11/01/19
<b>RESIDENTIAL</b>			
Residential Retail Products	\$ 7,485,350	\$ 1,988,522	\$ 9,473,872
New Construction	\$ 2,700,000	\$ 622,848	\$ 3,322,848
Home Energy Solutions - Core Services	\$ 20,406,676	\$ 3,738,123	\$ 24,144,799
Home Energy Solutions - HVAC, Water Heaters	\$ 5,500,000	\$ 1,498,658	\$ 6,998,658
HES Income-Eligible	\$ 16,500,000	\$ 4,373,823	\$ 20,873,823
Residential Behavior	\$ 2,100,000	\$ 221,914	\$ 2,321,914
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 54,692,025</b>	<b>\$ 12,443,889</b>	<b>\$ 67,135,914</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>			
<b>C&amp;I LOST OPPORTUNITY</b>			
Energy Conscious Blueprint	\$ 12,565,032	\$ 4,364,137	\$ 16,929,168
<b>Total: Lost Opportunity</b>	<b>\$ 12,565,032</b>	<b>\$ 4,364,137</b>	<b>\$ 16,929,168</b>
<b>C&amp;I LARGE RETROFIT</b>			
Energy Opportunities	\$ 39,670,751	\$ 7,791,465	\$ 47,462,216
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,485,670	\$ 1,229,960	\$ 4,715,630
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 43,156,421</b>	<b>\$ 9,021,425</b>	<b>\$ 52,177,846</b>
Small Business Energy Advantage	\$ 16,697,946	\$ 4,058,800	\$ 20,756,746
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 72,419,399</b>	<b>\$ 17,444,361</b>	<b>\$ 89,863,760</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>			
Educate the Public	\$ 739,750	\$ 444,474	\$ 1,184,224
Customer Engagement	\$ 1,968,000	\$ 275,000	\$ 2,243,000
Educate the Students	\$ 412,236	\$ 101,242	\$ 513,478
Educate the Workforce	\$ 540,422	\$ 140,901	\$ 681,323
<b>Subtotal: Education &amp; Engagement Portfolio</b>	<b>\$ 3,660,408</b>	<b>\$ 961,617</b>	<b>\$ 4,622,025</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>			
Residential Loan Program (Includes ECLF and OBR)	\$ 913,553	\$ 149,381	\$ 1,062,934
C&I Financing Support	\$ 2,528,933	\$ 85,000	\$ 2,613,933
Research, Development & Demonstration	\$ 164,016	\$ 151,250	\$ 315,266
<b>Subtotal: Programs/Requirements</b>	<b>\$ 3,606,503</b>	<b>\$ 385,630</b>	<b>\$ 3,992,133</b>
<b>OTHER - LOAD MANAGEMENT</b>			
ISO Load Response Program	\$ -	\$ -	\$ -
Residential Demand Response	\$ 3,985,330	\$ 1,377,228	\$ 5,362,558
C&I Demand Response	\$ 4,578,069	\$ 283,218	\$ 4,861,288
<b>Subtotal: Load Management</b>	<b>\$ 8,563,399</b>	<b>\$ 1,660,446</b>	<b>\$ 10,223,845</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>			
Administration	\$ 902,597	\$ 265,833	\$ 1,168,431
Marketing Plan	\$ 321,900	\$ 89,100	\$ 411,000
Planning	\$ 703,170	\$ 162,367	\$ 865,537
Evaluation, Measurement, and Verification	\$ 1,920,000	\$ 480,000	\$ 2,400,000
Evaluation Administrator	\$ 192,000	\$ 48,000	\$ 240,000
Information Technology	\$ 1,859,385	\$ 455,300	\$ 2,314,686
Energy Efficiency Board Consultants	\$ 416,000	\$ 104,000	\$ 520,000
Audits - Financial and Operational	\$ 60,000	\$ 24,000	\$ 84,000
Performance Management Incentive (PMI)	\$ 6,689,195	\$ 1,545,685	\$ 8,234,880
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 13,064,248</b>	<b>\$ 3,174,285</b>	<b>\$ 16,238,533</b>
<b>TOTAL</b>	<b>\$ 156,005,982</b>	<b>\$ 36,070,229</b>	<b>\$ 192,076,211</b>



## Combined Electric Table A1 (2021)

Statewide Energy Efficiency Budget	2021	2021	2021
	Eversource CT Electric Proposed Budget 11/01/19	United Illuminating Proposed Budget 11/01/19	Eversource CT Electric/UI Combined Total 11/01/19
<b>RESIDENTIAL</b>			
Residential Retail Products	\$ 6,850,178	\$ 1,771,123	\$ 8,621,301
New Construction	\$ 2,800,000	\$ 599,005	\$ 3,399,005
Home Energy Solutions - Core Services	\$ 19,468,292	\$ 3,574,560	\$ 23,042,851
Home Energy Solutions - HVAC, Water Heaters	\$ 5,250,000	\$ 1,411,765	\$ 6,661,765
HES Income-Eligible	\$ 16,106,547	\$ 4,160,233	\$ 20,266,780
Residential Behavior	\$ 2,100,000	\$ 356,206	\$ 2,456,206
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 52,575,017</b>	<b>\$ 11,872,892</b>	<b>\$ 64,447,909</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>			
<b>C&amp;I LOST OPPORTUNITY</b>			
Energy Conscious Blueprint	\$ 12,918,272	\$ 4,022,448	\$ 16,940,720
<b>Total: Lost Opportunity</b>	<b>\$ 12,918,272</b>	<b>\$ 4,022,448</b>	<b>\$ 16,940,720</b>
<b>C&amp;I LARGE RETROFIT</b>			
Energy Opportunities	\$ 38,002,063	\$ 7,191,411	\$ 45,193,474
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,547,310	\$ 1,136,035	\$ 4,683,345
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 41,549,372</b>	<b>\$ 8,327,446</b>	<b>\$ 49,876,819</b>
Small Business Energy Advantage	\$ 16,279,390	\$ 3,740,024	\$ 20,019,414
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 70,747,035</b>	<b>\$ 16,089,918</b>	<b>\$ 86,836,953</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>			
Educate the Public	\$ 656,574	\$ 327,634	\$ 984,208
Customer Engagement	\$ 1,968,000	\$ 275,000	\$ 2,243,000
Educate the Students	\$ 412,236	\$ 102,752	\$ 514,988
Educate the Workforce	\$ 790,423	\$ 141,467	\$ 931,890
<b>Subtotal: Education &amp; Engagement Portfolio</b>	<b>\$ 3,827,233</b>	<b>\$ 846,852</b>	<b>\$ 4,674,085</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>			
Residential Loan Program (Includes ECLF and OBR)	\$ 900,072	\$ 150,799	\$ 1,050,871
C&I Financing Support	\$ 2,501,339	\$ 85,000	\$ 2,586,339
Research, Development & Demonstration	\$ 162,227	\$ 151,250	\$ 313,477
<b>Subtotal: Programs/Requirements</b>	<b>\$ 3,563,638</b>	<b>\$ 387,049</b>	<b>\$ 3,950,687</b>
<b>OTHER - LOAD MANAGEMENT</b>			
ISO Load Response Program	\$ -	\$ -	\$ -
Residential Demand Response	\$ 4,800,000	\$ 2,570,876	\$ 7,370,876
C&I Demand Response	\$ 5,100,000	\$ 381,455	\$ 5,481,455
<b>Subtotal: Load Management</b>	<b>\$ 9,900,000</b>	<b>\$ 2,952,331</b>	<b>\$ 12,852,331</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>			
Administration	\$ 902,597	\$ 273,127	\$ 1,175,724
Marketing Plan	\$ 430,380	\$ 121,400	\$ 551,780
Planning	\$ 703,170	\$ 140,393	\$ 843,563
Evaluation, Measurement, and Verification	\$ 1,920,000	\$ 480,000	\$ 2,400,000
Evaluation Administrator	\$ 192,000	\$ 48,000	\$ 240,000
Information Technology	\$ 1,839,097	\$ 458,164	\$ 2,297,261
Energy Efficiency Board Consultants	\$ 416,000	\$ 104,000	\$ 520,000
Audits - Financial and Operational	\$ 60,000	\$ 24,000	\$ 84,000
Performance Management Incentive (PMI)	\$ 6,588,368	\$ 1,512,996	\$ 8,101,364
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 13,051,612</b>	<b>\$ 3,162,079</b>	<b>\$ 16,213,691</b>
<b>TOTAL</b>	<b>\$ 153,664,535</b>	<b>\$ 35,311,121</b>	<b>\$ 188,975,656</b>

## Combined Electric Table A1 (2022)

Statewide Energy Efficiency Budget	2022	2022	2022
	Eversource CT Electric Proposed Budget 11/01/19	United Illuminating Proposed Budget 11/01/19	Eversource CT Electric/UI Combined Total 11/01/19
<b>RESIDENTIAL</b>			
Residential Retail Products	\$ 4,774,807	\$ 1,709,622	\$ 6,484,429
New Construction	\$ 2,751,987	\$ 572,774	\$ 3,324,761
Home Energy Solutions - Core Services	\$ 19,125,889	\$ 3,440,284	\$ 22,566,173
Home Energy Solutions - HVAC, Water Heaters	\$ 5,185,697	\$ 1,368,079	\$ 6,553,776
HES Income-Eligible	\$ 15,725,643	\$ 4,003,296	\$ 19,728,939
Residential Behavior	\$ 2,046,843	\$ 341,548	\$ 2,388,391
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 49,610,866</b>	<b>\$ 11,435,602</b>	<b>\$ 61,046,467</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>			
<b>C&amp;I LOST OPPORTUNITY</b>			
Energy Conscious Blueprint	\$ 12,753,314	\$ 3,829,981	\$ 16,583,295
<b>Total: Lost Opportunity</b>	<b>\$ 12,753,314</b>	<b>\$ 3,829,981</b>	<b>\$ 16,583,295</b>
<b>C&amp;I LARGE RETROFIT</b>			
Energy Opportunities	\$ 36,529,569	\$ 6,825,457	\$ 43,355,025
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,502,013	\$ 1,075,401	\$ 4,577,414
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 40,031,581</b>	<b>\$ 7,900,858</b>	<b>\$ 47,932,440</b>
Small Business Energy Advantage	\$ 17,058,743	\$ 3,562,536	\$ 20,621,279
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 69,843,639</b>	<b>\$ 15,293,376</b>	<b>\$ 85,137,014</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>			
Educate the Public	\$ 656,574	\$ 327,634	\$ 984,208
Customer Engagement	\$ 1,968,000	\$ 275,000	\$ 2,243,000
Educate the Students	\$ 412,236	\$ 102,752	\$ 514,988
Educate the Workforce	\$ 790,423	\$ 141,467	\$ 931,890
<b>Subtotal: Education &amp; Engagement Portfolio</b>	<b>\$ 3,827,233</b>	<b>\$ 846,852</b>	<b>\$ 4,674,085</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>			
Residential Loan Program (Includes ECLF and OBR)	\$ 900,072	\$ 150,799	\$ 1,050,871
C&I Financing Support	\$ 2,501,339	\$ 85,000	\$ 2,586,339
Research, Development & Demonstration	\$ 162,227	\$ 151,250	\$ 313,477
<b>Subtotal: Programs/Requirements</b>	<b>\$ 3,563,638</b>	<b>\$ 387,049</b>	<b>\$ 3,950,687</b>
<b>OTHER - LOAD MANAGEMENT</b>			
ISO Load Response Program	\$ -	\$ -	\$ -
Residential Demand Response	\$ 2,668,564	\$ 2,570,876	\$ 5,239,441
C&I Demand Response	\$ 3,132,663	\$ 575,156	\$ 3,707,819
<b>Subtotal: Load Management</b>	<b>\$ 5,801,227</b>	<b>\$ 3,146,032</b>	<b>\$ 8,947,259</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>			
Administration	\$ 902,597	\$ 280,639	\$ 1,183,236
Marketing Plan	\$ 430,380	\$ 121,400	\$ 551,780
Planning	\$ 703,170	\$ 140,393	\$ 843,563
Evaluation, Measurement, and Verification	\$ 1,920,000	\$ 480,000	\$ 2,400,000
Evaluation Administrator	\$ 192,000	\$ 48,000	\$ 240,000
Information Technology	\$ 1,839,097	\$ 458,164	\$ 2,297,261
Energy Efficiency Board Consultants	\$ 416,000	\$ 104,000	\$ 520,000
Audits - Financial and Operational	\$ 60,000	\$ 24,000	\$ 84,000
Performance Management Incentive (PMI)	\$ 6,229,883	\$ 1,466,528	\$ 7,696,411
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 12,693,127</b>	<b>\$ 3,123,123</b>	<b>\$ 15,816,250</b>
<b>TOTAL</b>	<b>\$ 145,339,730</b>	<b>\$ 34,232,033</b>	<b>\$ 179,571,763</b>

Combined Electric Table A2 (2019-2021)

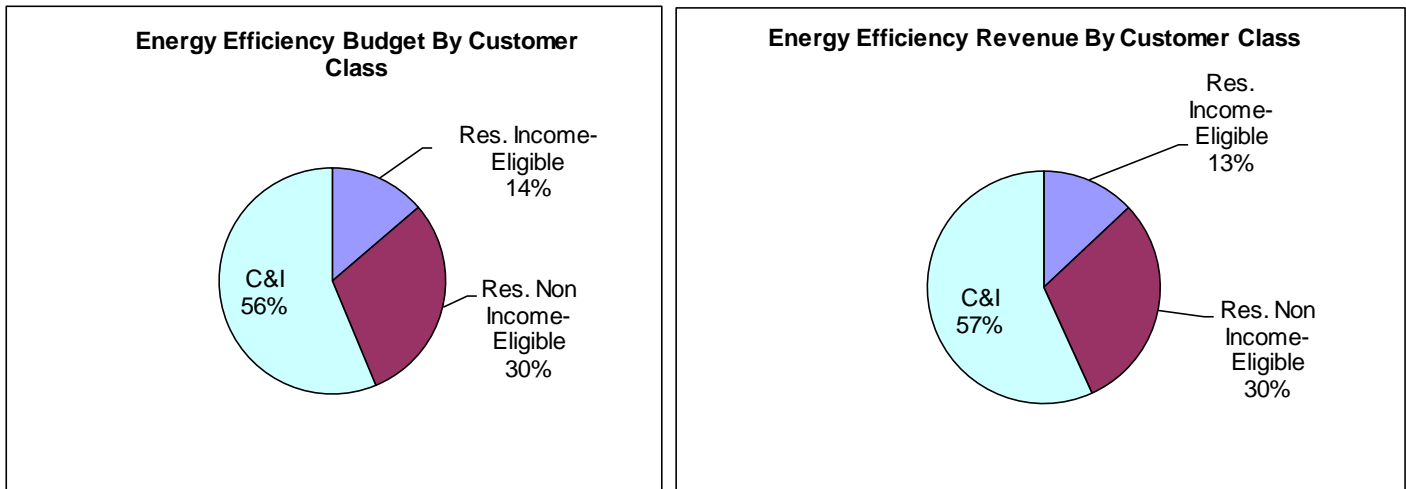
Table A2  
2019 - 2022  
Eversource CT Electric/United Illuminating Energy Efficiency Revenues

Eversource CT Electric/United Illuminating Energy Efficiency Revenues	2019		2019		2020		2020		2020	
	Eversource CT Electric Revenues 03/01/19	United Illuminating Revenues 03/01/19	Eversource CT Electric/UI Total 3/1/2019	Eversource CT Electric/UI Revenues 03/01/19	Eversource CT Electric Revenues 11/01/19	United Illuminating Revenues 11/01/19	Eversource CT Electric/UI Total 11/01/19	Eversource CT Electric Revenues 11/01/19	United Illuminating Revenues 11/01/19	Eversource CT Electric/UI Total 11/01/19
Collections (Mill Rate)	\$ 62,337,614	\$ 15,045,000	\$ 77,382,614	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ISO-NE Forward Capacity Market Revenues	\$ 29,695,383	\$ 8,064,731	\$ 37,760,115	\$ -	\$ 28,610,079	\$ 6,227,061	\$ 34,837,140	\$ -	\$ -	\$ -
Class III Renewable Energy Credits	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
RGGI*	\$ 8,908,443	\$ 1,668,763	\$ 10,577,206	\$ (106,246)	\$ 10,241,112	\$ 2,560,278	\$ 12,801,390	\$ -	\$ -	\$ -
RGGI Diversion	\$ (433,484)	\$ (106,246)	\$ (539,730)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
CAM (Net of Gross Receipts Tax)	\$ 57,936,204	\$ 14,050,492	\$ 71,986,696	\$ 1,408,499	\$ 117,154,791	\$ 27,282,890	\$ 144,437,681	\$ -	\$ -	\$ -
Prior Period Over/(Under) Collections	\$ (711,592)	\$ -	\$ 696,907	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Prior Period Under/(Over) Budget	\$ (248,261)	\$ (326,677)	\$ (574,938)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Estimated Interest Due to Company/Other Revenues**	\$ 15,168,604	\$ (312,870)	\$ 14,855,734	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Transfer to State General Fund	\$ (21,400,000)	\$ (5,350,000)	\$ (26,750,000)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total: EE Revenues</b>	<b>\$ 151,252,912</b>	<b>\$ 34,141,692</b>	<b>\$ 185,394,604</b>	<b>\$ 185,394,604</b>	<b>\$ 156,005,982</b>	<b>\$ 36,070,229</b>	<b>\$ 192,076,211</b>	<b>\$ 156,005,982</b>	<b>\$ 36,070,229</b>	<b>\$ 192,076,211</b>
Eversource CT Electric/United Illuminating Energy Efficiency Revenues	2021		2021		2022		2022		2022	
	Eversource CT Electric Revenues 11/01/19	United Illuminating Revenues 11/01/19	Eversource CT Electric/UI Total 11/1/2019	Eversource CT Electric/UI Revenues 11/01/19	Eversource CT Electric Revenues 11/01/19	United Illuminating Revenues 11/01/19	Eversource CT Electric/UI Total 11/1/2019	Eversource CT Electric Revenues 11/01/19	United Illuminating Revenues 11/01/19	Eversource CT Electric/UI Total 11/1/2019
ISO-NE Forward Capacity Market Revenues	\$ 27,381,211	\$ 5,769,761	\$ 33,150,972	\$ -	\$ 19,844,070	\$ 4,918,613	\$ 24,762,683	\$ -	\$ -	\$ -
RGGI*	\$ 10,445,934	\$ 2,611,484	\$ 13,057,418	\$ 13,057,418	\$ 10,654,853	\$ 2,663,713	\$ 13,318,566	\$ -	\$ -	\$ -
CAM (Net of Gross Receipts Tax)	\$ 115,837,390	\$ 26,929,876	\$ 142,767,266	\$ 142,767,266	\$ 114,840,807	\$ 26,649,707	\$ 141,490,514	\$ -	\$ -	\$ -
<b>Total: EE Revenues</b>	<b>\$ 153,664,535</b>	<b>\$ 35,311,121</b>	<b>\$ 188,975,656</b>	<b>\$ 188,975,656</b>	<b>\$ 145,339,730</b>	<b>\$ 34,232,033</b>	<b>\$ 179,571,763</b>	<b>\$ 145,339,730</b>	<b>\$ 34,232,033</b>	<b>\$ 179,571,763</b>

\*RGGI Budget is based on calculation by the Companies and DEEP.  
The Energy Efficiency FCM Payment Rates are: FCA-8-\$7.03/kW-month, FCA-9-\$9.55/kW-month, FCA-10-\$7.03/kW-month, FCA-11-\$5.30/kW-month, and FCA-12-\$4.63/kW-month.  
\*\* Proceeds from Eversource's Sale of Small Business Energy Advantage Loans \$15.2M.

## Combined Electric Table Pie Chart (2019)

Table A1 Pie Chart (2019)



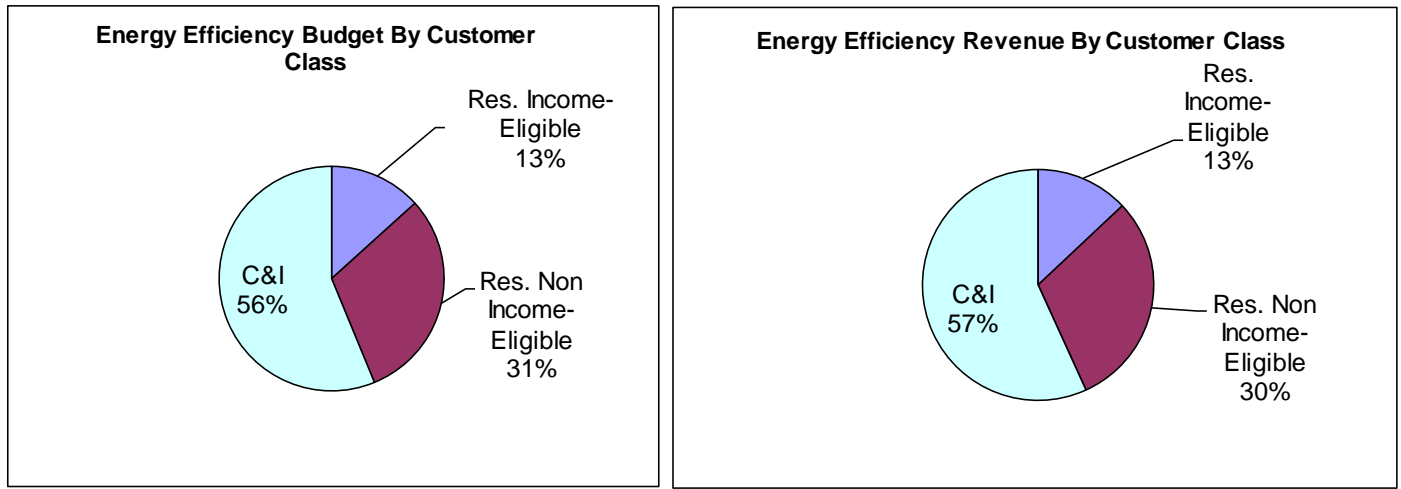
Customer Class	Budget (\$,000) *	% of Total Budget	% of Residential & C&I Budget	% of Residential & C&I Revenue	Difference
Res. Income-Eligible	\$ 21,482,345	12%	14%	13%	0.7%
Res. Non Income-Eligible	\$ 46,986,058	25%	30%	30%	0%
<b>Residential Subtotal</b>	<b>\$ 68,468,403</b>	<b>37%</b>	<b>44%</b>	<b>43%</b>	<b>1%</b>
C&I	\$ 88,110,016	48%	56%	57%	-1%
<b>C&amp;I Subtotal</b>	<b>\$ 88,110,016</b>	<b>48%</b>	<b>56%</b>	<b>57%</b>	<b>-1%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$ 156,578,419</b>	<b>84%</b>	<b>100%</b>	<b>100%</b>	<b>0%</b>
<b>Other Expenditures</b>					
Other Expenditures	\$ 28,816,185	16%			
<b>Other Expenditures Subtotal</b>	<b>\$ 28,816,185</b>	<b>16%</b>			
<b>ENERGY EFFICIENCY TOTAL</b>	<b>\$ 185,394,604</b>	<b>100%</b>			
Eversource CT Electric	\$ 151,252,912	82%			
United Illuminating	\$ 34,141,692	18%			

Totals may vary due to rounding.

\*Please see attached Budget Allocation Table.

## Combined Electric Table Pie Chart (2020)

Table A1 Pie Chart



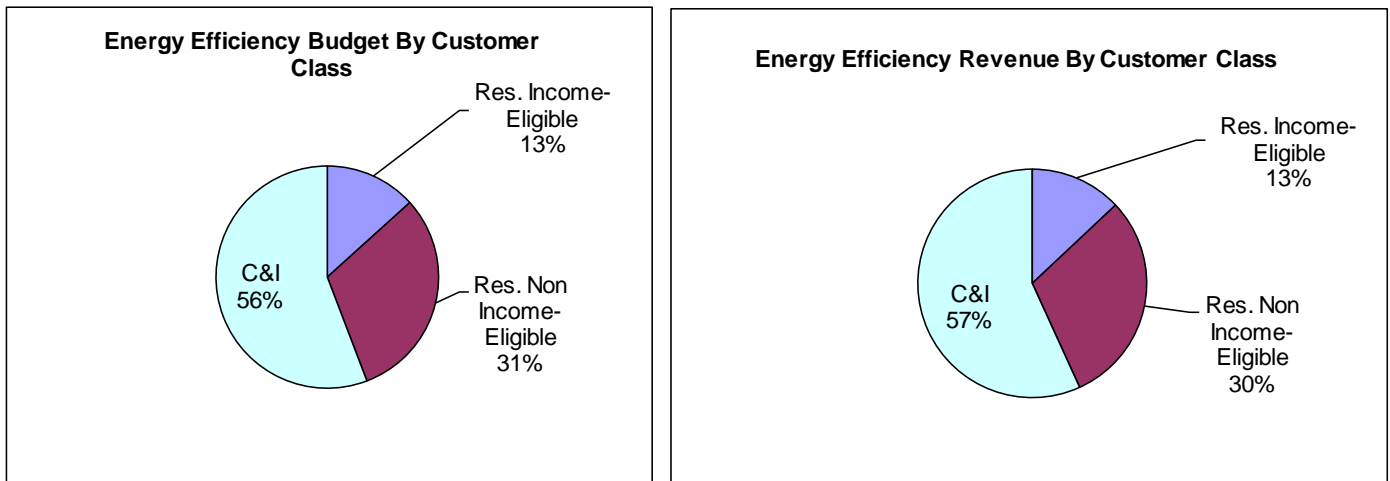
Customer Class	Budget (\$,000) *	% of Total Budget	% of Residential & C&I Budget	% of Residential & C&I Revenue	Difference
Res. Income-Eligible	\$ 23,380,431	12%	13%	13%	0%
Res. Non Income-Eligible	\$ 53,647,731	28%	30%	30%	0%
<b>Residential Subtotal</b>	<b>\$ 77,028,162</b>	<b>40%</b>	<b>44%</b>	<b>43%</b>	<b>1%</b>
C&I	\$ 98,905,250	51%	56%	57%	-1%
<b>C&amp;I Subtotal</b>	<b>\$ 98,905,250</b>	<b>51%</b>	<b>56%</b>	<b>57%</b>	<b>-1%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$ 175,933,412</b>	<b>92%</b>	<b>100%</b>	<b>100%</b>	<b>0%</b>
<b>Other Expenditures</b>					
Other Expenditures	\$ 16,142,799	8%			
<b>Other Expenditures Subtotal</b>	<b>\$ 16,142,799</b>	<b>8%</b>			
<b>ENERGY EFFICIENCY TOTAL</b>	<b>\$ 192,076,211</b>	<b>100%</b>			
Eversource CT Electric	\$ 156,005,982	81%			
United Illuminating	\$ 36,070,229	19%			

Totals may vary due to rounding.

\*Please see attached Budget Allocation Table.

## Combined Electric Table Pie Chart (2021)

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	\$ 23,001,010	12%	13%	13%	0%
Res. Non Income-Eligible	\$ 53,474,509	28%	31%	30%	1%
<b>Residential Subtotal</b>	<b>\$ 76,475,519</b>	<b>40%</b>	<b>44%</b>	<b>43%</b>	<b>1%</b>
C&I	\$ 96,524,749	51%	56%	57%	-1%
<b>C&amp;I Subtotal</b>	<b>\$ 96,524,749</b>	<b>51%</b>	<b>56%</b>	<b>57%</b>	<b>-1%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$ 173,000,268</b>	<b>92%</b>	<b>100%</b>	<b>100%</b>	<b>0%</b>
<b>Other Expenditures</b>					
Other Expenditures	\$ 15,975,387	8%			
<b>Other Expenditures Subtotal</b>	<b>\$ 15,975,387</b>	<b>8%</b>			
<b>ENERGY EFFICIENCY TOTAL</b>	<b>\$ 188,975,656</b>	<b>100%</b>			
Eversource CT Electric	\$ 153,664,535	81%			
United Illuminating	\$ 35,311,121	19%			

Totals may vary due to rounding.

\*Please see attached Budget Allocation Table.

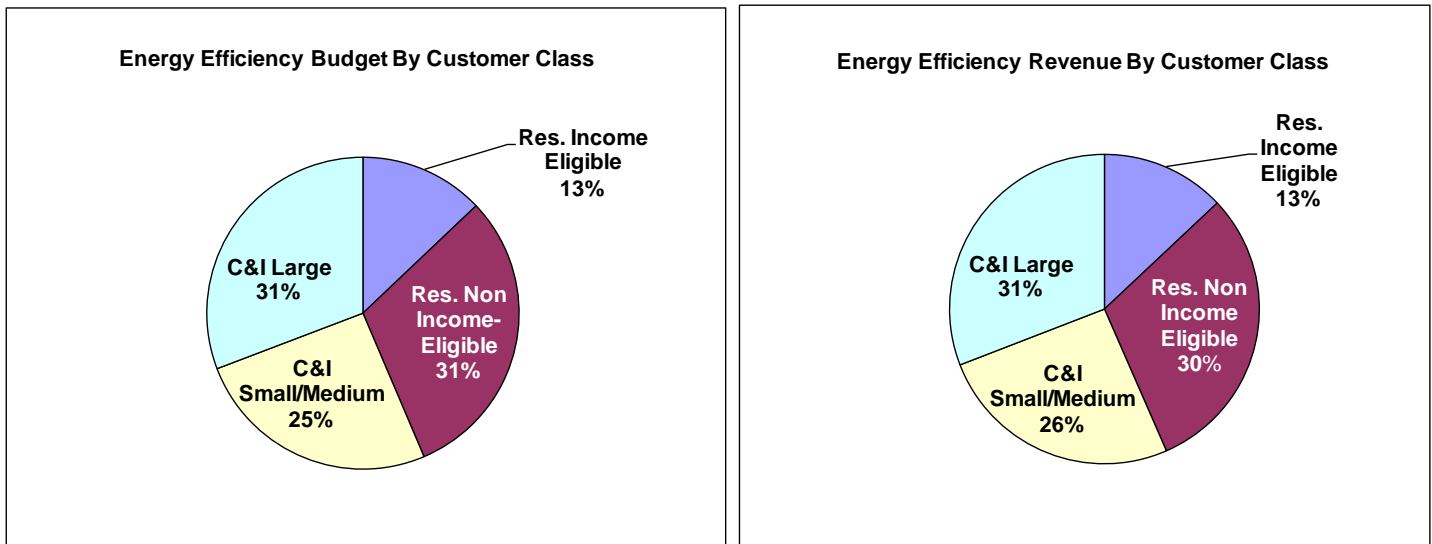
## EVERSOURCE ELECTRIC TABLES

## Eversource Electric Table A1 (2018-2022)

EVERSOURCE CT ELECTRIC ENERGY EFFICIENCY BUDGET	2018 ES CT Electric Actual Results 12/31/18	2019 ES CT Electric Proposed Budget 03/01/19	2020 ES CT Electric Proposed Budget 11/01/19	2021 ES CT Electric Proposed Budget 11/01/19	2022 ES CT Electric Proposed Budget 11/01/19
<b>RESIDENTIAL</b>					
Residential Retail Products	\$ 6,529,899	\$ 8,505,986	\$ 7,485,350	\$ 6,850,178	\$ 4,774,807
New Construction	\$ 2,204,292	\$ 2,644,901	\$ 2,700,000	\$ 2,800,000	\$ 2,751,987
Home Energy Solutions - Core Services	\$ 10,336,611	\$ 17,912,103	\$ 20,406,676	\$ 19,468,292	\$ 19,125,889
Home Energy Solutions - HVAC, Water Heaters	\$ 4,048,082	\$ 3,989,546	\$ 5,500,000	\$ 5,250,000	\$ 5,185,697
HES Income-Eligible	\$ 11,599,849	\$ 15,971,230	\$ 16,500,000	\$ 16,106,547	\$ 15,725,643
Residential Behavior	\$ 526,083	\$ 1,700,000	\$ 2,100,000	\$ 2,100,000	\$ 2,046,843
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 35,244,816</b>	<b>\$ 50,723,766</b>	<b>\$ 54,692,025</b>	<b>\$ 52,575,017</b>	<b>\$ 49,610,866</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>					
<b>C&amp;I LOST OPPORTUNITY</b>					
Energy Conscious Blueprint	\$ 6,632,890	\$ 12,402,540	\$ 12,565,032	\$ 12,918,272	\$ 12,753,314
<b>Total - Lost Opportunity</b>	<b>\$ 6,632,890</b>	<b>\$ 12,402,540</b>	<b>\$ 12,565,032</b>	<b>\$ 12,918,272</b>	<b>\$ 12,753,314</b>
<b>C&amp;I LARGE RETROFIT</b>					
Energy Opportunities	\$ 29,689,128	\$ 35,615,415	\$ 39,670,751	\$ 38,002,063	\$ 36,529,569
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 2,977,133	\$ 3,315,763	\$ 3,485,670	\$ 3,547,310	\$ 3,502,013
<b>Total - C&amp;I Large Retrofit</b>	<b>\$ 32,666,260</b>	<b>\$ 38,931,178</b>	<b>\$ 43,156,421</b>	<b>\$ 41,549,372</b>	<b>\$ 40,031,581</b>
Small Business Energy Advantage	\$ 11,613,734	\$ 15,142,544	\$ 16,697,946	\$ 16,279,390	\$ 17,058,743
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 50,912,884</b>	<b>\$ 66,476,261</b>	<b>\$ 72,419,399</b>	<b>\$ 70,747,035</b>	<b>\$ 69,843,639</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>					
Educate the Public	\$ 562,325	\$ 656,954	\$ 739,750	\$ 656,574	\$ 656,574
Customer Engagement	\$ 1,350,290	\$ 1,539,419	\$ 1,968,000	\$ 1,968,000	\$ 1,968,000
Educate the Students	\$ (1,626)	\$ 274,562	\$ 412,236	\$ 412,236	\$ 412,236
Educate the Workforce	\$ 84,770	\$ 166,125	\$ 540,422	\$ 790,423	\$ 790,423
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 1,995,759</b>	<b>\$ 2,637,061</b>	<b>\$ 3,660,408</b>	<b>\$ 3,827,233</b>	<b>\$ 3,827,233</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>					
Residential Loan Program (Includes ECLF and OBR)*	\$ 1,032,277	\$ 1,500,000	\$ 913,553	\$ 900,072	\$ 900,072
C&I Financing Support	\$ 2,677,386	\$ 17,569,775	\$ 2,528,933	\$ 2,501,339	\$ 2,501,339
Research, Development & Demonstration	\$ 281,632	\$ 168,878	\$ 164,016	\$ 162,227	\$ 162,227
<b>Subtotal: Programs/Requirements</b>	<b>\$ 3,991,295</b>	<b>\$ 19,238,653</b>	<b>\$ 3,606,503</b>	<b>\$ 3,563,638</b>	<b>\$ 3,563,638</b>
<b>OTHER - LOAD MANAGEMENT</b>					
ISO Load Response	\$ 1,230,295	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 528,780	\$ 837,411	\$ 3,985,330	\$ 4,800,000	\$ 2,668,564
C&I Demand Response	\$ 237,674	\$ 400,452	\$ 4,578,069	\$ 5,100,000	\$ 3,132,663
<b>Subtotal: Load Management</b>	<b>\$ 1,996,750</b>	<b>\$ 1,237,863</b>	<b>\$ 8,563,399</b>	<b>\$ 9,900,000</b>	<b>\$ 5,801,227</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>					
Administration	\$ 813,659	\$ 622,665	\$ 902,597	\$ 902,597	\$ 902,597
Marketing Plan	\$ 139,080	\$ 131,670	\$ 321,900	\$ 430,380	\$ 430,380
Planning	\$ 601,069	\$ 480,234	\$ 703,170	\$ 703,170	\$ 703,170
Evaluation Measurement and Verification	\$ 1,829,414	\$ 1,023,226	\$ 1,920,000	\$ 1,920,000	\$ 1,920,000
Evaluation Administrator	\$ 176,199	\$ 186,825	\$ 192,000	\$ 192,000	\$ 192,000
Information Technology	\$ 1,147,062	\$ 1,627,322	\$ 1,859,385	\$ 1,839,097	\$ 1,839,097
Energy Efficiency Board Consultants	\$ 306,176	\$ 318,423	\$ 416,000	\$ 416,000	\$ 416,000
Audits - Financial and Operational	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000
Performance Management Incentive (PMI)	\$ 6,953,613	\$ 6,488,942	\$ 6,689,195	\$ 6,588,368	\$ 6,229,883
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 12,026,273</b>	<b>\$ 10,939,307</b>	<b>\$ 13,064,248</b>	<b>\$ 13,051,612</b>	<b>\$ 12,693,127</b>
<b>TOTAL</b>	<b>\$ 106,167,776</b>	<b>\$ 151,252,912</b>	<b>\$ 156,005,982</b>	<b>\$ 153,664,535</b>	<b>\$ 145,339,730</b>

Eversource Electric Table A Pie Chart (2020)

Table A Pie Chart



Customer Class	Budget*	% of Total Budget	% of Residential & C&I Budget	% of Residential & C&I Revenue	Difference
Res. Income Eligible	\$18,465,100	12%	13%	13%	0%
Res. Non Income-Eligible	\$43,927,603	28%	31%	30%	0%
<b>Residential Subtotal</b>	<b>\$62,392,703</b>	<b>40%</b>	<b>44%</b>	<b>43%</b>	<b>0%</b>
C&I Small/Medium	\$36,640,939	23%	26%	26%	0%
C&I Large	\$44,065,975	28%	31%	31%	0%
<b>C&amp;I Subtotal</b>	<b>\$80,706,915</b>	<b>52%</b>	<b>56%</b>	<b>57%</b>	<b>0%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$143,099,618</b>	<b>92%</b>	<b>100%</b>	<b>100%</b>	<b>0%</b>
<b>Other Expenditures</b>					
Other Expenditures	\$12,906,364	8%			
<b>Other Expenditures Subtotal</b>	<b>\$12,906,364</b>	<b>8%</b>			
<b>ENERGY EFFICIENCY TOTAL</b>	<b>\$156,005,982</b>	<b>100%</b>			

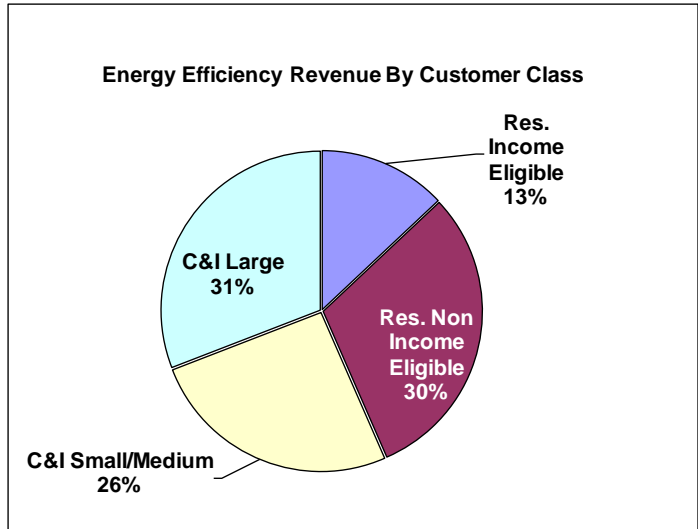
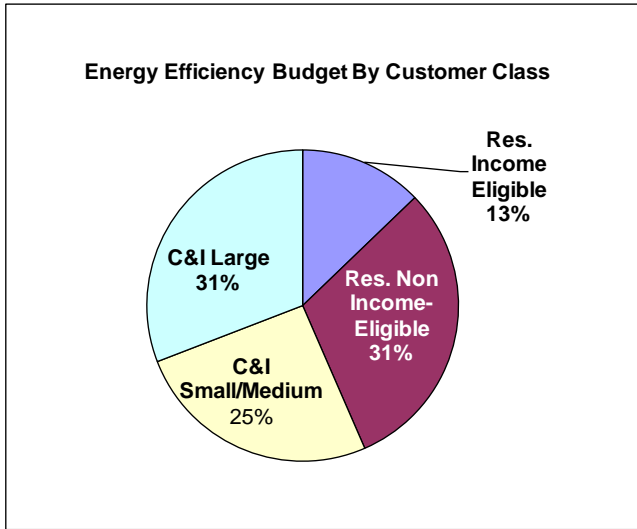
Note: Municipalities and State facilities are eligible to participate in C&I Energy Efficiency Portfolio offerings as applicable.

\*Please see attached Budget Allocation Table.



Eversource Electric Table A Pie Chart (2021)

Table A Pie Chart



Customer Class	Budget*	% of Total Budget	% of Residential & C&I Budget	% of Residential & C&I Revenue	Difference
Res. Income Eligible	\$18,029,578	12%	13%	13%	0%
Res. Non Income-Eligible	\$43,217,502	28%	31%	30%	0%
<b>Residential Subtotal</b>	<b>\$61,247,080</b>	<b>40%</b>	<b>43%</b>	<b>43%</b>	<b>0%</b>
C&I Small/Medium	\$36,153,834	24%	26%	26%	0%
C&I Large	\$43,480,162	28%	31%	31%	0%
<b>C&amp;I Subtotal</b>	<b>\$79,633,996</b>	<b>52%</b>	<b>57%</b>	<b>57%</b>	<b>0%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$140,881,076</b>	<b>92%</b>	<b>100%</b>	<b>100%</b>	<b>0%</b>
<b>Other Expenditures</b>					
Other Expenditures	\$12,783,459	8%			
<b>Other Expenditures Subtotal</b>	<b>\$12,783,459</b>	<b>8%</b>			
<b>ENERGY EFFICIENCY TOTAL</b>	<b>\$153,664,535</b>	<b>100%</b>			

Note: Municipalities and State facilities are eligible to participate in C&I Energy Efficiency Portfolio offerings as applicable.

\*Please see attached Budget Allocation Table.

## Eversource Electric Table A Budget Allocation (2019-2022)

Table A Pie Sector Allocation			
	Residential	C&I	Other
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>			
Educate the Public	50%	50%	0%
Customer Engagement	80%	20%	0%
Educate the Students	80%	20%	0%
Educate the Workforce	50%	50%	0%
<b>OTHER - PROGRAMS/REQUIREMENTS</b>			
Residential Loan Program	100%	0%	0%
C&I Financing Support	0%	100%	0%
Research, Development & Demonstration	0%	0%	100%
<b>OTHER - LOAD MANAGEMENT</b>			
Residential Demand Response	100%	0%	0%
C&I Demand Response	0%	100%	0%
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>			
Administration	0%	0%	100%
Marketing Plan	80%	20%	0%
Planning	0%	0%	100%
Evaluation Measurement and Verification	0%	0%	100%
Evaluation Administrator	0%	0%	100%
Information Technology	0%	0%	100%
Energy Efficiency Board Consultants	0%	0%	100%
Audit - Financial and Operational	0%	0%	100%
Performance Management Incentive	0%	0%	100%
<p>Note: Core Residential and C&amp;I programs that produce savings are allocated 100% to the Residential and C&amp;I sectors, respectively. Other programs budgets are allocated to both Residential and C&amp;I sectors based on an estimated percentage of the sector that those dollars will directly benefit by the percentages above.</p>			

Table B - Eversource CT Electric Costs and Benefits (2020)

2020	Costs (\$000)			Benefits (\$000)			Benefit Cost Ratios			Quantities		Electric Savings		
	Utility Cost	Modified Utility Cost	Total Resource Cost	Utility Benefit	Modified Utility Benefit	Total Resource Benefit	Utility Cost Test	Modified Utility Cost Test	Total Resource Cost Test	No. of Units	Units of Measure	Annual Savings (MWh)	Lifetime Savings (MWh)	Peak kW Impact (Y/E)
<b>Residential</b>														
Retail Products	\$ 7,485	\$ 7,485	\$ 15,291	\$ 17,539	\$ 15,303	\$ 20,655	2.34	2.04	1.35	2,461,333	Products	24,255	110,219	3,090
New Construction	\$ 2,315	\$ 2,700	\$ 5,972	\$ 16,129	\$ 27,168	\$ 32,411	6.97	10.06	5.43	1,268	Homes	3,921	66,175	1,354
Home Energy Solutions	\$ 10,060	\$ 20,407	\$ 24,984	\$ 26,079	\$ 81,335	\$ 107,586	2.59	3.99	4.31	23,144	Homes	11,929	125,431	2,964
HVAC	\$ 5,500	\$ 5,500	\$ 13,315	\$ 15,661	\$ 18,394	\$ 22,168	2.85	3.34	1.66	20,250	Units	4,498	70,715	1,309
HES-Income Eligible	\$ 11,141	\$ 16,500	\$ 16,704	\$ 12,072	\$ 24,034	\$ 32,933	1.08	1.46	1.97	21,898	Homes	11,047	93,789	1,237
Behavior	\$ 2,100	\$ 2,100	\$ 2,100	\$ 5,707	\$ 5,707	\$ 7,353	2.72	2.72	3.50	160,000	Customers	11,745	30,302	1,341
<b>Subtotal: Residential</b>	<b>\$ 38,601</b>	<b>\$ 54,692</b>	<b>\$ 78,366</b>	<b>\$ 93,187</b>	<b>\$ 171,941</b>	<b>\$ 223,106</b>	<b>2.41</b>	<b>3.14</b>	<b>2.85</b>			<b>67,395</b>	<b>496,632</b>	<b>11,294</b>
<b>Commercial &amp; Industrial</b>														
Energy Conscious Blueprint	\$ 12,565	\$ 12,565	\$ 15,065	\$ 65,844	\$ 65,230	\$ 82,505	5.24	5.19	5.48	346	Projects	26,608	403,908	4,306
Energy Opportunities	\$ 39,671	\$ 39,671	\$ 97,119	\$ 184,587	\$ 182,035	\$ 231,983	4.65	4.59	2.39	1,308	Projects	96,161	1,112,432	12,401
BES	\$ 3,486	\$ 3,486	\$ 6,234	\$ 11,215	\$ 11,192	\$ 19,710	3.22	3.21	3.16	166	Projects	9,599	65,299	1,689
Small Business	\$ 16,698	\$ 16,698	\$ 30,773	\$ 77,361	\$ 75,505	\$ 97,019	4.63	4.52	3.15	1,785	Projects	38,246	479,710	4,948
<b>Subtotal: C&amp;I</b>	<b>\$ 72,419</b>	<b>\$ 72,419</b>	<b>\$ 149,190</b>	<b>\$ 339,008</b>	<b>\$ 333,963</b>	<b>\$ 431,217</b>	<b>4.68</b>	<b>4.61</b>	<b>2.89</b>			<b>170,614</b>	<b>2,061,349</b>	<b>23,344</b>
Residential DR	\$ 3,985	\$ 3,985	\$ 3,985							9,420	Units			5,574
C&I DR	\$ 4,578	\$ 4,578	\$ 4,578							405	Units			30,000
<b>Subtotal: DR</b>	<b>\$ 8,563</b>	<b>\$ 8,563</b>	<b>\$ 8,563</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>								<b>35,574</b>
<b>Subtotal: Other</b>	<b>\$ 20,331</b>	<b>\$ 20,331</b>	<b>\$ 20,331</b>											
<b>TOTAL</b>	<b>\$ 139,915</b>	<b>\$ 156,006</b>	<b>\$ 256,450</b>	<b>\$ 432,195</b>	<b>\$ 505,904</b>	<b>\$ 654,324</b>	<b>3.09</b>	<b>3.24</b>	<b>2.55</b>			<b>238,009</b>	<b>2,557,981</b>	<b>70,213</b>

Table B - Eversource CT Electric Costs and Benefits (2020) continued

2020	Electric Cost Rates				Oil/Propane Savings			MMBtu Savings			Emissions Savings			
	Electric Cost Rate \$/kWh Annualize	Electric Cost Ratio \$/LT-kWh	Electric Demand Cost \$/kW	Electric Demand Cost \$/kW-yr	Annual Oil Savings (Gal)	Lifetime Oil Savings (Gal)	Annual Propane Savings (Gal)	Lifetime Propane Savings (Gal)	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
<b>Residential</b>														
Retail Products	\$ 0.309	\$ 0.068	\$ 2,422	\$ 533	-183,508	-606,697	-6,242	-31,210	56,738	289,074	\$ 132	\$ 26	8,565	43,287
New Construction	\$ 0.591	\$ 0.035	\$ 1,710	\$ 101	0	0	190,784	3,882,348	30,803	580,364	\$ 88	\$ 5	3,428	63,914
Home Energy Solutions	\$ 0.843	\$ 0.080	\$ 3,394	\$ 323	774,065	15,867,834	93,192	1,917,191	156,151	2,803,778	\$ 131	\$ 7	16,905	294,365
HVAC	\$ 1.223	\$ 0.078	\$ 4,202	\$ 267	28,331	368,299	43,026	559,340	23,206	343,445	\$ 237	\$ 16	2,942	44,229
HES-Income Eligible	\$ 1.008	\$ 0.119	\$ 9,009	\$ 1,061	210,712	4,187,290	6,937	154,581	67,551	914,861	\$ 244	\$ 18	10,014	115,515
Behavior	\$ 0.179	\$ 0.069	\$ 1,566	\$ 607	0	0	0	0	40,074	103,391	\$ 52	\$ 20	5,737	14,802
<b>Subtotal: Residential</b>	<b>\$ 0.573</b>	<b>\$ 0.078</b>	<b>\$ 3,418</b>	<b>\$ 464</b>	<b>826,600</b>	<b>19,816,726</b>	<b>327,697</b>	<b>6,482,249</b>	<b>374,521</b>	<b>5,034,913</b>	<b>\$ 146</b>	<b>\$ 11</b>	<b>47,592</b>	<b>576,111</b>
<b>Commercial &amp; Industrial</b>														
Energy Conscious Blueprint	\$ 0.472	\$ 0.031	\$ 2,918	\$ 192	0	0	0	0	90,786	1,378,133	\$ 138	\$ 9	12,702	192,999
Energy Opportunities	\$ 0.413	\$ 0.036	\$ 3,199	\$ 277	0	0	0	0	328,100	3,795,618	\$ 121	\$ 10	45,528	526,671
BES	\$ 0.363	\$ 0.053	\$ 2,064	\$ 303	0	0	0	0	32,752	222,802	\$ 106	\$ 16	4,665	31,778
Small Business	\$ 0.437	\$ 0.035	\$ 3,375	\$ 269	508	6,091	0	0	130,566	1,637,616	\$ 128	\$ 10	17,690	221,825
<b>Subtotal: C&amp;I</b>	<b>\$ 0.424</b>	<b>\$ 0.035</b>	<b>\$ 3,102</b>	<b>\$ 257</b>	<b>508</b>	<b>6,091</b>	<b>0</b>	<b>0</b>	<b>582,205</b>	<b>7,034,169</b>	<b>\$ 124</b>	<b>\$ 10</b>	<b>80,585</b>	<b>973,273</b>
Residential DR			\$ 715											
C&I DR			\$ 153											
<b>Subtotal: DR</b>														
<b>Subtotal: Other</b>														
<b>TOTAL</b>	<b>\$ 0.588</b>	<b>\$ 0.055</b>	<b>\$ 1,993</b>	<b>\$ 185</b>	<b>827,107</b>	<b>19,822,818</b>	<b>327,697</b>	<b>6,482,249</b>	<b>956,726</b>	<b>12,069,082</b>	<b>\$ 163</b>	<b>\$ 13</b>	<b>128,177</b>	<b>1,549,385</b>

Table B - Eversource CT Electric Costs and Benefits (2021)

2021	Costs (\$000)			Benefits (\$000)			Benefit Cost Ratios			Quantities		Electric Savings		
	Utility Cost	Modified Utility Cost	Total Resource Cost	Utility Benefit	Modified Utility Benefit	Total Resource Benefit	Utility Cost Test	Modified Utility Cost Test	Total Resource Cost Test	No. of Units	Units of Measure	Annual Savings (MMWh)	Lifetime Savings (MMWh)	Peak kW Impact (Y/E)
<b>Residential</b>														
Retail Products	\$ 6,850	\$ 6,850	\$ 14,656	\$ 12,692	\$ 12,997	\$ 17,057	1.85	1.90	1.16	2,108,828	Products	19,909	84,925	2,400
New Construction	\$ 2,400	\$ 2,800	\$ 6,072	\$ 16,190	\$ 28,147	\$ 33,486	6.75	10.05	5.52	1,319	Homes	3,859	63,897	1,395
Home Energy Solutions	\$ 8,773	\$ 19,468	\$ 24,046	\$ 23,630	\$ 82,657	\$ 108,895	2.69	4.25	4.53	25,751	Homes	10,616	113,312	2,785
HVAC	\$ 5,250	\$ 5,250	\$ 13,065	\$ 14,973	\$ 17,812	\$ 21,492	2.85	3.39	1.64	19,236	Units	4,311	67,406	1,268
HES-Income Eligible	\$ 11,261	\$ 16,107	\$ 16,310	\$ 9,537	\$ 23,147	\$ 32,217	0.85	1.44	1.98	19,998	Homes	10,022	76,820	1,122
Behavior	\$ 2,100	\$ 2,100	\$ 2,100	\$ 5,444	\$ 5,444	\$ 7,114	2.59	2.59	3.39	160,000	Customers	11,745	30,302	1,341
<b>Subtotal: Residential</b>	<b>\$ 36,634</b>	<b>\$ 52,575</b>	<b>\$ 76,249</b>	<b>\$ 82,467</b>	<b>\$ 170,205</b>	<b>\$ 220,261</b>	<b>2.25</b>	<b>3.24</b>	<b>2.89</b>			<b>60,461</b>	<b>436,661</b>	<b>10,312</b>
<b>Commercial &amp; Industrial</b>														
Energy Conscious Blueprint	\$ 12,918	\$ 12,918	\$ 15,418	\$ 62,646	\$ 62,066	\$ 78,873	4.85	4.80	5.12	333	Projects	25,614	388,812	4,145
Energy Opportunities	\$ 38,002	\$ 38,002	\$ 95,450	\$ 174,369	\$ 171,737	\$ 220,040	4.59	4.52	2.31	1,254	Projects	92,055	1,066,174	11,911
BES	\$ 3,547	\$ 3,547	\$ 6,295	\$ 11,402	\$ 11,376	\$ 19,855	3.21	3.21	3.15	157	Projects	9,286	63,699	1,641
Small Business	\$ 16,279	\$ 16,279	\$ 30,354	\$ 73,220	\$ 71,592	\$ 92,612	4.50	4.40	3.05	1,721	Projects	36,859	462,819	4,769
<b>Subtotal: C&amp;I</b>	<b>\$ 70,747</b>	<b>\$ 70,747</b>	<b>\$ 147,518</b>	<b>\$ 321,637</b>	<b>\$ 316,770</b>	<b>\$ 411,380</b>	<b>4.55</b>	<b>4.48</b>	<b>2.79</b>			<b>163,814</b>	<b>1,981,505</b>	<b>22,465</b>
Residential DR	\$ 4,800	\$ 4,800	\$ 4,800							11,558	Units			6,839
C&I DR	\$ 5,100	\$ 5,100	\$ 5,100							497	Units			36,807
<b>Subtotal DR</b>	<b>\$ 9,900</b>	<b>\$ 9,900</b>	<b>\$ 9,900</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>								<b>43,646</b>
<b>Subtotal Other</b>	<b>\$ 20,442</b>	<b>\$ 20,442</b>	<b>\$ 20,442</b>											
<b>TOTAL</b>	<b>\$ 137,723</b>	<b>\$ 153,665</b>	<b>\$ 254,109</b>	<b>\$ 404,104</b>	<b>\$ 486,974</b>	<b>\$ 631,641</b>	<b>2.93</b>	<b>3.17</b>	<b>2.49</b>			<b>224,275</b>	<b>2,418,166</b>	<b>76,423</b>

Table B - Eversource CT Electric Costs and Benefits (2021) continued

2021	Electric Cost Rates				Oil/Propane Savings				MMBtu Savings			Emissions Savings		
	Electric Cost Rate \$/kWh Annualize	Electric Cost Ratio \$/LT-kWh	Electric Demand Cost \$/kW	Electric Demand Cost \$/kW-yr	Annual Oil Savings (Gal)	Lifetime Oil Savings (Gal)	Annual Propane Savings (Gal)	Lifetime Propane Savings (Gal)	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
<b>Residential</b>														
Retail Products	\$ 0.344	\$ 0.081	\$ 2,854	\$ 669	-31,846	59,304	0	0	63,512	297,988	\$ 108	\$ 23	9,205	43,090
New Construction	\$ 0.622	\$ 0.038	\$ 1,721	\$ 104	0	0	198,460	4,042,880	31,292	587,254	\$ 89	\$ 5	3,461	64,165
Home Energy Solutions	\$ 0.826	\$ 0.077	\$ 3,150	\$ 295	807,636	16,212,326	97,709	1,973,919	157,156	2,815,385	\$ 124	\$ 7	16,889	294,925
HVAC	\$ 1.218	\$ 0.078	\$ 4,139	\$ 265	28,147	365,907	42,747	555,706	22,515	331,489	\$ 233	\$ 16	2,846	42,550
HES-Income Eligible	\$ 1.124	\$ 0.147	\$ 10,037	\$ 1,309	194,620	4,085,686	9,137	196,919	62,020	846,737	\$ 260	\$ 19	9,790	119,270
Behavior	\$ 0.179	\$ 0.069	\$ 1,566	\$ 607	0	0	0	0	40,074	103,391	\$ 52	\$ 20	5,737	14,802
<b>Subtotal: Residential</b>	<b>\$ 0.606</b>	<b>\$ 0.084</b>	<b>\$ 3,553</b>	<b>\$ 492</b>	<b>998,556</b>	<b>20,723,223</b>	<b>348,052</b>	<b>6,769,424</b>	<b>376,570</b>	<b>4,982,243</b>	<b>\$ 140</b>	<b>\$ 11</b>	<b>47,928</b>	<b>578,800</b>
<b>Commercial &amp; Industrial</b>														
Energy Conscious Blueprint	\$ 0.504	\$ 0.033	\$ 3,116	\$ 205	0	0	0	0	87,393	1,326,628	\$ 148	\$ 10	12,226	185,762
Energy Opportunities	\$ 0.413	\$ 0.036	\$ 3,191	\$ 275	0	0	0	0	314,093	3,637,785	\$ 121	\$ 10	43,429	502,995
BES	\$ 0.382	\$ 0.056	\$ 2,162	\$ 315	0	0	0	0	31,685	217,342	\$ 112	\$ 16	4,507	30,971
Small Business	\$ 0.442	\$ 0.035	\$ 3,414	\$ 272	0	0	0	0	125,762	1,579,139	\$ 129	\$ 10	17,110	214,792
<b>Subtotal: C&amp;I</b>	<b>\$ 0.432</b>	<b>\$ 0.036</b>	<b>\$ 3,149</b>	<b>\$ 260</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>558,933</b>	<b>6,760,894</b>	<b>\$ 127</b>	<b>\$ 10</b>	<b>77,272</b>	<b>934,520</b>
Residential DR			\$ 702											
C&I DR			\$ 139											
<b>Subtotal DR</b>														
<b>Subtotal Other</b>														
<b>TOTAL</b>	<b>\$ 0.614</b>	<b>\$ 0.057</b>	<b>\$ 1,802</b>	<b>\$ 167</b>	<b>998,556</b>	<b>20,723,223</b>	<b>348,052</b>	<b>6,769,424</b>	<b>935,503</b>	<b>11,743,137</b>	<b>\$164</b>	<b>\$13</b>	<b>125,200</b>	<b>1,513,320</b>

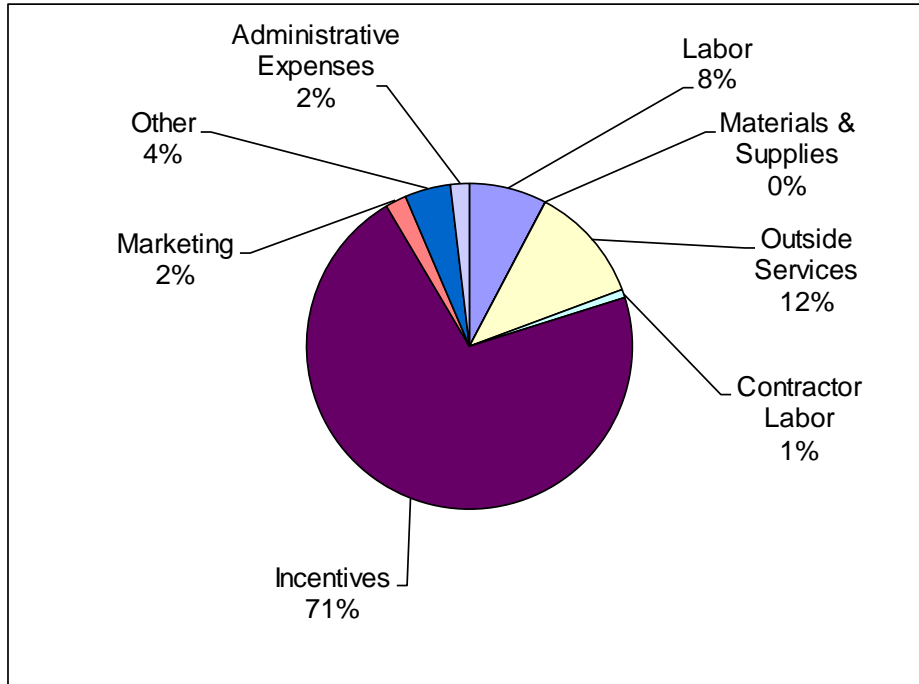
Table C – Eversource CT Electric Energy Efficiency Budget Details (2020)

Eversource CT Electric Energy Efficiency Budget (\$000)	Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other **	Administrative Expenses	TOTAL
<b>RESIDENTIAL</b>									
Residential Retail Products	\$ 107	\$ 1	\$ 800	\$ 12	\$ 6,060	\$ 456	\$ 40	\$ 9	\$ 7,485
New Construction, Additions & Major Renovations	\$ 166	\$ 1	\$ 100	\$ 2	\$ 2,362	\$ 43	\$ 17	\$ 9	\$ 2,700
Home Energy Solutions - Core Services	\$ 1,369	\$ 4	\$ 596	\$ 100	\$ 17,528	\$ 750	\$ 40	\$ 20	\$ 20,407
Home Energy Solutions - HVAC, Water Heaters	\$ 73	\$ 1	\$ 400	\$ -	\$ 4,899	\$ 91	\$ 18	\$ 18	\$ 5,500
HES-Income Eligible	\$ 1,581	\$ 5	\$ 500	\$ 39	\$ 13,525	\$ 750	\$ 46	\$ 54	\$ 16,500
Residential Behavior	\$ 82	\$ -	\$ 2,018	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,100
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 3,379</b>	<b>\$ 12</b>	<b>\$ 4,413</b>	<b>\$ 153</b>	<b>\$ 44,373</b>	<b>\$ 2,090</b>	<b>\$ 161</b>	<b>\$ 110</b>	<b>\$ 54,692</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>									
<b>C&amp;I LOST OPPORTUNITY</b>									
Energy Conscious Blueprint	\$ 1,058	\$ 4	\$ 501	\$ 152	\$ 10,713	\$ 100	\$ 27	\$ 10	\$ 12,565
<b>Total - Lost Opportunity</b>	<b>\$ 1,058</b>	<b>\$ 4</b>	<b>\$ 501</b>	<b>\$ 152</b>	<b>\$ 10,713</b>	<b>\$ 100</b>	<b>\$ 27</b>	<b>\$ 10</b>	<b>\$ 12,565</b>
<b>C &amp; I LARGE RETROFIT</b>									
Energy Opportunities	\$ 3,436	\$ 5	\$ 2,000	\$ 688	\$ 33,052	\$ 250	\$ 150	\$ 90	\$ 39,671
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 155	\$ 2	\$ 798	\$ -	\$ 2,453	\$ 50	\$ 6	\$ 22	\$ 3,486
<b>Total - C&amp;I Large Retrofit</b>	<b>\$ 3,591</b>	<b>\$ 7</b>	<b>\$ 2,798</b>	<b>\$ 688</b>	<b>\$ 35,504</b>	<b>\$ 300</b>	<b>\$ 156</b>	<b>\$ 112</b>	<b>\$ 43,156</b>
Small Business Energy Advantage	\$ 1,291	\$ 5	\$ 250	\$ -	\$ 14,905	\$ 200	\$ 27	\$ 20	\$ 16,698
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 5,940</b>	<b>\$ 16</b>	<b>\$ 3,549</b>	<b>\$ 841</b>	<b>\$ 61,122</b>	<b>\$ 600</b>	<b>\$ 210</b>	<b>\$ 142</b>	<b>\$ 72,419</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>									
Educate the Public	\$ 70	\$ -	\$ 615	\$ -	\$ -	\$ 35	\$ -	\$ 19	\$ 740
Customer Engagement	\$ 292	\$ -	\$ 1,586	\$ 85	\$ -	\$ -	\$ -	\$ 5	\$ 1,968
Educate the Students	\$ 52	\$ -	\$ 318	\$ -	\$ -	\$ 38	\$ 1	\$ 3	\$ 412
Educate the Workforce	\$ 52	\$ -	\$ 489	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 540
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 466</b>	<b>\$ -</b>	<b>\$ 3,008</b>	<b>\$ 85</b>	<b>\$ -</b>	<b>\$ 73</b>	<b>\$ 1</b>	<b>\$ 27</b>	<b>\$ 3,660</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>									
Residential Loan Program (includes ECLF and OBR)	\$ -	\$ -	\$ 914	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 914
C&I Financing Support	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,529	\$ 2,529
Research, Development & Demonstration	\$ 64	\$ 2	\$ 91	\$ 2	\$ -	\$ -	\$ -	\$ 5	\$ 164
<b>Subtotal: Programs/Requirements</b>	<b>\$ 64</b>	<b>\$ 2</b>	<b>\$ 1,005</b>	<b>\$ 2</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 2,534</b>	<b>\$ 3,607</b>
<b>OTHER - LOAD MANAGEMENT</b>									
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 155	\$ -	\$ 1,439	\$ -	\$ 2,311	\$ 80	\$ -	\$ -	\$ 3,985
C&I Demand Response	\$ 155	\$ -	\$ 852	\$ -	\$ 3,479	\$ 92	\$ -	\$ -	\$ 4,578
<b>Subtotal: Load Management</b>	<b>\$ 310</b>	<b>\$ -</b>	<b>\$ 2,291</b>	<b>\$ -</b>	<b>\$ 5,791</b>	<b>\$ 171</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 8,563</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>									
Administration	\$ 816	\$ 4	\$ -	\$ 12	\$ -	\$ -	\$ 20	\$ 50	\$ 903
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 320	\$ 1	\$ 1	\$ 322
Planning	\$ 630	\$ 1	\$ -	\$ 50	\$ -	\$ -	\$ 10	\$ 12	\$ 703
Evaluation, Measurement and Verification	\$ -	\$ -	\$ 1,920	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,920
Evaluation Administrator	\$ -	\$ -	\$ 192	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 192
Information Technology	\$ 396	\$ -	\$ 1,273	\$ 140	\$ -	\$ -	\$ -	\$ 50	\$ 1,859
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 416	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 416
Audits - Financial and Operational	\$ -	\$ -	\$ 60	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 60
Performance Management Incentive (PMI)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,689	\$ -	\$ 6,689
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 1,843</b>	<b>\$ 5</b>	<b>\$ 3,861</b>	<b>\$ 202</b>	<b>\$ -</b>	<b>\$ 320</b>	<b>\$ 6,720</b>	<b>\$ 113</b>	<b>\$ 13,064</b>
<b>TOTAL BUDGET</b>	<b>\$ 12,003</b>	<b>\$ 35</b>	<b>\$ 18,127</b>	<b>\$ 1,283</b>	<b>\$ 111,285</b>	<b>\$ 3,255</b>	<b>\$ 7,092</b>	<b>\$ 2,926</b>	<b>\$ 156,006</b>

Eversource Electric Table C Pie Chart (2020)

**2020 ENERGY EFFICIENCY  
EE Budget By Expense Class**

**Table C Pie Chart**



Expense Classes	Budget	% of Budget
Labor	\$ 12,003	8%
Materials & Supplies	\$ 35	0%
Outside Services	\$ 18,127	12%
Contractor Labor	\$ 1,283	1%
Incentives	\$ 111,285	71%
Marketing	\$ 3,255	2%
Other	\$ 7,092	5%
Administrative Expenses	\$ 2,926	2%
<b>Total</b>	<b>\$ 156,006</b>	<b>100%</b>

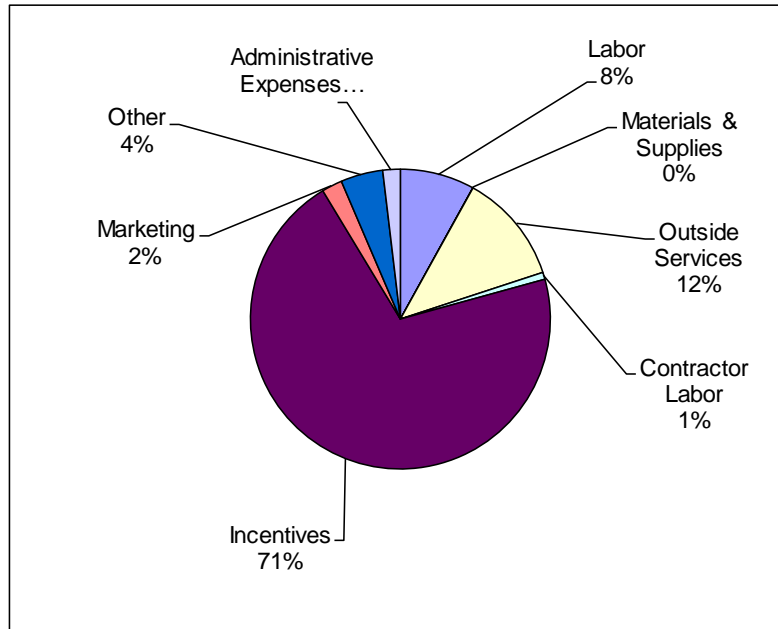


Table C – Eversource CT Electric Energy Efficiency Budget Details (2021)

Eversource CT Electric Energy Efficiency Budget (\$000)	Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other **	Administrative Expenses	TOTAL
<b>RESIDENTIAL</b>									
Residential Retail Products	\$ 110	\$ 1	\$ 800	\$ 12	\$ 5,422	\$ 456	\$ 40	\$ 9	\$ 6,850
New Construction, Additions & Major Renovations	\$ 171	\$ 1	\$ 100	\$ 2	\$ 2,457	\$ 43	\$ 17	\$ 9	\$ 2,800
Home Energy Solutions - Core Services	\$ 1,410	\$ 4	\$ 596	\$ 100	\$ 16,548	\$ 750	\$ 40	\$ 20	\$ 19,468
Home Energy Solutions - HVAC, Water Heaters	\$ 76	\$ 1	\$ 400	\$ -	\$ 4,646	\$ 91	\$ 18	\$ 18	\$ 5,250
HES-Income Eligible	\$ 1,629	\$ 5	\$ 500	\$ 39	\$ 13,084	\$ 750	\$ 46	\$ 54	\$ 16,107
Residential Behavior	\$ 85	\$ -	\$ 2,015	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,100
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 3,481</b>	<b>\$ 12</b>	<b>\$ 4,411</b>	<b>\$ 153</b>	<b>\$ 42,157</b>	<b>\$ 2,090</b>	<b>\$ 161</b>	<b>\$ 110</b>	<b>\$ 52,575</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>									
<b>C&amp;I LOST OPPORTUNITY</b>									
Energy Conscious Blueprint	\$ 1,090	\$ 4	\$ 501	\$ 152	\$ 11,034	\$ 100	\$ 27	\$ 10	\$ 12,918
<b>Total: Lost Opportunity</b>	<b>\$ 1,090</b>	<b>\$ 4</b>	<b>\$ 501</b>	<b>\$ 152</b>	<b>\$ 11,034</b>	<b>\$ 100</b>	<b>\$ 27</b>	<b>\$ 10</b>	<b>\$ 12,918</b>
<b>C &amp; I LARGE RETROFIT</b>									
Energy Opportunities	\$ 3,539	\$ 5	\$ 2,000	\$ 688	\$ 31,280	\$ 250	\$ 150	\$ 90	\$ 38,002
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 160	\$ 2	\$ 798	\$ -	\$ 2,510	\$ 50	\$ 6	\$ 22	\$ 3,547
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 3,698</b>	<b>\$ 7</b>	<b>\$ 2,798</b>	<b>\$ 688</b>	<b>\$ 33,790</b>	<b>\$ 300</b>	<b>\$ 156</b>	<b>\$ 112</b>	<b>\$ 41,549</b>
Small Business Energy Advantage	\$ 1,330	\$ 5	\$ 250	\$ -	\$ 14,447	\$ 200	\$ 27	\$ 20	\$ 16,279
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 6,118</b>	<b>\$ 16</b>	<b>\$ 3,549</b>	<b>\$ 841</b>	<b>\$ 59,271</b>	<b>\$ 600</b>	<b>\$ 210</b>	<b>\$ 142</b>	<b>\$ 70,747</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>									
Educate the Public	\$ 73	\$ -	\$ 530	\$ -	\$ -	\$ 35	\$ -	\$ 19	\$ 657
Customer Engagement	\$ 301	\$ -	\$ 1,577	\$ 85	\$ -	\$ -	\$ -	\$ 5	\$ 1,968
Educate the Students	\$ 52	\$ -	\$ 318	\$ -	\$ -	\$ 38	\$ 1	\$ 3	\$ 412
Educate the Workforce	\$ 52	\$ -	\$ 739	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 790
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 477</b>	<b>\$ -</b>	<b>\$ 3,164</b>	<b>\$ 85</b>	<b>\$ -</b>	<b>\$ 73</b>	<b>\$ 1</b>	<b>\$ 27</b>	<b>\$ 3,827</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>									
Residential Loan Program (includes ECLF and OBR)	\$ -	\$ -	\$ 900	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 900
C&I Financing Support	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,501	\$ 2,501
Research, Development & Demonstration	\$ 66	\$ 2	\$ 88	\$ 2	\$ -	\$ -	\$ -	\$ 5	\$ 162
<b>Subtotal: Programs/Requirements</b>	<b>\$ 66</b>	<b>\$ 2</b>	<b>\$ 988</b>	<b>\$ 2</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 2,506</b>	<b>\$ 3,564</b>
<b>OTHER - LOAD MANAGEMENT</b>									
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 160	\$ -	\$ 1,707	\$ -	\$ 2,836	\$ 98	\$ -	\$ -	\$ 4,800
C&I Demand Response	\$ 160	\$ -	\$ 559	\$ -	\$ 4,269	\$ 112	\$ -	\$ -	\$ 5,100
<b>Subtotal: Load Management</b>	<b>\$ 319</b>	<b>\$ -</b>	<b>\$ 2,266</b>	<b>\$ -</b>	<b>\$ 7,105</b>	<b>\$ 210</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 9,900</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>									
Administration	\$ 816	\$ 4	\$ -	\$ 12	\$ -	\$ -	\$ 20	\$ 50	\$ 903
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 428	\$ 1	\$ 1	\$ 430
Planning	\$ 649	\$ 1	\$ -	\$ 31	\$ -	\$ -	\$ 10	\$ 12	\$ 703
Evaluation, Measurement and Verification	\$ -	\$ 1	\$ 1,917	\$ -	\$ -	\$ -	\$ 1	\$ 1	\$ 1,920
Evaluation Administrator	\$ -	\$ -	\$ 192	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 192
Information Technology	\$ 408	\$ -	\$ 1,336	\$ 45	\$ -	\$ -	\$ -	\$ 50	\$ 1,839
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 416	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 416
Audits - Financial and Operational	\$ -	\$ -	\$ 60	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 60
Performance Management Incentive (PMI)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,588	\$ -	\$ 6,588
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 1,874</b>	<b>\$ 6</b>	<b>\$ 3,921</b>	<b>\$ 88</b>	<b>\$ -</b>	<b>\$ 428</b>	<b>\$ 6,620</b>	<b>\$ 114</b>	<b>\$ 13,052</b>
<b>TOTAL BUDGET</b>	<b>\$ 12,335</b>	<b>\$ 36</b>	<b>\$ 18,298</b>	<b>\$ 1,168</b>	<b>\$ 108,533</b>	<b>\$ 3,402</b>	<b>\$ 6,992</b>	<b>\$ 2,899</b>	<b>\$ 153,665</b>

Eversource Electric Table C Pie Chart (2021)

**2021 ENERGY EFFICIENCY  
EE Budget By Expense Class  
Table C Pie Chart**



Expense Classes	Budget	% of Budget
Labor	\$ 12,335	8%
Materials & Supplies	\$ 36	0%
Outside Services	\$ 18,298	12%
Contractor Labor	\$ 1,168	1%
Incentives	\$ 108,533	71%
Marketing	\$ 3,402	2%
Other	\$ 6,992	5%
Administrative Expenses	\$ 2,899	2%
<b>Total</b>	<b>\$ 153,665</b>	<b>100%</b>

Table D - Eversource CT Electric Historical and Projected (\$)

Table D

Eversource CT Electric Historical and Projected \$

	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Budget	2020 Budget	2021 Budget	2022 Budget
<b>RESIDENTIAL</b>											
Residential Retail Products	\$ 6,659,521	\$ 6,509,496	\$ 11,561,025	\$ 13,663,622	\$ 14,872,860	\$ 10,154,122	\$ 6,529,899	\$ 8,505,966	\$ 7,485,350	\$ 6,850,178	\$ 4,774,807
New Construction, Additions & Major Renovations	\$ 1,338,928	\$ 1,433,966	\$ 1,573,724	\$ 2,516,703	\$ 2,232,966	\$ 2,887,373	\$ 2,204,292	\$ 2,644,901	\$ 2,700,000	\$ 2,800,000	\$ 2,751,987
Home Energy Solutions (HVAC, Duct Sealing, Lighting) Core Services only 2016-2021	\$ 14,520,592	\$ 16,041,653	\$ 22,290,930	\$ 19,186,404	\$ 15,989,863	\$ 15,512,933	\$ 10,336,611	\$ 17,912,103	\$ 20,406,676	\$ 19,468,292	\$ 19,125,889
Home Energy Solutions - HVAC, Water Heaters (2016-2021)											
HE-S- Income Eligible	\$ 12,143,928	\$ 9,593,140	\$ 17,488,762	\$ 17,345,096	\$ 21,471,052	\$ 16,379,801	\$ 11,599,849	\$ 15,971,230	\$ 16,500,000	\$ 16,106,547	\$ 15,725,643
Residential Behavior			\$ 2,703,694	\$ 2,932,079	\$ 2,909,233	\$ 2,954,049	\$ 526,083	\$ 1,700,000	\$ 2,100,000	\$ 2,100,000	\$ 2,046,843
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 34,662,969</b>	<b>\$ 33,578,255</b>	<b>\$ 55,618,135</b>	<b>\$ 55,133,904</b>	<b>\$ 61,073,331</b>	<b>\$ 51,938,389</b>	<b>\$ 35,244,816</b>	<b>\$ 50,723,766</b>	<b>\$ 54,692,025</b>	<b>\$ 52,575,017</b>	<b>\$ 49,610,866</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
<b>C&amp;I LOST OPPORTUNITY</b>											
Energy Conscious Blueprint	\$ 8,504,845	\$ 9,947,173	\$ 13,875,080	\$ 12,124,674	\$ 12,287,559	\$ 6,718,340	\$ 6,632,890	\$ 12,402,540	\$ 12,565,032	\$ 12,818,272	\$ 12,753,314
<b>Total: Lost Opportunity</b>	<b>\$ 8,504,845</b>	<b>\$ 9,947,173</b>	<b>\$ 13,875,080</b>	<b>\$ 12,124,674</b>	<b>\$ 12,287,559</b>	<b>\$ 6,718,340</b>	<b>\$ 6,632,890</b>	<b>\$ 12,402,540</b>	<b>\$ 12,565,032</b>	<b>\$ 12,818,272</b>	<b>\$ 12,753,314</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	\$ 18,722,462	\$ 20,924,237	\$ 29,217,060	\$ 33,338,936	\$ 40,154,158	\$ 24,882,343	\$ 29,689,128	\$ 35,615,415	\$ 39,670,751	\$ 38,002,063	\$ 36,529,569
Business & Energy Sustainability (O&M, RCX, BSC, PRIME, CSP/SEM)	\$ 1,696,269	\$ 1,649,654	\$ 2,422,682	\$ 2,737,390	\$ 2,501,793	\$ 1,484,576	\$ 2,977,133	\$ 3,315,763	\$ 3,485,670	\$ 3,547,310	\$ 3,502,013
PRIME (2009-2015)	\$ 540,763	\$ 478,403	\$ 476,461	\$ 603,146	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 20,959,484</b>	<b>\$ 23,062,294</b>	<b>\$ 32,116,193</b>	<b>\$ 36,679,472</b>	<b>\$ 42,655,951</b>	<b>\$ 26,366,920</b>	<b>\$ 32,666,260</b>	<b>\$ 38,931,178</b>	<b>\$ 43,156,421</b>	<b>\$ 41,549,372</b>	<b>\$ 40,031,581</b>
Small Business Energy Advantage	\$ 11,795,666	\$ 13,329,552	\$ 16,021,475	\$ 15,508,750	\$ 17,615,309	\$ 16,212,430	\$ 11,613,734	\$ 15,142,544	\$ 16,697,946	\$ 16,279,390	\$ 17,059,743
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 41,259,995</b>	<b>\$ 46,329,019</b>	<b>\$ 62,012,749</b>	<b>\$ 64,312,896</b>	<b>\$ 72,558,859</b>	<b>\$ 49,297,689</b>	<b>\$ 50,912,884</b>	<b>\$ 66,476,261</b>	<b>\$ 72,419,399</b>	<b>\$ 70,747,035</b>	<b>\$ 69,843,639</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>											
Educate the Public					\$ 1,926,470	\$ 1,934,418	\$ 562,325	\$ 656,954	\$ 739,750	\$ 656,574	\$ 656,574
Customer Engagement					\$ 1,603,922	\$ 1,507,721	\$ 1,360,290	\$ 1,539,419	\$ 1,968,000	\$ 1,968,000	\$ 1,968,000
Educate the Students					\$ 392,352	\$ 706,601	\$ (1,626)	\$ 274,562	\$ 412,236	\$ 412,236	\$ 412,236
Educate the Workforce					\$ 268,446	\$ 168,211	\$ 84,770	\$ 166,125	\$ 540,422	\$ 790,423	\$ 790,423
Smart Living Center® - Museum Partnerships	\$ 507,403	\$ 274,908	\$ 1,157,138	\$ 463,617	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Science Center	\$ 166,000	\$ 150,392	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
eesmans/K-12 Education	\$ 439,078	\$ 459,334	\$ 367,115	\$ 500,780	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Clean Energy Communities / Behavior Pilot	\$ 313,211	\$ 729,253	\$ 1,346,330	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 1,425,692</b>	<b>\$ 1,613,867</b>	<b>\$ 4,387,467</b>	<b>\$ 4,280,727</b>	<b>\$ 4,191,190</b>	<b>\$ 4,316,951</b>	<b>\$ 1,995,759</b>	<b>\$ 2,637,061</b>	<b>\$ 3,660,408</b>	<b>\$ 3,827,233</b>	<b>\$ 3,827,233</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>											
Residential Loan Program (includes ECLF and OBR)	\$ 5,924,245	\$ 416,865	\$ 1,509,746	\$ 2,006,330	\$ 1,929,824	\$ 477,326	\$ 1,032,277	\$ 1,500,000	\$ 913,553	\$ 900,072	\$ 900,072
C&I Financing Support (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ 6,994,639	\$ 4,060,806	\$ 2,677,386	\$ 17,969,775	\$ 2,528,933	\$ 2,501,339	\$ 2,501,339
Research, Development & Demonstration Institute for Sustainable Energy (ECSU) (moved to Educate the Workforce)	\$ 176,716	\$ 198,218	\$ 267,317	\$ 177,335	\$ 208,762	\$ 84,246	\$ 281,632	\$ 188,878	\$ 164,016	\$ 162,227	\$ 162,227
ESPC Project Manager - Lead By Example	\$ 448,000	\$ 448,000	\$ 358,400	\$ 396,800	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Loan Program	\$ 702,603	\$ 147,078	\$ 186,638	\$ 331,106	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EE Loan Defaults	\$ 93,127	\$ 170,077	\$ 75,809	\$ 179,197	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Self Funding	\$ -	\$ -	\$ 4,019,676	\$ 4,593,962	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Funding Requests	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Subtotal: Other Programs/Requirements</b>	<b>\$ 7,344,691</b>	<b>\$ 1,418,972</b>	<b>\$ 6,502,372</b>	<b>\$ 7,710,587</b>	<b>\$ 9,133,225</b>	<b>\$ 4,622,378</b>	<b>\$ 3,991,295</b>	<b>\$ 19,238,653</b>	<b>\$ 3,606,503</b>	<b>\$ 3,563,638</b>	<b>\$ 3,563,638</b>
<b>OTHER - LOAD MANAGEMENT</b>											
ISO Load Response Program	\$ 3,740,450	\$ 4,128,416	\$ 3,632,291	\$ 2,574,236	\$ 2,414,427	\$ 2,367,351	\$ 1,230,295	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ -	\$ -	\$ -	\$ -	\$ 859,080	\$ 891,827	\$ 528,780	\$ 837,411	\$ 3,985,330	\$ 4,800,000	\$ 2,669,564
C&I Demand Response	\$ -	\$ -	\$ -	\$ -	\$ 45,345	\$ 785,216	\$ 237,674	\$ 400,462	\$ 4,578,069	\$ 5,100,000	\$ 3,132,663
<b>Subtotal: Load Management</b>	<b>\$ 3,740,450</b>	<b>\$ 4,128,416</b>	<b>\$ 3,632,291</b>	<b>\$ 2,574,236</b>	<b>\$ 3,318,852</b>	<b>\$ 4,064,394</b>	<b>\$ 1,996,750</b>	<b>\$ 2,137,863</b>	<b>\$ 8,563,399</b>	<b>\$ 9,900,000</b>	<b>\$ 5,801,227</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>											
Administration	\$ 1,538,439	\$ 1,985,104	\$ 957,483	\$ 1,059,874	\$ 555,697	\$ 721,290	\$ 813,659	\$ 622,665	\$ 902,597	\$ 902,597	\$ 902,597
Marketing Plan	\$ 568,324	\$ 41,274	\$ 599,189	\$ 789,065	\$ 771,953	\$ 373,937	\$ 139,080	\$ 131,670	\$ 321,900	\$ 430,380	\$ 430,380
Planning	\$ 736,877	\$ 690,008	\$ 659,032	\$ 670,254	\$ 632,015	\$ 594,212	\$ 601,069	\$ 480,234	\$ 703,170	\$ 703,170	\$ 703,170
Evaluation Measurement and Verification	\$ 2,123,988	\$ 2,044,455	\$ 1,642,153	\$ 1,784,572	\$ 1,520,745	\$ 1,920,000	\$ 1,829,414	\$ 1,023,226	\$ 1,920,000	\$ 1,920,000	\$ 1,920,000
Evaluation Administrator	\$ -	\$ -	\$ 269,541	\$ 180,399	\$ 199,281	\$ 177,694	\$ 176,199	\$ 186,825	\$ 192,000	\$ 192,000	\$ 192,000
Information Technology	\$ 2,244,144	\$ 1,994,732	\$ 807,911	\$ 1,037,433	\$ 1,579,983	\$ 541,146	\$ 1,147,062	\$ 1,627,322	\$ 1,859,385	\$ 1,839,097	\$ 1,839,097
Energy Efficiency Board Consultants	\$ 493,863	\$ 475,046	\$ 401,216	\$ 410,204	\$ 366,781	\$ 314,264	\$ 306,176	\$ 318,423	\$ 416,000	\$ 416,000	\$ 416,000
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 42,483	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000
Performance Management Incentive (PMI)	\$ 6,756,883	\$ 6,728,101	\$ 7,560,041	\$ 8,197,955	\$ 9,010,198	\$ 8,111,330	\$ 6,953,613	\$ 6,488,942	\$ 6,689,195	\$ 6,586,368	\$ 6,229,893
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 14,465,518</b>	<b>\$ 13,886,720</b>	<b>\$ 12,896,576</b>	<b>\$ 14,109,756</b>	<b>\$ 14,636,053</b>	<b>\$ 12,796,357</b>	<b>\$ 12,026,673</b>	<b>\$ 10,939,307</b>	<b>\$ 13,064,248</b>	<b>\$ 13,051,612</b>	<b>\$ 12,693,127</b>
<b>TOTAL (includes ISO Load Response)</b>	<b>\$ 103,099,315</b>	<b>\$ 100,967,271</b>	<b>\$ 145,049,590</b>	<b>\$ 148,122,106</b>	<b>\$ 164,911,511</b>	<b>\$ 127,036,159</b>	<b>\$ 106,167,776</b>	<b>\$ 151,252,912</b>	<b>\$ 156,005,982</b>	<b>\$ 153,864,535</b>	<b>\$ 145,339,730</b>
<b>TOTAL (excludes ISO Load Response)</b>	<b>\$ 99,358,865</b>	<b>\$ 96,828,854</b>	<b>\$ 141,417,299</b>	<b>\$ 145,547,870</b>	<b>\$ 162,497,084</b>	<b>\$ 124,648,808</b>	<b>\$ 104,937,481</b>	<b>\$ 151,252,912</b>	<b>\$ 156,005,982</b>	<b>\$ 153,864,535</b>	<b>\$ 145,339,730</b>

Table D1 - Eversource CT Electric Historical and Projected (kW)

Table D1  
Eversource CT Electric Historical and Projected kW

	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Goal	2020 Goal	2021 Goal
<b>RESIDENTIAL</b>										
Residential Retail Products	6,355	5,600	5,710	7,947	10,155	9,557	3,433	3,456	3,090	2,400
New Construction, Additions & Major Renovations	574	562	977	928	903	1,252	903	915	1,354	1,395
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2021)	2,626	2,852	4,061	3,519	2,404	2,940	2,305	3,831	2,964	2,785
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	673	805	750	693	1,309	1,268
HES-Income Eligible	749	610	1,002	1,328	1,875	1,598	1,380	1,790	1,237	1,122
Residential Behavior	-	-	7,473	12,520	4,066	4,066	2,508	1,757	1,341	1,341
<b>Subtotal: Residential EE Portfolio</b>	<b>10,304</b>	<b>9,623</b>	<b>19,222</b>	<b>26,242</b>	<b>20,078</b>	<b>20,219</b>	<b>11,279</b>	<b>12,442</b>	<b>11,294</b>	<b>10,312</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>										
<b>C&amp;I LOST OPPORTUNITY</b>										
Energy Conscious Blueprint	7,705	6,523	7,793	7,103	6,564	3,962	2,779	4,449	4,306	4,145
<b>Total: Lost Opportunity</b>	<b>7,705</b>	<b>6,523</b>	<b>7,793</b>	<b>7,103</b>	<b>6,564</b>	<b>3,962</b>	<b>2,779</b>	<b>4,449</b>	<b>4,306</b>	<b>4,145</b>
<b>C&amp;I LARGE RETROFIT</b>										
Energy Opportunities	10,669	7,843	10,798	14,840	14,567	13,246	13,193	11,529	12,401	11,911
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	977	789	1,269	1,340	835	652	1,271	1,178	1,689	1,641
PRIME (2009-2015)	-	-	-	-	-	-	-	-	-	-
<b>Total: C&amp;I Large Retrofit</b>	<b>11,646</b>	<b>8,632</b>	<b>12,067</b>	<b>16,180</b>	<b>15,402</b>	<b>13,898</b>	<b>14,464</b>	<b>12,707</b>	<b>14,090</b>	<b>13,551</b>
Small Business Energy Advantage	3,692	2,943	3,169	4,140	5,519	5,247	4,530	5,678	4,948	4,769
<b>Subtotal: C&amp;I Energy Efficiency Portfolio</b>	<b>23,043</b>	<b>18,099</b>	<b>23,029</b>	<b>27,423</b>	<b>27,486</b>	<b>23,106</b>	<b>21,773</b>	<b>22,833</b>	<b>23,344</b>	<b>22,465</b>
<b>OTHER - LOAD MANAGEMENT</b>										
ISO Load Response Program	91,403	95,642	88,627	112,487	36,097	40,746	39,679	-	-	-
Residential Demand Response	-	-	-	-	-	-	-	1,005	5,574	6,839
C&I Demand Response	-	-	-	-	-	-	-	3,010	30,000	36,807
<b>Subtotal: Load Management</b>	<b>91,403</b>	<b>95,642</b>	<b>88,627</b>	<b>112,487</b>	<b>36,097</b>	<b>40,746</b>	<b>39,679</b>	<b>4,015</b>	<b>35,574</b>	<b>43,646</b>
<b>TOTAL (includes ISO Load Response)</b>	<b>124,750</b>	<b>123,363</b>	<b>123,405</b>	<b>166,152</b>	<b>83,660</b>	<b>84,071</b>	<b>72,731</b>	<b>39,290</b>	<b>70,213</b>	<b>76,423</b>
<b>TOTAL (excludes ISO Load Response)</b>	<b>33,347</b>	<b>27,721</b>	<b>34,778</b>	<b>53,665</b>	<b>47,563</b>	<b>43,325</b>	<b>33,052</b>	<b>39,290</b>	<b>70,213</b>	<b>76,423</b>

Table D2 - Eversource CT Electric Historical and Projected Annual kWh (000s)

Table D2  
Eversource CT Electric Historical and Projected Annual kWh (000s)

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goals	Goals	Goals
<b>RESIDENTIAL</b>										
Residential Retail Products	71,370	62,949	64,213	64,799	82,138	77,198	24,499	26,635	24,255	19,909
New Construction, Additions & Major Renovations	1,625	1,896	2,828	3,540	2,363	3,250	2,244	4,308	3,921	3,859
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2021)	15,494	16,559	24,010	21,501	15,322	18,176	13,571	20,059	11,929	10,616
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	8,123	13,725	7,158	3,089	4,498	4,311
HES- Income Eligible	11,099	8,187	11,137	14,098	15,891	16,666	13,055	17,340	11,047	10,022
Residential Behavior	-	-	28,928	48,466	17,811	17,811	21,968	15,395	11,745	11,745
<b>Subtotal: Residential EE Portfolio</b>	<b>99,588</b>	<b>89,592</b>	<b>131,116</b>	<b>152,405</b>	<b>141,650</b>	<b>146,825</b>	<b>82,495</b>	<b>86,826</b>	<b>67,395</b>	<b>60,461</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>										
<b>C&amp;I LOST OPPORTUNITY</b>										
Energy Conscious Blueprint	33,973	38,741	43,422	37,774	34,278	23,527	17,971	27,643	26,608	25,614
<b>Total: Lost Opportunity</b>	<b>33,973</b>	<b>38,741</b>	<b>43,422</b>	<b>37,774</b>	<b>34,278</b>	<b>23,527</b>	<b>17,971</b>	<b>27,643</b>	<b>26,608</b>	<b>25,614</b>
<b>C&amp;I LARGE RETROFIT</b>										
Energy Opportunities	73,331	56,899	82,319	101,070	118,741	86,995	96,015	86,641	96,161	92,055
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	11,137	4,325	11,141	8,511	8,263	5,491	8,668	7,816	9,599	9,286
PRIME (2009-2015)	2,344	1,948	1,671	1,950	-	-	-	-	-	-
<b>Total: C&amp;I Large Retrofit</b>	<b>86,812</b>	<b>63,172</b>	<b>95,132</b>	<b>111,532</b>	<b>127,004</b>	<b>92,486</b>	<b>104,683</b>	<b>94,457</b>	<b>105,760</b>	<b>101,341</b>
Small Business Energy Advantage	28,943	26,801	32,546	32,587	34,603	31,576	27,587	37,904	38,246	36,859
<b>Total: Other</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>TOTAL (includes ISO Load Response)</b>	<b>249,316</b>	<b>218,305</b>	<b>302,216</b>	<b>334,298</b>	<b>337,535</b>	<b>294,414</b>	<b>232,735</b>	<b>246,830</b>	<b>238,009</b>	<b>224,275</b>
<b>TOTAL (excludes ISO Load Response)</b>	<b>249,316</b>	<b>218,305</b>	<b>302,216</b>	<b>334,298</b>	<b>337,535</b>	<b>294,414</b>	<b>232,735</b>	<b>246,830</b>	<b>238,009</b>	<b>224,275</b>

Table D3 - Eversource CT Electric Historical and Projected Lifetime kWh (000s)

Table D3  
Eversource CT Electric Historical and Projected Lifetime kWh (000s)

	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Goals	2020 Goals	2021 Goals
<b>RESIDENTIAL</b>										
Residential Retail Products	369,780	398,800	565,647	654,001	934,999	611,162	148,050	142,457	110,219	84,925
New Construction, Additions & Major Renovations	28,472	31,175	43,056	57,175	39,977	50,862	35,839	69,040	66,175	63,897
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2021)	146,476	171,660	284,193	267,677	188,785	198,163	130,728	173,320	125,431	113,312
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	108,423	204,516	118,555	50,746	70,715	67,406
HES-Income Eligible	159,905	113,222	150,565	166,351	193,412	205,101	149,350	152,851	93,789	76,820
Residential Behavior	-	-	57,856	96,933	45,116	45,116	56,743	39,765	30,302	30,302
<b>Subtotal: Residential EE Portfolio</b>	<b>704,633</b>	<b>714,857</b>	<b>1,101,316</b>	<b>1,242,137</b>	<b>1,510,712</b>	<b>1,314,918</b>	<b>639,265</b>	<b>628,179</b>	<b>496,632</b>	<b>436,661</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>										
<b>C&amp;I LOST OPPORTUNITY</b>										
Energy Conscious Blueprint	509,148	596,826	667,358	572,757	520,576	348,323	273,280	419,777	403,908	388,812
<b>Total: Lost Opportunity</b>	<b>509,148</b>	<b>596,826</b>	<b>667,358</b>	<b>572,757</b>	<b>520,576</b>	<b>348,323</b>	<b>273,280</b>	<b>419,777</b>	<b>403,908</b>	<b>388,812</b>
<b>C&amp;I LARGE RETROFIT</b>										
Energy Opportunities	863,093	672,470	953,547	1,142,216	1,354,017	986,891	1,127,699	1,001,964	1,112,432	1,066,174
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	94,042	36,510	83,564	53,438	51,663	30,085	44,465	48,436	65,299	63,699
PRIME (2009-2015)	11,711	9,739	8,355	9,751	-	-	-	-	-	-
<b>Total: C&amp;I Large Retrofit</b>	<b>968,846</b>	<b>718,720</b>	<b>1,045,466</b>	<b>1,205,405</b>	<b>1,405,680</b>	<b>1,016,976</b>	<b>1,172,163</b>	<b>1,050,401</b>	<b>1,177,731</b>	<b>1,129,873</b>
Small Business Energy Advantage	353,696	325,004	396,812	404,003	433,416	393,553	341,246	462,155	479,710	462,819
<b>Subtotal: C&amp;I Energy Efficiency Portfolio</b>	<b>1,831,690</b>	<b>1,640,549</b>	<b>2,109,636</b>	<b>2,182,165</b>	<b>2,359,672</b>	<b>1,758,852</b>	<b>1,786,689</b>	<b>1,932,333</b>	<b>2,061,349</b>	<b>1,981,505</b>
<b>TOTAL (includes ISO Load Response)</b>	<b>2,536,323</b>	<b>2,355,406</b>	<b>3,210,953</b>	<b>3,424,302</b>	<b>3,870,384</b>	<b>3,073,769</b>	<b>2,425,954</b>	<b>2,560,512</b>	<b>2,557,981</b>	<b>2,418,166</b>
<b>TOTAL (excludes ISO Load Response)</b>	<b>2,536,323</b>	<b>2,355,406</b>	<b>3,210,953</b>	<b>3,424,302</b>	<b>3,870,384</b>	<b>3,073,769</b>	<b>2,425,954</b>	<b>2,560,512</b>	<b>2,557,981</b>	<b>2,418,166</b>

Table D4 - Eversource CT Electric Historical and Projected Units

Table D4  
Eversource CT Electric Historical and Projected Units

	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Goals	2020 Goals	2021 Goals
<b>RESIDENTIAL</b>										
Residential Retail Products	2,322,287	2,176,584	2,910,409	2,853,482	3,278,554	3,592,169	2,636,995	2,595,609	2,461,333	2,108,828
New Construction, Additions & Major Renovations	870	770	1,486	439	586	1,892	1,657	920	1,268	1,319
<b>Home Energy Solution (HES)</b>										
HES Furnace	36	104	54	-	-	-	-	-	-	-
HES Heat Pump Water Heater	175	378	541	1,015	-	-	-	-	-	-
HES Insulation Rebate	1,180	1,840	3,592	2,848	-	-	-	-	-	-
HES Window Rebate	132	2,231	4,166	3,605	-	-	-	-	-	-
HES Appliance Retirement	-	165	278	187	-	-	-	-	-	-
HES HVAC	301	303	169	135	-	-	-	-	-	-
Home Energy Solutions (Duct Sealing, Lighting) (Core Services only 2016-2021)	17,856	14,080	16,906	12,428	11,051	18,267	14,444	19,945	23,144	25,751
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	16,058	21,872	17,099	15,553	20,250	19,236
Residential HVAC	2,803	3,357	8,027	14,377	-	-	-	-	-	-
Energy Conservation Loan Program (ECLP)	169	-	-	-	-	-	-	-	-	-
<b>Total: Home Energy Solution (HES)</b>	<b>22,652</b>	<b>22,458</b>	<b>33,733</b>	<b>34,595</b>	<b>27,109</b>	<b>40,139</b>	<b>31,543</b>	<b>35,499</b>	<b>43,394</b>	<b>44,987</b>
HES-Income Eligible	8,424	7,824	14,711	12,203	9,599	21,582	15,039	25,831	21,898	19,998
Residential Behavior	-	-	339,218	296,871	405,959	506,000	119,622	140,000	160,000	160,000
<b>Subtotal: Residential Energy Efficiency Portfolio</b>	<b>2,354,233</b>	<b>2,207,636</b>	<b>3,299,557</b>	<b>3,197,590</b>	<b>3,721,807</b>	<b>4,161,782</b>	<b>2,804,856</b>	<b>2,797,858</b>	<b>2,687,892</b>	<b>2,335,133</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>										
<b>C&amp;I LOST OPPORTUNITY</b>										
Energy Conscious Blueprint	484	436	561	560	528	484	326	360	346	333
<b>Total: Lost Opportunity</b>	<b>484</b>	<b>436</b>	<b>561</b>	<b>560</b>	<b>528</b>	<b>484</b>	<b>326</b>	<b>360</b>	<b>346</b>	<b>333</b>
<b>C&amp;I LARGE RETROFIT</b>										
Energy Opportunities	859	762	789	796	1,111	1,144	1,147	1,216	1,308	1,254
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	38	23	55	78	194	144	132	177	166	157
PRIME (2009-2015)	99	76	65	87	-	-	-	-	-	-
<b>Total: C&amp;I Large Retrofit</b>	<b>996</b>	<b>861</b>	<b>909</b>	<b>961</b>	<b>1,305</b>	<b>1,288</b>	<b>1,279</b>	<b>1,393</b>	<b>1,474</b>	<b>1,411</b>
Small Business Energy Advantage	1,519	1,277	1,571	1,349	1,318	1,275	920	1,766	1,785	1,721
<b>Subtotal: C&amp;I Energy Efficiency Portfolio</b>	<b>2,999</b>	<b>2,574</b>	<b>3,041</b>	<b>2,870</b>	<b>3,151</b>	<b>3,047</b>	<b>2,525</b>	<b>3,520</b>	<b>3,605</b>	<b>3,465</b>
<b>OTHER - LOAD MANAGEMENT</b>										
ISO Load Response Program	263	225	220	215	113	78	78	-	-	-
Residential Demand Response	-	-	-	-	-	-	-	3,350	9,420	11,558
C&I Demand Response	-	-	-	-	-	-	-	12	405	497
<b>Subtotal: Load Management</b>	<b>263</b>	<b>225</b>	<b>220</b>	<b>215</b>	<b>113</b>	<b>78</b>	<b>78</b>	<b>3,362</b>	<b>9,825</b>	<b>12,054</b>
<b>TOTAL (includes ISO Load Response)</b>	<b>2,357,495</b>	<b>2,210,435</b>	<b>3,302,818</b>	<b>3,200,675</b>	<b>3,725,071</b>	<b>4,164,907</b>	<b>2,807,459</b>	<b>2,804,740</b>	<b>2,701,322</b>	<b>2,350,652</b>
<b>TOTAL (excludes ISO Load Response)</b>	<b>2,357,232</b>	<b>2,210,210</b>	<b>3,302,598</b>	<b>3,200,460</b>	<b>3,724,958</b>	<b>4,164,829</b>	<b>2,807,381</b>	<b>2,801,378</b>	<b>2,691,497</b>	<b>2,338,598</b>



Table D5 - Eversource CT Electric Historical and Cost per Projected kW

Eversource CT Electric Historical and Cost per Projected kW											
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goals	Goals	Goals	
<b>RESIDENTIAL</b>											
Residential Retail Products	\$ 1,079	\$ 1,162	\$ 2,025	\$ 1,723	\$ 1,465	\$ 1,062	\$ 1,902	\$ 2,461	\$ 2,422	\$ 2,854	
New Construction, Additions & Major Renovations	\$ 2,333	\$ 2,553	\$ 1,611	\$ 2,712	\$ 2,472	\$ 2,306	\$ 2,441	\$ 2,891	\$ 1,995	\$ 2,007	
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2021)	\$ 5,530	\$ 5,626	\$ 5,489	\$ 5,452	\$ 6,650	\$ 5,277	\$ 4,484	\$ 4,676	\$ 6,885	\$ 6,989	
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	\$ -	\$ -	\$ -	\$ -	\$ 5,344	\$ 5,030	\$ 5,397	\$ 5,754	\$ 4,202	\$ 4,139	
HES-Income Eligible	\$ 16,214	\$ 15,739	\$ 17,458	\$ 13,061	\$ 11,451	\$ 10,251	\$ 8,406	\$ 8,924	\$ 13,342	\$ 14,357	
Residential Behavior	\$ -	\$ -	\$ 362	\$ 191	\$ 715	\$ 726	\$ 210	\$ 967	\$ 1,566	\$ 1,566	
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 3,383</b>	<b>\$ 3,489</b>	<b>\$ 2,894</b>	<b>\$ 2,101</b>	<b>\$ 3,042</b>	<b>\$ 2,569</b>	<b>\$ 3,125</b>	<b>\$ 4,077</b>	<b>\$ 4,843</b>	<b>\$ 5,099</b>	
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
<b>C&amp;I LOST OPPORTUNITY</b>											
Energy Conscious Blueprint	\$ 1,104	\$ 1,525	\$ 1,780	\$ 1,707	\$ 1,872	\$ 1,696	\$ 2,387	\$ 2,788	\$ 2,918	\$ 3,116	
<b>Total: Lost Opportunity</b>	<b>\$ 1,104</b>	<b>\$ 1,525</b>	<b>\$ 1,780</b>	<b>\$ 1,707</b>	<b>\$ 1,872</b>	<b>\$ 1,696</b>	<b>\$ 2,387</b>	<b>\$ 2,788</b>	<b>\$ 2,918</b>	<b>\$ 3,116</b>	
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	\$ 1,755	\$ 2,668	\$ 2,706	\$ 2,247	\$ 2,756	\$ 1,878	\$ 2,250	\$ 3,089	\$ 3,199	\$ 3,191	
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 1,736	\$ 2,090	\$ 1,909	\$ 2,043	\$ 2,997	\$ 2,278	\$ 2,342	\$ 2,815	\$ 2,064	\$ 2,162	
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 1,800</b>	<b>\$ 2,670</b>	<b>\$ 2,662</b>	<b>\$ 2,267</b>	<b>\$ 2,770</b>	<b>\$ 1,897</b>	<b>\$ 2,258</b>	<b>\$ 3,064</b>	<b>\$ 3,063</b>	<b>\$ 3,066</b>	
Small Business Energy Advantage	\$ 3,195	\$ 4,529	\$ 5,056	\$ 3,746	\$ 3,192	\$ 3,090	\$ 2,564	\$ 2,667	\$ 3,375	\$ 3,414	
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 1,791</b>	<b>\$ 2,560</b>	<b>\$ 2,693</b>	<b>\$ 2,345</b>	<b>\$ 2,640</b>	<b>\$ 2,134</b>	<b>\$ 2,338</b>	<b>\$ 2,911</b>	<b>\$ 3,102</b>	<b>\$ 3,149</b>	
<b>OTHER - LOAD MANAGEMENT</b>											
ISO Load Response Program	\$ 41	\$ 43	\$ 41	\$ 23	\$ 67	\$ 59	\$ 31	\$ -	\$ -	\$ -	
Residential Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 833	\$ 715	\$ 702	
C&I Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 133	\$ 153	\$ 139	
<b>Subtotal: Load Management</b>	<b>\$ 41</b>	<b>\$ 43</b>	<b>\$ 41</b>	<b>\$ 23</b>	<b>\$ 92</b>	<b>\$ 100</b>	<b>\$ 50</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	
<b>TOTAL (includes ISO Load Response)</b>	<b>\$ 826</b>	<b>\$ 818</b>	<b>\$ 1,175</b>	<b>\$ 891</b>	<b>\$ 1,971</b>	<b>\$ 1,511</b>	<b>\$ 1,460</b>	<b>\$ 3,850</b>	<b>\$ 2,222</b>	<b>\$ 2,011</b>	
<b>TOTAL (excludes ISO Load Response)</b>	<b>\$ 2,980</b>	<b>\$ 3,493</b>	<b>\$ 4,066</b>	<b>\$ 2,712</b>	<b>\$ 3,416</b>	<b>\$ 2,877</b>	<b>\$ 3,175</b>	<b>\$ 3,850</b>	<b>\$ 2,222</b>	<b>\$ 2,011</b>	



Table D6 - Eversource CT Electric Historical and Cost per Projected Annual kWh

Table D6 Eversource CT Electric Historical and Cost per Projected Annual kWh										
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goals	Goals	Goals
<b>RESIDENTIAL</b>										
Residential Retail Products	\$ 0.096	\$ 0.103	\$ 0.180	\$ 0.211	\$ 0.181	\$ 0.132	\$ 0.267	\$ 0.319	\$ 0.309	\$ 0.344
New Construction, Additions & Major Renovations	\$ 0.824	\$ 0.756	\$ 0.557	\$ 0.711	\$ 0.945	\$ 0.888	\$ 0.982	\$ 0.614	\$ 0.689	\$ 0.726
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2021)	\$ 0.937	\$ 0.969	\$ 0.928	\$ 0.892	\$ 1.044	\$ 0.853	\$ 0.762	\$ 0.893	\$ 1.711	\$ 1.834
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	\$ -	\$ -	\$ -	\$ -	\$ 0.443	\$ 0.295	\$ 0.566	\$ 1.291	\$ 1.223	\$ 1.218
HES-Income Eligible	\$ 1.094	\$ 1.172	\$ 1.570	\$ 1.230	\$ 1.351	\$ 0.983	\$ 0.889	\$ 0.921	\$ 1.494	\$ 1.607
Residential Behavior	\$ -	\$ -	\$ 0.093	\$ 0.049	\$ 0.163	\$ 0.166	\$ 0.024	\$ 0.110	\$ 0.179	\$ 0.179
<b>Subtotal: Residential Energy Efficiency Portf</b>	<b>\$ 0.350</b>	<b>\$ 0.375</b>	<b>\$ 0.424</b>	<b>\$ 0.362</b>	<b>\$ 0.431</b>	<b>\$ 0.354</b>	<b>\$ 0.427</b>	<b>\$ 0.584</b>	<b>\$ 0.812</b>	<b>\$ 0.870</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>										
<b>C&amp;I LOST OPPORTUNITY</b>										
Energy Conscious Blueprint	\$ 0.250	\$ 0.257	\$ 0.320	\$ 0.321	\$ 0.358	\$ 0.286	\$ 0.369	\$ 0.449	\$ 0.472	\$ 0.504
<b>Total: Lost Opportunity</b>	<b>\$ 0.250</b>	<b>\$ 0.257</b>	<b>\$ 0.320</b>	<b>\$ 0.321</b>	<b>\$ 0.358</b>	<b>\$ 0.286</b>	<b>\$ 0.369</b>	<b>\$ 0.449</b>	<b>\$ 0.472</b>	<b>\$ 0.504</b>
<b>C&amp;I LARGE RETROFIT</b>										
Energy Opportunities	\$ 0.255	\$ 0.368	\$ 0.355	\$ 0.330	\$ 0.338	\$ 0.286	\$ 0.309	\$ 0.411	\$ 0.413	\$ 0.413
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 0.152	\$ 0.381	\$ 0.217	\$ 0.322	\$ 0.303	\$ 0.270	\$ 0.343	\$ 0.424	\$ 0.363	\$ 0.382
PRIME (2009-2015)	\$ 0.231	\$ 0.246	\$ 0.285	\$ 0.309	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 0.241</b>	<b>\$ 0.365</b>	<b>\$ 0.338</b>	<b>\$ 0.329</b>	<b>\$ 0.336</b>	<b>\$ 0.285</b>	<b>\$ 0.312</b>	<b>\$ 0.412</b>	<b>\$ 0.408</b>	<b>\$ 0.410</b>
Small Business Energy Advantage	\$ 0.408	\$ 0.497	\$ 0.492	\$ 0.476	\$ 0.509	\$ 0.513	\$ 0.421	\$ 0.399	\$ 0.437	\$ 0.442
<b>Subtotal: C&amp;I Energy Efficiency Portfolio</b>	<b>\$ 0.276</b>	<b>\$ 0.360</b>	<b>\$ 0.362</b>	<b>\$ 0.354</b>	<b>\$ 0.370</b>	<b>\$ 0.334</b>	<b>\$ 0.339</b>	<b>\$ 0.415</b>	<b>\$ 0.424</b>	<b>\$ 0.432</b>
<b>TOTAL (includes ISO Load Response)</b>	<b>\$ 0.414</b>	<b>\$ 0.462</b>	<b>\$ 0.480</b>	<b>\$ 0.443</b>	<b>\$ 0.489</b>	<b>\$ 0.431</b>	<b>\$ 0.456</b>	<b>\$ 0.613</b>	<b>\$ 0.655</b>	<b>\$ 0.685</b>
<b>TOTAL (excludes ISO Load Response)</b>	<b>\$ 0.399</b>	<b>\$ 0.444</b>	<b>\$ 0.468</b>	<b>\$ 0.435</b>	<b>\$ 0.481</b>	<b>\$ 0.423</b>	<b>\$ 0.451</b>	<b>\$ 0.613</b>	<b>\$ 0.655</b>	<b>\$ 0.685</b>

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

Eversource CT Electric Historical and Cost per Projected Lifetime kWh											
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goals	Goals	Goals	
<b>RESIDENTIAL</b>											
Residential Retail Products	\$ 0.019	\$ 0.016	\$ 0.020	\$ 0.021	\$ 0.016	\$ 0.017	\$ 0.044	\$ 0.060	\$ 0.068	\$ 0.081	
New Construction, Additions & Major Renovations	\$ 0.047	\$ 0.046	\$ 0.037	\$ 0.044	\$ 0.056	\$ 0.057	\$ 0.062	\$ 0.038	\$ 0.041	\$ 0.044	
Home Energy Solutions (HVAC, Duct Sealing, Lighting) (Core Services only 2016-2021)	\$ 0.099	\$ 0.093	\$ 0.078	\$ 0.072	\$ 0.085	\$ 0.078	\$ 0.079	\$ 0.103	\$ 0.163	\$ 0.172	
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	\$ -	\$ -	\$ -	\$ -	\$ 0.033	\$ 0.020	\$ 0.034	\$ 0.079	\$ 0.078	\$ 0.078	
HES-Income Eligible	\$ 0.076	\$ 0.085	\$ 0.116	\$ 0.104	\$ 0.111	\$ 0.080	\$ 0.078	\$ 0.104	\$ 0.176	\$ 0.210	
Residential Behavior	\$ -	\$ -	\$ 0.047	\$ 0.025	\$ 0.064	\$ 0.065	\$ 0.009	\$ 0.043	\$ 0.069	\$ 0.069	
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 0.049</b>	<b>\$ 0.047</b>	<b>\$ 0.051</b>	<b>\$ 0.044</b>	<b>\$ 0.040</b>	<b>\$ 0.039</b>	<b>\$ 0.055</b>	<b>\$ 0.081</b>	<b>\$ 0.110</b>	<b>\$ 0.120</b>	
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
<b>C&amp;I LOST OPPORTUNITY</b>											
Energy Conscious Blueprint	\$ 0.017	\$ 0.017	\$ 0.021	\$ 0.021	\$ 0.024	\$ 0.019	\$ 0.024	\$ 0.030	\$ 0.031	\$ 0.033	
<b>Total: Lost Opportunity</b>	<b>\$ 0.017</b>	<b>\$ 0.017</b>	<b>\$ 0.021</b>	<b>\$ 0.021</b>	<b>\$ 0.024</b>	<b>\$ 0.019</b>	<b>\$ 0.024</b>	<b>\$ 0.030</b>	<b>\$ 0.031</b>	<b>\$ 0.033</b>	
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	\$ 0.022	\$ 0.031	\$ 0.031	\$ 0.029	\$ 0.030	\$ 0.025	\$ 0.026	\$ 0.036	\$ 0.036	\$ 0.036	
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 0.018	\$ 0.045	\$ 0.029	\$ 0.051	\$ 0.048	\$ 0.049	\$ 0.067	\$ 0.068	\$ 0.053	\$ 0.056	
PRIME (2009-2015)	\$ 0.046	\$ 0.049	\$ 0.057	\$ 0.062	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 0.022</b>	<b>\$ 0.032</b>	<b>\$ 0.031</b>	<b>\$ 0.030</b>	<b>\$ 0.030</b>	<b>\$ 0.026</b>	<b>\$ 0.028</b>	<b>\$ 0.037</b>	<b>\$ 0.037</b>	<b>\$ 0.037</b>	
Small Business Energy Advantage	\$ 0.033	\$ 0.041	\$ 0.040	\$ 0.038	\$ 0.041	\$ 0.041	\$ 0.034	\$ 0.033	\$ 0.035	\$ 0.035	
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 0.023</b>	<b>\$ 0.028</b>	<b>\$ 0.029</b>	<b>\$ 0.029</b>	<b>\$ 0.031</b>	<b>\$ 0.028</b>	<b>\$ 0.028</b>	<b>\$ 0.034</b>	<b>\$ 0.035</b>	<b>\$ 0.036</b>	
<b>TOTAL (includes ISO Load Response)</b>	<b>\$ 0.041</b>	<b>\$ 0.043</b>	<b>\$ 0.045</b>	<b>\$ 0.043</b>	<b>\$ 0.043</b>	<b>\$ 0.041</b>	<b>\$ 0.044</b>	<b>\$ 0.059</b>	<b>\$ 0.061</b>	<b>\$ 0.064</b>	
<b>TOTAL (excludes ISO Load Response)</b>	<b>\$ 0.039</b>	<b>\$ 0.041</b>	<b>\$ 0.044</b>	<b>\$ 0.043</b>	<b>\$ 0.042</b>	<b>\$ 0.041</b>	<b>\$ 0.043</b>	<b>\$ 0.059</b>	<b>\$ 0.061</b>	<b>\$ 0.064</b>	

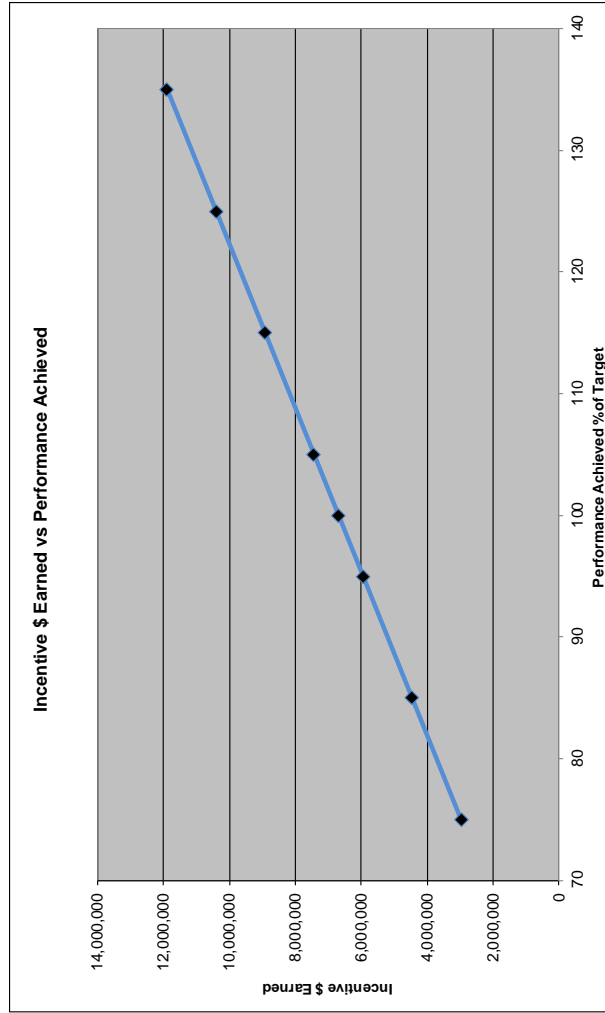
## Eversource Electric PMI (2020)

### EVERSOURCE CT ELECTRIC

#### 2020 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 Companies with input from the EEB, the EEB consultants, and DEEP. These performance and incentive metrics apply to the programs delineated in the 2019-2021 Plan. The projected Eversource CT Performance Incentive is \$6,689,195 and is based on achieving 100% of all performance targets and earning an incentive of 4.5% of the total EE program budget of \$148,648,787 as shown on Table A (exclusive of EEB 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-		
Performance % Minimum	Pretax Incentive	Pre-tax Incentive
75	2%	\$2,972,976
85	3%	\$4,459,464
95	4%	\$5,945,951
<b>100</b>	<b>4.5%</b>	<b>\$6,689,195</b>
105	5%	\$7,432,439
115	6%	\$8,918,927
125	7%	\$10,405,415
135	8%	\$11,891,903
<b>Maximum Budget</b>		<b>\$148,648,787</b>



Goals will be prorated based on actual over/under spend of budget.

Eversource Electric PMI (2020) continued

SECTOR Program	Performance Indicators					Incentive Metrics		
	Program Name	LT-kWh	kW	% (1)	Incentive Metric	Target Goal	Weight	Incentive
Residential Programs (Sector Level) Sector Budget	<b>RESIDENTIAL</b>							
	\$54,692							
		Retail Products New	110,218,972	3,090	24.5%			
		Construction	66,175,132	1,354	12.7%			
		Home Energy Solutions	125,431,110	2,964	25.7%			
		HVAC	70,715,473	1,309	13.1%			
		HES-Income Eligible	93,788,976	1,237	15.3%			
		Behavior	30,302,100	1,341	8.7%			
		<b>Total</b>	<b>496,631,763</b>	<b>11,294</b>				
		<b>Savings Rate</b>	<b>\$ 0.10386 / kWh</b>	<b>\$3,684 / kW</b>				
	<b>Savings</b>	<b>\$ 51,578,608</b>	<b>\$ 41,608,410</b>					
	(1) percent of target goal							
<b>Net Electric System Benefit - Res.</b>					Electric System Benefit less Program Costs	\$38,494,993.35	0.1950	\$1,304,393
Home Energy Solutions	\$20,407	Electric Savings LTRkWh :	125,431,110		Energy Savings included in appropriate sector level metric			
		Demand Savings kw :	2,964		Increase HES savings Per Home	Achieve MMBTU in HES per single-family home savings across all fuels	0.0300	\$200,676
					Number of homes that receive insulation rebates/Number of homes that receive HES Assessments. Based on 2019 actuals plus 2.0%.	% of homes that receive insulation rebates	0.0150	\$100,338

Eversource Electric PMI (2020) continued

SECTOR Program	Performance Indicators		Incentive Metrics				
			Incentive Metric	Target Goal	Weight	Incentive	
<b>RESIDENTIAL</b>							
Residential New Construction	\$2,700	Electric Savings LTRWh : Demand Savings k	66,175,132 1,354	Energy Savings included in appropriate sector level metric			
		Percentage of single-family and single-family attached homes/units in the RNC program that achieve a HERS rating of 50 or less. Based on 2019 Actual plus 4% points.		Increase % of efficient new homes	%	0.0150	\$100,338
HES-Income Eligible	\$16,500	Electric Savings LTRWh :	93,788,976	Energy savings included in appropriate sector level metric			
		Demand Savings kW :	1,237				
Retail Products	\$7,485	MMBTU per single-family home for Core Services that have air sealing completed (i.e., non-barriered homes). Based on 2019 actuals adjusted to 2020 CT PSD plus 2.0%.		Increase HES-IE savings per Home	Achieve MMBTU in HES-IE per single-family home savings across all fuels	0.0300	\$200,676
		Expend the HES-IE Budget. Full Penalty is 5% times HES-IE Budgeted Spending. Expend 95% spending avoids the penalty. The penalty is on a sliding scale from 85% to 95%. Above 85% spending, the penalty is scaled with a 10% reduction in the penalty for each one percentage point increase in budget spend above 85%.		Expend 2020 HES-IE Budget	This is a penalty metric - 5%		
Retail Products	\$7,485	Electric Savings LTRWh :	110,218,972	Energy savings included in appropriate sector level metric			
		Demand Savings kW :	3,090				

Eversource Electric PMI (2020) continued

SECTOR Program	Performance Indicators				Incentive Metrics				
	Program Name	LT-kWh	kW	% (1)	Incentive Metric	Target Goal	Weight	Incentive	
<b>COMMERCIAL &amp; INDUSTRIAL (C&amp;I)</b>									
<b>C&amp;I Programs (Sector Level) Sector Budget</b>	\$72,419	403,907,749	4,306	19.1%	Total Electric System Benefit from C&I programs	Electric System Benefit from C&I programs	0.2100	\$1,404,731	
		1,112,431,922	12,401	53.6%					
		65,299,408	1,689	4.9%		\$339,008,453			
		479,710,281	4,948	22.4%					
		2,061,349,360	23,344						
		\$ 0.09477 / kWh	\$ 6,153 / kW						
		\$ 195,362,962	\$ 143,645,491						
		(1) percent of target goal							
		Electric System Benefit less Program Costs		\$266,589,053.95					\$266,589,054
	<b>Net Electric System</b>							0.2100	\$1,404,731
<b>Energy Opportunities</b>	\$39,671				Develop and implement comprehensive offerings. Offerings will consist of a tailored combination of measure and service bundles, and technical assistance for SEM, benchmarking. Calculated as signed projects that included comprehensive offerings at time of offering/all signed projects (excluding rebates). Comprehensive shall be defined as including multiple end use measures with BES counting as an end use. Based on Prior Year Actual results + 5%.	Continue to Advance Projects That Are More Efficient than the State Energy Code, etc.	0.0300	\$200,676	

Eversource Electric PMI (2020) continued

SECTOR Program	Performance Indicators		Incentive Metrics			
			Incentive Metric	Target Goal	Weight	Incentive
<b>COMMERCIAL &amp; INDUSTRIAL (C&amp;I)</b>						
<b>Energy Conscious Blueprint</b>	<b>\$12,565</b>	Number of new construction/major renovation projects that are more efficient than the State Energy Code and are: 30% > ASHRAE 90.1-2013 or IECC 2015, or utilize Whole Building Performance, or Near Net Zero Energy Projects and at least one towards Net Zero Energy project which shall include renewable energy technologies such as, but not limited to, Solar PV, Solar Thermal, Fuel Cells, CHP, and Wind.	Continue to Advance Projects That Are More Efficient than the State Energy Code, etc.	50% of signed projects	0.0200	<b>\$133,784</b>
<b>Small Business Energy Advantage</b>	<b>\$16,697</b>	<p>Electric Saving LTKWh : 479,710,281</p> <p>Demand Saving kW : 4,948</p> <p>Develop and implement comprehensive projects. Offerings will consist of a tailored combination of measure and service bundles, and energy management. Calculated as signed projects that included comprehensive offerings at time of offering/all signed projects (excluding rebates). This is based on 2019 Actual results plus 5%.</p>	<p>Energy savings included in appropriate sector level metric</p> <p>Continue to Promote Comprehensive Projects</p>	% of signed projects	0.03	<b>\$200,676</b>
<b>Strategic Energy Management</b>	<b>\$3,486</b>	<p>The Companies will engage 10 companies that are part of a cohort (one or more) with each company saving a minimum of 10 annual MWH and the Companies also will engage with 10 individual companies with each company's savings a minimum of 25 annual MWh.</p> <p>SEM savings will be measured and claimed as per CEE SEM Minimum Elements. Based on the above the participation goal is 20 total companies with savings (10 as part of a cohort and 10 individuals).</p>	Promote Strategic Energy Management (SEM) Initiatives	CEE SEM Minimum Elements	0.0200	<b>\$133,784</b>
<b>Total of Incentives</b>					<b>1.00000</b>	<b>\$6,689,195</b>

Eversource Electric PMI (2021)

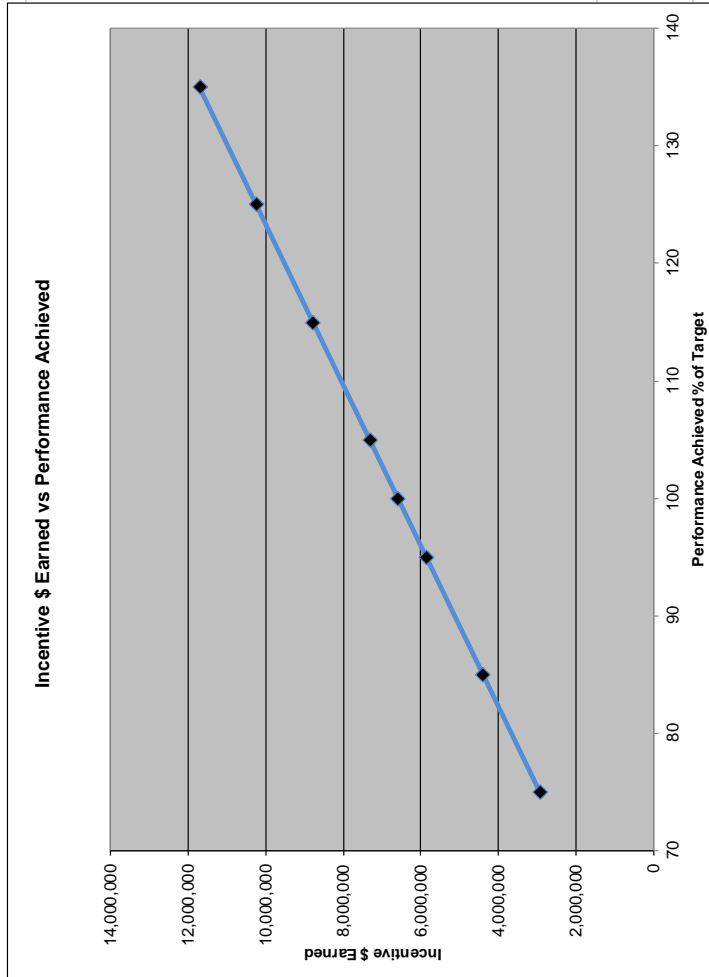
**EVERSOURCE CT ELECTRIC**

**2021 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 Companies with input from the EEB, the EEB consultants, and DEEP. These performance and incentive metrics apply to the programs delineated in the 2019-2021 Plan. The projected Eversource CT Performance Incentive is \$6,588,368 and is based on achieving 100% of all performance targets and earning an incentive of 4.5% of the total EE program budget of \$146,408,167 as shown on Table A (exclusive of EEB 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:

<b>-Performance Incentive Illustration-</b>		
<b>Performance % Minimum</b>	<b>Pretax Incentive</b>	<b>Pre-tax Incentive</b>
75	2%	\$2,928,163
85	3%	\$4,392,245
95	4%	\$5,856,327
<b>100</b>	<b>4.5%</b>	<b>\$6,588,368</b>
105	5%	\$7,320,408
115	6%	\$8,784,490
125	7%	\$10,248,572
135	8%	\$11,712,653
<b>Maximum Budget</b>		<b>\$146,408,167</b>

**Goals will be prorated based on actual over/under spend of budget.**





Eversource Electric PMI (2021) continued

SECTOR Program	Performance Indicators				Incentive Metrics				
	Program Name	LT-kWh	kWh	% (1)	Incentive Metric	Target Goal	Weight	Incentive	
Residential Programs (Sector Level) Sector Budget	<b>RESIDENTIAL</b>								
	\$52,575								
						Sum of Electric System Benefit from Residential programs	Electric System Benefit from Residential	0.1950	\$1,284,732
		84,924,689	2,400	21.2%					
		63,897,289	1,395	14.1%					
		113,311,757	2,785	26.4%					
		67,405,696	1,268	14.0%					
		76,819,649	1,122	14.4%					
		30,302,100	1,341	9.8%					
		436,661,180	10,312						
		Savings Rate \$ 0.10034 / kWh	\$ 3,748						
		Savings \$ 43,812,654	\$ 38,654,431						
	(1) percent of target goal								
Net Electric System Benefit - Res.		Electric System Benefit less Program Costs		\$29,892,067.72		\$29,892,068	0.1950	\$1,284,732	
Home Energy Solutions	\$19,468								
		Electric Savings LTKWh :	113,311,757			Energy Savings included in appropriate sector level metric			
		Demand Savings kw :	2,785						
		MMBTU per single-family home (not including lighting) for Core Services that have air sealing completed (i.e., non-barriered homes). Based on 2020 actuals adjusted to 2021 CT PSD plus 2.0%.				Achieve MMBTU in HES per single-family home savings across all fuels	0.0300	\$197,651	
		Number of homes that receive insulation rebates/Number of homes that receive HES Assessments. Based on 2019 actuals plus 2%.				% of homes that receive insulation rebates	0.0150	\$98,826	

Eversource Electric PMI (2021) continued

SECTOR Program	Performance Indicators		Incentive Metrics			
			Incentive Metric	Target Goal	Weight	Incentive
<b>RESIDENTIAL</b>						
<b>Residential New Construction</b>	\$2,800	Electric Savings LTKWh : Demand Savings kW :	63,897,289 1,395	Energy Savings included in appropriate sector level metric		
		Percentage of single-family and single-family attached homes/units in the RNC program that achieve a HERS rating of 50 or less. Based on 2020 Actual plus 4% points.		Increase % of efficient new homes	%	0.0150
<b>HES-Income Eligible</b>	\$16,107	Electric Savings LTKWh : Demand Savings kW :	76,819,649 1,122	Energy savings included in appropriate sector level metric		
		MIMBTU per single-family home for Core Service that have air sealing completed (i.e., non-barriered homes). Based on 2020 actuals adjusted to 2021 CT PSD plus 2.0%.  Expend the HES-IE Budget - Full Penalty is 5% times HES-IE Budgeted Spending. Expending 95% spending avoids the penalty. The penalty is on a sliding scale from 85% to 95%. Above 85% spending, the penalty is scaled with a 10% reduction in the penalty for each one percentage point increase in budget spend above 85%.		Achieve MIMBTU in HES-IE per Single family home savings across all fuels		0.0300
<b>Retail Products</b>	\$6,850	Electric Savings LTKWh : Demand Savings kW :	84,924,689 2,400	Energy savings included in appropriate sector level metric		
				Expend 2020 HES-IE Budget	This is a penalty metric - 5%	

Eversource Electric PMI (2021) continued

SECTOR Program	Performance Indicators						Incentive Metrics		
	Program Name	LT-kWh	kw	% (1)	Incentive Metric	Target Goal	Weight	Incentive	
<b>COMMERCIAL &amp; INDUSTRIAL (C&amp;I)</b>									
<b>C&amp;I Programs (Sector Level) Sector Budget</b>	<b>\$70,747</b>	388,812,371	4,145	19.1%	Total Electric System Benefit from C&I programs	Electric System Benefit from C&I programs	0.2100	<b>\$1,383,557</b>	
		1,066,173,915	11,911	53.5%					
	Small Business	63,699,275	1,641	5.0%		<b>\$321,636,690</b>			
		462,819,070	4,769	22.4%					
		1,981,504,631	22,465						
		Savings Rate \$ 0.09160 / kWh \$ 6.237 / kW							
		Savings \$ 181,514,056							
	(1) percent of target goal								
<b>Net Electric System Benefit- C&amp;I</b>				<b>\$250,889,655</b>		<b>\$250,889,655</b>	0.2100	<b>\$1,383,557</b>	
<b>Energy Opportunities</b>	<b>\$38,002</b>				Develop and implement comprehensive offerings. Offerings will consist of a tailored combination of measure and service bundles, and technical assistance for SEM, benchmarking. Calculated as signed projects that included comprehensive offerings at time of offering/all signed projects (excluding rebates). Comprehensive shall be defined as including multiple end-use measures with BES counting as an end use. Based on Prior Year Actual results + 5%.	% of all signed projects.	0.0300	<b>\$197,651</b>	

Eversource Electric PMI (2021) continued

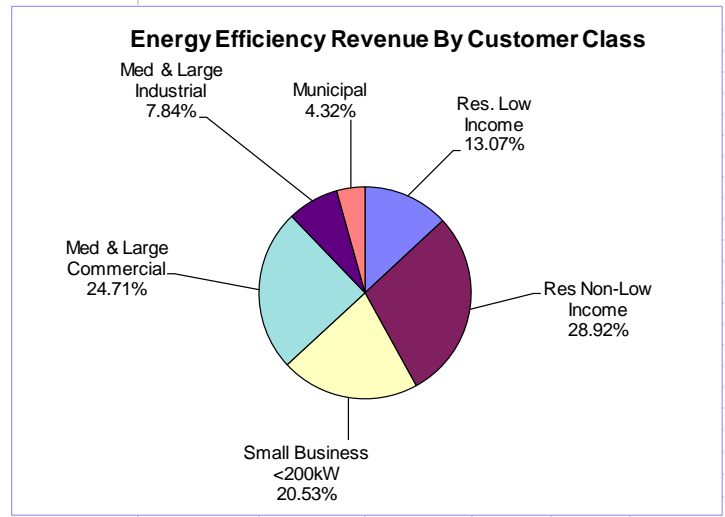
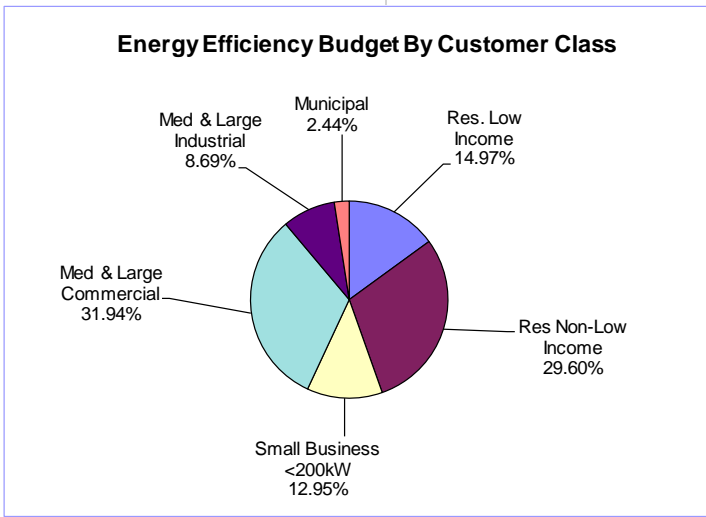
SECTOR Program	Performance Indicators		Incentive Metrics			
			Incentive Metric	Target Goal	Weight	Incentive
<b>COMMERCIAL &amp; INDUSTRIAL (C&amp;I)</b>						
Energy Conscious Blueprint	\$12,918	<p>Number of new construction/major renovation projects that are more efficient than the State Energy Code and are: 30% &gt; ASHRAE 90.1-2013 or IECC 2015, or utilize Whole Building Performance, or Near Net Zero Energy Projects and at least one towards Net Zero Energy project which shall include renewable energy technologies such as, but not limited to, Solar PV, Solar Thermal, Fuel Cells, CHP, and Wind.</p>	Continue to Advance Projects That Are More Efficient than the State Energy Code, etc.	50% of signed projects	0.0200	\$131,767
			<p>Electric Saving LTKWh : 462,819,070</p> <p>Demand Saving kW : 4,769</p>	Energy savings included in appropriate sector level metric		
Small Business Energy Advantage	\$16,279	<p>Develop and implement comprehensive projects. Offerings will consist of a tailored combination of measure and service bundles, and energy management. Calculated as signed projects that included comprehensive offerings at time of offering/all signed projects (excluding rebates). This is based on 2019 Actual results plus 5%.</p>	Continue to Promote Comprehensive Projects	% of signed projects	0.0300	\$197,651
Strategic Energy Management	\$3,547	<p>The Companies will engage 10 companies that are part of a cohort (one or more) with each company saving a minimum of 10 annual MWh and the Companies also will engage with 10 individual companies with each company's savings a minimum of 25 annual MWh. SEM savings will be measured and claimed as per CEE SEM Minimum Elements. Based on the above the participation goal is 20 total companies with savings (10 as part of a cohort and 10 individuals).</p>	Promote Strategic Energy Management (SEM) Initiatives	CEE SEM Minimum Elements	0.0200	\$131,767
<b>Total of Incentives</b>					<b>1.00000</b>	<b>\$6,588,368</b>

UNITED ILLUMINATING ELECTRIC TABLES

United Illuminating Electric Table A1 (2019-2022)

UNITED ILLUMINATING ENERGY EFFICIENCY BUDGET	3/1/2019 2019 UI BUDGET UPDATE	11/1/2019 2020 UI BUDGET UPDATE	11/1/2019 2021 UI BUDGET UPDATE	11/1/2019 2022 UI BUDGET UPDATE
<b>RESIDENTIAL</b>				
Residential Retail Products	\$ 2,065,085	\$ 1,988,522	\$ 1,771,123	\$ 1,709,622
New Construction	\$ 607,378	\$ 622,848	\$ 599,005	\$ 572,774
Home Energy Solutions (HES)	\$ 3,644,267	\$ 3,738,123	\$ 3,574,560	\$ 3,440,284
HVAC/Water Heaters	\$ 1,457,707	\$ 1,498,658	\$ 1,411,765	\$ 1,368,079
HES-Income Eligible	\$ 4,251,647	\$ 4,373,823	\$ 4,160,233	\$ 4,003,296
Residential Behavior	\$ 121,476	\$ 221,914	\$ 356,206	\$ 341,548
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 12,147,561</b>	<b>\$ 12,443,889</b>	<b>\$ 11,872,892</b>	<b>\$ 11,435,602</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>				
<b>C&amp;I LOST OPPORTUNITY</b>				
Energy Conscious Blueprint	\$ 4,184,555	\$ 4,364,137	\$ 4,022,448	\$ 3,829,981
<b>Total: Lost Opportunity</b>	<b>\$ 4,184,555</b>	<b>\$ 4,364,137</b>	<b>\$ 4,022,448</b>	<b>\$ 3,829,981</b>
<b>C&amp;I LARGE RETROFIT</b>				
Energy Opportunities	\$ 7,987,195	\$ 7,791,465	\$ 7,191,411	\$ 6,825,457
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 1,224,171	\$ 1,229,960	\$ 1,136,035	\$ 1,075,401
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 9,211,366</b>	<b>\$ 9,021,425</b>	<b>\$ 8,327,446</b>	<b>\$ 7,900,858</b>
Small Business Energy Advantage	\$ 4,092,233	\$ 4,058,800	\$ 3,740,024	\$ 3,562,536
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 17,488,154</b>	<b>\$ 17,444,361</b>	<b>\$ 16,089,918</b>	<b>\$ 15,293,376</b>
<b>OTHER - EDUCATION</b>				
Educate the Public	\$ 294,279	\$ 444,474	\$ 327,634	\$ 327,634
Customer Engagement	\$ -	\$ 275,000	\$ 275,000	\$ 275,000
Educate the Students	\$ 116,992	\$ 101,242	\$ 102,752	\$ 102,752
Educate the Workforce	\$ 47,633	\$ 140,901	\$ 141,467	\$ 141,467
<b>Subtotal: Education</b>	<b>\$ 458,904</b>	<b>\$ 961,617</b>	<b>\$ 846,852</b>	<b>\$ 846,852</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>				
Financing Support - Residential	\$ 148,004	\$ 149,381	\$ 150,799	\$ 150,799
Financing Support - C&I	\$ -	\$ 85,000	\$ 85,000	\$ 85,000
Research, Development & Demonstration	\$ 151,250	\$ 151,250	\$ 151,250	\$ 151,250
<b>Subtotal: Programs/Requirements</b>	<b>\$ 299,254</b>	<b>\$ 385,630</b>	<b>\$ 387,049</b>	<b>\$ 387,049</b>
<b>OTHER - LOAD MANAGEMENT</b>				
Demand Response Pilot - Residential	\$ 852,299	\$ 1,377,228	\$ 2,570,876	\$ 2,570,876
Demand Response Pilot - C&I	\$ 151,267	\$ 283,218	\$ 381,455	\$ 575,156
<b>Subtotal: Load Management</b>	<b>\$ 1,003,566</b>	<b>\$ 1,660,446</b>	<b>\$ 2,952,331</b>	<b>\$ 3,146,032</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>				
Administration	\$ 258,752	\$ 265,833	\$ 273,127	\$ 280,639
Marketing Plan	\$ 33,440	\$ 89,100	\$ 121,400	\$ 121,400
Planning	\$ 134,434	\$ 162,367	\$ 140,393	\$ 140,393
Evaluation Measurement and Verification	\$ 255,806	\$ 480,000	\$ 480,000	\$ 480,000
Evaluation Administrator	\$ 44,800	\$ 48,000	\$ 48,000	\$ 48,000
Information Technology	\$ 452,520	\$ 455,300	\$ 458,164	\$ 458,164
Energy Efficiency Board Consultants	\$ 76,544	\$ 104,000	\$ 104,000	\$ 104,000
Audits - Financial and Operational	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000
Performance Management Incentive	\$ 1,463,958	\$ 1,545,685	\$ 1,512,996	\$ 1,466,528
<b>Subtotal: Admin/Planning Expenditures</b>	<b>\$ 2,744,254</b>	<b>\$ 3,174,285</b>	<b>\$ 3,162,079</b>	<b>\$ 3,123,123</b>
<b>Subtotal: C&amp;LM BUDGET</b>	<b>\$ 34,141,692</b>	<b>\$ 36,070,229</b>	<b>\$ 35,311,121</b>	<b>\$ 34,232,033</b>
Transfer to State Fund	\$ 5,350,000	\$ -	\$ -	\$ -
<b>TOTAL ENERGY EFFICIENCY BUDGET</b>	<b>\$ 39,491,692</b>	<b>\$ 36,070,229</b>	<b>\$ 35,311,121</b>	<b>\$ 34,232,033</b>
Totals may vary due to rounding.				

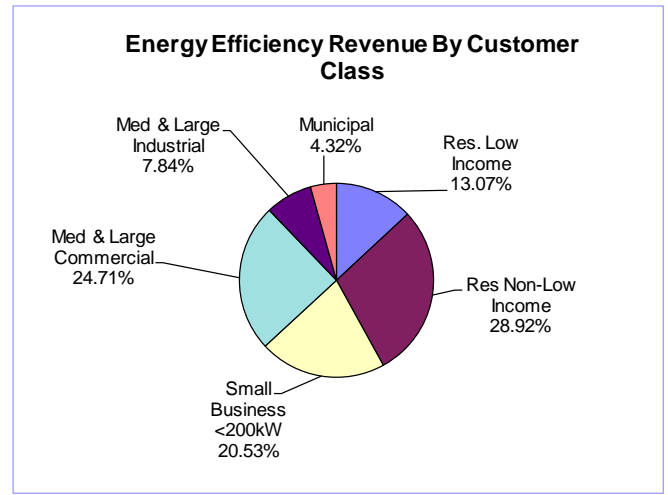
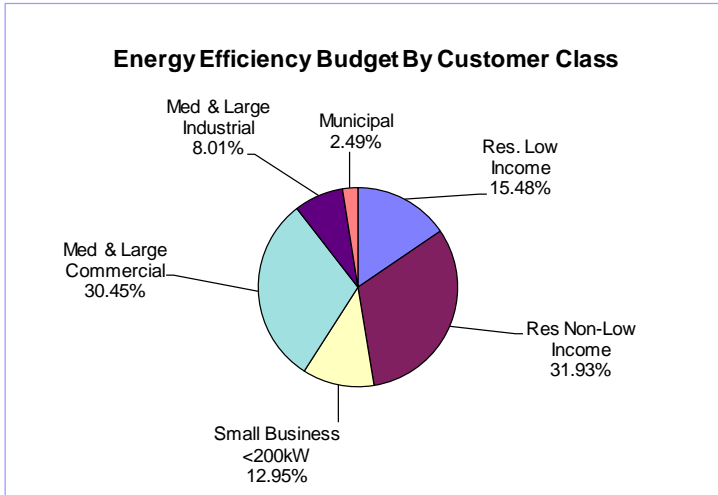
United Illuminating Electric Table A Pie Chart (2020)



Customer Class	Budget*	% of Total C&LM Budget	% of Residential & C&I Budget	% of Residential & C&I Revenue	Difference
Res. Low Income	\$ 4,915,331	13.63%	14.97%	13.07%	1.90%
Res Non-Low Income	\$ 9,720,128	26.95%	29.60%	28.92%	0.68%
<b>Subtotal: Residential</b>	<b>\$ 14,635,458</b>	<b>40.57%</b>	<b>44.57%</b>	<b>41.99%</b>	<b>2.58%</b>
Small Business < 200kW	\$ 4,058,800	11.25%	12.36%	21.14%	-8.78%
Med & Large Commercial	\$ 10,486,590	29.07%	31.94%	24.71%	7.23%
Med & Large Industrial	\$ 2,852,946	7.91%	8.69%	7.84%	0.85%
Municipal	\$ 800,000	2.22%	2.44%	4.32%	-1.88%
<b>Subtotal: C&amp;I</b>	<b>\$ 18,198,335</b>	<b>50.45%</b>	<b>55.43%</b>	<b>58.01%</b>	<b>-2.58%</b>
<b>Subtotal: Residential and C&amp;I</b>	<b>\$ 32,833,794</b>	<b>91.03%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>0.00%</b>
Other Expenditures	\$ 3,236,435	8.97%			
<b>Subtotal: Other Expenditures</b>	<b>\$ 3,236,435</b>	<b>8.97%</b>			
<b>GRAND TOTAL</b>	<b>\$ 36,070,229</b>	<b>100%</b>			

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

United Illuminating Electric Table A Pie Chart (2021)



Customer Class	Budget *	% of Total C&LM Budget	% of Residential & C&I Budget	% of Residential & C&I Revenue	Difference
Res. Low Income	\$ 4,971,432	14.08%	15.48%	13.07%	2.41%
Res Non-Low Income	\$ 10,257,007	29.05%	31.93%	28.92%	3.01%
<b>Subtotal: Residential</b>	<b>\$ 15,228,439</b>	<b>43.13%</b>	<b>47.41%</b>	<b>41.99%</b>	<b>5.42%</b>
Small Business < 200kW	\$ 3,740,024	10.59%	11.64%	21.14%	-9.50%
Med & Large Commercial	\$ 9,779,169	27.69%	30.45%	24.71%	5.74%
Med & Large Industrial	\$ 2,571,561	7.28%	8.01%	7.84%	0.17%
Municipal	\$ 800,000	2.27%	2.49%	4.32%	-1.83%
<b>Subtotal: C&amp;I</b>	<b>\$ 16,890,754</b>	<b>47.83%</b>	<b>52.59%</b>	<b>58.01%</b>	<b>-5.42%</b>
<b>Subtotal: Residential and C&amp;I</b>	<b>\$ 32,119,192</b>	<b>90.96%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>0.00%</b>
Other Expenditures	\$ 3,191,928	9.04%			
<b>Subtotal: Other Expenditures</b>	<b>\$ 3,191,928</b>	<b>9.04%</b>			
<b>GRAND TOTAL</b>	<b>\$ 35,311,121</b>	<b>100%</b>			

\*Please see attached Budget Allocation Table.

Totals may vary due to rounding.

United Illuminating Electric Table A Budget Allocation (2019-2022)

<b>Table A Pie Sector Allocation</b>			
	<b>Residential</b>	<b>C&amp;I</b>	<b>Other</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>			
Educate the Public	50%	50%	0%
Customer Engagement	80%	20%	0%
Educate the Students	80%	20%	0%
Educate the Workforce	50%	50%	0%
<b>OTHER - PROGRAMS/REQUIREMENTS</b>			
Residential Loan Program	100%	0%	0%
C&I Financing Support	0%	100%	0%
Research, Development & Demonstration	0%	0%	100%
<b>OTHER - LOAD MANAGEMENT</b>			
Residential Demand Response	100%	0%	0%
C&I Demand Response	0%	100%	0%
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>			
Administration	0%	0%	100%
Marketing Plan	80%	20%	0%
Planning	0%	0%	100%
Evaluation Measurement and Verification	0%	0%	100%
Evaluation Administrator	0%	0%	100%
Information Technology	0%	0%	100%
Energy Efficiency Board Consultants	0%	0%	100%
Audit - Financial and Operational	0%	0%	100%
Performance Management Incentive	0%	0%	100%
<p>Note: Core Residential and C&amp;I programs that produce savings are allocated 100% to the Residential and C&amp;I sectors, respectively. Other programs budgets are allocated to both Residential and C&amp;I sectors based on an estimated percentage of the sector that those dollars will directly benefit by the percentages above.</p>			



Table B - United Illuminating Electric Costs and Benefits (2020)

2020 United Illuminating	Costs (\$000)			Benefits (\$000)			Benefit Cost Ratios			Quantities			Electric Savings		
	Utility Cost	Modified Utility Cost	Total Resource Cost	Utility Benefit	Modified Utility Benefit	Total Resource Benefit	Utility Cost Test	Modified Utility Cost Test	Total Resource Cost Test	No. of Units	Units of Measure	Annual Savings (MMWh)	Lifetime Savings (MMWh)	Peak kW Impact (Y/E)	
<b>Residential</b>															
Retail Products	\$ 1,989	\$ 1,989	\$ 3,793	\$ 4,218	\$ 3,672	\$ 4,897	2.12	1.85	2.46	615,796	Bulbs, Fixtures	6,101	27,656	788	
New Construction	\$ 623	\$ 623	\$ 1,321	\$ 1,328	\$ 1,658	\$ 1,910	2.13	2.66	3.07	450	No. of Units	351	5,709	140	
Home Energy Solutions	\$ 1,725	\$ 3,738	\$ 5,048	\$ 5,672	\$ 12,099	\$ 15,762	3.29	3.24	4.22	5,412	No. of Ptcps.	2,521	21,352	837	
HVAC	\$ 1,499	\$ 1,499	\$ 3,535	\$ 4,705	\$ 5,563	\$ 6,502	3.14	3.71	4.34	9,782	No. of Ptcps.	1,231	19,426	533	
HES-Income Eligible	\$ 3,632	\$ 4,374	\$ 4,426	\$ 4,123	\$ 6,764	\$ 9,356	1.14	1.55	2.14	6,489	Customers	4,311	36,691	422	
Behavior	\$ 222	\$ 222	\$ 222	\$ 411	\$ 411	\$ 557	1.85	1.85	2.51	35,000	Customers	1,085	2,723	0	
<b>Subtotal: Residential</b>	<b>\$ 9,688</b>	<b>\$ 12,444</b>	<b>\$ 18,346</b>	<b>\$ 20,456</b>	<b>\$ 30,168</b>	<b>\$ 38,984</b>	<b>2.11</b>	<b>2.42</b>	<b>3.13</b>			<b>15,600</b>	<b>113,557</b>	<b>2,720</b>	
<b>Commercial &amp; Industrial</b>															
Energy Conscious Blueprint	\$ 4,364	\$ 4,364	\$ 7,992	\$ 19,322	\$ 19,717	\$ 24,862	4.43	4.52	3.11	483	Projects	9,410	146,483	1,484	
Energy Opportunities	\$ 7,791	\$ 7,791	\$ 14,780	\$ 28,878	\$ 29,468	\$ 37,596	3.71	3.78	2.54	990	Projects	18,244	214,253	2,111	
BES	\$ 1,230	\$ 1,230	\$ 3,066	\$ 2,926	\$ 2,985	\$ 3,875	2.38	2.43	1.26	75	Projects	3,486	19,524	376	
Small Business	\$ 4,059	\$ 4,059	\$ 8,541	\$ 13,728	\$ 14,008	\$ 17,834	3.38	3.45	2.09	233	Projects	8,034	100,519	1,040	
<b>Subtotal: C&amp;I</b>	<b>\$ 17,444</b>	<b>\$ 17,444</b>	<b>\$ 34,378</b>	<b>\$ 64,854</b>	<b>\$ 66,178</b>	<b>\$ 84,167</b>	<b>3.72</b>	<b>3.79</b>	<b>2.45</b>			<b>39,174</b>	<b>480,778</b>	<b>5,011</b>	
Demand Response - RES	\$ 1,377	\$ 1,377	\$ 1,377							4,465	No. of Ptcps.	0	0	3,429	
Demand Response - C&I	\$ 283	\$ 283	\$ 283							9	New Ptcps.	0	0	794	
<b>Subtotal: Demand Response</b>	<b>\$ 1,660</b>	<b>\$ 1,660</b>	<b>\$ 1,660</b>											<b>4,223</b>	
<b>Subtotal: Other</b>	<b>\$ 4,522</b>	<b>\$ 4,522</b>	<b>\$ 4,522</b>												
<b>TOTAL</b>	<b>\$ 33,315</b>	<b>\$ 36,070</b>	<b>\$ 58,906</b>	<b>\$ 85,310</b>	<b>\$ 96,346</b>	<b>\$ 123,151</b>	<b>2.56</b>	<b>2.67</b>	<b>2.15</b>			<b>54,774</b>	<b>594,335</b>	<b>11,955</b>	

\*Totals may differ due to rounding.

Table B - United Illuminating Electric Costs and Benefits (2020) continued

2020	Electric Cost Rates			Oil/Propane Savings			MMBtu Savings			Emissions Savings				
	Electric Cost Rate \$/kWh Annualize	Electric Cost Ratio \$/LT-kWh	Electric Demand Cost \$/kW	Electric Demand Cost \$/kW-yr	Annual Oil Savings (Gal)	Lifetime Oil Savings (Gal)	Annual Propane Savings (Gal)	Lifetime Propane Savings (Gal)	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
<b>Residential</b>														
Retail Products	\$ 0.326	\$ 0.072	\$ 2,522	\$ 556	-46,241	-152,696	-1,543	-6,170	14,267	72,648	\$ 139	\$ 27	2,153	10,868
New Construction	\$ 1.775	\$ 0.109	\$ 4,439	\$ 273	0	0	6,349	161,407	1,778	34,227	\$ 350	\$ 18	204	4,033
Home Energy Solutions	\$ 0.684	\$ 0.081	\$ 2,061	\$ 243	127,275	2,614,394	1,905	40,508	26,429	439,163	\$ 141	\$ 9	2,764	46,010
HVAC	\$ 1.217	\$ 0.077	\$ 2,810	\$ 178	10,394	135,125	15,786	205,216	7,086	103,784	\$ 211	\$ 14	875	13,043
HES-Income Eligible	\$ 0.842	\$ 0.099	\$ 8,616	\$ 1,012	52,582	1,225,242	0	0	22,007	295,156	\$ 199	\$ 15	2,416	32,694
Behavior	\$ 0.205	\$ 0.081			0	0	0	0	3,703	9,295	\$ 60	\$ 24	530	1,330
<b>Subtotal: Residential</b>	<b>\$ 0.621</b>	<b>\$ 0.085</b>	<b>\$ 3,561</b>	<b>\$ 489</b>	<b>144,011</b>	<b>3,822,065</b>	<b>22,497</b>	<b>400,960</b>	<b>75,270</b>	<b>954,272</b>	<b>\$ 165</b>	<b>\$ 13</b>	<b>8,942</b>	<b>107,978</b>
<b>Commercial &amp; Industrial</b>														
Energy Conscious Blueprint	\$ 0.464	\$ 0.030	\$ 2,940	\$ 189	0	0	0	0	32,115	499,946	\$ 136	\$ 9	4,596	71,553
Energy Opportunities	\$ 0.427	\$ 0.036	\$ 3,691	\$ 314	0	0	0	0	62,267	731,244	\$ 125	\$ 11	8,912	104,657
BES	\$ 0.353	\$ 0.063	\$ 3,273	\$ 585	0	0	0	0	11,899	66,634	\$ 103	\$ 18	1,703	9,537
Small Business	\$ 0.505	\$ 0.040	\$ 3,902	\$ 312	0	0	0	0	27,419	343,072	\$ 148	\$ 12	3,924	49,101
<b>Subtotal: C&amp;I</b>	<b>\$ 0.445</b>	<b>\$ 0.036</b>	<b>\$ 3,481</b>	<b>\$ 284</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>133,700</b>	<b>1,640,896</b>	<b>\$ 130</b>	<b>\$ 11</b>	<b>19,135</b>	<b>234,847</b>
Demand Response - RES			\$ 402	\$ 402	0	0	0	0	0	0			0	0
Demand Response - C&I			\$ 357	\$ 357	0	0	0	0	0	0			0	0
<b>Subtotal: Demand Response</b>			<b>\$ 758</b>	<b>\$ 758</b>										
<b>Subtotal Other</b>														
<b>TOTAL</b>	<b>\$ 0.608</b>	<b>\$ 0.056</b>	<b>\$ 2,804</b>	<b>\$ 258</b>	<b>144,011</b>	<b>3,822,065</b>	<b>22,497</b>	<b>400,960</b>	<b>208,970</b>	<b>2,595,168</b>	<b>\$ 173</b>	<b>\$ 14</b>	<b>28,078</b>	<b>342,825</b>

\*Totals may differ due to rounding.

Table B - United Illuminating Electric Costs and Benefits (2021)

2021 United Illuminating	Costs (\$000)			Benefits (\$000)			Benefit Cost Ratios			Quantities			Electric Savings		
	Utility Cost	Modified Utility Cost	Total Resource Cost	Utility Benefit	Modified Utility Benefit	Total Resource Benefit	Utility Cost Test	Modified Utility Cost Test	Total Resource Cost Test	No. of Units	Units of Measure	Annual Savings (kWh)	Lifetime Savings (kWh)	Peak kW Impact (Y/E)	
<b>Residential</b>															
Retail Products	\$ 1,771	\$ 1,771	\$ 3,576	\$ 3,135	\$ 3,014	\$ 4,363	1.77	1.70	2.46	497,858	Bulbs, Fixtures	5,252	21,713	658	
New Construction	\$ 599	\$ 599	\$ 1,298	\$ 1,224	\$ 1,563	\$ 1,795	2.04	2.61	3.00	430	No. of Units	264	5,081	129	
Home Energy Solutions	\$ 2,156	\$ 3,575	\$ 4,884	\$ 4,617	\$ 10,807	\$ 14,100	2.14	3.02	3.94	4,848	No. of Ptcps.	1,801	16,347	676	
HVAC	\$ 1,412	\$ 1,412	\$ 3,449	\$ 3,618	\$ 4,458	\$ 5,348	2.56	3.16	3.79	9,149	No. of Ptcps.	1,152	18,168	375	
HES - Income Eligible	\$ 3,418	\$ 4,160	\$ 4,213	\$ 3,360	\$ 5,034	\$ 7,036	0.98	1.21	1.69	6,038	Customers	4,007	30,848	391	
Behavior	\$ 356	\$ 356	\$ 356	\$ 307	\$ 307	\$ 419	0.86	0.86	1.17	35,000	Customers	812	2,038	0	
<b>Subtotal: Residential</b>	<b>\$ 9,713</b>	<b>\$ 11,873</b>	<b>\$ 17,775</b>	<b>\$ 16,262</b>	<b>\$ 25,183</b>	<b>\$ 33,061</b>	<b>1.67</b>	<b>2.12</b>	<b>2.78</b>			<b>13,288</b>	<b>94,197</b>	<b>2,230</b>	
<b>Commercial &amp; Industrial</b>															
Energy Conscious Blueprint	\$ 4,022	\$ 4,022	\$ 7,307	\$ 17,344	\$ 17,344	\$ 21,962	4.31	4.31	3.01	473	Projects	8,351	129,994	1,317	
Energy Opportunities	\$ 7,191	\$ 7,191	\$ 13,563	\$ 25,934	\$ 25,934	\$ 33,284	3.61	3.61	2.45	884	Projects	16,302	191,444	1,886	
BES	\$ 1,136	\$ 1,136	\$ 2,793	\$ 2,714	\$ 2,714	\$ 3,511	2.39	2.39	1.26	67	Projects	3,083	17,264	332	
Small Business	\$ 3,740	\$ 3,740	\$ 7,702	\$ 11,966	\$ 11,966	\$ 15,320	3.20	3.20	1.99	202	Projects	6,960	87,108	901	
<b>Subtotal: C&amp;I</b>	<b>\$ 16,090</b>	<b>\$ 16,090</b>	<b>\$ 31,365</b>	<b>\$ 57,957</b>	<b>\$ 57,957</b>	<b>\$ 74,078</b>	<b>3.60</b>	<b>3.60</b>	<b>2.36</b>			<b>34,695</b>	<b>425,811</b>	<b>4,437</b>	
Demand Response - RES	\$ 2,524	\$ 2,524	\$ 2,524							5,833	No. of Ptcps.	0	0	4,480	
Demand Response - C&I	\$ 381	\$ 381	\$ 381							17	No. of Ptcps.	0	0	1,498	
<b>Subtotal: Demand Response</b>	<b>\$ 2,906</b>	<b>\$ 2,906</b>	<b>\$ 2,906</b>											<b>5,978</b>	
<b>Subtotal: Other</b>	<b>\$ 4,443</b>	<b>\$ 4,443</b>	<b>\$ 4,443</b>												
<b>TOTAL</b>	<b>\$ 33,154</b>	<b>\$ 35,311</b>	<b>\$ 56,489</b>	<b>\$ 74,219</b>	<b>\$ 83,140</b>	<b>\$ 107,139</b>	<b>2.24</b>	<b>2.35</b>	<b>2.00</b>			<b>47,983</b>	<b>520,007</b>	<b>12,645</b>	

Table B - United Illuminating Electric Costs and Benefits (2021) continued

2021	Electric Cost Rates			Oil/Propane Savings			MMBtu Savings			Emissions Savings				
	Electric Cost Rate \$/kWh Annualize	Electric Cost Ratio \$/LT-kWh	Electric Demand Cost \$/kW	Electric Demand Cost \$/kW-yr	Annual Oil Savings (Gal)	Lifetime Oil Savings (Gal)	Annual Propane Savings (Gal)	Lifetime Propane Savings (Gal)	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
<b>Residential</b>														
Retail Products	\$ 0.337	\$ 0.082	\$ 2,691	\$ 651	-32,209	-29,618	-1,230	-3,689	13,347	69,662	\$ 133	\$ 25	2,001	10,287
New Construction	\$ 2.270	\$ 0.118	\$ 4,657	\$ 242	0	0	6,126	154,488	1,460	31,452	\$ 410	\$ 19	170	3,720
Home Energy Solutions	\$ 1.197	\$ 0.132	\$ 3,188	\$ 351	120,441	2,351,315	1,965	39,994	23,031	385,550	\$ 155	\$ 9	2,486	40,661
HVAC	\$ 1.226	\$ 0.078	\$ 3,765	\$ 239	9,721	126,377	14,764	191,930	6,627	97,065	\$ 213	\$ 15	818	12,199
HES - Income Eligible	\$ 0.853	\$ 0.111	\$ 8,734	\$ 1,135	34,508	725,543	0	0	18,463	205,911	\$ 225	\$ 20	2,167	23,961
Behavior	\$ 0.439	\$ 0.175			0	0	0	0	2,771	6,956	\$ 129	\$ 51	0	0
<b>Subtotal: Residential</b>	<b>\$ 0.731</b>	<b>\$ 0.103</b>	<b>\$ 4,356</b>	<b>\$ 615</b>	<b>132,461</b>	<b>3,173,617</b>	<b>21,625</b>	<b>382,723</b>	<b>65,699</b>	<b>796,596</b>	<b>\$ 181</b>	<b>\$ 15</b>	<b>7,642</b>	<b>90,827</b>
<b>Commercial &amp; Industrial</b>														
Energy Conscious Blueprint	\$ 0.482	\$ 0.031	\$ 3,054	\$ 196	0	0	0	0	28,500	443,671	\$ 141	\$ 9	4,079	63,499
Energy Opportunities	\$ 0.441	\$ 0.038	\$ 3,812	\$ 325	0	0	0	0	55,638	653,398	\$ 129	\$ 11	7,963	93,515
BES	\$ 0.368	\$ 0.066	\$ 3,419	\$ 611	0	0	0	0	10,522	58,922	\$ 108	\$ 19	1,506	8,433
Small Business	\$ 0.537	\$ 0.043	\$ 4,149	\$ 331	0	0	0	0	23,754	297,300	\$ 157	\$ 13	3,400	42,550
<b>Subtotal: C&amp;I</b>	<b>\$ 0.464</b>	<b>\$ 0.038</b>	<b>\$ 3,626</b>	<b>\$ 295</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>118,414</b>	<b>1,453,292</b>	<b>\$ 136</b>	<b>\$ 11</b>	<b>16,948</b>	<b>207,997</b>
Demand Response - RES			\$ 574	\$ 574	0	0	0	0	0	0			0	0
Demand Response - C&I			\$ 255	\$ 255	0	0	0	0	0	0			0	0
<b>Subtotal: Demand Response</b>			<b>\$ 829</b>	<b>\$ 574</b>										
<b>Subtotal: Other</b>														
<b>TOTAL</b>	<b>\$ 0.692</b>	<b>\$ 0.064</b>	<b>\$ 2,666</b>	<b>\$ 241</b>	<b>132,461</b>	<b>3,173,617</b>	<b>21,625</b>	<b>382,723</b>	<b>184,114</b>	<b>2,249,888</b>	<b>\$ 192</b>	<b>\$ 16</b>	<b>24,590</b>	<b>298,824</b>

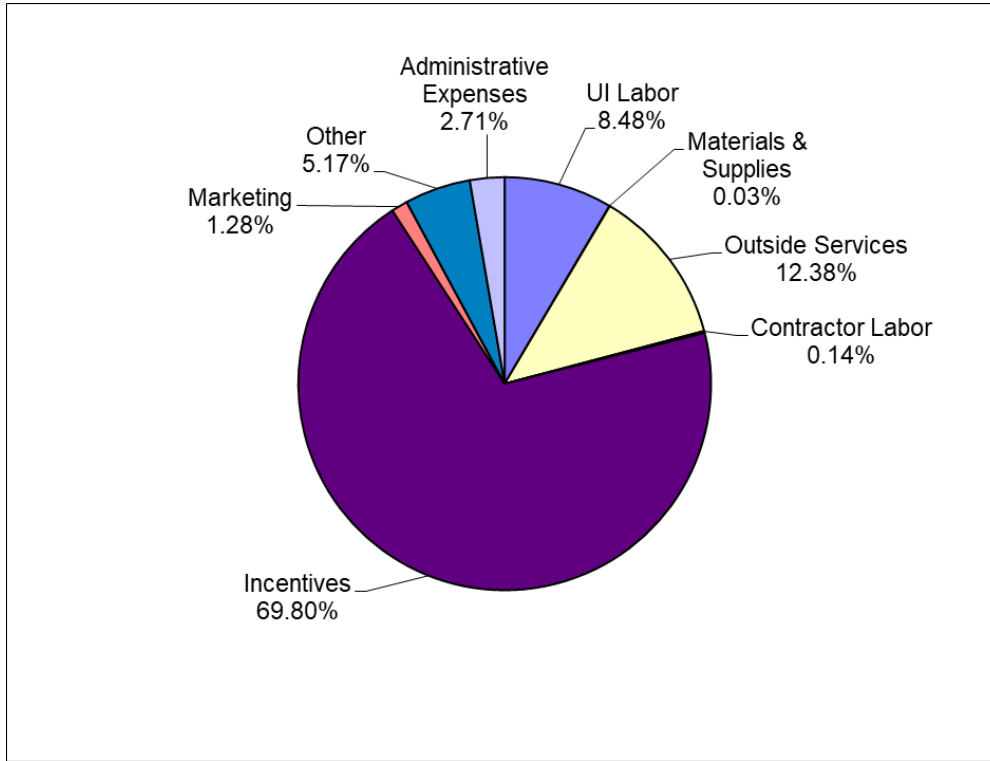
\*Totals may differ due to rounding.

Table C - United Illuminating Electric Energy Efficiency Budget Details (2020)

THE UNITED ILLUMINATING COMPANY 2020 ENERGY EFFICIENCY									
TABLE C									
PROGRAM NAME	UI Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
<b>RESIDENTIAL</b>									
Residential Retail Products	\$ 135,629	\$ -	\$ 300,000	\$ -	\$ 1,534,893	\$ 10,000	\$ 5,000	\$ 3,000	\$ 1,988,522
New Construction	\$ 39,833	\$ -	\$ 6,457	\$ -	\$ 559,400	\$ 10,000	\$ 4,000	\$ 3,158	\$ 622,848
Home Energy Solutions	\$ 248,463	\$ -	\$ 200,000	\$ -	\$ 3,151,160	\$ 117,500	\$ 5,000	\$ 16,000	\$ 3,738,123
HVAC/ Water Heaters	\$ 25,159	\$ -	\$ 105,883	\$ -	\$ 1,353,850	\$ 10,000	\$ 767	\$ 3,000	\$ 1,498,658
HES-Income Eligible	\$ 248,463	\$ -	\$ 259,881	\$ -	\$ 3,825,978	\$ 27,000	\$ 4,000	\$ 8,500	\$ 4,373,823
Residential Behavior	\$ 18,863	\$ -	\$ 200,000	\$ -	\$ -	\$ 684	\$ 1,197	\$ 1,171	\$ 2,211,914
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 716,410</b>	<b>\$ -</b>	<b>\$ 1,072,221</b>	<b>\$ -</b>	<b>\$ 10,425,281</b>	<b>\$ 175,184</b>	<b>\$ 19,964</b>	<b>\$ 34,829</b>	<b>\$ 12,443,889</b>
<b>COMMERCIAL &amp; INDUSTRIAL (C&amp;I)</b>									
Energy Conscious Blueprint	\$ 448,359	\$ 500	\$ 175,840	\$ -	\$ 3,627,437	\$ 42,000	\$ 10,000	\$ 60,000	\$ 4,364,137
<b>Total: Lost Opportunity</b>	<b>\$ 448,359</b>	<b>\$ 500</b>	<b>\$ 175,840</b>	<b>\$ -</b>	<b>\$ 3,627,437</b>	<b>\$ 42,000</b>	<b>\$ 10,000</b>	<b>\$ 60,000</b>	<b>\$ 4,364,137</b>
Energy Opportunities	\$ 448,359	\$ 500	\$ 102,662	\$ -	\$ 6,988,187	\$ 50,000	\$ 5,000	\$ 196,757	\$ 7,791,465
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 88,052	\$ 200	\$ 118,838	\$ -	\$ 988,545	\$ 17,825	\$ 4,000	\$ 12,500	\$ 1,229,960
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 536,411</b>	<b>\$ 700</b>	<b>\$ 221,500</b>	<b>\$ -</b>	<b>\$ 7,976,732</b>	<b>\$ 67,825</b>	<b>\$ 9,000</b>	<b>\$ 209,257</b>	<b>\$ 9,021,425</b>
Small Business Energy Advantage	\$ 421,792	\$ 1,000	\$ 223,992	\$ 25,000	\$ 2,857,516	\$ 37,000	\$ 2,500	\$ 490,000	\$ 4,058,800
<b>Subtotal: C&amp;I EE PORTFOLIO</b>	<b>\$ 1,406,562</b>	<b>\$ 2,200</b>	<b>\$ 621,332</b>	<b>\$ 25,000</b>	<b>\$ 14,461,685</b>	<b>\$ 146,825</b>	<b>\$ 21,500</b>	<b>\$ 759,257</b>	<b>\$ 17,444,361</b>
<b>OTHER - EDUCATION</b>									
Educate the Public	\$ 162,600	\$ 7,026	\$ 176,567	\$ 25,698	\$ 8,014	\$ 9,777	\$ 40,164	\$ 14,628	\$ 444,474
Customer Engagement	\$ 9,500	\$ -	\$ 265,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 275,000
Educate the Students	\$ 50,316	\$ 1,012	\$ 30,329	\$ -	\$ -	\$ 12,886	\$ 6,400	\$ 300	\$ 101,242
Educate the Workforce	\$ 18,869	\$ 285	\$ 112,905	\$ -	\$ -	\$ 4,593	\$ 3,800	\$ 450	\$ 140,901
<b>Subtotal: Education</b>	<b>\$ 241,284</b>	<b>\$ 8,323</b>	<b>\$ 585,301</b>	<b>\$ 25,698</b>	<b>\$ 8,014</b>	<b>\$ 27,256</b>	<b>\$ 50,364</b>	<b>\$ 15,378</b>	<b>\$ 961,617</b>
<b>OTHER: PROGRAMS/REQUIREMENTS</b>									
Financing Support - Residential	\$ 47,272	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 102,109	\$ -	\$ 149,381
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 85,000	\$ -	\$ 85,000
Research, Development & Demonstration	\$ -	\$ -	\$ 151,250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 151,250
<b>Subtotal: Programs/Requirements</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 151,250</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 187,109</b>	<b>\$ -</b>	<b>\$ 385,630</b>
<b>OTHER: LOAD MANAGEMENT</b>									
Demand Response Pilot - Residential	\$ 183,579	\$ -	\$ 901,208	\$ -	\$ 244,115	\$ 13,125	\$ 29,951	\$ 5,250	\$ 1,377,228
Demand Response Pilot - C&I	\$ 24,477	\$ -	\$ 193,639	\$ -	\$ 39,600	\$ 11,250	\$ 9,752	\$ 4,500	\$ 283,218
<b>Subtotal: Load Management</b>	<b>\$ 208,056</b>	<b>\$ -</b>	<b>\$ 1,094,847</b>	<b>\$ -</b>	<b>\$ 283,715</b>	<b>\$ 24,375</b>	<b>\$ 39,704</b>	<b>\$ 9,750</b>	<b>\$ 1,660,446</b>
<b>OTHER: ADMINISTRATION &amp; PLANNING</b>									
Administration	\$ 243,113	\$ -	\$ 1,000	\$ -	\$ -	\$ -	\$ -	\$ 21,720	\$ 265,833
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 89,100	\$ -	\$ -	\$ 89,100
Planning	\$ 100,846	\$ -	\$ 57,271	\$ -	\$ -	\$ -	\$ -	\$ 4,250	\$ 162,367
Evaluation Measurement and Verification	\$ -	\$ -	\$ 480,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 480,000
Evaluation Administrator	\$ -	\$ -	\$ 48,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 48,000
Information Technology	\$ 95,447	\$ -	\$ 227,593	\$ -	\$ -	\$ -	\$ -	\$ 132,260	\$ 455,300
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 104,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 104,000
Audits - Financial and Operational	\$ -	\$ -	\$ 24,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 24,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,545,685	\$ -	\$ 1,545,685
<b>Subtotal: Total Admin &amp; Planning</b>	<b>\$ 439,406</b>	<b>\$ -</b>	<b>\$ 941,864</b>	<b>\$ -</b>	<b>\$ 89,100</b>	<b>\$ 1,545,685</b>	<b>\$ 158,230</b>	<b>\$ -</b>	<b>\$ 3,174,285</b>
<b>Total EE Budget</b>	<b>\$ 3,058,989</b>	<b>\$ 10,523</b>	<b>\$ 4,466,816</b>	<b>\$ 50,698</b>	<b>\$ 25,178,694</b>	<b>\$ 462,740</b>	<b>\$ 1,864,325</b>	<b>\$ 977,444</b>	<b>\$ 36,070,229</b>

Totals may vary due to rounding.

United Illuminating Electric Table C Pie Chart (2020)



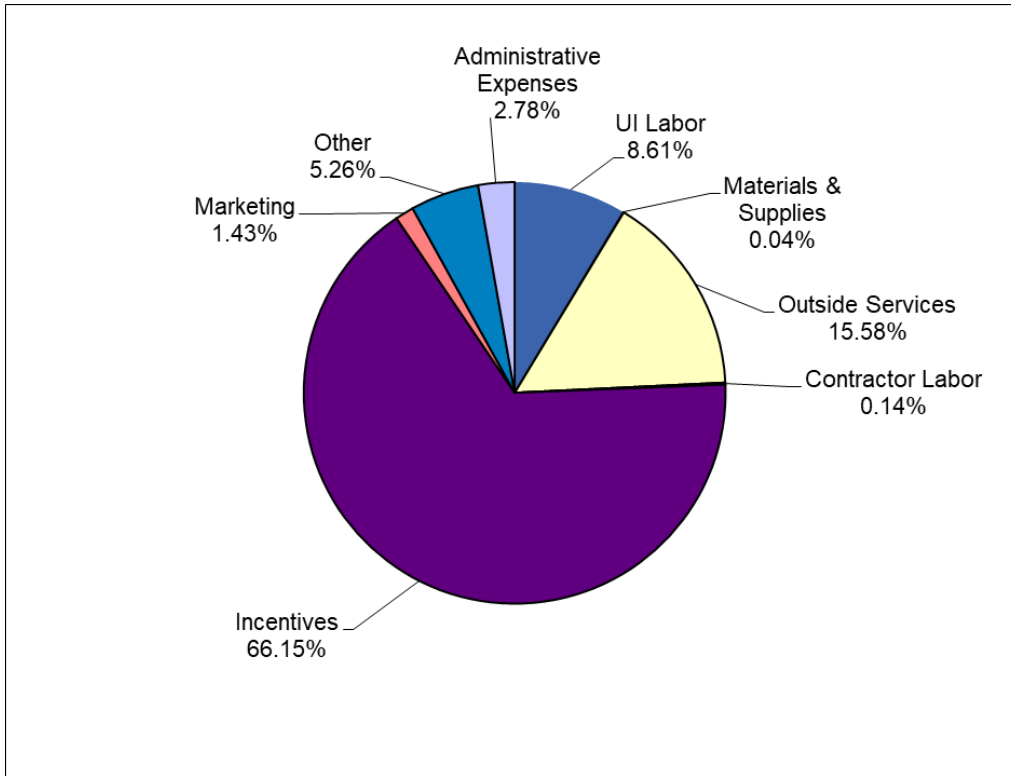
Expense Classes	Budget	% of Budget
UI Labor	\$ 3,058,989	8.48%
Materials & Supplies	\$ 10,523	0.03%
Outside Services	\$ 4,466,816	12.38%
Contractor Labor	\$ 50,698	0.14%
Incentives	\$ 25,178,694	69.80%
Marketing	\$ 462,740	1.28%
Other	\$ 1,864,325	5.17%
Administrative Expenses	\$ 977,444	2.71%
<b>Total</b>	<b>\$ 36,070,229</b>	<b>100.00%</b>
Totals may vary due to rounding.		

Table C - United Illuminating Electric Energy Efficiency Budget Details (2021)

THE UNITED ILLUMINATING COMPANY 2021 ENERGY EFFICIENCY									
TABLE C									
PROGRAM NAME	UI Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
<b>RESIDENTIAL</b>									
Residential Retail Products	\$ 139,698	\$ -	\$ 300,000	\$ -	\$ 1,313,426	\$ 10,000	\$ 5,000	\$ 3,000	\$ 1,771,123
New Construction	\$ 41,028	\$ -	\$ 6,457	\$ -	\$ 534,362	\$ 10,000	\$ 4,000	\$ 3,158	\$ 599,005
Home Energy Solutions	\$ 248,863	\$ -	\$ 200,000	\$ -	\$ 2,987,197	\$ 17,500	\$ 5,000	\$ 16,000	\$ 3,574,560
HVAC/Water Heaters	\$ 25,914	\$ -	\$ 105,883	\$ -	\$ 1,266,201	\$ 10,000	\$ 767	\$ 3,000	\$ 1,411,765
HES-Income Eligible	\$ 248,863	\$ -	\$ 259,881	\$ -	\$ 3,611,990	\$ 27,000	\$ 4,000	\$ 8,500	\$ 4,160,233
Residential Behavior	\$ 17,354	\$ -	\$ 336,045	\$ -	\$ -	\$ 629	\$ 1,101	\$ 1,077	\$ 356,206
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 721,718</b>	<b>\$ -</b>	<b>\$ 1,208,266</b>	<b>\$ -</b>	<b>\$ 9,713,175</b>	<b>\$ 175,129</b>	<b>\$ 19,868</b>	<b>\$ 34,735</b>	<b>\$ 11,872,892</b>
<b>COMMERCIAL &amp; INDUSTRIAL (C&amp;I)</b>									
Energy Conscious Blueprint	\$ 461,810	\$ 500	\$ 163,319	\$ -	\$ 3,284,818	\$ 42,000	\$ 10,000	\$ 60,000	\$ 4,022,448
<b>Total: Lost Opportunity</b>	<b>\$ 461,810</b>	<b>\$ 500</b>	<b>\$ 163,319</b>	<b>\$ -</b>	<b>\$ 3,284,818</b>	<b>\$ 42,000</b>	<b>\$ 10,000</b>	<b>\$ 60,000</b>	<b>\$ 4,022,448</b>
Energy Opportunities	\$ 461,810	\$ 3,500	\$ 102,662	\$ -	\$ 6,371,682	\$ 50,000	\$ 5,000	\$ 196,757	\$ 7,191,411
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 90,694	\$ 200	\$ 118,838	\$ -	\$ 891,979	\$ 17,825	\$ 4,000	\$ 12,500	\$ 1,136,035
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 552,504</b>	<b>\$ 3,700</b>	<b>\$ 221,500</b>	<b>\$ -</b>	<b>\$ 7,263,661</b>	<b>\$ 67,825</b>	<b>\$ 9,000</b>	<b>\$ 209,257</b>	<b>\$ 8,327,446</b>
Small Business Energy Advantage	\$ 434,446	\$ 1,000	\$ 223,992	\$ 25,000	\$ 2,526,087	\$ 37,000	\$ 2,500	\$ 490,000	\$ 3,740,024
<b>Subtotal: C&amp;IEE PORTFOLIO</b>	<b>\$ 1,448,759</b>	<b>\$ 5,200</b>	<b>\$ 608,811</b>	<b>\$ 25,000</b>	<b>\$ 13,074,566</b>	<b>\$ 146,825</b>	<b>\$ 21,500</b>	<b>\$ 759,257</b>	<b>\$ 16,089,918</b>
<b>OTHER - EDUCATION</b>									
Educate the Public	\$ 81,103	\$ 7,026	\$ 140,939	\$ 25,698	\$ 8,014	\$ 9,777	\$ 40,164	\$ 14,913	\$ 327,634
Customer Engagement	\$ 9,500	\$ -	\$ 285,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 275,000
Educate the Students	\$ 51,825	\$ 1,012	\$ 30,329	\$ -	\$ -	\$ 12,886	\$ 6,400	\$ 300	\$ 102,752
Educate the Workforce	\$ 19,434	\$ 285	\$ 115,864	\$ -	\$ -	\$ 1,634	\$ 3,800	\$ 450	\$ 141,467
<b>Subtotal: Education</b>	<b>\$ 161,862</b>	<b>\$ 8,323</b>	<b>\$ 552,632</b>	<b>\$ 25,698</b>	<b>\$ 8,014</b>	<b>\$ 24,297</b>	<b>\$ 50,364</b>	<b>\$ 15,663</b>	<b>\$ 846,852</b>
<b>OTHER: ADMINISTRATION &amp; PLANNING</b>									
Financing Support - Residential	\$ 48,690	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 102,109	\$ -	\$ 150,799
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 85,000	\$ -	\$ 85,000
Research, Development & Demonstration	\$ -	\$ -	\$ 151,250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 151,250
<b>Subtotal: Programs/Requirements</b>	<b>\$ 48,690</b>	<b>\$ -</b>	<b>\$ 151,250</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 187,109</b>	<b>\$ -</b>	<b>\$ 387,049</b>
<b>OTHER: LOAD MANAGEMENT</b>									
Demand Response Pilot - Residential	\$ 183,579	\$ -	\$ 1,802,416	\$ -	\$ 488,229	\$ 26,250	\$ 59,902	\$ 10,500	\$ 2,570,876
Demand Response Pilot - C&I	\$ 24,477	\$ -	\$ 260,803	\$ -	\$ 74,800	\$ 11,250	\$ 5,625	\$ 4,500	\$ 381,455
<b>Subtotal: Load Management</b>	<b>\$ 208,056</b>	<b>\$ -</b>	<b>\$ 2,063,219</b>	<b>\$ -</b>	<b>\$ 563,029</b>	<b>\$ 37,500</b>	<b>\$ 65,527</b>	<b>\$ 15,000</b>	<b>\$ 2,952,331</b>
Administration	\$ 250,406	\$ -	\$ 1,000	\$ -	\$ -	\$ -	\$ -	\$ 21,720	\$ 273,127
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 121,400	\$ -	\$ -	\$ 121,400
Planning	\$ 103,872	\$ -	\$ 32,271	\$ -	\$ -	\$ -	\$ -	\$ 4,250	\$ 140,393
Evaluation Measurement and Verification	\$ -	\$ -	\$ 480,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 480,000
Evaluation Administrator	\$ -	\$ -	\$ 48,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 48,000
Information Technology	\$ 98,310	\$ -	\$ 227,593	\$ -	\$ -	\$ -	\$ -	\$ 132,260	\$ 458,164
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 104,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 104,000
Audits - Financial and Operational	\$ -	\$ -	\$ 24,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 24,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,512,996	\$ -	\$ 1,512,996
<b>Subtotal: Total Admin &amp; Planning</b>	<b>\$ 452,588</b>	<b>\$ -</b>	<b>\$ 916,864</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 121,400</b>	<b>\$ 1,512,996</b>	<b>\$ 158,230</b>	<b>\$ 3,162,079</b>
<b>Total EE Budget</b>	<b>\$ 3,041,673</b>	<b>\$ 13,523</b>	<b>\$ 5,501,043</b>	<b>\$ 50,698</b>	<b>\$ 23,358,784</b>	<b>\$ 505,152</b>	<b>\$ 1,857,364</b>	<b>\$ 982,885</b>	<b>\$ 35,311,121</b>

Totals may vary due to rounding.

United Illuminating Electric Table C Pie Chart (2021)



Expense Classes	Budget	% of Budget
UI Labor	\$ 3,041,673	8.61%
Materials & Supplies	\$ 13,523	0.04%
Outside Services	\$ 5,501,043	15.58%
Contractor Labor	\$ 50,698	0.14%
Incentives	\$ 23,358,784	66.15%
Marketing	\$ 505,152	1.43%
Other	\$ 1,857,364	5.26%
Administrative Expenses	\$ 982,885	2.78%
<b>Total</b>	<b>\$ 35,311,121</b>	<b>100.00%</b>
Totals may vary due to rounding.		



Table D - United Illuminating Electric Historical and Projected (\$)

	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Goal	2020 Goal	2021 Goal
<b>RESIDENTIAL</b>										
Residential Retail Products	2,401	2,084	3,908	3,368	4,422	4,091	1,070	2,065	1,989	1,771
New Construction, Additions & Major Renovations	256	171	257	285	497	481	(36)	607	623	599
Home Energy Solutions	2,991	2,958	4,591	3,710	3,256	3,154	2,117	3,644	3,738	3,575
HVAC/ Water Heaters	-	-	-	-	1,016	1,120	1,229	1,458	1,499	1,412
HES-Income Eligible	2,738	4,776	3,897	3,319	3,808	3,770	2,732	4,252	4,374	4,160
Residential Behavior	-	-	137	710	489	72	0	121	222	356
<b>Subtotal: Residential EE Portfolio</b>	<b>8,386</b>	<b>9,989</b>	<b>12,790</b>	<b>11,392</b>	<b>13,488</b>	<b>12,688</b>	<b>7,112</b>	<b>12,148</b>	<b>12,444</b>	<b>11,873</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>										
<b>C&amp;I LOST OPPORTUNITY</b>										
Energy Conscious Blueprint	2,184	2,103	3,960	2,687	3,091	2,280	1,721	4,185	4,364	4,022
<b>Total: Lost Opportunity</b>	<b>2,184</b>	<b>2,103</b>	<b>3,960</b>	<b>2,687</b>	<b>3,091</b>	<b>2,280</b>	<b>1,721</b>	<b>4,185</b>	<b>4,364</b>	<b>4,022</b>
<b>C&amp;I LARGE RETROFIT</b>										
Energy Opportunities	3,377	4,124	7,261	9,501	11,003	9,622	4,208	7,987	7,791	7,191
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	252	358	653	731	503	541	358	1,224	1,230	1,136
<b>Total - C&amp;I Large Retrofit</b>	<b>3,629</b>	<b>4,482</b>	<b>7,914</b>	<b>10,232</b>	<b>11,506</b>	<b>10,163</b>	<b>4,566</b>	<b>9,211</b>	<b>9,021</b>	<b>8,327</b>
Small Business Energy Advantage	2,639	2,404	2,553	3,548	3,349	4,430	2,285	4,092	4,059	3,740
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>8,452</b>	<b>8,989</b>	<b>14,427</b>	<b>16,467</b>	<b>17,946</b>	<b>16,873</b>	<b>8,572</b>	<b>17,488</b>	<b>17,444</b>	<b>16,090</b>
<b>OTHER-EDUCATION</b>										
Educate the Public	-	-	-	-	564	542	294	294	444	328
Customer Engagement	-	-	-	-	137	20	8	-	275	275
Educate the Students	-	-	-	-	127	203	83	117	101	103
Educate the Workforce	-	-	-	-	76	54	36	48	141	141
Smart Living Center/Science Center	580	602	1,095	513	-	-	-	-	-	-
EESmarts/K-12 Education	337	343	304	322	-	-	-	-	-	-
Clean Energy Communities	112	241	360	492	-	-	-	-	-	-
<b>Subtotal: Education</b>	<b>1,029</b>	<b>1,186</b>	<b>1,759</b>	<b>1,327</b>	<b>904</b>	<b>819</b>	<b>421</b>	<b>459</b>	<b>962</b>	<b>847</b>
<b>OTHER-PROGRAMS/REQUIREMENTS</b>										
Financing Support - Residential	781	158	920	596	249	208	74	148	149	151
Financing Support - C&I	-	-	-	-	87	98	-	-	85	85
Time-of-Use Program	-	-	-	-	-	-	-	-	-	-
Research, Development & Demonstration	119	290	59	9	74	185	80	151	151	151
Institute for Sustainable Energy	112	112	90	99	-	-	-	-	-	-
ESPC Project Manager	-	3	17	7	-	-	-	-	-	-
C&I Loan Program	-	9	16	34	-	-	-	-	-	-
EE Loan Defaults	36	32	-	1	-	-	-	-	-	-
C&I Self Funding	-	-	1,000	-	-	-	-	-	-	-
Other Funding Requests	-	-	-	-	-	-	-	-	-	-
<b>Subtotal: Programs/Requirements</b>	<b>1,049</b>	<b>604</b>	<b>2,101</b>	<b>746</b>	<b>410</b>	<b>491</b>	<b>155</b>	<b>299</b>	<b>386</b>	<b>387</b>
<b>OTHER - LOAD MANAGEMENT</b>										
Demand Response Pilot - Residential	-	-	-	-	339	644	558	852	1,377	2,571
Demand Response Pilot - C&I	-	-	-	-	-	18	158	151	283	381
<b>Subtotal: Load Management</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>339</b>	<b>662</b>	<b>716</b>	<b>1,004</b>	<b>1,660</b>	<b>2,952</b>
<b>OTHER-ADMINISTRATIVE &amp; PLANNING</b>										
Administration	719	901	648	532	475	551	378	259	266	273
Marketing Plan	112	35	247	249	227	175	73	33	89	121
Planning	259	344	314	214	315	283	205	134	162	140
Evaluation Measurement and Verification	449	736	486	642	480	494	256	256	480	480
Evaluation Administrator	-	-	46	52	48	34	45	45	48	48
Information Technology	432	249	192	308	402	273	335	453	455	458
Energy Efficiency Board Consultants	320	232	287	54	208	208	76	77	104	104
Audits - Financial and Operational	-	-	-	-	-	24	12	24	24	24
Performance Management Incentive	1,261	1,518	1,743	1,821	2,353	2,370	1,321	1,464	1,546	1,513
<b>Subtotal: Administrative &amp; Planning</b>	<b>3,552</b>	<b>4,016</b>	<b>3,963</b>	<b>3,872</b>	<b>4,508</b>	<b>4,412</b>	<b>2,700</b>	<b>2,744</b>	<b>3,174</b>	<b>3,162</b>
<b>TOTAL</b>	<b>22,468</b>	<b>24,784</b>	<b>35,041</b>	<b>33,804</b>	<b>37,595</b>	<b>35,945</b>	<b>19,676</b>	<b>34,142</b>	<b>36,070</b>	<b>35,311</b>

Table D1 – United Illuminating Electric Historical and Projected (kW)

Table D1 United Illuminating Historical and Projected (kW)											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
Residential Retail Products	4,008	2,008	1,860	1,907	2,757	3,180	3,365	610	785	788	658
<b>Total: Consumer Products</b>	<b>4,008</b>	<b>2,008</b>	<b>1,860</b>	<b>1,907</b>	<b>2,757</b>	<b>3,180</b>	<b>3,365</b>	<b>610</b>	<b>785</b>	<b>788</b>	<b>658</b>
New Construction, Additions & Major Renovations	99	26	47	130	75	140	58	42	145	140	129
Home Energy Solutions	714	540	553	783	537	551	561	273	1,080	837	676
HVAC/Water Heaters						86	97	78	366	533	375
HES-Income Eligible	263	188	473	268	192	427	542	108	560	422	391
Residential Behavior	-	-	-	-	-	-	-	-	-	-	-
<b>Subtotal: Residential EE Portfolio</b>	<b>5,084</b>	<b>2,762</b>	<b>2,933</b>	<b>3,088</b>	<b>3,561</b>	<b>4,384</b>	<b>4,623</b>	<b>1,110</b>	<b>2,937</b>	<b>2,720</b>	<b>2,230</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
<b>C&amp;I LOST OPPORTUNITY</b>											
Energy Conscious Blueprint	1,071	1,539	1,267	1,344	1,414	1,567	992	386	1,447	1,484	1,317
<b>Total: Lost Opportunity</b>	<b>1,071</b>	<b>1,539</b>	<b>1,267</b>	<b>1,344</b>	<b>1,414</b>	<b>1,567</b>	<b>992</b>	<b>386</b>	<b>1,447</b>	<b>1,484</b>	<b>1,317</b>
<b>C&amp;I LARGE RETROFIT</b>											
C&I RFP	-	-	-	-	-	-	-	-	-	-	-
Energy Opportunities	1,840	1,844	1,164	2,171	4,331	3,830	4,348	1,347	2,471	2,111	1,886
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME, CSP/SEM)	34	11	20	93	153	113	7	27	382	376	332
Municipal Energy & Schools	-	-	-	-	-	-	-	-	-	-	-
<b>Total: C&amp;I Large Retrofit</b>	<b>1,874</b>	<b>1,855</b>	<b>1,184</b>	<b>2,264</b>	<b>4,484</b>	<b>3,943</b>	<b>4,355</b>	<b>1,375</b>	<b>2,853</b>	<b>2,487</b>	<b>2,219</b>
Small Business Energy Advantage	811	815	579	587	1,176	1,238	1,316	515	1,077	1,040	901
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>3,756</b>	<b>4,209</b>	<b>3,030</b>	<b>4,195</b>	<b>7,074</b>	<b>6,748</b>	<b>6,663</b>	<b>2,276</b>	<b>5,378</b>	<b>5,011</b>	<b>4,437</b>
<b>Subtotal Programs/Requirements</b>											
<b>OTHER - LOAD MANAGEMENT</b>											
Demand Response Pilot - Residential	-	-	-	-	-	-	-	-	-	3,429	4,480
Demand Response Pilot - C&I										794	1,498
<b>Subtotal: Load Management</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4,223</b>	<b>5,978</b>
<b>TOTAL</b>	<b>8,840</b>	<b>6,971</b>	<b>5,963</b>	<b>7,283</b>	<b>10,635</b>	<b>11,132</b>	<b>11,286</b>	<b>3,386</b>	<b>8,314</b>	<b>11,955</b>	<b>12,645</b>

Table D2 – United Illuminating Electric Historical and Projected Annual kWh (000s)

Table D2									
UI Historical and Projected Annual kWh									
	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>									
Residential Retail Products	22,554	21,333	21,900	22,493	25,732	27,168	3,510	6,051	6,101
<b>Total: Consumer Products</b>	<b>22,554</b>	<b>21,333</b>	<b>21,900</b>	<b>22,493</b>	<b>25,732</b>	<b>27,168</b>	<b>3,510</b>	<b>6,051</b>	<b>6,101</b>
New Construction, Additions & Major Renovations	101	180	203	145	405	231	210	474	351
Home Energy Solutions	3,582	2,344	4,492	3,207	2,635	2,789	2,721	4,871	2,521
HVAC/Water Heaters					1,948	2,032	1,367	1,191	1,231
HES-Income Eligible	3,131	3,787	3,754	1,994	4,450	3,765	3,648	5,306	4,311
Residential Behavior	-	-	-	4,204	4,265	3,396	-	-	1,085
<b>Subtotal: Residential EE Portfolio</b>	<b>29,368</b>	<b>27,644</b>	<b>30,349</b>	<b>32,043</b>	<b>39,435</b>	<b>39,381</b>	<b>11,456</b>	<b>17,892</b>	<b>15,600</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>									
<b>C&amp;I LOST OPPORTUNITY</b>									
Energy Conscious Blueprint	7,098	8,277	12,505	7,942	10,688	5,660	5,821	9,174	9,410
<b>Total: Lost Opportunity</b>	<b>7,098</b>	<b>8,277</b>	<b>12,505</b>	<b>7,942</b>	<b>10,688</b>	<b>5,660</b>	<b>5,821</b>	<b>9,174</b>	<b>9,410</b>
<b>C&amp;I LARGE RETROFIT</b>									
C&I RFP	-	-	-	-	-	-	-	-	-
Energy Opportunities	14,860	10,833	19,506	35,303	34,249	40,174	20,639	19,693	18,244
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	750	1,939	3,112	2,072	1,636	567	164	3,542	3,486
Municipal Energy & Schools	-	-	-	-	-	-	-	-	-
<b>Total: C&amp;I Large Retrofit</b>	<b>15,610</b>	<b>12,772</b>	<b>22,618</b>	<b>37,375</b>	<b>35,885</b>	<b>40,741</b>	<b>20,803</b>	<b>23,235</b>	<b>21,730</b>
Small Business Energy Advantage	6,321	5,131	7,114	8,297	8,053	8,847	6,238	8,326	8,034
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>29,029</b>	<b>26,180</b>	<b>42,237</b>	<b>53,614</b>	<b>54,626</b>	<b>55,248</b>	<b>32,862</b>	<b>40,735</b>	<b>39,174</b>
<b>TOTAL</b>	<b>58,397</b>	<b>53,824</b>	<b>72,586</b>	<b>85,657</b>	<b>94,061</b>	<b>94,629</b>	<b>44,318</b>	<b>58,627</b>	<b>54,774</b>

Table D3 – United Illuminating Electric Historical and Projected Lifetime kWh (000s)

Table D3 UI Historical and Projected Lifetime kWh										
	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Goal	2020 Goal	2021 Goal	
<b>RESIDENTIAL</b>										
Residential Retail Products	118,010	124,693	181,837	214,911	302,910	218,858	21,744	32,363	27,656	
<b>Total: Consumer Products</b>	<b>118,010</b>	<b>124,693</b>	<b>181,837</b>	<b>214,911</b>	<b>302,910</b>	<b>218,858</b>	<b>21,744</b>	<b>32,363</b>	<b>27,656</b>	
New Construction, Additions & Major Renovations	1,113	1,702	2,498	1,817	5,995	1,836	3,169	6,301	5,709	
Home Energy Solutions	38,988	23,439	57,406	43,369	31,635	28,492	24,573	33,951	21,352	
HVAC/Water Heaters					26,930	26,354	24,042	20,898	19,426	
HES-Income Eligible	35,418	46,117	50,273	24,573	58,090	42,317	40,013	47,126	36,691	
Residential Behavior	-	-	-	10,931	11,088	8,830	-	-	2,723	
<b>Subtotal: Residential EE Portfolio</b>	<b>193,529</b>	<b>195,951</b>	<b>292,014</b>	<b>295,601</b>	<b>436,648</b>	<b>326,687</b>	<b>113,541</b>	<b>140,639</b>	<b>113,557</b>	
<b>COMMERCIAL &amp; INDUSTRIAL</b>										
<b>C&amp;I LOST OPPORTUNITY</b>										
Energy Conscious Blueprint	106,078	128,278	195,048	121,435	160,561	89,308	98,486	142,815	146,483	
<b>Total: Lost Opportunity</b>	<b>106,078</b>	<b>128,278</b>	<b>195,048</b>	<b>121,435</b>	<b>160,561</b>	<b>89,308</b>	<b>98,486</b>	<b>142,815</b>	<b>146,483</b>	
<b>C&amp;I LARGE RETROFIT</b>										
C&I RFP	-	-	-	-	-	-	-	-	-	
Energy Opportunities	183,875	137,393	230,606	393,904	415,779	480,512	254,831	231,540	214,253	
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	5,177	14,596	24,020	12,710	9,922	2,837	821	19,834	19,524	
Municipal Energy & Schools	-	-	-	-	-	-	-	-	-	
<b>Total: C&amp;I Large Retrofit</b>	<b>189,052</b>	<b>151,989</b>	<b>254,626</b>	<b>406,614</b>	<b>425,701</b>	<b>483,349</b>	<b>255,652</b>	<b>251,374</b>	<b>233,776</b>	
Small Business	79,627	65,167	88,661	103,281	100,003	110,908	78,121	104,147	100,519	
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>374,757</b>	<b>345,434</b>	<b>538,335</b>	<b>631,330</b>	<b>686,265</b>	<b>683,565</b>	<b>432,259</b>	<b>498,336</b>	<b>480,778</b>	
<b>TOTAL</b>	<b>568,286</b>	<b>541,385</b>	<b>830,349</b>	<b>926,931</b>	<b>1,122,913</b>	<b>1,010,252</b>	<b>545,800</b>	<b>638,975</b>	<b>594,335</b>	

Table D5 – United Illuminating Electric Historical and Cost per Projected kW

Table D5 United Illuminating Historical and Cost per Project kW											
	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Goal	2020 Goal	2021 Goal
<b>RESIDENTIAL</b>											
Residential Retail Products	\$ 657	\$ 1,196	\$ 1,120	\$ 2,049	\$ 1,222	\$ 1,391	\$ 1,216	\$ 1,755	\$ 2,630	\$ 2,522	\$ 2,691
Appliance Retirement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total: Consumer Products</b>	<b>\$ 657</b>	<b>\$ 1,196</b>	<b>\$ 1,120</b>	<b>\$ 2,049</b>	<b>\$ 1,222</b>	<b>\$ 1,391</b>	<b>\$ 1,216</b>	<b>\$ 1,755</b>	<b>\$ 2,630</b>	<b>\$ 2,522</b>	<b>\$ 2,691</b>
New Construction	\$ 495	\$ 9,846	\$ 3,638	\$ 1,977	\$ 3,800	\$ 3,550	\$ 8,293	\$ (843)	\$ 4,181	\$ 4,439	\$ 4,657
Home Energy Solutions	\$ 4,784	\$ 5,539	\$ 5,349	\$ 5,863	\$ 6,909	\$ 5,909	\$ 5,622	\$ 7,750	\$ 3,374	\$ 4,467	\$ 5,284
HVAC/Water Heaters						\$ 11,814	\$ 11,546	\$ 15,822	\$ 3,982	\$ 2,810	\$ 3,765
HES-Income Eligible	\$ 11,814	\$ 14,564	\$ 10,097	\$ 14,541	\$ 17,286	\$ 8,918	\$ 6,956	\$ 25,362	\$ 7,594	\$ 10,377	\$ 10,630
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 1,810</b>	<b>\$ 3,036</b>	<b>\$ 3,406</b>	<b>\$ 4,142</b>	<b>\$ 3,199</b>	<b>\$ 3,077</b>	<b>\$ 2,745</b>	<b>\$ 6,405</b>	<b>\$ 4,137</b>	<b>\$ 4,574</b>	<b>\$ 5,325</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
<b>C&amp;I LOST OPPORTUNITY</b>											
Energy Blueprint/Energy	\$ 2,811	\$ 1,419	\$ 1,660	\$ 2,946	\$ 1,900	\$ 1,973	\$ 2,298	\$ 4,456	\$ 2,892	\$ 2,940	\$ 3,054
Conscious Construction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total: Lost Opportunity</b>	<b>\$ 2,811</b>	<b>\$ 1,419</b>	<b>\$ 1,660</b>	<b>\$ 2,946</b>	<b>\$ 1,900</b>	<b>\$ 1,973</b>	<b>\$ 2,298</b>	<b>\$ 4,456</b>	<b>\$ 2,892</b>	<b>\$ 2,940</b>	<b>\$ 3,054</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	\$ 2,670	\$ 1,831	\$ 3,543	\$ 3,345	\$ 2,194	\$ 2,873	\$ 2,213	\$ 3,123	\$ 3,232	\$ 3,691	\$ 3,812
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,618	\$ 22,909	\$ 17,900	\$ 7,022	\$ 4,778	\$ 4,451	\$ 77,286	\$ 13,126	\$ 3,207	\$ 3,273	\$ 3,419
Municipal Energy & Schools	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Subtotal: C&amp;I Large Retrofit</b>	<b>\$ 2,687</b>	<b>\$ 1,956</b>	<b>\$ 3,785</b>	<b>\$ 3,496</b>	<b>\$ 2,282</b>	<b>\$ 2,918</b>	<b>\$ 2,334</b>	<b>\$ 3,321</b>	<b>\$ 3,228</b>	<b>\$ 3,628</b>	<b>\$ 3,753</b>
Small Business	\$ 1,818	\$ 3,238	\$ 4,152	\$ 4,349	\$ 3,017	\$ 2,705	\$ 3,366	\$ 4,438	\$ 3,798	\$ 3,902	\$ 4,149
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 2,535</b>	<b>\$ 2,008</b>	<b>\$ 2,967</b>	<b>\$ 3,439</b>	<b>\$ 2,328</b>	<b>\$ 2,659</b>	<b>\$ 2,532</b>	<b>\$ 3,767</b>	<b>\$ 3,252</b>	<b>\$ 3,481</b>	<b>\$ 3,626</b>
<b>OTHER - LOAD MANAGEMENT</b>											
Demand Response Pilot - Residential	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 402	\$ 574
Demand Response Pilot - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 357	\$ 255
<b>Subtotal: Load Management</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

Table D6 – United Illuminating Electric Historical and Cost per Projected Annual kWh

Table D6											
United Illuminating Historical and Cost per Projected Annual kWh											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
Residential Retail Products	\$ 0.058	\$ 0.106	\$ 0.098	\$ 0.178	\$ 0.150	\$ 0.172	\$ 0.151	\$ 0.305	\$ 0.341	\$ 0.326	\$ 0.337
Appliance Retirement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total: Consumer Products</b>	<b>\$ 0.058</b>	<b>\$ 0.106</b>	<b>\$ 0.098</b>	<b>\$ 0.178</b>	<b>\$ 0.150</b>	<b>\$ 0.172</b>	<b>\$ 0.151</b>	<b>\$ 0.305</b>	<b>\$ 0.341</b>	<b>\$ 0.326</b>	<b>\$ 0.337</b>
New Construction	\$ 0.166	\$ 2.535	\$ 0.950	\$ 1.266	\$ 1.966	\$ 1.227	\$ 2.082	\$ (0.169)	\$ 1.281	\$ 1.775	\$ 2.270
Home Energy Solutions	\$ 0.965	\$ 0.835	\$ 1.262	\$ 1.022	\$ 1.157	\$ 1.236	\$ 1.131	\$ 0.778	\$ 0.748	\$ 1.483	\$ 1.985
HVAC/Water Heaters						\$ 0.522	\$ 0.551	\$ 0.899	\$ 1.224	\$ 1.217	\$ 1.226
HES-Income Eligible	\$ 0.660	\$ 0.874	\$ 1.261	\$ 1.038	\$ 1.664	\$ 0.856	\$ 1.001	\$ 0.749	\$ 0.801	\$ 1.015	\$ 1.038
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ 0.169	\$ 0.115	\$ 0.021	N/A	N/A	\$ 0.205	\$ 0.439
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 0.170</b>	<b>\$ 0.286</b>	<b>\$ 0.361</b>	<b>\$ 0.421</b>	<b>\$ 0.356</b>	<b>\$ 0.342</b>	<b>\$ 0.322</b>	<b>\$ 0.621</b>	<b>\$ 0.679</b>	<b>\$ 0.798</b>	<b>\$ 0.893</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
<b>C&amp;I LOST OPPORTUNITY</b>											
Energy Conscious Blueprint	\$ 0.283	\$ 0.308	\$ 0.254	\$ 0.317	\$ 0.338	\$ 0.289	\$ 0.403	\$ 0.296	\$ 0.456	\$ 0.464	\$ 0.482
<b>Total: Lost Opportunity</b>	<b>\$ 0.283</b>	<b>\$ 0.308</b>	<b>\$ 0.254</b>	<b>\$ 0.317</b>	<b>\$ 0.338</b>	<b>\$ 0.289</b>	<b>\$ 0.403</b>	<b>\$ 0.296</b>	<b>\$ 0.456</b>	<b>\$ 0.464</b>	<b>\$ 0.482</b>
<b>C&amp;I LARGE RETROFIT</b>											
C&I RFP	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Energy Opportunities	\$ 0.307	\$ 0.227	\$ 0.381	\$ 0.372	\$ 0.269	\$ 0.321	\$ 0.240	\$ 0.204	\$ 0.406	\$ 0.427	\$ 0.441
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 0.898	\$ 0.336	\$ 0.185	\$ 0.210	\$ 0.353	\$ 0.307	\$ 0.954	\$ 2.180	\$ 0.346	\$ 0.353	\$ 0.368
Municipal Energy & Schools	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 0.312</b>	<b>\$ 0.232</b>	<b>\$ 0.351</b>	<b>\$ 0.350</b>	<b>\$ 0.274</b>	<b>\$ 0.321</b>	<b>\$ 0.249</b>	<b>\$ 0.219</b>	<b>\$ 0.396</b>	<b>\$ 0.415</b>	<b>\$ 0.430</b>
Small Business Energy Advantage	\$ 0.288	\$ 0.417	\$ 0.469	\$ 0.359	\$ 0.428	\$ 0.416	\$ 0.501	\$ 0.366	\$ 0.492	\$ 0.505	\$ 0.537
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 0.298</b>	<b>\$ 0.291</b>	<b>\$ 0.343</b>	<b>\$ 0.342</b>	<b>\$ 0.307</b>	<b>\$ 0.329</b>	<b>\$ 0.305</b>	<b>\$ 0.261</b>	<b>\$ 0.429</b>	<b>\$ 0.445</b>	<b>\$ 0.464</b>

Table D7 - United Illuminating Electric Historical and Cost per Projected Lifetime kWh

Table D7 United Illuminating Historical and Cost per Projected Lifetime kWh											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
Residential Retail Products	\$ 0.015	\$ 0.020	\$ 0.017	\$ 0.021	\$ 0.016	\$ 0.015	\$ 0.019	\$ 0.049	\$ 0.064	\$ 0.072	\$ 0.082
Appliance Retirement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total: Consumer Products</b>	<b>\$ 0.015</b>	<b>\$ 0.020</b>	<b>\$ 0.017</b>	<b>\$ 0.021</b>	<b>\$ 0.016</b>	<b>\$ 0.015</b>	<b>\$ 0.019</b>	<b>\$ 0.049</b>	<b>\$ 0.064</b>	<b>\$ 0.072</b>	<b>\$ 0.082</b>
New Construction, Additions & Major Renovations	\$ 0.014	\$ 0.230	\$ 0.100	\$ 0.103	\$ 0.157	\$ 0.083	\$ 0.262	\$(0.011)	\$ 0.096	\$ 0.109	\$ 0.118
Home Energy Solutions	\$ 0.110	\$ 0.077	\$ 0.126	\$ 0.080	\$ 0.086	\$ 0.103	\$ 0.111	\$ 0.086	\$ 0.107	\$ 0.175	\$ 0.219
HVAC/Water Heaters						\$ 0.038	\$ 0.042	\$ 0.051	\$ 0.070	\$ 0.077	\$ 0.078
HES-Income Eligible	\$ 0.059	\$ 0.077	\$ 0.104	\$ 0.078	\$ 0.135	\$ 0.066	\$ 0.089	\$ 0.068	\$ 0.090	\$ 0.119	\$ 0.135
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ 0.065	\$ 0.044	\$ 0.008	N/A	N/A	\$ 0.081	\$ 0.175
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 0.034</b>	<b>\$ 0.043</b>	<b>\$ 0.051</b>	<b>\$ 0.044</b>	<b>\$ 0.039</b>	<b>\$ 0.031</b>	<b>\$ 0.039</b>	<b>\$ 0.063</b>	<b>\$ 0.086</b>	<b>\$ 0.110</b>	<b>\$ 0.126</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
<b>C&amp;I LOST OPPORTUNITY</b>											
Energy Blueprint /Energy Conscious Construction	\$ 0.018	\$ 0.021	\$ 0.016	\$ 0.020	\$ 0.022	\$ 0.019	\$ 0.026	\$ 0.017	\$ 0.029	\$ 0.030	\$ 0.031
<b>Total: Lost Opportunity</b>	<b>\$ 0.018</b>	<b>\$ 0.021</b>	<b>\$ 0.016</b>	<b>\$ 0.020</b>	<b>\$ 0.022</b>	<b>\$ 0.019</b>	<b>\$ 0.026</b>	<b>\$ 0.017</b>	<b>\$ 0.029</b>	<b>\$ 0.030</b>	<b>\$ 0.031</b>
<b>C&amp;I LARGE RETROFIT</b>											
C&I RFP	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Energy Opportunities	\$ 0.024	\$ 0.018	\$ 0.030	\$ 0.031	\$ 0.024	\$ 0.026	\$ 0.020	\$ 0.017	\$ 0.034	\$ 0.036	\$ 0.038
Business & Energy Sustainability (O&M, RetroCx, BSC, PRIME)	\$ 0.144	\$ 0.049	\$ 0.025	\$ 0.027	\$ 0.058	\$ 0.051	\$ 0.191	\$ 0.436	\$ 0.062	\$ 0.063	\$ 0.066
Municipal Energy & Schools	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 0.024</b>	<b>\$ 0.019</b>	<b>\$ 0.029</b>	<b>\$ 0.031</b>	<b>\$ 0.025</b>	<b>\$ 0.027</b>	<b>\$ 0.021</b>	<b>\$ 0.018</b>	<b>\$ 0.037</b>	<b>\$ 0.039</b>	<b>\$ 0.040</b>
Small Business Energy Advantage	\$ 0.023	\$ 0.033	\$ 0.037	\$ 0.029	\$ 0.034	\$ 0.033	\$ 0.040	\$ 0.029	\$ 0.039	\$ 0.040	\$ 0.043
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 0.022</b>	<b>\$ 0.023</b>	<b>\$ 0.026</b>	<b>\$ 0.027</b>	<b>\$ 0.026</b>	<b>\$ 0.026</b>	<b>\$ 0.025</b>	<b>\$ 0.020</b>	<b>\$ 0.035</b>	<b>\$ 0.036</b>	<b>\$ 0.038</b>



United Illuminating Electric PMI (2020)

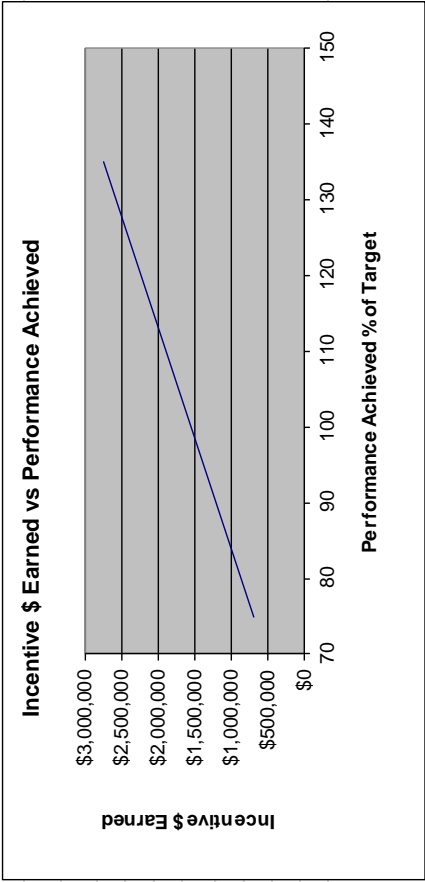
**THE UNITED ILLUMINATING COMPANY**

**2020 Management Incentive Performance Indicators and Incentive Matrix**

Provided below is the 2020 Incentive Matrix with Performance Indicators. The weights applied to each of the individual and sector level metrics were developed in collaboration with Energy Efficiency Board Consultants. The Utility Performance Incentive is: \$1,545,685. 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 pro-rated based on actual over/under spend of budget.

The actual incentive earned will be determined by the performance achieved in each of the Incentive Metrics identified below, based on the following Performance Index:

<u>Performance %</u>	<u>Pretax</u>	<u>Pre-tax Incentive</u>
75	2.0%	\$686,971
85	3.0%	\$1,030,456
95	4.0%	\$1,373,942
<b>100</b>	<b>4.5%</b>	<b>\$1,545,685</b>
105	5.0%	\$1,717,427
115	6.0%	\$2,060,913
125	7.0%	\$2,404,398
135	8.0%	\$2,747,884



**Total Original Budget\*** **\$34,348,545**

\*Does not include Incentive, EEB costs, and Audit.



United Illuminating Electric PMI (2020) continued

SECTOR	Program	Performance Indicators			Incentive Metrics				
		Residential Products & Services Lifetime kWh	Residential Products & Services kW	Homes Lifetime kWh	Homes kW	Total Electric System Benefit from all Res programs	Electric System Benefit from all Res programs	Total Electric System Benefit	
RESIDENTIAL All Residential Programs (Sector Level) Sector Budget	\$12,443,888.85		27,655,636	788					
					5,709,280				
					140				
					21,351,528				
					837				
					19,426,004				
					533				
					36,691,253				
					422				
					2,723,350				
					0				
					113,557,050				
					2,720				
					\$0.0900				
					\$3,567.81				
					\$10,750,057				
			\$9,706,048						
			\$20,456,105						
			\$8,012,217						
All Residential Programs (Sector Level)			\$8,012,217				\$8,012,217	0.195	\$301,408

United Illuminating Electric PMI (2020) continued

SECTOR	Program	Performance Indicators	Incentive Metrics			
			Incentive Metric	Target Goal	Weight	Incentive
<b>RESIDENTIAL</b>						
Residential New Construction	\$622,848.00	Percentage of single-family and single-family attached homes/units in the RNC program that achieve a HERS rating of 50 or less. Based on 2019 Actual plus 4% points.	Energy savings included in appropriate sector level metric		0.015	\$23,185
	\$3,738,123.43	MMBTU per single-family home (not including lighting) for Core Services that have air sealing completed (i.e., non-barriered homes). Based on 2019 actuals adjusted to 2020 CT PSD plus 2.0%.	Energy savings included in appropriate sector level metric Increase HES savings per Home	Achieve MMBTU in HES per single-family home savings across all fuels	0.0300	\$46,371
HES		Number of homes that receive insulation rebates/ Number of homes that receive HES Assessments. Based on 2019 Actuals plus 2%.	Increase Homes being Weatherized	% of homes that receive insulation rebates	0.0150	\$23,185
	\$4,373,822.65	Expend the HES-IE Budget - Full Penalty is 5% times HES-IE Budgeted Spending. Expend 95% spending avoids the penalty. The penalty is on sliding scale from 85% to 95%. Above 85% spending, the penalty is scaled with a 10% reduction in the penalty for each one percent increase in budget spend above 85%.	Energy savings included in appropriate sector level metric Expend 2020 HES-IE Budget	This is a penalty metric - 5%.		
HES - Income Eligible		Annual MMBTU for electric, oil and propane measures	Annual MMBTU	75,270 MMBTU	0.03	\$46,371

United Illuminating Electric PMI (2020) continued

SECTOR Program	Performance Indicators			Incentive Metrics			
	Incentive Metric	Target Goal	Weight	Incentive	Incentive		
<b>COMMERCIAL &amp; INDUSTRIAL (C/I)</b> All C/I Programs (Sector Level) Sector Budget	\$17,444,361.14	Energy Blueprint Lifetime kWh	146,482,902	Total Electric System Benefit from all C&I programs.	Electric System Benefit from all C&I programs		
		Energy Blueprint kW	1,484			Total Electric System Benefit: \$66,177,901	
		Energy Opportunities Lifetime kWh	214,252,581				
		Energy Opportunities kW	2,111				
		B&ES (RCx, BOC, RFP, PRIME) Lifetime kWh	19,523,584				
		B&ES kW	376				
		Small Business Lifetime kWh	100,519,241				
		Small Business kW	1,040				
		Total C&I Lifetime kWh	480,778,308				
		Total C&I kW	5,011				
		Present Value of C&I Lifetime kWh	\$0.0800				
		Present Value of C&I Lifetime kW @ Customer Meter	\$5,255.45				
		Total C&I Lifetime kWh @ Present Value Factor	\$39,841,665				
		Total C&I kW @ Present Value Factor	\$26,336,237				
	Total Electric System Benefit	\$66,177,901					
	The Net Electric System Benefit from all C&I programs:	\$48,733,540	Total Program Benefit from all C&I programs.	\$324,594			
All C/I Programs (Sector Level) Sector Budget		Total Net Electric System Benefit from all C&I programs.	\$48,733,540		0.21	\$324,594	
Small Business	\$4,058,799.79	Develop and implement comprehensive projects. Offerings will consist of a tailored combination of measure and service bundles, and energy management. Calculated as signed projects that included comprehensive offerings at time of offering/all signed projects (excluding rebates). This is based on 2019 Actual results plus 5%.		Continue to Promote Comprehensive Projects	% of signed projects	0.03	\$46,371

United Illuminating Electric PMI (2020) continued

SECTOR	Program	Performance Indicators	Incentive Metrics			
			Incentive Metric	Target Goal	Weight	Incentive
<b>COMMERCIAL &amp; INDUSTRIAL (C/I)</b>						
Energy Conscious Blueprint	\$4,364,136.52	Number of new construction/major renovation projects that are more efficient than the State Energy Code and are: 30% > ASHRAE 90.1-2013 or IECC 2015, or utilize Whole Building Performance, or Near Net Zero Energy Projects and at least one towards Net Zero Energy project which shall include renewable energy technologies such as, but not limited to, Solar PV, Solar Thermal, Fuel Cells, CHP, and Wind.	Continue to Advance Projects That Are More Efficient than the State Energy Code, etc.	% of signed projects	0.02	\$30,914
Energy Opportunities	\$7,791,464.72	Develop and implement comprehensive offerings. Offerings will consist of a tailored combination of measure and service bundles, and technical assistance for SEM, benchmarking. Calculated as signed projects that included comprehensive offerings at time of offering/all signed projects (excluding rebates). Comprehensive shall be defined as including multiple end use measures with BES counting as an end use. Based on Prior Year Actual results + 5%.	Continue to Advance Projects That Are More Efficient than the State Energy Code, etc.	% of all signed projects.	0.03	\$46,371
Strategic Energy Management		The Companies will engage 10 companies that are part of a cohort (one or more) with each company saving a minimum of 10 annual MWH and the Companies also will engage with 10 individual companies with each company's savings a minimum of 25 annual MWh. SEM savings will be measured and claimed as per CEE SEM Minimum Elements. Based on the above the participation goal is 20 total companies with savings (10 as part of a cohort and 10 individuals).	Promote Strategic Energy Management (SEM) Initiatives	CEE SEM Minimum Elements	0.02	\$30,914
All C&I Programs		Electric Savings	Electric Savings include in appropriate sector level metric			
<b>Total Incentive \$ Residential and C&amp;I</b>					<b>1.0000</b>	<b>\$1,545,685</b>

United Illuminating Electric PMI (2021)

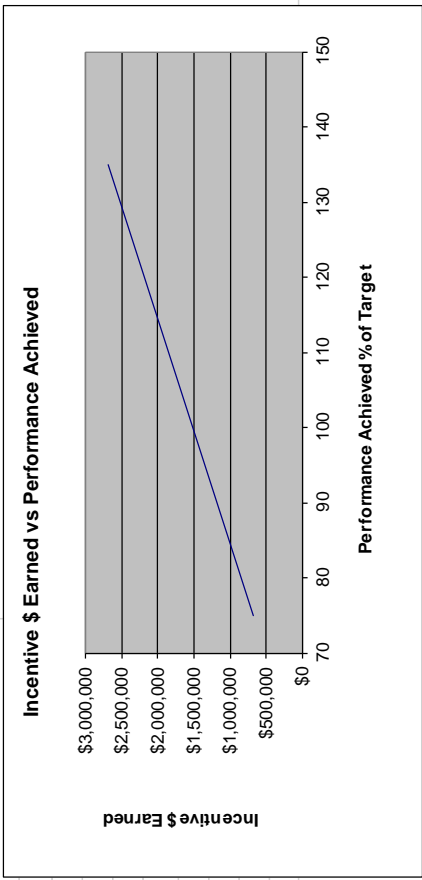
**THE UNITED ILLUMINATING COMPANY**

**2021 Management Incentive Performance Indicators and Incentive Matrix**

Provided below is the 2020 Incentive Matrix with Performance Indicators. The weights applied to each of the individual and sector level metrics were developed in collaboration with Energy Efficiency Board Consultants. The Utility Performance Incentive is: \$1,512,996. 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 pro-rated based on actual over/under spend of budget.

The actual incentive earned will be determined by the performance achieved in each of the Incentive Metrics identified below, based on the following Performance Index:

<u>Performance %</u>	<u>Pretax</u>	<u>Pre-tax Incentive</u>
75	2.0%	\$672,443
85	3.0%	\$1,008,664
95	4.0%	\$1,344,885
<b>100</b>	<b>4.5%</b>	<b>\$1,512,996</b>
105	5.0%	\$1,681,106
115	6.0%	\$2,017,328
125	7.0%	\$2,353,549
135	8.0%	\$2,689,770



**Total Original Budget\* \$33,622,125**

\* Does not include Incentive, EEB costs, and Audit.

United Illuminating Electric PMI (2021) continued

SECTOR Program		Performance Indicators			Incentive Metrics			
		Performance Indicators			Incentive Metric	Target Goal	Weight	Incentive
RESIDENTIAL All Residential Programs (Sector Level) Sector Budget	\$	11,872,892	Residential Products & Services Lifetime kWh	21,712,976	Total Electric System Benefit from all Res programs	Electric System Benefit from all Res programs	0.195	\$295,034
			Residential Products & Services kW	658				
			Homes Lifetime kWh	5,081,243				
			Homes kW	129				
			Home Energy Solutions Lifetime kWh	16,347,451				
			Home Energy Solutions kW	676				
			HVAC/Water Heaters Lifetime kWh	18,168,360				
			HVAC/Water Heaters kW	375				
			HES Income Eligible Lifetime kWh	30,848,389				
			HES Income Eligible kW	391				
			Residential Behavior Lifetime kWh	2,038,120				
			Residential Behavior kW	0				
			Total Residential Lifetime kWh	94,196,538				
			Total Residential kW	2,230				
			Present Value of Res Lifetime kWh	\$0.0901				
			Present Value of Res Lifetime kW @ Customer Meter	\$3,486.59				
			Total Res Lifetime kWh @ Present Value Factor	\$8,488,368				
		Total Res kW @ Present Value Factor	\$7,773,824					
		Total Electric System Benefit	\$16,262,192					
		The Net Electric System Benefit from all Res programs	\$4,389,300					
All Residential Programs (Sector Level)		Total Net Electric System Benefit	\$4,389,300		\$4,389,300		0.195	\$295,034
Residential New Construction	\$	599,005	Percentage of single-family and single-family attached homes/units in the RNC program that achieve a HERS rating of 50 or less. Based on 2019 Actual plus 4% points.		Energy savings included in appropriate sector level metric		0.015	\$22,695

United Illuminating Electric PMI (2021) continued

SECTOR	Program	Performance Indicators		Incentive Metrics			
				Incentive Metric	Target Goal	Weight	Incentive
RESIDENTIAL	HES	\$ 3,574,560	MIMBTU per single-family home (not including lighting) for Core Services that have air sealing completed (i.e., non-barriered homes). Based on 2020 actuals adjusted to 2021 CT PSD plus 2.0%.	Energy savings included in appropriate sector level metric	Achieve MIMBTU in HES per single-family home savings across all fuels	0.0300	\$45,390
			Number of homes that receive insulation rebates/ Number of homes that receive HES Assessments. Based on 2020 Actuals plus 2%.	Increase HES savings per Home	% of homes that receive insulation rebates	0.0150	\$22,695
HES - Income Eligible		\$4,160,233.00	Expend the HES-IE Budget - Full Penalty is 5% times HES-IE Budgeted Spending. Expend 95% spending avoids the penalty. The penalty is on sliding scale from 85% to 95%. Above 85% spending, the penalty is scaled with a 10% reduction in the penalty for each one percent increase in budget spend above 85%.	Energy savings included in appropriate sector level metric	This is a penalty metric - 5%.		
				Annual MIMBTU			
			Annual MIMBTU for electric, oil and propane measures		MIMBTU		

United Illuminating Electric PMI (2021) continued

SECTOR Program	Performance Indicators			Incentive Metrics			
				Incentive Metric	Target Goal	Weight	Incentive
<b>COMMERCIAL &amp; INDUSTRIAL (C/I)</b> All C/I Programs (Sector Level) Sector Budget	\$ 16,089,918	Energy Blueprint Lifetime kWh	129,994,358	Total Electric System Benefit from all C&I programs.	Electric System Benefit from all C&I programs	0.21	\$317,729
		Energy Blueprint kW	1,317				
		Energy Opportunities Lifetime kWh	191,444,009				
		Energy Opportunities kW	1,886				
		B&ES (RCx, BOC, RFP, PRIME) Lifetime kWh	17,264,089				
		B&ES kW	332				
		Small Business Lifetime kWh	87,108,194				
		Small Business kW	901				
		Total C&I Lifetime kWh	425,810,650				
		Total C&I kW	4,437				
		Present Value of C&I Lifetime kWh	\$0.0802				
		Present Value of C&I Lifetime kW @ Customer Meter	\$5,362.10				
		Total C&I Lifetime kWh @ Present Value Factor	\$34,163,831				
	Total C&I kW @ Present Value Factor	\$23,793,231					
	Total Electric System Benefit	\$57,957,062					
	The Net Electric System Benefit from all C&I programs:	\$41,867,144					
All C/I Programs (Sector Level) Sector Budget		Total Net Electric System Benefit from all C&I programs.	\$41,867,144	Total Program Benefit from all C&I programs.		0.21	\$317,729



United Illuminating Electric PMI (2021) continued

SECTOR Program	Performance Indicators		Incentive Metrics				
			Incentive Metric	Target Goal	Weight	Incentive	
<b>COMMERCIAL &amp; INDUSTRIAL (C/I)</b>							
Small Business	\$ 3,740,024	Develop and implement comprehensive projects. Offerings will consist of a tailored combination of measure and service bundles, and energy management. Calculated as signed projects that included comprehensive offerings at time of offering/all signed projects (excluding rebates). This is based on 2020 Actual results plus 5%.	Continue to Promote Comprehensive Projects	% of signed projects	0.03	\$45,390	
Energy Conscious Blueprint	\$ 4,022,448	Number of new construction/major renovation projects that are more efficient than the State Energy Code and are: 30% > ASHRAE 90.1-2013 or IECC 2015, or utilize Whole Building Performance, or Near Net Zero Energy Projects and at least one towards Net Zero Energy project which shall include renewable energy technologies such as, but not limited to, Solar PV, Solar Thermal, Fuel Cells, CHP, and Wind.	Continue to Advance Projects That Are More Efficient than the State Energy Code, etc.	% of signed projects	0.02	\$30,260	
Energy Opportunities	\$ 7,191,411	Develop and implement comprehensive offerings. Offerings will consist of a tailored combination of measure and service bundles, and technical assistance for SEM, benchmarking. Calculated as signed projects that included comprehensive offerings at time of offering/all signed projects (excluding rebates). Comprehensive shall be defined as including multiple end use measures with BES counting as an end use. Based on Prior Year Actual results + 5%.	Continue to Advance Projects That Are More Efficient than the State Energy Code, etc.	% of all signed projects.	0.03	\$45,390	
Strategic Energy Management		The Companies will engage 10 companies that are part of a cohort (one or more) with each company saving a minimum of 10 annual MWH and the Companies also will engage with 10 individual companies with each company's savings a minimum of 25 annual MWh. SEM savings will be measured and claimed as per CEE SEM Minimum Elements. Based on the above the participation goal is 20 total companies with savings (10 as part of a cohort and 10 individuals).	Promote Strategic Energy Management (SEM) Initiatives	CEE SEM Minimum Elements	0.02	\$30,260	
All C&I Programs		Electric Savings	Electric Savings include in appropriate sector level metric				
<b>Total Incentive \$ Residential and C&amp;I</b>					<b>1.0000</b>	<b>\$1,512,996</b>	

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# COMBINED NATURAL GAS BUDGET AND SAVINGS TABLES

## Combined Natural Gas Table A1 (2019)

Natural Gas EE Budget	2019 Eversource CT Gas Proposed Budget	2019 CNG Proposed Budget	2019 SCG Proposed Budget	2019 Eversource CT Gas/CNG/SCG Combined Total
<b>RESIDENTIAL</b>				
New Construction	\$ 821,137	\$ 719,950	\$ 1,099,837	\$ 2,640,923
Home Energy Solutions - Core Services	\$ 1,996,353	\$ 3,236,505	\$ 1,944,962	\$ 7,177,820
Home Energy Solutions - HVAC, Water Heaters	\$ 2,364,019	\$ 1,824,189	\$ 3,571,838	\$ 7,760,045
HES-Income Eligible	\$ 3,725,172	\$ 4,206,424	\$ 3,321,827	\$ 11,253,423
Residential Behavior	\$ 410,000	\$ 156,228	\$ 179,676	\$ 745,904
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 9,316,680</b>	<b>\$ 10,143,296</b>	<b>\$ 10,118,139</b>	<b>\$ 29,578,115</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>				
<b>C&amp;I LOST OPPORTUNITY</b>				
Energy Conscious Blueprint	\$ 2,829,007	\$ 2,151,328	\$ 2,011,328	\$ 6,991,663
<b>Total: Lost Opportunity</b>	<b>\$ 2,829,007</b>	<b>\$ 2,151,328</b>	<b>\$ 2,011,328</b>	<b>\$ 6,991,663</b>
<b>C&amp;I LARGE RETROFIT</b>				
Energy Opportunities	\$ 5,096,626	\$ 1,262,498	\$ 1,327,765	\$ 7,686,889
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 629,672	\$ 733,821	\$ 574,069	\$ 1,937,561
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 5,726,298</b>	<b>\$ 1,996,318</b>	<b>\$ 1,901,834</b>	<b>\$ 9,624,450</b>
Small Business Energy Advantage	\$ 749,000	\$ 334,736	\$ 286,415	\$ 1,370,152
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 9,304,305</b>	<b>\$ 4,482,383</b>	<b>\$ 4,199,577</b>	<b>\$ 17,986,264</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>				
Educate the Public	\$ 63,267	\$ 65,796	\$ 65,796	\$ 194,859
Customer Engagement	\$ 211,479	\$ -	\$ -	\$ 211,479
Educate the Students	\$ 22,202	\$ 22,859	\$ 22,859	\$ 67,920
Educate the Workforce	\$ 13,146	\$ 13,671	\$ 13,671	\$ 40,488
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 310,093</b>	<b>\$ 102,326</b>	<b>\$ 102,326</b>	<b>\$ 514,745</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>				
Residential Loan Program (includes ECLF and OBR)	\$ 80,075	\$ 86,292	\$ 86,292	\$ 252,659
C&I Financing Support	\$ 86,332	\$ 20,000	\$ 75,000	\$ 181,332
Research, Development and Demonstration	\$ 50,000	\$ 50,000	\$ 50,000	\$ 150,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ 216,407</b>	<b>\$ 156,292</b>	<b>\$ 211,292</b>	<b>\$ 583,991</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>				
Administration	\$ 114,208	\$ 150,463	\$ 150,465	\$ 415,137
Marketing Plan	\$ 14,630	\$ 14,630	\$ 14,630	\$ 43,890
Planning	\$ 74,992	\$ 96,583	\$ 96,583	\$ 268,158
Evaluation Measurement and Verification	\$ 217,523	\$ 217,523	\$ 217,523	\$ 652,569
Evaluation Administrator	\$ 18,667	\$ 18,667	\$ 18,667	\$ 56,001
Information Technology	\$ 133,320	\$ 137,531	\$ 137,532	\$ 408,383
Energy Efficiency Board Consultants	\$ 31,893	\$ 31,893	\$ 31,893	\$ 95,679
Audits - Financial and Operational	\$ 10,000	\$ 10,000	\$ 10,000	\$ 30,000
Performance Management Incentive (PMI)	\$ 886,597	\$ 697,546	\$ 686,163	\$ 2,270,306
<b>Subtotal: Other - Administrative &amp; Planning</b>	<b>\$ 1,501,831</b>	<b>\$ 1,374,837</b>	<b>\$ 1,363,456</b>	<b>\$ 4,240,123</b>
<b>TOTAL</b>	<b>\$ 20,649,315</b>	<b>\$ 16,259,133</b>	<b>\$ 15,994,790</b>	<b>\$ 52,903,238</b>

Combined Natural Gas Table A1 (2020)

Natural Gas EE Budget	2020 Eversource CT Gas Proposed Budget	2020 CNG Proposed Budget	2020 SCG Proposed Budget	2020 Eversource CT Gas/CNG/SCG Combined Total
<b>RESIDENTIAL</b>				
New Construction	\$ 884,613	\$ 704,532	\$ 951,802	\$ 2,540,947
Home Energy Solutions - Core Services	\$ 1,927,525	\$ 2,809,071	\$ 1,731,783	\$ 6,468,378
Home Energy Solutions - HVAC, Water Heaters	\$ 3,104,024	\$ 2,155,559	\$ 3,112,123	\$ 8,371,706
HES-Income Eligible	\$ 3,787,522	\$ 4,152,369	\$ 3,021,954	\$ 10,961,845
Residential Behavior	\$ 343,586	\$ 155,642	\$ 158,711	\$ 657,939
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 10,047,270</b>	<b>\$ 9,977,173</b>	<b>\$ 8,976,373</b>	<b>\$ 29,000,815</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>				
<b>C&amp;I LOST OPPORTUNITY</b>				
Energy Conscious Blueprint	\$ 4,400,180	\$ 2,088,077	\$ 1,710,736	\$ 8,198,993
<b>Total: Lost Opportunity</b>	<b>\$ 4,400,180</b>	<b>\$ 2,088,077</b>	<b>\$ 1,710,736</b>	<b>\$ 8,198,993</b>
<b>C&amp;I LARGE RETROFIT</b>				
Energy Opportunities	\$ 4,102,149	\$ 1,192,841	\$ 1,123,133	\$ 6,418,123
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 673,505	\$ 691,676	\$ 502,535	\$ 1,867,717
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 4,775,654</b>	<b>\$ 1,884,518</b>	<b>\$ 1,625,668</b>	<b>\$ 8,285,840</b>
Small Business Energy Advantage	\$ 800,307	\$ 323,184	\$ 246,401	\$ 1,369,892
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 9,976,141</b>	<b>\$ 4,295,778</b>	<b>\$ 3,582,806</b>	<b>\$ 17,854,724</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>				
Educate the Public	\$ 70,165	\$ 94,806	\$ 94,806	\$ 259,777
Customer Engagement	\$ 270,612	\$ 100,000	\$ 100,000	\$ 470,612
Educate the Students	\$ 43,340	\$ 45,164	\$ 45,164	\$ 133,668
Educate the Workforce	\$ 35,359	\$ 67,473	\$ 67,474	\$ 170,306
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 419,476</b>	<b>\$ 307,444</b>	<b>\$ 307,444</b>	<b>\$ 1,034,364</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>				
Residential Loan Program (includes ECLF and OBR)	\$ 80,075	\$ 86,292	\$ 86,292	\$ 252,659
C&I Financing Support	\$ 78,256	\$ 20,000	\$ 75,000	\$ 173,256
Research, Development and Demonstration	\$ 50,000	\$ 50,000	\$ 50,000	\$ 150,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ 208,331</b>	<b>\$ 156,292</b>	<b>\$ 211,292</b>	<b>\$ 575,915</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>				
Administration	\$ 136,109	\$ 154,854	\$ 154,855	\$ 445,818
Marketing Plan	\$ 31,100	\$ 31,100	\$ 31,100	\$ 93,300
Planning	\$ 74,993	\$ 111,980	\$ 111,980	\$ 298,954
Evaluation Measurement and Verification	\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000
Evaluation Administrator	\$ 20,000	\$ 20,000	\$ 20,000	\$ 60,000
Information Technology	\$ 133,321	\$ 139,037	\$ 139,038	\$ 411,396
Energy Efficiency Board Consultants	\$ 43,333	\$ 43,333	\$ 43,333	\$ 129,999
Audits - Financial and Operational	\$ 10,000	\$ 10,000	\$ 10,000	\$ 30,000
Performance Management Incentive (PMI)	\$ 955,203	\$ 691,815	\$ 617,170	\$ 2,264,188
<b>Subtotal: Other - Administrative &amp; Planning</b>	<b>\$ 1,604,059</b>	<b>\$ 1,402,119</b>	<b>\$ 1,327,477</b>	<b>\$ 4,333,655</b>
<b>TOTAL</b>	<b>\$ 22,255,276</b>	<b>\$ 16,138,806</b>	<b>\$ 14,405,391</b>	<b>\$ 52,799,473</b>

Combined Natural Gas Table A1 (2021)

Natural Gas EE Budget	2021 Eversource CT Gas Proposed Budget	2021 CNG Proposed Budget	2021 SCG Proposed Budget	2021 Eversource CT Gas/CNG/SCG Combined Total
<b>RESIDENTIAL</b>				
New Construction	\$ 884,155	\$ 729,333	\$ 956,559	\$ 2,570,047
Home Energy Solutions - Core Services	\$ 1,941,812	\$ 2,914,856	\$ 1,741,630	\$ 6,598,298
Home Energy Solutions - HVAC, Water Heaters	\$ 3,084,100	\$ 2,215,727	\$ 3,119,851	\$ 8,419,677
HES-Income Eligible	\$ 3,777,615	\$ 4,267,668	\$ 3,083,334	\$ 11,128,617
Residential Behavior	\$ 343,407	\$ 161,103	\$ 158,523	\$ 663,033
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 10,031,090</b>	<b>\$ 10,288,686</b>	<b>\$ 9,059,896</b>	<b>\$ 29,379,672</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>				
<b>C&amp;I LOST OPPORTUNITY</b>				
Energy Conscious Blueprint	\$ 4,337,158	\$ 2,171,684	\$ 1,728,819	\$ 8,237,661
<b>Total: Lost Opportunity</b>	<b>\$ 4,337,158</b>	<b>\$ 2,171,684</b>	<b>\$ 1,728,819</b>	<b>\$ 8,237,661</b>
<b>C&amp;I LARGE RETROFIT</b>				
Energy Opportunities	\$ 4,043,264	\$ 1,236,560	\$ 1,135,881	\$ 6,415,706
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 673,058	\$ 715,682	\$ 507,424	\$ 1,896,164
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 4,716,322</b>	<b>\$ 1,952,242</b>	<b>\$ 1,643,305</b>	<b>\$ 8,311,869</b>
Small Business Energy Advantage	\$ 881,107	\$ 334,463	\$ 249,315	\$ 1,464,885
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 9,934,586</b>	<b>\$ 4,458,389</b>	<b>\$ 3,621,439</b>	<b>\$ 18,014,415</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>				
Educate the Public	\$ 73,642	\$ 76,089	\$ 76,089	\$ 225,820
Customer Engagement	\$ 282,000	\$ 100,000	\$ 100,000	\$ 482,000
Educate the Students	\$ 45,164	\$ 45,164	\$ 45,164	\$ 135,492
Educate the Workforce	\$ 36,774	\$ 67,473	\$ 67,473	\$ 171,720
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 437,581</b>	<b>\$ 288,726</b>	<b>\$ 288,726</b>	<b>\$ 1,015,032</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>				
Residential Loan Program (includes ECLF and OBR)	\$ 84,523	\$ 86,292	\$ 86,292	\$ 257,107
C&I Financing Support	\$ 93,905	\$ 20,000	\$ 75,000	\$ 188,905
Research, Development and Demonstration	\$ 50,000	\$ 50,000	\$ 50,000	\$ 150,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ 228,428</b>	<b>\$ 156,292</b>	<b>\$ 211,292</b>	<b>\$ 596,012</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>				
Administration	\$ 150,933	\$ 159,218	\$ 159,219	\$ 469,370
Marketing Plan	\$ 40,101	\$ 40,100	\$ 40,100	\$ 120,301
Planning	\$ 79,158	\$ 102,465	\$ 102,465	\$ 284,088
Evaluation Measurement and Verification	\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000
Evaluation Administrator	\$ 20,000	\$ 20,000	\$ 20,000	\$ 60,000
Information Technology	\$ 140,726	\$ 140,589	\$ 140,590	\$ 421,904
Energy Efficiency Board Consultants	\$ 43,333	\$ 43,333	\$ 43,333	\$ 129,999
Audits - Financial and Operational	\$ 10,000	\$ 10,000	\$ 10,000	\$ 30,000
Performance Management Incentive (PMI)	\$ 955,917	\$ 712,551	\$ 622,068	\$ 2,290,536
<b>Subtotal: Other - Administrative &amp; Planning</b>	<b>\$ 1,640,168</b>	<b>\$ 1,428,256</b>	<b>\$ 1,337,775</b>	<b>\$ 4,406,198</b>
<b>TOTAL</b>	<b>\$ 22,271,853</b>	<b>\$ 16,620,349</b>	<b>\$ 14,519,128</b>	<b>\$ 53,411,330</b>

Combined Natural Gas Table A1 (2022)

Natural Gas EE Budget	2022 Eversource CT Gas Proposed Budget	2022 CNG Proposed Budget	2022 SCG Proposed Budget	2022 Eversource CT Gas/CNG/SCG Combined Total
<b>RESIDENTIAL</b>				
New Construction	\$ 895,396	\$ 735,908	\$ 963,049	\$ 2,594,353
Home Energy Solutions - Core Services	\$ 1,969,680	\$ 3,270,230	\$ 1,753,435	\$ 6,993,345
Home Energy Solutions - HVAC, Water Heaters	\$ 3,115,685	\$ 1,906,605	\$ 3,141,046	\$ 8,163,336
HES-Income Eligible	\$ 3,818,460	\$ 4,306,141	\$ 3,104,252	\$ 11,228,854
Residential Behavior	\$ 347,774	\$ 162,554	\$ 159,598	\$ 669,926
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 10,146,996</b>	<b>\$ 10,381,437</b>	<b>\$ 9,121,380</b>	<b>\$ 29,649,813</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>				
<b>C&amp;I LOST OPPORTUNITY</b>				
Energy Conscious Blueprint	\$ 4,392,303	\$ 2,191,262	\$ 1,740,549	\$ 8,324,114
<b>Total: Lost Opportunity</b>	<b>\$ 4,392,303</b>	<b>\$ 2,191,262</b>	<b>\$ 1,740,549</b>	<b>\$ 8,324,114</b>
<b>C&amp;I LARGE RETROFIT</b>				
Energy Opportunities	\$ 4,094,673	\$ 1,247,708	\$ 1,143,592	\$ 6,485,973
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 681,616	\$ 722,134	\$ 510,875	\$ 1,914,624
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 4,776,289</b>	<b>\$ 1,969,842</b>	<b>\$ 1,654,467</b>	<b>\$ 8,400,598</b>
Small Business Energy Advantage	\$ 892,310	\$ 337,478	\$ 251,011	\$ 1,480,799
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 10,060,901</b>	<b>\$ 4,498,581</b>	<b>\$ 3,646,028</b>	<b>\$ 18,205,510</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>				
Educate the Public	\$ 73,642	\$ 76,089	\$ 76,089	\$ 225,820
Customer Engagement	\$ 282,000	\$ 100,000	\$ 100,000	\$ 482,000
Educate the Students	\$ 45,164	\$ 45,164	\$ 45,164	\$ 135,492
Educate the Workforce	\$ 36,774	\$ 67,473	\$ 67,473	\$ 171,720
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 437,581</b>	<b>\$ 288,726</b>	<b>\$ 288,726</b>	<b>\$ 1,015,032</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>				
Residential Loan Program (includes ECLF and OBR)	\$ 84,523	\$ 86,292	\$ 86,292	\$ 257,107
C&I Financing Support	\$ 93,905	\$ 20,000	\$ 75,000	\$ 188,905
Research, Development and Demonstration	\$ 50,000	\$ 50,000	\$ 50,000	\$ 150,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ 228,428</b>	<b>\$ 156,292</b>	<b>\$ 211,292</b>	<b>\$ 596,012</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>				
Administration	\$ 150,933	\$ 159,218	\$ 159,219	\$ 469,370
Marketing Plan	\$ 40,101	\$ 40,100	\$ 40,100	\$ 120,301
Planning	\$ 79,158	\$ 102,465	\$ 102,465	\$ 284,088
Evaluation Measurement and Verification	\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000
Evaluation Administrator	\$ 20,000	\$ 20,000	\$ 20,000	\$ 60,000
Information Technology	\$ 140,726	\$ 140,589	\$ 140,590	\$ 421,904
Energy Efficiency Board Consultants	\$ 43,333	\$ 43,333	\$ 43,333	\$ 129,999
Audits - Financial and Operational	\$ 10,000	\$ 10,000	\$ 10,000	\$ 30,000
Performance Management Incentive (PMI)	\$ 966,817	\$ 718,533	\$ 625,941	\$ 2,311,291
<b>Subtotal: Other - Administrative &amp; Planning</b>	<b>\$ 1,651,068</b>	<b>\$ 1,434,238</b>	<b>\$ 1,341,648</b>	<b>\$ 4,426,954</b>
<b>TOTAL</b>	<b>\$ 22,524,974</b>	<b>\$ 16,759,275</b>	<b>\$ 14,609,073</b>	<b>\$ 53,893,322</b>

Combined Natural Gas Table A2 (2019-2021)

Table A2  
EVERSOURCE CT GAS, CNG & SCG  
2019 - 2022 Natural Gas Revenues

	2019		2019		2019		2020		2020	
	Eversource CT Gas Revenues 03/01/19	CNG Revenues 03/01/2019	SCG Revenues 3/1/2019	Combined Eversource Gas/CNG/SCG Total	Eversource CT Gas Revenues 11/01/19	CNG Revenues 11/01/2019	SCG Revenues 11/1/2019	Combined Eversource CT Gas/CNG/SCG Total		
Natural Gas EE Revenues										
Conservation Adjustment Mechanism (CAM)	\$ 22,322,326	\$ 16,037,783	\$ 14,503,875	\$ 52,863,984	\$ 22,255,276	\$ 16,138,806	\$ 14,405,391	\$ 52,799,473		
Prior Period Over/(Under) Collections	\$ 2,164,454	\$ (55,968)	\$ 324,477	\$ 2,432,963				\$ -		
Prior Period Under/(Over) Budget	\$ (3,837,465)	\$ 451,887	\$ 1,287,654	\$ (2,097,924)				\$ -		
Estimated Interest Due to Company/Other Revenues		\$ (174,569)	\$ (121,216)	\$ (295,785)				\$ -		
<b>Total Revenues</b>	<b>\$ 20,649,315</b>	<b>\$ 16,259,133</b>	<b>\$ 15,994,790</b>	<b>\$ 52,903,238</b>	<b>\$ 22,255,276</b>	<b>\$ 16,138,806</b>	<b>\$ 14,405,391</b>	<b>\$ 52,799,473</b>		

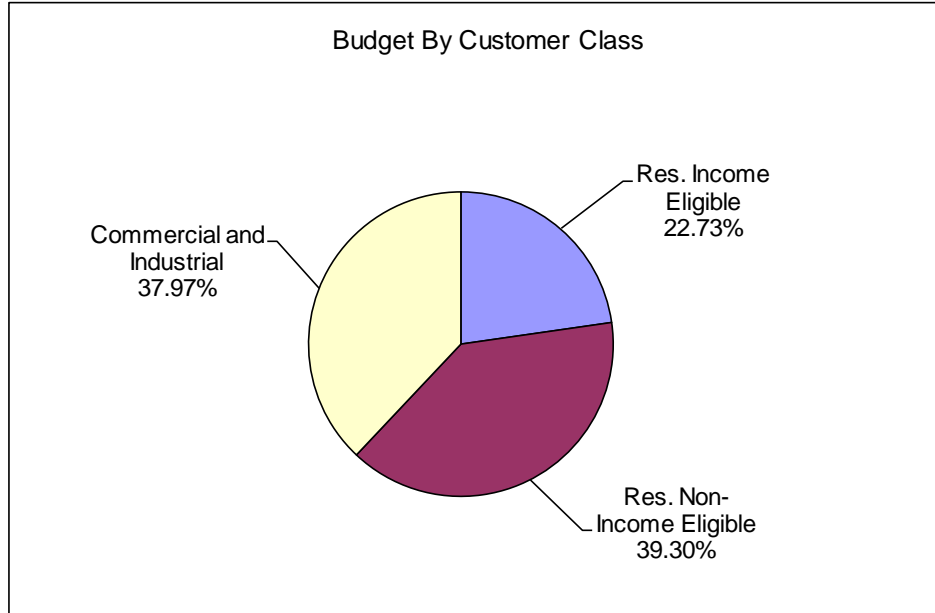
  

	2021		2021		2021		2022		2022	
	Eversource CT Gas Revenues 11/01/19	CNG Revenues 11/01/2019	SCG Revenues 11/1/2019	Combined Eversource Gas/CNG/SCG Total	Eversource CT Gas Revenues 11/01/19	CNG Revenues 11/01/2019	SCG Revenues 11/1/2019	Combined Eversource CT Gas/CNG/SCG Total		
Natural Gas EE Revenues										
Conservation Adjustment Mechanism (CAM)	\$ 22,271,853	\$ 16,620,349	\$ 14,519,128	\$ 53,411,330	\$ 22,524,974	\$ 16,759,275	\$ 14,609,073	\$ 53,893,322		
<b>Total Revenues</b>	<b>\$ 22,271,853</b>	<b>\$ 16,620,349</b>	<b>\$ 14,519,128</b>	<b>\$ 53,411,330</b>	<b>\$ 22,524,974</b>	<b>\$ 16,759,275</b>	<b>\$ 14,609,073</b>	<b>\$ 53,893,322</b>		

All figures are net of GET. All Companies are decoupled.

Combined Natural Gas Table A1 (2020)

**Statewide 2020 Update Budget Analysis  
Table A1 Pie Chart**

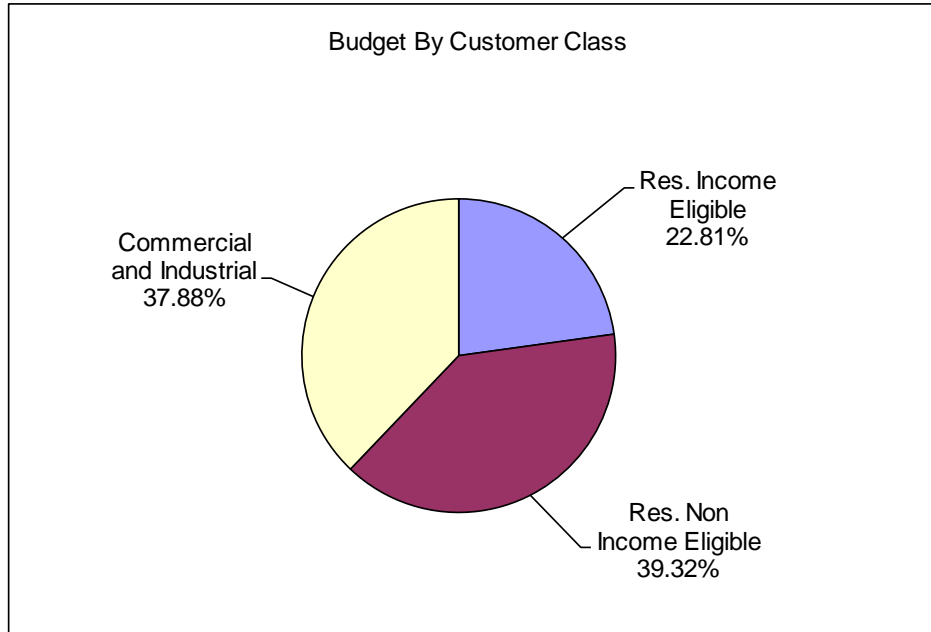


Customer Class	Budget* (\$,000)	% of Total Budget	% of Residential and C&I Budget
Res. Income Eligible	\$11,001,882	20.84%	22.73%
Res. Non-Income Eligible	\$19,024,698	36.03%	39.30%
<b>Residential Subtotal</b>	<b>\$30,026,580</b>	<b>56.87%</b>	<b>62.03%</b>
Commercial and Industrial	\$18,382,538	34.82%	37.97%
<b>C&amp;I Subtotal</b>	<b>\$18,382,538</b>	<b>34.82%</b>	<b>37.97%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$48,409,119</b>	<b>91.68%</b>	<b>100.00%</b>
<b>Other Expenditures</b>			
Other Expenditures	\$4,390,354	8.32%	
<b>Other Expenditures Subtotal</b>	<b>\$4,390,354</b>	<b>8.32%</b>	
<b>TOTAL</b>	<b>\$52,799,473</b>	<b>100.00%</b>	
ES CT Gas	\$22,255,276	42.15%	
CNG	\$16,138,806	30.57%	
SCG	\$14,405,391	27.28%	



Combined Natural Gas Table A1 (2021)

**Statewide 2021 Update Budget Analysis  
Table A1 Pie Chart**



Customer Class	Budget* (\$,000)	% of Total Budget	% of Residential and C&I Budget
Res. Income Eligible	\$11,170,878	20.91%	22.81%
Res. Non Income Eligible	\$19,254,905	36.05%	39.32%
<b>Residential Subtotal</b>	<b>\$30,425,783</b>	<b>56.97%</b>	<b>62.12%</b>
Commercial and Industrial	\$18,549,649	34.73%	37.88%
<b>C&amp;I Subtotal</b>	<b>\$18,549,649</b>	<b>34.73%</b>	<b>37.88%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$48,975,433</b>	<b>91.69%</b>	<b>100.00%</b>
<b>Other Expenditures</b>			
Other Expenditures	\$4,435,898	8.31%	
<b>Other Expenditures Subtotal</b>	<b>\$4,435,898</b>	<b>8.31%</b>	
<b>TOTAL</b>	<b>\$53,411,330</b>	<b>100.00%</b>	
ES CT Gas	\$22,271,853	41.70%	
CNG	\$16,620,349	31.12%	
SCG	\$14,519,128	27.18%	

## EVERSOURCE (NATURAL GAS) BUDGET AND SAVINGS TABLES

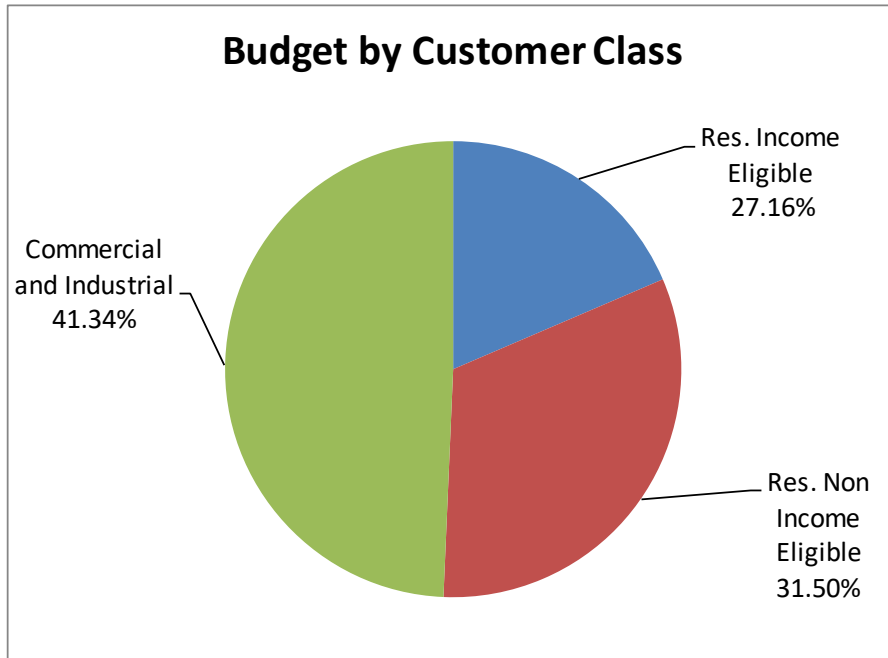
Table A - Eversource Natural Gas (2018-2022)

**Table A**  
**Eversource CT Gas Service Company**  
**2018-2022 Natural Gas Conservation Budget**

Eversource CT Gas Energy Efficiency Budget	2018 Eversource CT Gas Actual Results 12/31/2018	2019 Eversource CT Gas Proposed Budget 3/1/2019	2020 Eversource CT Gas Proposed Budget 11/1/2019	2021 Eversource CT Gas Proposed Budget 11/1/2019	2022 Eversource CT Gas Proposed Budget 11/1/2019
<b>RESIDENTIAL</b>					
Residential New Construction	\$ 918,565	\$ 821,137	\$ 884,613	\$ 884,155	\$ 895,396
Home Energy Solutions - Core Services	\$ 1,843,187	\$ 1,996,353	\$ 1,927,525	\$ 1,941,812	\$ 1,969,680
Home Energy Solutions - HVAC, Water Heaters	\$ 2,938,795	\$ 2,364,019	\$ 3,104,024	\$ 3,084,100	\$ 3,115,685
HES-Income Eligible	\$ 4,400,007	\$ 3,725,172	\$ 3,787,522	\$ 3,777,615	\$ 3,818,460
Residential Behavior	\$ 167,458	\$ 410,000	\$ 343,586	\$ 343,407	\$ 347,774
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 10,268,012</b>	<b>\$ 9,316,680</b>	<b>\$ 10,047,270</b>	<b>\$ 10,031,090</b>	<b>\$ 10,146,996</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>					
<b>C&amp;I LOST OPPORTUNITY</b>					
Energy Conscious Blueprint	\$ 1,831,447	\$ 2,829,007	\$ 4,400,180	\$ 4,337,158	\$ 4,392,303
<b>Total: Lost Opportunity</b>	<b>\$ 1,831,447</b>	<b>\$ 2,829,007</b>	<b>\$ 4,400,180</b>	<b>\$ 4,337,158</b>	<b>\$ 4,392,303</b>
<b>C&amp;I LARGE RETROFIT</b>					
Energy Opportunities	\$ 4,097,336	\$ 5,096,626	\$ 4,102,149	\$ 4,043,264	\$ 4,094,673
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 569,494	\$ 629,672	\$ 673,505	\$ 673,058	\$ 681,616
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 4,666,830</b>	<b>\$ 5,726,298</b>	<b>\$ 4,775,654</b>	<b>\$ 4,716,322</b>	<b>\$ 4,776,289</b>
Small Business Energy Advantage	\$ 247,416	\$ 749,000	\$ 800,307	\$ 881,107	\$ 892,310
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 6,745,693</b>	<b>\$ 9,304,305</b>	<b>\$ 9,976,141</b>	<b>\$ 9,934,586</b>	<b>\$ 10,060,901</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>					
Educate the Public	\$ 62,878	\$ 63,267	\$ 70,165	\$ 73,642	\$ 73,642
Customer Engagement	\$ 193,660	\$ 211,479	\$ 270,612	\$ 282,000	\$ 282,000
Educate the Students	\$ 41,953	\$ 22,202	\$ 43,340	\$ 45,164	\$ 45,164
Educate the Workforce	\$ 9,314	\$ 13,146	\$ 35,359	\$ 36,774	\$ 36,774
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 307,805</b>	<b>\$ 310,093</b>	<b>\$ 419,476</b>	<b>\$ 437,581</b>	<b>\$ 437,581</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>					
Residential Loan Program (includes ECLF and OBR)	\$ 84,550	\$ 80,075	\$ 80,075	\$ 84,523	\$ 84,523
C&I Financing Support	\$ -	\$ 86,332	\$ 78,256	\$ 93,905	\$ 93,905
Research, Development and Demonstration	\$ 34,459	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ 119,009</b>	<b>\$ 216,407</b>	<b>\$ 208,331</b>	<b>\$ 228,428</b>	<b>\$ 228,428</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>					
Administration	\$ 133,366	\$ 114,208	\$ 136,109	\$ 150,933	\$ 150,933
Marketing Plan	\$ 22,597	\$ 14,630	\$ 31,100	\$ 40,101	\$ 40,101
Planning	\$ 123,125	\$ 74,992	\$ 74,993	\$ 79,158	\$ 79,158
Evaluation Measurement and Verification	\$ 145,595	\$ 217,523	\$ 200,000	\$ 200,000	\$ 200,000
Evaluation Administrator	\$ 19,902	\$ 18,667	\$ 20,000	\$ 20,000	\$ 20,000
Information Technology	\$ 148,381	\$ 133,320	\$ 133,321	\$ 140,726	\$ 140,726
Energy Efficiency Board Consultants	\$ 33,163	\$ 31,893	\$ 43,333	\$ 43,333	\$ 43,333
Audits - Financial and Operational	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Performance Management Incentive (PMI)	\$ 1,088,866	\$ 886,597	\$ 955,203	\$ 955,917	\$ 966,817
<b>Subtotal: Other - Administrative &amp; Planning</b>	<b>\$ 1,724,995</b>	<b>\$ 1,501,831</b>	<b>\$ 1,604,059</b>	<b>\$ 1,640,168</b>	<b>\$ 1,651,068</b>
<b>TOTAL</b>	<b>\$ 19,165,514</b>	<b>\$ 20,649,315</b>	<b>\$ 22,255,276</b>	<b>\$ 22,271,853</b>	<b>\$ 22,524,974</b>

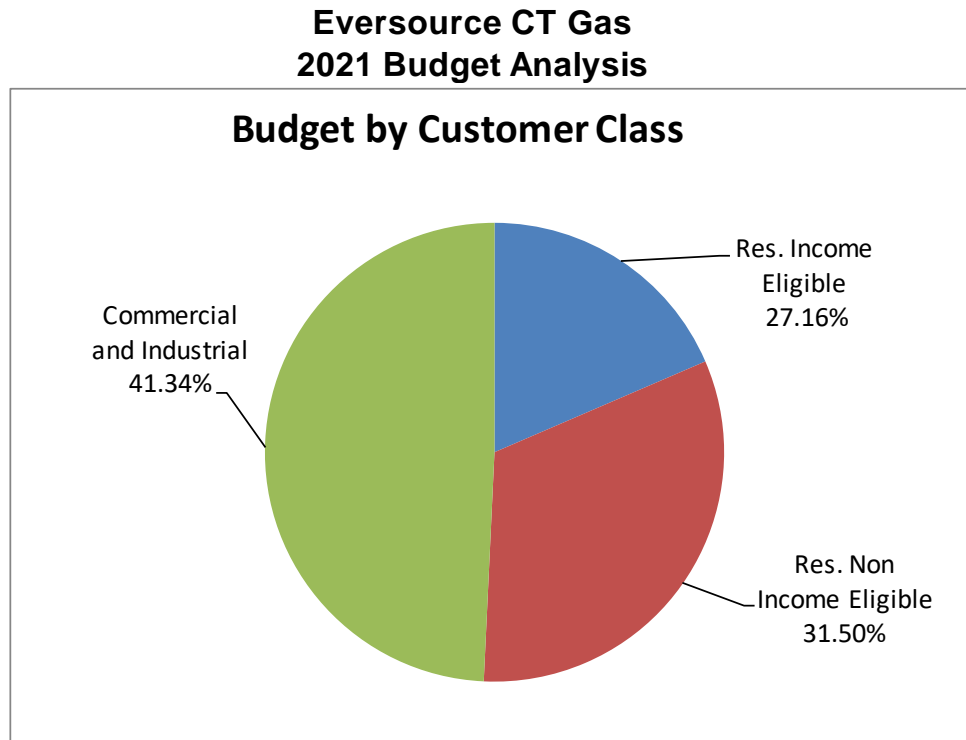
Table A Pie Chart – Eversource Natural Gas (2020)

**Eversource CT Gas  
2020 Budget Analysis**



Customer Class	Budget*	% of Total Budget	% of Residential and C&I Budget
Res. Income Eligible	\$3,827,560	17.20%	18.55%
Res. Non Income Eligible	\$6,628,589	29.78%	32.13%
<b>Residential Subtotal</b>	<b>\$10,456,148</b>	<b>46.98%</b>	<b>50.68%</b>
Commercial and Industrial	\$10,176,170	45.72%	49.32%
<b>C&amp;I Subtotal</b>	<b>\$10,176,170</b>	<b>45.72%</b>	<b>49.32%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$20,632,318</b>	<b>92.71%</b>	<b>100.00%</b>
<b>Other Expenditures</b>			
Other Expenditures	\$1,622,958	7.29%	
<b>Other Expenditures Subtotal</b>	<b>\$1,622,958</b>	<b>7.29%</b>	
<b>TOTAL</b>	<b>\$22,255,276</b>	<b>100.00%</b>	

Table A Pie Chart – Eversource Natural Gas (2021)



Customer Class	Budget*	% of Total Budget	% of Residential and C&I Budget
Res. Income Eligible	\$3,819,877	17.15%	18.52%
Res. Non Income Eligible	\$6,644,756	29.83%	32.22%
<b>Residential Subtotal</b>	<b>\$10,464,633</b>	<b>46.99%</b>	<b>50.75%</b>
Commercial and Industrial	\$10,157,153	45.61%	49.25%
<b>C&amp;I Subtotal</b>	<b>\$10,157,153</b>	<b>45.61%</b>	<b>49.25%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$20,621,785</b>	<b>92.59%</b>	<b>100.00%</b>
<b>Other Expenditures</b>			
Other Expenditures	\$1,650,067	7.41%	
<b>Other Expenditures Subtotal</b>	<b>\$1,650,067</b>	<b>7.41%</b>	
<b>TOTAL</b>	<b>\$22,271,853</b>	<b>100.00%</b>	

## Eversource Natural Gas Table A Budget Allocation (2019-2022)

<b>Table A Pie Sector Allocation</b>			
	<b>Residential</b>	<b>C&amp;I</b>	<b>Other</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>			
Educate the Public	50%	50%	0%
Customer Engagement	80%	20%	0%
Educate the Students	80%	20%	0%
Educate the Workforce	50%	50%	0%
<b>OTHER - PROGRAMS/REQUIREMENTS</b>			
Residential Loan Program	100%	0%	0%
C&I Financing Support	0%	100%	0%
Research, Development & Demonstration	0%	0%	100%
<b>OTHER - LOAD MANAGEMENT</b>			
Residential Demand Response	100%	0%	0%
C&I Demand Response	0%	100%	0%
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>			
Administration	0%	0%	100%
Marketing Plan	80%	20%	0%
Planning	0%	0%	100%
Evaluation Measurement and Verification	0%	0%	100%
Evaluation Administrator	0%	0%	100%
Information Technology	0%	0%	100%
Energy Efficiency Board Consultants	0%	0%	100%
Audit - Financial and Operational	0%	0%	100%
Performance Management Incentive	0%	0%	100%
<p>Note: Core Residential and C&amp;I programs that produce savings are allocated 100% to the Residential and C&amp;I sectors, respectively. Other programs budgets are allocated to both Residential and C&amp;I sectors based on an estimated percentage of the sector that those dollars will directly benefit by the percentages above.</p>			

Table B - Eversource Natural Gas (2020)

2020	Costs (\$000)		Benefits (\$000)		Benefit Cost Ratios		Quantities		Natural Gas Savings		
Eversource Gas	Utility Cost	Total Resource Cost	Utility Benefit	Total Resource Benefit	Utility Cost Test	Total Resource Cost Test	No. of Units	Units of Measure	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)
<b>Residential</b>											
New Construction	\$885	\$2,023	\$3,005	\$4,881	3.40	2.41	587	Homes	150,271	3,060,397	1,360
Home Energy Solutions	\$1,928	\$2,380	\$2,435	\$4,070	1.26	1.71	2,476	Homes	123,500	2,446,000	1,157
HVAC	\$3,104	\$8,133	\$5,377	\$8,720	1.73	1.07	4,451	Units	272,685	5,442,033	2,479
HES - Income Eligible	\$3,788	\$3,871	\$5,390	\$8,983	1.42	2.32	8,242	Homes	273,134	5,403,632	2,586
Behavior	\$344	\$344	\$447	\$629	1.30	1.83	35,000	Customers	91,000	234,780	292
<b>Subtotal: Residential</b>	<b>\$10,047</b>	<b>\$16,750</b>	<b>\$16,654</b>	<b>\$27,282</b>	<b>1.66</b>	<b>1.63</b>			<b>910,590</b>	<b>16,586,842</b>	<b>7,874</b>
<b>Commercial &amp; Industrial</b>											
Energy Conscious Blueprint	\$4,400	\$5,579	\$8,409	\$13,843	1.91	2.48	213	Projects	558,834	8,670,145	3,435
Energy Opportunities	\$4,102	\$12,374	\$8,670	\$13,873	2.11	1.12	88	Projects	708,403	8,144,990	4,707
BES	\$674	\$1,425	\$2,962	\$4,405	4.40	3.09	24	Projects	379,323	2,195,906	1,104
Small Business	\$800	\$1,624	\$1,428	\$2,387	1.78	1.47	165	Projects	120,327	1,507,985	1,111
<b>Subtotal: C&amp;I</b>	<b>\$9,976</b>	<b>\$21,002</b>	<b>\$21,470</b>	<b>\$34,508</b>	<b>2.15</b>	<b>1.64</b>			<b>1,766,886</b>	<b>20,519,025</b>	<b>10,358</b>
<b>Subtotal: Other</b>	<b>\$2,232</b>	<b>\$2,232</b>									
<b>TOTAL</b>	<b>\$22,255</b>	<b>\$39,983</b>	<b>\$38,124</b>	<b>\$61,790</b>	<b>1.71</b>	<b>1.55</b>			<b>2,677,476</b>	<b>37,105,867</b>	<b>18,232</b>

2020	Gas Cost Rates				MMBtu Savings				Emissions Savings	
Eversource Gas	Gas Cost Rate \$/ccf Annual	Gas Cost Ratio \$/LT-ccf	Gas Demand Cost \$/ccf	Gas Demand Cost \$/LT-ccf	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
<b>Residential</b>										
New Construction	\$5.89	\$0.289	\$650	\$32	15,463	314,915	\$57	\$3	1,112	22,649
Home Energy Solutions	\$15.61	\$0.788	\$1,666	\$84	12,708	251,693	\$152	\$8	914	18,102
HVAC	\$11.38	\$0.570	\$1,252	\$63	28,059	559,985	\$111	\$6	2,018	40,274
HES - Income Eligible	\$13.87	\$0.701	\$1,465	\$74	28,105	556,034	\$135	\$7	2,021	39,990
Behavior	\$3.78	\$1.463	\$1,176	\$456	9,364	24,159	\$37	\$14	673	1,738
<b>Subtotal: Residential</b>	<b>\$11.03</b>	<b>\$0.606</b>	<b>\$1,276</b>	<b>\$70</b>	<b>93,700</b>	<b>1,706,786</b>	<b>\$107</b>	<b>\$6</b>	<b>6,739</b>	<b>122,753</b>
<b>Commercial &amp; Industrial</b>										
Energy Conscious Blueprint	\$7.87	\$0.508	\$1,281	\$83	57,504	892,158	\$77	\$5	4,136	62,794
Energy Opportunities	\$5.79	\$0.504	\$871	\$76	72,895	838,119	\$56	\$5	5,243	59,821
BES	\$1.78	\$0.307	\$610	\$105	39,032	225,959	\$17	\$3	2,807	15,326
Small Business	\$6.65	\$0.531	\$721	\$57	12,382	155,172	\$65	\$5	890	11,046
<b>Subtotal: C&amp;I</b>	<b>\$5.65</b>	<b>\$0.486</b>	<b>\$963</b>	<b>\$83</b>	<b>181,813</b>	<b>2,111,408</b>	<b>\$55</b>	<b>\$5</b>	<b>13,076</b>	<b>148,986</b>
<b>Subtotal: Other</b>										
<b>TOTAL</b>	<b>\$8.31</b>	<b>\$0.600</b>	<b>\$1,221</b>	<b>\$88</b>	<b>275,512</b>	<b>3,818,194</b>	<b>\$81</b>	<b>\$6</b>	<b>19,815</b>	<b>271,739</b>

Table B - Eversource Natural Gas (2021)

2021	Costs (\$000)		Benefits (\$000)		Benefit Cost Ratios		Quantities		Natural Gas Savings		
	Utility Cost	Total Resource Cost	Utility Benefit	Total Resource Benefit	Utility Cost Test	Total Resource Cost Test	No. of Units	Units of Measure	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)
<b>Residential</b>											
New Construction	\$884	\$2,022	\$2,964	\$4,873	3.35	2.41	586	Homes	149,961	3,054,082	1,357
Home Energy Solutions	\$1,942	\$2,394	\$2,406	\$4,076	1.24	1.70	2,487	Homes	124,302	2,445,623	1,164
HVAC	\$3,084	\$8,113	\$5,258	\$8,632	1.70	1.06	4,416	Units	269,912	5,386,661	2,454
HES - Income Eligible	\$3,778	\$3,861	\$4,684	\$7,950	1.24	2.06	7,065	Homes	241,548	4,760,310	2,281
Behavior	\$343	\$343	\$434	\$619	1.26	1.80	35,000	Customers	91,000	234,780	292
<b>Subtotal: Residential</b>	<b>\$10,031</b>	<b>\$16,734</b>	<b>\$15,745</b>	<b>\$26,150</b>	<b>1.57</b>	<b>1.56</b>			<b>876,723</b>	<b>15,881,456</b>	<b>7,548</b>
<b>Commercial &amp; Industrial</b>											
Energy Conscious Blueprint	\$4,337	\$5,516	\$7,569	\$12,658	1.75	2.29	195	Projects	513,056	7,959,923	3,154
Energy Opportunities	\$4,043	\$12,315	\$7,682	\$12,526	1.90	1.02	80	Projects	646,594	7,434,338	4,297
BES	\$673	\$1,424	\$2,555	\$3,841	3.80	2.70	20	Projects	379,295	1,910,641	939
Small Business	\$881	\$1,705	\$1,458	\$2,476	1.66	1.45	172	Projects	125,270	1,569,926	1,156
<b>Subtotal: C&amp;I</b>	<b>\$9,935</b>	<b>\$20,960</b>	<b>\$19,265</b>	<b>\$31,501</b>	<b>1.94</b>	<b>1.50</b>			<b>1,664,215</b>	<b>18,874,829</b>	<b>9,546</b>
<b>Subtotal: Other</b>	<b>\$2,306</b>	<b>\$2,306</b>									
<b>TOTAL</b>	<b>\$22,272</b>	<b>\$40,000</b>	<b>\$35,010</b>	<b>\$57,651</b>	<b>1.57</b>	<b>1.44</b>			<b>2,540,938</b>	<b>34,756,285</b>	<b>17,094</b>

2021	Gas Cost Rates				MMBtu Savings				Emissions Savings	
	Gas Cost Rate \$/ccf Annual	Gas Cost Ratio \$/LT-ccf	Gas Demand Cost \$/ccf	Gas Demand Cost \$/LT-ccf	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
<b>Residential</b>										
New Construction	\$5.90	\$0.289	\$651	\$32	15,431	314,265	\$57	\$3	1,110	22,602
Home Energy Solutions	\$15.62	\$0.794	\$1,668	\$85	12,791	251,655	\$152	\$8	920	18,099
HVAC	\$11.43	\$0.573	\$1,257	\$63	27,774	554,287	\$111	\$6	1,998	39,865
HES - Income Eligible	\$15.64	\$0.794	\$1,656	\$84	24,855	489,836	\$152	\$8	1,788	35,229
Behavior	\$3.77	\$1.463	\$1,176	\$456	9,364	24,159	\$37	\$14	673	1,738
<b>Subtotal: Residential</b>	<b>\$11.44</b>	<b>\$0.632</b>	<b>\$1,329</b>	<b>\$73</b>	<b>90,215</b>	<b>1,634,202</b>	<b>\$111</b>	<b>\$6</b>	<b>6,488</b>	<b>117,532</b>
<b>Commercial &amp; Industrial</b>										
Energy Conscious Blueprint	\$8.45	\$0.545	\$1,375	\$89	52,793	819,076	\$82	\$5	3,797	57,650
Energy Opportunities	\$6.25	\$0.544	\$941	\$82	66,535	764,993	\$61	\$5	4,785	54,601
BES	\$1.77	\$0.352	\$717	\$142	39,029	196,605	\$17	\$3	2,807	14,660
Small Business	\$7.03	\$0.561	\$762	\$61	12,890	161,545	\$68	\$5	927	11,499
<b>Subtotal: C&amp;I</b>	<b>\$5.97</b>	<b>\$0.526</b>	<b>\$1,041</b>	<b>\$92</b>	<b>171,248</b>	<b>1,942,220</b>	<b>\$58</b>	<b>\$5</b>	<b>12,316</b>	<b>138,411</b>
<b>Subtotal: Other</b>										
<b>TOTAL</b>	<b>\$8.77</b>	<b>\$0.641</b>	<b>\$1,303</b>	<b>\$95</b>	<b>261,463</b>	<b>3,576,422</b>	<b>\$85</b>	<b>\$6</b>	<b>18,804</b>	<b>255,943</b>

Table C - Eversource CT Natural Gas (2020)

Table C  
Eversource CT Gas 2020 EE Budget Details

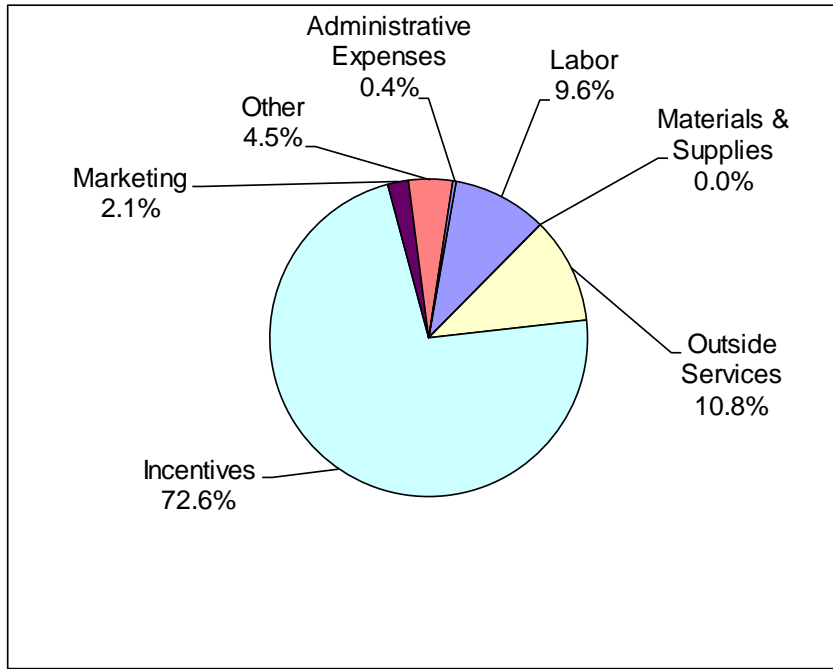
Eversource CT Gas EE BUDGET	Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
<b>RESIDENTIAL</b>									
Residential New Construction	\$ 40,000	\$ 100	\$ 10,000	-	\$ 803,513	\$ 26,000	\$ 2,000	\$ 3,000	\$ 884,613
Home Energy Solutions - Core Services	\$ 400,000	\$ 500	\$ 200,000	\$ 16,000	\$ 1,144,025	\$ 150,000	\$ 12,000	\$ 5,000	\$ 1,927,525
Home Energy Solutions - HVAC, Water Heaters	\$ 70,000	\$ 484	\$ 240,000	-	\$ 2,788,440	\$ 4,000	\$ 100	\$ 1,000	\$ 3,104,024
HES-Income Eligible	\$ 404,185	\$ 500	\$ 60,000	\$ 25,000	\$ 3,133,837	\$ 150,000	\$ 6,000	\$ 8,000	\$ 3,787,522
Residential Behavior	\$ 20,600	-	\$ 322,986	-	-	-	-	-	\$ 343,586
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 934,785</b>	<b>\$ 1,584</b>	<b>\$ 832,986</b>	<b>\$ 41,000</b>	<b>\$ 7,869,814</b>	<b>\$ 330,000</b>	<b>\$ 20,100</b>	<b>\$ 17,000</b>	<b>\$ 10,047,270</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>									
<b>C&amp;I LOST OPPORTUNITY</b>									
Energy Conscious Blueprint	\$ 124,471	\$ 500	\$ 440,000	\$ 22,956	\$ 3,782,253	\$ 28,000	\$ 1,000	\$ 1,000	\$ 4,400,180
<b>Total: Lost Opportunity</b>	<b>\$ 124,471</b>	<b>\$ 500</b>	<b>\$ 440,000</b>	<b>\$ 22,956</b>	<b>\$ 3,782,253</b>	<b>\$ 28,000</b>	<b>\$ 1,000</b>	<b>\$ 1,000</b>	<b>\$ 4,400,180</b>
<b>C&amp;I LARGE RETROFIT</b>									
Energy Opportunities	\$ 638,600	\$ 500	\$ 69,538	\$ 22,320	\$ 3,341,191	\$ 22,000	\$ 6,000	\$ 2,000	\$ 4,102,149
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 79,825	\$ 100	\$ 100,000	\$ 837	\$ 474,743	\$ 16,000	\$ 1,000	\$ 1,000	\$ 673,505
<b>Total C&amp;I: Large Retrofit</b>	<b>\$ 718,425</b>	<b>\$ 600</b>	<b>\$ 169,538</b>	<b>\$ 23,157</b>	<b>\$ 3,815,934</b>	<b>\$ 38,000</b>	<b>\$ 7,000</b>	<b>\$ 3,000</b>	<b>\$ 4,775,654</b>
Small Business Energy Advantage	\$ 56,650	\$ 500	\$ 8,000	-	\$ 694,157	\$ 38,000	\$ 1,000	\$ 2,000	\$ 800,307
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 899,546</b>	<b>\$ 1,600</b>	<b>\$ 617,538</b>	<b>\$ 46,113</b>	<b>\$ 8,292,344</b>	<b>\$ 104,000</b>	<b>\$ 9,000</b>	<b>\$ 6,000</b>	<b>\$ 9,976,141</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>									
Educate the Public	\$ 10,777	\$ 1,000	\$ 42,189	-	-	\$ 2,000	\$ 12,200	\$ 2,000	\$ 70,165
Customer Engagement	\$ 47,471	-	\$ 223,140	-	-	-	-	-	\$ 270,612
Educate the Students	\$ 6,537	\$ 500	\$ 30,644	-	-	\$ 4,159	\$ 500	\$ 1,000	\$ 43,340
Educate the Workforce	\$ 6,537	-	\$ 28,822	-	-	-	-	-	\$ 35,359
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 71,322</b>	<b>\$ 1,500</b>	<b>\$ 324,795</b>	<b>-</b>	<b>\$ 8,292,344</b>	<b>\$ 6,159</b>	<b>\$ 12,700</b>	<b>\$ 3,000</b>	<b>\$ 419,476</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>									
Residential Loan Program (includes ECLF and OBR)	\$ -	\$ -	\$ 80,075	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 80,075
C&I Financing Support	\$ -	\$ -	\$ 78,256	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 78,256
Research, Development and Demonstration	\$ 14,000	\$ -	\$ 36,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ 14,000</b>	<b>\$ -</b>	<b>\$ 194,331</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 208,331</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>									
Administration	\$ 25,000	\$ -	\$ 61,394	\$ -	\$ -	\$ -	\$ -	\$ 49,715	\$ 136,109
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 31,100	\$ -	\$ -	\$ 31,100
Planning	\$ 66,050	\$ -	\$ 3,776	\$ 5,167	\$ -	\$ -	\$ -	\$ -	\$ 74,993
Evaluation Measurement and Verification	\$ -	\$ -	\$ 200,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000
Information Technology	\$ 25,089	\$ -	\$ 97,898	\$ 10,333	\$ -	\$ -	\$ -	\$ -	\$ 133,321
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 43,333	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 43,333
Audits - Financial and Operational	\$ -	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000
Performance Management Incentive (PMI)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 955,203	\$ -	\$ 955,203
<b>Subtotal: Other</b>	<b>\$ 116,139</b>	<b>\$ -</b>	<b>\$ 436,402</b>	<b>\$ 15,500</b>	<b>\$ -</b>	<b>\$ 31,100</b>	<b>\$ 955,203</b>	<b>\$ 49,715</b>	<b>\$ 1,604,059</b>
<b>TOTAL BUDGET</b>	<b>\$ 2,035,792</b>	<b>\$ 4,684</b>	<b>\$ 2,406,052</b>	<b>\$ 102,613</b>	<b>\$ 16,162,159</b>	<b>\$ 471,259</b>	<b>\$ 997,003</b>	<b>\$ 75,715</b>	<b>\$ 22,255,276</b>

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



Table C Pie Chart – Eversource CT Natural Gas (2020)

**EVERSOURCE CT GAS  
2020 Gas Conservation  
Budget By Expense Class**



Expense Classes	Budget	% of Budget
Labor	\$ 2,138,405	9.6%
Materials & Supplies	\$ 4,684	0.0%
Outside Services	\$ 2,406,052	10.8%
Incentives	\$ 16,162,159	72.6%
Marketing	\$ 471,259	2.1%
Other	\$ 997,003	4.5%
Administrative Expenses	\$ 75,715	0.3%
<b>Total</b>	<b>\$ 22,255,276</b>	<b>100.0%</b>

Table C - Eversource CT Natural Gas (2021)

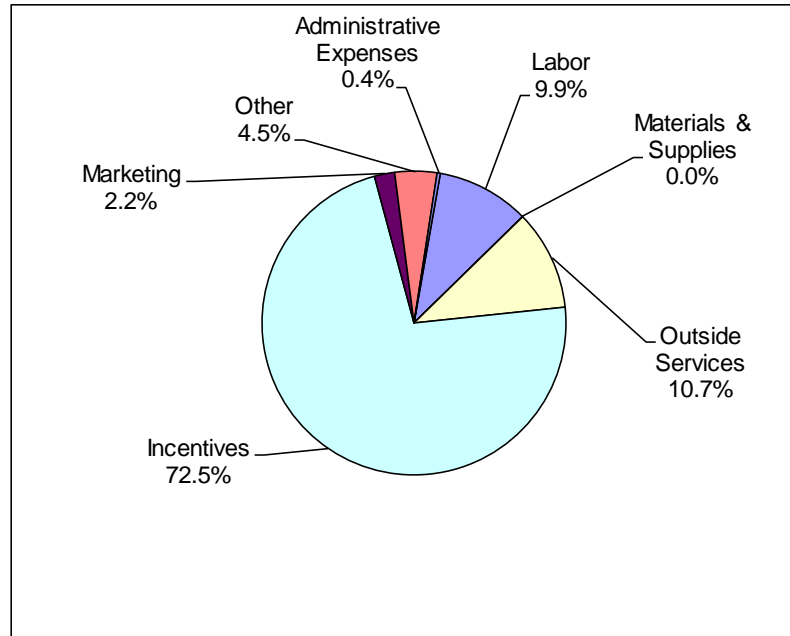
Table C  
Eversource CT Gas 2021 EE Budget Details

Eversource CT Gas EE BUDGET	Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
<b>RESIDENTIAL</b>									
Residential New Construction	\$ 41,200	\$ 100	\$ 10,000	\$ -	\$ 801,855	\$ 26,000	\$ 2,000	\$ 3,000	\$ 884,155
Home Energy Solutions - Core Services	\$ 412,000	\$ 500	\$ 200,000	\$ 16,000	\$ 1,146,312	\$ 150,000	\$ 12,000	\$ 5,000	\$ 1,941,812
Home Energy Solutions - HVAC, Water Heaters	\$ 72,100	\$ 484	\$ 240,000	\$ -	\$ 2,766,416	\$ 4,000	\$ 100	\$ 1,000	\$ 3,084,100
HES-Income Eligible	\$ 416,311	\$ 500	\$ 60,000	\$ 25,000	\$ 3,111,804	\$ 150,000	\$ 6,000	\$ 8,000	\$ 3,777,615
Residential Behavior	\$ 21,218	\$ -	\$ 322,189	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 343,407
<b>Subtotal: Residential</b>	<b>\$ 962,829</b>	<b>\$ 1,584</b>	<b>\$ 832,189</b>	<b>\$ 41,000</b>	<b>\$ 7,826,387</b>	<b>\$ 330,000</b>	<b>\$ 20,100</b>	<b>\$ 17,000</b>	<b>\$ 10,031,090</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>									
<b>C&amp;I LOST OPPORTUNITY</b>									
Energy Conscious Blueprint	\$ 128,205	\$ 500	\$ 440,000	\$ 22,956	\$ 3,715,497	\$ 28,000	\$ 1,000	\$ 1,000	\$ 4,337,158
<b>Total: Lost Opportunity</b>	<b>\$ 128,205</b>	<b>\$ 500</b>	<b>\$ 440,000</b>	<b>\$ 22,956</b>	<b>\$ 3,715,497</b>	<b>\$ 28,000</b>	<b>\$ 1,000</b>	<b>\$ 1,000</b>	<b>\$ 4,337,158</b>
<b>C&amp;I LARGE RETROFIT</b>									
Energy Opportunities	\$ 657,758	\$ 500	\$ 69,538	\$ 22,320	\$ 3,263,148	\$ 22,000	\$ 6,000	\$ 2,000	\$ 4,043,264
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 82,220	\$ 100	\$ 10,000	\$ 837	\$ 561,901	\$ 16,000	\$ 1,000	\$ 1,000	\$ 673,058
<b>Total C&amp;I: Large Retrofit</b>	<b>\$ 739,978</b>	<b>\$ 600</b>	<b>\$ 79,538</b>	<b>\$ 23,157</b>	<b>\$ 3,825,049</b>	<b>\$ 38,000</b>	<b>\$ 7,000</b>	<b>\$ 3,000</b>	<b>\$ 4,716,322</b>
Small Business Energy Advantage	\$ 58,350	\$ 500	\$ 8,000	\$ -	\$ 773,257	\$ 38,000	\$ 1,000	\$ 2,000	\$ 881,107
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 926,532</b>	<b>\$ 1,600</b>	<b>\$ 527,538</b>	<b>\$ 46,113</b>	<b>\$ 8,313,803</b>	<b>\$ 104,000</b>	<b>\$ 9,000</b>	<b>\$ 6,000</b>	<b>\$ 9,934,586</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>									
Educate the Public	\$ 11,082	\$ 1,000	\$ 45,960	\$ -	\$ -	\$ 2,000	\$ 12,100	\$ 1,500	\$ 73,642
Customer Engagement	\$ 50,237	\$ -	\$ 231,763	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 282,000
Educate the Students	\$ 6,722	\$ 500	\$ 32,284	\$ -	\$ -	\$ 4,159	\$ 500	\$ 1,000	\$ 45,164
Educate the Workforce	\$ 6,722	\$ -	\$ 30,053	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36,774
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ 74,762</b>	<b>\$ 1,500</b>	<b>\$ 340,060</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 6,159</b>	<b>\$ 12,600</b>	<b>\$ 2,500</b>	<b>\$ 437,581</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>									
Residential Loan Program (includes ECLF and OBR)	\$ -	\$ -	\$ 84,523	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 84,523
C&I Financing Support	\$ -	\$ -	\$ 93,905	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 93,905
Research, Development and Demonstration	\$ 14,420	\$ -	\$ 35,580	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ 14,420</b>	<b>\$ -</b>	<b>\$ 214,008</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 228,428</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>									
Administration	\$ 25,750	\$ -	\$ 75,468	\$ -	\$ -	\$ -	\$ -	\$ 49,715	\$ 150,933
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,101	\$ -	\$ -	\$ 40,101
Planning	\$ 68,032	\$ -	\$ 5,960	\$ 5,167	\$ -	\$ -	\$ -	\$ -	\$ 79,158
Evaluation Measurement and Verification	\$ -	\$ -	\$ 200,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000
Information Technology	\$ 25,842	\$ -	\$ 104,551	\$ 10,333	\$ -	\$ -	\$ -	\$ -	\$ 140,726
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 43,333	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 43,333
Audits - Financial and Operational	\$ -	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000
Performance Management Incentive (PMI)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 955,917	\$ -	\$ 955,917
<b>Subtotal: Other</b>	<b>\$ 119,623</b>	<b>\$ -</b>	<b>\$ 459,312</b>	<b>\$ 15,500</b>	<b>\$ -</b>	<b>\$ 40,101</b>	<b>\$ 955,917</b>	<b>\$ 49,715</b>	<b>\$ 1,640,168</b>
<b>TOTAL BUDGET</b>	<b>\$ 2,098,166</b>	<b>\$ 4,684</b>	<b>\$ 2,373,108</b>	<b>\$ 102,613</b>	<b>\$ 16,140,191</b>	<b>\$ 480,260</b>	<b>\$ 997,617</b>	<b>\$ 75,215</b>	<b>\$ 22,271,853</b>

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

Table C Pie Chart – Eversource CT Natural Gas (2021)

**EVERSOURCE CT GAS  
2021 Gas Conservation  
Budget By Expense Class**



Expense Classes	Budget	% of Budget
Labor	\$ 2,200,779	9.9%
Materials & Supplies	\$ 4,684	0.0%
Outside Services	\$ 2,373,108	10.7%
Incentives	\$ 16,140,191	72.5%
Marketing	\$ 480,260	2.2%
Other	\$ 997,617	4.5%
Administrative Expenses	\$ 75,215	0.3%
<b>Total</b>	<b>\$ 22,271,853</b>	<b>100.0%</b>

Table D - Eversource CT Natural Gas Historical and Projected Expenditures

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

Natural Gas EE Actual/Budget	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Budget	2020 Budget	2021 Budget	2022 Budget
<b>RESIDENTIAL</b>											
Residential New Construction	\$ 267,891	\$ 193,667	\$ 677,845	\$ 764,790	\$ 692,482	\$ 881,482	\$ 918,565	\$ 821,137	\$ 884,613	\$ 884,155	\$ 895,396
Home Energy Solutions - Core Services (2016-2021)	\$ 1,637,539	\$ 1,724,523	\$ 4,493,416	\$ 3,432,631	\$ 2,952,063	\$ 3,379,814	\$ 1,843,187	\$ 1,996,353	\$ 1,927,525	\$ 1,941,812	\$ 1,969,680
Home Energy Solutions - HVAC											
Water Heaters (2016-2021)	\$ -	\$ -	\$ -	\$ -	\$ 1,668,456	\$ 1,483,857	\$ 2,938,795	\$ 2,364,019	\$ 3,104,024	\$ 3,084,100	\$ 3,115,685
HES-Income Eligible	\$ 1,683,995	\$ 3,138,425	\$ 5,614,632	\$ 4,650,418	\$ 4,926,003	\$ 4,617,168	\$ 4,400,007	\$ 3,725,172	\$ 3,787,615	\$ 3,777,615	\$ 3,818,460
Water Heating	\$ 55,706	\$ 41,069	\$ 329,133	\$ 523,846	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ 183,310	\$ 614,173	\$ 167,458	\$ 410,000	\$ 343,586	\$ 343,407	\$ 347,774
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 3,645,131</b>	<b>\$ 5,097,684</b>	<b>\$ 11,115,026</b>	<b>\$ 9,371,685</b>	<b>\$ 10,422,314</b>	<b>\$ 10,976,484</b>	<b>\$ 10,268,072</b>	<b>\$ 9,316,680</b>	<b>\$ 10,047,270</b>	<b>\$ 10,031,090</b>	<b>\$ 10,146,996</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
<b>C&amp;I LOST OPPORTUNITY</b>											
Energy Conscious Blueprint	\$ 1,247,518	\$ 1,152,025	\$ 3,034,664	\$ 2,634,533	\$ 2,080,768	\$ 1,603,199	\$ 1,831,447	\$ 2,829,007	\$ 4,400,180	\$ 4,337,158	\$ 4,392,303
<b>Total: Lost Opportunity</b>	<b>\$ 1,247,518</b>	<b>\$ 1,152,025</b>	<b>\$ 3,034,664</b>	<b>\$ 2,634,533</b>	<b>\$ 2,080,768</b>	<b>\$ 1,603,199</b>	<b>\$ 1,831,447</b>	<b>\$ 2,829,007</b>	<b>\$ 4,400,180</b>	<b>\$ 4,337,158</b>	<b>\$ 4,392,303</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	\$ 1,133,274	\$ 870,585	\$ 2,053,847	\$ 1,668,217	\$ 4,135,899	\$ 3,555,604	\$ 4,097,336	\$ 5,096,626	\$ 4,102,149	\$ 4,043,264	\$ 4,094,673
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 55,381	\$ 94,554	\$ 299,105	\$ 219,014	\$ 678,102	\$ 553,690	\$ 569,494	\$ 629,672	\$ 673,505	\$ 673,058	\$ 681,616
Process Retrofit Pilot											
<b>Total - C&amp;I Large Retrofit</b>	<b>\$ 1,188,655</b>	<b>\$ 965,139</b>	<b>\$ 2,352,952</b>	<b>\$ 1,887,231</b>	<b>\$ 4,814,001</b>	<b>\$ 4,109,295</b>	<b>\$ 4,666,830</b>	<b>\$ 5,726,298</b>	<b>\$ 4,775,654</b>	<b>\$ 4,716,322</b>	<b>\$ 4,776,289</b>
Small Business Energy Advantage	\$ 65,653	\$ 422,844	\$ 218,468	\$ 329,075	\$ 381,268	\$ 848,654	\$ 247,416	\$ 749,000	\$ 800,307	\$ 881,107	\$ 892,310
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 2,501,826</b>	<b>\$ 2,540,008</b>	<b>\$ 5,606,084</b>	<b>\$ 4,850,839</b>	<b>\$ 7,276,037</b>	<b>\$ 6,561,148</b>	<b>\$ 6,745,693</b>	<b>\$ 9,304,305</b>	<b>\$ 9,976,141</b>	<b>\$ 9,934,586</b>	<b>\$ 10,060,901</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>											
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ 214,403	\$ 145,069	\$ 62,878	\$ 63,267	\$ 70,165	\$ 73,642	\$ 73,642
Customer Engagement	\$ -	\$ -	\$ 284,008	\$ 282,000	\$ 229,036	\$ 231,942	\$ 193,660	\$ 211,479	\$ 270,612	\$ 282,000	\$ 282,000
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ 50,119	\$ 26,077	\$ 41,953	\$ 22,202	\$ 43,340	\$ 45,164	\$ 45,164
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ 26,313	\$ 18,686	\$ 9,314	\$ 13,146	\$ 35,359	\$ 36,774	\$ 36,774
SmartLiving Center@Museums Partnership	\$ -	\$ -	\$ 165,067	\$ 83,670	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Clean Energy Communities / Behavior Pilot	\$ -	\$ -	\$ 49,106	\$ 184,917	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EE Smarts/K-12	\$ -	\$ -	\$ 8,790	\$ 96,470	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Subtotal: Education &amp; Engagement</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 506,971</b>	<b>\$ 647,057</b>	<b>\$ 519,871</b>	<b>\$ 421,774</b>	<b>\$ 307,805</b>	<b>\$ 310,093</b>	<b>\$ 419,476</b>	<b>\$ 437,581</b>	<b>\$ 437,581</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>											
Residential Loan Program (includes ECLF and OBR)	\$ 70,297	\$ 70,112	\$ 69,591	\$ 69,012	\$ 174,448	\$ 84,550	\$ 84,550	\$ 80,075	\$ 80,075	\$ 84,523	\$ 84,523
C&I Financing Support (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ 12,879	\$ -	\$ -	\$ 86,332	\$ 78,256	\$ 93,905	\$ 93,905
Research, Development and Demonstration	\$ -	\$ -	\$ -	\$ 19,154	\$ 20,487	\$ 18,501	\$ 34,459	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
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	\$ -	\$ 294	\$ -	\$ 13,542	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EE Loan Defaults	\$ -	\$ -	\$ -	\$ 27,042	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Subtotal: Programs/Requirements</b>	<b>\$ 70,297</b>	<b>\$ 70,406</b>	<b>\$ 141,749</b>	<b>\$ 195,940</b>	<b>\$ 207,814</b>	<b>\$ 103,051</b>	<b>\$ 119,009</b>	<b>\$ 216,407</b>	<b>\$ 208,331</b>	<b>\$ 228,428</b>	<b>\$ 228,428</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>											
Administration	\$ -	\$ 51,486	\$ 94,752	\$ 119,374	\$ 37,023	\$ 52,134	\$ 133,366	\$ 114,208	\$ 136,109	\$ 150,933	\$ 150,933
Marketing Plan	\$ -	\$ 8	\$ 65,930	\$ 100,283	\$ 95,028	\$ 37,911	\$ 22,597	\$ 14,630	\$ 31,100	\$ 40,101	\$ 40,101
Planning	\$ 67,396	\$ 103,533	\$ 147,774	\$ 111,082	\$ 94,234	\$ 61,481	\$ 123,125	\$ 74,992	\$ 74,993	\$ 79,158	\$ 79,158
Evaluation Measurement and Verification	\$ 126,001	\$ (17,049)	\$ 169,462	\$ 181,443	\$ 120,010	\$ 200,000	\$ 145,595	\$ 217,523	\$ 200,000	\$ 200,000	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ 34,068	\$ 31,472	\$ 39,278	\$ 27,348	\$ 19,902	\$ 18,667	\$ 20,000	\$ 20,000	\$ 20,000
Information Technology	\$ 39,953	\$ 51,196	\$ 72,683	\$ 126,557	\$ 191,801	\$ 68,304	\$ 148,381	\$ 133,320	\$ 133,321	\$ 140,726	\$ 140,726
Energy Efficiency Board Consultants	\$ 18,161	\$ 38,924	\$ 77,207	\$ 75,225	\$ 70,328	\$ 47,589	\$ 33,163	\$ 31,893	\$ 43,333	\$ 43,333	\$ 43,333
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,458	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Performance Management Incentive (PMI)	\$ -	\$ 605,725	\$ 920,771	\$ 942,177	\$ 587,469	\$ 1,123,213	\$ 1,088,866	\$ 886,597	\$ 955,203	\$ 955,917	\$ 966,817
<b>Subtotal: Other - Administrative &amp; Planning</b>	<b>\$ 251,511</b>	<b>\$ 833,824</b>	<b>\$ 1,582,648</b>	<b>\$ 1,687,612</b>	<b>\$ 1,235,170</b>	<b>\$ 1,623,448</b>	<b>\$ 1,724,995</b>	<b>\$ 1,501,831</b>	<b>\$ 1,604,059</b>	<b>\$ 1,640,168</b>	<b>\$ 1,651,068</b>
<b>TOTAL</b>	<b>\$ 6,468,765</b>	<b>\$ 8,541,922</b>	<b>\$ 18,952,478</b>	<b>\$ 16,753,133</b>	<b>\$ 19,661,206</b>	<b>\$ 19,685,915</b>	<b>\$ 19,165,514</b>	<b>\$ 20,649,315</b>	<b>\$ 22,255,276</b>	<b>\$ 22,271,853</b>	<b>\$ 22,524,974</b>

Table D1 - Eversource CT Natural Gas Annual Savings CCF (2012-2021)

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

Natural Gas EE Actual/Budget	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Goals	2020 Goals	2021 Goals
<b>RESIDENTIAL</b>										
Residential New Construction	38,642	53,957	89,997	136,229	107,504	124,495	141,403	160,505	150,271	149,961
Home Energy Solutions - Core Services (2016-2021)	282,453	238,395	303,919	158,468	232,197	325,962	187,700	170,172	123,500	124,302
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	242,925	267,816	413,231	223,899	272,685	269,912
Insulation Rebate	-	17,015	45,588	29,764	-	-	-	-	-	-
HES Early Retirement Furnace Rebate	-	7,132	48,552	-	-	-	-	-	-	-
Res High Eff Natural Gas Furnace	-	41,477	133,167	202,140	-	-	-	-	-	-
Replace Rebate	-	2,516	5,078	3,226	-	-	-	-	-	-
Window Rebate	-	-	-	-	-	-	-	-	-	-
<b>Home Energy Solution (HES) - Total</b>	<b>282,453</b>	<b>306,535</b>	<b>536,304</b>	<b>393,598</b>	<b>475,122</b>	<b>593,778</b>	<b>600,931</b>	<b>394,072</b>	<b>396,185</b>	<b>394,214</b>
HES Income Eligible	248,413	415,930	593,667	420,481	412,516	416,211	369,070	287,197	273,134	241,548
Water Heating	6,129	2,812	49,272	70,702	-	-	-	-	-	-
Residential Behavior	-	-	-	-	-	321,474	47,498	141,944	91,000	91,000
<b>Subtotal: Residential EE Portfolio</b>	<b>575,637</b>	<b>779,234</b>	<b>1,269,239</b>	<b>1,021,010</b>	<b>995,142</b>	<b>1,455,958</b>	<b>1,158,902</b>	<b>983,717</b>	<b>910,590</b>	<b>876,723</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>										
<b>C&amp;I LOST OPPORTUNITY</b>										
Energy Conscious Blueprint	327,306	259,919	505,346	774,336	458,721	324,249	344,946	414,631	558,834	513,056
<b>Total: Lost Opportunity</b>	<b>327,306</b>	<b>259,919</b>	<b>505,346</b>	<b>774,336</b>	<b>458,721</b>	<b>324,249</b>	<b>344,946</b>	<b>414,631</b>	<b>558,834</b>	<b>513,056</b>
<b>C&amp;I LARGE RETROFIT</b>										
Energy Opportunities	255,394	481,474	614,294	459,661	826,143	859,518	862,082	970,521	708,403	646,594
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	52,488	53,261	164,777	192,358	562,290	563,752	405,861	583,850	379,323	379,295
<b>Total: C&amp;I Large Retrofit</b>	<b>307,882</b>	<b>534,735</b>	<b>779,072</b>	<b>652,019</b>	<b>1,388,433</b>	<b>1,423,270</b>	<b>1,267,943</b>	<b>1,554,371</b>	<b>1,087,725</b>	<b>1,025,889</b>
Small Business Energy Advantage	23,405	72,422	57,987	53,878	66,201	95,808	104,112	84,604	120,327	125,270
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>658,593</b>	<b>867,076</b>	<b>1,342,405</b>	<b>1,480,233</b>	<b>1,913,355</b>	<b>1,843,327</b>	<b>1,717,001</b>	<b>2,053,606</b>	<b>1,766,886</b>	<b>1,664,215</b>
<b>TOTAL</b>	<b>1,234,230</b>	<b>1,646,309</b>	<b>2,611,644</b>	<b>2,501,243</b>	<b>2,908,497</b>	<b>3,299,285</b>	<b>2,875,903</b>	<b>3,037,323</b>	<b>2,677,476</b>	<b>2,540,938</b>

Table D2 – Eversource CT Natural Gas Annual Savings CCF (2012-2021)

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

Natural Gas EE Actual/Budget	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Budget	2020 Budget	2021 Budget
<b>RESIDENTIAL</b>										
Residential New Construction	952,273	1,171,781	2,045,134	3,271,203	2,657,738	2,904,240	3,247,525	4,012,615	3,060,397	3,054,082
Home Energy Solutions - Core Services (2016-2021)	4,870,250	4,136,193	5,536,786	2,997,099	4,397,581	6,073,461	3,560,522	3,325,697	2,446,000	2,445,623
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	4,845,878	5,355,264	8,262,599	4,467,988	5,442,033	5,386,661
Insulation Rebate	-	425,386	1,139,707	744,112	-	-	-	-	-	-
HES Early Retirement Furnace Rebate	-	35,662	940,461	-	-	-	-	-	-	-
Res High Eff Natural Gas Furnace	-	829,533	2,615,788	4,042,806	-	-	-	-	-	-
Replace Rebate	-	52,674	101,568	64,512	-	-	-	-	-	-
Window Rebate	-	-	-	-	-	-	-	-	-	-
<b>Home Energy Solution (HES) - Total</b>	<b>4,870,250</b>	<b>5,479,448</b>	<b>10,334,310</b>	<b>7,848,529</b>	<b>9,243,459</b>	<b>11,428,725</b>	<b>11,823,121</b>	<b>7,793,685</b>	<b>7,888,032</b>	<b>7,832,285</b>
HES-Income Eligible	3,750,072	6,590,419	11,276,075	8,697,544	7,535,882	8,142,754	7,536,237	5,653,175	5,403,632	4,760,310
Water Heating	84,305	56,244	944,742	1,329,986	-	-	-	-	-	-
Residential Behavior	-	-	-	-	-	861,903	122,689	366,648	234,780	234,780
<b>Subtotal: Residential EE Portfolio</b>	<b>9,656,900</b>	<b>13,297,892</b>	<b>24,600,260</b>	<b>21,147,262</b>	<b>19,437,079</b>	<b>23,337,622</b>	<b>22,729,572</b>	<b>17,826,123</b>	<b>16,586,842</b>	<b>15,881,456</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>										
<b>C&amp;I LOST OPPORTUNITY</b>										
Energy Conscious Blueprint	5,074,442	4,012,514	7,665,291	14,168,474	6,862,601	4,932,458	5,016,971	6,432,888	8,670,145	7,959,923
<b>Total: Lost Opportunity</b>	<b>5,074,442</b>	<b>4,012,514</b>	<b>7,665,291</b>	<b>14,168,474</b>	<b>6,862,601</b>	<b>4,932,458</b>	<b>5,016,971</b>	<b>6,432,888</b>	<b>8,670,145</b>	<b>7,959,923</b>
<b>C&amp;I LARGE RETROFIT</b>										
Energy Opportunities	3,017,300	5,870,925	7,136,800	5,687,189	8,948,254	9,274,301	8,677,066	11,190,008	8,144,990	7,434,338
Business & Energy Sustainability	369,200	398,693	958,524	1,120,186	3,456,389	3,428,408	2,301,322	4,137,477	2,195,906	1,910,641
<b>Total: C&amp;I Large Retrofit</b>	<b>3,386,500</b>	<b>6,269,618</b>	<b>8,095,324</b>	<b>6,807,375</b>	<b>12,404,643</b>	<b>12,702,709</b>	<b>10,978,388</b>	<b>15,327,486</b>	<b>10,340,896</b>	<b>9,344,979</b>
Small Business Energy Advantage	290,172	835,602	693,581	738,098	771,880	1,335,130	1,273,289	1,060,289	1,507,985	1,569,926
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>8,751,114</b>	<b>11,117,734</b>	<b>16,454,196</b>	<b>21,713,947</b>	<b>20,039,124</b>	<b>18,970,297</b>	<b>17,268,648</b>	<b>22,820,663</b>	<b>20,519,025</b>	<b>18,874,829</b>
<b>TOTAL</b>	<b>18,408,014</b>	<b>24,415,626</b>	<b>41,054,456</b>	<b>42,861,209</b>	<b>39,476,203</b>	<b>42,307,919</b>	<b>39,998,220</b>	<b>40,646,786</b>	<b>37,105,867</b>	<b>34,756,285</b>

Table D3 – Eversource Natural Gas Cost per Annual Savings CCF (2012-2021)

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

Natural Gas EE Actual/Budget	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Budget	2020 Budget	2021 Budget
<b>RESIDENTIAL</b>										
Residential New Construction	\$ 6.930	\$ 3.590	\$ 7.530	\$ 5.610	\$ 6.440	\$ 7.080	\$ 6.500	\$ 5.12	\$ 5.89	\$ 5.90
Home Energy Solutions - Core Services (2016-2021)	\$ 5.800	\$ 5.630	\$ 8.380	\$ 8.720	\$ 6.210	\$ 5.690	\$ 3.070	\$ 5.07	\$ 4.87	\$ 4.93
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insulation Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
HES Early Retirement Furnace Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Res High Eff Natural Gas Furnace Replace Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Window Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Home Energy Solution (HES) - Total</b>	<b>\$ 5.800</b>	<b>\$ 5.630</b>	<b>\$ 8.380</b>	<b>\$ 8.720</b>	<b>\$ 9.720</b>	<b>\$ 8.190</b>	<b>\$ 7.960</b>	<b>\$ 11.06</b>	<b>\$ 12.70</b>	<b>\$ 12.75</b>
HES-Income Eligible	\$ 6.780	\$ 7.550	\$ 9.460	\$ 11.060	\$ 11.940	\$ 11.090	\$ 11.920	\$ 12.97	\$ 13.87	\$ 15.64
Water Heating	\$ 9.090	\$ 14.610	\$ 6.680	\$ 7.410	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 6.330</b>	<b>\$ 6.540</b>	<b>\$ 8.760</b>	<b>\$ 9.180</b>	<b>\$ 10.470</b>	<b>\$ 7.540</b>	<b>\$ 8.860</b>	<b>\$ 9.47</b>	<b>\$ 11.03</b>	<b>\$ 11.44</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>										
<b>C&amp;I LOST OPPORTUNITY</b>										
Energy Conscious Blueprint	\$ 3.810	\$ 4.430	\$ 6.010	\$ 3.400	\$ 4.540	\$ 4.940	\$ 5.310	\$ 6.82	\$ 7.87	\$ 8.45
<b>Total: Lost Opportunity</b>	<b>\$ 3.810</b>	<b>\$ 4.430</b>	<b>\$ 6.010</b>	<b>\$ 3.400</b>	<b>\$ 4.540</b>	<b>\$ 4.940</b>	<b>\$ 5.310</b>	<b>\$ 6.82</b>	<b>\$ 7.87</b>	<b>\$ 8.45</b>
<b>C&amp;I LARGE RETROFIT</b>										
Energy Opportunities	\$ 4.440	\$ 1.810	\$ 3.340	\$ 3.630	\$ 5.010	\$ 4.140	\$ 4.750	\$ 5.25	\$ 5.79	\$ 6.25
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 1.060	\$ 1.780	\$ 1.820	\$ 1.140	\$ 1.210	\$ 0.980	\$ 1.400	\$ 1.08	\$ 1.78	\$ 1.77
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 3.860</b>	<b>\$ 1.800</b>	<b>\$ 3.020</b>	<b>\$ 2.890</b>	<b>\$ 3.470</b>	<b>\$ 2.890</b>	<b>\$ 3.680</b>	<b>\$ 3.68</b>	<b>\$ 4.39</b>	<b>\$ 4.60</b>
Small Business Energy Advantage	\$ 2.810	\$ 5.840	\$ 3.770	\$ 6.110	\$ 5.760	\$ 8.860	\$ 2.380	\$ 8.85	\$ 6.65	\$ 7.03
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 3.800</b>	<b>\$ 2.930</b>	<b>\$ 4.180</b>	<b>\$ 3.280</b>	<b>\$ 3.800</b>	<b>\$ 3.560</b>	<b>\$ 3.930</b>	<b>\$ 4.53</b>	<b>\$ 5.65</b>	<b>\$ 5.97</b>
<b>TOTAL</b>	<b>\$ 5.240</b>	<b>\$ 5.190</b>	<b>\$ 7.260</b>	<b>\$ 6.700</b>	<b>\$ 6.760</b>	<b>\$ 5.970</b>	<b>\$ 6.660</b>	<b>\$ 6.80</b>	<b>\$ 8.31</b>	<b>\$ 8.77</b>



Table D4 – Eversource Natural Gas Cost per Lifetime Savings CCF (2012-2021)

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

Natural Gas EE Actual/Budget	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Budget	2020 Budget	2021 Budget
<b>RESIDENTIAL</b>										
Residential New Construction	\$ 0.280	\$ 0.170	\$ 0.330	\$ 0.230	\$ 0.260	\$ 0.300	\$ 0.280	\$ 0.20	\$ 0.29	\$ 0.29
Home Energy Solutions - Core Services (2016-2021)	\$ 0.340	\$ 0.310	\$ 0.430	\$ 0.440	\$ 0.320	\$ 0.300	\$ 0.160	\$ 0.26	\$ 0.24	\$ 0.25
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insulation Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
HES Early Retirement Furnace Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Res High Eff Natural Gas Furnace Replace Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Window Rebate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Home Energy Solution (HES) - Total</b>	<b>\$ 0.340</b>	<b>\$ 0.310</b>	<b>\$ 0.430</b>	<b>\$ 0.440</b>	<b>\$ 0.500</b>	<b>\$ 0.430</b>	<b>\$ 0.400</b>	<b>\$ 0.56</b>	<b>\$ 0.64</b>	<b>\$ 0.64</b>
HES-Income Eligible	\$ 0.450	\$ 0.480	\$ 0.500	\$ 0.530	\$ 0.650	\$ 0.570	\$ 0.580	\$ 0.66	\$ 0.70	\$ 0.79
Water Heating	\$ 0.660	\$ 0.730	\$ 0.350	\$ 0.390	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 0.380</b>	<b>\$ 0.380</b>	<b>\$ 0.450</b>	<b>\$ 0.440</b>	<b>\$ 0.540</b>	<b>\$ 0.470</b>	<b>\$ 0.450</b>	<b>\$ 0.52</b>	<b>\$ 0.61</b>	<b>\$ 0.63</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>										
<b>C&amp;I LOST OPPORTUNITY</b>										
Energy Conscious Blueprint	\$ 0.250	\$ 0.290	\$ 0.400	\$ 0.190	\$ 0.300	\$ 0.330	\$ 0.370	\$ 0.44	\$ 0.51	\$ 0.54
<b>Total: Lost Opportunity</b>	<b>\$ 0.250</b>	<b>\$ 0.290</b>	<b>\$ 0.400</b>	<b>\$ 0.190</b>	<b>\$ 0.300</b>	<b>\$ 0.330</b>	<b>\$ 0.370</b>	<b>\$ 0.44</b>	<b>\$ 0.51</b>	<b>\$ 0.54</b>
<b>C&amp;I LARGE RETROFIT</b>										
Energy Opportunities	\$ 0.380	\$ 0.150	\$ 0.290	\$ 0.290	\$ 0.460	\$ 0.380	\$ 0.210	\$ 0.25	\$ 0.54	\$ 0.58
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 0.150	\$ 0.240	\$ 0.310	\$ 0.200	\$ 0.200	\$ 0.160	\$ 0.250	\$ 0.15	\$ 0.31	\$ 0.35
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 0.350</b>	<b>\$ 0.150</b>	<b>\$ 0.290</b>	<b>\$ 0.280</b>	<b>\$ 0.390</b>	<b>\$ 0.320</b>	<b>\$ 0.430</b>	<b>\$ 0.37</b>	<b>\$ 0.46</b>	<b>\$ 0.50</b>
Small Business Energy Advantage	\$ 0.230	\$ 0.510	\$ 0.320	\$ 0.450	\$ 0.490	\$ 0.640	\$ 0.190	\$ 0.71	\$ 0.53	\$ 0.56
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 0.290</b>	<b>\$ 0.230</b>	<b>\$ 0.340</b>	<b>\$ 0.220</b>	<b>\$ 0.360</b>	<b>\$ 0.350</b>	<b>\$ 0.390</b>	<b>\$ 0.41</b>	<b>\$ 0.49</b>	<b>\$ 0.53</b>
<b>TOTAL</b>	<b>\$ 0.350</b>	<b>\$ 0.350</b>	<b>\$ 0.460</b>	<b>\$ 0.390</b>	<b>\$ 0.500</b>	<b>\$ 0.470</b>	<b>\$ 0.480</b>	<b>\$ 0.51</b>	<b>\$ 0.60</b>	<b>\$ 0.64</b>



Table D5 – Eversource Natural Gas Units (2012-2021)

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

Natural Gas EE Actual/Budget	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Budget	2020 Budget	2021 Budget
<b>RESIDENTIAL</b>												
Residential New Construction	206	235	356	634	792	138	202	1,058	736	341	587	586
Home Energy Solutions - Core Services (2016-2021)	2,768	1,811	3,918	2,869	3,048	1,613	2,141	4,973	2,212	2,915	2,476	2,487
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	-	-	3,350	3,393	4,783	3,814	4,451	4,416
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	-	-	-	-	-	-
<b>Home Energy Solution (HES) - Total</b>	<b>2,768</b>	<b>1,811</b>	<b>3,918</b>	<b>3,507</b>	<b>5,638</b>	<b>4,363</b>	<b>5,491</b>	<b>8,366</b>	<b>6,995</b>	<b>6,729</b>	<b>6,926</b>	<b>6,903</b>
HES-Income Eligible	2,497	2,347	1,579	2,052	4,070	2,978	2,205	8,590	4,036	8,616	8,242	7,065
Water Heating	179	128	112	54	752	1,084	-	-	-	-	-	-
Residential Behavior	-	-	-	-	-	-	-	95,000	29,750	60,000	35,000	35,000
<b>Subtotal: Residential EE Portfolio</b>	<b>5,650</b>	<b>4,521</b>	<b>5,965</b>	<b>6,247</b>	<b>11,252</b>	<b>8,563</b>	<b>7,898</b>	<b>113,014</b>	<b>41,517</b>	<b>75,685</b>	<b>50,755</b>	<b>49,554</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>												
<b>C&amp;I LOST OPPORTUNITY</b>												
Energy Conscious Blueprint	64	85	92	136	153	150	172	192	153	188	213	195
<b>Total: Lost Opportunity</b>	<b>64</b>	<b>85</b>	<b>92</b>	<b>136</b>	<b>153</b>	<b>150</b>	<b>172</b>	<b>192</b>	<b>153</b>	<b>188</b>	<b>213</b>	<b>195</b>
<b>C&amp;I LARGE RETROFIT</b>												
Energy Opportunities	28	42	50	42	55	49	61	55	49	77	88	80
Business & Energy Sustainability	3	1	5	4	8	11	23	25	23	31	24	20
<b>Total: C&amp;I Large Retrofit</b>	<b>31</b>	<b>43</b>	<b>55</b>	<b>46</b>	<b>63</b>	<b>60</b>	<b>84</b>	<b>80</b>	<b>72</b>	<b>108</b>	<b>112</b>	<b>100</b>
Small Business Energy Advantage	-	-	20	50	62	58	50	53	64	116	165	172
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>95</b>	<b>128</b>	<b>167</b>	<b>232</b>	<b>278</b>	<b>268</b>	<b>306</b>	<b>325</b>	<b>289</b>	<b>412</b>	<b>490</b>	<b>467</b>
<b>TOTAL</b>	<b>5,745</b>	<b>4,649</b>	<b>6,132</b>	<b>6,479</b>	<b>11,530</b>	<b>8,831</b>	<b>8,204</b>	<b>113,339</b>	<b>41,806</b>	<b>76,098</b>	<b>51,245</b>	<b>50,021</b>

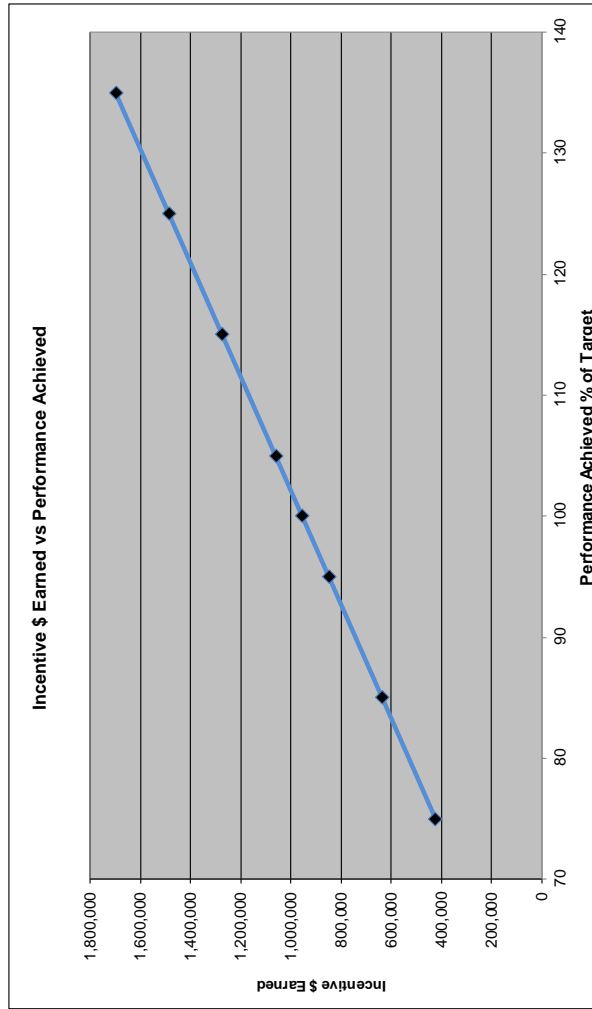
Eversource Natural Gas PMI (2020)

**Eversource CT Gas Company  
2020 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 Companies with input from the EEB, the EEB consultants, and DEEP. These performance and incentive metrics apply to the programs delineated in this Plan. The projected Eversource CT Gas Performance Incentive is \$955,203 and is based on achieving 100% of all performance targets and earning an incentive of 4.5% of the total EE program budget of \$21,226,740 as shown on Table A (exclusive of EEB 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>	<u>Incentive</u>	<u>Incentive</u>
75	2%	\$424,535
85	3%	\$636,802
95	4%	\$849,070
<b>100</b>	<b>4.5%</b>	<b>\$955,203</b>
105	5%	\$1,061,337
115	6%	\$1,273,604
125	7%	\$1,485,872
135	8%	\$1,698,139
<b>Maximum</b>		
<b>Incentive Basis Budget</b>		<b>\$21,226,740</b>

Goals will be prorated based on actual over/under spend of budget.



Eversource Natural Gas PMI (2020) continued

SECTOR Program	Performance Indicators			Incentive Metrics			
	Program Name	LT-CCF	% (1)	Incentive Metric	Target Goal	Weight	Incentive
<b>RESIDENTIAL</b>							
Residential Programs (Sector Level) Sector Budget	\$10,047,270						
		New Construction 3,060,397 Home Energy Solution: 2,446,000 HVAC 5,442,033 HES - Income Eligible 5,403,632 Behavior 234,780 Total 16,586,842  Savings Rate <b>\$1.0041</b> / CCF Savings <b>\$16,654,176</b> (1) percent of target goal	18.45% 14.75% 32.81% 32.58% 1.42%	Sum of Gas System Benefit from Residential programs	\$16,654,176	0.1950	\$186,265
Net Residential Gas Benefit :		Net Residential Gas Benefit :			\$6,606,906	0.1950	\$186,265
Home Energy Solutions	\$5,031,549	Achieve CCF savings per single-family home. Based on 2019 actuals adjusted to 2020 CT PSD plus 2.0%.		CCF/home	Achieve CCF savings/single-family home.	0.0600	\$57,312
HES-Income Eligible	\$3,787,522	Annual CCF savings		Annual CCF Savings	338,577	0.0300	\$28,656

Eversource Natural Gas PMI (2020) continued

SECTOR Program	Performance Indicators			Incentive Metrics	
	Program Name	LT-CCF	% (1)	Incentive Metric	Incentive
COMMERCIAL & INDUSTRIAL (C&I)				Gas System Benefit from C&I programs	\$200,593
				Total Gas System Benefit from C&I programs	\$21,469,574
C&I Programs (Sector Level) Sector Budget	\$9,976,141	8,670,145	42.25%	0.2100	\$200,593
		8,144,990	39.69%		
		2,195,906	10.70%		
		1,507,985	7.35%		
		20,519,025			
		<b>\$1.0463</b> / CCF			
		<b>\$21,469,574</b>			
		(1) percent of target goal			
Net C&I Gas System Benefit:		<b>\$11,493,433</b>		\$11,493,433	\$200,593
		Develop and implement comprehensive offerings. 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). Comprehensive shall be defined as including multiple end-use measures. Based on 2019 Actual Results plus 5%.		% of Gas Projects	\$47,760
Small Business	\$800,307				
		Develop and implement comprehensive offerings. 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). Comprehensive shall be defined as including multiple end-use measures with BES counting as more than one end use. Based on 2019 Actual Results plus 5%.		% of Gas Projects	\$47,760
Energy Conscious Blueprint /Energy Opportunities	\$8,502,329				
<b>Total Incentive \$ Residential and C&amp;I</b>				<b>1.00000</b>	<b>\$955,203</b>

**Eversource Natural Gas PMI (2021)**

**Eversource CT Gas Company  
2021 Management Incentive Performance Indicators and Incentive Matrix**

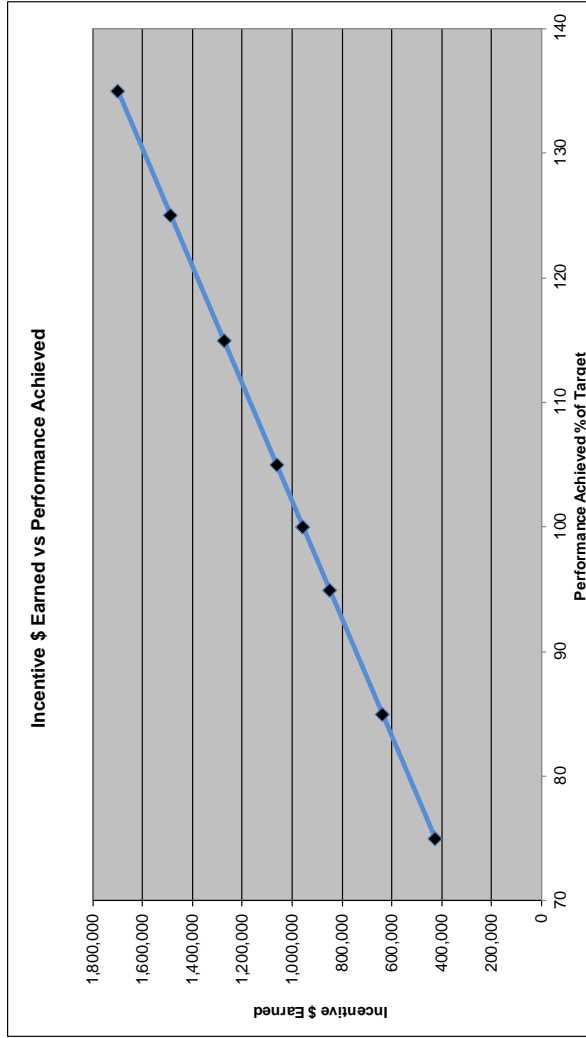
Eversource CT Gas and the EEB recognize that having clear indicators and metrics of performance are helpful in delivering quality programs to Connecticut consumers. The following is a table of performance and incentive metrics developed by the Companies with input from the EEB, the EEB consultants, and DEEP. These performance and incentive metrics apply to the programs delineated in this Plan. The projected Eversource CT Gas Performance Incentive is \$955,917 and is based on achieving 100% of all performance targets and earning an incentive of 4.5% of the total EE program budget of \$21,242,603 as shown on Table A (exclusive of EEB 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:

<b>-Performance Incentive Illustration-</b>		
<b>Performance % Minimum</b>	<b>Pre-tax Incentive</b>	<b>Pre-tax Incentive</b>
75	2%	\$424,852
85	3%	\$637,278
95	4%	\$849,704
<b>100</b>	<b>4.5%</b>	<b>\$955,917</b>
105	5%	\$1,062,130
115	6%	\$1,274,556
125	7%	\$1,486,982
135	8%	\$1,699,408

**Maximum**

**Budget \$21,242,603**

**Goals will be prorated based on actual over/under spend of budget.**



Eversource Natural Gas PMI (2021) continued

SECTOR Program	Performance Indicators			Incentive Metrics				
	Program Name	LT-CCF	% (1)	Incentive Metric	Target Goal	Weight	Incentive	
RESIDENTIAL	\$10,031,090	Sum of Gas System Benefit from Residential programs						\$186,404
		New Construction						0.1950
		Home Energy Solution:						
		HVAC						
		HES - Income Eligible						
		Behavior						
		Total						
		Savings Rate						
		Savings						
		(1) percent of target goal						
Residential Programs (Sector Level) Sector Budget		3,054,082	19.23%	Gas System Benefit from Residential programs	\$15,745,485	0.1950	\$186,404	
		2,445,623	15.40%					
		5,386,661	33.92%					
		4,760,310	29.97%					
		234,780	1.48%					
		15,881,456						
		\$0.9914	/ CCF					
		\$15,745,485						
Net Residential Gas Benefit :		\$5,714,395		Sum of Gas System Benefit from Residential programs	\$5,714,395	0.1950	\$186,404	
Home Energy Solutions	\$5,025,912	Achieve CCF savings per single-family home. Based on 2019 actuals adjusted to 2021 CT PSD plus 2.0%.			Achieve CCF savings / single family home.	0.0600	\$57,355	
HES-Income Eligible	\$3,777,615	Annual CCF savings			336,872	0.0300	\$28,678	

Eversource Natural Gas PMI (2021) continued

SECTOR		Performance Indicators		Incentive Metrics		
Program Name	LT-CCF	% (1)	Total Gas System Benefit from C&I programs	Gas System Benefit from C&I programs		
C&I Programs (Sector Level) Sector Budget	Energy Conscious Blueprint	7,959,923	42.17%	\$19,264,869	0.2100	\$200,743
	Energy Opportunities Business and Energy Sustainability	7,434,338	39.39%			
	Small Business Total	1,910,641	10.12%			
		1,569,926	8.32%			
		18,874,829				
	Savings Rate	\$1.0207	/ CCF			
	Savings	\$19,264,869				
		(1) percent of target goal				
Net C&I Gas System Benefit:	Net C&I Gas System Benefit:	\$9,330,283		\$9,330,283	0.2100	\$200,743
Small Business	Develop and implement comprehensive offerings. 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). Comprehensive shall be defined as including multiple end-use measures. Based on 2020 Actual Results plus 5%.	\$881,107		% of signed projects	0.0500	\$47,796
Energy Conscious Blueprint /Energy Opportunities	Develop and implement comprehensive offerings. 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). Comprehensive shall be defined as including multiple end-use measures with BES counting as more than one end use. Based on 2020 Actual Results plus 5%.	\$8,380,422		% of signed projects	0.0500	\$47,796
<b>Total Incentive \$ Residential and C&amp;I</b>					<b>1.00000</b>	<b>\$955,917</b>

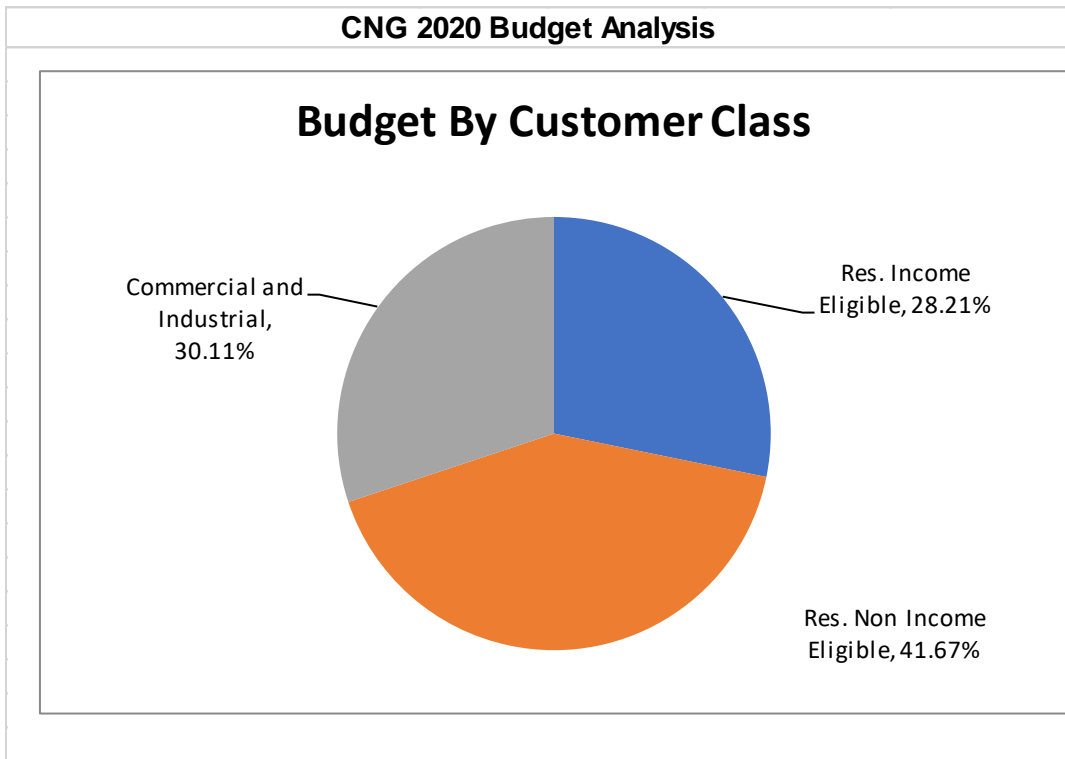
## CONNECTICUT NATURAL GAS BUDGET AND SAVINGS TABLES

Table A – Connecticut Natural Gas (2020)

Table A				
CNG				
Proposed Natural Gas Energy Efficiency Plan Budget				
Natural Gas EE Budget	3/1/2019 2019 CNG Budget Update	11/1/2019 2020 CNG Budget Update	11/1/2019 2021 CNG Budget Update	11/1/2019 2022 CNG Budget Update
<b>RESIDENTIAL</b>				
New Construction, Additions & Major Renovations	\$ 719,950	\$ 704,532	\$ 729,333	\$ 735,908
Home Energy Solutions (HES)	\$ 3,236,505	\$ 2,809,071	\$ 2,914,856	\$ 3,270,230
HVAC/Water Heating	\$ 1,824,189	\$ 2,155,559	\$ 2,215,727	\$ 1,906,605
HES-Income Eligible	\$ 4,206,424	\$ 4,152,369	\$ 4,267,668	\$ 4,306,141
Residential Behavior	\$ 156,228	\$ 155,642	\$ 161,103	\$ 162,554
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 10,143,296</b>	<b>\$ 9,977,173</b>	<b>\$ 10,288,686</b>	<b>\$ 10,381,437</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>				
<b>C&amp;I LOST OPPORTUNITY</b>				
Energy Conscious Blueprint	\$ 2,151,328	\$ 2,088,077	\$ 2,171,684	\$ 2,191,262
<b>Total: Lost Opportunity</b>	<b>\$ 2,151,328</b>	<b>\$ 2,088,077</b>	<b>\$ 2,171,684</b>	<b>\$ 2,191,262</b>
<b>C&amp;I LARGE RETROFIT</b>				
Energy Opportunities	\$ 1,262,498	\$ 1,192,841	\$ 1,236,560	\$ 1,247,708
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 733,821	\$ 691,676	\$ 715,682	\$ 722,134
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 1,996,318</b>	<b>\$ 1,884,518</b>	<b>\$ 1,952,242</b>	<b>\$ 1,969,842</b>
Small Business Energy Advantage	\$ 334,736	\$ 323,184	\$ 334,463	\$ 337,478
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 4,482,383</b>	<b>\$ 4,295,778</b>	<b>\$ 4,458,389</b>	<b>\$ 4,498,581</b>
<b>OTHER - EDUCATION</b>				
Educate the Public	\$ 65,796	\$ 94,806	\$ 76,089	\$ 76,089
Customer Engagement	\$ -	\$ 100,000	\$ 100,000	\$ 100,000
Educate the Students	\$ 22,859	\$ 45,164	\$ 45,164	\$ 45,164
Educate the Workforce	\$ 13,671	\$ 67,473	\$ 67,473	\$ 67,473
<b>Subtotal: Education</b>	<b>\$ 102,326</b>	<b>\$ 307,444</b>	<b>\$ 288,726</b>	<b>\$ 288,726</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>				
Financing Support - Residential	\$ 86,292	\$ 86,292	\$ 86,292	\$ 86,292
Financing Support - C&I	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000
Research, Development and Demonstration	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ 156,292</b>	<b>\$ 156,292</b>	<b>\$ 156,292</b>	<b>\$ 156,292</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>				
Administration	\$ 150,463	\$ 154,854	\$ 159,218	\$ 159,218
Marketing Plan	\$ 14,630	\$ 31,100	\$ 40,100	\$ 40,100
Planning	\$ 96,583	\$ 111,980	\$ 102,465	\$ 102,465
Evaluation Measurement and Verification	\$ 217,523	\$ 200,000	\$ 200,000	\$ 200,000
Evaluation Administrator	\$ 18,667	\$ 20,000	\$ 20,000	\$ 20,000
Information Technology	\$ 137,531	\$ 139,037	\$ 140,589	\$ 140,589
Energy Efficiency Board Consultants	\$ 31,893	\$ 43,333	\$ 43,333	\$ 43,333
Audits - Financial and Operational	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Performance Management Incentive	\$ 697,546	\$ 691,815	\$ 712,551	\$ 718,533
<b>Subtotal: Other - Administrative &amp; Planning</b>	<b>\$ 1,374,837</b>	<b>\$ 1,402,119</b>	<b>\$ 1,428,256</b>	<b>\$ 1,434,238</b>
<b>TOTAL</b>	<b>\$ 16,259,133</b>	<b>\$ 16,138,806</b>	<b>\$ 16,620,349</b>	<b>\$ 16,759,275</b>

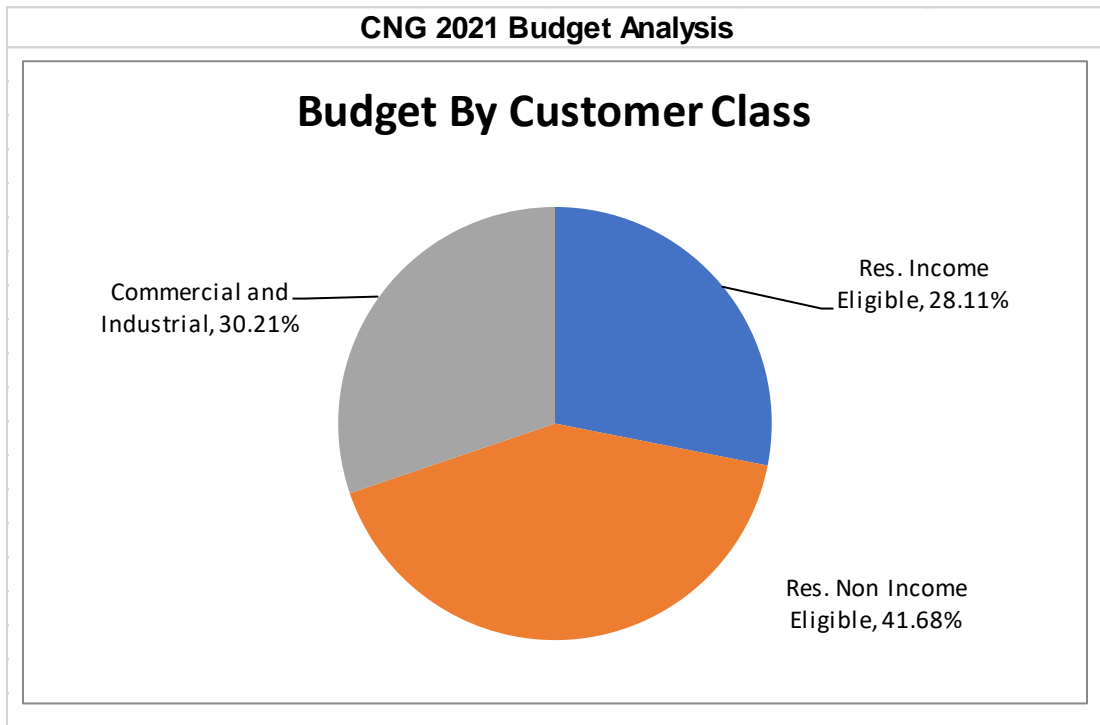


Table A Pie Chart – Connecticut Natural Gas (2020)



Customer Class	Budget*	% of Total Conservation Budget	% of Residential and C&I Budget
Res. Income Eligible	\$4,152,369	25.73%	28.21%
Res. Non Income Eligible	\$6,133,247	38.00%	41.67%
<b>Residential Subtotal</b>	<b>\$10,285,616</b>	<b>63.73%</b>	<b>69.89%</b>
Commercial and Industrial	\$4,432,170	27.46%	30.11%
<b>C&amp;I Subtotal</b>	<b>\$4,432,170</b>	<b>27.46%</b>	<b>30.11%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$14,717,786</b>	<b>91.20%</b>	<b>100.00%</b>
<b>Other Expenditures</b>			
Other Expenditures	\$1,421,019	8.80%	
<b>Other Expenditures Subtotal</b>	<b>\$1,421,019</b>	<b>8.80%</b>	
<b>TOTAL</b>	<b>\$16,138,806</b>	<b>100.00%</b>	
*Please see attached Budget Allocation Table.			

Table A Pie Chart – Connecticut Natural Gas (2021)



Customer Class	Budget*	% of Total Conservation Budget	% of Residential and C&I Budget
Res. Income Eligible	\$4,267,668	25.68%	28.11%
Res. Non Income Eligible	\$6,327,302	38.07%	41.68%
<b>Residential Subtotal</b>	<b>\$10,594,970</b>	<b>63.75%</b>	<b>69.79%</b>
Commercial and Industrial	\$4,587,223	27.60%	30.21%
<b>C&amp;I Subtotal</b>	<b>\$4,587,223</b>	<b>27.60%</b>	<b>30.21%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$15,182,193</b>	<b>91.35%</b>	<b>100.00%</b>
<b>Other Expenditures</b>			
Other Expenditures	\$1,438,156	8.65%	
<b>Other Expenditures Subtotal</b>	<b>\$1,438,156</b>	<b>8.65%</b>	
<b>TOTAL</b>	<b>\$16,620,349</b>	<b>100.00%</b>	
*Please see attached Budget Allocation Table.			

## Connecticut Natural Gas Table A Budget Allocation (2019-2022)

<b>Table A Pie Sector Allocation</b>			
	<b>Residential</b>	<b>C&amp;I</b>	<b>Other</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>			
Educate the Public	50%	50%	0%
Customer Engagement	80%	20%	0%
Educate the Students	80%	20%	0%
Educate the Workforce	50%	50%	0%
<b>OTHER - PROGRAMS/REQUIREMENTS</b>			
Residential Loan Program	100%	0%	0%
C&I Financing Support	0%	100%	0%
Research, Development & Demonstration	0%	0%	100%
<b>OTHER - LOAD MANAGEMENT</b>			
Residential Demand Response	100%	0%	0%
C&I Demand Response	0%	100%	0%
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>			
Administration	0%	0%	100%
Marketing Plan	80%	20%	0%
Planning	0%	0%	100%
Evaluation Measurement and Verification	0%	0%	100%
Evaluation Administrator	0%	0%	100%
Information Technology	0%	0%	100%
Energy Efficiency Board Consultants	0%	0%	100%
Audit - Financial and Operational	0%	0%	100%
Performance Management Incentive	0%	0%	100%
<p>Note: Core Residential and C&amp;I programs that produce savings are allocated 100% to the Residential and C&amp;I sectors, respectively. Other programs budgets are allocated to both Residential and C&amp;I sectors based on an estimated percentage of the sector that those dollars will directly benefit by the percentages above.</p>			

Table B – Connecticut Natural Gas (2020)

2020  Connecticut Natural Gas	Costs (\$000)		Benefits (\$000)		Benefit Cost Ratios		Quantities	
	Utility Cost	Total Resource Cost	Utility Benefit	Total Resource Benefit	Utility Cost Test	Total Resource Cost Test	No. of Units	Units of Measure
<b>Residential</b>								
New Construction	\$705	\$1,940	\$1,727	\$2,945	2.45	1.52	317.01	Homes
Home Energy Solutions	\$2,809	\$3,200.29	\$3,196	\$6,115	1.14	1.91	2,531.70	Homes
HVAC	\$2,156	\$6,131	\$2,261	\$3,873	1.05	0.63	3,063.42	Units
HES - Income Eligible	\$4,152	\$4,153	\$4,405	\$7,904	1.06	1.90	3,826.48	Homes
Behavior	\$156	\$156	\$351	\$544	2.26	3.50	15,000.00	Units
<b>Subtotal: Residential</b>	<b>\$9,977</b>	<b>\$15,581</b>	<b>\$11,940</b>	<b>\$21,381</b>	<b>1.20</b>	<b>1.37</b>		
<b>Commercial &amp; Industrial</b>								
Energy Conscious Blueprint	\$2,088	\$2,754	\$2,598	\$4,344	1.24	1.58	130.17	Projects
Energy Opportunities	\$1,193	\$2,646	\$1,998	\$3,175	1.67	1.20	23.96	Projects
BES	\$323	\$1,001	\$3,339	\$4,970	10.33	4.97	24.55	Projects
Small Business	\$692	\$975	\$749	\$1,196	1.08	1.23	35.99	Projects
<b>Subtotal: C&amp;I</b>	<b>\$4,296</b>	<b>\$7,376</b>	<b>\$8,683</b>	<b>\$13,686</b>	<b>2.02</b>	<b>1.86</b>		
<b>Subtotal: Other</b>	<b>\$1,866</b>	<b>\$1,866</b>						
<b>TOTAL</b>	<b>\$16,139</b>	<b>\$24,823</b>	<b>\$20,623</b>	<b>\$35,066</b>	<b>1.28</b>	<b>1.41</b>		

2020  Connecticut Natural Gas	Gas Savings			Gas Cost Rates				MMBtu Savings				Emissions Savings	
	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)	Gas Cost Rate \$/ccf Annual	Gas Cost Ratio \$/LT-ccf	Gas Demand Cost \$/ccf	Gas Demand Cost \$/LT- ccf	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
<b>Residential</b>													
New Construction	106,637	2,665,936	1,026	\$6.607	\$0.264	\$687	\$27	10,973	274,325	\$64	\$3	818	20,449
Home Energy Solutions	227,883	4,640,316	1,563	\$12.327	\$0.605	\$1,797	\$88	23,449	477,488	\$120	\$6	1,762	35,881
HVAC	164,278	3,276,870	1,473	\$13.121	\$0.658	\$1,463	\$73	16,904	337,190	\$128	\$6	1,253	24,985
HES - Income Eligible	301,020	6,615,424	3,032	\$13.794	\$0.628	\$1,370	\$62	30,975	680,727	\$134	\$6	2,253	49,411
Behavior	100,080	300,240	0	\$1.555	\$0.518			10,298	30,895	\$15	\$5	741	1,859
<b>Subtotal: Residential</b>	<b>899,899</b>	<b>17,498,786</b>	<b>7,094</b>	<b>\$11.087</b>	<b>\$0.570</b>	<b>\$1,406</b>	<b>\$72</b>	<b>92,600</b>	<b>1,800,625</b>	<b>\$108</b>	<b>\$6</b>	<b>6,826</b>	<b>132,586</b>
<b>Commercial &amp; Industrial</b>													
Energy Conscious Blueprint	237,331	3,242,928	3,556	\$8.798	\$0.644	\$587	\$43	24,421	333,697	\$86	\$6	1,718	23,603
Energy Opportunities	183,243	2,107,959	1,276	\$6.510	\$0.566	\$935	\$81	18,856	216,909	\$63	\$5	1,322	15,319
BES	499,687	2,635,806	1,675	\$0.647	\$0.123	\$193	\$37	51,418	271,224	\$6	\$1	3,276	22,821
Small Business	75,743	787,251	1,826	\$9.132	\$0.879	\$379	\$36	7,794	81,008	\$89	\$9	553	5,566
<b>Subtotal: C&amp;I</b>	<b>996,004</b>	<b>8,773,944</b>	<b>8,334</b>	<b>\$4.313</b>	<b>\$0.490</b>	<b>\$515</b>	<b>\$59</b>	<b>102,489</b>	<b>902,839</b>	<b>\$42</b>	<b>\$5</b>	<b>6,869</b>	<b>67,309</b>
<b>Subtotal: Other</b>													
<b>TOTAL</b>	<b>1,895,903</b>	<b>26,272,730</b>	<b>15,428</b>	<b>\$8.512</b>	<b>\$0.614</b>	<b>\$1,046</b>	<b>\$75</b>	<b>195,088</b>	<b>2,703,464</b>	<b>\$83</b>	<b>\$6</b>	<b>13,696</b>	<b>199,895</b>

Table B – Connecticut Natural Gas (2021)

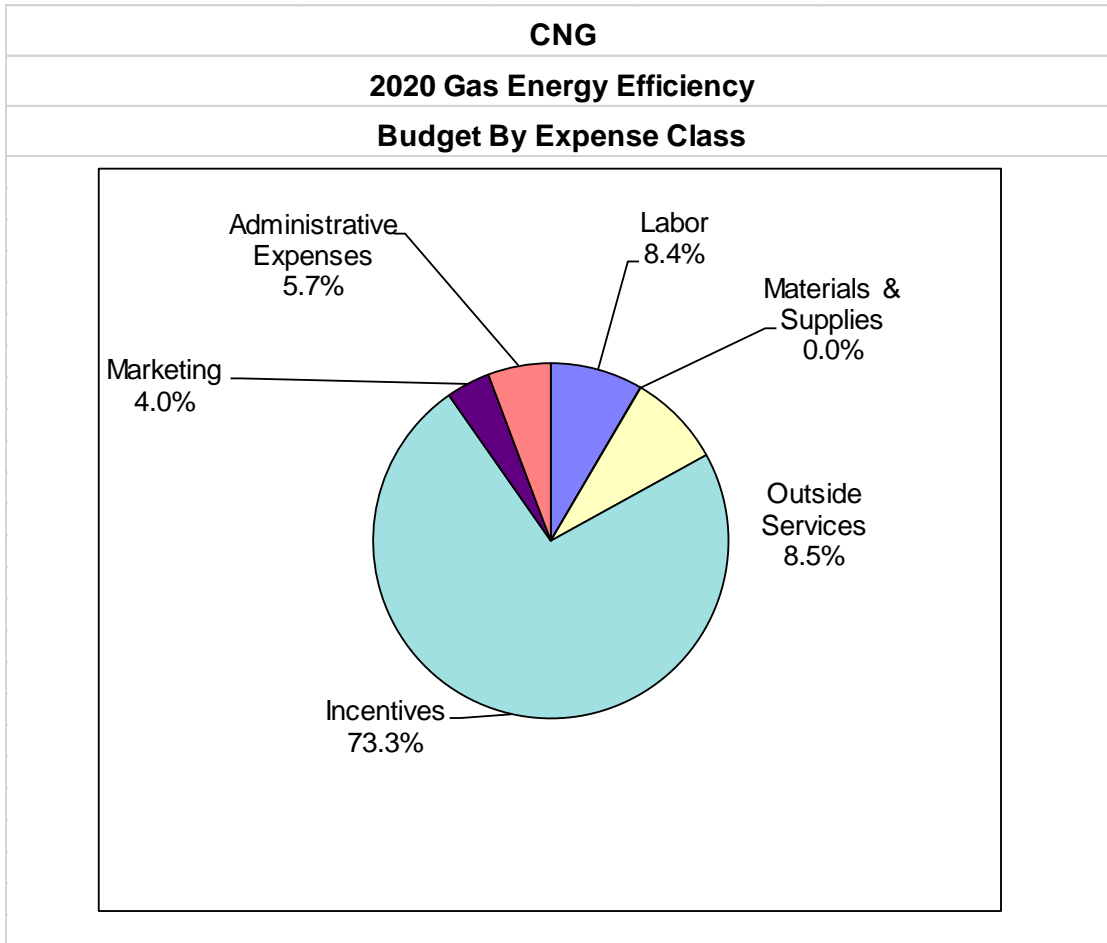
2021	Costs (\$000)		Benefits (\$000)		Benefit Cost Ratios		Quantities	
Connecticut Natural Gas	Utility Cost	Total Resource Cost	Utility Benefit	Total Resource Benefit	Utility Cost Test	Total Resource Cost Test	No. of Units	Units of Measure
<b>Residential</b>								
New Construction	\$729	\$2,010	\$1,798	\$3,085	2.47	1.53	328.58	Homes
Home Energy Solutions	\$2,915	\$3,324	\$3,346	\$6,457	1.15	1.94	2,645.26	Homes
HVAC	\$2,216	\$6,312	\$2,334	\$4,028	1.05	0.64	3,156.19	Units
HES - Income Eligible	\$4,268	\$4,268	\$4,468	\$8,078	1.05	1.89	4,282.37	Homes
Behavior	\$161	\$161	\$350	\$547	2.17	3.40	15,000.00	Units
<b>Subtotal: Residential</b>	<b>\$10,289</b>	<b>\$16,075</b>	<b>\$12,297</b>	<b>\$22,195</b>	<b>1.20</b>	<b>1.38</b>		
<b>Commercial &amp; Industrial</b>								
Energy Conscious Blueprint	\$2,172	\$2,869	\$2,497	\$4,239	1.15	1.48	127.31	Projects
Energy Opportunities	\$1,237	\$2,753	\$1,910	\$3,098	1.54	1.13	23.26	Projects
BES	\$334	\$1,037	\$3,396	\$5,286	10.15	5.10	23.68	Projects
Small Business	\$716	\$1,015	\$715	\$1,166	1.00	1.15	38.00	Projects
<b>Subtotal: C&amp;I</b>	<b>\$4,458</b>	<b>\$7,675</b>	<b>\$8,518</b>	<b>\$13,789</b>	<b>1.91</b>	<b>1.80</b>		
<b>Subtotal: Other</b>	<b>\$1,873</b>	<b>\$1,873</b>						
<b>TOTAL</b>	<b>\$16,620</b>	<b>\$25,623</b>	<b>\$20,815</b>	<b>\$35,984</b>	<b>1.25</b>	<b>1.40</b>		

2021	Gas Savings			Gas Cost Rates				MMBtu Savings				Emissions Savings	
Connecticut Natural Gas	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)	Gas Cost Rate \$/ccf Annual	Gas Cost Ratio \$/LT-ccf	Gas Demand Cost \$/ccf	Gas Demand Cost \$/LT-ccf	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
<b>Residential</b>													
New Construction	110,528	2,763,194	1,063	\$6.599	\$0.264	\$686	\$27	11,373	284,333	\$64	\$3	818	20,449
Home Energy Solutions	238,103	4,848,422	2,300	\$12.242	\$0.601	\$1,267	\$62	24,501	498,903	\$119	\$6	1,762	35,881
HVAC	169,253	3,376,107	1,518	\$13.091	\$0.656	\$1,460	\$73	17,416	347,401	\$127	\$6	1,253	24,985
HES - Income Eligible	304,416	6,690,045	3,066	\$14.019	\$0.638	\$1,392	\$63	31,324	688,406	\$136	\$6	2,253	49,411
Behavior	100,080	300,240	0	\$1.610	\$0.537			10,298	30,895	\$16	\$5	741	1,859
<b>Subtotal: Residential</b>	<b>922,380</b>	<b>17,978,008</b>	<b>7,947</b>	<b>\$11.154</b>	<b>\$0.572</b>	<b>\$1,295</b>	<b>\$66</b>	<b>94,913</b>	<b>1,849,937</b>	<b>\$108</b>	<b>\$6</b>	<b>6,826</b>	<b>132,586</b>
<b>Commercial &amp; Industrial</b>													
Energy Conscious Blueprint	232,111	3,171,597	3,478	\$9.356	\$0.685	\$624	\$46	23,884	326,357	\$91	\$7	1,718	23,603
Energy Opportunities	178,666	2,085,466	1,245	\$6.921	\$0.593	\$993	\$85	18,385	214,594	\$67	\$6	1,322	15,319
BES	442,707	3,085,667	1,492	\$0.755	\$0.108	\$224	\$32	45,555	317,515	\$7	\$1	3,276	22,821
Small Business	74,741	776,834	1,802	\$9.575	\$0.921	\$397	\$38	7,691	79,936	\$93	\$9	553	5,566
<b>Subtotal: C&amp;I</b>	<b>928,225</b>	<b>9,119,564</b>	<b>8,017</b>	<b>\$4.803</b>	<b>\$0.489</b>	<b>\$556</b>	<b>\$57</b>	<b>95,514</b>	<b>938,403</b>	<b>\$47</b>	<b>\$5</b>	<b>6,869</b>	<b>67,309</b>
<b>Subtotal: Other</b>													
<b>TOTAL</b>	<b>1,850,605</b>	<b>27,097,572</b>	<b>15,964</b>	<b>\$8.981</b>	<b>\$0.613</b>	<b>\$1,041</b>	<b>\$71</b>	<b>190,427</b>	<b>2,788,340</b>	<b>\$87</b>	<b>\$6</b>	<b>13,696</b>	<b>199,895</b>

Table C - Connecticut Natural Gas (2020)

Table C CNG 2020 Budget Details							
GAS ENERGY EFFICIENCY BUDGET (\$000)	Labor	Materials & Supplies	Outside Services	Incentives	Marketing	Administrative Expenses	TOTAL
<b>RESIDENTIAL</b>							
New Construction, Additions & Major Renovations	\$ 75,370	\$ 200	\$ 4,632	\$ 617,830	\$ 4,000	\$ 2,500	\$ 704,532
Home Energy Solutions (HES)	\$ 226,197	\$ 700	\$ 267,733	\$ 2,207,080	\$ 103,333	\$ 4,027	\$ 2,809,071
HVAC/Water Heating	\$ 64,340	\$ 500	\$ 139,672	\$ 1,923,047	\$ 25,000	\$ 3,000	\$ 2,155,559
HES Income Eligible	\$ 225,520	\$ 1,000	\$ 53,800	\$ 3,807,449	\$ 62,000	\$ 2,600	\$ 4,152,369
Residential Behavior	\$ 18,383	\$ 100	\$ 137,159	\$ -	\$ -	\$ -	\$ 155,642
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 609,810</b>	<b>\$ 2,500</b>	<b>\$ 602,996</b>	<b>\$ 8,555,406</b>	<b>\$ 194,333</b>	<b>\$ 12,127</b>	<b>\$ 9,977,173</b>
<b>COMMERCIAL &amp; INDUSTRIAL LOST OPPORTUNITY</b>							
Energy Conscious Blueprint	\$ 122,537	\$ 1,000	\$ 50,970	\$ 1,694,894	\$ 198,173	\$ 20,502	\$ 2,088,077
<b>Subtotal: C&amp;I - Lost Opportunity</b>	<b>\$ 122,537</b>	<b>\$ 1,000</b>	<b>\$ 50,970</b>	<b>\$ 1,694,894</b>	<b>\$ 198,173</b>	<b>\$ 20,502</b>	<b>\$ 2,088,077</b>
<b>COMMERCIAL &amp; INDUSTRIAL LARGE RETROFIT</b>							
Energy Opportunities	\$ 122,537	\$ 700	\$ 30,316	\$ 889,687	\$ 144,602	\$ 5,000	\$ 1,192,841
Business & Energy Sustainability (O&M, RCX, BSC, CSP/SEM)	\$ 99,268	\$ 500	\$ 8,112	\$ 527,004	\$ 49,292	\$ 7,500	\$ 691,676
<b>Subtotal: C&amp;I - Lost Opportunity</b>	<b>\$ 221,805</b>	<b>\$ 1,200</b>	<b>\$ 38,428</b>	<b>\$ 1,416,690</b>	<b>\$ 193,894</b>	<b>\$ 12,500</b>	<b>\$ 1,884,518</b>
Small Business Energy Advantage	\$ 68,668	\$ 200	\$ 10,250	\$ 162,693	\$ 21,372	\$ 60,000	\$ 323,184
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 413,010</b>	<b>\$ 2,400</b>	<b>\$ 99,649</b>	<b>\$ 3,274,278</b>	<b>\$ 413,439</b>	<b>\$ 93,002</b>	<b>\$ 4,295,778</b>
<b>OTHER - EDUCATION</b>							
Educate the Public	\$ 25,901	\$ 415	\$ 53,871	\$ -	\$ 2,074	\$ 12,545	\$ 94,806
Customer Engagement	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ 100,000
Educate the Students	\$ 8,303	\$ 374	\$ 29,512	\$ -	\$ 4,021	\$ 2,954	\$ 45,164
Educate the Workforce	\$ 4,461	\$ 208	\$ 57,638	\$ -	\$ 480	\$ 4,686	\$ 67,473
<b>Subtotal: Education</b>	<b>\$ 38,666</b>	<b>\$ 997</b>	<b>\$ 241,021</b>	<b>\$ -</b>	<b>\$ 6,575</b>	<b>\$ 20,185</b>	<b>\$ 307,444</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>							
Financing Support - Residential	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 86,292	\$ 86,292
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000	\$ 20,000
Research, Development and Demonstration	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ 50,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 50,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 106,292</b>	<b>\$ 156,292</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>							
Administration	\$ 145,471	\$ -	\$ 9,383	\$ -	\$ -	\$ -	\$ 154,854
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ 31,100	\$ -	\$ 31,100
Planning	\$ 99,480	\$ -	\$ 12,500	\$ -	\$ -	\$ -	\$ 111,980
Evaluation Measurement and Verification	\$ -	\$ -	\$ 200,000	\$ -	\$ -	\$ -	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ 20,000	\$ -	\$ -	\$ -	\$ 20,000
Information Technology	\$ 51,716	\$ -	\$ 87,321	\$ -	\$ -	\$ -	\$ 139,037
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 43,333	\$ -	\$ -	\$ -	\$ 43,333
Audits - Financial and Operational	\$ -	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ 10,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 691,815	\$ 691,815
<b>Subtotal: Other</b>	<b>\$ 296,668</b>	<b>\$ -</b>	<b>\$ 382,537</b>	<b>\$ -</b>	<b>\$ 31,100</b>	<b>\$ 691,815</b>	<b>\$ 1,402,119</b>
<b>TOTAL BUDGET</b>	<b>\$ 1,358,154</b>	<b>\$ 5,897</b>	<b>\$ 1,376,203</b>	<b>\$ 11,829,684</b>	<b>\$ 645,447</b>	<b>\$ 923,421</b>	<b>\$ 16,138,806</b>

Table C Pie Chart – Connecticut Natural Gas (2020)



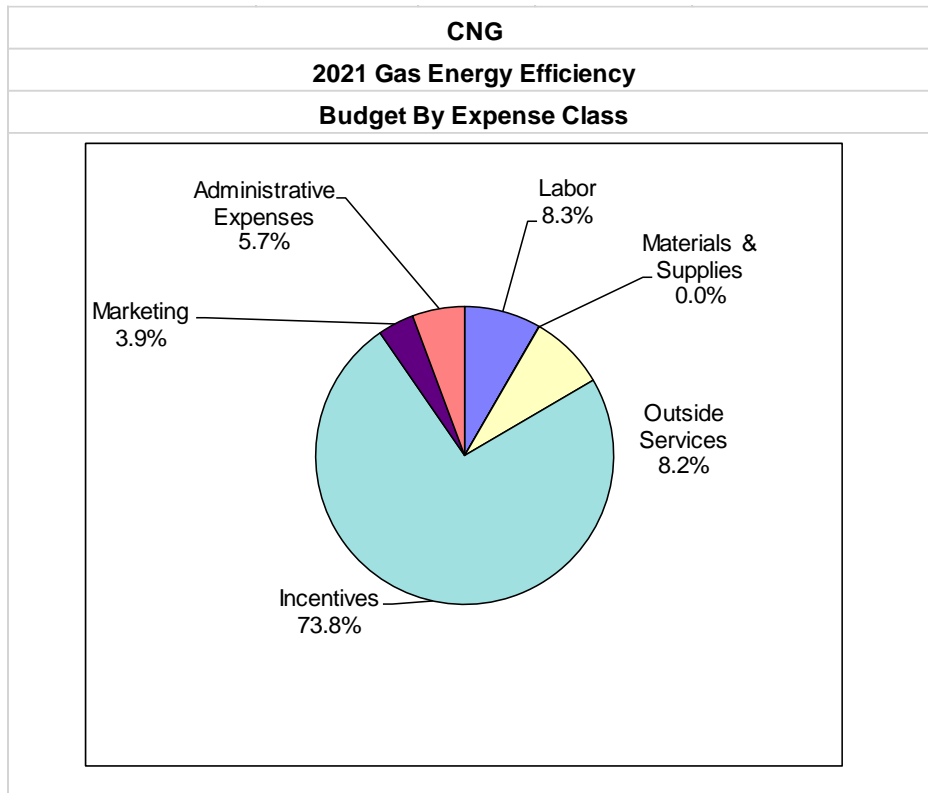
Expense Classes	Budget	% of Budget
Labor	\$ 1,358,154	8.4%
Materials & Supplies	\$ 5,897	0.0%
Outside Services	\$ 1,376,203	8.5%
Incentives	\$ 11,829,684	73.3%
Marketing	\$ 645,447	4.0%
Administrative Expenses	\$ 923,421	5.7%
<b>Total</b>	<b>\$16,138,805.89</b>	<b>100.00%</b>

Table C – Connecticut Natural Gas (2021)

Table C CNG 2021 Budget Details							
GAS ENERGY EFFICIENCY BUDGET (\$000)	Labor	Materials & Supplies	Outside Services	Incentives	Marketing	Administrative Expenses	TOTAL
<b>RESIDENTIAL</b>							
New Construction, Additions & Major Renovations	\$ 77,631	\$ 200	\$ 4,632	\$ 640,370	\$ 4,000	\$ 2,500	\$ 729,333
Home Energy Solutions (HES)	\$ 232,983	\$ 700	\$ 267,733	\$ 2,306,080	\$ 103,333	\$ 4,027	\$ 2,914,856
HVAC/Water Heating	\$ 66,270	\$ 500	\$ 139,672	\$ 1,981,284	\$ 25,000	\$ 3,000	\$ 2,215,727
HES Income Eligible	\$ 232,285	\$ 1,000	\$ 53,800	\$ 3,915,982	\$ 62,000	\$ 2,600	\$ 4,267,668
Residential Behavior	\$ 18,935	\$ 100	\$ 142,068	\$ -	\$ -	\$ -	\$ 161,103
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 628,105</b>	<b>\$ 2,500</b>	<b>\$ 607,905</b>	<b>\$ 8,843,716</b>	<b>\$ 194,333</b>	<b>\$ 12,127</b>	<b>\$ 10,288,686</b>
<b>COMMERCIAL &amp; INDUSTRIAL LOST OPPORTUNITY</b>							
Energy Conscious Blueprint	\$ 126,213	\$ 1,000	\$ 50,970	\$ 1,774,826	\$ 198,173	\$ 20,502	\$ 2,171,684
<b>Subtotal: C&amp;I - Lost Opportunity</b>	<b>\$ 126,213</b>	<b>\$ 1,000</b>	<b>\$ 50,970</b>	<b>\$ 1,774,826</b>	<b>\$ 198,173</b>	<b>\$ 20,502</b>	<b>\$ 2,171,684</b>
<b>COMMERCIAL &amp; INDUSTRIAL LARGE RETROFIT</b>							
Energy Opportunities	\$ 126,213	\$ 700	\$ 30,316	\$ 929,730	\$ 144,602	\$ 5,000	\$ 1,236,560
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 102,246	\$ 500	\$ 8,112	\$ 548,031	\$ 49,292	\$ 7,500	\$ 715,682
<b>Subtotal: C&amp;I - Lost Opportunity</b>	<b>\$ 228,460</b>	<b>\$ 1,200</b>	<b>\$ 38,428</b>	<b>\$ 1,477,761</b>	<b>\$ 193,894</b>	<b>\$ 12,500</b>	<b>\$ 1,952,242</b>
Small Business Energy Advantage	\$ 70,728	\$ 200	\$ 10,250	\$ 171,912	\$ 21,372	\$ 60,000	\$ 334,463
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 425,401</b>	<b>\$ 2,400</b>	<b>\$ 99,649</b>	<b>\$ 3,424,499</b>	<b>\$ 413,439</b>	<b>\$ 93,002</b>	<b>\$ 4,458,389</b>
<b>OTHER - EDUCATION</b>							
Educate the Public	\$ 10,732	\$ 415	\$ 50,323	\$ -	\$ 2,074	\$ 12,545	\$ 76,089
Customer Engagement	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ 100,000
Educate the Students	\$ 8,303	\$ 374	\$ 29,512	\$ -	\$ 4,021	\$ 2,954	\$ 45,164
Educate the Workforce	\$ 4,461	\$ 208	\$ 57,638	\$ -	\$ 480	\$ 4,686	\$ 67,473
<b>Subtotal: Education</b>	<b>\$ 23,496</b>	<b>\$ 996</b>	<b>\$ 237,473</b>	<b>\$ -</b>	<b>\$ 6,575</b>	<b>\$ 20,185</b>	<b>\$ 288,726</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>							
Financing Support - Residential	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 86,292	\$ 86,292
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000	\$ 20,000
Research, Development and Demonstration	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ 50,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 50,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 106,292</b>	<b>\$ 156,292</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>							
Administration	\$ 149,835	\$ -	\$ 9,383	\$ -	\$ -	\$ -	\$ 159,218
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ 40,100	\$ -	\$ 40,100
Planning	\$ 102,465	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 102,465
Evaluation Measurement and Verification	\$ -	\$ -	\$ 200,000	\$ -	\$ -	\$ -	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ 20,000	\$ -	\$ -	\$ -	\$ 20,000
Information Technology	\$ 53,268	\$ -	\$ 87,321	\$ -	\$ -	\$ -	\$ 140,589
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 43,333	\$ -	\$ -	\$ -	\$ 43,333
Audits - Financial and Operational	\$ -	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ 10,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 712,551	\$ 712,551
<b>Subtotal: Other</b>	<b>\$ 305,568</b>	<b>\$ -</b>	<b>\$ 370,037</b>	<b>\$ -</b>	<b>\$ 40,100</b>	<b>\$ 712,551</b>	<b>\$ 1,428,256</b>
<b>TOTAL BUDGET</b>	<b>\$ 1,382,569</b>	<b>\$ 5,896</b>	<b>\$ 1,365,064</b>	<b>\$ 12,268,215</b>	<b>\$ 654,447</b>	<b>\$ 944,157</b>	<b>\$ 16,620,349</b>



**Table C Pie Chart – Connecticut Natural Gas (2021)**



Expense Classes	Budget	% of Budget
Labor	\$ 1,382,569	8.3%
Materials & Supplies	\$ 5,896	0.0%
Outside Services	\$ 1,365,064	8.2%
Incentives	\$ 12,268,215	73.8%
Marketing	\$ 654,447	3.9%
Administrative Expenses	\$ 944,157	5.7%
<b>Total</b>	<b>\$ 16,620,349</b>	<b>100.00%</b>

Table D – Connecticut Natural Gas Historical and Projected Expenditures

Table D												
CNG Historical and Projected \$												
Expenditures \$ (000)												
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal	Goal
<b>RESIDENTIAL</b>												
HES Income Eligible - Weatherization	\$1,035	\$ 838	\$ 904	\$ 2,912	\$ 4,513	\$ 4,256	\$ 5,307	\$ 4,987	\$ 720	\$ 4,152	\$ 4,268	\$ 4,306
Home Energy Solutions (HES)	\$1,518	\$1,548	\$2,014	\$ 4,584	\$ 3,342	\$ 2,439	\$ 2,356	\$ 1,846	\$ 3,237	\$ 2,809	\$ 2,915	\$ 3,270
HVAC/Water Heating	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,870	\$ 1,746	\$ 2,051	\$ 1,824	\$ 2,156	\$ 2,216	\$ 1,907
New Construction, Additions & Major Renovations	\$ 905	\$ 477	\$1,374	\$ 448	\$ 562	\$ 710	\$ 427	\$ 480	\$ 4,206	\$ 705	\$ 729	\$ 736
Residential Behavior						\$ 165	\$ 32	\$ 138	\$ 156	\$ 156	\$ 161	\$ 163
Water Heating	\$ 45	\$ 45	\$ 22	\$ 97	\$ 344							
<b>Subtotal: Residential EE Portfolio</b>	<b>\$3,503</b>	<b>\$2,908</b>	<b>\$4,314</b>	<b>\$ 8,041</b>	<b>\$ 8,761</b>	<b>\$ 9,440</b>	<b>\$ 9,868</b>	<b>\$ 9,502</b>	<b>\$10,143</b>	<b>\$ 9,977</b>	<b>\$10,289</b>	<b>\$10,381</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>												
Energy Conscious Blueprint	\$ 873	\$1,262	\$1,177	\$ 1,885	\$ 1,151	\$ 2,120	\$ 2,297	\$ 1,902	\$ 2,151	\$ 2,088	\$ 2,172	\$ 2,191
<b>Total: Lost Opportunity</b>	<b>\$ 873</b>	<b>\$1,262</b>	<b>\$1,177</b>	<b>\$ 1,885</b>	<b>\$ 1,151</b>	<b>\$ 2,120</b>	<b>\$ 2,297</b>	<b>\$ 1,902</b>	<b>\$ 2,151</b>	<b>\$ 2,088</b>	<b>\$ 2,172</b>	<b>\$ 2,191</b>
<b>C&amp;I LARGE RETROFIT</b>												
Energy Opportunities	\$ 471	\$ 778	\$1,536	\$ 814	\$ 1,150	\$ 854	\$ 1,286	\$ 716	\$ 1,263	\$ 1,193	\$ 1,237	\$ 1,248
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 29	\$ 160	\$ 90	\$ 385	\$ 78	\$ 312	\$ 602	\$ 1,012	\$ 734	\$ 692	\$ 716	\$ 722
Process Retrofit Project												
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 500</b>	<b>\$ 938</b>	<b>\$1,626</b>	<b>\$ 1,199</b>	<b>\$ 1,228</b>	<b>\$ 1,166</b>	<b>\$ 1,888</b>	<b>\$ 1,728</b>	<b>\$ 1,996</b>	<b>\$ 1,885</b>	<b>\$ 1,952</b>	<b>\$ 1,970</b>
Small Business Energy Advantage	\$ -	\$ 51	\$ 211	\$ 199	\$ 192	\$ 195	\$ 138	\$ 212	\$ 335	\$ 323	\$ 334	\$ 337
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$1,374</b>	<b>\$2,251</b>	<b>\$3,014</b>	<b>\$ 3,283</b>	<b>\$ 2,571</b>	<b>\$ 3,481</b>	<b>\$ 4,323</b>	<b>\$ 3,841</b>	<b>\$ 4,482</b>	<b>\$ 4,296</b>	<b>\$ 4,458</b>	<b>\$ 4,499</b>
<b>OTHER-EDUCATION</b>												
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200	\$ 186	\$ 68	\$ 66	\$ 95	\$ 76	\$ 76
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 94	\$ 34	\$ 33	\$ -	\$ 100	\$ 100	\$ 100
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 33	\$ 68	\$ 26	\$ 23	\$ 45	\$ 45	\$ 45
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30	\$ 14	\$ 12	\$ 14	\$ 67	\$ 67	\$ 67
Smart Living Center/Science Center	\$ -	\$ -	\$ -	\$ 167	\$ 100	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EESmarts/K-12 Education	\$ -	\$ -	\$ -	\$ 26	\$ 70	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Clean Energy Communities	\$ -	\$ -	\$ 6	\$ 41	\$ 57	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Subtotal: Education</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 6</b>	<b>\$ 234</b>	<b>\$ 227</b>	<b>\$ 357</b>	<b>\$ 302</b>	<b>\$ 139</b>	<b>\$ 102</b>	<b>\$ 307</b>	<b>\$ 289</b>	<b>\$ 289</b>
<b>OTHER-PROGRAMS/REQUIREMENTS</b>												
Financing Support - Residential	\$ 53	\$ 57	\$ 56	\$ 56	\$ 77	\$ 59	\$ 67	\$ -	\$ 86	\$ 86	\$ 86	\$ 86
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (7)	\$ 23	\$ -	\$ 20	\$ 20	\$ 20	\$ 20
Research, Development & Demonstration	\$ -	\$ -	\$ 79	\$ -	\$ -	\$ 7	\$ 16	\$ 55	\$ 50	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Subtotal: Programs/Requirements</b>	<b>\$ 53</b>	<b>\$ 57</b>	<b>\$ 153</b>	<b>\$ 99</b>	<b>\$ 130</b>	<b>\$ 59</b>	<b>\$ 106</b>	<b>\$ 55</b>	<b>\$ 156</b>	<b>\$ 156</b>	<b>\$ 156</b>	<b>\$ 156</b>
<b>OTHER-ADMINISTRATIVE &amp; PLANNING</b>												
Administration	\$ -	\$ -	\$ 90	\$ 130	\$ 237	\$ 130	\$ 172	\$ 143	\$ 150	\$ 155	\$ 159	\$ 159
Marketing Plan	\$ -	\$ -	\$ -	\$ 97	\$ 85	\$ 109	\$ 73	\$ 31	\$ 15	\$ 31	\$ 40	\$ 40
Planning	\$ 28	\$ 234	\$ 145	\$ 99	\$ 101	\$ 141	\$ 169	\$ 108	\$ 97	\$ 112	\$ 102	\$ 102
Evaluation Measurement and Verification	\$ 18	\$ 128	\$ 36	\$ 132	\$ 231	\$ 200	\$ 200	\$ 218	\$ 218	\$ 200	\$ 200	\$ 200
Evaluation Administrator	\$ -	\$ -	\$ -	\$ 26	\$ 26	\$ 20	\$ 20	\$ 19	\$ 19	\$ 20	\$ 20	\$ 20
Information Technology	\$ 31	\$ 32	\$ 49	\$ 101	\$ 141	\$ 109	\$ 107	\$ 150	\$ 138	\$ 139	\$ 141	\$ 141
Energy Efficiency Board Consultants	\$ 12	\$ 22	\$ 43	\$ 24	\$ 63	\$ 43	\$ 43	\$ 32	\$ 32	\$ 43	\$ 43	\$ 43
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10	\$ 4	\$ 10	\$ 10	\$ 10	\$ 10
Performance Management Incentive	\$ -	\$ -	\$ 601	\$ 598	\$ 733	\$ 687	\$ 896	\$ 877	\$ 698	\$ 692	\$ 713	\$ 719
<b>Subtotal: Administrative &amp; Planning</b>	<b>\$ 89</b>	<b>\$ 417</b>	<b>\$ 964</b>	<b>\$ 1,208</b>	<b>\$ 1,617</b>	<b>\$ 1,439</b>	<b>\$ 1,690</b>	<b>\$ 1,582</b>	<b>\$ 1,375</b>	<b>\$ 1,402</b>	<b>\$ 1,428</b>	<b>\$ 1,434</b>
<b>TOTAL</b>	<b>\$5,019</b>	<b>\$5,633</b>	<b>\$8,450</b>	<b>\$12,865</b>	<b>\$13,306</b>	<b>\$14,776</b>	<b>\$16,289</b>	<b>\$15,120</b>	<b>\$16,259</b>	<b>\$16,139</b>	<b>\$16,620</b>	<b>\$16,759</b>

Table D1 – Connecticut Natural Gas Annual and Lifetime Savings CCF (2011-2021)

Table D1											
CNG Historical and Projected Annual and Lifetime ccf											
Annual ccf (000)											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
HES Income Eligible - Weatherization	211	124	95	423	451	594	473	442	327	301	304
Home Energy Solutions (HES)	196	269	403	607	486	278	243	216	282	228	238
HVAC/Water Heating	-	-	-	-	-	257	215	269	147	164	169
New Construction, Additions & Major Renovations	35	34	74	90	49	96	97	95	110	107	111
Residential Behavior						89	62	-	100	100	100
Water Heating	14	8	1	16	44	-	-	-	-	-	-
<b>Subtotal: Residential EE Portfolio</b>	<b>456</b>	<b>435</b>	<b>573</b>	<b>1,136</b>	<b>1,030</b>	<b>1,314</b>	<b>1,090</b>	<b>1,022</b>	<b>965</b>	<b>900</b>	<b>922</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
Energy Conscious Blueprint	154	308	399	274	256	403	528	193	259	237	232
<b>Total: Lost Opportunity</b>	<b>154</b>	<b>308</b>	<b>399</b>	<b>274</b>	<b>256</b>	<b>403</b>	<b>528</b>	<b>193</b>	<b>259</b>	<b>237</b>	<b>232</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	140	217	403	264	203	222	307	427	210	183	179
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	34	200	91	245	133	134	195	392	500	500	443
<b>Total: C&amp;I Large Retrofit</b>	<b>174</b>	<b>417</b>	<b>494</b>	<b>509</b>	<b>336</b>	<b>356</b>	<b>502</b>	<b>819</b>	<b>709</b>	<b>683</b>	<b>621</b>
Small Business Energy Advantage	-	19	33	14	40	16	48	24	83	76	75
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>328</b>	<b>744</b>	<b>926</b>	<b>797</b>	<b>632</b>	<b>775</b>	<b>1,078</b>	<b>1,036</b>	<b>1,052</b>	<b>996</b>	<b>928</b>
<b>TOTAL</b>	<b>783</b>	<b>1,180</b>	<b>1,500</b>	<b>1,934</b>	<b>1,662</b>	<b>2,089</b>	<b>2,168</b>	<b>2,058</b>	<b>2,017</b>	<b>1,896</b>	<b>1,851</b>

Lifetime ccf (000)											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
HES Income Eligible - Weatherization	2,752	2,500	1,612	8,285	8,660	12,047	9,848	9,235	7,063	6,615	6,690
Home Energy Solutions (HES)	3,416	4,997	7,461	12,033	9,870	5,652	4,944	4,367	5,621	4,640	4,848
HVAC/Water Heating	-	-	-	-	-	5,114	4,264	5,369	2,926	3,277	3,376
New Construction, Additions & Major Renovations	878	820	1,675	2,078	1,116	2,384	2,414	2,261	2,738	2,666	2,763
Residential Behavior						232	162	-	200	300	300
Water Heating	280	146	25	285	809	-	-	-	-	-	-
<b>Subtotal: Residential EE Portfolio</b>	<b>7,325</b>	<b>8,463</b>	<b>10,773</b>	<b>22,681</b>	<b>20,455</b>	<b>25,430</b>	<b>21,632</b>	<b>21,232</b>	<b>18,549</b>	<b>17,499</b>	<b>17,978</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
Energy Conscious Blueprint	2,343	4,294	6,670	4,233	4,136	6,233	8,415	2,926	3,543	3,243	3,172
<b>Total: Lost Opportunity</b>	<b>2,343</b>	<b>4,294</b>	<b>6,670</b>	<b>4,233</b>	<b>4,136</b>	<b>6,233</b>	<b>8,415</b>	<b>2,926</b>	<b>3,543</b>	<b>3,243</b>	<b>3,172</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	1,483	2,094	4,517	2,793	2,476	2,331	3,541	4,411	2,416	2,108	2,085
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	327	1,172	466	1,700	889	729	1,041	2,037	3,477	2,636	3,086
Process Retrofit Project											
<b>Total: C&amp;I Large Retrofit</b>	<b>1,809</b>	<b>3,267</b>	<b>4,983</b>	<b>4,493</b>	<b>3,365</b>	<b>3,060</b>	<b>4,582</b>	<b>6,448</b>	<b>5,893</b>	<b>4,744</b>	<b>5,171</b>
Small Business Energy Advantage	-	193	442	217	485	181	592	277	867	787	777
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>4,153</b>	<b>7,753</b>	<b>12,095</b>	<b>8,943</b>	<b>7,986</b>	<b>9,474</b>	<b>13,589</b>	<b>9,651</b>	<b>10,302</b>	<b>8,774</b>	<b>9,120</b>
<b>TOTAL</b>	<b>11,478</b>	<b>16,216</b>	<b>22,868</b>	<b>31,624</b>	<b>28,441</b>	<b>34,904</b>	<b>35,221</b>	<b>30,883</b>	<b>28,852</b>	<b>26,273</b>	<b>27,098</b>

Table D2 – Connecticut Natural Gas Annual and Lifetime Cost Rates (2011-2021)

Table D2											
CNG Historical and Projected Annual and Lifetime Cost Rates											
Annual \$/ccf											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
HES Income Eligible - Weatherization	\$ 4.906	\$ 6.734	\$ 9.464	\$ 6.884	\$ 10.007	\$ 7.165	\$ 11.220	\$ 11.283	\$ 2.205	\$ 13.794	\$ 14.019
Home Energy Solutions (HES)	\$ 7.757	\$ 5.748	\$ 4.998	\$ 7.552	\$ 6.877	\$ 8.773	\$ 9.695	\$ 8.547	\$ 11.479	\$ 12.327	\$ 12.242
HVAC/Water Heating						\$ 7.276	\$ 8.121	\$ 7.625	\$ 12.435	\$ 13.121	\$ 13.091
New Construction	\$ 25.790	\$ 14.046	\$ 18.663	\$ 4.978	\$ 11.469	\$ 7.396	\$ 4.402	\$ 5.050	\$ 38.401	\$ 6.607	\$ 6.599
Residential Behavior						\$ 1.854	\$ 0.516	N/A	\$ 1.561	\$ 1.555	\$ 1.610
Water Heating	\$ 3.218	\$ 5.900	\$ 17.200	\$ 6.013	\$ 7.818						
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 7.687</b>	<b>\$ 6.680</b>	<b>\$ 7.523</b>	<b>\$ 7.077</b>	<b>\$ 8.506</b>	<b>\$ 7.184</b>	<b>\$ 9.053</b>	<b>\$ 9.297</b>	<b>\$ 10.514</b>	<b>\$ 11.087</b>	<b>\$ 11.154</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
Energy Conscious Blueprint	\$ 5.688	\$ 4.093	\$ 2.950	\$ 6.880	\$ 4.496	\$ 5.261	\$ 4.350	\$ 9.853	\$ 8.298	\$ 8.798	\$ 9.356
<b>Total: Lost Opportunity</b>	<b>\$ 5.688</b>	<b>\$ 4.093</b>	<b>\$ 2.950</b>	<b>\$ 6.880</b>	<b>\$ 4.496</b>	<b>\$ 5.261</b>	<b>\$ 4.350</b>	<b>\$ 9.853</b>	<b>\$ 8.298</b>	<b>\$ 8.798</b>	<b>\$ 9.356</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	\$ 3.352	\$ 3.585	\$ 3.811	\$ 3.083	\$ 5.665	\$ 3.847	\$ 4.189	\$ 1.677	\$ 6.025	\$ 6.510	\$ 6.921
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 0.876	\$ 0.799	\$ 0.989	\$ 1.571	\$ 0.586	\$ 2.328	\$ 3.087	\$ 2.581	\$ 1.469	\$ 1.384	\$ 1.617
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 2.875</b>	<b>\$ 2.250</b>	<b>\$ 3.291</b>	<b>\$ 2.356</b>	<b>\$ 3.655</b>	<b>\$ 3.275</b>	<b>\$ 3.761</b>	<b>\$ 2.110</b>	<b>\$ 2.815</b>	<b>\$ 2.759</b>	<b>\$ 3.142</b>
Small Business Energy Advantage	\$ -	\$ 2.676	\$ 6.337	\$ 13.808	\$ 4.800	\$ 12.188	\$ 2.875	\$ 8.831	\$ 4.012	\$ 4.267	\$ 4.475
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 4.194</b>	<b>\$ 3.024</b>	<b>\$ 3.254</b>	<b>\$ 4.117</b>	<b>\$ 4.068</b>	<b>\$ 4.492</b>	<b>\$ 4.010</b>	<b>\$ 3.708</b>	<b>\$ 4.261</b>	<b>\$ 4.313</b>	<b>\$ 4.803</b>
<b>Lifetime \$/ccf</b>											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
HES Income Eligible - Weatherization	\$ 0.376	\$ 0.335	\$ 0.561	\$ 0.351	\$ 0.521	\$ 0.353	\$ 0.539	\$ 0.540	\$ 0.102	\$ 0.628	\$ 0.638
Home Energy Solutions (HES)	\$ 0.444	\$ 0.310	\$ 0.270	\$ 0.381	\$ 0.339	\$ 0.432	\$ 0.477	\$ 0.423	\$ 0.576	\$ 0.605	\$ 0.601
HVAC/Water Heating						\$ 0.366	\$ 0.409	\$ 0.382	\$ 0.623	\$ 0.658	\$ 0.656
New Construction	\$ 1.032	\$ 0.582	\$ 0.821	\$ 0.216	\$ 0.504	\$ 0.298	\$ 0.177	\$ 0.212	\$ 1.536	\$ 0.264	\$ 0.264
Residential Behavior						\$ 0.711	\$ 0.198	#DIV/0!	\$ 0.781	\$ 0.518	\$ 0.537
Water Heating	\$ 0.161	\$ 0.306	\$ 0.860	\$ 0.341	\$ 0.425						
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 0.478</b>	<b>\$ 0.344</b>	<b>\$ 0.400</b>	<b>\$ 0.355</b>	<b>\$ 0.428</b>	<b>\$ 0.371</b>	<b>\$ 0.456</b>	<b>\$ 0.448</b>	<b>\$ 0.547</b>	<b>\$ 0.570</b>	<b>\$ 0.572</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
Energy Conscious Blueprint	\$ 0.373	\$ 0.294	\$ 0.176	\$ 0.445	\$ 0.278	\$ 0.340	\$ 0.273	\$ 0.650	\$ 0.607	\$ 0.644	\$ 0.685
<b>Total: Lost Opportunity</b>	<b>\$ 0.373</b>	<b>\$ 0.294</b>	<b>\$ 0.176</b>	<b>\$ 0.445</b>	<b>\$ 0.278</b>	<b>\$ 0.340</b>	<b>\$ 0.273</b>	<b>\$ 0.650</b>	<b>\$ 0.607</b>	<b>\$ 0.644</b>	<b>\$ 0.685</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	\$ 0.090	\$ 0.136	\$ 0.193	\$ 0.226	\$ 0.088	\$ 0.428	\$ 0.578	\$ 0.497	\$ 0.211	\$ 0.262	\$ 0.232
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1.000	\$ 2.000	\$ 3.000
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ -</b>	<b>\$ 0.265</b>	<b>\$ 0.476</b>	<b>\$ 0.918</b>	<b>\$ 0.396</b>	<b>\$ 1.077</b>	<b>\$ 0.233</b>	<b>\$ 0.765</b>	<b>\$ 0.386</b>	<b>\$ 0.411</b>	<b>\$ 0.431</b>
Small Business Energy Advantage	\$ 0.331	\$ 0.290	\$ 0.249	\$ 0.367	\$ 0.322	\$ 0.367	\$ 0.318	\$ 0.398	\$ 0.435	\$ 0.490	\$ 0.489
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 0.331</b>	<b>\$ 0.290</b>	<b>\$ 0.249</b>	<b>\$ 0.367</b>	<b>\$ 0.322</b>	<b>\$ 0.367</b>	<b>\$ 0.318</b>	<b>\$ 0.398</b>	<b>\$ 0.435</b>	<b>\$ 0.490</b>	<b>\$ 0.489</b>

Table D3 – Connecticut Natural Gas Historical and Projected Units

Table D3 CNG Historical and Projected Units											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
HES Income Eligible - Weatherization	1,720	1,112	800	3,766	4,036	5,720	1,584	11,563	4,243	3,826	4,282
Home Energy Solutions (HES)	1,895	2,709	4,543	4,872	3,957	2,937	2,251	2,724	2,955	2,532	2,645
HVAC/Water Heating	-	-	-	-	-	2,922	2,452	3,272	2,736	3,063	3,156
New Construction	204	276	345	163	181	275	355	1,005	326	317	329
Residential Behavior						26,243	26,455	-	15,000	15,000	15,000
Water Heating	250	88	26	288	736	-	-	-	-	-	-
<b>Subtotal: Residential EE Portfolio</b>	<b>4,069</b>	<b>4,185</b>	<b>5,714</b>	<b>9,089</b>	<b>8,910</b>	<b>38,097</b>	<b>33,097</b>	<b>18,564</b>	<b>25,259</b>	<b>24,739</b>	<b>25,412</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
Energy Conscious Blueprint	46	93	125	97	54	125	163	118	142	130	127
<b>Total: Lost Opportunity</b>	<b>46</b>	<b>93</b>	<b>125</b>	<b>97</b>	<b>54</b>	<b>125</b>	<b>163</b>	<b>118</b>	<b>142</b>	<b>130</b>	<b>127</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	44	20	24	31	22	38	32	49	28	24	23
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	3	9	8	19	26	12	26	36	27	25	24
<b>Total: C&amp;I Large Retrofit</b>	<b>47</b>	<b>29</b>	<b>32</b>	<b>50</b>	<b>48</b>	<b>50</b>	<b>58</b>	<b>85</b>	<b>55</b>	<b>49</b>	<b>47</b>
Small Business Energy Advantage	-	9	20	24	31	26	28	22	36	36	38
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>93</b>	<b>131</b>	<b>177</b>	<b>171</b>	<b>133</b>	<b>201</b>	<b>249</b>	<b>225</b>	<b>232</b>	<b>215</b>	<b>212</b>
<b>TOTAL</b>	<b>4,162</b>	<b>4,316</b>	<b>5,891</b>	<b>9,260</b>	<b>9,043</b>	<b>38,298</b>	<b>33,346</b>	<b>18,789</b>	<b>25,492</b>	<b>24,953</b>	<b>25,625</b>

Connecticut Natural Gas PMI (2020)

**CONNECTICUT NATURAL GAS CORPORATION**

**2020 Management Incentive Performance Indicators and Incentive Matrix**

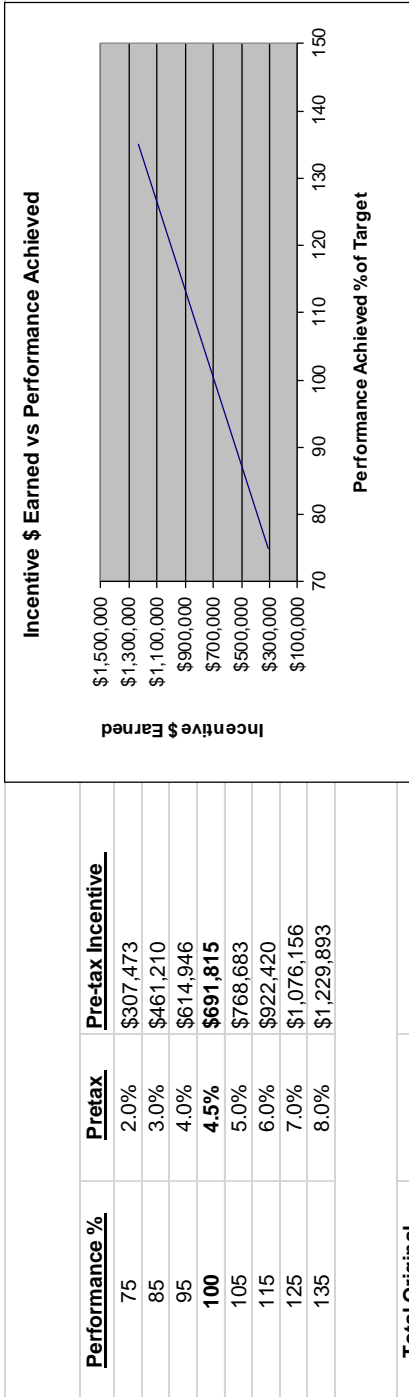
Provided below is the 2020 Incentive Matrix with Performance Indicators.

The Utility Performance Incentive is: \$691,815

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:



**Total Original Budget\***      **\$15,373,658**

\*Does not include Incentive, EEB costs, and Audit.

Connecticut Natural Gas PMI (2020) continued

SECTOR		Performance Indicators				Incentive Metrics		
Program					Incentive Metric	Target Goal	Weight	Incentive
Residential Program Budgets	\$9,977,172.91	Lifetime Savings (ccf):			Total Gas Benefit from all Residential programs	Gas Benefit from all Residential programs	0.195	\$134,904
		HES Income Eligible	6,615,424			\$11,940,305		
		Home Energy Solutions	4,640,316			\$8,826,016		
		HVAC / Water Heating	3,276,870					
		Residential Behavior	300,240					
		New Construction	2,665,936					
		Water Heating	0					
		Total Lifetime Savings (ccf)	17,498,786					
		Present Value Lifetime Savings (ccf)	\$0.6824					
		Total Residential Gas Benefit:	\$11,940,305					
		Net Residential Gas Benefit:	\$1,963,132					\$134,904
HES	\$2,809,070.64	Achieve CCF savings per single-family home. Based on 2019 actuals adjusted to 2020 CT PSD plus 2.0%.			ccf/home	Achieve CCF savings/single-family home	0.060	\$41,509
HES-IE	\$4,152,368.95	Annual ccf savings			Annual ccf savings	301,020	0.030	\$20,754

Connecticut Natural Gas PMI (2020) continued

SECTOR		Performance Indicators			Incentive Metrics		
Program				Incentive Metric	Target Goal	Weight	Incentive
C&I Program Budgets	\$4,295,777.92	Lifetime Savings (ccf):		Total Gas Benefit from all C&I programs	Gas Benefit from all C&I programs	0.210	\$145,281
		Energy Conscious Blueprint	3,242,928		\$8,682,977		
		Energy Opportunities	2,107,959				
		O&M	2,635,806				
		Small Business	787,251				
		Total Lifetime Savings (ccf)	8,773,944				
		Present Value Lifetime Savings (ccf)	\$0.9896				
		Total C&I Gas Benefit:	\$8,682,977				
		Net C&I Gas Benefit:	\$4,387,199		\$4,387,199	0.210	\$145,281
Small Business	\$323,183.50	Develop and implement comprehensive offerings. 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). Comprehensive shall be defined as including more than one end use with SEM counting as an end use. Based on 2019 Actual Results plus 5%.		% of Gas Projects	% of signed projects	0.050	\$34,591
Energy Blueprint / Energy Opportunities		Develop and implement comprehensive offerings. 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). Comprehensive shall be defined as including at least one end use with SEM counting as more than one end use. Based on 2019 Actual Results plus 5%.		% of Gas Projects	% of signed projects	0.050	\$34,591
<b>Total Incentive \$ Residential and C&amp;I</b>						<b>1.000</b>	<b>\$691,815</b>



Connecticut Natural Gas PMI (2021)

**CONNECTICUT NATURAL GAS CORPORATION**

**2021 Management Incentive Performance Indicators and Incentive Matrix**

Provided below is the 2021 Incentive Matrix with Performance Indicators.

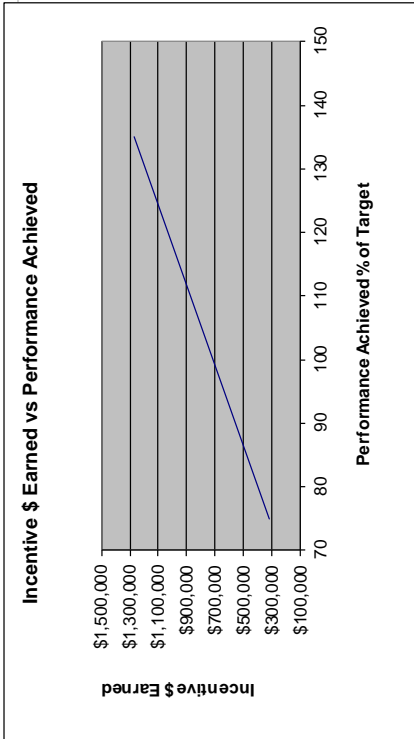
The Utility Performance Incentive is \$712,551

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 pro-rated 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

<u>Performance %</u>	<u>Pretax</u>	<u>Pre-tax Incentive</u>
75	2.0%	\$316,689
85	3.0%	\$475,034
95	4.0%	\$633,379
<b>100</b>	<b>4.5%</b>	<b>\$712,551</b>
105	5.0%	\$791,723
115	6.0%	\$950,068
125	7.0%	\$1,108,413
135	8.0%	\$1,266,757



**Total Original Budget\* \$15,834,465**

\*Does not include Incentive, EEB costs, and Audit.

## Connecticut Natural Gas PMI (2021) continued

SECTOR		Performance Indicators			Incentive Metrics			
Program		Performance Indicators			Incentive Metric	Target Goal	Weight	Incentive
Residential Program Budgets	\$10,288,686.26	Lifetime Savings (ccf):		Total Gas Benefit from all Residential programs	Gas Benefit from all Residential programs	0.195	\$138,947	
		HES Income Eligible	6,690,045		\$12,297,107			
		Home Energy Solutions	4,848,422					
		HVAC / Water Heating	3,376,107					
		Residential Behavior	300,240					
		New Construction	2,763,194					
		Water Heating	0					
		Total Lifetime Savings (ccf)	17,978,008					
		Present Value Lifetime Savings (ccf)	\$0.6840					
		Total Residential Gas Benefit:	\$12,297,107					
		Net Residential Gas Benefit:	\$2,008,421		\$2,008,421	0.195	\$138,947	
HES	\$2,914,856.41	Achieve CCF savings per single-family home. Based on 2020 actuals adjusted to 2021 CT PSD plus 2.0%.		ccf/home	Achieve CCF savings/single-family home.	0.060	\$42,753	
HES-IE	\$4,267,667.81	Annual ccf savings		Annual ccf savings	304,416	0.030	\$21,377	

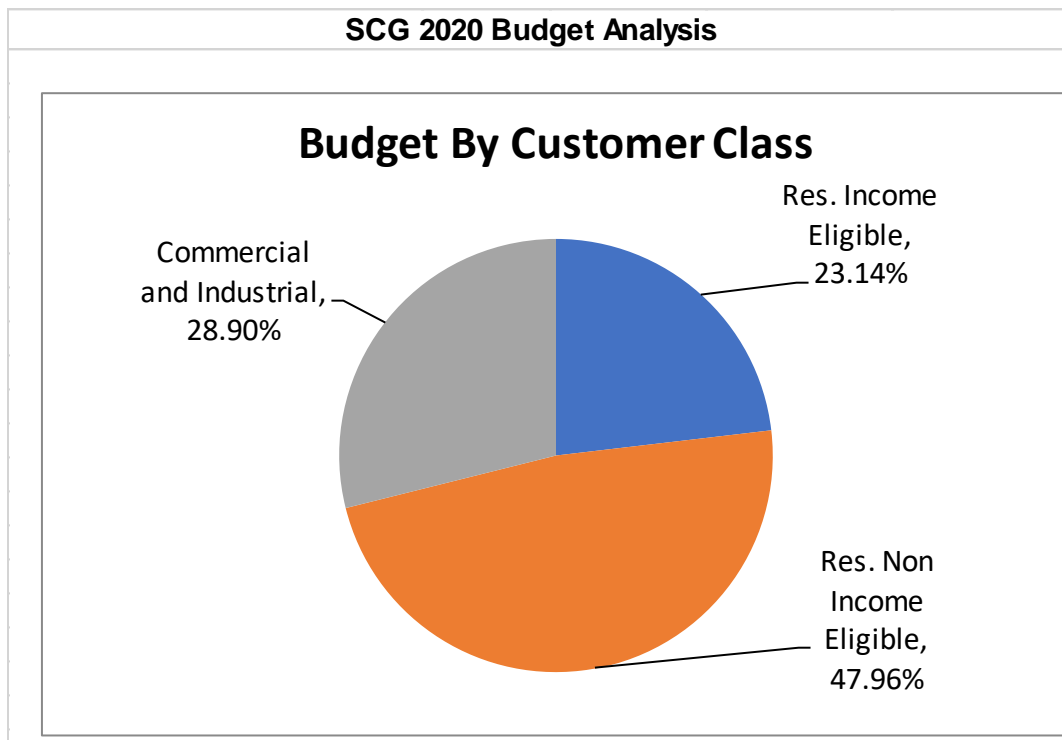


## SOUTHERN CONNECTICUT GAS BUDGET AND SAVINGS TABLES

Table A – Southern Connecticut Gas (2020)

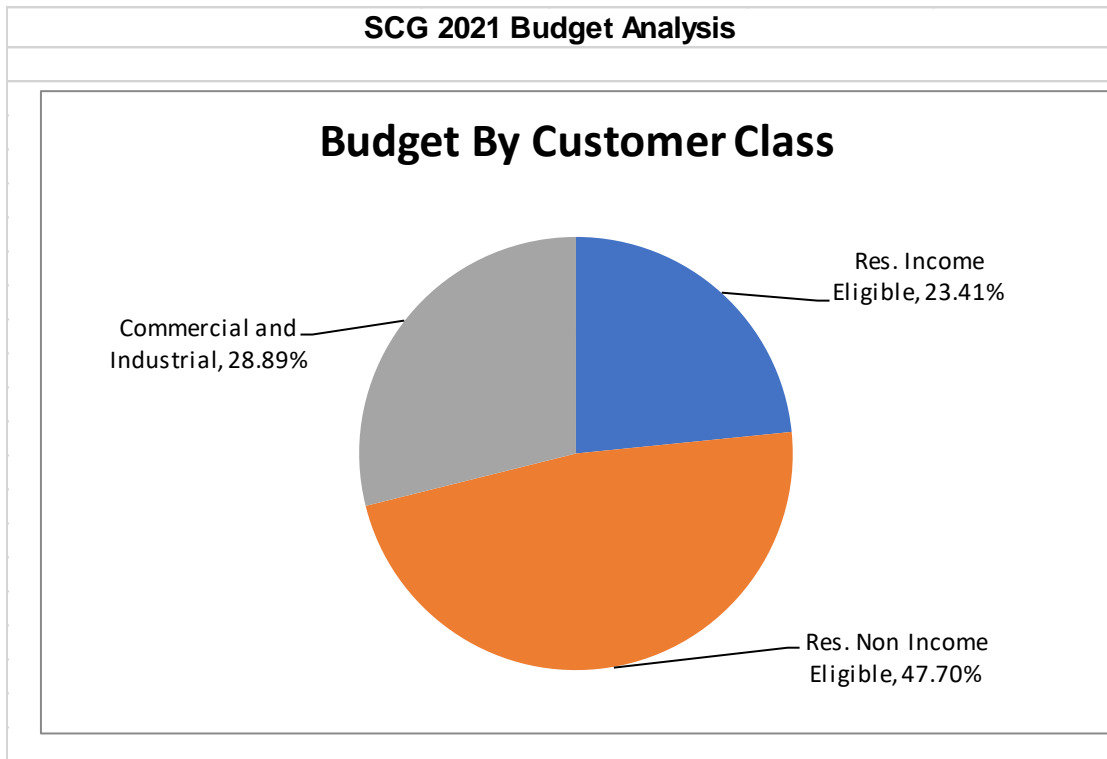
Table A				
SCG				
Proposed Natural Gas Energy Efficiency Plan Budget				
Natural Gas EE Budget	3/1/2019 2019 CNG Budget Update	11/1/2019 2020 CNG Budget Update	11/1/2019 2021 CNG Budget Update	11/1/2019 2022 CNG Budget Update
<b>RESIDENTIAL</b>				
New Construction, Additions & Major Renovations	\$ 1,099,837	\$ 951,802	\$ 956,559	\$ 963,049
Home Energy Solutions (HES)	\$ 1,944,962	\$ 1,731,783	\$ 1,741,630	\$ 1,753,435
HVAC/Water Heating	\$ 3,571,838	\$ 3,112,123	\$ 3,119,851	\$ 3,141,046
HES-Income Eligible	\$ 3,321,827	\$ 3,021,954	\$ 3,083,334	\$ 3,104,252
Residential Behavior	\$ 179,676	\$ 158,711	\$ 158,523	\$ 159,598
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 10,118,139</b>	<b>\$ 8,976,373</b>	<b>\$ 9,059,896</b>	<b>\$ 9,121,380</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>				
<b>C&amp;I LOST OPPORTUNITY</b>				
Energy Conscious Blueprint	\$ 2,011,328	\$ 1,710,736	\$ 1,728,819	\$ 1,740,549
<b>Total: Lost Opportunity</b>	<b>\$ 2,011,328</b>	<b>\$ 1,710,736</b>	<b>\$ 1,728,819</b>	<b>\$ 1,740,549</b>
<b>C&amp;I LARGE RETROFIT</b>				
Energy Opportunities	\$ 1,327,765	\$ 1,123,133	\$ 1,135,881	\$ 1,143,592
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 574,069	\$ 502,535	\$ 507,424	\$ 510,875
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 1,901,834</b>	<b>\$ 1,625,668</b>	<b>\$ 1,643,305</b>	<b>\$ 1,654,467</b>
Small Business Energy Advantage	\$ 286,415	\$ 246,401	\$ 249,315	\$ 251,011
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 4,199,577</b>	<b>\$ 3,582,806</b>	<b>\$ 3,621,439</b>	<b>\$ 3,646,028</b>
<b>OTHER - EDUCATION</b>				
Educate the Public	\$ 65,796	\$ 94,806	\$ 76,089	\$ 76,089
Customer Engagement	\$ -	\$ 100,000	\$ 100,000	\$ 100,000
Educate the Students	\$ 22,859	\$ 45,164	\$ 45,164	\$ 45,164
Educate the Workforce	\$ 13,671	\$ 67,474	\$ 67,473	\$ 67,473
<b>Subtotal: Education</b>	<b>\$ 102,326</b>	<b>\$ 307,444</b>	<b>\$ 288,726</b>	<b>\$ 288,726</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>				
Financing Support - Residential	\$ 86,292	\$ 86,292	\$ 86,292	\$ 86,292
Financing Support - C&I	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000
Research, Development and Demonstration	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ 211,292</b>	<b>\$ 211,292</b>	<b>\$ 211,292</b>	<b>\$ 211,292</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>				
Administration	\$ 150,465	\$ 154,855	\$ 159,219	\$ 159,219
Marketing Plan	\$ 14,630	\$ 31,100	\$ 40,100	\$ 40,100
Planning	\$ 96,583	\$ 111,980	\$ 102,465	\$ 102,465
Evaluation Measurement and Verification	\$ 217,523	\$ 200,000	\$ 200,000	\$ 200,000
Evaluation Administrator	\$ 18,667	\$ 20,000	\$ 20,000	\$ 20,000
Information Technology	\$ 137,532	\$ 139,038	\$ 140,590	\$ 140,590
Energy Efficiency Board Consultants	\$ 31,893	\$ 43,333	\$ 43,333	\$ 43,333
Audits - Financial and Operational	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Performance Management Incentive	\$ 686,163	\$ 617,170	\$ 622,068	\$ 625,941
<b>Subtotal: Other - Administrative &amp; Planning</b>	<b>\$ 1,363,456</b>	<b>\$ 1,327,477</b>	<b>\$ 1,337,775</b>	<b>\$ 1,341,648</b>
<b>TOTAL</b>	<b>\$ 15,994,790</b>	<b>\$ 14,405,391</b>	<b>\$ 14,519,128</b>	<b>\$ 14,609,073</b>

Table A Pie Chart – Southern Connecticut Gas (2021)



Customer Class	Budget*	% of Total Conservation Budget	% of Residential and C&I Budget
Res. Income Eligible	\$3,021,954	20.98%	23.14%
Res. Non Income Eligible	\$6,262,862	43.48%	47.96%
<b>Residential Subtotal</b>	<b>\$9,284,816</b>	<b>64.45%</b>	<b>71.10%</b>
Commercial and Industrial	\$3,774,198	26.20%	28.90%
<b>C&amp;I Subtotal</b>	<b>\$3,774,198</b>	<b>26.20%</b>	<b>28.90%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$13,059,014</b>	<b>90.65%</b>	<b>100.00%</b>
<b>Other Expenditures</b>			
Other Expenditures	\$1,346,377	9.35%	
<b>Other Expenditures Subtotal</b>	<b>\$1,346,377</b>	<b>9.35%</b>	
<b>TOTAL</b>	<b>\$14,405,391</b>	<b>100.00%</b>	
*Please see attached Budget Allocation Table.			

Table A Pie Chart – Southern Connecticut Gas (2021)



Customer Class	Budget*	% of Total Conservation Budget	% of Residential and C&I Budget
Res. Income Eligible	\$3,083,334	21.24%	23.41%
Res. Non Income Eligible	\$6,282,847	43.27%	47.70%
<b>Residential Subtotal</b>	<b>\$9,366,181</b>	<b>64.51%</b>	<b>71.11%</b>
Commercial and Industrial	\$3,805,273	26.21%	28.89%
<b>C&amp;I Subtotal</b>	<b>\$3,805,273</b>	<b>26.21%</b>	<b>28.89%</b>
<b>Residential and C&amp;I Subtotal</b>	<b>\$13,171,454</b>	<b>90.72%</b>	<b>100.00%</b>
<b>Other Expenditures</b>			
Other Expenditures	\$1,347,675	9.28%	
<b>Other Expenditures Subtotal</b>	<b>\$1,347,675</b>	<b>9.28%</b>	
<b>TOTAL</b>	<b>\$14,519,128</b>	<b>100.00%</b>	
*Please see attached Budget Allocation Table.			

## Southern Connecticut Gas Table A Budget Allocation (2019-2022)

<b>Table A Pie Sector Allocation</b>			
	<b>Residential</b>	<b>C&amp;I</b>	<b>Other</b>
<b>OTHER - EDUCATION &amp; ENGAGEMENT</b>			
Educate the Public	50%	50%	0%
Customer Engagement	80%	20%	0%
Educate the Students	80%	20%	0%
Educate the Workforce	50%	50%	0%
<b>OTHER - PROGRAMS/REQUIREMENTS</b>			
Residential Loan Program	100%	0%	0%
C&I Financing Support	0%	100%	0%
Research, Development & Demonstration	0%	0%	100%
<b>OTHER - LOAD MANAGEMENT</b>			
Residential Demand Response	100%	0%	0%
C&I Demand Response	0%	100%	0%
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>			
Administration	0%	0%	100%
Marketing Plan	80%	20%	0%
Planning	0%	0%	100%
Evaluation Measurement and Verification	0%	0%	100%
Evaluation Administrator	0%	0%	100%
Information Technology	0%	0%	100%
Energy Efficiency Board Consultants	0%	0%	100%
Audit - Financial and Operational	0%	0%	100%
Performance Management Incentive	0%	0%	100%
<p>Note: Core Residential and C&amp;I programs that produce savings are allocated 100% to the Residential and C&amp;I sectors, respectively. Other programs budgets are allocated to both Residential and C&amp;I sectors based on an estimated percentage of the sector that those dollars will directly benefit by the percentages above.</p>			

Table B – Southern Connecticut Gas (2020)

2020	Costs (\$000)		Benefits (\$000)		Benefit Cost Ratios		Quantities		Gas Savings		
Southern Connecticut Gas	Utility Cost	Total Resource Cost	Utility Benefit	Total Resource Benefit	Utility Cost Test	Total Resource Cost Test	No. of Units	Units of Measure	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)
<b>Residential</b>											
Retail Products											
New Construction	\$952	\$2,646	\$1,548	\$2,639	1.63	1.00	428	Homes	95,559	2,388,967	919
Home Energy Solutions	\$1,732	\$2,122	\$2,496	\$4,646	1.44	2.19	1,516	Homes	168,480	3,697,949	1,666
HVAC	\$3,112	\$8,926	\$3,636	\$6,231	1.17	0.70	4,805	Units	263,957	5,279,130	2,360
HES - Income Eligible	\$3,022	\$3,023	\$3,778	\$6,702	1.25	2.22	2,349	Homes	253,568	5,688,342	2,500
Behavior	\$159	\$159	\$351	\$544	2.21	3.43	15,000	Units	100,080	300,240	0
<b>Subtotal: Residential</b>	<b>\$8,976</b>	<b>\$16,875</b>	<b>\$11,808</b>	<b>\$20,762</b>	<b>1.32</b>	<b>1.23</b>			<b>881,644</b>	<b>17,354,628</b>	<b>7,446</b>
<b>Commercial &amp; Industrial</b>											
Energy Conscious Blueprint	\$1,711	\$2,341	\$2,459	\$4,112	1.44	1.76	123	Projects	224,641	3,069,530	3,366
Energy Opportunities	\$1,123	\$2,773	\$2,269	\$3,605	2.02	1.30	27	Projects	208,071	2,393,569	1,449
BES	\$246	\$810	\$3,830	\$5,824	15.54	7.19	20	Projects	477,335	3,321,202	1,600
Small Business	\$503	\$788	\$755	\$1,206	1.50	1.53	36	Projects	76,341	793,462	1,841
<b>Subtotal: C&amp;I</b>	<b>\$3,583</b>	<b>\$6,713</b>	<b>\$9,311</b>	<b>\$14,747</b>	<b>2.60</b>	<b>2.20</b>			<b>986,388</b>	<b>9,577,764</b>	<b>8,256</b>
<b>Subtotal: Other</b>	<b>\$1,846</b>	<b>\$1,846</b>									
<b>TOTAL</b>	<b>\$14,405</b>	<b>\$25,434</b>	<b>\$21,120</b>	<b>\$35,508</b>	<b>1.47</b>	<b>1.40</b>			<b>1,868,032</b>	<b>26,932,392</b>	<b>15,702</b>

2020	Gas Cost Rates				MMBtu Savings				Emissions Savings	
Southern Connecticut Gas	Gas Cost Rate \$/ccf Annual	Gas Cost Ratio \$/LT-ccf	Gas Demand Cost \$/ccf	Gas Demand Cost \$/LT-ccf	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
<b>Residential</b>										
Retail Products										
New Construction	\$9.960	\$0.398	\$1,035	\$41	9,833	245,825	\$97	\$4	708	17,712
Home Energy Solutions	\$10.279	\$0.468	\$1,039	\$47	17,337	380,519	\$100	\$5	1,251	27,451
HVAC	\$11.790	\$0.590	\$1,319	\$66	27,161	543,223	\$115	\$6	1,956	39,126
HES - Income Eligible	\$11.918	\$0.531	\$1,209	\$54	26,092	585,330	\$116	\$5	1,887	42,269
Behavior	\$1.586	\$0.529			10,298	30,895	\$15	\$5	741	1,859
<b>Subtotal: Residential</b>	<b>\$10.181</b>	<b>\$0.517</b>	<b>\$1,206</b>	<b>\$61</b>	<b>90,721</b>	<b>1,785,791</b>	<b>\$99</b>	<b>\$5</b>	<b>6,543</b>	<b>128,418</b>
<b>Commercial &amp; Industrial</b>										
Energy Conscious Blueprint	\$7.615	\$0.557	\$508	\$37	23,116	315,855	\$74	\$5	1,567	21,535
Energy Opportunities	\$5.398	\$0.469	\$775	\$67	21,411	246,298	\$52	\$5	1,452	16,579
BES	\$0.516	\$0.074	\$154	\$22	49,118	341,752	\$5	\$1	2,653	18,451
Small Business	\$6.583	\$0.633	\$273	\$26	7,855	81,647	\$64	\$6	530	5,333
<b>Subtotal: C&amp;I</b>	<b>\$3.632</b>	<b>\$0.374</b>	<b>\$434</b>	<b>\$45</b>	<b>101,499</b>	<b>985,552</b>	<b>\$35</b>	<b>\$4</b>	<b>6,202</b>	<b>61,898</b>
<b>Subtotal: Other</b>										
<b>TOTAL</b>	<b>\$7.712</b>	<b>\$0.535</b>	<b>\$917</b>	<b>\$64</b>	<b>192,221</b>	<b>2,771,343</b>	<b>\$75</b>	<b>\$5</b>	<b>12,745</b>	<b>190,316</b>



Table B – Southern Connecticut Gas (2021)

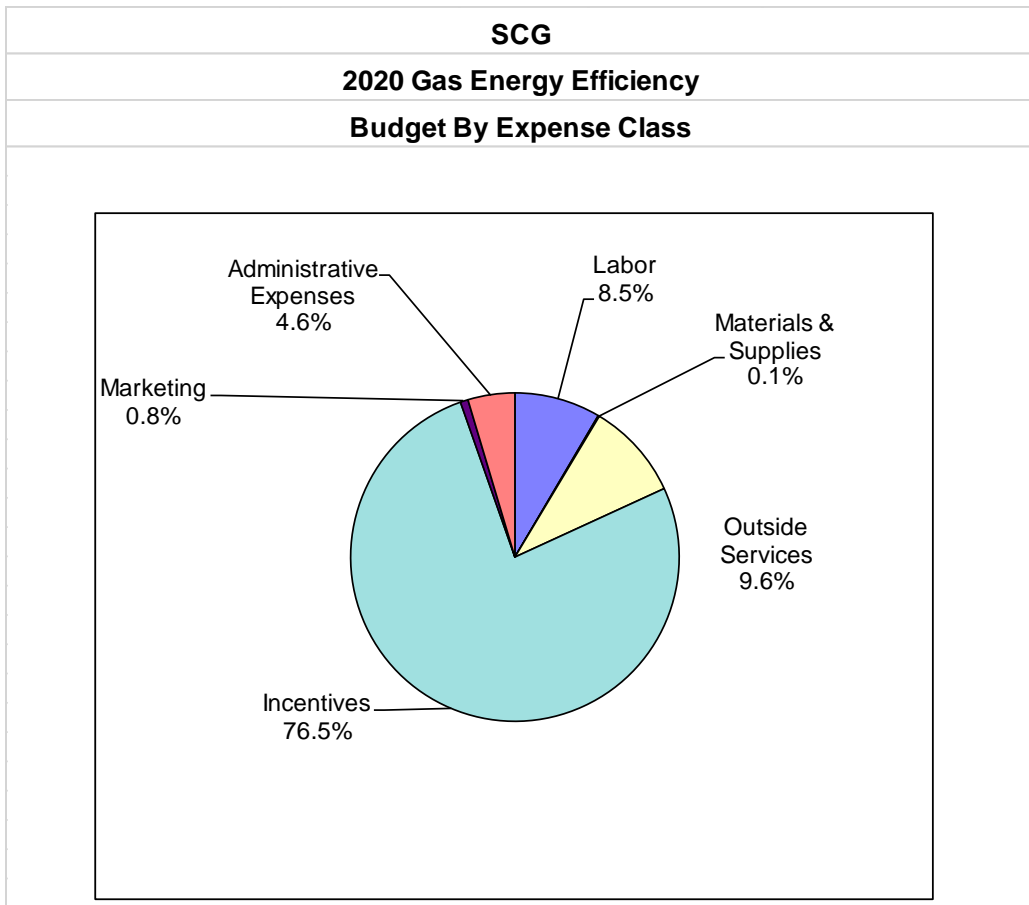
2021	Costs (\$000)		Benefits (\$000)		Benefit Cost Ratios		Quantities		Gas Savings		
	Utility Cost	Total Resource Cost	Utility Benefit	Total Resource Benefit	Utility Cost Test	Total Resource Cost Test	No. of Units	Units of Measure	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)
<b>Residential</b>											
Retail Products											
New Construction	\$952	\$2,649	\$1,531	\$2,603	1.61	0.98	429	Homes	95,732	2,393,312	921
Home Energy Solutions	\$1,732	\$2,123	\$2,511	\$4,711	1.45	2.22	1,521	Homes	168,999	3,709,347	1,671
HVAC	\$3,112	\$8,934	\$3,649	\$6,299	1.17	0.71	4,812	Units	264,347	5,286,935	2,363
HES - Income Eligible	\$3,022	\$3,023	\$3,811	\$6,811	1.26	2.25	2,362	Homes	255,001	5,720,486	1,851
Behavior	\$159	\$159	\$350	\$547	2.21	3.45	15,000	Units	100,080	300,240	0
<b>Subtotal: Residential</b>	<b>\$8,976</b>	<b>\$16,888</b>	<b>\$11,852</b>	<b>\$20,971</b>	<b>1.32</b>	<b>1.24</b>			<b>884,160</b>	<b>17,410,320</b>	<b>6,807</b>
<b>Commercial &amp; Industrial</b>											
Energy Conscious Blueprint	\$1,711	\$2,347	\$2,278	\$3,868	1.33	1.65	116	Projects	211,774	2,893,719	3,173
Energy Opportunities	\$1,123	\$2,788	\$2,075	\$3,360	1.85	1.21	26	Projects	196,190	2,257,237	1,367
BES	\$246	\$814	\$2,744	\$4,272	11.14	5.25	19	Projects	358,447	2,494,782	1,203
Small Business	\$503	\$790	\$685	\$1,117	1.36	1.41	36	Projects	71,614	744,338	1,727
<b>Subtotal: C&amp;I</b>	<b>\$3,583</b>	<b>\$6,738</b>	<b>\$7,782</b>	<b>\$12,618</b>	<b>2.17</b>	<b>1.87</b>			<b>838,025</b>	<b>8,390,076</b>	<b>7,469</b>
<b>Subtotal: Other</b>	<b>\$1,960</b>	<b>\$1,960</b>									
<b>TOTAL</b>	<b>\$14,519</b>	<b>\$25,586</b>	<b>\$19,635</b>	<b>\$33,588</b>	<b>1.35</b>	<b>1.31</b>			<b>1,722,185</b>	<b>25,800,396</b>	<b>14,276</b>

2021	Gas Cost Rates				MMBtu Savings				Emissions Savings	
	Gas Cost Rate \$/ccf Annual	Gas Cost Ratio \$/LT-ccf	Gas Demand Cost \$/ccf	Gas Demand Cost \$/LT-ccf	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
<b>Residential</b>										
Retail Products										
New Construction	\$9.942	\$0.398	\$1,033	\$41	9,851	246,272	\$97	\$4	708	17,712
Home Energy Solutions	\$10.247	\$0.467	\$1,036	\$47	17,390	381,692	\$100	\$5	1,251	27,451
HVAC	\$11.773	\$0.589	\$1,317	\$66	27,201	544,026	\$114	\$6	1,956	39,126
HES - Income Eligible	\$11.851	\$0.528	\$1,633	\$73	26,240	588,638	\$115	\$5	1,887	42,269
Behavior	\$1.586	\$0.529			10,298	30,895	\$15	\$5	741	1,859
<b>Subtotal: Residential</b>	<b>\$10.152</b>	<b>\$0.516</b>	<b>\$1,319</b>	<b>\$67</b>	<b>90,980</b>	<b>1,791,522</b>	<b>\$99</b>	<b>\$5</b>	<b>6,543</b>	<b>128,418</b>
<b>Commercial &amp; Industrial</b>										
Energy Conscious Blueprint	\$8.078	\$0.591	\$539	\$39	21,792	297,764	\$79	\$6	1,567	21,535
Energy Opportunities	\$5.725	\$0.498	\$822	\$71	20,188	232,270	\$56	\$5	1,452	16,579
BES	\$0.687	\$0.099	\$205	\$29	36,884	256,713	\$7	\$1	2,653	18,451
Small Business	\$7.017	\$0.675	\$291	\$28	7,369	76,592	\$68	\$7	530	5,333
<b>Subtotal: C&amp;I</b>	<b>\$4.275</b>	<b>\$0.427</b>	<b>\$480</b>	<b>\$48</b>	<b>86,233</b>	<b>863,339</b>	<b>\$42</b>	<b>\$4</b>	<b>6,202</b>	<b>61,898</b>
<b>Subtotal: Other</b>										
<b>TOTAL</b>	<b>\$8.431</b>	<b>\$0.563</b>	<b>\$1,017</b>	<b>\$68</b>	<b>177,213</b>	<b>2,654,861</b>	<b>\$82</b>	<b>\$5</b>	<b>12,745</b>	<b>190,316</b>

Table C - Southern Connecticut Gas (2020)

Table C SCG 2020 Budget Details							
GAS ENERGY EFFICIENCY BUDGET (\$'000)	Labor	Materials & Supplies	Outside Services	Incentives	Marketing	Administrative Expenses	TOTAL
<b>RESIDENTIAL</b>							
New Construction	\$ 88,238	\$ 200	\$ 5,701	\$ 847,026	\$ 9,136	\$ 1,500	\$ 951,802
Home Energy Solutions (HES)	\$ 198,522	\$ 700	\$ 171,632	\$ 1,315,111	\$ 42,818	\$ 3,000	\$ 1,731,783
HVAC/Water Heating	\$ 93,753	\$ 500	\$ 66,233	\$ 2,939,501	\$ 9,136	\$ 3,000	\$ 3,112,123
HES- Income Eligible	\$ 196,107	\$ 1,000	\$ 43,119	\$ 2,764,379	\$ 13,350	\$ 4,000	\$ 3,021,954
Residential Behavior	\$ 18,383	\$ 100	\$ 140,228	\$ -	\$ -	\$ -	\$ 158,711
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 595,003</b>	<b>\$ 2,500</b>	<b>\$ 426,913</b>	<b>\$ 7,866,017</b>	<b>\$ 74,440</b>	<b>\$ 11,500</b>	<b>\$ 8,976,373</b>
<b>COMMERCIAL &amp; INDUSTRIAL LOST OPPORTUNITY</b>							
Energy Conscious Blueprint	\$ 83,933	\$ 1,000	\$ 14,000	\$ 1,597,003	\$ 6,800	\$ 8,000	\$ 1,710,736
<b>Subtotal: C&amp;I - Lost Opportunity</b>	<b>\$ 83,933</b>	<b>\$ 1,000</b>	<b>\$ 14,000</b>	<b>\$ 1,597,003</b>	<b>\$ 6,800</b>	<b>\$ 8,000</b>	<b>\$ 1,710,736</b>
<b>COMMERCIAL &amp; INDUSTRIAL LARGE RETROFIT</b>							
Energy Opportunities	\$ 83,933	\$ 700	\$ 13,315	\$ 1,006,171	\$ 14,814	\$ 4,200	\$ 1,123,133
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 47,796	\$ 500	\$ 12,335	\$ 434,905	\$ 5,000	\$ 2,000	\$ 502,535
<b>Subtotal: C&amp;I - Lost Opportunity</b>	<b>\$ 131,729</b>	<b>\$ 1,200</b>	<b>\$ 25,650</b>	<b>\$ 1,441,076</b>	<b>\$ 19,814</b>	<b>\$ 6,200</b>	<b>\$ 1,625,668</b>
Small Business Energy Advantage	\$ 74,081	\$ 200	\$ 5,355	\$ 162,265	\$ 2,500	\$ 2,000	\$ 246,401
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 289,742</b>	<b>\$ 2,400</b>	<b>\$ 45,005</b>	<b>\$ 3,200,344</b>	<b>\$ 29,114</b>	<b>\$ 16,200</b>	<b>\$ 3,582,806</b>
<b>OTHER - EDUCATION</b>							
Educate the Public	\$ 25,901	\$ 415	\$ 53,871	\$ -	\$ 2,074	\$ 12,545	\$ 94,806
Customer Engagement	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ 100,000
Educate the Students	\$ 8,303	\$ 374	\$ 29,512	\$ -	\$ 4,021	\$ 2,954	\$ 45,164
Educate the Workforce	\$ 4,461	\$ 208	\$ 57,638	\$ -	\$ 480	\$ 4,687	\$ 67,474
<b>Subtotal: Education</b>	<b>\$ 38,665</b>	<b>\$ 997</b>	<b>\$ 241,021</b>	<b>\$ -</b>	<b>\$ 6,575</b>	<b>\$ 20,186</b>	<b>\$ 307,444</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>							
Financing Support - Residential	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 86,292	\$ 86,292
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75,000	\$ 75,000
Research, Development and Demonstration	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ 50,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 50,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 161,292</b>	<b>\$ 211,292</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>							
Administration	\$ 145,471	\$ -	\$ 9,384	\$ -	\$ -	\$ -	\$ 154,855
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ 31,100	\$ -	\$ 31,100
Planning	\$ 99,480	\$ -	\$ 12,500	\$ -	\$ -	\$ -	\$ 111,980
Evaluation Measurement and Verification	\$ -	\$ -	\$ 200,000	\$ -	\$ -	\$ -	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ 20,000	\$ -	\$ -	\$ -	\$ 20,000
Information Technology	\$ 51,716	\$ -	\$ 87,322	\$ -	\$ -	\$ -	\$ 139,038
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 43,333	\$ -	\$ -	\$ -	\$ 43,333
Audits - Financial and Operational	\$ -	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ 10,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 617,170	\$ 617,170
<b>Subtotal: Other</b>	<b>\$ 296,668</b>	<b>\$ -</b>	<b>\$ 382,539</b>	<b>\$ -</b>	<b>\$ 31,100</b>	<b>\$ 617,170</b>	<b>\$ 1,327,477</b>
<b>TOTAL BUDGET</b>	<b>\$ 1,220,078</b>	<b>\$ 5,897</b>	<b>\$ 1,145,478</b>	<b>\$ 11,066,362</b>	<b>\$ 141,229</b>	<b>\$ 826,348</b>	<b>\$ 14,405,391</b>

Table C Pie Chart – Southern Connecticut Gas (2020)

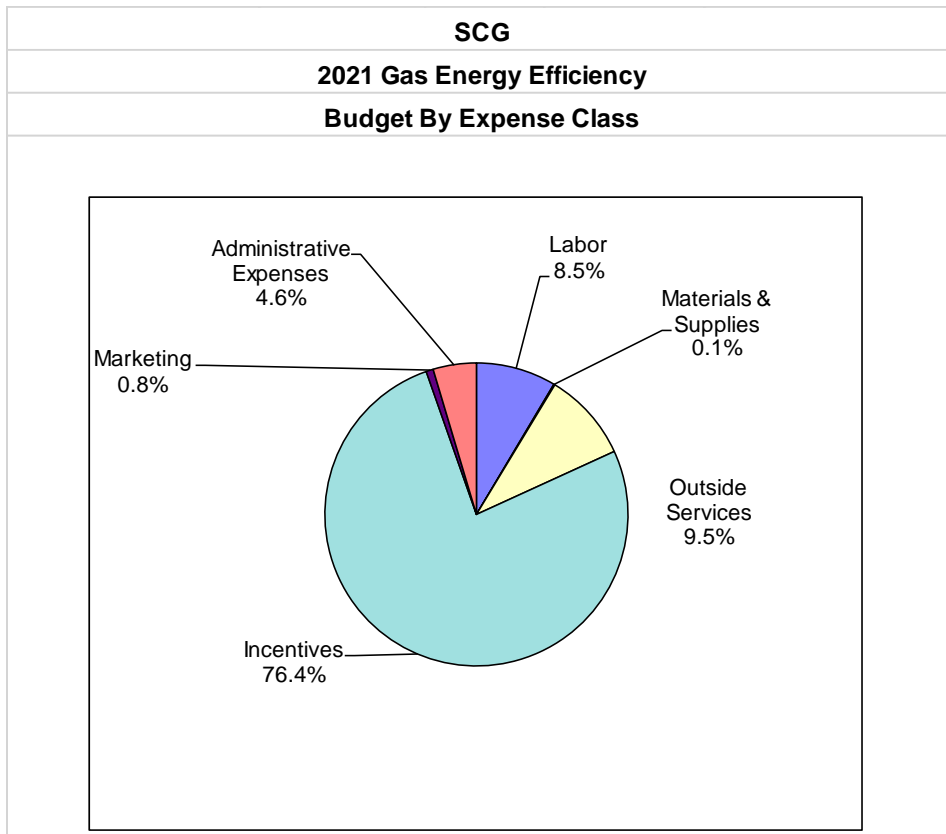


Expense Classes	Budget	% of Budget
Labor	\$1,220,077.85	8.5%
Materials & Supplies	\$17,516.87	0.1%
Outside Services	\$1,376,998.12	9.6%
Incentives	\$11,015,613.19	76.5%
Marketing	\$110,129.00	0.8%
Administrative Expenses	<u>\$665,055.96</u>	<u>4.6%</u>
<b>Total</b>	<b>\$14,405,390.98</b>	<b>100.00%</b>

Table C – Southern Connecticut Gas (2021)

Table C SCG 2021 Budget Details							
GAS ENERGY EFFICIENCY BUDGET (\$000)	Labor	Materials & Supplies	Outside Services	Incentives	Marketing	Administrative Expenses	TOTAL
<b>RESIDENTIAL</b>							
New Construction, Additions & Major Renovations	\$ 90,885	\$ 200	\$ 5,701	\$ 848,567	\$ 9,706	\$ 1,500	\$ 956,559
Home Energy Solutions (HES)	\$ 204,315	\$ 700	\$ 171,632	\$ 1,319,165	\$ 42,818	\$ 3,000	\$ 1,741,630
HVAC/Water Heating	\$ 96,565	\$ 500	\$ 66,233	\$ 2,943,847	\$ 9,706	\$ 3,000	\$ 3,119,851
HES Income Eligible	\$ 201,990	\$ 1,000	\$ 43,119	\$ 2,819,875	\$ 13,350	\$ 4,000	\$ 3,083,334
Residential Behavior	\$ 18,935	\$ 100	\$ 139,488	\$ -	\$ -	\$ -	\$ 158,523
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 612,690</b>	<b>\$ 2,500</b>	<b>\$ 426,173</b>	<b>\$ 7,931,454</b>	<b>\$ 75,579</b>	<b>\$ 11,500</b>	<b>\$ 9,059,896</b>
<b>COMMERCIAL &amp; INDUSTRIAL LOST OPPORTUNITY</b>							
Energy Conscious Blueprint	\$ 86,451	\$ 1,000	\$ 14,000	\$ 1,612,568	\$ 6,800	\$ 8,000	\$ 1,728,819
<b>Subtotal: C&amp;I - Lost Opportunity</b>	<b>\$ 86,451</b>	<b>\$ 1,000</b>	<b>\$ 14,000</b>	<b>\$ 1,612,568</b>	<b>\$ 6,800</b>	<b>\$ 8,000</b>	<b>\$ 1,728,819</b>
<b>COMMERCIAL &amp; INDUSTRIAL LARGE RETROFIT</b>							
Energy Opportunities	\$ 86,451	\$ 700	\$ 13,315	\$ 1,016,401	\$ 14,814	\$ 4,200	\$ 1,135,881
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 49,230	\$ 500	\$ 12,335	\$ 438,359	\$ 5,000	\$ 2,000	\$ 507,424
<b>Subtotal: C&amp;I - Lost Opportunity</b>	<b>\$ 135,681</b>	<b>\$ 1,200</b>	<b>\$ 25,650</b>	<b>\$ 1,454,761</b>	<b>\$ 19,814</b>	<b>\$ 6,200</b>	<b>\$ 1,643,305</b>
Small Business Energy Advantage	\$ 76,141	\$ 200	\$ 5,355	\$ 163,119	\$ 2,500	\$ 2,000	\$ 249,315
<b>Subtotal: C&amp;IEE Portfolio</b>	<b>\$ 298,272</b>	<b>\$ 2,400</b>	<b>\$ 45,005</b>	<b>\$ 3,230,448</b>	<b>\$ 29,114</b>	<b>\$ 16,200</b>	<b>\$ 3,621,439</b>
<b>OTHER - EDUCATION</b>							
Educate the Public	\$ 10,731	\$ 415	\$ 50,323	\$ -	\$ 2,075	\$ 12,545	\$ 76,089
Customer Engagement	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ 100,000
Educate the Students	\$ 8,303	\$ 374	\$ 29,512	\$ -	\$ 4,021	\$ 2,954	\$ 45,164
Educate the Workforce	\$ 4,461	\$ 208	\$ 57,638	\$ -	\$ 480	\$ 4,686	\$ 67,473
<b>Subtotal: Education</b>	<b>\$ 23,495</b>	<b>\$ 997</b>	<b>\$ 237,473</b>	<b>\$ -</b>	<b>\$ 6,576</b>	<b>\$ 20,185</b>	<b>\$ 288,726</b>
<b>OTHER - PROGRAMS/REQUIREMENTS</b>							
Financing Support - Residential	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 86,292	\$ 86,292
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75,000	\$ 75,000
Research, Development and Demonstration	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ 50,000
<b>Subtotal: Programs/Requirements</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 50,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 161,292</b>	<b>\$ 211,292</b>
<b>OTHER - ADMINISTRATIVE &amp; PLANNING</b>							
Administration	\$ 149,835	\$ -	\$ 9,384	\$ -	\$ -	\$ -	\$ 159,219
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ 40,100	\$ -	\$ 40,100
Planning	\$ 102,465	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 102,465
Evaluation Measurement and Verification	\$ -	\$ -	\$ 200,000	\$ -	\$ -	\$ -	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ 20,000	\$ -	\$ -	\$ -	\$ 20,000
Information Technology	\$ 53,268	\$ -	\$ 87,322	\$ -	\$ -	\$ -	\$ 140,590
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 43,333	\$ -	\$ -	\$ -	\$ 43,333
Audits - Financial and Operational	\$ -	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ 10,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 622,068	\$ 622,068
<b>Subtotal: Other</b>	<b>\$ 305,568</b>	<b>\$ -</b>	<b>\$ 370,039</b>	<b>\$ -</b>	<b>\$ 40,100</b>	<b>\$ 622,068</b>	<b>\$ 1,337,775</b>
<b>TOTAL BUDGET</b>	<b>\$ 1,240,025</b>	<b>\$ 5,897</b>	<b>\$ 1,128,690</b>	<b>\$ 11,161,902</b>	<b>\$ 151,369</b>	<b>\$ 831,245</b>	<b>\$ 14,519,128</b>

**Table C Pie Chart – Southern Connecticut Gas (2021)**



Expense Classes	Budget	% of Budget
Labor	\$1,240,025.45	8.5%
Materials & Supplies	\$17,517.00	0.1%
Outside Services	\$1,381,561.47	9.5%
Incentives	\$11,098,802.61	76.4%
Marketing	\$111,269.09	0.8%
Administrative Expenses	\$669,952.74	4.6%
<b>Total</b>	<b>\$14,519,128.36</b>	<b>100.00%</b>

Table D – Southern Connecticut Gas Historical and Projected Expenditures (2011-2021)

Table D											
SCG Historical and Projected \$											
Expenditures \$ (000)											
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
HES-Income Eligible - Weatherization	\$ 1,766	\$ 3,816	\$ 3,541	\$ 1,898	\$ 2,731	\$ 2,804	\$ 3,217	\$ 3,322	\$ 3,022	\$ 3,083	\$ 3,104
Home Energy Solutions (HES)	\$ 1,285	\$ 1,666	\$ 3,344	\$ 3,029	\$ 1,477	\$ 1,648	\$ 1,425	\$ 1,945	\$ 1,732	\$ 1,742	\$ 1,753
HVAC/Water Heating	\$ -	\$ -	\$ -	\$ -	\$ 1,675	\$ 1,497	\$ 2,812	\$ 3,572	\$ 3,112	\$ 3,120	\$ 3,141
New Construction, Additions & Major Renovations	\$ -	\$ -	\$ 114	\$ (37)	\$ 7	\$ -	\$ 126	\$ 180	\$ 159	\$ 159	\$ 160
Residential Behavior	\$ 120	\$ 596	\$ 281	\$ 453	\$ 623	\$ 392	\$ (256)	\$ 1,100	\$ 952	\$ 957	\$ 963
Water Heating	\$ 54	\$ 39	\$ 266	\$ 585	\$ -	\$ -	\$ (1)	\$ -	\$ -	\$ -	\$ 1
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 3,224</b>	<b>\$ 6,116</b>	<b>\$ 7,546</b>	<b>\$ 5,928</b>	<b>\$ 6,513</b>	<b>\$ 6,341</b>	<b>\$ 7,324</b>	<b>\$ 10,118</b>	<b>\$ 8,976</b>	<b>\$ 9,060</b>	<b>\$ 9,121</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
Energy Conscious Blueprint	\$ 1,351	\$ 697	\$ 1,483	\$ 941	\$ 1,247	\$ 956	\$ 760	\$ 2,011	\$ 1,711	\$ 1,729	\$ 1,741
<b>Total: Lost Opportunity</b>	<b>\$ 1,351</b>	<b>\$ 697</b>	<b>\$ 1,483</b>	<b>\$ 941</b>	<b>\$ 1,247</b>	<b>\$ 956</b>	<b>\$ 760</b>	<b>\$ 2,011</b>	<b>\$ 1,711</b>	<b>\$ 1,729</b>	<b>\$ 1,741</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	\$ 169	\$ 835	\$ 808	\$ 1,247	\$ 911	\$ 1,446	\$ 1,208	\$ 1,328	\$ 1,123	\$ 1,136	\$ 1,144
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 2	\$ (20)	\$ 46	\$ 134	\$ 69	\$ 118	\$ 130	\$ 574	\$ 503	\$ 507	\$ 511
Process Retrofit Project											
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 171</b>	<b>\$ 815</b>	<b>\$ 854</b>	<b>\$ 1,381</b>	<b>\$ 980</b>	<b>\$ 1,564</b>	<b>\$ 1,339</b>	<b>\$ 1,902</b>	<b>\$ 1,626</b>	<b>\$ 1,643</b>	<b>\$ 1,654</b>
Small Business Energy Advantage	\$ 92	\$ 92	\$ 113	\$ 99	\$ 241	\$ 157	\$ 73	\$ 286	\$ 246	\$ 249	\$ 251
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 1,613</b>	<b>\$ 1,604</b>	<b>\$ 2,450</b>	<b>\$ 2,421</b>	<b>\$ 2,468</b>	<b>\$ 2,677</b>	<b>\$ 2,171</b>	<b>\$ 4,200</b>	<b>\$ 3,583</b>	<b>\$ 3,621</b>	<b>\$ 3,646</b>
<b>OTHER-EDUCATION</b>											
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ 218	\$ 210	\$ 68	\$ 66	\$ 95	\$ 76	\$ 76
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ 67	\$ 17	\$ 5	\$ -	\$ 100	\$ 100	\$ 100
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ 35	\$ 68	\$ 26	\$ 23	\$ 45	\$ 45	\$ 45
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ 30	\$ 16	\$ 13	\$ 14	\$ 67	\$ 67	\$ 67
Smart Living Center/Science Center	\$ -	\$ -	\$ 167	\$ 100	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EESmarts/K-12 Education	\$ -	\$ -	\$ 26	\$ 70	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Clean Energy Communities	\$ -	\$ 22	\$ 47	\$ 68	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Subtotal: Education</b>	<b>\$ -</b>	<b>\$ 22</b>	<b>\$ 240</b>	<b>\$ 238</b>	<b>\$ 350</b>	<b>\$ 311</b>	<b>\$ 112</b>	<b>\$ 102</b>	<b>\$ 307</b>	<b>\$ 289</b>	<b>\$ 289</b>
<b>OTHER-PROGRAMS/REQUIREMENTS</b>											
Financing Support - Residential	\$ 77	\$ 79	\$ 87	\$ 86	\$ 77	\$ 103	\$ 8	\$ 86	\$ 86	\$ 86	\$ 86
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75	\$ 75	\$ 75	\$ 75
Research, Development & Demonstration	\$ -	\$ 86	\$ -	\$ -	\$ 8	\$ 17	\$ 59	\$ 50	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Subtotal: Programs/Requirements</b>	<b>\$ 77</b>	<b>\$ 169</b>	<b>\$ 130</b>	<b>\$ 130</b>	<b>\$ 85</b>	<b>\$ 120</b>	<b>\$ 66</b>	<b>\$ 211</b>	<b>\$ 211</b>	<b>\$ 211</b>	<b>\$ 211</b>
<b>OTHER-ADMINISTRATIVE &amp; PLANNING</b>											
Administration	\$ -	\$ 89	\$ 127	\$ 170	\$ 130	\$ 172	\$ 143	\$ 150	\$ 155	\$ 159	\$ 159
Marketing Plan	\$ -	\$ -	\$ 97	\$ 85	\$ 109	\$ 73	\$ 30	\$ 15	\$ 31	\$ 40	\$ 40
Planning	\$ 208	\$ 151	\$ 99	\$ 102	\$ 141	\$ 169	\$ 98	\$ 97	\$ 112	\$ 102	\$ 102
Evaluation Measurement and Verification	\$ 123	\$ 24	\$ 141	\$ 161	\$ 200	\$ 200	\$ 218	\$ 218	\$ 200	\$ 200	\$ 200
Evaluation Administrator	\$ -	\$ -	\$ 26	\$ 26	\$ 20	\$ 20	\$ 19	\$ 19	\$ 20	\$ 20	\$ 20
Information Technology	\$ 32	\$ 14	\$ 101	\$ 210	\$ 109	\$ 106	\$ 140	\$ 138	\$ 139	\$ 141	\$ 141
Energy Efficiency Board Consultants	\$ 22	\$ 43	\$ 24	\$ 15	\$ 43	\$ 43	\$ 32	\$ 32	\$ 43	\$ 43	\$ 43
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10	\$ 4	\$ 10	\$ 10	\$ 10	\$ 10
Performance Management Incentive	\$ -	\$ 655	\$ 694	\$ 596	\$ 687	\$ 435	\$ 709	\$ 686	\$ 617	\$ 622	\$ 626
<b>Subtotal: Administrative &amp; Planning</b>	<b>\$ 385</b>	<b>\$ 977</b>	<b>\$ 1,310</b>	<b>\$ 1,365</b>	<b>\$ 1,439</b>	<b>\$ 1,228</b>	<b>\$ 1,393</b>	<b>\$ 1,363</b>	<b>\$ 1,327</b>	<b>\$ 1,338</b>	<b>\$ 1,342</b>
<b>TOTAL</b>	<b>\$ 5,300</b>	<b>\$ 8,888</b>	<b>\$ 11,676</b>	<b>\$ 10,082</b>	<b>\$ 10,855</b>	<b>\$ 10,677</b>	<b>\$ 11,067</b>	<b>\$ 15,995</b>	<b>\$ 14,405</b>	<b>\$ 14,519</b>	<b>\$ 14,609</b>

Table D1 – Southern Connecticut Gas Annual and Lifetime Savings (2011-2021)

Table D1											
SCG Historical and Projected Annual and Lifetime ccf											
Annual ccf (000)											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
HES Income Eligible - Weatherization	361	264	635	459	186	205	229	326	267	254	255
Home Energy Solutions (HES)	243	231	284	501	388	187	168	156	186	168	169
HVAC/Water Heating						232	197	407	331	264	264
New Construction, Additions & Major Renovations	24	8	19	30	24	53	15	19	112	96	96
Residential Behavior	-	-	-	-	-	-	-	-	100	100	100
<b>Subtotal: Residential EE Portfolio</b>	<b>641</b>	<b>509</b>	<b>945</b>	<b>1,035</b>	<b>679</b>	<b>677</b>	<b>609</b>	<b>908</b>	<b>996</b>	<b>882</b>	<b>884</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
Energy Conscious Blueprint	165	387	290	201	138	411	134	99	287	225	212
<b>Total: Lost Opportunity</b>	<b>165</b>	<b>387</b>	<b>290</b>	<b>201</b>	<b>138</b>	<b>411</b>	<b>134</b>	<b>99</b>	<b>287</b>	<b>225</b>	<b>212</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	126	261	222	508	540	727	438	585	265	208	196
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	58	36	86	2	5	47	108	243	477	477	358
<b>Total: C&amp;I Large Retrofit</b>	<b>185</b>	<b>297</b>	<b>308</b>	<b>510</b>	<b>545</b>	<b>774</b>	<b>546</b>	<b>828</b>	<b>742</b>	<b>685</b>	<b>555</b>
Small Business Energy Advantage	-	27	11	37	30	68	42	33	101	76	72
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>350</b>	<b>711</b>	<b>609</b>	<b>748</b>	<b>713</b>	<b>1,253</b>	<b>722</b>	<b>960</b>	<b>1,130</b>	<b>986</b>	<b>838</b>
<b>TOTAL</b>	<b>991</b>	<b>1,220</b>	<b>1,554</b>	<b>1,783</b>	<b>1,392</b>	<b>1,930</b>	<b>1,331</b>	<b>1,868</b>	<b>2,126</b>	<b>1,868</b>	<b>1,722</b>
<b>Lifetime ccf (000)</b>											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
HES Income Eligible - Weatherization	5,637	4,942	13,533	9,680	3,903	4,333	4,941	7,151	5,889	5,688	5,720
Home Energy Solutions (HES)	4,180	4,359	5,613	10,147	7,797	3,970	3,425	3,159	3,939	3,698	3,709
HVAC/Water Heating						4,619	3,992	8,147	6,612	5,279	5,287
New Construction, Additions & Major Renovations	600	188	457	705	593	1,272	370	473	2,812	2,389	2,393
Residential Behavior	-	-	-	-	-	-	-	-	200	300	300
Water Heating	263	111	136	861	1,553	-	-	-	-	-	-
<b>Subtotal: Residential EE Portfolio</b>	<b>10,680</b>	<b>9,600</b>	<b>19,739</b>	<b>21,393</b>	<b>13,846</b>	<b>14,194</b>	<b>12,728</b>	<b>18,930</b>	<b>19,452</b>	<b>17,355</b>	<b>17,410</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
Energy Conscious Blueprint	2,555	5,325	4,484	3,339	2,194	7,539	2,107	1,660	3,923	3,070	2,894
<b>Total: Lost Opportunity</b>	<b>2,555</b>	<b>5,325</b>	<b>4,484</b>	<b>3,339</b>	<b>2,194</b>	<b>7,539</b>	<b>2,107</b>	<b>1,660</b>	<b>3,923</b>	<b>3,070</b>	<b>2,894</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	1,834	3,087	2,322	5,158	6,421	7,630	4,445	6,924	3,054	2,394	2,257
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	804	307	430	10	25	343	559	1,337	3,321	3,321	2,495
Process Retrofit Project											
<b>Total: C&amp;I Large Retrofit</b>	<b>2,638</b>	<b>3,394</b>	<b>2,752</b>	<b>5,168</b>	<b>6,446</b>	<b>7,973</b>	<b>5,004</b>	<b>8,261</b>	<b>6,376</b>	<b>5,715</b>	<b>4,752</b>
Small Business Energy Advantage	-	378	152	408	427	895	438	382	1,049	793	744
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>5,193</b>	<b>9,097</b>	<b>7,388</b>	<b>8,915</b>	<b>9,067</b>	<b>16,407</b>	<b>7,549</b>	<b>10,303</b>	<b>11,347</b>	<b>9,578</b>	<b>8,390</b>
<b>TOTAL</b>	<b>15,873</b>	<b>18,697</b>	<b>27,127</b>	<b>30,308</b>	<b>22,913</b>	<b>30,601</b>	<b>20,277</b>	<b>29,233</b>	<b>30,799</b>	<b>26,932</b>	<b>25,800</b>

Table D2 – Southern Connecticut Gas Annual and Lifetime Cost Rates (2011-2021)

Table D2											
SCG Historical and Projected Annual and Lifetime Cost Rates											
Annual \$/ccf											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
HES Income Eligible - Weatherization	\$ 5.698	\$ 6.679	\$ 6.009	\$ 7.715	\$ 10.204	\$ 13.322	\$ 12.245	\$ 9.868	\$ 12.427	\$ 11.918	\$ 12.091
Home Energy Solutions (HES)	\$ 5.767	\$ 5.569	\$ 5.866	\$ 6.675	\$ 7.807	\$ 7.898	\$ 9.810	\$ 9.135	\$ 10.473	\$ 10.279	\$ 10.306
HVAC/Water Heating						\$ 7.220	\$ 7.599	\$ 6.909	\$ 10.805	\$ 11.790	\$ 11.802
New Construction								N/A	\$ 1.795	\$ 1.586	\$ 1.584
Residential Behavior	\$ 15.203	\$ 15.287	\$ 31.464	\$ 9.449	\$ 18.875	\$ 11.755	\$ 26.133	\$ (13.451)	\$ 9.777	\$ 9.960	\$ 9.992
Water Heating	\$ 3.047	\$ 8.949	\$ 5.493	\$ 5.844	\$ 7.222						
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 6.025</b>	<b>\$ 6.335</b>	<b>\$ 6.473</b>	<b>\$ 7.289</b>	<b>\$ 8.730</b>	<b>\$ 9.620</b>	<b>\$ 10.412</b>	<b>\$ 8.066</b>	<b>\$ 10.157</b>	<b>\$ 10.181</b>	<b>\$ 10.247</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
Energy Conscious Blueprint	\$ 6.600	\$ 3.486	\$ 2.403	\$ 7.378	\$ 6.819	\$ 3.034	\$ 7.134	\$ 7.676	\$ 7.006	\$ 7.615	\$ 8.163
<b>Total: Lost Opportunity</b>	<b>\$ 6.600</b>	<b>\$ 3.486</b>	<b>\$ 2.403</b>	<b>\$ 7.378</b>	<b>\$ 6.819</b>	<b>\$ 3.034</b>	<b>\$ 7.134</b>	<b>\$ 7.676</b>	<b>\$ 7.006</b>	<b>\$ 7.615</b>	<b>\$ 8.163</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	\$ 8.204	\$ 0.647	\$ 3.761	\$ 1.591	\$ 2.309	\$ 1.253	\$ 3.301	\$ 2.065	\$ 5.012	\$ 5.398	\$ 5.790
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 4.289	\$ 0.057	\$ (0.233)	\$ 22.277	\$ 26.800	\$ 1.468	\$ 1.093	\$ 0.537	\$ 1.203	\$ 1.053	\$ 1.416
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 6.965</b>	<b>\$ 0.576</b>	<b>\$ 2.646</b>	<b>\$ 1.675</b>	<b>\$ 2.534</b>	<b>\$ 1.266</b>	<b>\$ 2.864</b>	<b>\$ 1.617</b>	<b>\$ 2.562</b>	<b>\$ 2.372</b>	<b>\$ 2.963</b>
Small Business Energy Advantage	\$ -	\$ 3.405	\$ 8.364	\$ 3.054	\$ 3.300	\$ 3.544	\$ 3.738	\$ 2.208	\$ 2.839	\$ 3.228	\$ 3.481
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 6.793</b>	<b>\$ 2.269</b>	<b>\$ 2.634</b>	<b>\$ 3.276</b>	<b>\$ 3.396</b>	<b>\$ 1.970</b>	<b>\$ 3.708</b>	<b>\$ 2.262</b>	<b>\$ 3.716</b>	<b>\$ 3.632</b>	<b>\$ 4.321</b>

Lifetime \$/ccf											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
HES Income Eligible - Weatherization	\$ 0.365	\$ 0.357	\$ 0.282	\$ 0.366	\$ 0.486	\$ 0.630	\$ 0.567	\$ 0.450	\$ 0.564	\$ 0.531	\$ 0.539
Home Energy Solutions (HES)	\$ 0.335	\$ 0.295	\$ 0.297	\$ 0.330	\$ 0.388	\$ 0.372	\$ 0.481	\$ 0.451	\$ 0.494	\$ 0.468	\$ 0.470
HVAC/Water Heating						\$ 0.363	\$ 0.375	\$ 0.345	\$ 0.540	\$ 0.590	\$ 0.590
New Construction								N/A	\$ 0.898	\$ 0.529	\$ 0.528
Residential Behavior	\$ 0.608	\$ 0.638	\$ 1.304	\$ 0.399	\$ 0.764	\$ 0.490	\$ 1.059	\$ (0.540)	\$ 0.391	\$ 0.398	\$ 0.400
Water Heating	\$ 0.152	\$ 0.482	\$ 0.283	\$ 0.309	\$ 0.377						
<b>Subtotal: Residential EE Portfolio</b>	<b>\$ 0.362</b>	<b>\$ 0.336</b>	<b>\$ 0.310</b>	<b>\$ 0.353</b>	<b>\$ 0.428</b>	<b>\$ 0.459</b>	<b>\$ 0.498</b>	<b>\$ 0.387</b>	<b>\$ 0.520</b>	<b>\$ 0.517</b>	<b>\$ 0.520</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
Energy Conscious Blueprint	\$ 0.427	\$ 0.254	\$ 0.155	\$ 0.444	\$ 0.429	\$ 0.165	\$ 0.454	\$ 0.458	\$ 0.513	\$ 0.557	\$ 0.597
<b>Total: Lost Opportunity</b>	<b>\$ 0.427</b>	<b>\$ 0.254</b>	<b>\$ 0.155</b>	<b>\$ 0.444</b>	<b>\$ 0.429</b>	<b>\$ 0.165</b>	<b>\$ 0.454</b>	<b>\$ 0.458</b>	<b>\$ 0.513</b>	<b>\$ 0.557</b>	<b>\$ 0.597</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	\$ 0.565	\$ 0.055	\$ 0.360	\$ 0.157	\$ 0.194	\$ 0.119	\$ 0.325	\$ 0.174	\$ 0.435	\$ 0.469	\$ 0.503
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 0.312	\$ 0.007	\$ (0.047)	\$ 4.455	\$ 5.360	\$ 0.201	\$ 0.211	\$ 0.098	\$ 0.173	\$ 0.151	\$ 0.203
<b>Total: C&amp;I Large Retrofit</b>	<b>\$ 0.488</b>	<b>\$ 0.050</b>	<b>\$ 0.296</b>	<b>\$ 0.165</b>	<b>\$ 0.214</b>	<b>\$ 0.123</b>	<b>\$ 0.313</b>	<b>\$ 0.162</b>	<b>\$ 0.298</b>	<b>\$ 0.284</b>	<b>\$ 0.346</b>
Small Business Energy Advantage	\$ -	\$ 0.243	\$ 0.605	\$ 0.277	\$ 0.232	\$ 0.269	\$ 0.358	\$ 0.191	\$ 0.273	\$ 0.311	\$ 0.335
<b>Subtotal: C&amp;I EE Portfolio</b>	<b>\$ 0.458</b>	<b>\$ 0.177</b>	<b>\$ 0.217</b>	<b>\$ 0.275</b>	<b>\$ 0.267</b>	<b>\$ 0.150</b>	<b>\$ 0.355</b>	<b>\$ 0.211</b>	<b>\$ 0.370</b>	<b>\$ 0.374</b>	<b>\$ 0.432</b>



Table D3 – Southern Connecticut Gas Historical and Projected Units (2011-2021)

<b>Table D3</b>											
<b>SCG Historical and Projected Units</b>											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
<b>RESIDENTIAL</b>											
HES Income Eligible - Weatherization	3,268	2,479	3,647	2,395	1,187	1,329	1,319	2,818	2,707	2,349	2,362
Home Energy Solutions (HES)	2,369	2,049	2,619	3,957	3,758	1,783	1,600	1,467	1,763	1,516	1,521
HVAC/Water Heating	-	-	-	-	-	3,099	2,128	5,004	6,018	4,805	4,812
New Construction, Additions & Major Renovations	-	-	-	-	-	-	-	-	15,000	15,000	15,000
Residential Behavior	114	40	116	336	54	294	43	136	504	428	429
Water Heating	235	80	155	747	1,218						
<b>Subtotal: Residential EE Portfolio</b>	<b>5,986</b>	<b>4,648</b>	<b>6,537</b>	<b>7,435</b>	<b>6,217</b>	<b>6,505</b>	<b>5,090</b>	<b>9,425</b>	<b>25,991</b>	<b>24,098</b>	<b>24,124</b>
<b>COMMERCIAL &amp; INDUSTRIAL</b>											
Energy Conscious Blueprint	46	90	100	87	40	67	32	75	157	123	116
<b>Total: Lost Opportunity</b>	<b>46</b>	<b>90</b>	<b>100</b>	<b>87</b>	<b>40</b>	<b>67</b>	<b>32</b>	<b>75</b>	<b>157</b>	<b>123</b>	<b>116</b>
<b>C&amp;I LARGE RETROFIT</b>											
Energy Opportunities	11	36	31	40	22	28	18	48	35	27	26
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	3	4	3	4	2	9	3	22	26	20	19
<b>Total: C&amp;I Large Retrofit</b>	<b>14</b>	<b>40</b>	<b>34</b>	<b>44</b>	<b>24</b>	<b>37</b>	<b>21</b>	<b>70</b>	<b>61</b>	<b>48</b>	<b>45</b>
Small Business Energy Advantage	-	27	72	57	28	51	72	62	45	36	36
<b>Subtotal: C&amp;IEE Portfolio</b>	<b>60</b>	<b>157</b>	<b>206</b>	<b>188</b>	<b>92</b>	<b>155</b>	<b>125</b>	<b>207</b>	<b>263</b>	<b>207</b>	<b>197</b>
<b>TOTAL</b>	<b>6,046</b>	<b>4,805</b>	<b>6,743</b>	<b>7,623</b>	<b>6,309</b>	<b>6,660</b>	<b>5,215</b>	<b>9,632</b>	<b>26,254</b>	<b>24,305</b>	<b>24,322</b>

Southern Connecticut Gas PMI (2020)

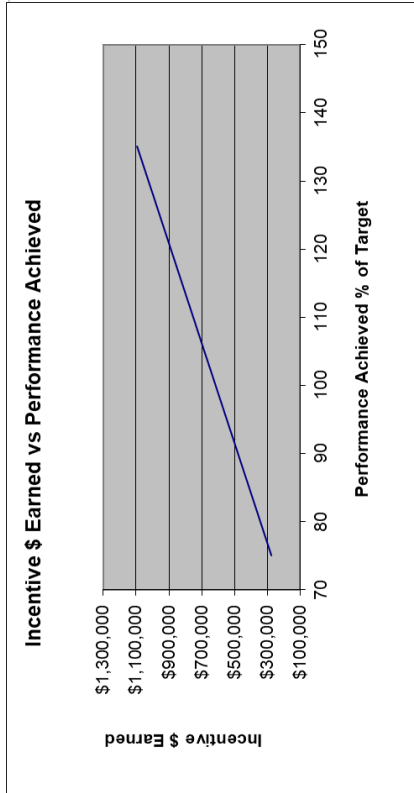
**SOUTHERN CONNECTICUT GAS CORPORATION  
2020 Management Incentive Performance Indicators and Incentive Matrix**

Provided below is the 2020 Incentive Matrix with Performance Indicators.  
The Utility Performance Incentive is: \$617,170

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:



<u>Performance %</u>	<u>Pretax Incentive</u>	<u>Pre-tax Incentive</u>
75	2.0%	\$274,298
85	3.0%	\$411,447
95	4.0%	\$548,596
<b>100</b>	<b>4.5%</b>	<b>\$617,170</b>
105	5.0%	\$685,744
115	6.0%	\$822,893
125	7.0%	\$960,042
135	8.0%	\$1,097,191

<b>Total Original Budget*</b>	<b>\$13,714,888</b>
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\*Does not include Incentive, EEB costs, and Audit.

Southern Connecticut Gas PMI (2020) continued

SECTOR		Performance Indicators				Incentive Metrics			
Program						Incentive Metric	Target Goal	Weight	Incentive
Residential Program Budgets	\$8,976,372.78	Lifetime Savings (ccf):				Total Gas Benefit from all Residential programs	Gas Benefit from all Residential programs \$11,808,374	0.195	\$120,348
		HES Income Eligible	5,688,342						
		Home Energy Solutions	3,697,949						
		HVAC / Water Heating	5,279,130						
		Residential Behavior	300,240						
		New Construction	2,388,967						
		Water Heating	0						
		Total Lifetime Savings (ccf)	17,354,628						
		Present Value Lifetime Savings (ccf)	\$0.6800						
		Total Residential Gas Benefit:	\$11,808,374						
		Net Residential Gas Benefit:	\$2,832,001						
HES	\$1,731,782.83	Achieve CCF savings per single-family home. Based on 2019 actuals adjusted to 2020 CT PSD plus 2.0%.				ccf/home	Achieve CCF savings/single-family home	0.060	\$41,509
HES-IE	\$3,021,953.89	Annual ccf savings				Annual ccf savings	301,020	0.030	\$20,754

Southern Connecticut Gas PMI (2020) continued

SECTOR		Performance Indicators				Incentive Metrics			
Program						Incentive Metric	Target Goal	Weight	Incentive
C&I Program Budgets	\$3,582,805.51	Lifetime Savings (ccf):				Total Gas Benefit from all C&I programs	Gas Benefit from all C&I programs	0.210	\$129,606
		Energy Conscious Blueprint			3,069,530		\$9,311,269		
		Energy Opportunities			2,393,569				
		O&M			3,321,202				
		Small Business			793,462				
		Total Lifetime Savings (ccf)			9,577,764				
		Present Value Lifetime Savings (ccf)			\$0.9700				
		Total C&I Gas Benefit:			\$9,311,269				
		Net C&I Gas Benefit:			\$5,728,463		\$5,728,463	0.210	\$129,606
Small Business	\$246,401.33	Develop and implement comprehensive offerings. 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). Comprehensive shall be defined as including more than one end use with SEM counting as an end use. Based on 2019 Actual Results plus 5%.				% of Gas P Projects	% of signed projects	0.050	\$30,859
Energy Blueprint / Energy Opportunities		Develop and implement comprehensive offerings. 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). Comprehensive shall be defined as including at least one end use with SEM counting as more than one end use. Based on 2019 Actual Results plus 5%.				% of Gas Projects	% of signed projects	0.050	\$30,859
<b>Total Incentive \$ Residential and C&amp;I</b>								<b>1.000</b>	<b>\$617,170</b>

Southern Connecticut Gas PMI (2021)

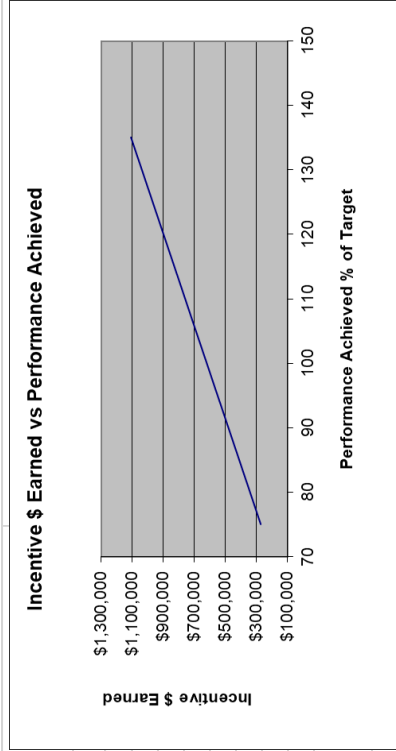
**SOUTHERN CONNECTICUT GAS CORPORATION  
2021 Management Incentive Performance Indicators and Incentive Matrix**

Provided below is the 2021 Incentive Matrix with Performance Indicators.  
The Utility Performance Incentive is: \$622,068

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:



<u>Performance %</u>	<u>Pretax Incentive</u>	<u>Pre-tax Incentive</u>
75	2.0%	\$276,475
85	3.0%	\$414,712
95	4.0%	\$552,949
<b>100</b>	<b>4.5%</b>	<b>\$622,068</b>
115	5.0%	\$691,186
125	6.0%	\$829,424
135	7.0%	\$967,661
	8.0%	\$1,105,898

**Total Original Budget\***      **\$13,823,728**

\*Does not include Incentive, EEB costs, and Audit.

Southern Connecticut Gas PMI (2021) continued

SECTOR Program		Performance Indicators			Incentive Metrics			
					Incentive Metric	Target Goal	Weight	Incentive
Residential Program Budgets	\$ 9,059,896	Lifetime Savings (ccf):		Total Gas Benefit from all Residential programs	Gas Benefit from all Residential programs	0.195	\$121,303	
		HES Income Eligible	5,720,486		\$11,852,284			
		Home Energy Solutions	3,709,347					
		HVAC / Water Heating	5,286,935					
		New Construction	2,393,312					
		Total Lifetime Savings (ccf)	17,410,320					
		Present Value Lifetime Savings (ccf)	\$0.6808					
				Total Residential Gas Benefit:				
				Net Residential Gas Benefit:				
					\$11,852,284	\$2,792,388		\$121,303
HES	\$ 1,741,630	Achieve CCF savings per single-family home. Based on 2020 actuals adjusted to 2021 CT PSD plus 2.0%.		ccf/home	Achieve CCF savings/single-family home	0.060	\$37,324	
HES-IE	\$ 3,083,334	Annual ccf savings		Annual ccf savings	255,001	0.030	\$18,662	

Southern Connecticut Gas PMI (2021) continued

SECTOR		Performance Indicators				Incentive Metrics								
Program		Lifetime Savings (ccf):	Energy Conscious Blueprint	Energy Opportunities	O&M	Small Business	Total Lifetime Savings (ccf)	Present Value Lifetime Savings (ccf)	Total C&I Gas Benefit:	Net C&I Gas Benefit:	Incentive Metric	Target Goal	Weight	Incentive
C&I Program Budgets	\$3,621,439		2,893,719	2,257,237	2,494,782	744,338	8,390,076	\$0,9276	\$7,782,293	\$4,160,854	Total Gas Benefit from all C&I programs	Gas Benefit from all C&I programs \$7,782,293	0.210	\$130,634
Small Business	\$249,315										% of Gas Projects	% of signed projects	0.050	\$31,103
Energy Blueprint / Energy Opportunities											% of Gas Projects	% of signed projects	0.050	\$31,103
<b>Total Incentive \$ Residential and C&amp;I</b>													<b>1.000</b>	<b>\$622,068</b>

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