

2020 Plan Update to the 2019–2021 Conservation & Load Management

Connecticut's Energy Efficiency & Demand Management Plan

Connecticut General Statutes—16-245m(d)

Submitted by: Eversource Energy, United Illuminating,
Connecticut Natural Gas Corporation, and Southern
Connecticut Gas

Filed: March 1, 2020

This page intentionally blank.

Table of Contents

CHAPTER ONE: OVERVIEW	1
1.1 EXECUTIVE SUMMARY.....	1
1.2 2019 AWARDS, RECOGNITIONS, AND NATIONAL CONFERENCES	3
1.2.1 Awards and Recognitions	3
1.2.2 Presentations and Conferences	3
1.3 2019-2021 PLAN PRIORITIES	4
<i>Priority One: Advance State Energy and Environmental Policy Goals</i>	6
<i>Priority Two: Offer Tailored Solutions for Market Segments While Ensuring Equitable Distribution.....</i>	7
<i>Priority Three: Focus on Direct Savings to Customers</i>	7
<i>Priority Four: Develop and Maintain a Sustainable Workforce for Connecticut.....</i>	7
<i>Priority Five: Continuous Commitment to Deliver Comprehensive Energy Efficiency Strategies.....</i>	8
<i>Priority Six: Implement Effective Demand Reduction Strategies</i>	8
<i>Priority Seven: Continue to Explore and Implement Financing Solutions</i>	8
1.4 ENERGY SAVINGS.....	9
1.4.1 Electric Savings	9
1.4.2 Natural Gas Savings.....	10
1.5 FUNDING SOURCES.....	11
1.6 PERFORMANCE MANAGEMENT INCENTIVES	12
CHAPTER TWO: PLAN UPDATES.....	13
2.1 OVERVIEW.....	13
2.2 CONNECTICUT ENERGY CODE (RESIDENTIAL AND C&I)	13
2.3 2020 RESIDENTIAL ENERGY EFFICIENCY PORTFOLIO CHANGES.....	14
2.3.1 Residential Lighting.....	14
2.3.2 Active Demand Response Solutions (Residential)	15
<i>Residential ADR Solutions (Eversource)</i>	15
<i>Residential ADR Solutions (United Illuminating).....</i>	16
<ul style="list-style-type: none"> • <i>Natural Gas Peak Usage Solutions. CNG and SCG are currently exploring gas demand response opportunities that align with the states' comprehensive energy strategy and policies. CNG and SCG intend to present concepts for potential pilot programs in the November 2020 Plan Update.</i> 	18
2.3.3 Heat Pump Technologies	19
2.4 2020 C&I ENERGY EFFICIENCY PORTFOLIO CHANGES	19
2.4.1 Market Segmentation	19
2.4.2 C&I Advanced Lighting Strategy	20
2.4.3 HVAC Strategy	20
<i>HVAC Modernization Demonstration.....</i>	20
<i>Increased Marketing Outreach.....</i>	21
2.4.4 Upstream Offerings.....	21

2.4.5 Zero Net Energy Buildings.....	21
2.4.6 Strategic Energy Management.....	21
2.4.7 Executive Order One.....	22
2.4.8 C&I Demand Reduction Strategies.....	22
<i>C&I Demand Response Programs (Eversource)</i>	22
<i>C&I Auto Demand Response Program (United Illuminating)</i>	23
<i>Battery Storage (United Illuminating)</i>	24
2.4.9 Financing.....	24
<i>C&I Financing</i>	24
2.5 2020 WORKFORCE DEVELOPMENT, EDUCATION, AND COMMUNITY OUTREACH PORTFOLIO CHANGES.....	25
2.5.1 Educate the Workforce.....	25
<i>Career and Technical Education Program</i>	25
<i>Workforce Development Training and Development Plan</i>	28
2.5.2 Educate the Students.....	30
<i>PreK-12 Energy Education Program</i>	30
2.5.3 Educate the Public and Customer Engagement.....	31
<i>Sustainable Community Outreach</i>	31
<i>Customer Engagement (Platform, Software, and Technical Support)</i>	31
2.5.4 Energize Connecticut Center and Museum Partnerships.....	32
<i>Energize Connecticut Center</i>	32
<i>Museum Partnerships</i>	33
2.5.5 Budgets.....	33
<i>Educate the Public and Customer Engagement Budgets</i>	34
CHAPTER THREE: BENEFIT-COST SCREENING.....	35
3.1 OVERVIEW.....	35
3.2 AVOIDED ENERGY SUPPLY COST STUDY.....	36
3.3 BENEFIT-COST TESTS.....	36
3.3.1 Benefit-Cost Tests.....	36
3.4 FUTURE CONSIDERATIONS.....	39
CHAPTER FOUR: CUSTOMER ENGAGEMENT PLATFORMS.....	41
4.1 OVERVIEW.....	41
4.2 EVERSOURCE CUSTOMER ENGAGEMENT PLATFORM.....	41
4.3 UIL CUSTOMER ENGAGEMENT PLATFORM.....	44
4.3.1 Objective.....	44
CHAPTER FIVE: EVALUATIONS.....	47
5.1 PURPOSE OF EVALUATIONS.....	47
5.2 2019 EVALUATION RECOMMENDATIONS.....	48
5.2.1 Incorporation of HES and HES-Income Eligible Billing Analysis Results.....	58
APPENDIX A: 2020 STATEWIDE MARKETING PLAN.....	59

A.1 INTRODUCTION 59

A.2 METRICS AND GOALS 59

 A.2.1 Website Operations, Updates, and Technical Support: EnergizeCT.com 60

Overview 60

2019 Key Activities 61

Three-Year Strategy (2019–2021) 61

Planned 2020 Activities 62

APPENDIX B: PUBLIC INPUT SESSION 63

APPENDIX C: COMPLIANCE ORDERS 75

 Appendix C.1 From the 2019–2021 Plan Approval with Conditions 75

 Appendix C.2 From the 2020 Plan Update Approval with Conditions 81

APPENDIX D: BUDGET & SAVINGS TABLES 87

BUDGET SUMMARY OF THE 2019–2021 PLAN PROGRAM YEARS 87

 2019 Combined Budgets (Electric and Natural Gas) 87

 2020 Combined Budgets (Electric and Natural Gas) 88

 2021 Combined Budgets (Electric and Natural Gas) 89

 2022 Combined Budgets (Electric and Natural Gas) 90

 Table B – Statewide Electric and Natural Gas Costs and Benefits (2020) 91

 Table B – Statewide Electric and Natural Gas Costs and Benefits (2021) 93

STATEWIDE ELECTRIC TABLES 95

 Combined Electric Table A1 (2019) 95

 Combined Electric Table A1 (2020) 96

 Combined Electric Table A1 (2021) 97

 Combined Electric Table A1 (2022) 98

 Combined Electric Table A2 (2019–2022) 99

 Combined Electric Table Pie Chart (2020) 100

 Combined Electric Table Pie Chart (2021) 101

EVERSOURCE ELECTRIC TABLES 102

 Eversource Electric Table A1 (2019–2022) 102

 Eversource Electric Table A Pie Chart (2020) 103

 Eversource Electric Table A Pie Chart (2021) 104

 Eversource Electric Table A Budget Allocation (2019–2022) 105

 Table B – Eversource CT Electric Costs and Benefits (2020) 106

 Table B – Eversource CT Electric Costs and Benefits (2021) 109

 Table C – Eversource CT Electric Energy Efficiency Budget Details (2020) 111

 Eversource Electric Table C Pie Chart (2020) 112

 Table C – Eversource CT Electric Energy Efficiency Budget Details (2021) 113

 Eversource Electric Table C Pie Chart (2021) 114

 Table D – Eversource CT Electric Historical and Projected (\$) 115

 Table D1 – Eversource CT Electric Historical and Projected (kW) 116

 Table D2 – Eversource CT Electric Historical and Projected Annual kWh (000s) 117

 Table D4 – Eversource CT Electric Historical and Projected Units 119

 Table D5 – Eversource CT Electric Historical and Cost per Projected kW 120

Table D6 - Eversource CT Electric Historical and Cost per Projected Annual kWh.....	121
Table D7 - Eversource CT Electric Historical and Cost per Projected Lifetime kWh	122
Eversource Electric PMI (2020).....	123
Eversource Electric PMI (2021).....	128
UNITED ILLUMINATING ELECTRIC TABLES	133
United Illuminating Electric Table A1 (2019-2022)	133
United Illuminating Electric Table A Pie Chart (2020).....	134
United Illuminating Electric Table A Pie Chart (2021).....	135
United Illuminating Electric Table A Budget Allocation (2019-2022).....	136
Table B - United Illuminating Electric Costs and Benefits (2020)	137
Table B - United Illuminating Electric Costs and Benefits (2021)	139
Table C - United Illuminating Electric Energy Efficiency Budget Details (2020)	141
United Illuminating Electric Table C Pie Chart (2020)	142
Table C - United Illuminating Electric Energy Efficiency Budget Details (2021)	143
United Illuminating Electric Table C Pie Chart (2021)	144
Table D - United Illuminating Electric Historical and Projected (\$)	145
Table D1 - United Illuminating Electric Historical and Projected (kW)	146
Table D2 - United Illuminating Electric Historical and Projected Annual kWh (000s)	147
Table D3 - United Illuminating Electric Historical and Projected Lifetime kWh (000s)	148
Table D5 - United Illuminating Electric Historical and Cost per Projected kW.....	149
Table D6 - United Illuminating Electric Historical and Cost per Projected Annual kWh.....	150
Table D7 - United Illuminating Electric Historical and Cost per Projected Lifetime kWh.....	151
United Illuminating Electric PMI (2020).....	152
United Illuminating Electric PMI (2021).....	157
COMBINED NATURAL GAS BUDGET AND SAVINGS TABLES	163
Combined Natural Gas Table A1 (2019).....	163
Combined Natural Gas Table A1 (2020).....	164
Combined Natural Gas Table A1 (2021).....	165
Combined Natural Gas Table A1 (2022).....	166
Combined Natural Gas Table A2 (2019-2021)	167
Combined Natural Gas Table A1 (2020).....	168
Combined Natural Gas Table A1 (2021).....	169
EVERSOURCE (NATURAL GAS) BUDGET AND SAVINGS TABLES	170
Table A - Eversource Natural Gas (2019-2022).....	170
Table A Pie Chart - Eversource Natural Gas (2020)	171
Table A Pie Chart - Eversource Natural Gas (2021)	172
Eversource Natural Gas Table A Budget Allocation (2019-2022).....	173
Table B - Eversource Natural Gas (2020).....	174
Table B - Eversource Natural Gas (2021).....	175
Table C - Eversource CT Natural Gas (2020)	176
Table C Pie Chart - Eversource CT Natural Gas (2020)	177
Table C - Eversource CT Natural Gas (2021)	178
Table C Pie Chart - Eversource CT Natural Gas (2021)	179
Table D - Eversource CT Natural Gas Historical and Projected Expenditures	180
Table D1 - Eversource CT Natural Gas Annual Savings CCF (2012-2021)	181
Table D2 - Eversource CT Natural Gas Annual Savings CCF (2012-2021)	182

Table D3 – Eversource Natural Gas Cost per Annual Savings CCF (2012-2021) 183

Table D4 – Eversource Natural Gas Cost per Lifetime Savings CCF (2012-2021) 184

Table D5 – Eversource Natural Gas Units (2012-2021) 185

Eversource Natural Gas PMI (2020) 186

Eversource Natural Gas PMI (2021) 189

CONNECTICUT NATURAL GAS BUDGET AND SAVINGS TABLES 192

Table A – Connecticut Natural Gas (2020) 192

Table A Pie Chart – Connecticut Natural Gas (2020) 193

Table A Pie Chart – Connecticut Natural Gas (2021) 194

Connecticut Natural Gas Table A Budget Allocation (2019-2022) 195

Table B – Connecticut Natural Gas (2020) 196

Table B – Connecticut Natural Gas (2021) 197

Table C – Connecticut Natural Gas (2020) 198

Table C Pie Chart – Connecticut Natural Gas (2020) 199

Table C – Connecticut Natural Gas (2021) 200

Table C Pie Chart – Connecticut Natural Gas (2021) 201

Table D – Connecticut Natural Gas Historical and Projected Expenditures 202

Table D1 – Connecticut Natural Gas Annual and Lifetime Savings CCF (2012-2021) 203

Table D2 – Connecticut Natural Gas Annual and Lifetime Cost Rates (2012-2021) 204

Table D3 – Connecticut Natural Gas Historical and Projected Units 205

Connecticut Natural Gas PMI (2020) 206

Connecticut Natural Gas PMI (2021) 209

SOUTHERN CONNECTICUT GAS BUDGET AND SAVINGS TABLES 213

Table A – Southern Connecticut Gas (2020) 213

Table A Pie Chart – Southern Connecticut Gas (2020) 214

Table A Pie Chart – Southern Connecticut Gas (2021) 215

Southern Connecticut Gas Table A Budget Allocation (2019-2022) 216

Table B – Southern Connecticut Gas (2020) 217

Table B – Southern Connecticut Gas (2021) 218

Table C – Southern Connecticut Gas (2020) 219

Table C Pie Chart – Southern Connecticut Gas (2020) 220

Table C – Southern Connecticut Gas (2021) 221

Table C Pie Chart – Southern Connecticut Gas (2021) 222

Table D – Southern Connecticut Gas Historical and Projected Expenditures (2012-2022) 223

Table D1 – Southern Connecticut Gas Annual and Lifetime Savings (2012-2021) 224

Table D2 – Southern Connecticut Gas Annual and Lifetime Cost Rates (2012-2021) 225

Table D3 – Southern Connecticut Gas Historical and Projected Units (2012-2021) 226

Southern Connecticut Gas PMI (2020) 227

Southern Connecticut Gas PMI (2021) 230

This page intentionally blank.

CHAPTER ONE: OVERVIEW

1.1 EXECUTIVE SUMMARY

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 Plan¹ (“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”).² 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”).³

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.”⁴ The 2020 program year will be the first time that the Companies have been legislatively directed to implement demand management programs.⁵ The 2020 Plan Update covers year 21 of electric conservation programs since the electric restructuring Public Act 98-28⁶ was passed and covers year 14 of natural gas conservation programs since the passage of energy independence legislation Public Act 05-01⁷.

The 2019-2021 Plan is a **\$751 million investment** in making Connecticut more energy efficient. This is a significant investment resulting in energy and cost savings for customers, improved productivity for

¹ 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>.

² 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>.

³ 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.

⁴ Public Act 18-50, § 9(d)(1).

⁵ 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.

⁶ Public Act 98-28. *An Act Concerning Electric Restructuring*.

⁷ 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 ₂ 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	\$211,849	\$58,075	\$269,924	316	86	661	946,494	403,841	211,970	\$994,851	26.0
2021	\$187,872	\$54,559	\$242,432	256	87	613	844,340	348,027	185,777	\$852,128	22.7
TOTAL	\$585,116	\$165,538	\$750,653	877	221	1,992	2,773,745	984,686	606,449	\$2,771,542	74.0

*Savings include Demand Response programs.

**In millions of MMBtu (one million British Thermal Units).

Totals may be off due to rounding.

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

- (1) Generate **\$3.69** into the state's economy for every **\$1** dollar invested in energy efficiency.
- (2) Provide an economic lifetime benefit of **\$2.8 billion dollars**.
- (3) Result in electric lifetime savings of **9.6 billion kilowatt-hours ("kWh")**, natural gas lifetime savings of **28.9 billion cubic feet of natural gas ("Bcf")**, oil lifetime savings of **69.7 million gallons**, propane lifetime savings of **20.2 million gallons**, and **221 MW of cumulative annual peak demand reduction**. The Companies' energy efficiency and demand management initiatives will reduce energy consumption by **1.9 million MMBtus** during the 2020 program year alone and **74.0 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 **7.8 million tons of carbon dioxide ("CO₂")** 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**⁸ in the state annually.
- (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

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*.

⁸ US Department of Energy. U.S. Energy Employment Report, 2017.

- 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”), 16th 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

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

*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,”⁹ annually each year through calendar year 2025.¹⁰ 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
Legislative Goal ¹¹	1.6	1.6	1.6
Companies’ Goal	1.9	1.9	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.

⁹ 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.

¹⁰ 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.

¹¹ 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.¹² 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.

¹² 2019-2021 Plan, pp. 153-186.

In addition, the Companies will slightly refine their 2020 strategies to support technical classes, trainings, and 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 program¹³ and shift additional rebates upstream for residential HVAC and domestic hot water equipment.¹⁴ 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.

¹³ As discussed in the 2019-2021 Plan, p. 39.

¹⁴ As discussed in the 2019-2021 Plan, pp. 42-43.

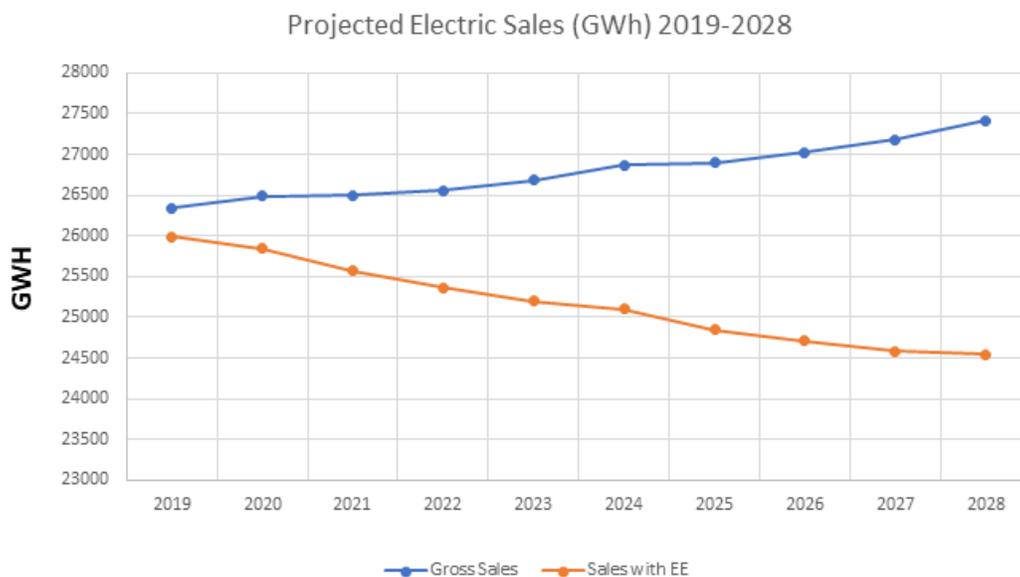
1.4 ENERGY SAVINGS

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 **6,374** annual gigawatt-hour (“GWh”) and **74,680** lifetime GWh savings. Since 2000, the Natural Gas Companies have helped customers realize **5,703** annual MMcf and **87,612** lifetime MMcf savings.

1.4.1 Electric Savings

During the 2019-2021 Plan, the Companies expect to achieve **877** annual GWh savings and **1,992** annual MMcf savings, which is enough to power **131,000** 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)¹⁵



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 electric consumption by approximately **4 percent**. In addition, during the 2019-

¹⁵ Eversource source data is: 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.

2021 Plan, the Companies' Energy Efficiency Portfolios will help reduce cumulative annual peak demand by over **221 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	250.4	1.21%	20,425	210.2	1.03%	61,830	707.4	1.14%
United Illuminating	5,015	58.6	1.17%	4,869	65.5	1.30%	4,806	45.9	0.96%	14,690	170.0	1.16%
TOTAL	25,765	305.5	1.19%	25,525	315.9	1.24%	25,231	256.1	1.02%	76,520	877.4	1.15%

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	267.5	0.58%	44,293	273.9	0.59%	136,849	845.2	0.62%
Connecticut Natural Gas	35,709	201.7	0.56%	36,817	194.3	0.53%	37,919	175.0	0.46%	110,445	570.9	0.52%
Southern Connecticut Gas	32,464	212.6	0.65%	32,855	198.7	0.60%	33,115	164.0	0.50%	98,434	575.4	0.58%
TOTAL	115,645	718.0	0.62%	114,756	660.5	0.57%	115,327	613.0	0.52%	345,728	1991.5	0.58%

1.5 FUNDING SOURCES

In 2020, the primary funding sources for Connecticut’s energy efficiency programs will be modified due to Public Act 18-50.¹⁶ 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 tax¹⁷ (“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.¹⁸

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	\$28.1	\$6.2	\$34.3	\$27.2	\$5.8	\$33.0
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	\$131.2	\$33.5	\$164.7	\$115.0	\$26.8	\$141.8
Transfer to State General Fund	(\$21.4)	(\$5.4)	(\$26.8)						
TOTAL (EE revenues)	\$151.3	\$34.1	\$185.4	\$169.5	\$42.3	\$211.8	\$152.6	\$35.2	\$187.9

*In millions. Totals may vary due to rounding.

¹⁶ 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.”

¹⁷ GRT is 7.05 percent for the electric CAM.

¹⁸ 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	\$22.8	\$23.4
Connecticut Natural Gas Revenues	\$16.3	\$18.0	\$16.6
Southern Connecticut Gas Revenues	\$16.0	\$17.3	\$14.5
TOTAL (energy efficiency revenues)	\$52.9	\$58.1	\$54.5
*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 Approval¹⁹, 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 5th and July 8th 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.

¹⁹ 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

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)

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

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 Plan²⁰ and the DEEP Condition of Approval,²¹ 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")²² 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, 2019,²³ 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.

²⁰ See 1 id.

²¹ See 2 id.

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

²³ 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 bulbs²⁴ 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, 2019,²⁵ 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,²⁶ 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.

Residential ADR Solutions (Eversource)

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

²⁴ 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>.

²⁵ 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>.

²⁶Appliance 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>.

discussed is incentivizing customer commitment to continued program participation. Eversource 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.

Residential ADR Solutions (United Illuminating)

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.

- **Battery Storage.** In 2020, United Illuminating will begin incentivizing customer storage consistently with other Residential and C&I Energy Efficiency Portfolio measures; to pay an incentive in the form of a rebate for the technology, with assumptions regarding peak coincidence factors which will be further refined with evaluation data after a year of operation.

United Illuminating’s approach will utilize the current custom measure process approved within the 2019-2021 Plan. Under this approach, C&I customers with an installed behind the meter (“BTM”) storage system will receive a one-time upfront incentive based on the battery system maximum output kW. For BTM battery storage, and to be consistent with similar custom measure approaches, the custom measure \$/kW incentive will have a battery degradation factor applied to the upfront incentive that will take into account the battery’s loss in efficiency/load that will occur over the lifetime of the battery.

Eligible customers must have a United Illuminating AMI meter and an installed BTM battery storage system. The customer will be paid a one-time upfront incentive that simulates the load reduction associated with the battery over the course of its 10-year life. Participating customers will be required to discharge the battery on a daily summer basis for a four-hour period established to align curtailment with ISO-NE on-peak hours.



United Illuminating will utilize AMI data to monitor participant battery discharge patterns to validate the reductions and the cost-effectiveness of this process. This approach is scalable, yet it enables United Illuminating to maintain cost-effectiveness across the 2019-2021 Residential and C&I Energy Efficiency Portfolios. Because United Illuminating has access to intelligent data through its AMI capabilities, as the utility collects data and better understands the impacts and benefits of battery storage as a demand management technology, United Illuminating will identify best practices and continue to refine its approach to integrating battery storage with energy efficiency and load management programs.

In addition, United Illuminating is considering a residential battery option that could easily be offered under the current United Illuminating BYOD ADR program and platform. This approach would be similar to the proven demand response approach utilized with thermostats; which provides customer choice and would allow for the automation and orchestration of battery demand response events to assist in the management of the United Illuminating distribution system.

- **Natural Gas Peak Usage Solutions.** CNG and SCG are currently exploring gas demand response opportunities that align with the states’ comprehensive energy strategy and policies. CNG and SCG intend to present concepts for potential pilot programs in the November 2020 Plan Update.

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

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 markets²⁷:

- **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.

²⁷ 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.

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.

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 Demonstration²⁸ (“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 21st 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

²⁸ 2019-2021 Plan, p. 113.

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 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)²⁹ 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.³⁰ 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,³¹ the Companies proposed offering a pilot of SEM

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

³⁰ 2019-2021 Plan, *Priority Two*, p. 12.

³¹ 2019-2021 Plan, p. 141.

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.

2.4.7 Executive Order One

On April 24, 2019, Connecticut Governor Ned Lamont signed Executive Order One³² (“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.

³² 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>.

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

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. Over the course of the past several years, the load growth within the Woodmont and Ash Creek substations has not materialized as originally forecasted.

For program simplicity, United Illuminating is planning to offer a flat \$/kW customer incentive. 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.

Battery Storage (United Illuminating)

See Section 2.3.2, for information about United Illuminating’s Residential ADR Battery Storage program.

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)³³

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. 84 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

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

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,³⁴ 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.³⁵ Please see Figure 2-1 for a detailed outline of the updated 2019-2021 Green STEP Milestones.

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

³⁴ 2019-2021 Plan, pp. 199-201.

³⁵ 2019-2021 Plan, pp. 199-201.

Introduction to Green STEP Workshop (9th Grade)

New for the 2019-2020 school year, the **Introduction to Green STEP Workshop** will provide 9th 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 10th 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.

eesmarts™ Workshop

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

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.

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

- **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 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.

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

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.³⁶ 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.³⁷ 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 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 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., closed to the public permanently. On May 8, 2019, the Energy Efficiency Board voted³⁸ 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

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

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

³⁸ 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>.

invested in an approach that brings education and learning opportunities to high traffic areas. Already scheduled field trips and bookings for meetings were honored through the closing date.

While the Center's operations ceased 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 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 Plan³⁹ 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.

- 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
Educate the Public				
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
Total: Educate the Public	\$ 1,444,003	\$1,210,028	\$1,210,028	\$3,864,059
Total: Customer Engagement	\$ 2,713,612	\$ 2,725,000	\$ 2,725,000	\$ 8,163,612
Educate the Students				
e-smarts Programming: PD & Outreach	\$ 561,979	\$ 565,313	\$ 565,313	\$ 1,692,606
K-12 Student Contest	\$ 85,166	\$ 85,166	\$ 85,166	\$ 255,498
Total: Educate the Students	\$ 647,145	\$ 650,479	\$ 650,479	\$ 1,948,104
Educate the Workforce				
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
Total: Educate the Workforce	\$ 851,629	\$1,103,611	\$ 1,103,611	\$3,058,850
Total: Education	\$ 5,656,389	\$ 5,689,118	\$5,689,118	\$17,034,625
*In millions. Totals may vary due to rounding.				

³⁹ 2019-2021 Plan, pp. 207-209.

CHAPTER THREE: BENEFIT-COST SCREENING

3.1 OVERVIEW

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 England⁴⁰ (“2018 AESC”). The transmission and distribution (electric) avoided costs are based on studies conducted by the Companies in 2017.⁴¹

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”)⁴² 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:

- 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).

⁴⁰ 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.

⁴¹ 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.

⁴² 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

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.⁴³ 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

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.

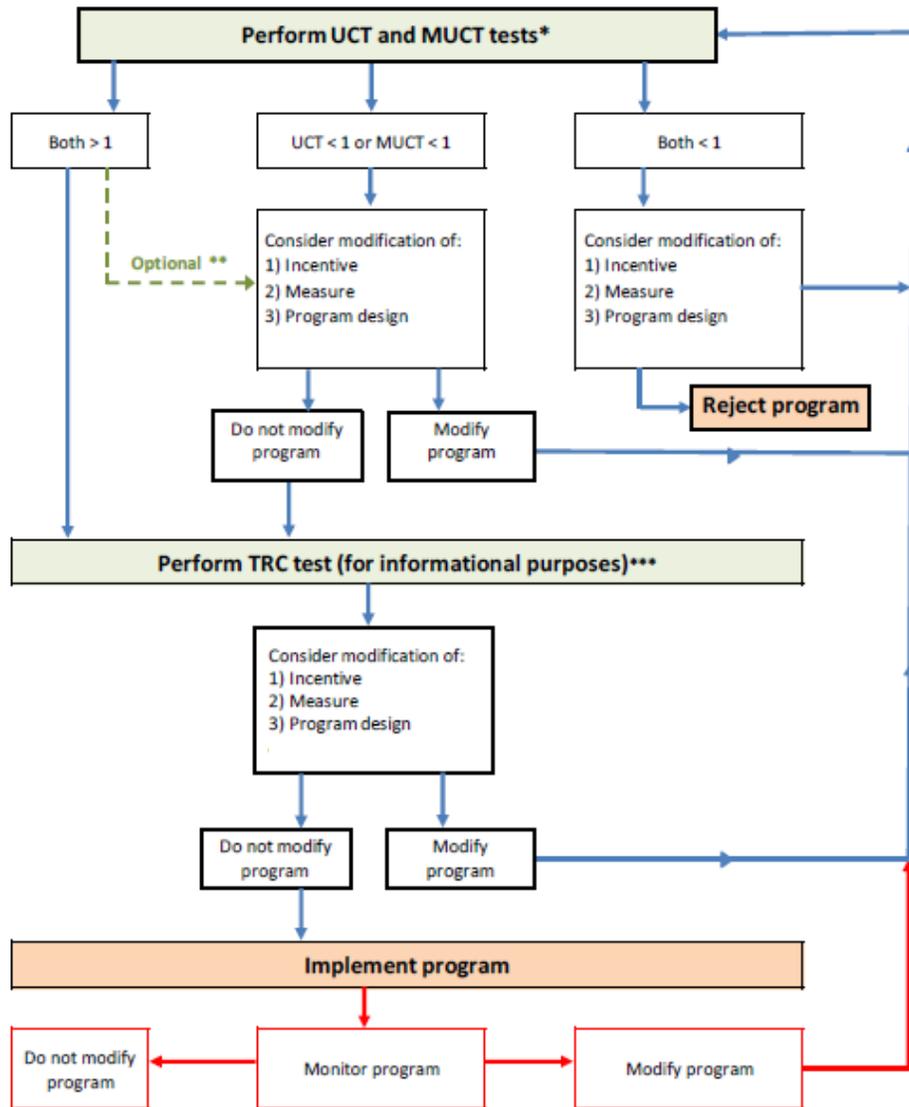
⁴³ Synapse Energy Economics, Inc. *Avoided Energy Supply Component in New England: 2018 Report*, Mar. 30, 2018.

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
Electric Program Benefits						
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
Natural Gas Program Benefits						
Natural Gas	\$/MMBtu	\$7.76	X	X	X	2018 AESC
DRIPE (Note 5)	\$/MMBtu	\$3.02	X	X	X	2018 AESC
Other Benefits						
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 ₂ \$11,955/ton NO _x			X	2018 AESC
Cost (denominator)			Natural Gas/Electric Cost (no oil/propane)	Program Cost (including oil, propane)	Total Cost (program + customer)	
<p>Note 1: 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>Note 2: 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>Note 3: Includes all DRIPE identified in 2018 AESC, including own-fuel DRIPE and cross-fuel DRIPE (Connecticut DRIPE and rest-of-pool).</p> <p>Note 4: Capacity DRIPE includes Connecticut and rest-of-pool components.</p> <p>Note 5: Includes all DRIPE identified in 2018 AESC including own-fuel DRIPE and cross-fuel DRIPE (Connecticut DRIPE and rest-of-pool).</p> <p>Note 6: Water-avoided costs based on 2016 Tighe and Bond water and sewer data for Connecticut. http://rates.tighebond.com/index.aspx.</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 Process⁴⁴



* 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.⁴⁵ This includes the following: (1) the use

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

of nominal avoided costs, and (2) a nominal discount rate of 3 percent⁴⁶ 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

In May 2017, the National Efficiency Screening Project (“NESP”) released the National Standard Practice Manual for Cost-Effectiveness (“NSPM”).⁴⁷ 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 study⁴⁸ 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.

⁴⁶ 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.

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

⁴⁸ 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>.

This page intentionally blank.

CHAPTER FOUR: CUSTOMER ENGAGEMENT PLATFORMS

4.1 OVERVIEW

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

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

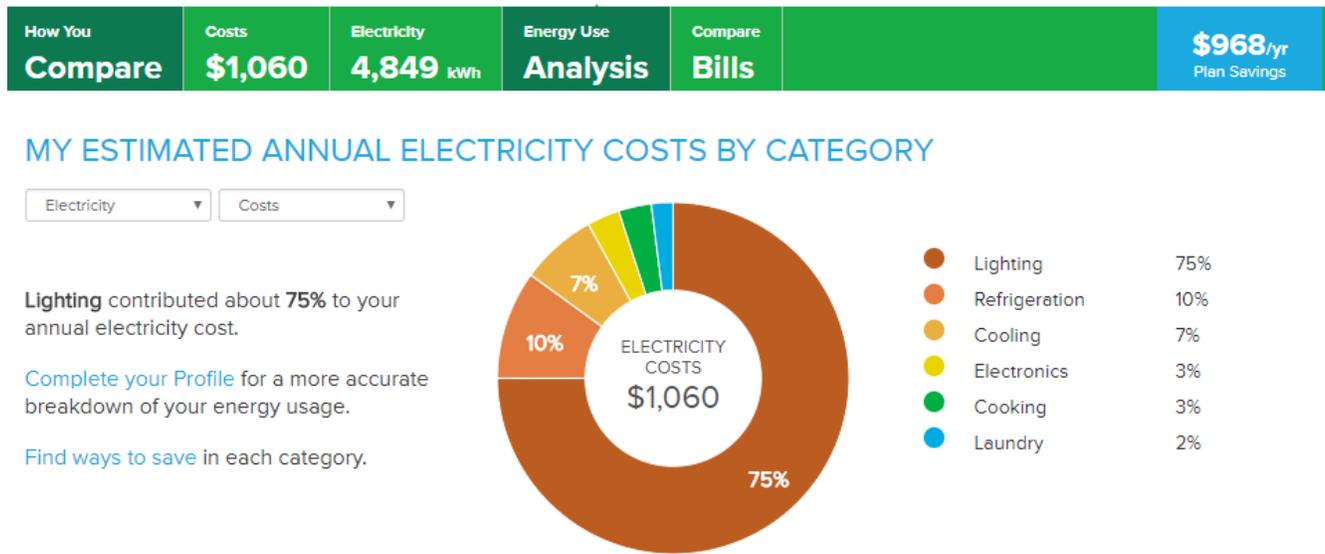


Figure 4-2: Setting an Energy Saving Goal

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

All Categories ▾
Cost ⌵
Savings ⌵
Payback Period ⌵
Status

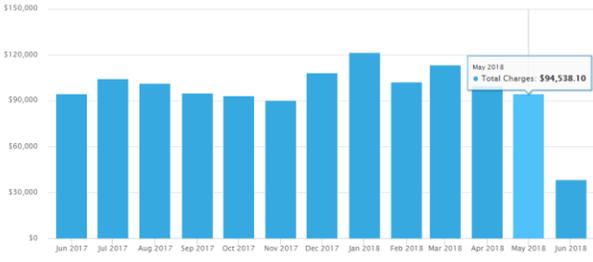
Insulate Your Attic >	\$1,950	\$443/yr	2 years	<input type="radio"/> Add to plan <input checked="" type="radio"/> Already Complete <input type="radio"/> Not Applicable
Schedule a No-Cost Mass Save® Home Energy Assessment sponsored by Eversource >	\$0	\$419/yr	Immediate	<input type="radio"/> Add to plan <input checked="" type="radio"/> Already Complete <input type="radio"/> Not Applicable
Install WiFi Thermostats >	\$200	\$279/yr	3 months	<input type="radio"/> Add to plan <input checked="" type="radio"/> Already Complete <input type="radio"/> Not Applicable

Figure 4-3: Energy Analysis Tool

EVERSOURCE
C3 Enterprise
Filter by Organization: CUMBERLAND

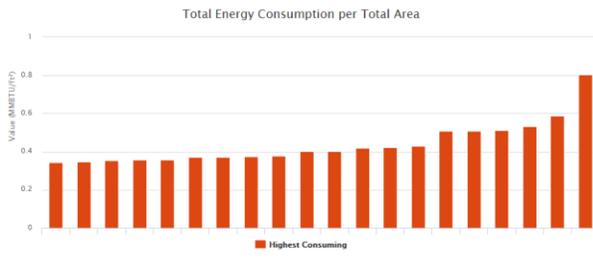
Dashboard

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

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.

This page intentionally blank.

CHAPTER FIVE: EVALUATIONS

5.1 PURPOSE OF EVALUATIONS

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.⁴⁹ 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 2005.⁵⁰ 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

⁴⁹ 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.

⁵⁰ 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.⁵¹

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

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.

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

Table 5-1: 2019 Evaluation Recommendations

Study	Recommendation	Response
<p>R1617, CT Ductless Heat Pump Market Characterization Study</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
R1617, CT Ductless Heat Pump Market Characterization Study (continued)	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.	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.
	DHPs should be monitored as part of the planned study (R1982) to update the PSD’s equivalent full load hour (EFLH) factor.	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.
	The Companies should continue use of contactors to perform outreach and targeting of installation baselines to produce the program’s desired impacts.	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.
R1705-R1609, Multi-Family Baseline and Weatherization Opportunity Study	Pursue deeper penetration of low-cost measures that offer significant savings potential, including LED lighting, smart thermostats, low-flow devices, and advanced power strips.	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.
	Electric heating system upgrades and weatherization measures should be further assessed for feasibility, achievable savings, barriers, and contractor training needs in Connecticut.	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.

Study	Recommendation	Response
<p>R1705-R1609, Multi-Family Baseline and Weatherization Opportunity Study (continued)</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>R1706, Residential Appliance Saturation Survey, combined with R1616-R1708 Residential Lighting Impact Saturation Study</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
R1706, Residential Appliance Saturation Survey, combined with R1616-R1708 Residential Lighting Impact Saturation Study (continued)	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.	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.
	The high-technical feasibility of HPWHs and their low penetration supports the relevance of the Companies’ current incentives for them.	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.
	Given the proportion of homes with more than one refrigerator, the Companies may wish to explore the cost-effectiveness of an appliance recycling program.	The Companies agree and will begin implementing the Appliance Recycling program in 2020.
	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).	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.
	The relatively low saturation of new ENERGY STAR models supports the relevance of the Companies’ incentives for ENERGY STAR appliances.	The Companies agree and plan to continue our support for multiple ENERGY STAR appliance offerings.
	Educating customers about the benefits of using cold water for washing clothes could be worthwhile.	The Companies will consider this as part of our existing customer outreach and education efforts.

Study	Recommendation	Response
<p>R1706, Residential Appliance Saturation Survey, combined with R1616-R1708 Residential Lighting Impact Saturation Study (continued)</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&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>R1706, Residential Appliance Saturation Survey, combined with R1616-R1708 Residential Lighting Impact Saturation Study (continued)</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>R1603, HES and HES-IE Impact Evaluation—Billing Analysis</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
<p>R1603, HES and HES-IE Impact Evaluation—Billing Analysis (continued)</p>	<p>Incorporate ex ante savings calculation inputs into program tracking database at the measure level.</p>	<p>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.</p>
	<p>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.</p>	<p>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.</p>
	<p>Enforce referential integrity on program tracking database to assign unique site IDs, unique project IDs, and unique measure IDs.</p>	<p>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.</p>
<p>C1644, Energy Opportunities Net-To-Gross Study</p>	<p>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).</p>	<p>The Companies agree with this recommendation and have updated the 2020 PSD accordingly.</p>
	<p>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.</p>	<p>The Companies agree with this recommendation.</p>

Study	Recommendation	Response
<p>C1644, Energy Opportunities Net-To-Gross Study (continued)</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>Draft C1644, Energy Opportunities Net-To-Gross Study (continued)</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 Results⁵²

The Companies have applied the results of the West Hill Energy and Computing (“West Hill”) R1603 billing analysis of the 2015-2016 HES and HES-Income Eligible programs⁵³ with adjustments agreed upon with the Evaluation Administrator team and approved by the Evaluation Committee.⁵⁴ The adjustments were made to ensure appropriate planned and claimed savings for the 2020 HES and HES-Income Eligible programs, by adjusting billing analysis results in light of significant changes made to the programs between the 2015-2016 period of the evaluation and today. In addition, the Companies are implementing direct monitoring of project-level savings results via advanced M&V techniques 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.

⁵² The Companies reached consensus regarding the evaluation’s results and applied new realization rates that were reviewed and approved by each Evaluator Administrator team.

⁵³ 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.

⁵⁴ See Memorandum from EA Team to Evaluation Committee, *Resolution of Issue of Treatment of Evaluation Studies in 2020 PSD and C&LM Planning*, Dec. 20, 2019. Available at <https://app.box.com/s/3lzkspmcyeqc7sa66vhin3w8hq9mueb0/file/591341373778>.

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
Website Maintenance, Updates, Technical Support, and Planning	\$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 marketing⁵⁵ 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

⁵⁵ “Search Marketing” involves tactics to gain online presence and traffic via paid/unpaid strategies on search engines such as Google.

have more trackable 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.

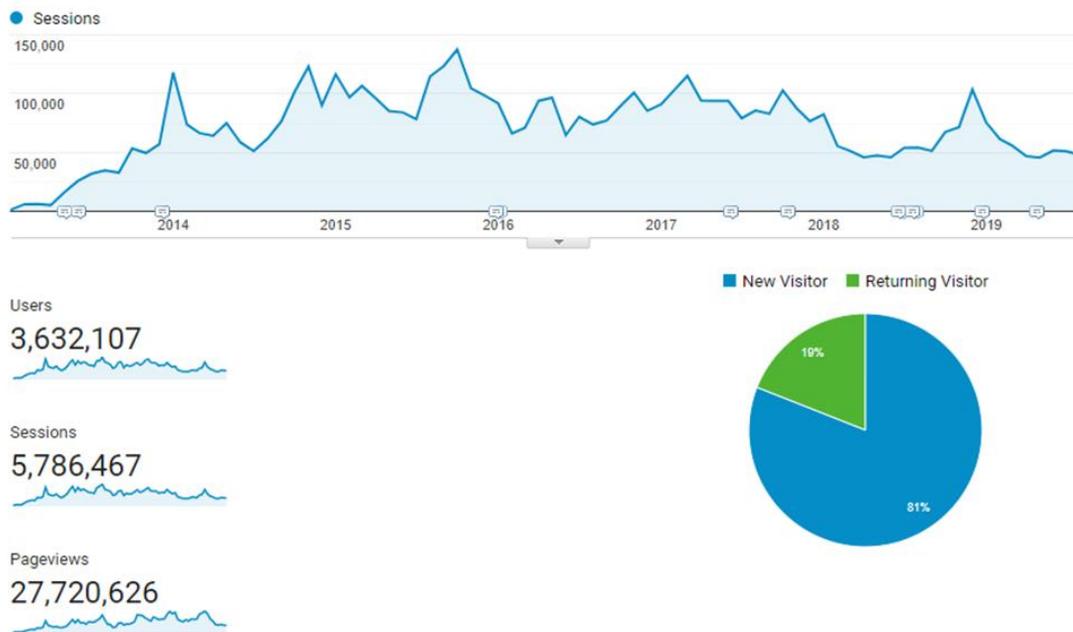
A.2.1 Website Operations, Updates, and Technical Support: EnergizeCT.com

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 sessions⁵⁶ with 27.7 million pageviews.⁵⁷ For context, Connecticut has 3.6 million residents.

Figure A-1: EnergizeCT.com Website Activity



⁵⁶ 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>.

⁵⁷ 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.⁵⁸ 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, expanded localization,⁵⁹ 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*TM 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.

⁵⁸ 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>.

⁵⁹ “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.

Depending on the new strategy, a Copywriter may be 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
Total Budget	\$504,300

- 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



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>.

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.

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.

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.

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.

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,⁶⁰ 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.

⁶⁰ 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.

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.

This page intentionally blank.

APPENDIX C: COMPLIANCE ORDERS

Appendix C.1 From the 2019-2021 Plan Approval with Conditions⁶¹

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&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"> • 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. • 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. • 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. • Financing products: Summarize the existing or new financing products (in addition to these incentives) available to help customers purchase and install heat pumps. <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>

⁶¹ 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&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&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 (>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>Propose a Frequency to Conduct Financial and Operational Audits; Conduct Such Audits on the Approved Frequency Schedule</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>EnergizeCT Center</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&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>Benefit-Cost Testing Methodologies and Input</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>Performance Management Incentives (PMI)</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	Winter Reliability and Winter Demand	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	Street Lighting	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	Demand Management Programs and Pilots	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	Modernization Initiatives (Early Retirement/ Post-Useful Life)	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	Market Based Solutions for Mid-sized Businesses	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	HES and HES-Income Eligible Solutions	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	Energy Efficiency Coincidence with HVAC Installation	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	US DOE Home Energy Score	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	Commercial and Industrial Lighting Technologies	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	Heat Pump Technologies Specifications	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	Residential Lighting Technologies	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	Electronic Data Coordination-DSS	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	Electronic Data Coordination and Accessibility—DEEP and Municipalities	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 C.2 From the 2020 Plan Update Approval with Conditions⁶²

Item No.	Topic or Program	Condition of Approval	Due Date	Status
1	HES-IE Add-on Measures	The Companies are directed to develop and submit to DEEP for review and approval a plan to improve the performance of HES and HES-IE vendors who demonstrate low delivery rates of add-on measures. The improvement plan should list criteria for performance, evaluate vendor incentives for sufficiency, and include metrics for continuing participation in the HES-IE program.	07/01/2020	
2	HES-IE Add-on Measure Co-Pays	The Companies are directed to include all NEIs in Appendix 6 of the PSD in the TRC test applied to programs and copays for customers who are low-income.	Develop reporting by July 1, 2020, then file quarterly reports	
3	Use of Census Tract Information in HES	The Companies are directed to provide, for DEEP review and approval, a detailed proposal to coordinate with vendors to streamline eligibility for HES-IE utilizing census tract data in a manner that provides consumer protections and addresses privacy issues.	04/01/2020	
4	HES Application for Renters	The Companies are directed to examine and report to DEEP the statutory requirements for applications for renters for participation in residential programs, to ensure that the application provides a streamlined process while complying with legal requirements for landlord approval.	03/01/2020	In progress, requested extension until 04/01/2020
5	HES-IE Application	The Companies are directed to submit their revised HES-IE program application and an outline of the application process to DEEP for review and approval as outlined in the January 15, 2020 response. The process outline should explain how other documentation can be utilized for qualification and how this can streamline the process.	03/01/2020	In progress, requested extension until 04/01/2020
6	HES Insulation	The Companies are directed to submit a proposal to DEEP for review and approval for at least two options for increasing the adoption of insulation through the HES program. The proposal should identify the optimum incentive level. To the extent the optimum incentive level is limited by program rules such as the cost-effectiveness test, the Companies should note those issues.	04/01/2020	

⁶² DEEP, Approval with Conditions of the 2020 Plan Update to the 2019-2021 Plan (dated Nov. 11, 2019). Available at: https://www.ct.gov/deep/cwp/view.asp?a=4405&Q=490116&deepNav_GID=2121.

Item No.	Topic or Program	Condition of Approval	Due Date	Status
7	Heat Pumps	<p>The Companies are directed to submit a proposal for DEEP review and approval for increased incentive levels for heat pumps, with different proposals for air-source and ground-source heat pumps if necessary.</p> <p>This proposal shall include building envelope improvements to minimize thermal load impact. The proposal should identify the optimum incentive level including combined incentive packages and should provide a means of incentivizing efficient use during the heating season as well as the cooling season, including peak demand reduction, per the requirement below. To the extent the optimum incentive level is limited by program rules such as the cost-effectiveness test, the Companies should note those issues.</p>	04/01/2020	
8	Heat Pumps	<p>The Companies are directed to provide a proposal for DEEP review and approval for ensuring that heat pumps installed in homes with a backup fossil fuel heating system are used as the primary heat source and that fossil fuel use in such applications is minimized. This proposal should include, but not be limited to: (1) ensuring the building envelope is optimized, (2) ensuring the heat pump is right sized for the heating load of the home, (3) ensuring technical controls are in place to allow for the heat pump to act as the primary heat source, (4) providing for behavioral training for renters and homeowners, and (5) providing for workforce training to ensure proper design, installation and homeowner education.</p>	07/01/2020	
9	Heat Pump Water Heaters	<p>The Companies are directed to identify ways to collect information on the reliability of heat pump water heaters. This should include information on contractor callbacks, customer satisfaction, and the cost of repairs. The Companies may direct relevant parts to evaluation studies that may be underway or planned.</p>	07/01/2020	
10	DOE Home Energy Score	<ol style="list-style-type: none"> 1) The Companies are directed to establish a working group on the DOE Home Energy Score. 2) The Companies shall submit a Report to DEEP that identifies barriers to increased participation and opting-in to a Home Energy Score in the HES program and recommend solutions that will help increase participation. This Report should also include recommended metrics for success indicators. 	<p>Working group by April 1, 2020. Proposals and reports by July 1, 2020</p>	

Item No.	Topic or Program	Condition of Approval	Due Date	Status
10 (cont.)	DOE Home Energy Score (continued)	<p>3) As a component of the Report, the Companies shall submit recommendations on how to streamline rescoring homes after completing add-on measures by 7/1/2020.</p> <p>4) The Report shall also include a plan for updating the Android tool such that when a contractor submits data to the Home Energy Scoring tool, the Android must use the “initial” assessment type until the Home Energy Score is successfully generated (i.e., the Android must validate that the score is successfully generated). Once successful, any subsequent Home Energy Scores for a given address must use the “corrected” assessment type.</p> <p>5) Metrics related to re-scoring shall be incorporated into the required Report.</p>		
11	DOE Home Energy Score	Propose a secondary metric to PMI on market transformation that motivates the companies to increase the number of score opt-ins.	Part of 2021 Plan update process	
12	Data Access	All devices offered through the Plan should provide the necessary device data to the Companies and/or the Evaluation Administrator for the purpose of conducting evaluation studies. To the extent that an evaluation study is limited due to a lack data from the device manufacturer, the Companies must share that information with DEEP and request permission if they wish to continue to use that device in the plan.	07/01/2020	
13	Website - Incentives	The Companies are directed to make incentives easier to access on the website. Specifically, the dollar amount of incentives should be available to the customer on the website, prior to participating in a Home Energy Solutions audit. To the extent that incentives are contingent upon, or increased by participating HES, the website should note that clearly.	07/01/2020	
14	Wi-Fi Thermostat	The Companies shall develop a plan to only allow incentives to particular smart thermostats that have demonstrated energy savings through an impact evaluation via Energize CT or a program similarly designed.	07/01/2020	

Item No.	Topic or Program	Condition of Approval	Due Date	Status
15	Elimination of the Residential Behavior Program	Eversource shall reallocate the funds from the Residential Behavior program to the conversion of electric resistance heated homes to electric heat pumps pursuant to Order 22 below.	Part of March 1, 2020 filing	Completed, included in 2020 Plan Updated filed 3/1/2020
16	Equitable Modern Grid Decisions	Propose updates to DEEP for review and approval, as needed, to align the Plan programs with the Distribution System Planning and Grid Modernization actions described in PURA dockets on those topics.	Ongoing	Ongoing
17	Heat Pump Pilot	The Companies shall propose increased pilot incentives to motivate customer participation. The benefit-cost testing requirement is waived for the pilot. The Companies shall begin quarterly reporting on heat pump pilot results.	For March 30, 2020 and then ongoing quarterly	
18	Quarterly Reports	The Companies, consultants, and DEEP will develop a set of quarterly data reports required for program oversight. The Companies are directed to submit a list to DEEP for review and approval for March 2020 results.	For March 30, 2020 data and then ongoing quarterly	
19	New Construction	For the 2019 Residential New Construction, Additions and Major Renovations program: 1) Provide a presentation that lists: a) the number of incentives for gas appliances/measures, b) annual savings for those measures, c) lifetime savings for those measures, and d) the effective useful lives used to calculate lifetime savings for individual measures; and 2) Provide a status report of the All Electric Package and the Building Certification and Additional Incentives outlined in the 2019-2021 Plan.	04/01/2020	
20	New Construction	Provide an analysis of programs in other states that limit incentives to all electric homes for new construction, and recommendations, barriers, or challenges to adopting such an approach in Connecticut.	04/01/2020	
21	New Construction	Provide a memo that reports on the status and discusses the incentives and other resources that could be used to increase support for the Zero Energy Ready Home program. Include information about programs in surrounding states, such as Rhode Island.	04/01/2020	

Item No.	Topic or Program	Condition of Approval	Due Date	Status
22	Electric Resistance Heat Program	<p>The Companies shall develop and submit to DEEP for review and approval a plan to reach out to all electric heat customers with options to convert to heat pumps, including a plan to significantly increase participation by landlords whose tenants are responsible for utility bills.</p> <p>This proposal shall include building envelope improvements to minimize thermal load impact. The proposal should identify the optimum incentive level, including combined incentive packages and should provide a means of incentivizing efficient use during the heating season as well as the cooling season, including peak demand reduction, per the requirement below.</p> <p>This program should identify and track the customers, provide information on replacement programs and track the status and conversion rates. The Companies shall review and consider the applicability of Seattle City Light's Energy Efficiency as a Service pilot program.</p>	07/01/2020	
23	Outreach on Efficiency Incentives to Crumbling Foundations Customers	The Companies are ordered to coordinate with the Department of Housing to perform outreach for building envelope and heat pump programs to homeowners with a signed participation agreement from a captive insurance company established by the State of Connecticut to provide financial assistance for crumbling foundations.	Immediate	In progress, reached out to DOH, requested extension until 04/01/2020
24	Cost-Effectiveness Testing	Going forward, all fuel savings shall be counted in program cost-effectiveness testing.	Ongoing	

This page intentionally blank.

APPENDIX D: BUDGET & SAVINGS TABLES

BUDGET SUMMARY OF THE 2019-2021 PLAN PROGRAM YEARS

2019 Combined Budgets (Electric and Natural Gas)

Statewide EE BUDGET	2019 Eversource CT Electric Actual Results 12/31/2019	2019 UI Actual Results 12/31/2019	2019 Eversource CT Gas Actual Results 12/31/2019	2019 CNG Actual Results 12/31/2019	2019 SCG Actual Results 12/31/2019	2019 Statewide Combined Total 12/31/2019
RESIDENTIAL						
Residential Retail Products	\$ 9,516,880	\$ 2,059,682	\$ -	\$ -	\$ -	\$ 11,576,561
Residential New Construction	\$ 2,032,944	\$ 794,687	\$ 887,551	\$ 345,274	\$ 498,505	\$ 4,558,961
Home Energy Solutions - Core Services	\$ 13,824,217	\$ 2,815,125	\$ 2,572,719	\$ 1,652,699	\$ 1,857,838	\$ 22,722,598
Home Energy Solutions - HVAC, Water Heaters	\$ 5,285,076	\$ 1,651,080	\$ 3,441,578	\$ 2,571,973	\$ 3,493,108	\$ 16,442,815
HES-Income Eligible	\$ 15,993,834	\$ 4,180,741	\$ 3,404,495	\$ 4,515,924	\$ 3,049,996	\$ 31,144,990
Residential Behavior	\$ 1,001,199	\$ 31,917	\$ 414,553	\$ 29,744	\$ 29,770	\$ 1,507,183
Subtotal: Residential EE Portfolio	\$ 47,654,149	\$ 11,533,233	\$ 10,720,896	\$ 9,115,614	\$ 8,929,218	\$ 87,953,109
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 9,466,049	\$ 4,622,491	\$ 3,177,795	\$ 1,418,405	\$ 1,225,977	\$ 19,910,717
Total - Lost Opportunity	\$ 9,466,049	\$ 4,622,491	\$ 3,177,795	\$ 1,418,405	\$ 1,225,977	\$ 19,910,717
C&I LARGE RETROFIT						
Energy Opportunities	\$ 38,558,761	\$ 6,213,003	\$ 3,236,775	\$ 1,244,788	\$ 733,604	\$ 49,986,931
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 1,555,926	\$ 720,410	\$ 972,152	\$ 403,019	\$ 197,331	\$ 3,848,838
Total - C&I Large Retrofit	\$ 40,114,687	\$ 6,933,413	\$ 4,208,927	\$ 1,647,807	\$ 930,935	\$ 53,835,769
Small Business	\$ 8,951,760	\$ 2,298,231	\$ 220,886	\$ 252,653	\$ 216,506	\$ 11,940,036
Subtotal: C&I EE Portfolio	\$ 58,532,496	\$ 13,854,135	\$ 7,607,608	\$ 3,318,865	\$ 2,373,418	\$ 85,686,522
OTHER - EDUCATION & ENGAGEMENT						
Educate the Public	\$ 656,954	\$ 290,489	\$ 63,267	\$ 70,099	\$ 70,658	\$ 1,151,467
Customer Engagement	\$ 1,376,151	\$ -	\$ 201,756	\$ -	\$ -	\$ 1,577,907
Educate the Students	\$ 316,990	\$ 109,155	\$ 27,256	\$ 30,305	\$ 30,515	\$ 514,221
Educate the Workforce	\$ 53,937	\$ 58,431	\$ 5,699	\$ 16,112	\$ 16,111	\$ 150,290
Subtotal: Education & Engagement	\$ 2,404,033	\$ 458,075	\$ 297,978	\$ 116,516	\$ 117,284	\$ 3,393,886
OTHER - PROGRAMS/REQUIREMENTS						
Residential Loan Program (Includes ECLF and OBR)	\$ 1,500,000	\$ 72,133	\$ 80,075	\$ 65,874	\$ 81,757	\$ 1,799,839
C&I Financing Support	\$ 17,569,775	\$ -	\$ 10,944	\$ -	\$ -	\$ 17,580,719
Research, Development & Demonstration	\$ 89,136	\$ 49,113	\$ 15,367	\$ 36,634	\$ 37,918	\$ 228,168
Subtotal: Programs/Requirements	\$ 19,158,911	\$ 121,246	\$ 106,386	\$ 102,508	\$ 119,675	\$ 19,608,726
OTHER - LOAD MANAGEMENT						
ISO Load Response Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 760,192	\$ 853,276	\$ -	\$ -	\$ -	\$ 1,613,468
C&I Demand Response	\$ 719,003	\$ 79,988	\$ -	\$ -	\$ -	\$ 798,991
Subtotal: Load Management	\$ 1,479,196	\$ 933,264	\$ -	\$ -	\$ -	\$ 2,412,460
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 859,689	\$ 254,748	\$ 92,906	\$ 119,626	\$ 119,729	\$ 1,446,699
Marketing Plan	\$ 128,805	\$ 43,467	\$ 14,890	\$ 18,173	\$ 18,173	\$ 223,509
Planning	\$ 529,884	\$ 125,387	\$ 137,312	\$ 114,452	\$ 106,494	\$ 1,013,530
Evaluation Measurement and Verification	\$ 1,083,724	\$ 255,806	\$ 218,102	\$ 217,523	\$ 217,524	\$ 1,992,679
Evaluation Administrator	\$ 213,391	\$ 44,800	\$ 21,008	\$ 18,667	\$ 18,667	\$ 316,533
Information Technology	\$ 1,070,604	\$ 230,809	\$ 143,627	\$ 148,063	\$ 127,849	\$ 1,720,953
Energy Efficiency Board Consultants	\$ 318,423	\$ 74,087	\$ 34,965	\$ 30,847	\$ 30,847	\$ 489,169
Audits - Financial and Operational	\$ 60,000	\$ 24,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 114,000
Performance Management Incentive (PMI)	\$ 8,140,935	\$ 1,903,548	\$ 992,896	\$ 854,443	\$ 900,581	\$ 12,792,402
Subtotal: Admin/Planning Expenditures	\$ 12,405,456	\$ 2,956,652	\$ 1,665,706	\$ 1,531,794	\$ 1,549,865	\$ 20,109,472
TOTAL	\$ 141,634,239	\$ 29,856,605	\$ 20,398,574	\$ 14,185,297	\$ 13,089,459	\$ 219,164,175

2020 Combined Budgets (Electric and Natural Gas)

Statewide EE BUDGET	2020 Eversource CT Electric Proposed Budget 3/1/2020	2020 UI Proposed Budget 3/1/2020	2020 Eversource CT Gas Proposed Budget 3/1/2020	2020 CNG Proposed Budget 3/1/2020	2020 SCG Proposed Budget 3/1/2020	2020 Statewide Combined Total 3/1/2020
RESIDENTIAL						
Residential Retail Products	\$ 8,247,436	\$ 2,351,113	\$ -	\$ -	\$ -	\$ 10,598,549
Residential New Construction	\$ 3,222,316	\$ 736,814	\$ 940,876	\$ 793,979	\$ 1,167,010	\$ 6,860,996
Home Energy Solutions - Core Services	\$ 21,593,547	\$ 4,037,529	\$ 2,050,120	\$ 3,051,266	\$ 2,088,475	\$ 32,820,936
Home Energy Solutions - HVAC, Water Heaters	\$ 8,621,186	\$ 2,222,614	\$ 3,301,448	\$ 2,504,228	\$ 3,815,794	\$ 20,465,270
HES-Income Eligible	\$ 16,596,334	\$ 5,265,854	\$ 4,028,418	\$ 4,641,638	\$ 3,671,944	\$ 34,204,188
Residential Behavior	\$ -	\$ 225,125	\$ -	\$ 173,872	\$ 193,016	\$ 592,013
Subtotal: Residential EE Portfolio	\$ 58,280,818	\$ 14,839,049	\$ 10,320,862	\$ 11,164,983	\$ 10,936,239	\$ 105,541,951
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 13,844,282	\$ 5,256,401	\$ 4,519,999	\$ 2,353,178	\$ 2,097,544	\$ 28,071,404
Total - Lost Opportunity	\$ 13,844,282	\$ 5,256,401	\$ 4,519,999	\$ 2,353,178	\$ 2,097,544	\$ 28,071,404
C&I LARGE RETROFIT						
Energy Opportunities	\$ 43,709,644	\$ 9,497,571	\$ 4,213,854	\$ 1,344,284	\$ 1,377,081	\$ 60,142,434
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,840,548	\$ 1,454,595	\$ 691,845	\$ 779,491	\$ 616,162	\$ 7,382,641
Total - C&I Large Retrofit	\$ 47,550,192	\$ 10,952,167	\$ 4,905,698	\$ 2,123,775	\$ 1,993,243	\$ 67,525,075
Small Business	\$ 18,397,970	\$ 4,800,005	\$ 822,100	\$ 364,215	\$ 302,114	\$ 24,686,404
Subtotal: C&I EE Portfolio	\$ 79,792,444	\$ 21,008,573	\$ 10,247,798	\$ 4,841,168	\$ 4,392,901	\$ 120,282,883
OTHER - EDUCATION & ENGAGEMENT						
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	\$ 67,473	\$ 851,628
Subtotal: Education & Engagement	\$ 3,660,408	\$ 961,617	\$ 419,476	\$ 307,444	\$ 307,443	\$ 5,656,388
OTHER - PROGRAMS/REQUIREMENTS						
Residential Loan Program (Includes ECLF and OBR)	\$ 2,913,553	\$ 149,381	\$ 80,075	\$ 86,292	\$ 86,292	\$ 3,315,593
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
Subtotal: Programs/Requirements	\$ 5,606,503	\$ 385,630	\$ 208,331	\$ 156,292	\$ 211,292	\$ 6,568,048
OTHER - LOAD MANAGEMENT						
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
Subtotal: Load Management	\$ 8,563,399	\$ 1,660,446	\$ -	\$ -	\$ -	\$ 10,223,845
OTHER - ADMINISTRATIVE & PLANNING						
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)	\$ 7,272,478	\$ 1,813,856	\$ 979,740	\$ 769,809	\$ 741,818	\$ 11,577,701
Subtotal: Admin/Planning Expenditures	\$ 13,647,531	\$ 3,442,457	\$ 1,628,595	\$ 1,480,113	\$ 1,452,125	\$ 21,650,821
TOTAL	\$ 169,551,103	\$ 42,297,773	\$ 22,825,061	\$ 17,950,000	\$ 17,300,000	\$ 269,923,937

BUDGET SUMMARY OF THE 2019-2021 PLAN PROGRAM YEARS

2021 Combined Budgets (Electric and Natural Gas)

Statewide EE BUDGET	2021 Eversource CT Electric Proposed Budget 3/1/2020	2021 UI Proposed Budget 3/1/2020	2021 Eversource CT Gas Proposed Budget 3/1/2020	2021 CNG Proposed Budget 3/1/2020	2021 SCG Proposed Budget 3/1/2020	2021 Statewide Combined Total 3/1/2020
RESIDENTIAL						
Residential Retail Products	\$ 6,796,603	\$ 1,729,990	\$ -	\$ -	\$ -	\$ 8,526,593
Residential New Construction	\$ 2,778,101	\$ 585,093	\$ 965,864	\$ 732,811	\$ 961,869	\$ 6,023,738
Home Energy Solutions - Core Services	\$ 19,316,031	\$ 3,112,233	\$ 2,121,264	\$ 2,818,592	\$ 1,716,102	\$ 29,084,222
Home Energy Solutions - HVAC, Water Heaters	\$ 7,292,516	\$ 1,828,977	\$ 3,369,117	\$ 2,301,294	\$ 3,137,168	\$ 17,929,072
HES-Income Eligible	\$ 15,980,578	\$ 4,160,285	\$ 4,126,723	\$ 4,253,623	\$ 3,065,254	\$ 31,586,463
Residential Behavior	\$ -	\$ 359,471	\$ -	\$ 161,103	\$ 159,403	\$ 679,977
Subtotal: Residential EE Portfolio	\$ 52,163,829	\$ 11,776,050	\$ 10,582,968	\$ 10,267,423	\$ 9,039,795	\$ 93,830,065
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 12,364,962	\$ 4,023,870	\$ 4,575,774	\$ 2,182,041	\$ 1,738,415	\$ 24,885,063
Total - Lost Opportunity	\$ 12,364,962	\$ 4,023,870	\$ 4,575,774	\$ 2,182,041	\$ 1,738,415	\$ 24,885,063
C&I LARGE RETROFIT						
Energy Opportunities	\$ 38,002,063	\$ 7,308,919	\$ 4,265,710	\$ 1,242,458	\$ 1,142,186	\$ 51,961,335
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,547,310	\$ 1,109,652	\$ 710,087	\$ 719,095	\$ 510,241	\$ 6,596,384
Total - C&I Large Retrofit	\$ 41,549,372	\$ 8,418,570	\$ 4,975,796	\$ 1,961,553	\$ 1,652,426	\$ 58,557,719
Small Business	\$ 16,279,390	\$ 3,653,165	\$ 929,583	\$ 336,058	\$ 250,699	\$ 21,448,894
Subtotal: C&I EE Portfolio	\$ 70,193,725	\$ 16,095,605	\$ 10,481,153	\$ 4,479,653	\$ 3,641,540	\$ 104,891,676
OTHER - EDUCATION & ENGAGEMENT						
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	\$ 1,103,609
Subtotal: Education & Engagement	\$ 3,827,233	\$ 846,852	\$ 437,581	\$ 288,726	\$ 288,726	\$ 5,689,118
OTHER - PROGRAMS/REQUIREMENTS						
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
Subtotal: Programs/Requirements	\$ 3,563,638	\$ 387,049	\$ 228,428	\$ 156,292	\$ 211,292	\$ 4,546,699
OTHER - LOAD MANAGEMENT						
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
Subtotal: Load Management	\$ 9,900,000	\$ 2,952,331	\$ -	\$ -	\$ -	\$ 12,852,331
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 902,597	\$ 273,127	\$ 150,933	\$ 159,218	\$ 159,219	\$ 1,645,094
Marketing Plan	\$ 430,380	\$ 121,400	\$ 40,100	\$ 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)	\$ 6,544,965	\$ 1,508,894	\$ 1,005,347	\$ 712,551	\$ 622,068	\$ 10,393,824
Subtotal: Admin/Planning Expenditures	\$ 13,008,209	\$ 3,157,977	\$ 1,689,598	\$ 1,428,256	\$ 1,337,774	\$ 20,621,814
TOTAL	\$ 152,656,634	\$ 35,215,864	\$ 23,419,728	\$ 16,620,349	\$ 14,519,128	\$ 242,431,703

2022 Combined Budgets (Electric and Natural Gas)

Statewide EE BUDGET	2022 Eversource CT Electric Proposed Budget 3/1/2020	2022 UI Proposed Budget 3/1/2020	2022 Eversource CT Gas Proposed Budget 3/1/2020	2022 CNG Proposed Budget 3/1/2020	2022 SCG Proposed Budget 3/1/2020	2022 Statewide Combined Total 3/1/2020
RESIDENTIAL						
Residential Retail Products	\$ 4,880,060	\$ 1,661,950	\$ -	\$ -	\$ -	\$ 6,542,010
Residential New Construction	\$ 2,812,650	\$ 556,852	\$ 973,061	\$ 739,386	\$ 968,478	\$ 6,050,427
Home Energy Solutions - Core Services	\$ 19,547,487	\$ 2,968,590	\$ 2,140,527	\$ 3,175,522	\$ 1,728,119	\$ 29,560,244
Home Energy Solutions - HVAC, Water Heaters	\$ 7,391,969	\$ 1,779,882	\$ 3,385,934	\$ 1,990,616	\$ 3,158,750	\$ 17,707,152
HES-Income Eligible	\$ 16,072,288	\$ 3,994,584	\$ 4,149,666	\$ 4,292,097	\$ 3,086,550	\$ 31,595,186
Residential Behavior	\$ -	\$ 359,471	\$ -	\$ 162,554	\$ 158,932	\$ 680,958
Subtotal: Residential EE Portfolio	\$ 50,704,454	\$ 11,321,330	\$ 10,649,188	\$ 10,360,175	\$ 9,100,829	\$ 92,135,977
COMMERCIAL & INDUSTRIAL						
C&I LOST OPPORTUNITY						
Energy Conscious Blueprint	\$ 12,753,314	\$ 3,819,811	\$ 4,609,686	\$ 2,201,618	\$ 1,750,360	\$ 25,134,790
Total - Lost Opportunity	\$ 12,753,314	\$ 3,819,811	\$ 4,609,686	\$ 2,201,618	\$ 1,750,360	\$ 25,134,790
C&I LARGE RETROFIT						
Energy Opportunities	\$ 38,069,155	\$ 6,923,088	\$ 4,297,326	\$ 1,253,605	\$ 1,150,038	\$ 51,693,212
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,502,013	\$ 1,045,610	\$ 715,350	\$ 725,547	\$ 513,755	\$ 6,502,274
Total - C&I Large Retrofit	\$ 41,571,167	\$ 7,968,697	\$ 5,012,676	\$ 1,979,152	\$ 1,663,793	\$ 58,195,486
Small Business	\$ 17,058,743	\$ 3,463,637	\$ 936,472	\$ 339,073	\$ 252,426	\$ 22,050,350
Subtotal: C&I EE Portfolio	\$ 71,383,225	\$ 15,252,145	\$ 10,558,834	\$ 4,519,844	\$ 3,666,579	\$ 105,380,626
OTHER - EDUCATION & ENGAGEMENT						
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	\$ 1,103,609
Subtotal: Education & Engagement	\$ 3,827,233	\$ 846,852	\$ 437,581	\$ 288,726	\$ 288,726	\$ 5,689,118
OTHER - PROGRAMS/REQUIREMENTS						
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
Subtotal: Programs/Requirements	\$ 3,563,638	\$ 387,049	\$ 228,428	\$ 156,292	\$ 211,292	\$ 4,546,699
OTHER - LOAD MANAGEMENT						
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
Subtotal: Load Management	\$ 5,801,227	\$ 3,146,032	\$ -	\$ -	\$ -	\$ 8,947,259
OTHER - ADMINISTRATIVE & PLANNING						
Administration	\$ 902,597	\$ 280,639	\$ 150,933	\$ 159,218	\$ 159,219	\$ 1,652,606
Marketing Plan	\$ 430,380	\$ 121,400	\$ 40,100	\$ 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)	\$ 6,348,376	\$ 1,459,530	\$ 1,011,823	\$ 718,533	\$ 625,941	\$ 10,164,204
Subtotal: Admin/Planning Expenditures	\$ 12,811,620	\$ 3,116,125	\$ 1,696,074	\$ 1,434,238	\$ 1,341,648	\$ 20,399,705
TOTAL	\$ 148,091,397	\$ 34,069,535	\$ 23,570,105	\$ 16,759,275	\$ 14,609,073	\$ 237,099,384

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	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 (MMWh)	Lifetime Savings (MMWh)	Peak kW Impact (Y/E)				
Residential																			
Retail Products	10,599	10,599	20,586				26,450	23,179	30,667	2.50	2.19	1.49	35,420	160,961	4,720				
New Construction	3,516	3,959	8,724	2,902	7,548		27,008	40,133	51,185	4.21	5.85	3.15	4,884	82,480	1,703				
Home Energy Solutions	12,918	25,631	31,685	7,190	8,516		41,239	95,687	130,621	2.05	2.92	3.25	15,335	153,590	3,935				
HVAC	10,844	10,844	24,687	9,621	26,452		40,165	50,515	67,283	1.96	2.47	1.32	7,440	116,139	2,507				
HES - Income Eligible	15,665	21,862	22,171	12,342	12,427		32,567	47,692	71,091	1.16	1.39	2.05	16,546	140,643	1,773				
Behavior	225	225	225	367	367		1,113	1,113	1,645	1.88	1.88	2.78	1,085	2,723	0				
Subtotal: Residential EE Portfolio	53,765	73,120	108,078	32,422	55,309		168,542	258,320	352,492	1.96	2.45	2.16	80,711	656,536	14,638				
Commercial & Industrial																			
Energy Conscious Blueprint	19,101	19,101	26,083	8,971	11,701		110,530	110,324	144,684	3.94	3.93	3.83	39,263	615,346	6,573				
Energy Opportunities	53,207	53,207	119,286	6,935	18,961		254,724	252,604	326,234	4.24	4.20	2.36	129,744	1,505,270	16,434				
BES	5,295	5,295	10,277	2,087	4,339		25,298	25,345	39,992	3.43	3.43	2.74	14,547	94,136	2,298				
Small Business	23,198	23,198	42,865	1,488	2,902		103,465	101,795	131,449	4.19	4.12	2.87	51,608	647,002	6,678				
Subtotal: C&I EE Portfolio	100,801	100,801	198,511	19,482	37,902		494,018	490,069	642,359	4.11	4.07	2.72	235,162	2,861,755	31,983				
Residential DR	5,363	5,363	5,363											9,003					
C&I DR	4,861	4,861	4,861											30,794					
Subtotal: DR	10,224	10,224	10,224												39,797				
Subtotal: Other	27,704	27,704	27,704	6,171	6,171														
TOTAL	192,494	211,849	344,517	58,075	99,382		662,560	748,389	994,851	2.64	2.77	2.24	315,873	3,518,291	86,418				

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 MMBTU	Life Time MMBTU	Annual Tons CO2	Lifetime Tons CO2
Residential											
Retail Products				-261,124	-877,431	-8,749	-41,855	83,838	423,685	12,597	63,000
New Construction	399,566	9,248,623	3,753	0	0	227,551	4,668,998	78,562	1,659,526	6,875	140,284
Home Energy Solutions	567,775	11,858,139	4,840	780,528	16,347,162	80,596	1,711,778	226,360	4,167,777	22,030	387,556
HVAC	810,214	16,161,989	7,245	152,710	2,184,273	97,506	1,301,034	138,842	2,481,094	11,964	205,637
HES - Income Eligible	940,340	20,060,402	9,230	273,873	5,697,618	6,937	154,581	191,834	3,348,409	19,242	288,309
Behavior	200,160	600,480	0	0	0	0	0	24,298	71,081	2,011	5,048
Subtotal: Residential EE Portfolio	2,918,054	57,929,634	25,069	945,987	23,351,621	403,841	7,794,537	743,735	12,151,572	74,720	1,089,833
Commercial & Industrial											
Energy Conscious Blueprint	1,069,515	16,600,174	7,270	0	0	0	0	244,018	3,807,719	26,584	413,219
Energy Opportunities	1,125,500	12,940,596	7,954	0	0	0	0	558,501	6,467,570	69,933	809,841
BES	1,295,885	7,738,123	4,108	0	0	0	0	182,981	1,117,445	15,287	98,645
Small Business	196,154	2,458,277	1,663	508	6,091	0	0	196,342	2,461,373	25,445	318,760
Subtotal: C&I EE Portfolio	3,687,053	39,737,169	20,996	508	6,091	0	0	1,181,843	13,854,107	137,250	1,640,466
Residential DR											
C&I DR											
Subtotal: DR											
Subtotal: Other											
TOTAL	6,605,107	97,666,803	46,065	946,494	23,357,713	403,841	7,794,537	1,925,577	26,005,679	211,970	2,730,299

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)
Statewide														
Residential														
Retail Products	8,527	8,527	18,150			20,536	18,275	24,499	2.41	2.14	1.35	23,445	104,536	2,795
New Construction	2,963	3,363	7,778	2,661	6,763	23,583	34,885	44,693	4.19	5.79	3.07	4,102	68,805	1,447
Home Energy Solutions	10,318	22,428	27,914	6,656	7,818	34,769	83,034	113,554	2.05	2.85	3.18	11,912	124,809	3,219
HVAC	9,121	9,121	21,493	8,808	23,866	33,745	42,445	57,261	1.88	2.37	1.26	6,161	96,153	1,944
HES- Income Eligible	14,553	20,141	20,424	11,446	11,530	29,130	41,909	62,777	1.12	1.33	1.96	12,984	107,100	1,477
Behavior	359	359	359	321	321	1,008	1,008	1,513	1.48	1.48	2.22	812	2,038	0
Subtotal: Residential EE Portfolio	45,842	63,940	96,117	29,890	50,298	142,771	221,557	304,296	1.89	2.36	2.08	59,416	503,441	10,883
Commercial & Industrial														
Energy Conscious Blueprint	16,389	16,389	22,139	8,496	11,013	96,026	95,422	126,078	3.86	3.83	3.80	32,461	506,492	5,536
Energy Opportunities	45,311	45,311	109,184	6,650	18,111	213,511	210,879	274,468	4.11	4.06	2.16	108,493	1,259,219	13,813
BES	4,657	4,657	8,994	1,939	3,968	22,587	22,561	36,384	3.42	3.42	2.81	12,243	80,256	1,959
Small Business	19,933	19,933	37,781	1,516	2,811	86,829	85,200	110,902	4.05	3.97	2.73	43,487	545,780	5,627
Subtotal: C&I EE Portfolio	86,289	86,289	178,098	18,602	35,904	418,952	414,062	547,832	3.99	3.95	2.56	196,684	2,391,747	26,935
Residential DR	7,324	7,324	7,324											11,319
C&I DR	5,481	5,481	5,481											38,305
Subtotal: DR	12,806	12,806	12,806											49,624
Subtotal: Other	24,838	24,838	24,838	6,067	6,067									
TOTAL	169,774	187,872	311,858	54,559	92,268	561,723	635,619	852,128	2.50	2.62	2.11	256,101	2,895,188	87,442

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 MMBTU	Life Time MMBTU	Annual Tons CO2	Lifetime Tons CO2
Residential											
Retail Products				-199,286	-597,149	-6,828	-31,787	51,732	270,956	10,120	50,778
New Construction	369,357	8,473,751	3,460	0	0	195,550	4,008,094	69,862	1,472,770	6,284	129,565
Home Energy Solutions	494,206	10,281,398	4,776	685,585	14,339,964	71,842	1,525,349	193,142	3,611,922	19,522	347,826
HVAC	737,511	14,708,206	6,595	128,058	1,833,121	80,783	1,078,474	122,051	2,194,280	10,905	190,068
HES - Income Eligible	851,281	18,057,660	7,681	229,533	4,634,570	6,679	148,845	164,341	2,879,923	18,025	266,982
Behavior	200,160	600,480	0	0	0	0	0	23,367	68,743	1,481	3,718
Subtotal: Residential EE Portfolio	2,652,515	52,121,494	22,511	843,890	20,210,506	348,027	6,728,975	624,496	10,498,594	66,337	988,937
Commercial & Industrial											
Energy Conscious Blueprint	1,051,621	16,315,601	6,588	0	0	0	0	218,968	3,407,026	23,732	367,166
Energy Opportunities	1,112,612	12,794,742	7,371	0	0	0	0	484,667	5,613,034	59,693	691,263
BES	1,118,963	7,310,460	3,557	0	0	0	0	156,914	1,026,081	14,233	92,255
Small Business	193,895	2,429,960	1,680	449	5,390	0	0	168,393	2,112,993	21,782	273,115
Subtotal: C&I EE Portfolio	3,477,091	38,850,763	19,196	449	5,390	0	0	1,028,942	12,159,133	119,440	1,423,799
Residential DR											
C&I DR											
Subtotal: DR											
Subtotal: Other											
TOTAL	6,129,606	90,972,257	41,708	844,340	20,215,896	348,027	6,728,975	1,653,438	22,657,727	185,777	2,412,736

STATEWIDE ELECTRIC TABLES

Combined Electric Table A1 (2019)

Eversource CT Electric/UI EE BUDGET	2019 Eversource CT Electric Actual Results 12/31/19	2019 UI Actual Results 12/31/19	2019 Eversource CT Electric/UI Combined Total 12/31/19
RESIDENTIAL			
Residential Retail Products	\$ 9,516,880	\$ 2,059,682	\$ 11,576,561
Residential New Construction	\$ 2,032,944	\$ 794,687	\$ 2,827,631
Home Energy Solutions - Core Services	\$ 13,824,217	\$ 2,815,125	\$ 16,639,342
Home Energy Solutions - HVAC, Water Heaters	\$ 5,285,076	\$ 1,651,080	\$ 6,936,156
HES-Income Eligible	\$ 15,993,834	\$ 4,180,741	\$ 20,174,575
Residential Behavior	\$ 1,001,199	\$ 31,917	\$ 1,033,116
Subtotal: Residential EE Portfolio	\$ 47,654,149	\$ 11,533,233	\$ 59,187,382
COMMERCIAL & INDUSTRIAL			
C&I LOST OPPORTUNITY			
Energy Conscious Blueprint	\$ 9,466,049	\$ 4,622,491	\$ 14,088,540
Total - Lost Opportunity	\$ 9,466,049	\$ 4,622,491	\$ 14,088,540
C&I LARGE RETROFIT			
Energy Opportunities	\$ 38,558,761	\$ 6,213,003	\$ 44,771,764
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 1,555,926	\$ 720,410	\$ 2,276,336
Total - C&I Large Retrofit	\$ 40,114,687	\$ 6,933,413	\$ 47,048,100
Small Business	\$ 8,951,760	\$ 2,298,231	\$ 11,249,991
Subtotal: C&I EE Portfolio	\$ 58,532,496	\$ 13,854,135	\$ 72,386,631
OTHER - EDUCATION & ENGAGEMENT			
Educate the Public	\$ 656,954	\$ 290,489	\$ 947,443
Customer Engagement	\$ 1,376,151	\$ -	\$ 1,376,151
Educate the Students	\$ 316,990	\$ 109,155	\$ 426,145
Educate the Workforce	\$ 53,937	\$ 58,431	\$ 112,368
Subtotal: Education & Engagement	\$ 2,404,033	\$ 458,075	\$ 2,862,108
OTHER - PROGRAMS/REQUIREMENTS			
Residential Loan Program (Includes ECLF and OBR)	\$ 1,500,000	\$ 72,133	\$ 1,572,133
C&I Financing Support	\$ 17,569,775	\$ -	\$ 17,569,775
Research, Development & Demonstration	\$ 89,136	\$ 49,113	\$ 138,249
Subtotal: Programs/Requirements	\$ 19,158,911	\$ 121,246	\$ 19,280,157
OTHER - LOAD MANAGEMENT			
ISO Load Response Program	\$ -	\$ -	\$ -
Residential Demand Response	\$ 760,192	\$ 853,276	\$ 1,613,468
C&I Demand Response	\$ 719,003	\$ 79,988	\$ 798,991
Subtotal: Load Management	\$ 1,479,196	\$ 933,264	\$ 2,412,460
OTHER - ADMINISTRATIVE & PLANNING			
Administration	\$ 859,689	\$ 254,748	\$ 1,114,437
Marketing Plan	\$ 128,805	\$ 43,467	\$ 172,273
Planning	\$ 529,884	\$ 125,387	\$ 655,271
Evaluation Measurement and Verification	\$ 1,083,724	\$ 255,806	\$ 1,339,530
Evaluation Administrator	\$ 213,391	\$ 44,800	\$ 258,191
Information Technology	\$ 1,070,604	\$ 230,809	\$ 1,301,413
Energy Efficiency Board Consultants	\$ 318,423	\$ 74,087	\$ 392,510
Audits - Financial and Operational	\$ 60,000	\$ 24,000	\$ 84,000
Performance Management Incentive (PMI)	\$ 8,140,935	\$ 1,903,548	\$ 10,044,483
Subtotal: Admin/Planning Expenditures	\$ 12,405,456	\$ 2,956,652	\$ 15,362,108
TOTAL	\$ 141,634,239	\$ 29,856,605	\$ 171,490,844

Combined Electric Table A1 (2020)

Eversource CT Electric/UI EE BUDGET	2020 Eversource CT Electric Proposed Budget 03/01/20	2020 UI Proposed Budget 03/01/20	2020 Eversource CT Electric/UI Combined Total 03/01/20
RESIDENTIAL			
Residential Retail Products	\$ 8,247,436	\$ 2,351,113	\$ 10,598,549
Residential New Construction	\$ 3,222,316	\$ 736,814	\$ 3,959,130
Home Energy Solutions - Core Services	\$ 21,593,547	\$ 4,037,529	\$ 25,631,076
Home Energy Solutions - HVAC, Water Heaters	\$ 8,621,186	\$ 2,222,614	\$ 10,843,800
HES-Income Eligible	\$ 16,596,334	\$ 5,265,854	\$ 21,862,188
Residential Behavior	\$ -	\$ 225,125	\$ 225,125
Subtotal: Residential EE Portfolio	\$ 58,280,818	\$ 14,839,049	\$ 73,119,867
COMMERCIAL & INDUSTRIAL			
C&I LOST OPPORTUNITY			
Energy Conscious Blueprint	\$ 13,844,282	\$ 5,256,401	\$ 19,100,683
Total - Lost Opportunity	\$ 13,844,282	\$ 5,256,401	\$ 19,100,683
C&I LARGE RETROFIT			
Energy Opportunities	\$ 43,709,644	\$ 9,497,571	\$ 53,207,216
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,840,548	\$ 1,454,595	\$ 5,295,143
Total - C&I Large Retrofit	\$ 47,550,192	\$ 10,952,167	\$ 58,502,359
Small Business	\$ 18,397,970	\$ 4,800,005	\$ 23,197,975
Subtotal: C&I EE Portfolio	\$ 79,792,444	\$ 21,008,573	\$ 100,801,017
OTHER - EDUCATION & ENGAGEMENT			
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
Subtotal: Education & Engagement	\$ 3,660,408	\$ 961,617	\$ 4,622,025
OTHER - PROGRAMS/REQUIREMENTS			
Residential Loan Program (Includes ECLF and OBR)	\$ 2,913,553	\$ 149,381	\$ 3,062,934
C&I Financing Support	\$ 2,528,933	\$ 85,000	\$ 2,613,933
Research, Development & Demonstration	\$ 164,016	\$ 151,250	\$ 315,266
Subtotal: Programs/Requirements	\$ 5,606,503	\$ 385,630	\$ 5,992,133
OTHER - LOAD MANAGEMENT			
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
Subtotal: Load Management	\$ 8,563,399	\$ 1,660,446	\$ 10,223,845
OTHER - ADMINISTRATIVE & PLANNING			
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)	\$ 7,272,478	\$ 1,813,856	\$ 9,086,334
Subtotal: Admin/Planning Expenditures	\$ 13,647,531	\$ 3,442,457	\$ 17,089,988
TOTAL	\$ 169,551,103	\$ 42,297,773	\$ 211,848,876

Combined Electric Table A1 (2021)

Eversource CT Electric/UI EE BUDGET	2021 Eversource CT Electric Proposed Budget 03/01/20	2021 UI Proposed Budget 03/01/20	2021 Eversource CT Electric/UI Combined Total 03/01/20
RESIDENTIAL			
Residential Retail Products	\$ 6,796,603	\$ 1,729,990	\$ 8,526,593
Residential New Construction	\$ 2,778,101	\$ 585,093	\$ 3,363,194
Home Energy Solutions - Core Services	\$ 19,316,031	\$ 3,112,233	\$ 22,428,264
Home Energy Solutions - HVAC, Water Heaters	\$ 7,292,516	\$ 1,828,977	\$ 9,121,493
HES-Income Eligible	\$ 15,980,578	\$ 4,160,285	\$ 20,140,863
Residential Behavior	\$ -	\$ 359,471	\$ 359,471
Subtotal: Residential EE Portfolio	\$ 52,163,829	\$ 11,776,050	\$ 63,939,878
COMMERCIAL & INDUSTRIAL			
C&I LOST OPPORTUNITY			
Energy Conscious Blueprint	\$ 12,364,962	\$ 4,023,870	\$ 16,388,833
Total - Lost Opportunity	\$ 12,364,962	\$ 4,023,870	\$ 16,388,833
C&I LARGE RETROFIT			
Energy Opportunities	\$ 38,002,063	\$ 7,308,919	\$ 45,310,981
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,547,310	\$ 1,109,652	\$ 4,656,961
Total - C&I Large Retrofit	\$ 41,549,372	\$ 8,418,570	\$ 49,967,943
Small Business	\$ 16,279,390	\$ 3,653,165	\$ 19,932,554
Subtotal: C&I EE Portfolio	\$ 70,193,725	\$ 16,095,605	\$ 86,289,330
OTHER - EDUCATION & ENGAGEMENT			
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
Subtotal: Education & Engagement	\$ 3,827,233	\$ 846,852	\$ 4,674,085
OTHER - PROGRAMS/REQUIREMENTS			
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
Subtotal: Programs/Requirements	\$ 3,563,638	\$ 387,049	\$ 3,950,687
OTHER - LOAD MANAGEMENT			
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
Subtotal: Load Management	\$ 9,900,000	\$ 2,952,331	\$ 12,852,331
OTHER - ADMINISTRATIVE & PLANNING			
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)	\$ 6,544,965	\$ 1,508,894	\$ 8,053,859
Subtotal: Admin/Planning Expenditures	\$ 13,008,209	\$ 3,157,977	\$ 16,166,186
TOTAL	\$ 152,656,634	\$ 35,215,864	\$ 187,872,497

Combined Electric Table A1 (2022)

Eversource CT Electric/UI EE BUDGET	2022 Eversource CT Electric Proposed Budget 03/01/20	2022 UI Proposed Budget 03/01/20	2022 Eversource CT Electric/UI Combined Total 03/01/20
RESIDENTIAL			
Residential Retail Products	\$ 4,880,060	\$ 1,661,950	\$ 6,542,010
Residential New Construction	\$ 2,812,650	\$ 556,852	\$ 3,369,502
Home Energy Solutions - Core Services	\$ 19,547,487	\$ 2,968,590	\$ 22,516,076
Home Energy Solutions - HVAC, Water Heaters	\$ 7,391,969	\$ 1,779,882	\$ 9,171,851
HES-Income Eligible	\$ 16,072,288	\$ 3,994,584	\$ 20,066,872
Residential Behavior	\$ -	\$ 359,471	\$ 359,471
Subtotal: Residential EE Portfolio	\$ 50,704,454	\$ 11,321,330	\$ 62,025,784
COMMERCIAL & INDUSTRIAL			
C&I LOST OPPORTUNITY			
Energy Conscious Blueprint	\$ 12,753,314	\$ 3,819,811	\$ 16,573,126
Total - Lost Opportunity	\$ 12,753,314	\$ 3,819,811	\$ 16,573,126
C&I LARGE RETROFIT			
Energy Opportunities	\$ 38,069,155	\$ 6,923,088	\$ 44,992,242
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 3,502,013	\$ 1,045,610	\$ 4,547,622
Total - C&I Large Retrofit	\$ 41,571,167	\$ 7,968,697	\$ 49,539,865
Small Business	\$ 17,058,743	\$ 3,463,637	\$ 20,522,380
Subtotal: C&I EE Portfolio	\$ 71,383,225	\$ 15,252,145	\$ 86,635,370
OTHER - EDUCATION & ENGAGEMENT			
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
Subtotal: Education & Engagement	\$ 3,827,233	\$ 846,852	\$ 4,674,085
OTHER - PROGRAMS/REQUIREMENTS			
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
Subtotal: Programs/Requirements	\$ 3,563,638	\$ 387,049	\$ 3,950,687
OTHER - LOAD MANAGEMENT			
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
Subtotal: Load Management	\$ 5,801,227	\$ 3,146,032	\$ 8,947,259
OTHER - ADMINISTRATIVE & PLANNING			
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)	\$ 6,348,376	\$ 1,459,530	\$ 7,807,906
Subtotal: Admin/Planning Expenditures	\$ 12,811,620	\$ 3,116,125	\$ 15,927,745
TOTAL	\$ 148,091,397	\$ 34,069,535	\$ 182,160,931

Combined Electric Table A2 (2019-2022)

Table A2
2019 - 2022
Eversource CT Electric/UI EE Revenues

ES CT Electric/UI EE REVENUES	2019		2019		2019		2020		2020	
	Eversource CT Electric Revenues 12/31/2019	Eversource CT Electric UI Revenues 12/31/2019	Eversource CT Electric/UI Total 12/31/2019	Eversource CT Electric Revenues 03/01/2020	Eversource CT UI Revenues 03/01/2020	Eversource CT Electric Revenues 03/01/2020	Eversource CT UI Revenues 03/01/2020	Eversource CT Electric/UI Total 03/01/2020		
Collections (Mill Rate)	\$ 63,946,361	\$ 14,958,097	\$ 78,904,458	\$ -	\$ -	\$ -	\$ -	\$ -		
ISO-NE Forward Capacity Market Revenues	\$ 31,399,256	\$ 8,287,346	\$ 39,686,602	\$ 28,061,782	\$ 6,227,061	\$ 28,061,782	\$ 6,227,061	\$ 34,288,843		
Class III Renewable Energy Credits	\$ 3,873,622	\$ 769,426	\$ 4,643,048	\$ -	\$ -	\$ -	\$ -	\$ -		
RGGI*	\$ 9,902,851	\$ 2,475,712	\$ 12,378,563	\$ 10,241,112	\$ 2,560,278	\$ 10,241,112	\$ 2,560,278	\$ 12,801,390		
RGGI Diversion	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
CAM (Net of Gross Receipts Tax)	\$ 56,965,033	\$ 13,899,348	\$ 70,864,381	\$ 113,984,666	\$ 27,350,130	\$ 113,984,666	\$ 27,350,130	\$ 141,334,796		
Prior Period Over/(Under) Collections	\$ (765,545)	\$ 1,408,559	\$ 643,014	\$ 7,644,871	\$ 4,285,087	\$ 7,644,871	\$ 4,285,087	\$ 11,929,958		
Prior Period Under/(Over) Budget	\$ (202,717)	\$ (326,677)	\$ (529,394)	\$ 9,618,672	\$ 1,652,971	\$ 9,618,672	\$ 1,652,971	\$ 11,271,643		
Interest Due to Company/ Other Revenues**	\$ 15,168,604	\$ (312,870)	\$ 14,855,734	\$ -	\$ 222,245	\$ -	\$ 222,245	\$ 222,245		
Transfer to State General Fund	\$ (21,400,000)	\$ (5,350,000)	\$ (26,750,000)	\$ -	\$ -	\$ -	\$ -	\$ -		
T total: EE Revenues	\$ 158,887,465	\$ 35,808,941	\$ 194,696,406	\$ 169,551,103	\$ 42,297,773	\$ 169,551,103	\$ 42,297,773	\$ 211,848,876		

ES CT Electric/UI EE REVENUES	2021		2021		2021		2022		2022	
	Eversource CT Electric Revenues 03/01/2020	Eversource CT Electric UI Revenues 03/01/2020	Eversource CT Electric /UI Total 03/01/2020	Eversource CT Electric Revenues 03/01/2020	Eversource CT UI Revenues 03/01/2020	Eversource CT Electric Revenues 03/01/2020	Eversource CT UI Revenues 03/01/2020	Eversource CT Electric /UI Total 03/01/2020		
ISO-NE Forward Capacity Market Revenues	\$ 27,262,116	\$ 5,769,761	\$ 33,031,877	\$ 23,831,352	\$ 4,918,613	\$ 23,831,352	\$ 4,918,613	\$ 28,749,965		
RGGI*	\$ 10,445,934	\$ 2,611,484	\$ 13,057,418	\$ 10,654,853	\$ 2,663,713	\$ 10,654,853	\$ 2,663,713	\$ 13,318,566		
CAM (Net of Gross Receipts Tax)	\$ 114,948,584	\$ 26,834,619	\$ 141,783,203	\$ 113,605,192	\$ 26,487,209	\$ 113,605,192	\$ 26,487,209	\$ 140,092,401		
T total: EE Revenues	\$ 152,656,634	\$ 35,215,864	\$ 187,872,498	\$ 148,091,397	\$ 34,069,535	\$ 148,091,397	\$ 34,069,535	\$ 182,160,932		

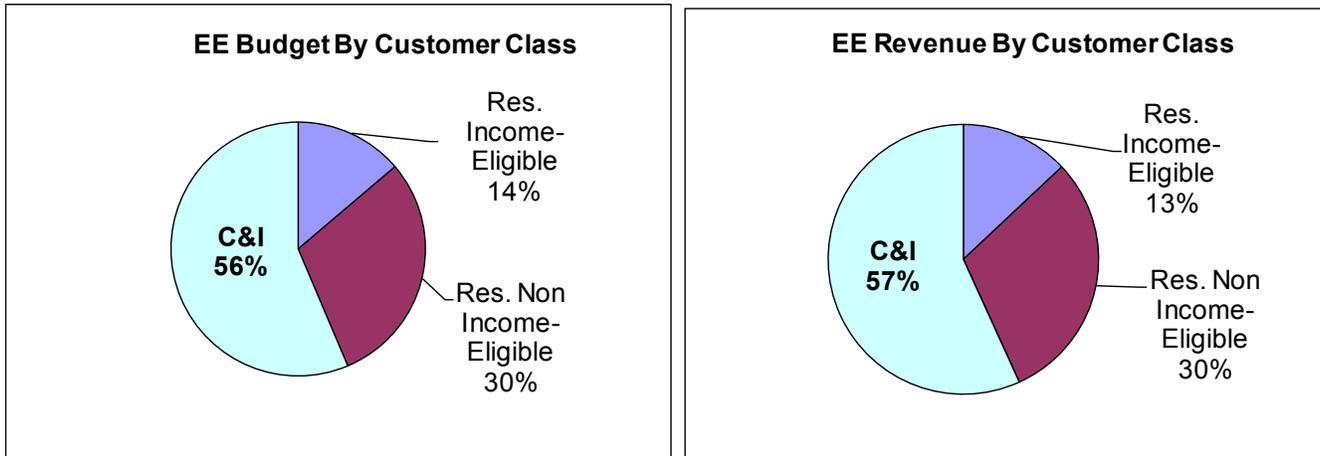
*RGGI Budget is based on calculation by the Companies and DEEP.

The EE 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 Loans \$15.2M (2019).

Combined Electric Table Pie Chart (2020)

Statewide (ES CT Electric and UI)
2020 EE Budget and Parity Analysis
Table A1 Pie Chart



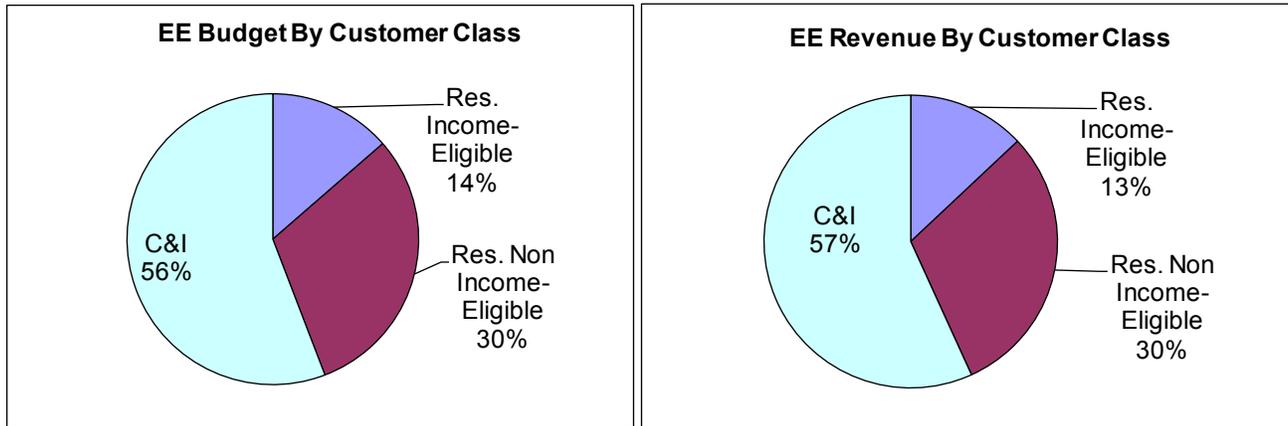
Customer Class	Budget (\$,000) *	% of Total Budget	% of Residential and C&I Budget	% of Residential and C&I Revenue	Difference
Res. Income-Eligible	\$26,829,754	13%	14%	13%	1%
Res. Non Income-Eligible	\$58,182,361	27%	30%	30%	0%
Residential Subtotal	\$85,012,115	40%	44%	43%	0%
C&I	\$109,842,507	52%	56%	57%	0%
C&I Subtotal	\$109,842,507	52%	56%	57%	0%
Residential and C&I Subtotal	\$194,854,622	92%	100%	100%	0%
Other Expenditures					
Other Expenditures	\$16,994,254	8%			
Other Expenditures Subtotal	\$16,994,254	8%			
EE TOTAL	\$211,848,876	100%			
Eversource CT Electric	\$169,551,103	80%			
UI	\$42,297,773	20%			

Totals may vary due to rounding.

*Please see attached Budget Allocation Table.

Combined Electric Table Pie Chart (2021)

**Statewide (ES CT Electric and UI)
2021 EE Budget and Parity Analysis
Table A1 Pie Chart**



Customer Class	Budget (\$,000) *	% of Total Budget	% of Residential and C&I Budget	% of Residential and C&I Revenue	Difference
Res. Income-Eligible	\$23,371,225	12%	14%	13%	1%
Res. Non Income-Eligible	\$52,596,263	28%	31%	30%	0%
Residential Subtotal	\$75,967,489	40%	44%	43%	1%
C&I	\$95,977,126	51%	56%	57%	-1%
C&I Subtotal	\$95,977,126	51%	56%	57%	-1%
Residential and C&I Subtotal	\$171,944,615	92%	100%	100%	0%
Other Expenditures					
Other Expenditures	\$15,927,882	8%			
Other Expenditures Subtotal	\$15,927,882	8%			
EE TOTAL	\$187,872,497	100%			
Eversource CT Electric	\$152,656,634	81%			
UI	\$35,215,864	19%			

Totals may vary due to rounding.

*Please see attached Budget Allocation Table.

EVERSOURCE ELECTRIC TABLES

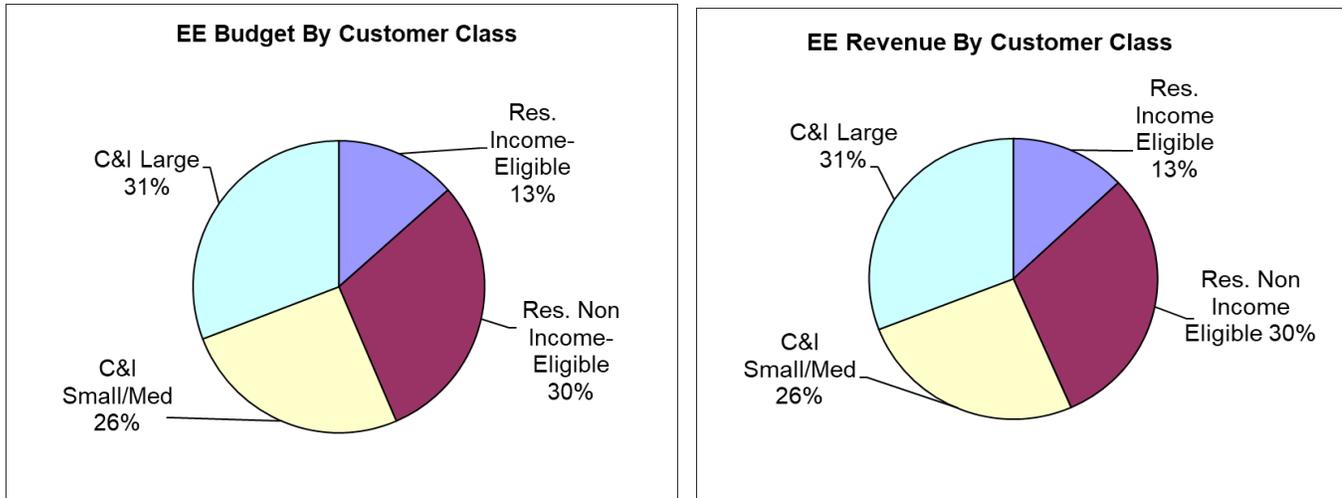
Eversource Electric Table A1 (2019-2022)

Table A
Eversource CT Electric 2019-2022 EE Budget

EVERSOURCE CT ELECTRIC EE BUDGET	2019	2020	2021	2022
	ES CT Electric	ES CT Electric	ES CT Electric	ES CT Electric
	Actual Results 12/31/19	Proposed Budget 03/01/20	Proposed Budget 03/01/20	Proposed Budget 03/01/20
RESIDENTIAL				
Residential Retail Products	\$ 9,516,880	\$ 8,247,436	\$ 6,796,603	\$ 4,880,060
Residential New Construction	\$ 2,032,944	\$ 3,222,316	\$ 2,778,101	\$ 2,812,650
Home Energy Solutions - Core Services	\$ 13,824,217	\$ 21,593,547	\$ 19,316,031	\$ 19,547,487
Home Energy Solutions - HVAC, Water Heaters	\$ 5,285,076	\$ 8,621,186	\$ 7,292,516	\$ 7,391,969
HES-Income Eligible	\$ 15,993,834	\$ 16,596,334	\$ 15,980,578	\$ 16,072,288
Residential Behavior	\$ 1,001,199	\$ -	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$ 47,654,149	\$ 58,280,818	\$ 52,163,829	\$ 50,704,454
COMMERCIAL & INDUSTRIAL				
C&I LOST OPPORTUNITY				
Energy Conscious Blueprint	\$ 9,466,049	13,844,282	\$ 12,364,962	\$ 12,753,314
Total - Lost Opportunity	\$ 9,466,049	13,844,282	\$ 12,364,962	\$ 12,753,314
C&I LARGE RETROFIT				
Energy Opportunities	\$ 38,558,761	43,709,644	\$ 38,002,063	\$ 38,069,155
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 1,555,926	3,840,548	\$ 3,547,310	\$ 3,502,013
Total - C&I Large Retrofit	\$ 40,114,687	47,550,192	\$ 41,549,372	\$ 41,571,167
Small Business	\$ 8,951,760	18,397,970	\$ 16,279,390	\$ 17,058,743
Subtotal: C&I EE Portfolio	\$ 58,532,496	79,792,444	\$ 70,193,725	\$ 71,383,225
OTHER - EDUCATION & ENGAGEMENT				
Educate the Public	\$ 656,954	\$ 739,750	\$ 656,574	\$ 656,574
Customer Engagement	\$ 1,376,151	\$ 1,968,000	\$ 1,968,000	\$ 1,968,000
Educate the Students	\$ 316,990	\$ 412,236	\$ 412,236	\$ 412,236
Educate the Workforce	\$ 53,937	\$ 540,422	\$ 790,423	\$ 790,423
Subtotal: Education & Engagement	\$ 2,404,033	\$ 3,660,408	\$ 3,827,233	\$ 3,827,233
OTHER - PROGRAMS/REQUIREMENTS				
C&I Financing Support	\$ 17,569,775	\$ 2,528,933	\$ 2,501,339	\$ 2,501,339
Research, Development & Demonstration	\$ 89,136	\$ 164,016	\$ 162,227	\$ 162,227
Subtotal: Programs/Requirements	\$ 19,158,911	\$ 5,606,503	\$ 3,563,638	\$ 3,563,638
OTHER - LOAD MANAGEMENT				
ISO Load Response	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ 760,192	\$ 3,985,330	\$ 4,800,000	\$ 2,668,564
C&I Demand Response	\$ 719,003	\$ 4,578,069	\$ 5,100,000	\$ 3,132,663
Subtotal: Load Management	\$ 1,479,196	\$ 8,563,399	\$ 9,900,000	\$ 5,801,227
OTHER - ADMINISTRATIVE & PLANNING				
Administration	\$ 859,689	\$ 902,597	\$ 902,597	\$ 902,597
Marketing Plan	\$ 128,805	\$ 321,900	\$ 430,380	\$ 430,380
Planning	\$ 529,884	\$ 703,170	\$ 703,170	\$ 703,170
Evaluation Measurement and Verification	\$ 1,083,724	\$ 1,920,000	\$ 1,920,000	\$ 1,920,000
Evaluation Administrator	\$ 213,391	\$ 192,000	\$ 192,000	\$ 192,000
Information Technology	\$ 1,070,604	\$ 1,859,385	\$ 1,839,097	\$ 1,839,097
Energy Efficiency Board Consultants	\$ 318,423	\$ 416,000	\$ 416,000	\$ 416,000
Audits - Financial and Operational	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000
Performance Management Incentive (PMI)	\$ 8,140,935	\$ 7,272,478	\$ 6,544,965	\$ 6,348,376
Subtotal: Admin/Planning Expenditures	\$ 12,405,456	\$ 13,647,531	\$ 13,008,209	\$ 12,811,620
TOTAL	\$ 141,634,239	\$ 169,551,103	\$ 152,656,634	\$ 148,091,397

Eversource Electric Table A Pie Chart (2020)

Eversource CT Electric
2020 EE Budget and Parity Analysis
Table A Pie Chart



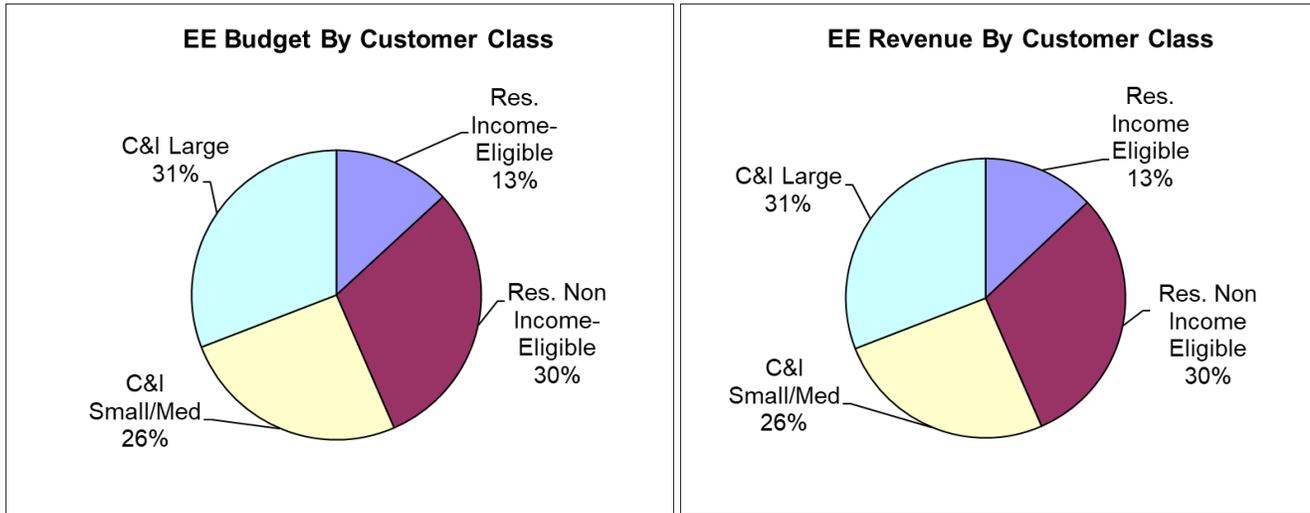
Customer Class	Budget (\$,000)*	% of Total Budget	% of Residential and C&I Budget	% of Residential and C&I	Difference
Res. Income-Eligible	\$21,021,428	12%	13%	13%	0%
Res. Non Income-Eligible	\$46,960,068	28%	30%	30%	0%
Residential Subtotal	\$67,981,496	40%	44%	43%	0%
C&I Small/Med	\$39,988,302	24%	26%	26%	0%
C&I Large	\$48,091,658	28%	31%	31%	0%
C&I Subtotal	\$88,079,960	52%	56%	57%	0%
Residential and C&I Subtotal	\$156,061,456	92%	100%	100%	0%
Other Expenditures					
Other Expenditures	\$13,489,647	8%			
Other Expenditures Subtotal	\$13,489,647	8%			
EE TOTAL	\$169,551,103	100%			

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

*Please see attached Budget Allocation Table.

Eversource Electric Table A Pie Chart (2021)

**Eversource CT Electric
2021 EE Budget and Parity Analysis
Table A Pie Chart**



Customer Class	Budget (\$,000) *	% of Total Budget	% of Residential and C&I Budget	% of Residential and C&I Revenue	Difference
Res. Income-Eligible	\$ 18,398,762	12%	13%	13%	0%
Res. Non Income-Eligible	\$ 42,437,130	28%	30%	30%	0%
Residential Subtotal	\$ 60,835,892	40%	43%	43%	0%
C&I Small/Med	\$ 35,902,631	24%	26%	26%	0%
C&I Large	\$ 43,178,054	28%	31%	31%	0%
C&I Subtotal	\$79,080,686	52%	57%	57%	0%
Residential and C&I Subtotal	\$139,916,578	92%	100%	100%	0%
Other Expenditures					
Other Expenditures	\$12,740,056	8%			
Other Expenditures Subtotal	\$12,740,056	8%			
EE TOTAL	\$152,656,634	100%			

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

*Please see attached Budget Allocation Table.

Eversource Electric Table A Budget Allocation (2019-2022)

Table A Pie Sector Allocation			
	Residential	C&I	Other
OTHER - EDUCATION & ENGAGEMENT			
Educate the Public	50%	50%	0%
Customer Engagement	80%	20%	0%
Educate the Students	80%	20%	0%
Educate the Workforce	50%	50%	0%
OTHER - PROGRAMS/REQUIREMENTS			
Residential Loan Program	100%	0%	0%
C&I Financing Support	0%	100%	0%
Research, Development & Demonstration	0%	0%	100%
OTHER - LOAD MANAGEMENT			
Residential Demand Response	100%	0%	0%
C&I Demand Response	0%	100%	0%
OTHER - ADMINISTRATIVE & PLANNING			
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&I programs that produce savings are allocated 100% to the Residential and C&I sectors, respectively. Other programs budgets are allocated to both Residential and C&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 Eversource Electric	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 (VIE)
Residential														
Retail Products	\$8,247	\$8,247	\$16,053	\$21,280	\$18,677	\$24,663	2.58	2.26	1.54	2,700,950	Products	27,941	127,057	3,753
New Construction	\$2,779	\$3,222	\$6,494	\$18,317	\$31,048	\$37,065	6.59	9.64	5.71	1,462	Homes	4,460	75,579	1,532
Home Energy Solutions	\$10,752	\$21,594	\$26,171	\$25,892	\$74,570	\$98,555	2.41	3.45	3.77	23,806	Homes	12,408	129,086	2,980
HVAC	\$8,621	\$8,621	\$16,436	\$21,668	\$30,994	\$37,980	2.51	3.60	2.31	37,132	Units	5,971	92,963	1,871
HES - Income Eligible	\$11,141	\$16,596	\$16,800	\$12,266	\$24,132	\$33,057	1.10	1.45	1.97	22,181	Homes	11,228	95,396	1,253
Subtotal: Residential EE Portfolio	\$41,540	\$68,281	\$81,954	\$99,423	\$179,422	\$231,321	2.39	3.08	2.82			62,007	520,080	11,389
Commercial & Industrial														
Energy Conscious Blueprint	\$13,844	\$13,844	\$16,344	\$72,465	\$71,789	\$90,802	5.23	5.19	5.56	380	Projects	29,284	444,523	4,739
Energy Opportunities	\$43,710	\$43,710	\$101,158	\$205,820	\$202,972	\$258,665	4.71	4.64	2.56	1,458	Projects	107,214	1,240,679	13,827
BES	\$3,841	\$3,841	\$6,589	\$12,124	\$12,099	\$20,844	3.16	3.15	3.16	170	Projects	10,304	70,376	1,840
Small Business	\$18,398	\$18,398	\$32,473	\$84,114	\$82,095	\$105,485	4.57	4.46	3.25	1,941	Projects	41,585	521,584	5,380
Subtotal: C&I EE Portfolio	\$79,792	\$79,792	\$156,563	\$374,524	\$368,956	\$475,797	4.69	4.62	3.04			188,386	2,277,163	25,787
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
Subtotal: DR	\$8,563	\$8,563	\$8,563	\$0	\$0	\$0								35,574
Subtotal: Other	\$22,914	\$22,914	\$22,914											
TOTAL	\$152,810	\$169,551	\$269,995	\$473,947	\$548,378	\$707,118	3.10	3.23	2.62			250,394	2,797,243	72,750

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 \$/L.T. kWh	Electric Demand Cost \$/kW-yr	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
Residential														
Retail Products	\$0.295	\$0.065	\$2.198	\$483	-204,436	-690,237	-6,858	-34,290	66,355	334,658	\$124	\$25	9,958	49,676
New Construction	\$0.623	\$0.037	\$1.813	\$107	0	0	219,970	4,476,251	35,307	666,690	\$91	\$5	3,927	73,357
Home Energy Solutions	\$0.867	\$0.083	\$3.608	\$347	663,877	14,020,048	78,660	1,671,970	141,593	2,537,582	\$153	\$9	15,503	268,233
HVAC	\$1.444	\$0.093	\$4.608	\$296	140,309	2,023,063	78,673	1,056,204	47,019	694,231	\$183	\$12	5,507	82,111
HES - Income Eligible	\$0.992	\$0.117	\$8.895	\$1,047	208,995	4,185,886	6,937	154,581	67,928	920,148	\$244	\$18	10,014	115,515
Subtotal: Residential EE Portfolio	\$0.670	\$0.080	\$3.647	\$435	808,745	19,538,760	377,382	7,324,716	358,201	5,153,309	\$163	\$11	44,908	588,892
Commercial & Industrial														
Energy Conscious Blueprint	\$0.473	\$0.031	\$2.921	\$192	0	0	0	0	99,916	1,516,714	\$139	\$9	13,979	212,407
Energy Opportunities	\$0.408	\$0.035	\$3.161	\$273	0	0	0	0	365,813	4,233,196	\$119	\$10	50,760	587,381
BES	\$0.373	\$0.055	\$2.087	\$306	0	0	0	0	35,158	240,124	\$109	\$16	5,007	34,247
Small Business	\$0.442	\$0.035	\$3.420	\$273	508	6,091	0	0	141,957	1,780,491	\$130	\$10	19,234	241,181
Subtotal: C&I EE Portfolio	\$0.424	\$0.035	\$3.094	\$256	508	6,091	0	0	642,844	7,770,525	\$124	\$10	88,980	1,075,216
Residential DR			\$715											
C&I DR			\$153											
Subtotal: DR														
Subtotal: Other														
TOTAL	\$0.610	\$0.055	\$2.100	\$188	809,252	19,544,851	377,382	7,324,716	1,001,045	12,923,834	\$169	\$13	133,888	1,664,109

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
Residential														
Retail Products	\$0.295	\$0.065	\$2,198	\$483	-204,436	-690,237	-6,858	-34,290	66,355	334,658	\$124	\$25	9,958	49,676
New Construction	\$0.623	\$0.037	\$1,813	\$107	0	0	219,970	4,476,251	35,307	666,690	\$91	\$5	3,927	73,357
Home Energy Solutions	\$0.867	\$0.083	\$3,608	\$347	663,877	14,020,048	78,660	1,671,970	141,593	2,537,582	\$163	\$9	15,503	268,233
HVAC	\$1.444	\$0.093	\$4,608	\$296	140,309	2,023,063	78,673	1,056,204	47,019	694,231	\$183	\$12	5,507	82,111
HES - Income Eligible	\$0.992	\$0.117	\$8,895	\$1,047	208,995	4,185,886	6,937	154,581	67,928	920,148	\$244	\$18	10,014	115,515
Subtotal: Residential EE Portfolio	\$0.670	\$0.080	\$3,647	\$435	808,745	19,538,760	377,382	7,324,716	358,201	5,153,309	\$163	\$11	44,908	588,892
Commercial & Industrial														
Energy Conscious Blueprint	\$0.473	\$0.031	\$2,921	\$192	0	0	0	0	99,916	1,516,714	\$139	\$9	13,979	212,407
Energy Opportunities	\$0.408	\$0.035	\$3,161	\$273	0	0	0	0	365,813	4,233,196	\$119	\$10	50,760	587,381
BES	\$0.373	\$0.055	\$2,087	\$306	0	0	0	0	35,158	240,124	\$109	\$16	5,007	34,247
Small Business	\$0.442	\$0.035	\$3,420	\$273	508	6,091	0	0	141,957	1,780,491	\$130	\$10	19,234	241,181
Subtotal: C&I EE Portfolio	\$0.424	\$0.035	\$3,094	\$256	508	6,091	0	0	642,844	7,770,525	\$124	\$10	88,980	1,075,216
Residential DR			\$715											
C&I DR			\$153											
Subtotal: DR														
Subtotal: Other														
TOTAL	\$0.610	\$0.055	\$2,100	\$188	809,252	19,544,851	377,382	7,324,716	1,001,045	12,923,834	\$169	\$13	133,888	1,664,109

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

2021 Eversource Electric	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)
Residential														
Retail Products	\$6,797	\$6,797	\$14,602	\$17,536	\$15,392	\$20,325	2.58	2.26	1.39	2,225,817	Products	18,421	83,765	2,165
New Construction	\$2,378	\$2,778	\$6,050	\$15,792	\$26,768	\$31,956	6.64	9.64	5.28	1,260	Homes	3,845	63,856	1,321
Home Energy Solutions	\$8,621	\$19,316	\$23,893	\$23,161	\$66,705	\$88,160	2.69	3.45	3.69	21,295	Homes	10,322	110,852	2,666
HVAC	\$7,293	\$7,293	\$15,108	\$18,328	\$26,218	\$32,126	2.51	3.60	2.13	31,409	Units	5,051	78,636	1,583
HES - Income Eligible	\$11,135	\$15,981	\$16,184	\$11,811	\$23,237	\$31,831	1.06	1.45	1.97	21,358	Homes	8,973	76,241	1,085
Subtotal: Residential EE Portfolio	\$36,223	\$52,164	\$75,837	\$86,629	\$158,319	\$204,398	2.39	3.04	2.70			46,612	413,350	8,820
Commercial & Industrial														
Energy Conscious Blueprint	\$12,365	\$12,365	\$14,865	\$64,722	\$64,118	\$81,099	5.23	5.19	5.46	339	Projects	25,370	385,113	4,233
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
Subtotal: C&I EE Portfolio	\$70,194	\$70,194	\$146,964	\$323,713	\$318,823	\$413,606	4.61	4.54	2.81			163,570	1,977,806	22,552
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
Subtotal: DR	\$9,900	\$9,900	\$9,900	\$0	\$0	\$0								43,646
Subtotal: Other	\$20,399	\$20,399	\$20,399											
TOTAL	\$136,716	\$152,657	\$253,101	\$410,342	\$477,142	\$618,004	3.00	3.13	2.44			210,182	2,391,155	75,019

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
Residential														
Retail Products	\$0.369	\$0.081	\$3.139	\$690	-168,473	-568,815	-5,652	-28,258	38,969	204,336	\$174	\$33	8,206	40,938
New Construction	\$0.618	\$0.037	\$1.800	\$108	0	0	189,645	3,859,174	30,440	570,337	\$91	\$5	3,386	63,244
Home Energy Solutions	\$0.835	\$0.078	\$3.294	\$301	593,856	12,541,324	70,364	1,495,624	124,008	2,254,179	\$156	\$9	13,868	239,942
HVAC	\$1.444	\$0.093	\$4.608	\$296	118,685	1,711,275	66,548	893,425	39,772	587,238	\$183	\$12	4,658	69,457
HES - Income Eligible	\$1.241	\$0.146	\$10.258	\$1,207	201,241	4,030,582	6,679	148,845	59,137	832,729	\$270	\$19	9,642	111,229
Subtotal: Residential EE Portfolio	\$0.777	\$0.088	\$4.107	\$463	745,309	17,714,366	327,586	6,368,811	292,325	4,448,818	\$178	\$12	39,760	524,809
Commercial & Industrial														
Energy Conscious Blueprint	\$0.487	\$0.032	\$2.921	\$192	0	0	0	0	86,562	1,314,007	\$143	\$9	12,486	189,710
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	449	5,390	0	0	125,825	1,579,886	\$129	\$10	17,110	214,792
Subtotal: C&I EE Portfolio	\$0.429	\$0.035	\$3.112	\$257	449	5,390	0	0	558,164	6,749,020	\$126	\$10	77,532	938,469
Residential DR			\$702											
C&I DR			\$139											
Subtotal: DR														
Subtotal: Other														
TOTAL	\$0.650	\$0.057	\$1.822	\$160	745,758	17,719,755	327,586	6,368,811	850,489	11,197,838	\$179	\$14	117,291	1,463,278

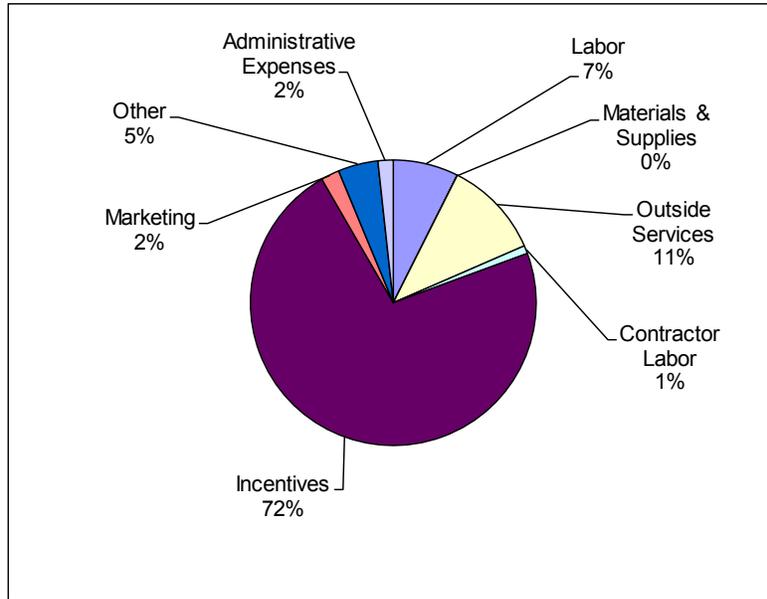
Table C – Eversource CT Electric Energy Efficiency Budget Details (2020)

Table C
Eversource CT Electric 2020 EE Budget Details

Eversource CT Electric EE BUDGET (\$000)	Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other **	Admin Expenses	TOTAL
RESIDENTIAL									
Residential Retail Products	\$ 119	\$ 1	\$ 893	\$ 20	\$ 6,658	\$ 507	\$ 40	\$ 9	\$ 8,247
Residential New Construction	\$ 199	\$ 1	\$ 150	\$ 3	\$ 2,723	\$ 120	\$ 17	\$ 9	\$ 3,222
Home Energy Solutions - Core Services	\$ 1,464	\$ 4	\$ 626	\$ 114	\$ 18,519	\$ 806	\$ 40	\$ 20	\$ 21,594
Home Energy Solutions - HVAC, Water Heaters	\$ 115	\$ 1	\$ 625	\$ -	\$ 7,711	\$ 133	\$ 18	\$ 18	\$ 8,621
HES-Income Eligible	\$ 1,594	\$ 5	\$ 508	\$ 42	\$ 13,585	\$ 762	\$ 46	\$ 54	\$ 16,596
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$ 3,492	\$ 12	\$ 2,802	\$ 179	\$ 49,197	\$ 2,328	\$ 161	\$ 110	\$ 58,281
COMMERCIAL & INDUSTRIAL									
C&I LOST OPPORTUNITY									
Energy Conscious Blueprint	\$ 1,172	\$ 4	\$ 558	\$ 169	\$ 11,790	\$ 114	\$ 27	\$ 10	\$ 13,844
Total - Lost Opportunity	\$ 1,172	\$ 4	\$ 558	\$ 169	\$ 11,790	\$ 114	\$ 27	\$ 10	\$ 13,844
C&I LARGE RETROFIT									
Energy Opportunities	\$ 3,565	\$ 5	\$ 2,071	\$ 688	\$ 36,877	\$ 264	\$ 150	\$ 90	\$ 43,710
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 171	\$ 2	\$ 889	\$ 23	\$ 2,672	\$ 55	\$ 6	\$ 22	\$ 3,841
Total - C&I Large Retrofit	\$ 3,736	\$ 7	\$ 2,960	\$ 711	\$ 39,549	\$ 319	\$ 156	\$ 112	\$ 47,550
Small Business	\$ 1,442	\$ 5	\$ 278	\$ 201	\$ 16,206	\$ 219	\$ 27	\$ 20	\$ 18,398
Subtotal: C&I EE Portfolio	\$ 6,350	\$ 16	\$ 3,796	\$ 1,082	\$ 67,545	\$ 652	\$ 210	\$ 142	\$ 79,792
OTHER - EDUCATION & ENGAGEMENT									
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
Subtotal: Education & Engagement	\$ 466	\$ -	\$ 3,008	\$ 85	\$ -	\$ 73	\$ 1	\$ 27	\$ 3,660
OTHER - PROGRAMS/REQUIREMENTS									
Residential Loan Program (includes ECLF and OBR)	\$ -	\$ -	\$ 2,914	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,914
C&I Financing Support	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,529	\$ 2,529
Research, Development & Demonstration	\$ 64	\$ 2	\$ 91	\$ 2	\$ -	\$ -	\$ -	\$ 5	\$ 164
Subtotal: Programs/Requirements	\$ 64	\$ 2	\$ 3,005	\$ 2	\$ -	\$ -	\$ -	\$ 2,534	\$ 5,607
OTHER - LOAD MANAGEMENT									
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
Subtotal: Load Management	\$ 310	\$ -	\$ 2,291	\$ -	\$ 5,791	\$ 171	\$ -	\$ -	\$ 8,563
OTHER - ADMINISTRATIVE & PLANNING									
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)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,272	\$ -	\$ 7,272
Subtotal: Admin/Planning Expenditures	\$ 1,843	\$ 5	\$ 3,861	\$ 202	\$ -	\$ 320	\$ 7,303	\$ 113	\$ 13,648
TOTAL BUDGET	\$12,525	\$ 35	\$18,763	\$ 1,550	\$ 122,532	\$ 3,545	\$ 7,675	\$ 2,926	\$169,551

Eversource Electric Table C Pie Chart (2020)

**EVERSOURCE CT ELECTRIC
2020 ENERGY EFFICIENCY
EE Budget By Expense Class
Table C Pie Chart**



Expense Classes	Budget	% of Budget
Labor	\$ 12,525	7%
Materials & Supplies	\$ 35	0%
Outside Services	\$ 18,763	11%
Contractor Labor	\$ 1,550	1%
Incentives	\$ 122,532	72%
Marketing	\$ 3,545	2%
Other	\$ 7,675	5%
Administrative Expenses	\$ 2,926	2%
Total	\$ 169,551	100%

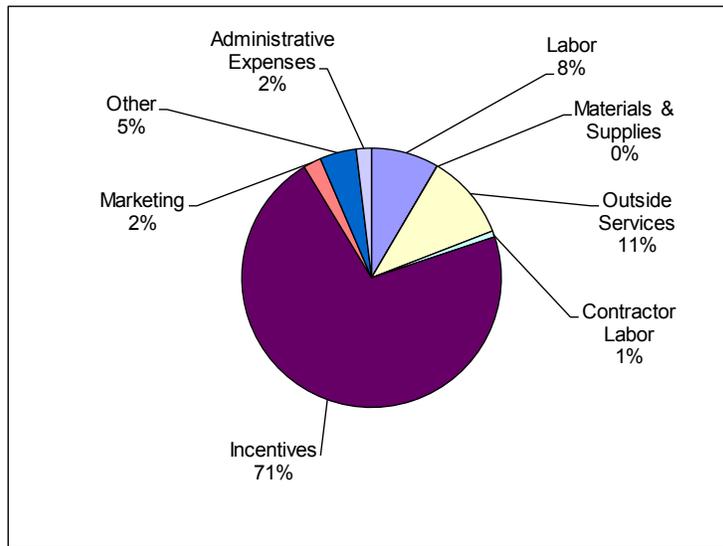
Table C – Eversource CT Electric Energy Efficiency Budget Details (2021)

Table C
Eversource CT Electric 2021 EE Budget Details

Eversource CT Electric EE BUDGET (\$000)	Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other **	Admin Expenses	TOTAL
RESIDENTIAL									
Residential Retail Products	\$ 123	\$ 1	\$ 800	\$ 12	\$ 5,356	\$ 456	\$ 40	\$ 9	\$ 6,797
Residential New Construction	\$ 205	\$ 1	\$ 100	\$ 2	\$ 2,401	\$ 43	\$ 17	\$ 9	\$ 2,778
Home Energy Solutions - Core Services	\$ 1,508	\$ 4	\$ 596	\$ 100	\$ 16,298	\$ 750	\$ 40	\$ 20	\$ 19,316
Home Energy Solutions - HVAC, Water Heaters	\$ 119	\$ 1	\$ 400	\$ -	\$ 6,646	\$ 91	\$ 18	\$ 18	\$ 7,293
HES-Income Eligible	\$ 1,642	\$ 5	\$ 500	\$ 39	\$ 12,944	\$ 750	\$ 46	\$ 54	\$ 15,981
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$ 3,597	\$ 12	\$ 2,396	\$ 153	\$ 43,645	\$ 2,090	\$ 161	\$ 110	\$ 52,164
COMMERCIAL & INDUSTRIAL									
C&I LOST OPPORTUNITY									
Energy Conscious Blueprint	\$ 1,207	\$ 4	\$ 501	\$ 152	\$ 10,364	\$ 100	\$ 27	\$ 10	\$ 12,365
Total - Lost Opportunity	\$ 1,207	\$ 4	\$ 501	\$ 152	\$ 10,364	\$ 100	\$ 27	\$ 10	\$ 12,365
C&I LARGE RETROFIT									
Energy Opportunities	\$ 3,672	\$ 5	\$ 2,000	\$ 688	\$ 31,147	\$ 250	\$ 150	\$ 90	\$ 38,002
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 176	\$ 2	\$ 798	\$ -	\$ 2,493	\$ 50	\$ 6	\$ 22	\$ 3,547
Total - C&I Large Retrofit	\$ 3,848	\$ 7	\$ 2,798	\$ 688	\$ 33,640	\$ 300	\$ 156	\$ 112	\$ 41,549
Small Business	\$ 1,486	\$ 5	\$ 250	\$ -	\$ 14,292	\$ 200	\$ 27	\$ 20	\$ 16,279
Subtotal: C&I EE Portfolio	\$ 6,541	\$ 16	\$ 3,549	\$ 841	\$ 58,296	\$ 600	\$ 210	\$ 142	\$ 70,194
OTHER - EDUCATION & ENGAGEMENT									
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
Subtotal: Education & Engagement	\$ 477	\$ -	\$ 3,164	\$ 85	\$ -	\$ 73	\$ 1	\$ 27	\$ 3,827
OTHER - PROGRAMS/REQUIREMENTS									
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
Subtotal: Programs/Requirements	\$ 66	\$ 2	\$ 988	\$ 2	\$ -	\$ -	\$ -	\$ 2,506	\$ 3,564
OTHER - LOAD MANAGEMENT									
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
Subtotal: Load Management	\$ 319	\$ -	\$ 2,266	\$ -	\$ 7,105	\$ 210	\$ -	\$ -	\$ 9,900
OTHER - ADMINISTRATIVE & PLANNING									
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)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,545	\$ -	\$ 6,545
Subtotal: Admin/Planning Expenditures	\$ 1,874	\$ 6	\$ 3,921	\$ 88	\$ -	\$ 428	\$ 6,577	\$ 114	\$ 13,008
TOTAL BUDGET	\$12,873	\$ 36	\$ 16,283	\$ 1,168	\$ 109,045	\$ 3,402	\$ 6,949	\$ 2,899	\$152,657

Eversource Electric Table C Pie Chart (2021)

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



Expense Classes	Budget	% of Budget
Labor	\$ 12,873	8%
Materials & Supplies	\$ 36	0%
Outside Services	\$ 16,283	11%
Contractor Labor	\$ 1,168	1%
Incentives	\$ 109,045	71%
Marketing	\$ 3,402	2%
Other	\$ 6,949	5%
Administrative Expenses	\$ 2,899	2%
Total	\$ 152,657	100%

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 Actual	2020 Budget	2021 Budget	2022 Budget
RESIDENTIAL											
Residential Retail Products	\$ 6,859,521	\$ 6,509,496	\$ 11,561,025	\$ 13,693,622	\$ 14,872,860	\$ 10,154,122	\$ 6,529,899	\$ 9,516,880	\$ 8,247,436	\$ 6,796,603	\$ 4,880,060
Residential New Construction	\$ 1,338,928	\$ 1,433,966	\$ 1,573,724	\$ 2,516,703	\$ 2,232,996	\$ 2,887,373	\$ 2,204,292	\$ 2,032,944	\$ 3,222,316	\$ 2,778,101	\$ 2,812,650
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	\$ 13,824,217	\$ 21,593,547	\$ 19,316,031	\$ 19,547,487
Water Headers (2016-2021)	\$ -	\$ -	\$ -	\$ -	\$ 3,597,327	\$ 4,050,111	\$ 4,048,082	\$ 5,285,076	\$ 8,621,186	\$ 7,292,516	\$ 7,391,969
HES-Income Eligible	\$ 12,143,928	\$ 9,583,140	\$ 17,488,762	\$ 17,345,096	\$ 21,471,052	\$ 16,379,801	\$ 11,599,849	\$ 15,993,834	\$ 16,596,334	\$ 15,980,578	\$ 16,072,288
Residential Behavior	\$ -	\$ -	\$ 2,703,694	\$ 2,392,079	\$ 2,954,049	\$ 2,909,233	\$ 526,083	\$ 1,001,199	\$ -	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$ 34,862,969	\$ 33,578,255	\$ 55,618,135	\$ 55,133,904	\$ 61,073,331	\$ 51,938,389	\$ 35,244,816	\$ 47,654,149	\$ 58,280,818	\$ 52,163,829	\$ 50,704,454
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	\$ 8,504,845	\$ 9,947,173	\$ 13,875,080	\$ 12,124,674	\$ 12,287,599	\$ 6,718,340	\$ 6,632,890	\$ 9,466,049	\$ 13,844,282	\$ 12,364,962	\$ 12,753,314
Total - Lost Opportunity	\$ 8,504,845	\$ 9,947,173	\$ 13,875,080	\$ 12,124,674	\$ 12,287,599	\$ 6,718,340	\$ 6,632,890	\$ 9,466,049	\$ 13,844,282	\$ 12,364,962	\$ 12,753,314
C&I LARGE RETROFIT											
Energy Opportunities	\$ 18,722,462	\$ 20,924,237	\$ 29,217,060	\$ 33,338,936	\$ 40,154,158	\$ 24,882,343	\$ 29,689,128	\$ 38,558,761	\$ 43,709,644	\$ 38,002,063	\$ 38,069,155
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	\$ 1,555,926	\$ 3,840,548	\$ 3,547,310	\$ 3,502,013
PRIME (2009-2015)	\$ 540,763	\$ 478,403	\$ 476,451	\$ 603,146	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$ 20,959,484	\$ 23,052,294	\$ 32,116,193	\$ 36,679,472	\$ 42,656,951	\$ 26,366,920	\$ 32,666,260	\$ 40,114,687	\$ 47,550,192	\$ 41,549,372	\$ 41,571,167
Small Business	\$ 11,795,666	\$ 13,329,552	\$ 16,021,475	\$ 15,508,750	\$ 17,615,309	\$ 16,212,430	\$ 11,613,734	\$ 8,951,760	\$ 18,397,970	\$ 16,279,390	\$ 17,058,743
Subtotal: C&I EE Portfolio	\$ 41,259,995	\$ 46,329,019	\$ 62,012,749	\$ 64,312,896	\$ 72,558,859	\$ 49,297,689	\$ 50,912,884	\$ 58,532,496	\$ 79,792,444	\$ 70,193,725	\$ 71,383,223
OTHER EDUCATION & ENGAGEMENT											
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ 1,926,470	\$ 1,934,418	\$ 562,325	\$ 656,954	\$ 739,750	\$ 656,574	\$ 656,574
Customer Engagement	\$ -	\$ -	\$ 1,817,979	\$ 1,968,000	\$ 1,603,922	\$ 1,507,721	\$ 1,350,290	\$ 1,376,151	\$ 1,968,000	\$ 1,968,000	\$ 1,968,000
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ 392,352	\$ 706,601	\$ (1,626)	\$ 316,990	\$ 412,236	\$ 412,236	\$ 412,236
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ 268,446	\$ 168,211	\$ 84,770	\$ 53,937	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EE Smarts/K-12 Education	\$ 439,078	\$ 459,334	\$ 367,115	\$ 500,780	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Clean Energy Communities / Behavior Pilot	\$ 313,211	\$ 729,253	\$ 1,045,235	\$ 1,348,330	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal: Education & Engagement	\$ 1,425,692	\$ 1,613,887	\$ 4,387,467	\$ 4,280,727	\$ 4,191,190	\$ 4,316,951	\$ 1,995,759	\$ 2,404,033	\$ 3,660,408	\$ 3,827,233	\$ 3,827,233
OTHER - PROGRAMS/REQUIREMENTS											
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	\$ 2,913,553	\$ 900,072	\$ 900,072
C&I Financing Support (2016-2018)	\$ -	\$ -	\$ -	\$ -	\$ 6,994,639	\$ 4,060,806	\$ 2,677,386	\$ 17,569,775	\$ 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	\$ 89,136	\$ 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	\$ 188,838	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal: Other Programs/Requirements	\$ 7,344,691	\$ 1,418,972	\$ 6,502,372	\$ 7,710,587	\$ 9,133,225	\$ 4,622,378	\$ 3,991,295	\$ 19,158,911	\$ 5,606,503	\$ 3,563,638	\$ 3,563,638
OTHER - LOAD MANAGEMENT											
ISO Load Response Program	\$ 3,740,450	\$ 4,128,416	\$ 3,632,291	\$ 2,574,236	\$ 2,414,427	\$ 2,387,351	\$ 1,230,295	\$ -	\$ -	\$ -	\$ -
Residential Demand Response	\$ -	\$ -	\$ -	\$ -	\$ 859,080	\$ 891,827	\$ 528,780	\$ 760,192	\$ 3,985,330	\$ 4,800,000	\$ 2,668,564
C&I Demand Response	\$ -	\$ -	\$ -	\$ -	\$ 45,345	\$ 785,216	\$ 237,674	\$ 719,003	\$ 4,578,069	\$ 5,100,000	\$ 3,132,663
Subtotal: Load Management	\$ 3,740,450	\$ 4,128,416	\$ 3,632,291	\$ 2,574,236	\$ 3,318,852	\$ 4,064,394	\$ 1,996,750	\$ 1,479,196	\$ 8,563,399	\$ 9,900,000	\$ 5,801,227
OTHER - ADMINISTRATIVE & PLANNING											
Administration	\$ 1,539,439	\$ 1,985,104	\$ 957,493	\$ 1,059,874	\$ 555,697	\$ 721,290	\$ 813,659	\$ 859,689	\$ 902,597	\$ 902,597	\$ 902,597
Marketing Plan	\$ 568,324	\$ 41,274	\$ 599,189	\$ 789,065	\$ 771,953	\$ 373,937	\$ 139,080	\$ 128,805	\$ 321,900	\$ 430,380	\$ 430,380
Planning	\$ 736,877	\$ 680,008	\$ 659,032	\$ 670,254	\$ 594,215	\$ 594,215	\$ 601,069	\$ 529,884	\$ 703,170	\$ 703,170	\$ 703,170
Evaluation Measurement and Verification	\$ 2,123,988	\$ 2,044,455	\$ 1,642,153	\$ 1,764,572	\$ 1,520,745	\$ 1,920,000	\$ 1,829,414	\$ 1,083,724	\$ 1,920,000	\$ 1,920,000	\$ 1,920,000
Information Administrator	\$ -	\$ -	\$ 269,541	\$ 180,399	\$ 199,281	\$ 177,694	\$ 176,199	\$ 213,391	\$ 192,000	\$ 192,000	\$ 192,000
Energy Efficiency Board Consultants	\$ 2,244,144	\$ 1,934,732	\$ 807,911	\$ 1,037,433	\$ 1,579,383	\$ 541,146	\$ 1,147,062	\$ 1,070,604	\$ 1,859,385	\$ 1,839,097	\$ 1,839,097
Audits - Financial and Operational	\$ 493,863	\$ 475,046	\$ 401,216	\$ 410,204	\$ 366,781	\$ 314,264	\$ 306,176	\$ 318,423	\$ 416,000	\$ 416,000	\$ 416,000
Performance Management Incentive (PMI)	\$ 6,758,883	\$ 6,728,101	\$ 7,560,041	\$ 10,197,955	\$ 9,010,198	\$ 8,111,330	\$ 6,953,613	\$ 8,140,935	\$ 7,272,478	\$ 6,544,965	\$ 6,348,376
Admin/Planning Expenditures	\$ 14,465,518	\$ 13,888,720	\$ 12,896,576	\$ 14,109,756	\$ 14,636,053	\$ 12,796,357	\$ 12,405,456	\$ 13,647,531	\$ 13,008,209	\$ 13,008,209	\$ 12,811,620
TOTAL (includes ISO Load Response)	\$ 103,099,315	\$ 100,957,271	\$ 145,049,690	\$ 148,122,106	\$ 164,911,511	\$ 127,036,169	\$ 106,167,776	\$ 141,634,239	\$ 169,551,103	\$ 152,656,634	\$ 148,091,397
TOTAL (excludes ISO Load Response)	\$ 99,358,865	\$ 96,828,854	\$ 141,417,299	\$ 145,547,870	\$ 162,497,084	\$ 124,648,808	\$ 104,937,481	\$ 141,634,239	\$ 169,551,103	\$ 152,656,634	\$ 148,091,397

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

Table D1
Eversource CT Electric Historical and Projected kW

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal
RESIDENTIAL										
Residential Retail Products	6,355	5,600	5,710	7,947	10,155	9,557	3,433	4,580	3,753	2,165
Residential New Construction Sealing, Lighting) (Core Services only 2016-2021)	574	562	977	928	903	1,252	903	1,346	1,532	1,321
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	2,626	2,852	4,061	3,519	2,404	2,940	2,305	3,017	2,980	2,666
HES-Income Eligible	-	-	-	-	673	805	750	1,020	1,871	1,583
Residential Behavior	749	610	1,002	1,328	1,875	1,598	1,380	1,676	1,253	1,085
Subtotal: Residential EE Portfolio	10,304	9,623	19,222	26,242	20,078	20,219	11,279	13,023	11,389	8,820
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	7,705	6,523	7,793	7,103	6,564	3,962	2,779	3,857	4,739	4,233
Total - Lost Opportunity	7,705	6,523	7,793	7,103	6,564	3,962	2,779	3,857	4,739	4,233
C&I LARGE RETROFIT										
Energy Opportunities Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	10,669	7,843	10,798	14,840	14,567	13,246	18,377	18,389	13,827	11,911
PRIME (2009-2015)	977	789	1,269	1,340	835	652	1,498	1,498	1,840	1,641
Total - C&I Large Retrofit	11,646	8,632	12,067	16,180	15,402	13,898	19,875	19,887	15,667	13,551
Small Business	3,692	2,943	3,169	4,140	5,519	5,247	4,530	4,535	5,380	4,769
Subtotal: C&I EE Portfolio	23,043	18,099	23,029	27,423	27,486	23,106	27,184	28,278	25,787	22,552
OTHER - LOAD MANAGEMENT										
ISO Load Response Program	91,403	95,642	88,627	112,487	36,097	40,746	39,679	-	-	-
Residential Demand Response	-	-	-	-	-	-	-	2,721	5,574	6,839
C&I Demand Response	-	-	-	-	-	-	-	12,931	30,000	36,807
Subtotal Load Management	91,403	95,642	88,627	112,487	36,097	40,746	39,679	15,652	35,574	43,646
TOTAL (includes ISO Load Response)	124,750	123,363	123,405	166,152	83,660	84,071	78,142	56,952	72,750	75,019
TOTAL (excludes ISO Load Response)	33,347	27,721	34,778	53,665	47,563	43,325	38,463	56,952	72,750	75,019

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

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

	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Goals	2021 Goals
RESIDENTIAL										
Residential Retail Products	71,370	62,949	64,213	64,799	82,138	77,198	24,499	36,244	27,941	18,421
Residential New Construction	1,625	1,896	2,828	3,540	2,363	3,250	2,244	3,524	4,460	3,845
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	18,113	12,408	10,322
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	8,123	13,725	7,158	3,613	5,971	5,051
HES-Income Eligible	11,099	8,187	11,137	14,098	15,891	16,666	13,055	10,897	11,228	8,973
Residential Behavior	-	-	28,928	48,466	17,811	17,811	21,968	12,117	-	-
Subtotal: Residential EE Portfolio	99,588	89,592	131,116	152,405	141,650	146,825	82,495	84,507	62,007	46,612
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	33,973	38,741	43,422	37,774	34,278	23,527	17,971	25,651	29,284	25,370
Total - Lost Opportunity	33,973	38,741	43,422	37,774	34,278	23,527	17,971	25,651	29,284	25,370
C&I LARGE RETROFIT										
Energy Opportunities	73,331	56,899	82,319	101,070	118,741	86,995	96,015	126,917	107,214	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	5,367	10,304	9,286
PRIME (2009-2015)	2,344	1,948	1,671	1,950	-	-	-	-	-	-
Total - C&I Large Retrofit	86,812	63,172	95,132	111,532	127,004	92,486	104,683	132,284	117,518	101,341
Small Business	28,943	26,801	32,546	32,587	34,603	31,576	27,587	24,820	41,585	36,859
Subtotal: C&I EE Portfolio	149,728	128,713	171,100	181,893	195,885	147,590	150,240	182,754	188,386	163,570
TOTAL (includes ISO Load Response)	249,316	218,305	302,216	334,298	337,535	294,414	232,735	267,261	250,394	210,182
TOTAL (excludes ISO Load Response)	249,316	218,305	302,216	334,298	337,535	294,414	232,735	267,261	250,394	210,182

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 Actual	2020 Goals	2021 Goals
RESIDENTIAL										
Residential Retail Products	369,780	398,800	565,647	654,001	934,999	611,162	148,050	189,377	127,057	83,765
Residential New Construction	28,472	31,175	43,056	57,175	39,977	50,862	35,839	59,612	75,579	63,856
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	172,670	129,086	110,852
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	108,423	204,516	118,555	60,026	92,963	78,636
HES-Income Eligible	159,905	113,222	150,565	166,351	193,412	205,101	149,350	117,678	95,396	76,241
Residential Behavior	-	-	57,856	96,933	45,116	45,116	56,743	31,298	-	-
Subtotal: Residential EE Portfolio	704,633	714,857	1,101,316	1,242,137	1,510,712	1,314,918	639,265	630,661	520,080	413,350
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	509,148	596,826	667,358	572,757	520,576	348,323	273,280	389,538	444,523	385,113
Total - Lost Opportunity	509,148	596,826	667,358	572,757	520,576	348,323	273,280	389,538	444,523	385,113
C&I LARGE RETROFIT										
Energy Opportunities	863,093	672,470	953,547	1,142,216	1,354,017	986,891	1,127,699	1,442,039	1,240,679	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	31,087	70,376	63,699
PRIME (2009-2015)	11,711	9,739	8,355	9,751	-	-	-	-	-	-
Total - C&I Large Retrofit	968,846	718,720	1,045,466	1,205,405	1,405,680	1,016,976	1,172,163	1,473,127	1,311,055	1,129,873
Small Business	353,696	325,004	396,812	404,003	433,416	393,553	341,246	311,798	521,584	462,819
Subtotal: C&I EE Portfolio	1,831,690	1,640,549	2,109,636	2,182,165	2,359,672	1,758,852	1,786,689	2,174,463	2,277,163	1,977,806
TOTAL (includes ISO Load Response)	2,536,323	2,355,406	3,210,953	3,424,302	3,870,384	3,073,769	2,425,954	2,805,124	2,797,243	2,391,155
TOTAL (excludes ISO Load Response)	2,536,323	2,355,406	3,210,953	3,424,302	3,870,384	3,073,769	2,425,954	2,805,124	2,797,243	2,391,155

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 Actual	2020 Goals	2021 Goals
RESIDENTIAL										
Residential Retail Products	2,322,287	2,176,584	2,910,409	2,853,482	3,278,554	3,592,169	2,636,995	4,274,928	2,700,950	2,225,817
Residential New Construction	870	770	1,486	439	586	1,892	1,657	1,723	1,462	1,260
HOME ENERGY SOLUTIONS (HES)										
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	17,664	23,806	21,295
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	16,058	21,872	17,099	20,347	37,132	31,409
Residential HVAC	2,803	3,357	8,027	14,377	-	-	-	-	-	-
Energy Conservation Loan Program (ECLP)	169	-	-	-	-	-	-	-	-	-
Total: Home Energy Solution (HES)	22,662	22,458	33,733	34,595	27,109	40,139	31,543	38,011	60,938	52,705
HES-Income Eligible	8,424	7,824	14,711	12,203	9,599	21,582	15,039	12,402	22,181	21,358
Residential Behavior	-	-	339,218	296,871	405,959	506,000	119,622	136,902	-	-
Subtotal: Residential EE Portfolio	2,354,233	2,207,636	3,299,557	3,197,590	3,721,807	4,161,782	2,804,856	4,462,966	2,785,531	2,301,140
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	484	436	561	560	528	484	326	417	380	339
Total - Lost Opportunity	484	436	561	560	528	484	326	417	380	339
C&I LARGE RETROFIT										
Energy Opportunities	859	762	789	796	1,111	1,144	1,147	1,315	1,458	1,254
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	38	23	55	78	194	144	132	117	170	157
PRIME (2009-2015)	99	76	65	87	-	-	-	-	-	-
Total - C&I Large Retrofit	996	861	909	961	1,305	1,288	1,279	1,432	1,628	1,411
Small Business	1,519	1,277	1,571	1,349	1,318	1,275	920	924	1,941	1,721
Subtotal: C&I EE Portfolio	2,999	2,574	3,041	2,870	3,151	3,047	2,525	2,773	3,949	3,471
OTHER - LOAD MANAGEMENT										
ISO Load Response Program	263	225	220	215	113	78	78	-	-	-
Residential Demand Response	-	-	-	-	-	-	-	4,379	9,420	11,558
C&I Demand Response	-	-	-	-	-	-	-	105	405	497
Subtotal Load Management	263	225	220	215	113	78	78	4,484	9,825	12,054
TOTAL (includes ISO Load Response)	2,357,495	2,210,435	3,302,818	3,200,675	3,725,071	4,164,907	2,807,459	4,470,223	2,799,305	2,316,666
TOTAL (excludes ISO Load Response)	2,357,232	2,210,210	3,302,598	3,200,460	3,724,958	4,164,829	2,807,381	4,470,223	2,799,305	2,316,666

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

Table D5 Eversource CT Electric Historical and Cost per Projected kW										
RESIDENTIAL	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Goals	2021 Goals
RESIDENTIAL										
Residential Retail Products	\$ 1,079	\$ 1,162	\$ 2,025	\$ 1,723	\$ 1,465	\$ 1,062	\$ 1,902	\$ 2,078	\$ 2,198	\$ 3,139
Residential New Construction	\$ 2,333	\$ 2,553	\$ 1,611	\$ 2,712	\$ 2,472	\$ 2,306	\$ 2,441	\$ 1,510	\$ 2,103	\$ 2,103
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	\$ 4,581	\$ 7,246	\$ 7,246
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	\$ -	\$ -	\$ -	\$ -	\$ 5,344	\$ 5,030	\$ 5,397	\$ 5,181	\$ 4,608	\$ 4,608
HES-Income Eligible	\$ 16,214	\$ 15,739	\$ 17,458	\$ 13,061	\$ 11,451	\$ 10,251	\$ 8,406	\$ 9,543	\$ 13,250	\$ 14,722
Residential Behavior	\$ -	\$ -	\$ 362	\$ 191	\$ 715	\$ 726	\$ 210	\$ 724	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$ 3,383	\$ 3,489	\$ 2,894	\$ 2,101	\$ 3,042	\$ 2,569	\$ 3,125	\$ 3,659	\$ 5,117	\$ 5,914
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 1,104	\$ 1,525	\$ 1,780	\$ 1,707	\$ 1,872	\$ 1,696	\$ 2,387	\$ 2,454	\$ 2,921	\$ 2,921
Total - Lost Opportunity	\$ 1,104	\$ 1,525	\$ 1,780	\$ 1,707	\$ 1,872	\$ 1,696	\$ 2,387	\$ 2,454	\$ 2,921	\$ 2,921
C&I LARGE RETROFIT										
Energy Opportunities	\$ 1,755	\$ 2,668	\$ 2,706	\$ 2,247	\$ 2,756	\$ 1,878	\$ 1,616	\$ 2,097	\$ 3,161	\$ 3,191
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 1,736	\$ 2,090	\$ 1,909	\$ 2,043	\$ 2,997	\$ 2,278	\$ 1,987	\$ 1,039	\$ 2,087	\$ 2,162
Total - C&I Large Retrofit	\$ 1,800	\$ 2,670	\$ 2,662	\$ 2,267	\$ 2,770	\$ 1,897	\$ 1,644	\$ 2,017	\$ 3,035	\$ 3,066
Small Business	\$ 3,195	\$ 4,529	\$ 5,056	\$ 3,746	\$ 3,192	\$ 3,090	\$ 2,564	\$ 1,974	\$ 3,420	\$ 3,414
Subtotal: C&I EE Portfolio	\$ 1,791	\$ 2,560	\$ 2,693	\$ 2,345	\$ 2,640	\$ 2,134	\$ 1,873	\$ 2,070	\$ 3,094	\$ 3,112
OTHER - LOAD MANAGEMENT										
ISO Load Response Program	\$ 41	\$ 43	\$ 41	\$ 23	\$ 67	\$ 59	\$ 31	\$ -	\$ -	\$ -
Residential Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 279	\$ 715	\$ 702
C&I Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 56	\$ 153	\$ 139
Subtotal Load Management	\$ 41	\$ 43	\$ 41	\$ 23	\$ 92	\$ 100	\$ 50	\$ -	\$ -	\$ -
TOTAL (includes ISO Load Response)	\$ 826	\$ 818	\$ 1,175	\$ 891	\$ 1,971	\$ 1,511	\$ 1,359	\$ 2,487	\$ 2,331	\$ 2,035
TOTAL (excludes ISO Load Response)	\$ 2,980	\$ 3,493	\$ 4,066	\$ 2,712	\$ 3,416	\$ 2,877	\$ 2,728	\$ 2,487	\$ 2,331	\$ 2,035

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	Actual	Goals	Goals	
RESIDENTIAL											
Residential Retail Products	\$ 0.096	\$ 0.103	\$ 0.180	\$ 0.211	\$ 0.181	\$ 0.132	\$ 0.267	\$ 0.263	\$ 0.295	\$ 0.369	\$ 0.369
Residential New Construction	\$ 0.824	\$ 0.756	\$ 0.557	\$ 0.711	\$ 0.945	\$ 0.888	\$ 0.982	\$ 0.577	\$ 0.723	\$ 0.723	\$ 0.723
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	\$ 0.763	\$ 1.740	\$ 1.871	\$ 1.871
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	\$ -	\$ -	\$ -	\$ -	\$ 0.443	\$ 0.295	\$ 0.566	\$ 1.463	\$ 1.444	\$ 1.444	\$ 1.444
HES Income Eligible	\$ 1.094	\$ 1.172	\$ 1.570	\$ 1.230	\$ 1.351	\$ 0.983	\$ 0.889	\$ 1.468	\$ 1.478	\$ 1.781	\$ 1.781
Residential Behavior	\$ -	\$ -	\$ 0.093	\$ 0.049	\$ 0.163	\$ 0.166	\$ 0.024	\$ 0.093	\$ -	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$ 0.350	\$ 0.375	\$ 0.424	\$ 0.362	\$ 0.431	\$ 0.354	\$ 0.427	\$ 0.564	\$ 0.940	\$ 1.119	\$ 1.119
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	\$ 0.250	\$ 0.257	\$ 0.320	\$ 0.321	\$ 0.358	\$ 0.286	\$ 0.369	\$ 0.369	\$ 0.473	\$ 0.487	\$ 0.487
Total - Lost Opportunity	\$ 0.250	\$ 0.257	\$ 0.320	\$ 0.321	\$ 0.358	\$ 0.286	\$ 0.369	\$ 0.369	\$ 0.473	\$ 0.487	\$ 0.487
C&I LARGE RETROFIT											
Energy Opportunities	\$ 0.255	\$ 0.368	\$ 0.355	\$ 0.330	\$ 0.338	\$ 0.286	\$ 0.309	\$ 0.304	\$ 0.408	\$ 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	\$ 0.290	\$ 0.373	\$ 0.382	\$ 0.382
PRIME (2009-2015)	\$ 0.231	\$ 0.246	\$ 0.285	\$ 0.309	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$ 0.241	\$ 0.365	\$ 0.338	\$ 0.329	\$ 0.336	\$ 0.285	\$ 0.312	\$ 0.303	\$ 0.405	\$ 0.410	\$ 0.410
Small Business	\$ 0.408	\$ 0.497	\$ 0.492	\$ 0.476	\$ 0.509	\$ 0.513	\$ 0.421	\$ 0.361	\$ 0.442	\$ 0.442	\$ 0.442
Subtotal: C&I EE Portfolio	\$ 0.276	\$ 0.360	\$ 0.362	\$ 0.354	\$ 0.370	\$ 0.334	\$ 0.339	\$ 0.320	\$ 0.424	\$ 0.429	\$ 0.429
TOTAL (includes ISO Load Response)	\$ 0.414	\$ 0.462	\$ 0.480	\$ 0.443	\$ 0.489	\$ 0.431	\$ 0.456	\$ 0.530	\$ 0.677	\$ 0.726	\$ 0.726
TOTAL (excludes ISO Load Response)	\$ 0.399	\$ 0.444	\$ 0.468	\$ 0.435	\$ 0.481	\$ 0.423	\$ 0.451	\$ 0.530	\$ 0.677	\$ 0.726	\$ 0.726

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

Table D7 Eversource CT Electric Historical and Cost per Projected Lifetime kWh											
	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Goals	2021 Goals	
	RESIDENTIAL										
Residential Retail Products	\$ 0.019	\$ 0.016	\$ 0.020	\$ 0.021	\$ 0.016	\$ 0.017	\$ 0.044	\$ 0.050	\$ 0.065	\$ 0.081	
Residential New Construction	\$ 0.047	\$ 0.046	\$ 0.037	\$ 0.044	\$ 0.056	\$ 0.057	\$ 0.062	\$ 0.034	\$ 0.043	\$ 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	\$ 0.080	\$ 0.167	\$ 0.174	
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	\$ -	\$ -	\$ -	\$ -	\$ 0.033	\$ 0.020	\$ 0.034	\$ 0.088	\$ 0.093	\$ 0.093	
HES Income Eligible	\$ 0.076	\$ 0.085	\$ 0.116	\$ 0.104	\$ 0.111	\$ 0.080	\$ 0.078	\$ 0.136	\$ 0.174	\$ 0.210	
Residential Behavior	\$ -	\$ -	\$ 0.047	\$ 0.025	\$ 0.064	\$ 0.065	\$ 0.009	\$ 0.032	-	-	
Subtotal: Residential EE Portfolio	\$ 0.049	\$ 0.047	\$ 0.051	\$ 0.044	\$ 0.040	\$ 0.039	\$ 0.055	\$ 0.076	\$ 0.112	\$ 0.126	
	COMMERCIAL & INDUSTRIAL										
	C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 0.017	\$ 0.017	\$ 0.021	\$ 0.021	\$ 0.024	\$ 0.019	\$ 0.024	\$ 0.024	\$ 0.031	\$ 0.032	
Total - Lost Opportunity	\$ 0.017	\$ 0.017	\$ 0.021	\$ 0.021	\$ 0.024	\$ 0.019	\$ 0.024	\$ 0.024	\$ 0.031	\$ 0.032	
	C&I LARGE RETROFIT										
Energy Opportunities	\$ 0.022	\$ 0.031	\$ 0.031	\$ 0.029	\$ 0.030	\$ 0.025	\$ 0.026	\$ 0.027	\$ 0.035	\$ 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	\$ 0.050	\$ 0.055	\$ 0.056	
PRIME (2009-2015)	\$ 0.046	\$ 0.049	\$ 0.057	\$ 0.062	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total - C&I Large Retrofit	\$ 0.022	\$ 0.032	\$ 0.031	\$ 0.030	\$ 0.030	\$ 0.026	\$ 0.028	\$ 0.027	\$ 0.036	\$ 0.037	
Small Business	\$ 0.033	\$ 0.041	\$ 0.040	\$ 0.038	\$ 0.041	\$ 0.041	\$ 0.034	\$ 0.029	\$ 0.035	\$ 0.035	
Subtotal: C&I EE Portfolio	\$ 0.023	\$ 0.028	\$ 0.029	\$ 0.029	\$ 0.031	\$ 0.028	\$ 0.028	\$ 0.027	\$ 0.035	\$ 0.035	
TOTAL (includes ISO Load Response)	\$ 0.041	\$ 0.043	\$ 0.045	\$ 0.043	\$ 0.043	\$ 0.041	\$ 0.044	\$ 0.050	\$ 0.061	\$ 0.064	
TOTAL (excludes ISO Load Response)	\$ 0.039	\$ 0.041	\$ 0.044	\$ 0.043	\$ 0.042	\$ 0.041	\$ 0.043	\$ 0.050	\$ 0.061	\$ 0.064	

Eversource Electric PMI (2020)

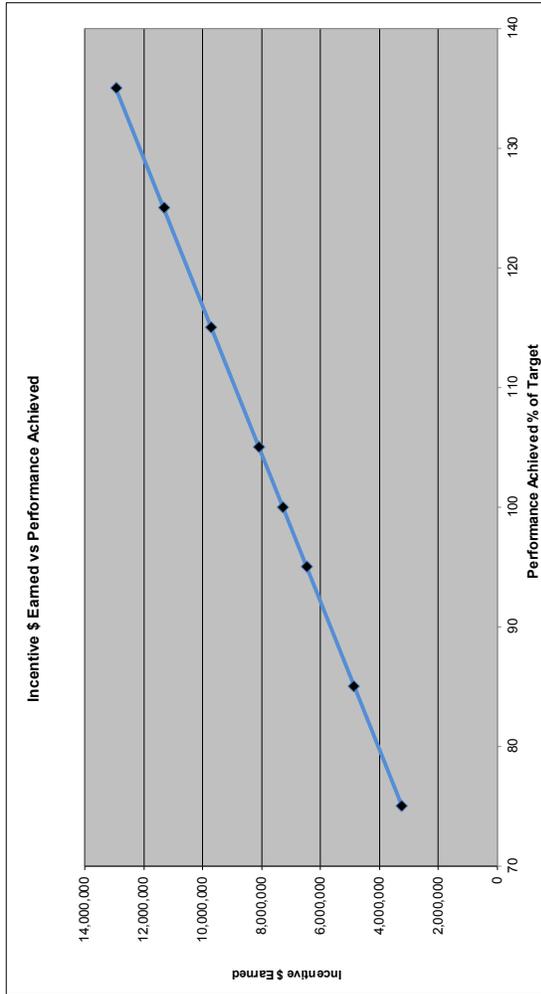
EVERSOURCE CT ELECTRIC

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 utilities 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 **\$7,272,478** and is based on achieving **100%** of all performance targets and earning an incentive of **4.5%** of the total EE program budget of **\$161,610,625** 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 %	Pretax Incentive
Minimum	Incentive
75	\$3,232,213
85	\$4,848,319
95	\$6,464,425
100	\$7,272,478
105	\$8,080,531
115	\$9,696,638
125	\$11,312,744
135	\$12,928,850
Maximum	
Incentive Basis Budget	\$161,610,625

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	Retail Products	127,056,953	3,753	28.5%	Sum of Electric System Benefit from Residential programs	Electric System Benefit from Residential programs \$99,422,639	0.1950	\$1,418,133
	New Construction	75,578,614	1,532	14.0%				
	Home Energy Solutions	129,085,791	2,980	25.5%				
	HVAC	92,962,753	1,871	17.2%				
	HES - Income Eligible	95,395,682	1,253	14.9%				
	Behavior	-	-	0.0%				
	Total	520,079,793	11,389					
	Savings Rate	\$ 0.10042 / kWh	\$4,144 / kW					
	Savings	\$ 52,225,548	\$ 47,197,091					
		(1) percent of target goal						
Net Electric System Benefit - Res.	Electric System Benefit less Program Costs				\$41,141,821	0.1950	\$1,418,133	
Home Energy Solutions	Electric Savings LTKWh:	129,085,791			Energy savings included in appropriate sector-level metric			
	Demand Savings kW:	2,980			Increase HES savings per home	Achieve MMBTU in HES per single-family home savings across all fuels	0.0300	\$218,174
		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%.				Increase homes being weatherized	% of homes that receive insulation rebates	0.0150
		Number of homes that receive insulation rebates/Number of homes that receive HES Assessments. Based on 2019 actuals plus 2%.						

Eversource Electric PMI (2020) continued

SECTOR Program	Performance Indicators				Incentive Metrics			
	Program Name	LT-kWh	kw	% (1)	Incentive Metric	Target Goal	Weight	Incentive
RESIDENTIAL								
Residential New Construction	\$3,222	Electric Savings LTkWh : Demand Savings kW :	75,578,614 1,532		Energy savings included in appropriate sector-level metric		0.0150	\$109,087
		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.						
		Electric Savings LTkWh : Demand Savings kW :	95,395,682 1,253		Energy savings included in appropriate sector-level metric			
HES- Income Eligible	\$16,596	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	\$218,174
		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%.		
		Electric Savings LTkWh : Demand Savings kW :	127,056,953 3,753		Energy savings included in appropriate sector-level metric			
Retail Products	\$8,247							

Eversource Electric PMI (2020) continued

SECTOR Program	Performance Indicators				Incentive Metrics			
	Program Name	LT-kWh	kW	% (1)	Incentive Metric	Target Goal	Weight	Incentive
Energy Conscious Blueprint	\$13,844				Continue to advance projects that are more efficient than the State Energy Code, etc.	50% of signed projects	0.0200	\$145,450
					Energy savings included in appropriate sector-level metric			
		Electric Saving LTKWh : Demand Saving kW :	521,584,346 5,380					
Small Business	\$18,398				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%.	% of signed projects	0.0300	\$218,174
Strategic Energy Management	\$3,841				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).	CEE SEM minimum elements	0.0200	\$145,450
Total of Incentives							1.00000	\$7,272,478

Eversource Electric PMI (2021)

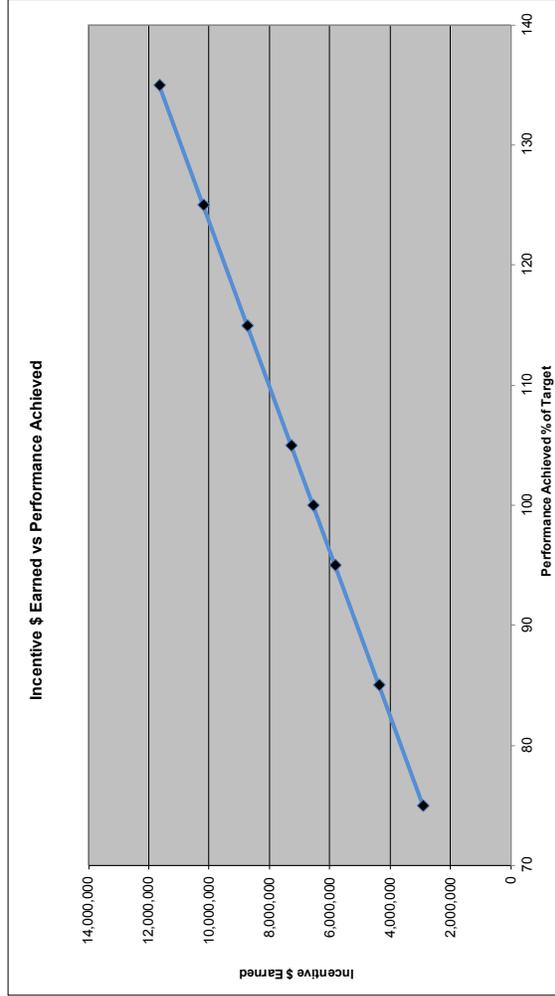
EVERSOURCE CT ELECTRIC

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 **\$6,544,965** and is based on achieving **100%** of all performance targets and earning an incentive of **4.5%** of the total EE program budget of **\$145,443,669** 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%	\$2,908,873
85	3%	\$4,363,310
95	4%	\$5,817,747
100	4.5%	\$6,544,965
105	5%	\$7,272,183
115	6%	\$8,726,620
125	7%	\$10,181,057
135	8%	\$11,635,493
Maximum		
Incentive Basis Budget	\$145,443,669	

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



Eversource Electric PMI (2021) continued

SECTOR	Performance Indicators				Incentive Metrics							
	Program Name	LT-kWh	kW	% (1)	Incentive Metric	Target Goal	Weight	Incentive				
RESIDENTIAL		Retail Products	83,764,770	2,165	22.4%	Sum of Electric System Benefit from Residential programs	Electric System Benefit from Residential programs	\$1,276,268				
		New Construction	63,856,469	1,321	15.2%							
		Home Energy Solutions	110,852,013	2,666	28.5%							
		HVAC	78,635,627	1,583	18.5%							
		HES-Income Eligible	76,240,744	1,085	15.4%							
		Behavior	-	-	0.0%							
		Total	413,349,622	8,820								
		Savings Rate	\$ 0.09487 / kWh	\$ 4,287 / kW								
		Savings	\$ 39,215,530	\$ 37,807,367								
			(1) percent of target goal									
		Net Electric System Benefit - Res.	Electric System Benefit less Program Costs						\$24,859,068		0.1950	\$24,859,068
	Home Energy Solutions		Electric Savings LTKWh :	110,852,013					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	\$196,349
			Demand Savings kw :	2,666								
			Number of homes that receive insulation rebates/Number of homes that receive HES Assessments. Based on 2020 actuals plus 2.0%.									

Eversource Electric PMI (2021) continued

SECTOR	Performance Indicators				Incentive Metrics			
	Program Name	LT-kWh	kW	% (1)	Incentive Metric	Target Goal	Weight	Incentive
RESIDENTIAL	Residential New Construction	Electric Savings LTKWh :	63,856,469		Energy Savings included in appropriate sector-level metric			
		Demand Savings kw :	1,321		Increase % of efficient new homes	%	0.0150	\$98,174
		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 4.0% points.			Energy Savings included in appropriate sector-level metric			
	HES- Income Eligible	Electric Savings LTKWh :	76,240,744		Energy Savings included in appropriate sector-level metric			
		Demand Savings kw :	1,085		Increase HES-IE savings per home	Achieve MMBTU in HES-IE per single-family home savings across all fuels	0.0300	\$196,349
		MMBTU per single-family home 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%.			Expend 2020 HES-IE Budget	This is a penalty metric - 5.0%		
		Expend the HES-IE Budget. Full Penalty is 5.0% 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%.			Energy Savings included in appropriate sector-level metric			
Retail Products		Electric Savings LTKWh :	83,764,770					
		Demand Savings kw :	2,165					

Eversource Electric PMI (2021) continued

SECTOR	Performance Indicators					Incentive Metrics			
	Program Name	LT-kWh	kw	% (1)	Incentive Metric	Target Goal	Weight	Incentive	
COMMERCIAL & INDUSTRIAL (C&I)	Energy Conscious Blueprint	385,113,418	4,233	19.2%	Total Electric System Benefit from C&I programs	Electric System Benefit from C&I programs	0.2100	\$1,374,443	
	Energy Opportunities	1,066,173,915	11,911	53.4%					
	Business and Energy Sustainability	63,699,275	1,641	5.0%	\$321,636,690				
	Small Business	462,819,070	4,769	22.4%					
	Total	1,977,805,678	22,552						
		Savings Rate	\$ 0.09178 / kWh	\$ 6,213 / kW					
		Savings	\$181,514,056	\$140,122,634					
		(1) percent of target goal							
		Electric System Benefit less Program Costs				\$251,442,965		0.2100	\$1,374,443
	Net Electric System Benefit- C&I								
Energy Opportunities	\$38,002				Continue to promote comprehensive projects	% of all signed projects	0.0300	\$196,349	

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%.

Eversource Electric PMI (2021) continued

SECTOR	Performance Indicators		Incentive Metrics			
	Incentive Metric	Target Goal	Weight	Incentive		
Energy Conscious Blueprint	<p>\$12,365</p> <p>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</p>	50% of signed projects	0.0200	\$130,899		
						<p>Continue to advance projects that are more efficient than the State Energy Code, etc.</p>
Small Business	<p>\$16,279</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 2020 Actual results plus 5%.</p>	% of signed projects	0.0300	\$196,349		
						<p>Energy Savings included in appropriate sector-level metric</p> <p>Electric Saving LTKWh : 462,819,070</p> <p>Demand Saving kW : 4,769</p>
Strategic Energy Management	<p>\$3,547</p> <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>	CEE SEM Minimum Elements	0.0200	\$130,899		
Total of Incentives					1.00000	\$6,544,965

UNITED ILLUMINATING ELECTRIC TABLES

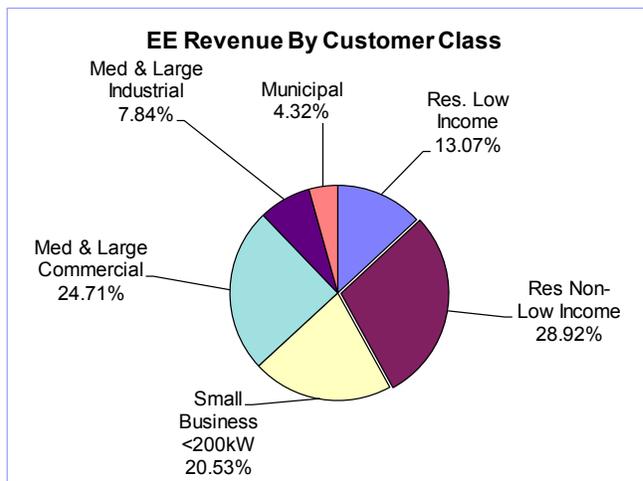
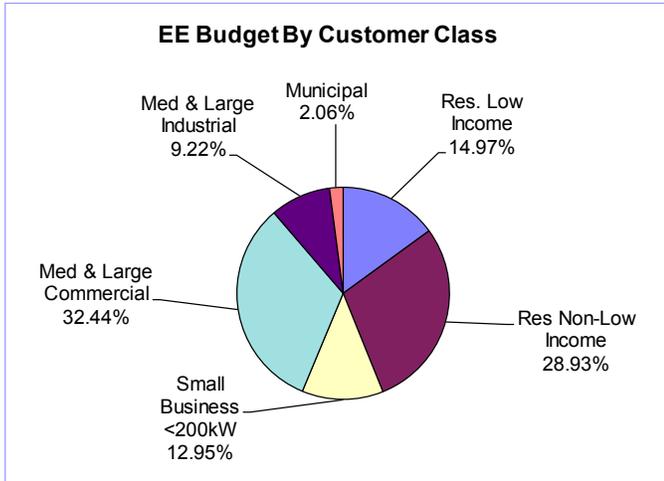
United Illuminating Electric Table A1 (2019-2022)

UI EE BUDGET	12/31/2019 2019 UI ACTUAL RESULTS	3/1/2020 2020 UI BUDGET UPDATE	3/1/2020 2021 UI BUDGET UPDATE	3/1/2020 2022 UI BUDGET UPDATE
RESIDENTIAL				
Residential Retail Products	\$ 2,059,682	\$ 2,351,113	\$ 1,729,990	\$ 1,661,950
Residential New Construction	\$ 794,687	\$ 736,814	\$ 585,093	\$ 556,852
Home Energy Solutions (HES)	\$ 2,815,125	\$ 4,037,529	\$ 3,112,233	\$ 2,968,590
HVAC / Water Heaters	\$ 1,651,080	\$ 2,222,614	\$ 1,828,977	\$ 1,779,882
HES Income Eligible	\$ 4,180,741	\$ 5,265,854	\$ 4,160,285	\$ 3,994,584
Residential Behavior	\$ 31,917	\$ 225,125	\$ 359,471	\$ 359,471
Subtotal: Residential EE Portfolio	\$ 11,533,233	\$ 14,839,049	\$ 11,776,050	\$ 11,321,330
COMMERCIAL & INDUSTRIAL				
C&I LOST OPPORTUNITY				
Energy Conscious Blueprint	\$ 4,622,491	\$ 5,256,401	\$ 4,023,870	\$ 3,819,811
Total - Lost Opportunity	\$ 4,622,491	\$ 5,256,401	\$ 4,023,870	\$ 3,819,811
C&I LARGE RETROFIT				
Energy Opportunities	\$ 6,213,003	\$ 9,497,571	\$ 7,308,919	\$ 6,923,088
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 720,410	\$ 1,454,595	\$ 1,109,652	\$ 1,045,610
Total - C&I Large Retrofit	\$ 6,933,413	\$ 10,952,167	\$ 8,418,570	\$ 7,968,697
Small Business	\$ 2,298,231	\$ 4,800,005	\$ 3,653,165	\$ 3,463,637
Subtotal: C&I EE Portfolio	\$ 13,854,135	\$ 21,008,573	\$ 16,095,605	\$ 15,252,145
OTHER - EDUCATION				
Educate the Public	\$ 290,489	\$ 444,474	\$ 327,634	\$ 327,634
Customer Engagement	\$ -	\$ 275,000	\$ 275,000	\$ 275,000
Educate the Students	\$ 109,155	\$ 101,242	\$ 102,752	\$ 102,752
Educate the Workforce	\$ 58,431	\$ 140,901	\$ 141,467	\$ 141,467
Subtotal: Education	\$ 458,075	\$ 961,617	\$ 846,852	\$ 846,852
OTHER - PROGRAMS/REQUIREMENTS				
Financing Support - Residential	\$ 72,133	\$ 149,381	\$ 150,799	\$ 150,799
Financing Support - C&I	\$ -	\$ 85,000	\$ 85,000	\$ 85,000
Research, Development & Demonstration	\$ 49,113	\$ 151,250	\$ 151,250	\$ 151,250
Subtotal: Programs/Requirements	\$ 121,246	\$ 385,630	\$ 387,049	\$ 387,049
OTHER - LOAD MANAGEMENT				
Demand Response Pilot - Residential	\$ 853,276	\$ 1,377,228	\$ 2,570,876	\$ 2,570,876
Demand Response Pilot - C&I	\$ 79,988	\$ 283,218	\$ 381,455	\$ 575,156
Subtotal Load Management	\$ 933,264	\$ 1,660,446	\$ 2,952,331	\$ 3,146,032
OTHER - ADMINISTRATIVE & PLANNING				
Administration	\$ 254,748	\$ 265,833	\$ 273,127	\$ 280,639
Marketing Plan	\$ 43,467	\$ 89,100	\$ 121,400	\$ 121,400
Planning	\$ 125,387	\$ 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	\$ 230,809	\$ 455,300	\$ 458,164	\$ 458,164
Energy Efficiency Board Consultants	\$ 74,087	\$ 104,000	\$ 104,000	\$ 104,000
Audits - Financial and Operational	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000
Performance Management Incentive	\$ 1,903,548	\$ 1,813,856	\$ 1,508,894	\$ 1,459,530
Subtotal: Admin/Planning Expenditures	\$ 2,956,652	\$ 3,442,457	\$ 3,157,977	\$ 3,116,125
Transfer to State Fund	\$ 5,350,000	\$ -	\$ -	\$ -
TOTAL EE BUDGET	\$ 35,206,605	\$ 42,297,773	\$ 35,215,864	\$ 34,069,535

Totals may vary due to rounding.

United Illuminating Electric Table A Pie Chart (2020)

**THE UNITED ILLUMINATING COMPANY
TABLE A
2020 ENERGY EFFICIENCY BUDGET PIES**



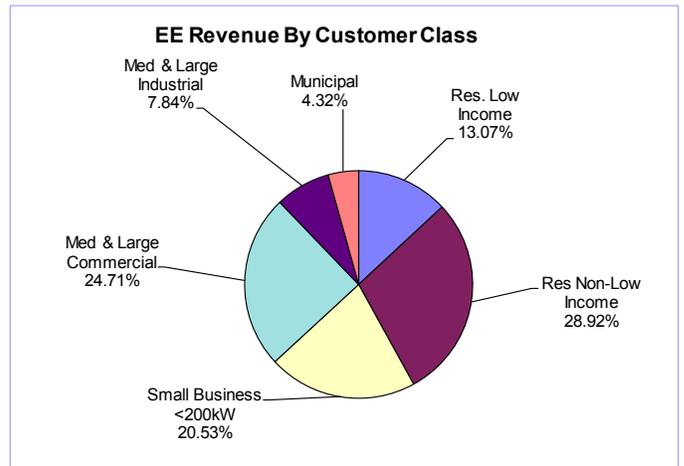
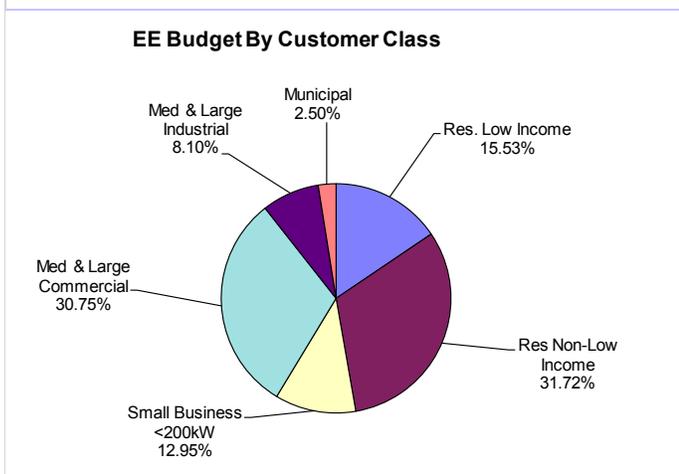
Customer Class	Budget*	% of Total C&LM Budget	% of Residential & C&I Budget	% of Residential & C&I Revenue	Difference
Res. Low Income	\$ 5,808,325	13.73%	14.97%	13.07%	1.90%
Res Non-Low Income	\$ 11,222,293	26.53%	28.93%	28.92%	0.01%
Residential Subtotal	\$ 17,030,619	40.26%	43.90%	41.99%	1.91%
Small Business <200kW	\$ 4,800,005	11.35%	12.37%	21.14%	-8.77%
Med & Large Commercial	\$ 12,585,843	29.76%	32.44%	24.71%	7.73%
Med & Large Industrial	\$ 3,576,699	8.46%	9.22%	7.84%	1.38%
Municipal	\$ 800,000	1.89%	2.06%	4.32%	-2.26%
C&I Subtotal	\$ 21,762,547	51.45%	56.10%	58.01%	-1.91%
Subtotal for Residential and C&I	\$ 38,793,166	91.71%	100.00%	100.00%	0.00%
Other Expenditures	\$ 3,504,607	8.29%			
Other Expenditures Subtotal	\$ 3,504,607	8.29%			
GRAND TOTAL	\$ 42,297,773	100%			

*Please see attached Budget Allocation Table.

Totals may vary due to rounding.

United Illuminating Electric Table A Pie Chart (2021)

**THE UNITED ILLUMINATING COMPANY
2021 ENERGY EFFICIENCY BUDGET PIES
TABLE A**



Customer Class	Budget*	% of Total C&LM Budget	% of Residential & C&I Budget	% of Residential & C&I Revenue	Difference
Res. Low Income	\$ 4,972,463	14.12%	15.53%	13.07%	2.46%
Res Non-Low Income	\$ 10,159,133	28.85%	31.72%	28.92%	2.80%
Residential Subtotal	\$ 15,131,597	42.97%	47.24%	41.99%	5.25%
Small Business <200kW	\$ 3,653,165	10.37%	11.41%	21.14%	-9.73%
Med & Large Commercial	\$ 9,847,988	27.96%	30.75%	24.71%	6.04%
Med & Large Industrial	\$ 2,595,288	7.37%	8.10%	7.84%	0.26%
Municipal	\$ 800,000	2.27%	2.50%	4.32%	-1.82%
C&I Subtotal	\$ 16,896,441	47.98%	52.76%	58.01%	-5.25%
Subtotal for Residential and C&I	\$ 32,028,037	90.95%	100.00%	100.00%	0.00%
Other Expenditures	\$ 3,187,826	9.05%			
Other Expenditures Subtotal	\$ 3,187,826	9.05%			
GRAND TOTAL	\$ 35,215,864	100%			

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

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

Table A Pie Sector Allocation			
	Residential	C&I	Other
OTHER - EDUCATION & ENGAGEMENT			
Educate the Public	50%	50%	0%
Customer Engagement	80%	20%	0%
Educate the Students	80%	20%	0%
Educate the Workforce	50%	50%	0%
OTHER - PROGRAMS/REQUIREMENTS			
Residential Loan Program	100%	0%	0%
C&I Financing Support	0%	100%	0%
Research, Development & Demonstration	0%	0%	100%
OTHER - LOAD MANAGEMENT			
Residential Demand Response	100%	0%	0%
C&I Demand Response	0%	100%	0%
OTHER - ADMINISTRATIVE & PLANNING			
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%

Note: Core Residential and C&I programs that produce savings are allocated 100% to the Residential and C&I sectors, respectively. Other programs budgets are allocated to both Residential and C&I sectors based on an estimated percentage of the sector that those dollars will directly benefit by the percentages above.

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

2020 UI	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)
Residential													
Retail Products	\$2,351	\$2,351	\$4,533	\$5,170	\$4,502	\$6,004	2.20	1.91	1.32	754,921	Bulbs, Fixtures	7,479	33,904
New Construction	\$737	\$737	\$2,230	\$1,611	\$2,006	\$2,309	2.19	2.72	1.04	538	No. of Units	424	6,902
Home Energy Solutions	\$2,166	\$4,038	\$5,514	\$6,447	\$12,217	\$15,835	2.98	3.03	2.87	6,110	No. of Ptcp.s.	2,927	24,504
HVAC	\$2,223	\$2,223	\$8,251	\$5,614	\$6,637	\$7,757	2.53	2.99	0.94	11,671	No. of Ptcp.s.	1,469	23,176
HES - Income Eligible	\$4,524	\$5,266	\$5,371	\$5,086	\$8,345	\$11,541	1.12	1.58	2.15	8,006	Customers	5,319	45,247
Behavior	\$225	\$225	\$225	\$411	\$411	\$557	1.82	1.82	2.48	35,000	Customers	1,085	2,723
Subtotal: Residential EE Portfolio	\$12,225	\$14,839	\$26,124	\$24,339	\$34,118	\$44,003	1.99	2.30	1.68			18,703	136,456
Commercial & Industrial													
Energy Conscious Blueprint	\$5,256	\$5,256	\$9,739	\$23,030	\$23,500	\$29,227	4.38	4.47	3.00	597	Projects	9,979	170,823
Energy Opportunities	\$9,498	\$9,498	\$18,128	\$35,663	\$36,391	\$46,429	3.75	3.83	2.56	1,223	Projects	22,530	264,592
BES	\$1,455	\$1,455	\$3,689	\$3,560	\$3,633	\$4,716	2.45	2.50	1.28	92	Projects	4,243	23,760
Small Business	\$4,800	\$4,800	\$10,392	\$17,128	\$17,478	\$22,252	3.57	3.64	2.14	291	Projects	10,024	125,418
Subtotal: C&I EE Portfolio	\$21,009	\$21,009	\$41,948	\$79,382	\$81,002	\$102,624	3.78	3.86	2.45			46,776	584,592
Demand Response - RES	\$1,377	\$1,377	\$1,377							4,465	No. of Ptcp.s.	0	0
Demand Response - C&I	\$283	\$283	\$283							9	New Ptcp.s.	0	0
Subtotal Demand Response	\$1,660	\$1,660	\$1,660										
Subtotal Other	\$4,790	\$4,790	\$4,790										
TOTAL	\$39,684	\$42,298	\$72,862	\$103,721	\$115,119	\$146,627	2.61	2.72	2.01			65,480	721,048

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

2020 UI	Electric Cost Rates			Oil/Propane Savings			MMBtu Savings			Emissions Savings				
	Peak kW Impact (Y/E)	Electric Cost Rate \$/kWh Annualize	Electric Cost Ratio \$/LT-kWh	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
Residential														
Retail Products	966	\$0.314	\$0.069	\$2,433	\$537	-56,688	-187,194	-1,891	17,491	89,061	\$134	\$26	2,640	13,323
New Construction	170	\$1.736	\$0.107	\$4,322	\$266	0	0	7,581	2,141	41,159	\$344	\$18	246	4,856
Home Energy Solutions	955	\$0.740	\$0.088	\$2,268	\$271	116,651	2,327,114	1,936	39,808	410,017	\$153	\$10	2,904	43,907
HVAC	636	\$1.513	\$0.096	\$3,493	\$221	12,401	161,210	18,833	244,831	123,818	\$263	\$18	1,044	15,561
HES - Income Eligible	520	\$0.851	\$0.100	\$8,699	\$1,023	64,877	1,511,732	0	27,151	364,091	\$194	\$14	2,980	40,327
Behavior	0	\$0.207	\$0.083			0	0	0	3,703	9,295	\$61	\$24	530	1,330
Subtotal: Residential EE Portfolio	3,248	\$0.654	\$0.090	\$3,763	\$516	137,242	3,812,862	26,459	85,285	1,037,440	\$174	\$14	10,343	119,304
Commercial & Industrial														
Energy Conscious Blueprint	1,834	\$0.527	\$0.031	\$2,866	\$167	0	0	0	34,060	583,018	\$154	\$9	4,875	83,442
Energy Opportunities	2,607	\$0.422	\$0.036	\$3,643	\$310	0	0	0	76,896	903,051	\$124	\$11	11,006	129,246
BES	457	\$0.343	\$0.061	\$3,181	\$568	0	0	0	14,481	81,092	\$100	\$18	2,072	11,606
Small Business	1,298	\$0.479	\$0.038	\$3,699	\$296	0	0	0	34,210	428,051	\$140	\$11	4,896	61,263
Subtotal: C&I EE Portfolio	6,196	\$0.449	\$0.086	\$3,390	\$271	0	0	0	159,647	1,995,212	\$132	\$11	22,849	285,557
Demand Response - RES	3,429			\$402	\$402	0	0	0	0	0			0	0
Demand Response - C&I	794			\$357	\$357	0	0	0	0	0			0	0
Subtotal Demand Response	4,223													
Subtotal Other														
TOTAL	13,668	\$0.606	\$0.055	\$2,903	\$264	137,242	3,812,862	26,459	244,933	3,032,652	\$173	\$14	33,192	404,862

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

2021 UI	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)
Residential													
Retail Products	\$1,730	\$1,730	\$3,547	\$2,999	\$2,883	\$4,174	1.73	1.67	1.18	476,271	Bulbs, Fixtures	5,025	20,772
New Construction	\$585	\$585	\$1,728	\$1,196	\$1,523	\$1,748	2.04	2.60	1.01	414	No. of Units	257	4,948
Home Energy Solutions	\$1,697	\$3,112	\$4,020	\$3,739	\$8,460	\$11,039	2.20	2.72	2.75	3,781	No. of Ptcps.	1,590	13,957
HVAC	\$1,829	\$1,829	\$6,385	\$3,488	\$4,299	\$5,157	1.91	2.35	0.81	8,821	No. of Ptcps.	1,110	17,517
HES - Income Eligible	\$3,418	\$4,160	\$4,239	\$3,363	\$4,717	\$6,605	0.98	1.13	1.56	6,043	Customers	4,011	30,860
Behavior	\$359	\$359	\$359	\$307	\$307	\$419	0.85	0.85	1.16	35,000	Customers	812	2,038
Subtotal: Residential EE Portfolio	\$9,619	\$11,776	\$20,280	\$15,092	\$22,188	\$29,141	1.57	1.88	1.44			12,804	90,091
Commercial & Industrial													
Energy Conscious Blueprint	\$4,024	\$4,024	\$7,274	\$16,621	\$16,621	\$20,737	4.13	4.13	2.85	585	Projects	7,091	121,378
Energy Opportunities	\$7,309	\$7,309	\$13,734	\$26,151	\$26,151	\$33,563	3.58	3.58	2.44	892	Projects	16,438	193,045
BES	\$1,110	\$1,110	\$2,698	\$2,602	\$2,602	\$3,367	2.35	2.35	1.25	64	Projects	2,957	16,557
Small Business	\$3,653	\$3,653	\$7,427	\$11,396	\$11,396	\$14,591	3.12	3.12	1.96	193	Projects	6,628	82,961
Subtotal: C&I EE Portfolio	\$16,096	\$16,096	\$31,133	\$56,771	\$56,771	\$72,258	3.53	3.53	2.32			33,114	413,942
Demand Response - RES	\$2,524	\$2,524	\$2,524							5,833	No. of Ptcps.	0	0
Demand Response - C&I	\$381	\$381	\$381							17	No. of Ptcps.	0	0
Subtotal Demand Response	\$2,906	\$2,906	\$2,906										
Subtotal Other	\$4,439	\$4,439	\$4,439										
TOTAL	\$33,059	\$35,216	\$55,852	\$71,863	\$78,959	\$101,399	2.17	2.24	1.82			45,918	504,033

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

2021 UI	Electric Cost Rates			Oil/Propane Savings			MMBtu Savings			Emissions Savings					
	Peak kW Impact (Y/E)	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
Residential															
Retail Products	630	\$0.344	\$0.083	\$2,747	\$665	-30,813	-28,334	-1,176	-3,529	12,768	66,641	\$135	\$26	1,915	9,841
New Construction	126	\$2,277	\$0.118	\$4,651	\$242	0	0	5,905	148,920	1,416	30,489	\$413	\$19	165	3,610
Home Energy Solutions	554	\$1,068	\$0.122	\$3,066	\$349	91,729	1,798,639	1,478	29,725	18,282	299,802	\$170	\$10	1,997	31,796
HVAC	362	\$1,647	\$0.104	\$5,059	\$321	9,373	121,846	14,235	185,049	6,390	93,585	\$286	\$20	789	11,761
HES - Income Eligible Behavior	0	\$0.852	\$0.111	\$8,726	\$1,134	28,292	603,989	0	0	17,612	189,091	\$236	\$22	2,082	22,280
	0	\$0.443	\$0.176			0	0	0	0	2,771	6,956	\$130	\$52	0	0
Subtotal: Residential EE Portfolio	2,062	\$0.751	\$0.107	\$4,664	\$663	98,581	2,496,140	20,441	360,165	59,240	686,565	\$199	\$17	6,947	79,287
Commercial & Industrial															
Energy Conscious Blueprint	1,303	\$0.567	\$0.033	\$3,087	\$180	0	0	0	0	24,201	414,265	\$166	\$10	3,464	59,290
Energy Opportunities	1,902	\$0.445	\$0.038	\$3,843	\$327	0	0	0	0	56,103	658,863	\$130	\$11	8,030	94,297
BES	319	\$0.375	\$0.067	\$3,482	\$622	0	0	0	0	10,091	56,509	\$110	\$20	1,444	8,088
Small Business	859	\$0.551	\$0.044	\$4,255	\$340	0	0	0	0	22,623	283,147	\$161	\$13	3,238	40,524
Subtotal: C&I EE Portfolio	4,383	\$0.486	\$0.039	\$3,673	\$294	0	0	0	0	113,019	1,412,783	\$142	\$11	16,175	202,199
Demand Response - RES	4,480					0	0	0	0	0	0			0	0
Demand Response - C&I	1,498					0	0	0	0	0	0			0	0
Subtotal Demand Response	5,978														
Subtotal Other															
TOTAL	12,423	\$0.720	\$0.066	\$2,661	\$242	98,581	2,496,140	20,441	360,165	172,258	2,099,348	\$204	\$17	23,123	281,487

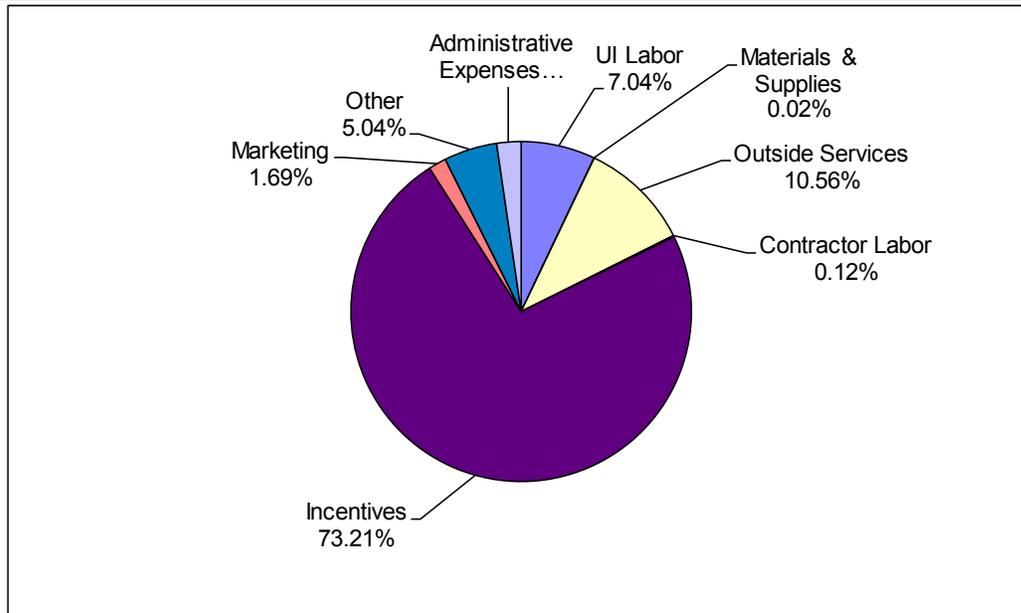
Table C – United Illuminating Electric Energy Efficiency Budget Details (2020)

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
RESIDENTIAL									
Residential Retail Products	\$ 135,629	\$ -	\$ 300,000	\$ -	\$ 1,881,667	\$ 25,817	\$ 5,000	\$ 3,000	\$ 2,351,113
Residential New Construction	\$ 39,833	\$ -	\$ 6,457	\$ -	\$ 668,017	\$ 15,349	\$ 4,000	\$ 3,158	\$ 736,814
Home Energy Solutions	\$ 208,463	\$ -	\$ 200,000	\$ -	\$ 3,459,010	\$ 149,056	\$ 5,000	\$ 16,000	\$ 4,037,529
HVAC/Water Heaters	\$ 25,159	\$ -	\$ 105,883	\$ -	\$ 2,065,197	\$ 22,608	\$ 767	\$ 3,000	\$ 2,222,614
HES-Income Eligible	\$ 208,463	\$ -	\$ 259,881	\$ -	\$ 4,720,582	\$ 64,428	\$ 4,000	\$ 8,500	\$ 5,265,854
Residential Behavior	\$ 18,863	\$ -	\$ 200,000	\$ -	\$ -	\$ 3,895	\$ 1,197	\$ 1,171	\$ 225,125
Subtotal: Residential EE Portfolio	\$ 636,410	\$ -	\$ 1,072,221	\$ -	\$ 12,794,473	\$ 281,153	\$ 19,964	\$ 34,829	\$ 14,839,049
C&I Lost Opportunity	\$ 448,359	\$ 500	\$ 175,840	\$ -	\$ 4,482,872	\$ 78,830	\$ 10,000	\$ 60,000	\$ 5,256,401
TOTAL - LOST OPPORTUNITY	\$ 448,359	\$ 500	\$ 175,840	\$ -	\$ 4,482,872	\$ 78,830	\$ 10,000	\$ 60,000	\$ 5,256,401
C&I Retrofit									
Energy Opportunities Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$ 448,359	\$ 500	\$ 102,662	\$ -	\$ 8,630,071	\$ 114,223	\$ 5,000	\$ 196,757	\$ 9,497,571
	\$ 88,052	\$ 200	\$ 118,838	\$ -	\$ 1,203,035	\$ 27,970	\$ 4,000	\$ 12,500	\$ 1,454,595
TOTAL - C&I LARGE RETROFIT	\$ 536,411	\$ 700	\$ 221,500	\$ -	\$ 9,833,106	\$ 142,193	\$ 9,000	\$ 209,257	\$ 10,952,167
Small Business	\$ 421,792	\$ 1,000	\$ 223,992	\$ 25,000	\$ 3,565,321	\$ 70,400	\$ 2,500	\$ 490,000	\$ 4,800,005
Subtotal: C&I EE Portfolio	\$ 1,406,562	\$ 2,200	\$ 621,332	\$ 25,000	\$ 17,881,299	\$ 291,423	\$ 21,500	\$ 759,257	\$ 21,008,573
EDUCATION									
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
Subtotal: Education	\$ 241,284	\$ 8,323	\$ 585,301	\$ 25,698	\$ 8,014	\$ 27,256	\$ 50,364	\$ 15,378	\$ 961,617
OTHER PROGRAMS & REQUIREMENTS									
Financing Support - Residential	\$ 47,272	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 102,109	\$ -	\$ 149,381
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 85,000	\$ -	\$ 85,000
Research, Development & Demonstration	\$ -	\$ -	\$ 151,250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 151,250
Subtotal: Programs & Requirements	\$ 47,272	\$ -	\$ 151,250	\$ -	\$ -	\$ -	\$ 187,109	\$ -	\$ 385,630
LOAD MANAGEMENT									
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
Subtotal: Load Management	\$ 208,056	\$ -	\$ 1,094,847	\$ -	\$ 283,715	\$ 24,375	\$ 39,704	\$ 9,750	\$ 1,660,446
SUBTOTAL: ADMINISTRATION & PLANNING									
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,813,856	\$ -	\$ 1,813,856
Subtotal: Administration & Planning	\$ 439,406	\$ -	\$ 941,864	\$ -	\$ -	\$ 89,100	\$ 1,813,856	\$ 158,230	\$ 3,442,457
TOTAL EE BUDGET	\$ 2,978,989	\$ 10,523	\$ 4,466,815	\$ 50,698	\$ 30,967,500	\$ 713,307	\$ 2,132,497	\$ 977,444	\$ 42,297,773

Totals may vary due to rounding.

United Illuminating Electric Table C Pie Chart (2020)

**THE UNITED ILLUMINATING COMPANY
2020 ENERGY EFFICIENCY
EE BUDGET BY EXPENSE CLASS**



Expense Classes	Budget	% of Budget
UI Labor	\$ 2,978,989	7.04%
Materials & Supplies	\$ 10,523	0.02%
Outside Services	\$ 4,466,815	10.56%
Contractor Labor	\$ 50,698	0.12%
Incentives	\$30,967,500	73.21%
Marketing	\$ 713,307	1.69%
Other	\$ 2,132,497	5.04%
Administrative Expenses	\$ 977,444	2.31%
Total	\$42,297,773	100.00%

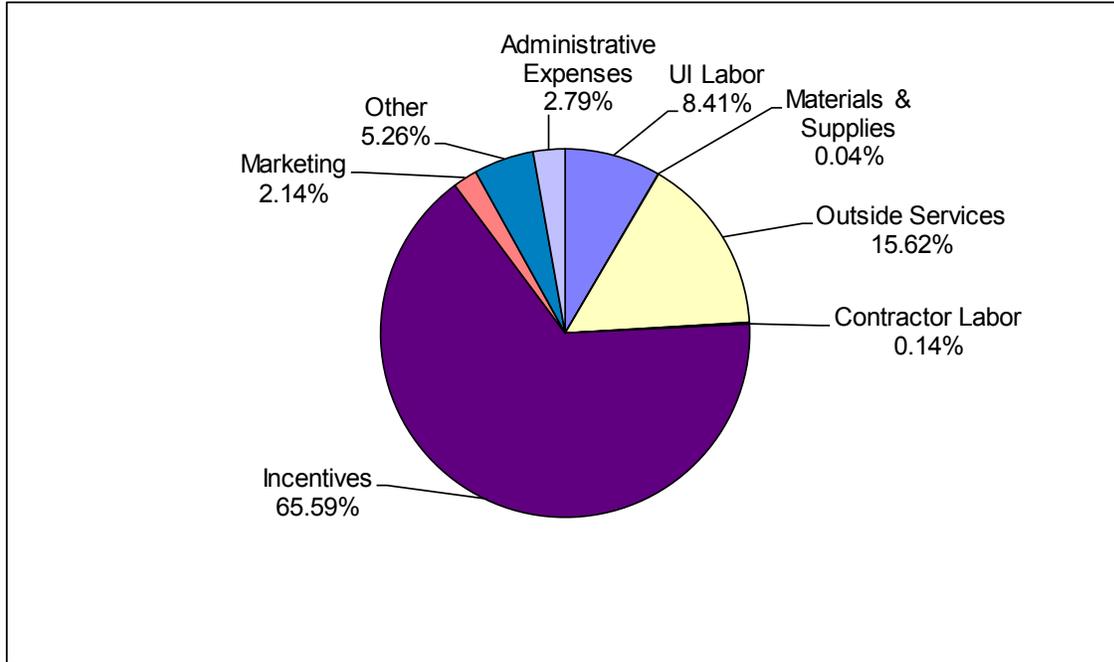
Table C – United Illuminating Electric Energy Efficiency Budget Details (2021)

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
RESIDENTIAL									
Residential Retail Products	\$ 139,698	\$ -	\$ 300,000	\$ -	\$ 1,256,476	\$ 25,817	\$ 5,000	\$ 3,000	\$ 1,729,990
Residential New Construction	\$ 41,028	\$ -	\$ 6,457	\$ -	\$ 515,101	\$ 15,349	\$ 4,000	\$ 3,158	\$ 585,093
Home Energy Solutions	\$ 208,863	\$ -	\$ 200,000	\$ -	\$ 2,533,314	\$ 149,056	\$ 5,000	\$ 16,000	\$ 3,112,233
HVAC/Water Heaters	\$ 25,914	\$ -	\$ 105,883	\$ -	\$ 1,670,806	\$ 22,608	\$ 767	\$ 3,000	\$ 1,828,977
HES-Income Eligible	\$ 208,863	\$ -	\$ 259,881	\$ -	\$ 3,615,255	\$ 63,786	\$ 4,000	\$ 8,500	\$ 4,160,285
Residential Behavior	\$ 17,354	\$ -	\$ 336,045	\$ -	\$ -	\$ 3,895	\$ 1,101	\$ 1,077	\$ 359,471
Subtotal: Residential EE Portfolio	\$ 641,718	\$ -	\$ 1,208,266	\$ -	\$ 9,590,952	\$ 280,511	\$ 19,868	\$ 34,735	\$ 11,776,050
C&I Lost Opportunity									
Energy Conscious Blueprint	\$ 461,810	\$ 500	\$ 163,319	\$ -	\$ 3,250,319	\$ 77,922	\$ 10,000	\$ 60,000	\$ 4,023,870
TOTAL - LOST OPPORTUNITY	\$ 461,810	\$ 500	\$ 163,319	\$ -	\$ 3,250,319	\$ 77,922	\$ 10,000	\$ 60,000	\$ 4,023,870
C&I Retrofit									
Energy Opportunities	\$ 461,810	\$ 3,500	\$ 102,662	\$ -	\$ 6,424,967	\$ 114,223	\$ 5,000	\$ 196,757	\$ 7,308,919
Business & Energy Sustainability (O&M, RCX, BSC, PRIME, CSP/SEM)	\$ 90,694	\$ 200	\$ 118,838	\$ -	\$ 855,450	\$ 27,970	\$ 4,000	\$ 12,500	\$ 1,109,652
TOTAL - C&I LARGE RETROFIT	\$ 552,504	\$ 3,700	\$ 221,500	\$ -	\$ 7,280,417	\$ 142,193	\$ 9,000	\$ 209,257	\$ 8,418,570
Small Business	\$ 434,446	\$ 1,000	\$ 223,992	\$ 25,000	\$ 2,405,827	\$ 70,400	\$ 2,500	\$ 490,000	\$ 3,653,165
Subtotal: C&I EE Portfolio	\$ 1,448,759	\$ 5,200	\$ 608,811	\$ 25,000	\$ 12,936,562	\$ 290,515	\$ 21,500	\$ 759,257	\$ 16,095,605
EDUCATION									
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	\$ -	\$ 265,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 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
Subtotal: Education	\$ 161,862	\$ 8,323	\$ 552,632	\$ 25,698	\$ 8,014	\$ 24,297	\$ 50,364	\$ 15,663	\$ 846,852
OTHER PROGRAMS & REQUIREMENTS									
Financing Support - Residential	\$ 48,690	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 102,109	\$ -	\$ 150,799
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 85,000	\$ -	\$ 85,000
Research, Development & Demonstration	\$ -	\$ -	\$ 151,250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 151,250
Subtotal: Programs & Requirements	\$ 48,690	\$ -	\$ 151,250	\$ -	\$ -	\$ -	\$ 187,109	\$ -	\$ 387,049
LOAD MANAGEMENT									
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
Subtotal: Load Management	\$ 208,056	\$ -	\$ 2,063,219	\$ -	\$ 563,029	\$ 37,500	\$ 65,527	\$ 15,000	\$ 2,952,331
SUBTOTAL: ADMINISTRATION & PLANNING									
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
Information Technology	\$ 98,310	\$ -	\$ 227,593	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 48,000
Energy Efficiency Board Consultants	\$ -	\$ -	\$ 104,000	\$ -	\$ -	\$ -	\$ -	\$ 132,260	\$ 458,164
Audits - Financial and Operational	\$ -	\$ -	\$ 24,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 104,000
Performance Management Incentive	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,508,894	\$ -	\$ 24,000
Subtotal: Administration & Planning	\$ 452,588	\$ -	\$ 916,864	\$ -	\$ -	\$ 121,400	\$ 1,508,894	\$ 158,230	\$ 3,157,977
TOTAL EE BUDGET	\$ 2,961,673	\$ 13,523	\$ 5,501,043	\$ 50,698	\$ 23,098,557	\$ 754,223	\$ 1,853,262	\$ 982,885	\$ 35,215,864

Totals may vary due to rounding.

United Illuminating Electric Table C Pie Chart (2021)

**THE UNITED ILLUMINATING COMPANY
2021 ENERGY EFFICIENCY
EE BUDGET BY EXPENSE CLASS**



Expense Classes	Budget	% of Budget
UI Labor	\$ 2,961,673	8.41%
Materials & Supplies	\$ 13,523	0.04%
Outside Services	\$ 5,501,043	15.62%
Contractor Labor	\$ 50,698	0.14%
Incentives	\$ 23,098,557	65.59%
Marketing	\$ 754,223	2.14%
Other	\$ 1,853,262	5.26%
Administrative Expenses	\$ 982,885	2.79%
Total	\$ 35,215,864	100.00%
Totals may vary due to rounding.		

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

Table D											
UI Historical and Projected \$											
Expenditures \$ (000)											
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	Goal
RESIDENTIAL											
Residential Retail Products	2,401	2,084	3,908	3,368	4,422	4,091	1,070	2,060	2,351	1,730	1,662
Residential New Construction	256	171	257	285	497	481	(36)	795	737	585	557
Home Energy Solutions	2,991	2,958	4,591	3,710	3,256	3,154	2,117	2,815	4,038	3,112	2,969
HVAC/Water Heaters	-	-	-	-	1,016	1,120	1,229	1,651	2,223	1,829	1,780
HES-Income Eligible	2,738	4,776	3,897	3,319	3,808	3,770	2,732	4,181	5,266	4,160	3,995
Residential Behavior	-	-	137	710	489	72	0	32	225	359	359
Subtotal: Residential EE Portfolio	8,386	9,989	12,790	11,392	13,488	12,688	7,112	11,533	14,839	11,776	11,321
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	2,184	2,103	3,960	2,687	3,091	2,280	1,721	4,622	5,256	4,024	3,820
Total - Lost Opportunity	2,184	2,103	3,960	2,687	3,091	2,280	1,721	4,622	5,256	4,024	3,820
C&I LARGE RETROFIT											
Energy Opportunities	3,377	4,124	7,261	9,501	11,003	9,622	4,208	6,213	9,498	7,309	6,923
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	252	358	653	731	503	541	358	720	1,455	1,110	1,046
Total - C&I Large Retrofit	3,629	4,482	7,914	10,232	11,506	10,163	4,566	6,933	10,952	8,419	7,969
Small Business	2,639	2,404	2,553	3,548	3,349	4,430	2,285	2,298	4,800	3,653	3,464
Subtotal: C&I EE Portfolio	8,452	8,989	14,427	16,467	17,946	16,873	8,572	13,854	21,009	16,096	15,252
OTHER-EDUCATION											
Educate the Public	-	-	-	-	564	542	294	290	444	328	328
Customer Engagement	-	-	-	-	137	20	8	-	275	275	275
Educate the Students	-	-	-	-	127	203	83	109	101	103	103
Educate the Workforce	-	-	-	-	76	54	36	58	141	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	-	-	-	-	-	-	-
Subtotal: Education	1,029	1,186	1,759	1,327	904	819	421	458	962	847	847
OTHER-PROGRAMS/REQUIREMENTS											
Financing Support - Residential	781	158	920	596	249	208	74	72	149	151	151
Financing Support - C&I	-	-	-	-	87	98	-	-	85	85	85
Time of Use Program	-	-	-	-	-	-	-	-	-	-	-
Research, Development & Demonstration	119	290	59	9	74	185	80	49	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	-	-	-	-	-	-	-	-	-	-	-
Subtotal: Programs/Requirements	1,049	604	2,101	746	410	491	155	121	386	387	387
OTHER - LOAD MANAGEMENT											
Demand Response Pilot - Residential	-	-	-	-	339	644	558	853	1,377	2,571	2,571
Demand Response Pilot - C&I	-	-	-	-	-	18	158	80	283	381	575
Subtotal: Load Management	-	-	-	-	339	662	716	933	1,660	2,952	3,146
OTHER-ADMINISTRATIVE & PLANNING											
Administration	719	901	648	532	475	551	378	255	266	273	281
Marketing Plan	112	35	247	249	227	175	73	43	89	121	121
Planning	259	344	314	214	315	283	205	125	162	140	140
Evaluation Measurement and Verification	449	736	486	642	480	494	256	256	480	480	480
Evaluation Administrator	-	-	46	52	48	34	45	45	48	48	48
Information Technology	432	249	192	308	402	273	335	231	455	458	458
Energy Efficiency Board Consultants	320	232	287	54	208	208	76	74	104	104	104
Audits - Financial and Operational	-	-	-	-	-	24	12	24	24	24	24
Performance Management Incentive	1,261	1,518	1,743	1,821	2,353	2,370	1,321	1,904	1,814	1,509	1,460
Subtotal: Administrative & Planning	3,552	4,016	3,963	3,872	4,508	4,412	2,700	2,957	3,442	3,158	3,116
TOTAL	22,468	24,784	35,041	33,804	37,595	35,945	19,676	29,857	42,298	35,216	34,070

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

Table D1											
UI Historical and Projected kW											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal
RESIDENTIAL											
Residential Retail Products	4,008	2,008	1,860	1,907	2,757	3,180	3,365	610	1,569	966	630
Residential New Construction	99	26	47	130	75	140	58	42	122	170	126
Home Energy Solutions	714	540	553	783	537	551	561	273	691	955	554
HVAC/Water Heaters						86	97	78	271	636	362
HES-Income Eligible	263	188	473	268	192	427	542	108	366	520	392
Residential Behavior	-	-	-	-	-	-	-	-	-	-	-
Subtotal: Residential EE Portfolio	5,084	2,762	2,933	3,088	3,561	4,384	4,623	1,110	3,019	3,248	2,062
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	1,071	1,539	1,267	1,344	1,414	1,567	992	386	1,948	1,834	1,303
Total - Lost Opportunity	1,071	1,539	1,267	1,344	1,414	1,567	992	386	1,948	1,834	1,303
C&I LARGE RETROFIT											
Energy Opportunities	1,840	1,844	1,164	2,171	4,331	3,830	4,348	1,347	2,942	2,607	1,902
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	34	11	20	93	153	113	7	27	-	457	319
Total - C&I Large Retrofit	1,874	1,855	1,184	2,264	4,484	3,943	4,355	1,375	2,942	3,064	2,221
Small Business	811	815	579	587	1,176	1,238	1,316	515	498	1,298	859
Subtotal: C&I EE Portfolio	3,756	4,209	3,030	4,195	7,074	6,748	6,663	2,276	5,388	6,196	4,383
OTHER - LOAD MANAGEMENT											
Demand Response Pilot - Residential	-	-	-	-	-	-	-	-	-	3,429	4,480
Demand Response Pilot - C&I	-	-	-	-	-	-	-	-	-	794	1,498
Subtotal: Load Management	-	-	-	-	-	-	-	-	-	4,223	5,978
TOTAL	8,840	6,971	5,963	7,283	10,635	11,132	11,286	3,386	8,407	13,668	12,423

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

Table D2 UI Historical and Projected Annual kWh (000)											
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal	
RESIDENTIAL											
Residential Retail Products	22,554	21,333	21,900	22,493	25,732	27,168	3,510	11,254	7,479	5,025	
Residential New Construction	101	180	203	145	405	231	210	496	424	257	
Home Energy Solutions	3,582	2,344	4,492	3,207	2,635	2,789	2,721	2,983	2,927	1,590	
HVAC/Water Heaters					1,948	2,032	1,367	1,335	1,469	1,110	
HES-Income Eligible	3,131	3,787	3,754	1,994	4,450	3,765	3,648	4,226	5,319	4,011	
Residential Behavior	-	-	-	4,204	4,265	3,396	-	-	1,085	812	
Subtotal: Residential EE Portfolio	29,368	27,644	30,349	32,043	39,435	39,381	11,456	20,294	18,703	12,804	
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	7,098	8,277	12,505	7,942	10,688	5,660	5,821	16,558	9,979	7,091	
Total - Lost Opportunity	7,098	8,277	12,505	7,942	10,688	5,660	5,821	16,558	9,979	7,091	
C&I LARGE RETROFIT											
Energy Opportunities	14,860	10,833	19,506	35,303	34,249	40,174	20,639	19,164	22,530	16,438	
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	750	1,939	3,112	2,072	1,636	567	164	1,258	4,243	2,957	
Total - C&I Large Retrofit	15,610	12,772	22,618	37,375	35,885	40,741	20,803	20,422	26,773	19,395	
Small Business	6,321	5,131	7,114	8,297	8,053	8,847	6,238	3,532	10,024	6,628	
Subtotal: C&I EE Portfolio	29,029	26,180	42,237	53,614	54,626	55,248	32,862	40,512	46,776	33,114	
TOTAL	58,397	53,824	72,586	85,657	94,061	94,629	44,318	60,806	65,480	45,918	

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

Table D3 UI Historical and Projected Lifetime kWh (000)												
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021		
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal		
RESIDENTIAL												
Residential Retail Products	118,010	124,693	181,837	214,911	302,910	218,858	21,744	58,083	33,904	20,772		
Residential New Construction	1,113	1,702	2,498	1,817	5,995	1,836	3,169	8,319	6,902	4,948		
Home Energy Solutions	38,988	23,439	57,406	43,369	31,635	28,492	24,573	23,696	24,504	13,957		
HVAC/Water Heaters					26,930	26,354	24,042	22,619	23,176	17,517		
HES-Income Eligible	35,418	46,117	50,273	24,573	58,090	42,317	40,013	45,338	45,247	30,860		
Residential Behavior	-	-	-	10,931	11,088	8,830	-	-	2,723	2,038		
Subtotal: Residential EE Portfolio	193,529	195,951	292,014	295,601	436,648	326,687	113,541	158,055	136,456	90,091		
COMMERCIAL & INDUSTRIAL												
C&I LOST OPPORTUNITY												
Energy Conscious Blueprint	106,078	128,278	195,048	121,435	160,561	89,308	98,486	264,135	170,823	121,378		
Total - Lost Opportunity	106,078	128,278	195,048	121,435	160,561	89,308	98,486	264,135	170,823	121,378		
C&I LARGE RETROFIT												
Energy Opportunities	183,875	137,393	230,606	393,904	415,779	480,512	254,831	216,084	264,592	193,045		
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	5,177	14,596	24,020	12,710	9,922	2,837	821	6,292	23,760	16,557		
Total - C&I Large Retrofit	189,052	151,989	254,626	406,614	425,701	483,349	255,652	222,376	288,351	209,602		
Small Business	79,627	65,167	88,661	103,281	100,003	110,908	78,121	42,728	125,418	82,961		
Subtotal: C&I EE Portfolio	374,757	345,434	538,335	631,330	686,265	683,565	432,259	529,239	584,592	413,942		
TOTAL	568,286	541,385	830,349	926,931	1,122,913	1,010,252	545,800	687,294	721,048	504,033		

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

Table D5 UI Historical and Cost Per Project kW											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal
RESIDENTIAL											
Residential Retail Products	\$ 657	\$ 1,196	\$ 1,120	\$ 2,049	\$ 1,222	\$ 1,391	\$ 1,216	\$ 1,755	\$ 1,313	\$ 2,433	\$ 2,747
Residential New Construction	\$ 495	\$ 9,846	\$ 3,638	\$ 1,977	\$ 3,800	\$ 3,550	\$ 8,293	\$ (843)	\$ 6,514	\$ 4,322	\$ 4,651
Home Energy Solutions	\$ 4,784	\$ 5,539	\$ 5,349	\$ 5,863	\$ 6,909	\$ 5,909	\$ 5,622	\$ 7,750	\$ 4,074	\$ 4,228	\$ 5,621
HVAC/Water Heaters						\$ 11,814	\$ 11,546	\$ 15,822	\$ 6,093	\$ 3,493	\$ 5,059
HES-Income Eligible	\$ 11,814	\$ 14,564	\$ 10,097	\$ 14,541	\$ 17,286	\$ 8,918	\$ 6,956	\$ 25,362	\$ 11,423	\$ 10,125	\$ 10,621
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$ 1,810	\$ 3,036	\$ 3,406	\$ 4,142	\$ 3,199	\$ 3,077	\$ 2,745	\$ 6,405	\$ 3,820	\$ 4,568	\$ 5,710
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	\$ 2,811	\$ 1,419	\$ 1,660	\$ 2,946	\$ 1,900	\$ 1,973	\$ 2,298	\$ 4,456	\$ 2,373	\$ 2,866	\$ 3,087
Total - Lost Opportunity	\$ 2,811	\$ 1,419	\$ 1,660	\$ 2,946	\$ 1,900	\$ 1,973	\$ 2,298	\$ 4,456	\$ 2,373	\$ 2,866	\$ 3,087
C&I LARGE RETROFIT											
Energy Opportunities	\$ 2,670	\$ 1,831	\$ 3,543	\$ 3,345	\$ 2,194	\$ 2,873	\$ 2,213	\$ 3,123	\$ 2,112	\$ 3,643	\$ 3,843
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	NA	\$ 3,181	\$ 3,482
Total - C&I Large Retrofit	\$ 2,687	\$ 1,956	\$ 3,785	\$ 3,496	\$ 2,282	\$ 2,918	\$ 2,334	\$ 3,321	\$ 2,357	\$ 3,574	\$ 3,791
Small Business	\$ 1,818	\$ 3,238	\$ 4,152	\$ 4,349	\$ 3,017	\$ 2,705	\$ 3,366	\$ 4,438	\$ 4,615	\$ 3,699	\$ 4,255
Subtotal: C&I EE Portfolio	\$ 2,535	\$ 2,008	\$ 2,967	\$ 3,439	\$ 2,328	\$ 2,659	\$ 2,532	\$ 3,767	\$ 2,571	\$ 3,390	\$ 3,673
OTHER - LOAD MANAGEMENT											
Demand Response Pilot - Residential	-	-	-	-	-	-	-	-	-	\$ 402	\$ 574
Demand Response Pilot - C&I	-	-	-	-	-	-	-	-	-	\$ 357	\$ 255
Subtotal Load Management	-	-	-	-	-	-	-	-	-	-	-

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

Table D6											
UI Historical and Costs per Project Annual kWh											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal
RESIDENTIAL											
Residential Retail Products	\$0.058	\$0.106	\$ 0.098	\$ 0.178	\$ 0.150	\$ 0.172	\$ 0.151	\$ 0.305	\$ 0.183	\$ 0.314	\$ 0.344
Appliance Retirement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - Consumer Products	\$0.058	\$0.106	\$ 0.098	\$ 0.178	\$ 0.150	\$ 0.172	\$ 0.151	\$ 0.305	\$ 0.250	\$ 0.314	\$ 0.344
Residential New Construction	\$0.166	\$2.535	\$ 0.950	\$ 1.266	\$ 1.966	\$ 1.227	\$ 2.082	\$ (0.169)	\$ 1.602	\$ 1.736	\$ 2.277
Home Energy Solutions	\$0.965	\$0.835	\$ 1.262	\$ 1.022	\$ 1.157	\$ 1.236	\$ 1.131	\$ 0.778	\$ 0.944	\$ 1.379	\$ 1.958
HVAC/Water Heaters						\$ 0.522	\$ 0.551	\$ 0.899	\$ 1.237	\$ 1.513	\$ 1.647
HES-Income Eligible	\$0.660	\$0.874	\$ 1.261	\$ 1.038	\$ 1.664	\$ 0.856	\$ 1.001	\$ 0.749	\$ 0.989	\$ 0.990	\$ 1.037
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ 0.169	\$ 0.115	\$ 0.021	NA	NA	\$ 0.207	\$ 0.443
Subtotal: Residential EE Portfolio	\$0.170	\$0.286	\$ 0.361	\$ 0.421	\$ 0.356	\$ 0.342	\$ 0.322	\$ 0.621	\$ 0.568	\$ 0.793	\$ 0.920
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	\$0.283	\$0.308	\$ 0.254	\$ 0.317	\$ 0.338	\$ 0.289	\$ 0.403	\$ 0.296	\$ 0.279	\$ 0.527	\$ 0.567
Total - Lost Opportunity	\$0.283	\$0.308	\$ 0.254	\$ 0.317	\$ 0.338	\$ 0.289	\$ 0.403	\$ 0.296	\$ 0.279	\$ 0.527	\$ 0.567
C&I LARGE RETROFIT											
Energy Opportunities	\$0.307	\$0.227	\$ 0.381	\$ 0.372	\$ 0.269	\$ 0.321	\$ 0.240	\$ 0.204	\$ 0.324	\$ 0.422	\$ 0.445
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	\$ 0.573	\$ 0.343	\$ 0.375
Total - C&I Large Retrofit	\$0.312	\$0.232	\$ 0.351	\$ 0.350	\$ 0.274	\$ 0.321	\$ 0.249	\$ 0.219	\$ 0.340	\$ 0.409	\$ 0.434
Small Business	\$0.288	\$0.417	\$ 0.469	\$ 0.359	\$ 0.428	\$ 0.416	\$ 0.501	\$ 0.366	\$ 0.651	\$ 0.479	\$ 0.551
Subtotal: C&I EE Portfolio	\$0.298	\$0.291	\$ 0.343	\$ 0.342	\$ 0.307	\$ 0.329	\$ 0.305	\$ 0.261	\$ 0.342	\$ 0.449	\$ 0.486

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

Table D7 UI Historical and Costs per Project Lifetime kWh											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal
RESIDENTIAL											
Residential Retail Products	\$0.015	\$0.020	\$ 0.017	\$ 0.021	\$ 0.016	\$ 0.015	\$ 0.019	\$ 0.049	\$ 0.035	\$ 0.069	\$ 0.083
Appliance Retirement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - Consumer Products	\$0.015	\$0.020	\$ 0.017	\$ 0.021	\$ 0.016	\$ 0.015	\$ 0.019	\$ 0.049	\$ 0.048	\$ 0.069	\$ 0.083
Residential New Construction	\$0.014	\$0.230	\$ 0.100	\$ 0.103	\$ 0.157	\$ 0.083	\$ 0.262	\$(0.011)	\$ 0.096	\$ 0.107	\$ 0.118
Home Energy Solutions	\$0.110	\$0.077	\$ 0.126	\$ 0.080	\$ 0.086	\$ 0.103	\$ 0.111	\$ 0.086	\$ 0.119	\$ 0.165	\$ 0.223
HVAC/Water Heaters						\$ 0.038	\$ 0.042	\$ 0.051	\$ 0.073	\$ 0.096	\$ 0.104
HES-Income Eligible	\$0.059	\$0.077	\$ 0.104	\$ 0.078	\$ 0.135	\$ 0.066	\$ 0.089	\$ 0.068	\$ 0.092	\$ 0.116	\$ 0.135
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ 0.065	\$ 0.044	\$ 0.008	NA	NA	\$ 0.083	\$ 0.176
Subtotal: Residential EE Portfolio	\$0.034	\$0.043	\$ 0.051	\$ 0.044	\$ 0.039	\$ 0.031	\$ 0.039	\$ 0.063	\$ 0.073	\$ 0.109	\$ 0.131
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	\$0.018	\$0.021	\$ 0.016	\$ 0.020	\$ 0.022	\$ 0.019	\$ 0.026	\$ 0.017	\$ 0.018	\$ 0.031	\$ 0.033
Total - Lost Opportunity	\$0.018	\$0.021	\$ 0.016	\$ 0.020	\$ 0.022	\$ 0.019	\$ 0.026	\$ 0.017	\$ 0.018	\$ 0.031	\$ 0.033
C&I LARGE RETROFIT											
Energy Opportunities	\$0.024	\$0.018	\$ 0.030	\$ 0.031	\$ 0.024	\$ 0.026	\$ 0.020	\$ 0.017	\$ 0.029	\$ 0.036	\$ 0.038
Business & Energy Sustainability (O&M, RCx, BSC, PRIME, CSP/SEM)	\$0.144	\$0.049	\$ 0.025	\$ 0.027	\$ 0.058	\$ 0.051	\$ 0.191	\$ 0.436	\$ 0.114	\$ 0.061	\$ 0.067
Total - C&I Large Retrofit	\$0.024	\$0.019	\$ 0.029	\$ 0.031	\$ 0.025	\$ 0.027	\$ 0.021	\$ 0.018	\$ 0.031	\$ 0.038	\$ 0.040
Small Business	\$0.023	\$0.033	\$ 0.037	\$ 0.029	\$ 0.034	\$ 0.033	\$ 0.040	\$ 0.029	\$ 0.054	\$ 0.038	\$ 0.044
Subtotal: C&I EE Portfolio	\$0.022	\$0.023	\$ 0.026	\$ 0.027	\$ 0.026	\$ 0.026	\$ 0.025	\$ 0.020	\$ 0.026	\$ 0.036	\$ 0.039

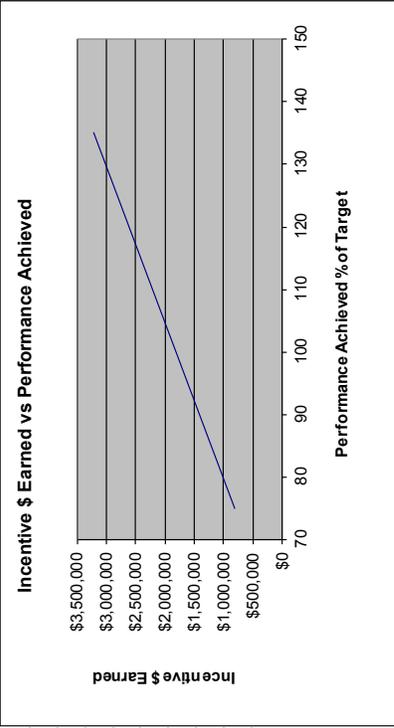
United Illuminating Electric PMI (2020)

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 EEB Consultants. The Utility Performance Incentive is: \$1,813,856. This calculation 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</u>	<u>Pre-tax Incentive</u>
75	2.0%	\$806,158
85	3.0%	\$1,209,237
95	4.0%	\$1,612,317
100	4.5%	\$1,813,856
105	5.0%	\$2,015,396
115	6.0%	\$2,418,475
125	7.0%	\$2,821,554
135	8.0%	\$3,224,633



Total Original Budget* \$40,307,916

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

United Illuminating Electric PMI (2020) continued

SECTOR Program	Performance Indicators		Incentive Metrics			
	Incentive Metric	Target Goal	Weight	Incentive		
RESIDENTIAL All Residential Programs (Sector Level) Sector Budget	Residential Products & Services Lifetime kWh	27,655,636	Total Electric System Benefit from all Res programs	Electric System Benefit from all Res Total Electric System Benefit: \$19,944,169	0.195	\$353,702
	Residential Products & Services kW	788				
	Homes Lifetime kWh	5,709,280				
	Homes kW	140				
	Home Energy Solutions Lifetime kWh	19,653,421				
	Home Energy Solutions kW	765				
	HVAC/Water Heaters Lifetime kWh	19,426,004				
	HVAC/Water Heaters kW	533				
	HES Income Eligible Lifetime kWh	36,672,287				
	HES Income Eligible kW	422				
	Residential Behavior Lifetime kWh	2,723,350				
	Residential Behavior kW	0				
	Total Residential Lifetime kWh	111,839,977				
	Total Residential kW	2,648				
	Present Value of Res Lifetime kWh	\$0.0949				
	Present Value of Res Lifetime kW @ Customer Meter	\$3,524.15				
	Total Res Lifetime kWh @ Present Value Factor	\$10,611,850				
	Total Res kW @ Present Value Factor	\$9,332,319				
	Total Electric System Benefit	\$19,944,169				
	The Net Electric System Benefit from all Res programs	\$5,105,120				
Total Net Electric System Benefit	\$5,105,120	\$5,105,120	0.195	\$353,702		
All Residential Programs (Sector Level)						

United Illuminating Electric PMI (2020) continued

SECTOR Program	Performance Indicators		Incentive Metrics				
			Incentive Metric	Target Goal	Weight	Incentive	
RESIDENTIAL	Residential New Construction	\$ 736,814	Percentage of single-family and single-family attached homes/units in the RMC 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	\$27,208
	HES	\$ 4,037,529	MMBTU per single-family home (not including lighting) for Core Service 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	\$54,416
HES - Income Eligible			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	\$27,208
		\$ 5,265,854	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 Annual MMBTU	This is a penalty metric - 5% 70,038 MMBTU	0.03	\$54,416

United Illuminating Electric PMI (2020) continued

SECTOR Program	Performance Indicators		Incentive Metrics			
	Incentive Metric	Target Goal	Weight	Incentive		
COMMERCIAL & INDUSTRIAL (C/I)	Energy Blueprint Lifetime kWh	165,946,940	Total Electric System Benefit from all C&I programs.	Electric System Benefit from all C&I programs Total Electric System Benefit: \$79,188,108	0.21	\$380,910
	Energy Blueprint kW	1,796				
	Energy Opportunities Lifetime kWh	255,910,442				
	Energy Opportunities kW	2,522				
	B&ES (RetroCx, BOC, RFP, PRIME) Lifetime kWh	23,759,723				
	B&ES kW	457				
	Small Business Lifetime kWh	125,417,798				
	Small Business kW	1,298				
	Total C&I Lifetime kWh	571,034,903				
	Total C&I kW	6,072				
	Present Value of C&I Lifetime kWh	\$0.0818				
	Present Value of C&I Lifetime kW @ Customer Meter	\$5,350.92				
	Total C&I Lifetime kWh @ Present Value Factor	\$46,695,929				
	Total C&I kW @ Present Value Factor	\$32,492,179				
	Total Electric System Benefit	\$79,188,108				
The Net Electric System Benefit from all C&I programs:	\$58,179,535					
All C/I Programs (Sector Level) Sector Budget	\$21,008,573					
All C/I Programs (Sector Level) Sector Budget				Total Program Benefit from all C&I programs	0.21	\$380,910
Small Business	\$ 4,800,005	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	\$54,416

United Illuminating Electric PMI (2020) continued

SECTOR Program	Performance Indicators		Incentive Metrics				
			Incentive Metric	Target Goal	Weight	Incentive	
COMMERCIAL & INDUSTRIAL (C/I)							
Energy Conscious Blueprint	\$ 5,256,401	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	\$36,277	
Energy Opportunities	\$ 9,497,571	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 signed projects	0.03	\$54,416	
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	\$36,277	
All C&I Programs		Electric Savings	Electric Savings included in appropriate sector level metric				
Total Incentive \$ Residential and C&I					1.0000	\$1,813,856	

United Illuminating Electric PMI (2021)

THE UNITED ILLUMINATING COMPANY		
2021 Management Incentive Performance Indicators and Incentive Matrix		
<p>Provided below is the 2021 Incentive Matrix with Performance Indicators. The weights applied to each of the individual and sector level metrics were developed in collaboration with EEB Consultants. The Utility Performance Incentive is: \$1,508,894. This calculation 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:</p>		
Performance %	Pretax	Pre-tax Incentive
75	2.0%	\$670,619
85	3.0%	\$1,005,929
95	4.0%	\$1,341,239
100	4.5%	\$1,508,894
105	5.0%	\$1,676,549
115	6.0%	\$2,011,858
125	7.0%	\$2,347,168
135	8.0%	\$2,682,478
Total Original Budget*	\$33,530,970	
*Does not include Incentive, EEB costs, and Audit.		

United Illuminating Electric PMI (2021) continued

SECTOR Program	Performance Indicators			Incentive Metrics			
				Incentive Metric	Target Goal	Weight	Incentive
RESIDENTIAL All Residential Programs (Sector Level) Sector Budget	\$11,776,050	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	\$294,234
		Residential Products & Services kW	658		Total Electric System Benefit:		
		Homes Lifetime kWh	5,081,243		\$15,387,785		
		Homes kW	129				
		Home Energy Solutions Lifetime kWh	13,974,735				
		Home Energy Solutions kW	554				
		HVAC/Water Heaters Lifetime kWh	18,168,360				
		HVAC/Water Heaters kW	375				
		HES-Income Eligible Lifetime kWh	30,831,833				
		HES-Income Eligible kW	391				
		Residential Behavior Lifetime kWh	2,038,120				
		Residential Behavior kW	0				
		Total Residential Lifetime kWh	91,807,266				
		Total Residential kW	2,108				
		Present Value of Res Lifetime kWh	\$0.0906				
		Present Value of Res Lifetime kW @ Customer Meter	\$3,356.40				
		Total Res Lifetime kWh @ Present Value Factor	\$8,313,860				
		Total Res kW @ Present Value Factor	\$7,073,925				
		Total Electric System Benefit	\$15,387,785				
		The Net Electric System Benefit from all Res programs	\$3,611,735				
All Residential Programs (Sector Level)		Total Net Electric System Benefit	\$3,611,735		\$3,611,735	0.195	\$294,234

United Illuminating Electric PMI (2021) continued

SECTOR Program	Performance Indicators		Incentive Metrics			
			Incentive Metric	Target Goal	Weight	Incentive
RESIDENTIAL						
Residential New Construction	\$ 585,093	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.	Energy savings included in appropriate sector level metric		0.015	\$22,633
HES	\$ 3,112,233	MMBTU per single-family home (not including lighting) 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%.	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	\$45,267
		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	\$22,633
HES-Income Eligible	\$ 4,160,285	Expend the HES-IE Budget - Full Penalty is 5% times HES-IE Budgeted Spending. Expending 95% spending avoids the penalty. The penalty is on sliding scale from 85% to 95%. Above 85% spending, the penalty is scaled with a 10% reduction in the penalty for each one percent increase in budget spend above 85%.	Energy savings included in appropriate sector level metric Expend 2021 HES-IE Budget Annual MMBTU	This is a penalty metric - 5%	0.03	\$45,267
		Annual MMBTU for electric, oil and propane measures		60,108 MMBTU		

United Illuminating Electric PMI (2021) continued

SECTOR Program	Performance Indicators				Incentive Metrics		
					Incentive Metric	Target Goal	Weight
COMMERCIAL & INDUSTRIAL (C/I) All C/I Programs (Sector Level) Sector Budget	\$16,095,605	Energy Blueprint Lifetime kWh	116,935,201	Total Electric System Benefit from all C&I programs.	Electric System Benefit from all C&I programs	0.21	\$316,868
		Energy Blueprint kW	1,265		Total Electric System Benefit:		
		Energy Opportunities Lifetime kWh	184,496,203		\$55,051,656		
		Energy Opportunities kW	1,818				
		B&ES (RCx, BOC, RFP, PRIME) Lifetime kWh	16,557,076				
		B&ES kW	319				
		Small Business Lifetime kWh	82,961,223				
		Small Business kW	859				
		Total C&I Lifetime kWh	400,949,704				
		Total C&I kW	4,260				
		Present Value of C&I Lifetime kWh	\$0.0793				
		Present Value of C&I Lifetime kW @ Customer Meter	\$5,461.08				
		Total C&I Lifetime kWh @ Present Value Factor	\$31,785,029				
		Total C&I kW @ Present Value Factor	\$23,266,627				
	Total Electric System Benefit	\$55,051,656					
	The Net Electric System Benefit from all C&I programs:	\$38,956,051					
	Total Net Electric System Benefit from all C&I programs.	\$38,956,051		Total Program Benefit from all C&I programs.	0.21	\$316,868	
All C/I Programs (Sector Level) Sector Budget							
Small Business	\$ 3,653,165	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	\$45,267

United Illuminating Electric PMI (2021) continued

SECTOR Program	Performance Indicators		Incentive Metrics			
			Incentive Metric	Target Goal	Weight	Incentive
COMMERCIAL & INDUSTRIAL (C/I)						
Energy Conscious Blueprint	\$ 4,023,870	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	\$30,178
Energy Opportunities	\$ 7,308,919	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	\$45,267
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	\$30,178
All C&I Programs		Electric Savings	Electric Savings include in appropriate sector level metric			
Total Incentive \$ Residential and C&I					1.0000	\$1,508,894

This page intentionally blank.

COMBINED NATURAL GAS BUDGET AND SAVINGS TABLES

Combined Natural Gas Table A1 (2019)

Table A1
EVERSOURCE CT GAS, CNG, and SCG
2019-2022 Natural Gas Budget

Natural Gas EE Budget	2019			
	2019 Eversource CT Gas Actual Results 12/31/19	2019 CNG Actual Results 12/31/19	2019 SCG Actual Results 12/31/19	2019 Eversource CT Gas/CNG/SCG Combined Total 12/31/19
RESIDENTIAL				
Residential New Construction	\$ 887,551	\$ 345,274	\$ 498,505	\$ 1,731,330
Home Energy Solutions - Core Services	\$ 2,572,719	\$ 1,652,699	\$ 1,857,838	\$ 6,083,256
Home Energy Solutions - HVAC, Water Heaters	\$ 3,441,578	\$ 2,571,973	\$ 3,493,108	\$ 9,506,659
HES-Income Eligible	\$ 3,404,495	\$ 4,515,924	\$ 3,049,996	\$ 10,970,415
Residential Behavior	\$ 414,553	\$ 29,744	\$ 29,770	\$ 474,067
Subtotal: Residential EE Portfolio	\$ 10,720,896	\$ 9,115,614	\$ 8,929,218	\$ 28,765,728
COMMERCIAL & INDUSTRIAL				
C&I LOST OPPORTUNITY				
Energy Conscious Blueprint	\$ 3,177,795	\$ 1,418,405	\$ 1,225,977	\$ 5,822,177
Total - Lost Opportunity	\$ 3,177,795	\$ 1,418,405	\$ 1,225,977	\$ 5,822,177
C&I LARGE RETROFIT				
Energy Opportunities	\$ 3,236,775	\$ 1,244,788	\$ 733,604	\$ 5,215,167
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 972,152	\$ 403,019	\$ 197,331	\$ 1,572,502
Total - C&I Large Retrofit	\$ 4,208,927	\$ 1,647,807	\$ 930,935	\$ 6,787,669
Small Business	\$ 220,886	\$ 252,653	\$ 216,506	\$ 690,045
Subtotal: C&I EE Portfolio	\$ 7,607,608	\$ 3,318,865	\$ 2,373,418	\$ 13,299,891
OTHER - EDUCATION & ENGAGEMENT				
Educate the Public	\$ 63,267	\$ 70,099	\$ 70,658	\$ 204,024
Customer Engagement	\$ 201,756	\$ -	\$ -	\$ 201,756
Educate the Students	\$ 27,256	\$ 30,305	\$ 30,515	\$ 88,076
Educate the Workforce	\$ 5,699	\$ 16,112	\$ 16,111	\$ 37,922
Subtotal: Education & Engagement	\$ 297,978	\$ 116,516	\$ 117,284	\$ 531,778
OTHER - PROGRAMS/REQUIREMENTS				
Residential Loan Program (includes ECLF and OBR)	\$ 80,075	\$ 65,874	\$ 81,757	\$ 227,706
C&I Financing Support	\$ 10,944	\$ -	\$ -	\$ 10,944
Research, Development and Demonstration	\$ 15,367	\$ 36,634	\$ 37,918	\$ 89,919
Subtotal: Programs/Requirements	\$ 106,386	\$ 102,508	\$ 119,675	\$ 328,569
OTHER - ADMINISTRATIVE & PLANNING				
Administration	\$ 92,906	\$ 119,626	\$ 119,729	\$ 332,261
Marketing Plan	\$ 14,890	\$ 18,173	\$ 18,173	\$ 51,236
Planning	\$ 137,312	\$ 114,452	\$ 106,494	\$ 358,258
Evaluation Measurement and Verification	\$ 218,102	\$ 217,523	\$ 217,524	\$ 653,149
Evaluation Administrator	\$ 21,008	\$ 18,667	\$ 18,667	\$ 58,342
Information Technology	\$ 143,627	\$ 148,063	\$ 127,849	\$ 419,539
Energy Efficiency Board Consultants	\$ 34,965	\$ 30,847	\$ 30,847	\$ 96,659
Audits - Financial and Operational	\$ 10,000	\$ 10,000	\$ 10,000	\$ 30,000
Performance Management Incentive (PMI)	\$ 992,896	\$ 854,443	\$ 900,581	\$ 2,747,920
Subtotal: Other - Administrative & Planning	\$ 1,665,706	\$ 1,531,794	\$ 1,549,865	\$ 4,747,365
TOTAL	\$ 20,398,574	\$ 14,185,297	\$ 13,089,459	\$ 47,673,330

Combined Natural Gas Table A1 (2020)

**Table A1
EVERSOURCE CT GAS, CNG, and SCG
2019-2022 Natural Gas Budget**

Natural Gas EE Budget	2020			
	2020 Eversource CT Gas Proposed Budget 03/01/20	2020 CNG Proposed Budget 03/01/20	2020 SCG Proposed Budget 03/01/20	2020 Eversource CT Gas/CNG/SCG Combined Total 03/01/20
RESIDENTIAL				
Residential New Construction	\$ 940,876	\$ 793,979	\$ 1,167,010	\$ 2,901,866
Home Energy Solutions - Core Services	\$ 2,050,120	\$ 3,051,266	\$ 2,088,475	\$ 7,189,860
Home Energy Solutions - HVAC, Water Heaters	\$ 3,301,448	\$ 2,504,228	\$ 3,815,794	\$ 9,621,470
HES-Income Eligible	\$ 4,028,418	\$ 4,641,638	\$ 3,671,944	\$ 12,342,000
Residential Behavior	\$ -	\$ 173,872	\$ 193,016	\$ 366,888
Subtotal: Residential EE Portfolio	\$ 10,320,862	\$ 11,164,983	\$ 10,936,239	\$ 32,422,084
COMMERCIAL & INDUSTRIAL				
C&I LOST OPPORTUNITY				
Energy Conscious Blueprint	\$ 4,519,999	\$ 2,353,178	\$ 2,097,544	\$ 8,970,721
Total - Lost Opportunity	\$ 4,519,999	\$ 2,353,178	\$ 2,097,544	\$ 8,970,721
C&I LARGE RETROFIT				
Energy Opportunities	\$ 4,213,854	\$ 1,344,284	\$ 1,377,081	\$ 6,935,218
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 691,845	\$ 779,491	\$ 616,162	\$ 2,087,498
Total - C&I Large Retrofit	\$ 4,905,698	\$ 2,123,775	\$ 1,993,243	\$ 9,022,716
Small Business	\$ 822,100	\$ 364,215	\$ 302,114	\$ 1,488,429
Subtotal: C&I EE Portfolio	\$ 10,247,798	\$ 4,841,168	\$ 4,392,901	\$ 19,481,866
OTHER - EDUCATION & ENGAGEMENT				
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	\$ 133,669
Educate the Workforce	\$ 35,359	\$ 67,473	\$ 67,473	\$ 170,305
Subtotal: Education & Engagement	\$ 419,476	\$ 307,444	\$ 307,443	\$ 1,034,362
OTHER - PROGRAMS/REQUIREMENTS				
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
Subtotal: Programs/Requirements	\$ 208,331	\$ 156,292	\$ 211,292	\$ 575,915
OTHER - ADMINISTRATIVE & PLANNING				
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)	\$ 979,740	\$ 769,809	\$ 741,818	\$ 2,491,366
Subtotal: Other - Administrative & Planning	\$ 1,628,595	\$ 1,480,113	\$ 1,452,125	\$ 4,560,833
TOTAL	\$ 22,825,061	\$ 17,950,000	\$ 17,300,000	\$ 58,075,061

Combined Natural Gas Table A1 (2021)

**Table A1
EVERSOURCE CT GAS, CNG, and SCG
2019-2022 Natural Gas Budget**

Natural Gas EE Budget	2021			
	2021 Eversource CT Gas Proposed Budget 03/01/20	2021 CNG Proposed Budget 03/01/20	2021 SCG Proposed Budget 03/01/20	2021 Eversource CT Gas/CNG/SCG Combined Total 03/01/20
RESIDENTIAL				
Residential New Construction	\$ 965,864	\$ 732,811	\$ 961,869	\$ 2,660,544
Home Energy Solutions - Core Services	\$ 2,121,264	\$ 2,818,592	\$ 1,716,102	\$ 6,655,959
Home Energy Solutions - HVAC, Water Heaters	\$ 3,369,117	\$ 2,301,294	\$ 3,137,168	\$ 8,807,579
HES-Income Eligible	\$ 4,126,723	\$ 4,253,623	\$ 3,065,254	\$ 11,445,600
Residential Behavior	\$ -	\$ 161,103	\$ 159,403	\$ 320,506
Subtotal: Residential EE Portfolio	\$ 10,582,968	\$ 10,267,423	\$ 9,039,795	\$ 29,890,187
COMMERCIAL & INDUSTRIAL				
C&I LOST OPPORTUNITY				
Energy Conscious Blueprint	\$ 4,575,774	\$ 2,182,041	\$ 1,738,415	\$ 8,496,230
Total - Lost Opportunity	\$ 4,575,774	\$ 2,182,041	\$ 1,738,415	\$ 8,496,230
C&I LARGE RETROFIT				
Energy Opportunities	\$ 4,265,710	\$ 1,242,458	\$ 1,142,186	\$ 6,650,353
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 710,087	\$ 719,095	\$ 510,241	\$ 1,939,422
Total - C&I Large Retrofit	\$ 4,975,796	\$ 1,961,553	\$ 1,652,426	\$ 8,589,776
Small Business	\$ 929,583	\$ 336,058	\$ 250,699	\$ 1,516,340
Subtotal: C&I EE Portfolio	\$ 10,481,153	\$ 4,479,653	\$ 3,641,540	\$ 18,602,346
OTHER - EDUCATION & ENGAGEMENT				
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	\$ 135,493
Educate the Workforce	\$ 36,774	\$ 67,473	\$ 67,473	\$ 171,719
Subtotal: Education & Engagement	\$ 437,581	\$ 288,726	\$ 288,726	\$ 1,015,032
OTHER - PROGRAMS/REQUIREMENTS				
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
Subtotal: Programs/Requirements	\$ 228,428	\$ 156,292	\$ 211,292	\$ 596,012
OTHER - ADMINISTRATIVE & PLANNING				
Administration	\$ 150,933	\$ 159,218	\$ 159,219	\$ 469,370
Marketing Plan	\$ 40,100	\$ 40,100	\$ 40,100	\$ 120,300
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)	\$ 1,005,347	\$ 712,551	\$ 622,068	\$ 2,339,966
Subtotal: Other - Administrative & Planning	\$ 1,689,598	\$ 1,428,256	\$ 1,337,774	\$ 4,455,628
TOTAL	\$ 23,419,728	\$ 16,620,349	\$ 14,519,128	\$ 54,559,205

Combined Natural Gas Table A1 (2022)

**Table A1
EVERSOURCE CT GAS, CNG, and SCG
2019-2022 Natural Gas Budget**

Natural Gas EE Budget	2022			
	2022 Eversource CT Gas Proposed Budget 03/01/20	2022 CNG Proposed Budget 03/01/20	2022 SCG Proposed Budget 03/01/20	2022 Eversource CT Gas/CNG/SCG Combined Total 03/01/20
RESIDENTIAL				
Residential New Construction	\$ 973,061	\$ 739,386	\$ 968,478	\$ 2,680,924
Home Energy Solutions - Core Services	\$ 2,140,527	\$ 3,175,522	\$ 1,728,119	\$ 7,044,168
Home Energy Solutions - HVAC, Water Heaters	\$ 3,385,934	\$ 1,990,616	\$ 3,158,750	\$ 8,535,301
HES-Income Eligible	\$ 4,149,666	\$ 4,292,097	\$ 3,086,550	\$ 11,528,313
Residential Behavior	\$ -	\$ 162,554	\$ 158,932	\$ 321,486
Subtotal: Residential EE Portfolio	\$ 10,649,188	\$ 10,360,175	\$ 9,100,829	\$ 30,110,192
COMMERCIAL & INDUSTRIAL				
C&I LOST OPPORTUNITY				
Energy Conscious Blueprint	\$ 4,609,686	\$ 2,201,618	\$ 1,750,360	\$ 8,561,664
Total - Lost Opportunity	\$ 4,609,686	\$ 2,201,618	\$ 1,750,360	\$ 8,561,664
C&I LARGE RETROFIT				
Energy Opportunities	\$ 4,297,326	\$ 1,253,605	\$ 1,150,038	\$ 6,700,970
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 715,350	\$ 725,547	\$ 513,755	\$ 1,954,651
Total - C&I Large Retrofit	\$ 5,012,676	\$ 1,979,152	\$ 1,663,793	\$ 8,655,621
Small Business	\$ 936,472	\$ 339,073	\$ 252,426	\$ 1,527,971
Subtotal: C&I EE Portfolio	\$ 10,558,834	\$ 4,519,844	\$ 3,666,579	\$ 18,745,256
OTHER - EDUCATION & ENGAGEMENT				
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	\$ 135,493
Educate the Workforce	\$ 36,774	\$ 67,473	\$ 67,473	\$ 171,719
Subtotal: Education & Engagement	\$ 437,581	\$ 288,726	\$ 288,726	\$ 1,015,032
OTHER - PROGRAMS/REQUIREMENTS				
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
Subtotal: Programs/Requirements	\$ 228,428	\$ 156,292	\$ 211,292	\$ 596,012
OTHER - ADMINISTRATIVE & PLANNING				
Administration	\$ 150,933	\$ 159,218	\$ 159,219	\$ 469,370
Marketing Plan	\$ 40,100	\$ 40,100	\$ 40,100	\$ 120,300
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)	\$ 1,011,823	\$ 718,533	\$ 625,941	\$ 2,356,297
Subtotal: Other - Administrative & Planning	\$ 1,696,074	\$ 1,434,238	\$ 1,341,648	\$ 4,471,960
TOTAL	\$ 23,570,105	\$ 16,759,275	\$ 14,609,073	\$ 54,938,453

Combined Natural Gas Table A2 (2019-2021)

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

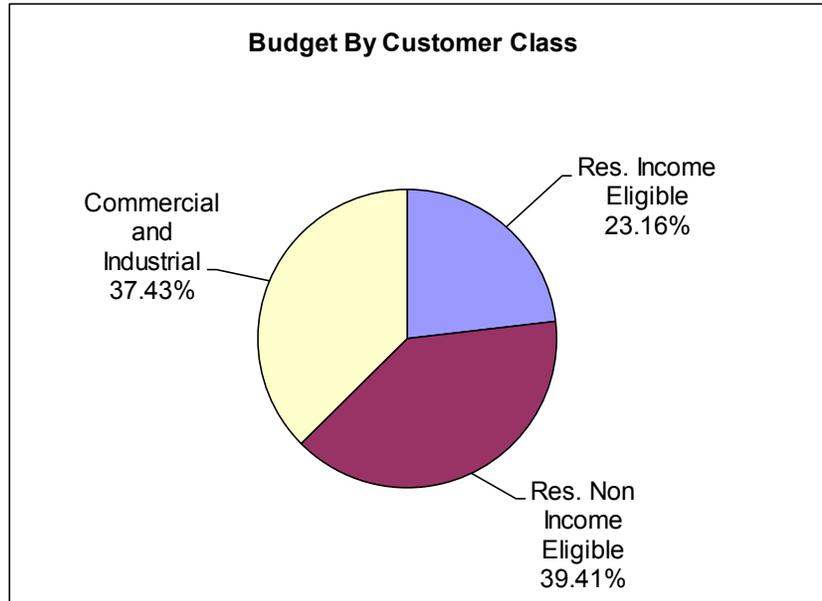
	2019		2019		2019		2020		2020		2020	
	Eversource CT Gas	CNG	SCG	Combined Eversource CT Gas/CNG/SCG Total	Eversource CT Gas	CNG	SCG	Eversource CT Gas	CNG	SCG	Combined Eversource CT Gas/CNG/SCG Total	
Natural Gas EE Revenues	Revenues 12/31/2019	Revenues 12/31/2019	Revenues 12/31/2019	Revenues 12/31/2019	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020
Conservation Adjustment Mechanism (CAM)	\$ 21,317,095	\$ 15,219,115	\$ 13,983,363	\$ 50,519,573	\$ 23,458,340	\$ 16,156,851	\$ 14,450,613	\$ 23,458,340	\$ 16,156,851	\$ 14,450,613	\$ 54,065,804	\$ 54,065,804
Prior Period Over/(Under) Collections	\$ 2,235,770	\$ (55,968)	\$ 324,477	\$ 2,504,279	\$ (884,020)	\$ (469,530)	\$ (278,081)	\$ (884,020)	\$ (469,530)	\$ (278,081)	\$ (1,631,631)	\$ (1,631,631)
Prior Period Under/(Over) Budget	\$ (3,837,385)	\$ 451,887	\$ 1,287,654	\$ (2,097,844)	\$ 250,741	\$ 2,073,351	\$ 2,905,328	\$ 250,741	\$ 2,073,351	\$ 2,905,328	\$ 5,229,420	\$ 5,229,420
Interest Due to Company/Other Revenues	\$ 49,815	\$ 174,569	\$ 121,216	\$ 345,600		\$ 189,328	\$ 222,140		\$ 189,328	\$ 222,140	\$ 411,468	\$ 411,468
Total Revenues	\$ 19,765,295	\$ 15,789,603	\$ 15,716,710	\$ 51,271,608	\$ 22,825,061	\$ 17,950,000	\$ 17,300,000	\$ 22,825,061	\$ 17,950,000	\$ 17,300,000	\$ 58,075,061	\$ 58,075,061

	2021		2021		2021		2022		2022		2022	
	Eversource CT Gas	CNG	SCG	Combined Eversource CT Gas/CNG/SCG Total	Eversource CT Gas	CNG	SCG	Eversource CT Gas	CNG	SCG	Combined Eversource CT Gas/CNG/SCG Total	
Natural Gas EE Revenues	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020	Revenues 03/01/2020
Conservation Adjustment Mechanism (CAM)	\$ 23,419,728	\$ 16,620,349	\$ 14,519,128	\$ 54,559,205	\$ 23,570,105	\$ 16,759,275	\$ 14,609,073	\$ 23,570,105	\$ 16,759,275	\$ 14,609,073	\$ 54,938,453	\$ 54,938,453
Total Revenues	\$ 23,419,728	\$ 16,620,349	\$ 14,519,128	\$ 54,559,205	\$ 23,570,105	\$ 16,759,275	\$ 14,609,073	\$ 23,570,105	\$ 16,759,275	\$ 14,609,073	\$ 54,938,453	\$ 54,938,453

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

Combined Natural Gas Table A1 (2020)

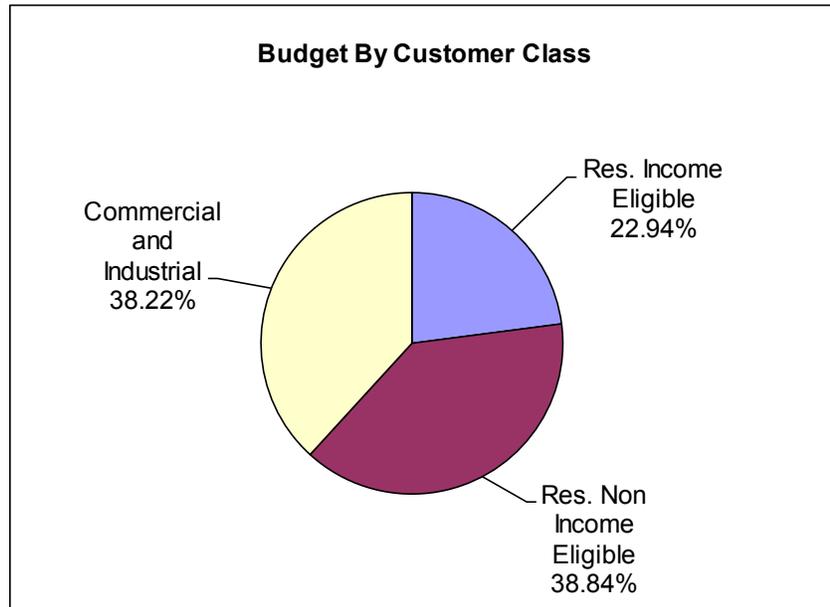
**Statewide 2020 Update Budget Analysis
Table A1 Pie Chart**



Customer Class	Budget* (\$,000)	% of Total Budget	% of Residential and C&I Budget
Res. Income-Eligible	\$12,382,038	20.84%	22.73%
Res. Non Income-Eligible	\$19,024,698	36.03%	39.30%
Residential Subtotal	\$33,447,849	56.87%	62.03%
Commercial and Industrial	\$20,009,680	34.82%	37.97%
C&I Subtotal	\$20,009,680	34.82%	37.97%
Residential and C&I Subtotal	\$53,457,528	91.68%	100.00%
Other Expenditures			
Other Expenditures	\$4,617,533	8.32%	
Other Expenditures Subtotal	\$4,617,533	8.32%	
TOTAL	\$58,075,061	100.00%	
ES CT Gas	\$22,825,061	42.15%	
CNG	\$17,950,000	30.57%	
SCG	\$17,300,000	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	\$11,487,862	20.91%	22.81%
Res. Non Income-Eligible	\$19,448,436	36.05%	39.32%
Residential Subtotal	\$30,936,298	56.97%	62.12%
Commercial and Industrial	\$19,137,580	34.73%	37.88%
C&I Subtotal	\$19,137,580	34.73%	37.88%
Residential and C&I Subtotal	\$50,073,878	91.69%	100.00%
Other Expenditures			
Other Expenditures	\$4,485,328	8.31%	
Other Expenditures Subtotal	\$4,485,328	8.31%	
TOTAL	\$54,559,205	100.00%	
ES CT Gas	\$23,419,728	41.70%	
CNG	\$16,620,349	31.12%	
SCG	\$14,519,128	27.18%	

EVERSOURCE (NATURAL GAS) BUDGET AND SAVINGS TABLES

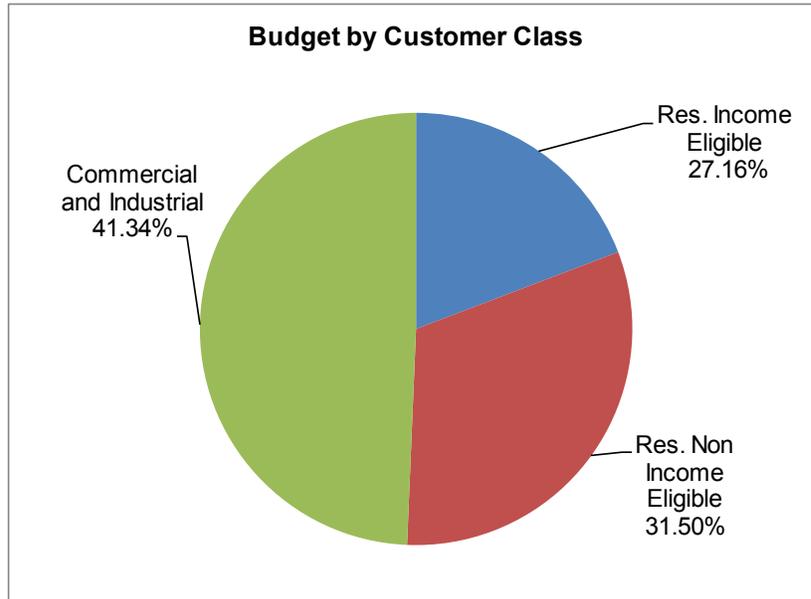
Table A – Eversource Natural Gas (2019-2022)

Table A
Eversource CT Gas Service Company
2019-2022 Natural Gas Conservation Budget

Eversource CT Gas EE Budget	2019 Eversource CT Gas Actual Results 12/31/2019	2020 Eversource CT Gas Proposed Budget 3/1/2020	2021 Eversource CT Gas Proposed Budget 3/1/2020	2022 Eversource CT Gas Proposed Budget 3/1/2020
RESIDENTIAL				
Residential New Construction	\$ 887,551	\$ 940,876	\$ 965,864	\$ 973,061
Home Energy Solutions - Core Services	\$ 2,572,719	\$ 2,050,120	\$ 2,121,264	\$ 2,140,527
Home Energy Solutions - HVAC, Water Heaters	\$ 3,441,578	\$ 3,301,448	\$ 3,369,117	\$ 3,385,934
HES-Income Eligible	\$ 3,404,495	\$ 4,028,418	\$ 4,126,723	\$ 4,149,666
Residential Behavior	\$ 414,553	\$ -	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$ 10,720,896	\$ 10,320,862	\$ 10,582,968	\$ 10,649,188
COMMERCIAL & INDUSTRIAL				
C&I LOST OPPORTUNITY				
Energy Conscious Blueprint	\$ 3,177,795	\$ 4,519,999	\$ 4,575,774	\$ 4,609,686
Total - Lost Opportunity	\$ 3,177,795	\$ 4,519,999	\$ 4,575,774	\$ 4,609,686
C&I LARGE RETROFIT				
Energy Opportunities	\$ 3,236,775	\$ 4,213,854	\$ 4,265,710	\$ 4,297,326
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 972,152	\$ 691,845	\$ 710,087	\$ 715,350
Total - C&I Large Retrofit	\$ 4,208,927	\$ 4,905,698	\$ 4,975,796	\$ 5,012,676
Small Business	\$ 220,886	\$ 822,100	\$ 929,583	\$ 936,472
Subtotal: C&I EE Portfolio	\$ 7,607,608	\$ 10,247,798	\$ 10,481,153	\$ 10,558,834
OTHER - EDUCATION & ENGAGEMENT				
Educate the Public	\$ 63,267	\$ 70,165	\$ 73,642	\$ 73,642
Customer Engagement	\$ 201,756	\$ 270,612	\$ 282,000	\$ 282,000
Educate the Students	\$ 27,256	\$ 43,340	\$ 45,164	\$ 45,164
Educate the Workforce	\$ 5,699	\$ 35,359	\$ 36,774	\$ 36,774
Subtotal: Education & Engagement	\$ 297,978	\$ 419,476	\$ 437,581	\$ 437,581
OTHER - PROGRAMS/REQUIREMENTS				
Residential Loan Program (includes ECLF and OBR)	\$ 80,075	\$ 80,075	\$ 84,523	\$ 84,523
C&I Financing Support	\$ 10,944	\$ 78,256	\$ 93,905	\$ 93,905
Research, Development and Demonstration	\$ 15,367	\$ 50,000	\$ 50,000	\$ 50,000
Subtotal: Programs/Requirements	\$ 106,386	\$ 208,331	\$ 228,428	\$ 228,428
OTHER - ADMINISTRATIVE & PLANNING				
Administration	\$ 92,906	\$ 136,109	\$ 150,933	\$ 150,933
Marketing Plan	\$ 14,890	\$ 31,100	\$ 40,100	\$ 40,100
Planning	\$ 137,312	\$ 74,993	\$ 79,158	\$ 79,158
Evaluation Measurement and Verification	\$ 218,102	\$ 200,000	\$ 200,000	\$ 200,000
Evaluation Administrator	\$ 21,008	\$ 20,000	\$ 20,000	\$ 20,000
Information Technology	\$ 143,627	\$ 133,321	\$ 140,726	\$ 140,726
Energy Efficiency Board Consultants	\$ 34,965	\$ 43,333	\$ 43,333	\$ 43,333
Audits - Financial and Operational	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Performance Management Incentive (PMI)	\$ 992,896	\$ 979,740	\$ 1,005,347	\$ 1,011,823
Subtotal: Other - Administrative & Planning	\$ 1,665,706	\$ 1,628,595	\$ 1,689,598	\$ 1,696,074
TOTAL	\$ 20,398,574	\$ 22,825,061	\$ 23,419,728	\$ 23,570,105

Table A Pie Chart – Eversource Natural Gas (2020)

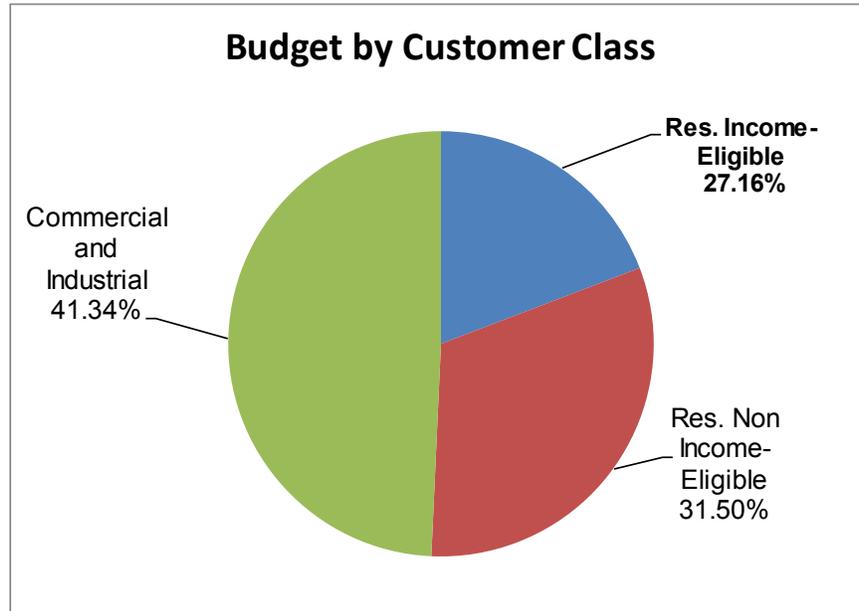
Eversource CT Gas 2020 Budget Analysis



Customer Class	Budget*	% of Total Budget	% of Residential & C&I Budget
Res. Income-Eligible	\$4,068,456	17.82%	19.21%
Res. Non Income-Eligible	\$6,661,285	29.18%	31.45%
Residential Subtotal	\$10,729,740	47.01%	50.67%
Commercial and Industrial	\$10,447,826	45.77%	49.33%
C&I Subtotal	\$10,447,826	45.77%	49.33%
Residential and C&I Subtotal	\$21,177,567	92.78%	100.00%
Other Expenditures			
Other Expenditures	\$1,647,495	7.22%	
Other Expenditures Subtotal	\$1,647,495	7.22%	
TOTAL	\$22,825,061	100.00%	

Table A Pie Chart – Eversource Natural Gas (2021)

Eversource CT Gas 2021 Budget Analysis



Customer Class	Budget*	% of Total Budget	% of Residential and C&I Budget
Res. Income-Eligible	\$4,168,985	17.80%	19.19%
Res. Non Income-Eligible	\$6,847,526	29.24%	31.53%
Residential Subtotal	\$11,016,511	47.04%	50.72%
Commercial and Industrial	\$10,703,719	45.70%	49.28%
C&I Subtotal	\$10,703,719	45.70%	49.28%
Residential and C&I Subtotal	\$21,720,231	92.74%	100.00%
Other Expenditures			
Other Expenditures	\$1,699,497	7.26%	
Other Expenditures Subtotal	\$1,699,497	7.26%	
TOTAL	\$23,419,728	100.00%	

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

Table A Pie Sector Allocation			
	Residential	C&I	Other
OTHER - EDUCATION & ENGAGEMENT			
Educate the Public	50%	50%	0%
Customer Engagement	80%	20%	0%
Educate the Students	80%	20%	0%
Educate the Workforce	50%	50%	0%
OTHER - PROGRAMS/REQUIREMENTS			
Residential Loan Program	100%	0%	0%
C&I Financing Support	0%	100%	0%
Research, Development & Demonstration	0%	0%	100%
OTHER - LOAD MANAGEMENT			
Residential Demand Response	100%	0%	0%
C&I Demand Response	0%	100%	0%
OTHER - ADMINISTRATIVE & PLANNING			
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&I programs that produce savings are allocated 100% to the Residential and C&I sectors, respectively. Other programs budgets are allocated to both Residential and C&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 Eversource 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
Residential								
Retail Products								
New Construction	\$941	\$2,079	\$3,196	\$5,190	3.40	2.50	625	Homes
Home Energy Solutions	\$2,050	\$2,503	\$2,601	\$4,334	1.27	1.73	2,485	Homes
HVAC	\$3,301	\$8,331	\$5,766	\$9,352	1.75	1.12	5,062	Units
HES - Income Eligible	\$4,028	\$4,112	\$5,577	\$9,292	1.38	2.26	8,768	Homes
Subtotal: Residential EE Portfolio	\$10,321	\$17,024	\$17,140	\$28,167	1.66	1.65		
Commercial & Industrial								
Energy Conscious Blueprint	\$4,520	\$5,699	\$8,638	\$14,220	1.91	2.50	219	Projects
Energy Opportunities	\$4,214	\$12,486	\$8,907	\$14,252	2.11	1.14	90	Projects
BES	\$692	\$1,443	\$2,962	\$4,405	4.28	3.05	24	Projects
Small Business	\$822	\$1,646	\$1,466	\$2,450	1.78	1.49	169	Projects
Subtotal: C&I EE Portfolio	\$10,248	\$21,273	\$21,973	\$35,327	2.14	1.66		
Other								
Subtotal: Other	\$2,256	\$2,256						
TOTAL	\$22,825	\$40,553	\$39,113	\$63,494	1.71	1.57		

2020 Eversource Gas	Gas Savings			Gas Cost Rates				MMBtu Savings				Emissions Savings	
	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)	Cost Rate \$/ccf Annual	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
Residential													
Retail Products													
New Construction	159,796	3,254,374	1,446	\$5.89	\$0.289	\$651	\$32	16,443	334,875	\$57	\$3	1,183	24,084
Home Energy Solutions	129,990	2,622,212	1,223	\$15.77	\$0.782	\$1,676	\$83	13,376	269,826	\$153	\$8	962	19,406
HVAC	293,421	5,836,322	2,620	\$11.25	\$0.566	\$1,260	\$63	30,193	600,558	\$109	\$5	2,171	43,192
HES - Income Eligible	287,334	5,566,390	2,720	\$14.02	\$0.724	\$1,481	\$76	29,567	572,782	\$136	\$7	2,126	41,195
Subtotal: Residential EE Portfolio	870,541	17,279,299	8,009	\$11.86	\$0.597	\$1,289	\$65	89,579	1,778,040	\$115	\$6	6,443	127,877
Commercial & Industrial													
Energy Conscious Blueprint	574,061	8,906,396	3,529	\$7.87	\$0.508	\$1,281	\$83	59,071	916,468	\$77	\$5	4,248	64,505
Energy Opportunities	727,742	8,367,349	4,836	\$5.79	\$0.504	\$871	\$76	74,885	861,000	\$56	\$5	5,386	61,454
BES	379,323	2,195,906	1,104	\$1.82	\$0.315	\$627	\$108	39,032	225,959	\$18	\$3	2,807	15,326
Small Business	123,534	1,548,170	1,140	\$6.65	\$0.531	\$721	\$58	12,712	159,307	\$65	\$5	914	11,340
Subtotal: C&I EE Portfolio	1,804,659	21,017,821	10,609	\$5.68	\$0.488	\$966	\$83	185,699	2,162,734	\$55	\$5	13,356	152,625
Other													
Subtotal: Other													
TOTAL	2,675,200	38,297,120	18,618	\$8.53	\$0.596	\$1,226	\$86	275,278	3,940,774	\$83	\$6	19,798	280,502

Table B – Eversource Natural Gas (2021)

2021	Costs (\$000)		Benefits (\$000)		Benefit Cost Ratios		Quantities	
Eversource Gas	Utility Cost	Total Resource Cost	Utility Benefit	Total Resource Benefit	Utility Cost Test	Resource Cost Test	No. of Units	Units of Measure
Residential								
Retail Products								
New Construction	\$966	\$2,104	\$3,280	\$5,328	3.40	2.53	641	Homes
Home Energy Solutions	\$2,121	\$2,574	\$2,691	\$4,484	1.27	1.74	2,572	Homes
HVAC	\$3,369	\$8,398	\$5,885	\$9,544	1.75	1.14	5,166	Units
HES - Income Eligible	\$4,127	\$4,210	\$5,713	\$9,519	1.38	2.26	8,982	Homes
Subtotal: Residential EE Portfolio	\$10,583	\$17,286	\$17,569	\$28,874	1.66	1.67		
Commercial & Industrial								
Energy Conscious Blueprint	\$4,576	\$5,754	\$8,745	\$14,395	1.91	2.50	221	Projects
Energy Opportunities	\$4,266	\$12,538	\$9,017	\$14,427	2.11	1.15	91	Projects
BES	\$710	\$1,461	\$3,040	\$4,521	4.28	3.09	25	Projects
Small Business	\$930	\$1,753	\$1,658	\$2,771	1.78	1.58	191	Projects
Subtotal: C&I EE Portfolio	\$10,481	\$21,507	\$22,459	\$36,115	2.14	1.68		
Subtotal: Other	\$2,356	\$2,356						
TOTAL	\$23,420	\$41,148	\$40,029	\$64,989	1.71	1.58		

2021	Gas Savings			Gas Cost Rates				MMBtu Savings				Emissions Savings	
Eversource Gas	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)	Cost Rate \$/ccf	Cost Ratio \$/LT-	Demand Cost \$/ccf	Demand Cost \$/LT-ccf	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
Residential													
Retail Products													
New Construction	164,039	3,340,804	1,485	\$5.89	\$0.289	\$651	\$32	16,880	343,769	\$57	\$3	1,214	24,724
Home Energy Solutions	134,501	2,713,210	1,266	\$15.77	\$0.782	\$1,676	\$83	13,840	279,189	\$153	\$8	995	20,079
HVAC	299,435	5,955,948	2,673	\$11.25	\$0.566	\$1,260	\$63	30,812	612,867	\$109	\$5	2,216	44,078
HES - Income Eligible	294,346	5,702,227	2,786	\$14.02	\$0.724	\$1,481	\$76	30,288	586,759	\$136	\$7	2,178	42,200
Subtotal: Residential EE Portfolio	892,322	17,712,189	8,210	\$11.86	\$0.597	\$1,289	\$65	91,820	1,822,584	\$115	\$6	6,604	131,081
Commercial & Industrial													
Energy Conscious Blueprint	581,145	9,016,297	3,573	\$7.87	\$0.508	\$1,281	\$83	59,800	927,777	\$77	\$5	4,301	65,301
Energy Opportunities	736,698	8,470,318	4,895	\$5.79	\$0.504	\$871	\$76	75,806	871,596	\$56	\$5	5,452	62,210
BES	389,324	2,253,805	1,133	\$1.82	\$0.315	\$627	\$108	40,061	231,917	\$18	\$3	2,881	15,730
Small Business	139,685	1,750,580	1,289	\$6.65	\$0.531	\$721	\$58	14,374	180,135	\$65	\$5	1,034	12,823
Subtotal: C&I EE Portfolio	1,846,851	21,491,000	10,891	\$5.68	\$0.488	\$962	\$83	190,041	2,211,424	\$55	\$5	13,668	156,064
Subtotal: Other													
TOTAL	2,739,173	39,203,189	19,100	\$8.55	\$0.597	\$1,226	\$86	281,861	4,034,008	\$83	\$6	20,272	287,144

Table C - Eversource CT Natural Gas (2020)

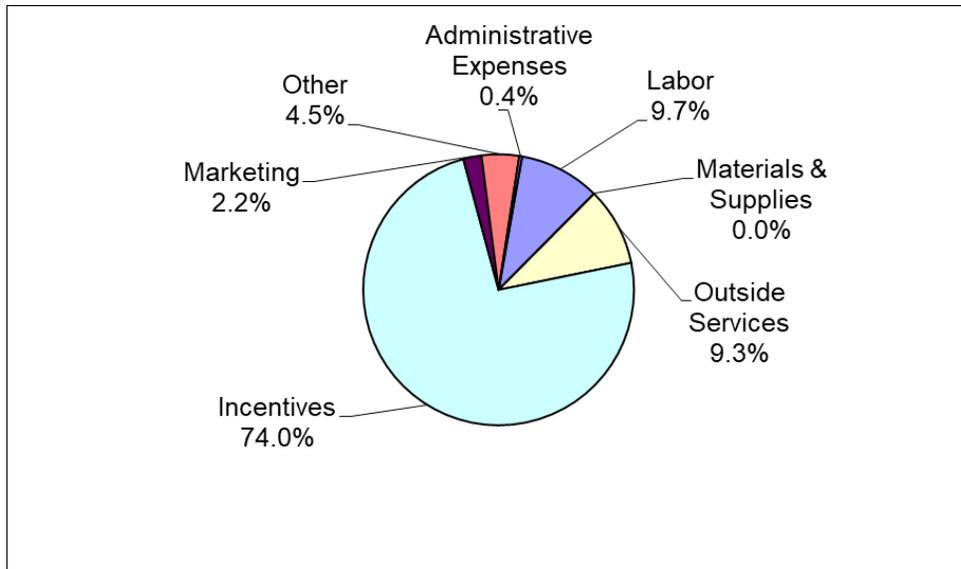
Table C
Eversource CT Gas 2020 EE Budget Details

Eversource CT Gas EE BUDGET	Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
RESIDENTIAL									
Residential New Construction	\$ 42,544	\$ 100	\$ 10,636	\$ 500	\$ 854,442	\$ 27,654	\$ 2,000	\$ 3,000	\$ 940,876
Home Energy Solutions - Core Services	\$ 425,441	\$ 500	\$ 212,720	\$ 17,018	\$ 1,217,901	\$ 159,540	\$ 12,000	\$ 5,000	\$ 2,050,120
Home Energy Solutions - HVAC, Water Heaters	\$ 74,452	\$ 484	\$ 255,265	\$ -	\$ 2,965,893	\$ 4,254	\$ 100	\$ 1,000	\$ 3,301,448
HES-Income Eligible	\$ 429,892	\$ 500	\$ 63,816	\$ 26,590	\$ 3,334,080	\$ 159,540	\$ 6,000	\$ 8,000	\$ 4,028,418
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$ 972,329	\$ 1,584	\$ 542,437	\$ 44,108	\$ 8,372,315	\$ 350,988	\$ 20,100	\$ 17,000	\$ 10,320,862
COMMERCIAL & INDUSTRIAL									
C&I LOST OPPORTUNITY									
Energy Conscious Blueprint	\$ 127,860	\$ 500	\$ 451,981	\$ 23,581	\$ 3,885,315	\$ 28,762	\$ 1,000	\$ 1,000	\$ 4,519,999
Total - Lost Opportunity	\$ 127,860	\$ 500	\$ 451,981	\$ 23,581	\$ 3,885,315	\$ 28,762	\$ 1,000	\$ 1,000	\$ 4,519,999
C&I LARGE RETROFIT									
Energy Opportunities Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 81,999	\$ 100	\$ 102,723	\$ 860	\$ 487,727	\$ 16,436	\$ 1,000	\$ 1,000	\$ 691,845
Total C&I - Large Retrofit	\$ 737,988	\$ 600	\$ 174,155	\$ 23,788	\$ 3,920,132	\$ 39,035	\$ 7,000	\$ 3,000	\$ 4,905,698
Small Business	\$ 58,193	\$ 500	\$ 8,217	\$ 500	\$ 712,655	\$ 39,035	\$ 1,000	\$ 2,000	\$ 822,100
Subtotal: C&I EE Portfolio	\$ 924,041	\$ 1,600	\$ 634,353	\$ 47,869	\$ 8,518,103	\$ 106,832	\$ 9,000	\$ 6,000	\$ 10,247,798
OTHER - EDUCATION & ENGAGEMENT									
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
Subtotal: Education & Engagement	\$ 71,322	\$ 1,500	\$ 324,795	\$ -	\$ -	\$ 6,159	\$ 12,700	\$ 3,000	\$ 419,476
OTHER - PROGRAMS/REQUIREMENTS									
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
Subtotal: Programs/Requirements	\$ 14,000	\$ -	\$ 194,331	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 208,331
OTHER - ADMINISTRATIVE & PLANNING									
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)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 979,740	\$ -	\$ 979,740
Subtotal: Other	\$ 116,139	\$ -	\$ 436,402	\$ 15,500	\$ -	\$ 31,100	\$ 979,740	\$ 49,715	\$ 1,628,595
TOTAL BUDGET	\$ 2,097,831	\$ 4,684	\$ 2,132,318	\$ 107,477	\$ 16,890,418	\$ 495,079	\$ 1,021,540	\$ 75,715	\$ 22,825,061

* "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	\$ 2,205,308	9.7%
Materials & Supplies	\$ 4,684	0.0%
Outside Services	\$ 2,132,318	9.3%
Incentives	\$16,890,418	74.0%
Marketing	\$ 495,079	2.2%
Other	\$ 1,021,540	4.5%
Administrative Expenses	\$ 75,715	0.3%
Total	\$22,825,061	100.0%

Table C – Eversource CT Natural Gas (2021)

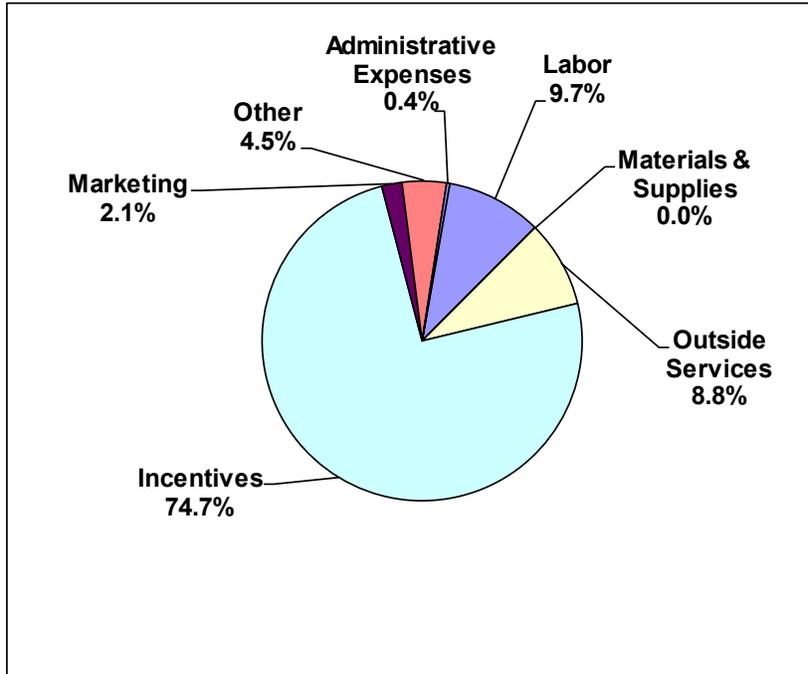
Table C
Eversource CT Gas 2021 EE Budget Details

Eversource CT Gas EE BUDGET	Labor	Materials & Supplies	Outside Services	Contractor Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
RESIDENTIAL									
Residential New Construction	\$ 43,820	\$ 100	\$ 10,000	\$ -	\$ 880,943	\$ 26,000	\$ 2,000	\$ 3,000	\$ 965,864
Home Energy Solutions - Core Services	\$ 438,204	\$ 500	\$ 200,000	\$ 16,000	\$ 1,299,560	\$ 150,000	\$ 12,000	\$ 5,000	\$ 2,121,264
Home Energy Solutions - HVAC, Water Heaters	\$ 76,686	\$ 484	\$ 240,000	\$ -	\$ 3,046,847	\$ 4,000	\$ 100	\$ 1,000	\$ 3,369,117
HES-Income Eligible	\$ 442,789	\$ 500	\$ 60,000	\$ 25,000	\$ 3,434,434	\$ 150,000	\$ 6,000	\$ 8,000	\$ 4,126,723
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$ 1,001,499	\$ 1,584	\$ 510,000	\$ 41,000	\$ 8,661,785	\$ 330,000	\$ 20,100	\$ 17,000	\$ 10,582,968
COMMERCIAL & INDUSTRIAL									
C&I LOST OPPORTUNITY									
Energy Conscious Blueprint	\$ 131,686	\$ 500	\$ 440,000	\$ 22,956	\$ 3,950,623	\$ 28,000	\$ 1,000	\$ 1,000	\$ 4,575,774
Total - Lost Opportunity	\$ 131,686	\$ 500	\$ 440,000	\$ 22,956	\$ 3,950,623	\$ 28,000	\$ 1,000	\$ 1,000	\$ 4,575,774
C&I LARGE RETROFIT									
Energy Opportunities	\$ 675,669	\$ 500	\$ 69,538	\$ 22,320	\$ 3,467,683	\$ 22,000	\$ 6,000	\$ 2,000	\$ 4,265,710
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 84,459	\$ 100	\$ 10,000	\$ 837	\$ 596,691	\$ 16,000	\$ 1,000	\$ 1,000	\$ 710,087
Total C&I - Large Retrofit	\$ 760,128	\$ 600	\$ 79,538	\$ 23,157	\$ 4,064,374	\$ 38,000	\$ 7,000	\$ 3,000	\$ 4,975,796
Small Business	\$ 59,939	\$ 500	\$ 8,000	\$ -	\$ 820,144	\$ 38,000	\$ 1,000	\$ 2,000	\$ 929,583
Subtotal: C&I EE Portfolio	\$ 951,762	\$ 1,600	\$ 527,538	\$ 46,113	\$ 8,835,140	\$ 104,000	\$ 9,000	\$ 6,000	\$ 10,481,153
OTHER - EDUCATION & ENGAGEMENT									
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
Subtotal: Education & Engagement	\$ 74,762	\$ 1,500	\$ 340,060	\$ -	\$ -	\$ 6,159	\$ 12,600	\$ 2,500	\$ 437,581
OTHER - PROGRAMS/REQUIREMENTS									
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
Subtotal: Programs/Requirements	\$ 14,420	\$ -	\$ 214,008	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 228,428
OTHER - ADMINISTRATIVE & PLANNING									
Administration	\$ 25,750	\$ -	\$ 75,468	\$ -	\$ -	\$ -	\$ -	\$ 49,715	\$ 150,933
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,100	\$ -	\$ -	\$ 40,100
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)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,005,347	\$ -	\$ 1,005,347
Subtotal Other	\$ 119,623	\$ -	\$ 459,312	\$ 15,500	\$ -	\$ 40,100	\$ 1,005,347	\$ 49,715	\$ 1,689,598
TOTAL BUDGET	\$ 2,162,066	\$ 4,684	\$ 2,050,918	\$ 102,613	\$ 17,496,925	\$ 480,259	\$ 1,047,047	\$ 75,215	\$ 23,419,728

* 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	\$ 2,264,679	9.7%
Materials & Supplies	\$ 4,684	0.0%
Outside Services	\$ 2,050,918	8.8%
Incentives	\$ 17,496,925	74.7%
Marketing	\$ 480,259	2.1%
Other	\$ 1,047,047	4.5%
Administrative Expenses	\$ 75,215	0.3%
Total	\$ 23,419,728	100.0%

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 Actual	2020 Budget	2021 Budget	2022 Budget
RESIDENTIAL											
Residential New Construction	\$ 267,891	\$ 193,667	\$ 677,845	\$ 764,790	\$ 692,482	\$ 881,482	\$ 919,565	\$ 887,551	\$ 940,876	\$ 965,864	\$ 973,061
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	\$ 2,572,719	\$ 2,050,120	\$ 2,121,264	\$ 2,140,527
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	\$ -	\$ -	\$ -	\$ -	\$ 1,668,456	\$ 1,483,857	\$ 2,938,795	\$ 3,441,578	\$ 3,301,448	\$ 3,369,117	\$ 3,385,934
HES-Income Eligible	\$1,683,995	\$3,138,425	\$ 5,614,632	\$ 4,650,418	\$ 4,926,003	\$ 4,617,168	\$ 4,400,007	\$ 3,404,495	\$ 4,028,418	\$ 4,126,723	\$ 4,149,666
Water Heating	\$ 55,706	\$ 41,069	\$ 329,133	\$ 523,846	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ 183,310	\$ 614,173	\$ 167,458	\$ 414,553	\$ -	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$3,645,131	\$5,097,684	\$11,115,026	\$ 9,371,685	\$10,422,314	\$10,976,494	\$10,268,012	\$10,720,896	\$10,320,862	\$10,682,968	\$10,649,188
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	\$1,247,518	\$1,152,025	\$ 3,034,664	\$ 2,634,533	\$ 2,080,768	\$ 1,603,199	\$ 1,831,447	\$ 3,177,795	\$ 4,519,999	\$ 4,575,774	\$ 4,609,686
Total - Lost Opportunity	\$1,247,518	\$1,152,025	\$ 3,034,664	\$ 2,634,533	\$ 2,080,768	\$ 1,603,199	\$ 1,831,447	\$ 3,177,795	\$ 4,519,999	\$ 4,575,774	\$ 4,609,686
C&I LARGE RETROFIT											
Energy Opportunities	\$1,133,274	\$ 870,585	\$ 2,053,847	\$ 1,688,217	\$ 4,135,899	\$ 3,555,604	\$ 4,097,336	\$ 3,236,775	\$ 4,213,854	\$ 4,265,710	\$ 4,297,326
Business & Energy Sustainability (O&M, RCX, BSC, CSP/SEM)	\$ 55,381	\$ 94,554	\$ 299,105	\$ 219,014	\$ 678,102	\$ 553,690	\$ 569,494	\$ 972,152	\$ 691,845	\$ 710,087	\$ 715,350
Process Retrofit Pilot	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total - C&I Large Retrofit	\$1,188,655	\$ 965,139	\$ 2,352,952	\$ 1,887,231	\$ 4,814,001	\$ 4,109,295	\$ 4,666,830	\$ 4,208,927	\$ 4,905,698	\$ 4,975,796	\$ 5,012,676
Small Business	\$ 65,653	\$ 422,844	\$ 218,468	\$ 329,075	\$ 381,268	\$ 848,654	\$ 247,416	\$ 220,886	\$ 822,100	\$ 929,583	\$ 936,472
Subtotal: C&I EE Portfolio	\$2,501,826	\$2,540,008	\$ 5,606,084	\$ 4,880,839	\$ 7,276,037	\$ 6,561,148	\$ 6,745,693	\$ 7,607,608	\$10,247,798	\$10,481,153	\$10,558,834
OTHER - EDUCATION & ENGAGEMENT											
Educate the Public	\$ -	\$ -	\$ 214,403	\$ -	\$ 145,069	\$ 62,878	\$ 63,267	\$ 270,165	\$ 73,642	\$ 73,642	\$ 73,642
Customer Engagement	\$ -	\$ -	\$ 284,008	\$ 282,000	\$ 229,036	\$ 231,942	\$ 193,660	\$ 201,756	\$ 270,612	\$ 282,000	\$ 282,000
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ 50,119	\$ 26,077	\$ 41,953	\$ 27,256	\$ 43,340	\$ 45,164	\$ 45,164
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ 26,313	\$ 18,686	\$ 9,314	\$ 5,699	\$ 35,359	\$ 36,774	\$ 36,774
SmartLiving Center@Museums Partnership	\$ -	\$ -	\$ 165,067	\$ 83,670	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Clean Energy Communities/Behavior Pilot	\$ -	\$ -	\$ 49,106	\$ 184,917	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
eesmans/K-12	\$ -	\$ -	\$ 8,790	\$ 96,470	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal: Education & Engagement	\$ -	\$ -	\$ 506,971	\$ 647,057	\$ 519,871	\$ 421,774	\$ 307,805	\$ 297,978	\$ 419,476	\$ 437,581	\$ 437,581
OTHER - PROGRAMS/REQUIREMENTS											
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	\$ 0	\$ -	\$ 10,944	\$ 78,256	\$ 93,905	\$ 93,905
Research, Development and Demonstration	\$ -	\$ -	\$ -	\$ 19,154	\$ 20,487	\$ 18,501	\$ 34,459	\$ 15,367	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal: Programs/Requirements	\$ 70,297	\$ 70,406	\$ 141,749	\$ 195,940	\$ 207,814	\$ 103,051	\$ 119,009	\$ 106,386	\$ 208,331	\$ 228,428	\$ 228,428
OTHER - ADMINISTRATIVE & PLANNING											
Administration	\$ -	\$ 51,486	\$ 94,752	\$ 119,374	\$ 37,023	\$ 52,134	\$ 133,366	\$ 92,906	\$ 136,109	\$ 150,933	\$ 150,933
Marketing Plan	\$ -	\$ 8	\$ 65,930	\$ 100,283	\$ 95,028	\$ 37,911	\$ 22,597	\$ 14,890	\$ 31,100	\$ 40,100	\$ 40,100
Planning	\$ 67,396	\$ 103,533	\$ 147,774	\$ 111,082	\$ 94,234	\$ 61,481	\$ 123,125	\$ 137,312	\$ 74,993	\$ 79,158	\$ 79,158
Evaluation Measurement and Verification	\$ 126,001	\$ (17,049)	\$ 169,462	\$ 181,443	\$ 120,010	\$ 200,000	\$ 145,595	\$ 218,102	\$ 200,000	\$ 200,000	\$ 200,000
Evaluation Administrator	\$ -	\$ -	\$ 34,068	\$ 31,472	\$ 39,278	\$ 27,348	\$ 19,902	\$ 21,008	\$ 20,000	\$ 20,000	\$ 20,000
Information Technology	\$ 39,953	\$ 51,196	\$ 72,683	\$ 126,557	\$ 191,801	\$ 68,304	\$ 143,321	\$ 133,321	\$ 133,321	\$ 140,726	\$ 140,726
Energy Efficiency Board Consultants	\$ 18,161	\$ 38,924	\$ 77,207	\$ 75,225	\$ 70,328	\$ 47,599	\$ 33,163	\$ 34,965	\$ 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	\$ 992,896	\$ 979,740	\$ 1,005,347	\$ 1,011,823
Subtotal: Other - Administrative & Planning	\$ 251,511	\$ 833,924	\$ 1,582,648	\$ 1,687,612	\$ 1,235,170	\$ 1,823,448	\$ 1,724,995	\$ 1,665,706	\$ 1,628,595	\$ 1,689,598	\$ 1,695,074
TOTAL	\$6,468,765	\$8,541,922	\$19,952,478	\$16,753,133	\$19,661,206	\$19,685,915	\$19,165,514	\$22,825,061	\$22,419,728	\$23,570,105	\$23,570,105

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 Actual	2020 Goals	2021 Goals
RESIDENTIAL										
Residential New Construction	38,642	53,957	89,997	136,229	107,504	124,495	141,403	179,078	159,796	164,039
Home Energy Solutions - Core Services (2016-2021)	282,453	238,395	303,919	158,468	232,197	325,962	187,700	275,034	129,990	134,501
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	242,925	267,816	413,231	345,175	293,421	299,435
Insulation Rebate	-	17,015	45,588	29,764	-	-	-	-	-	-
HES Early Retirement Furnace Rebate	-	7,132	48,552	-	-	-	-	-	-	-
Res High-Eff Natural Gas Furnace Replace Rebate	-	41,477	133,167	202,140	-	-	-	-	-	-
Window Rebate	-	2,516	5,078	3,226	-	-	-	-	-	-
Home Energy Solution (HES) - Total	282,453	306,535	536,304	393,598	475,122	593,778	600,931	620,209	423,412	433,937
HES-Income Eligible	248,413	415,930	593,667	420,481	412,516	416,211	369,070	273,617	287,334	294,346
Water Heating	6,129	2,812	49,272	70,702	-	-	-	-	-	-
Residential Behavior	-	-	-	-	-	321,474	47,498	93,782	-	-
Subtotal: Residential EE Portfolio	575,637	779,234	1,269,239	1,021,010	995,142	1,455,958	1,158,902	1,166,686	870,541	892,322
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	327,306	259,919	505,346	774,336	458,721	324,249	344,946	502,704	574,061	581,145
Total - Lost Opportunity	327,306	259,919	505,346	774,336	458,721	324,249	344,946	502,704	574,061	581,145
C&I LARGE RETROFIT										
Energy Opportunities	255,394	481,474	614,294	459,661	826,143	859,518	862,082	747,875	727,742	736,698
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	52,488	53,261	164,777	192,358	562,290	563,752	405,861	472,544	379,323	389,324
Total - C&I Large Retrofit	307,882	534,735	779,072	652,019	1,388,433	1,423,270	1,267,943	1,220,419	1,107,065	1,126,022
Small Business	23,405	72,422	57,987	53,878	66,201	95,808	104,112	53,932	123,534	139,685
Subtotal: C&I EE Portfolio	658,593	867,076	1,342,405	1,480,233	1,913,355	1,843,327	1,717,001	1,777,055	1,804,659	1,846,851
TOTAL	1,234,230	1,646,309	2,611,644	2,501,243	2,908,497	3,299,285	2,875,903	2,943,741	2,675,200	2,739,173

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 Actual	2020 Budget	2021 Budget
RESIDENTIAL										
Residential New Construction	952,273	1,171,781	2,045,134	3,271,203	2,657,738	2,904,240	3,247,525	4,289,703	3,254,374	3,340,804
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	5,187,631	2,622,212	2,713,210
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	4,845,878	5,355,264	8,262,599	6,903,273	5,836,322	5,955,948
Insulation Rebate	-	425,386	1,139,707	744,112	-	-	-	-	-	-
HES Early Retirement Furnace Rebate	-	35,662	940,461	-	-	-	-	-	-	-
Res High-Eff Natural Gas Furnace Replace Rebate	-	829,533	2,615,788	4,042,806	-	-	-	-	-	-
Window Rebate	-	52,674	101,568	64,512	-	-	-	-	-	-
Home Energy Solution (HES) - Total	4,870,250	5,479,448	10,334,310	7,848,529	9,243,459	11,428,725	11,823,121	12,090,904	8,458,535	8,669,158
HES - Income Eligible	3,750,072	6,590,419	11,276,075	8,697,544	7,535,882	8,142,754	7,536,237	5,184,877	5,566,390	5,702,227
Water Heating	84,305	56,244	944,742	1,329,986	-	-	-	-	-	-
Residential Behavior	-	-	-	-	-	861,903	122,689	242,243	-	-
Subtotal: Residential EE Portfolio	9,656,900	13,297,892	24,600,260	21,147,262	19,437,079	23,337,622	22,729,572	21,807,727	17,279,299	17,712,189
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	5,074,442	4,012,514	7,665,291	14,168,474	6,862,801	4,932,458	5,016,971	7,603,047	8,906,396	9,016,297
Total - Lost Opportunity	5,074,442	4,012,514	7,665,291	14,168,474	6,862,801	4,932,458	5,016,971	7,603,047	8,906,396	9,016,297
C&I LARGE RETROFIT										
Energy Opportunities	3,017,300	5,870,925	7,136,800	5,687,189	8,948,254	9,274,301	8,677,066	7,417,585	8,367,349	8,470,318
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	369,200	398,693	959,524	1,120,186	3,456,389	3,428,408	2,301,322	3,500,467	2,195,906	2,253,805
Total - C&I Large Retrofit	3,386,500	6,269,618	8,095,324	6,807,375	12,404,643	12,702,709	10,978,388	10,918,052	10,563,255	10,724,124
Small Business	290,172	835,602	693,581	738,098	771,880	1,335,130	1,273,289	733,850	1,548,170	1,750,580
Subtotal: C&I EE Portfolio	8,751,114	11,117,734	16,454,196	21,713,947	20,039,124	18,970,297	17,268,648	19,254,949	21,017,821	21,491,000
TOTAL	18,408,014	24,415,626	41,054,456	42,861,209	39,476,203	42,307,919	39,998,220	41,062,676	38,297,120	39,203,189

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 Actual	2020 Budget	2021 Budget
RESIDENTIAL										
Residential New Construction	\$ 6.933	\$ 3.589	\$ 7.532	\$ 5.614	\$ 6.441	\$ 7.080	\$ 6.496	\$ 4.96	\$ 5.89	\$ 5.89
Home Energy Solutions - Core Services (2016-2021)	\$ 5.798	\$ 5.626	\$ 8.378	\$ 8.721	\$ 6.213	\$ 5.692	\$ 3.067	\$ 4.15	\$ 4.84	\$ 4.89
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Home Energy Solution (HES) - Total	\$ 5.798	\$ 5.626	\$ 8.378	\$ 8.721	\$ 9.725	\$ 8.191	\$ 7.958	\$ 9.70	\$ 12.64	\$ 12.65
HES-Income Eligible	\$ 6.779	\$ 7.546	\$ 9.458	\$ 11.060	\$ 11.941	\$ 11.093	\$ 11.922	\$ 12.44	\$ 14.02	\$ 14.02
Water Heating	\$ 9.089	\$ 14.605	\$ 6.680	\$ 7.409	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$ 6.332	\$ 6.542	\$ 8.757	\$ 9.179	\$ 10.473	\$ 7.539	\$ 8.860	\$ 9.19	\$ 11.86	\$ 11.86
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 3.811	\$ 4.432	\$ 6.005	\$ 3.402	\$ 4.536	\$ 4.944	\$ 5.309	\$ 6.32	\$ 7.87	\$ 7.87
Total - Lost Opportunity	\$ 3.811	\$ 4.432	\$ 6.005	\$ 3.402	\$ 4.536	\$ 4.944	\$ 5.309	\$ 6.32	\$ 7.87	\$ 7.87
C&I LARGE RETROFIT										
Energy Opportunities	\$ 4.437	\$ 1.808	\$ 3.343	\$ 3.629	\$ 5.006	\$ 4.137	\$ 4.753	\$ 4.33	\$ 5.79	\$ 5.79
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 1.055	\$ 1.775	\$ 1.815	\$ 1.139	\$ 1.206	\$ 0.982	\$ 1.403	\$ 2.06	\$ 1.82	\$ 1.82
Total - C&I Large Retrofit	\$ 3.861	\$ 1.805	\$ 3.020	\$ 2.894	\$ 3.467	\$ 2.887	\$ 3.681	\$ 3.45	\$ 4.43	\$ 4.42
Small Business	\$ 2.805	\$ 5.839	\$ 3.768	\$ 6.108	\$ 5.759	\$ 8.858	\$ 2.376	\$ 4.10	\$ 6.65	\$ 6.65
Subtotal: C&I EE Portfolio	\$ 3.799	\$ 2.929	\$ 4.176	\$ 3.277	\$ 3.803	\$ 3.559	\$ 3.929	\$ 4.28	\$ 5.68	\$ 5.68
TOTAL	\$ 5.241	\$ 5.189	\$ 7.257	\$ 6.698	\$ 6.760	\$ 5.967	\$ 6.664	\$ 6.93	\$ 8.53	\$ 8.55

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 Actual	2020 Budget	2021 Budget
RESIDENTIAL										
Residential New Construction	\$ 0.281	\$ 0.165	\$ 0.331	\$ 0.234	\$ 0.261	\$ 0.304	\$ 0.283	\$ 0.21	\$ 0.29	\$ 0.29
Home Energy Solutions - Core Services (2016-2021)	\$ 0.336	\$ 0.315	\$ 0.435	\$ 0.437	\$ 0.319	\$ 0.296	\$ 0.156	\$ 0.21	\$ 0.24	\$ 0.24
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Home Energy Solution (HES) - Total	\$ 0.336	\$ 0.315	\$ 0.435	\$ 0.437	\$ 0.500	\$ 0.426	\$ 0.404	\$ 0.50	\$ 0.63	\$ 0.63
HES-Income Eligible	\$ 0.449	\$ 0.476	\$ 0.498	\$ 0.535	\$ 0.654	\$ 0.567	\$ 0.584	\$ 0.66	\$ 0.72	\$ 0.72
Water Heating	\$ 0.661	\$ 0.730	\$ 0.348	\$ 0.394	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal: Residential EE Portfolio	\$ 0.377	\$ 0.383	\$ 0.452	\$ 0.443	\$ 0.536	\$ 0.470	\$ 0.452	\$ 0.49	\$ 0.60	\$ 0.60
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 0.246	\$ 0.287	\$ 0.396	\$ 0.186	\$ 0.303	\$ 0.325	\$ 0.365	\$ 0.42	\$ 0.51	\$ 0.51
Total - Lost Opportunity	\$ 0.246	\$ 0.287	\$ 0.396	\$ 0.186	\$ 0.303	\$ 0.325	\$ 0.365	\$ 0.42	\$ 0.51	\$ 0.51
C&I LARGE RETROFIT										
Energy Opportunities	\$ 0.376	\$ 0.148	\$ 0.288	\$ 0.293	\$ 0.462	\$ 0.383	\$ 0.211	\$ 0.43	\$ 0.54	\$ 0.54
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 0.150	\$ 0.237	\$ 0.312	\$ 0.196	\$ 0.196	\$ 0.162	\$ 0.247	\$ 0.28	\$ 0.32	\$ 0.32
Total - C&I Large Retrofit	\$ 0.351	\$ 0.154	\$ 0.291	\$ 0.277	\$ 0.388	\$ 0.323	\$ 0.425	\$ 0.39	\$ 0.46	\$ 0.46
Small Business	\$ 0.226	\$ 0.506	\$ 0.315	\$ 0.446	\$ 0.494	\$ 0.636	\$ 0.194	\$ 0.30	\$ 0.53	\$ 0.53
Subtotal: C&I EE Portfolio	\$ 0.286	\$ 0.228	\$ 0.341	\$ 0.223	\$ 0.363	\$ 0.346	\$ 0.391	\$ 0.40	\$ 0.49	\$ 0.49
TOTAL	\$ 0.351	\$ 0.350	\$ 0.462	\$ 0.391	\$ 0.498	\$ 0.465	\$ 0.479	\$ 0.50	\$ 0.60	\$ 0.60

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 Actual	2020 Budget	2021 Budget
RESIDENTIAL												
Residential New Construction	206	235	356	634	792	138	202	1,058	736	796	625	641
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	4,224	2,485	2,572
Home Energy Solutions - HVAC, Water Heaters (2016-2021)	-	-	-	-	-	-	3,350	3,393	4,783	5,406	5,062	5,166
Insulation Rebate	-	-	-	140	333	306	-	-	-	-	-	-
HES Early Retirement Furnace Rebate	-	-	-	34	394	-	-	-	-	-	-	-
Res High-Eff Natural Gas Furnace Replace Rebate	-	-	-	247	1,334	2,108	-	-	-	-	-	-
Window Rebate	-	-	-	217	529	336	-	-	-	-	-	-
Home Energy Solution (HES) - Total	2,768	1,811	3,918	3,507	5,638	4,363	5,491	8,366	6,995	9,630	7,548	7,738
HES-Income Eligible	2,497	2,347	1,579	2,052	4,070	2,978	2,205	8,590	4,036	3,808	8,768	8,982
Water Heating	179	128	112	54	752	1,084	-	-	-	-	-	-
Residential Behavior	-	-	-	-	-	-	-	95,000	29,750	59,270	-	-
Subtotal: Residential EE Portfolio	5,650	4,521	5,965	6,247	11,252	8,563	7,898	113,014	41,517	73,504	16,941	17,361
COMMERCIAL & INDUSTRIAL												
C&I LOST OPPORTUNITY												
Energy Conscious Blueprint	64	85	92	136	153	150	172	192	153	205	219	221
Total - Lost Opportunity	64	85	92	136	153	150	172	192	153	205	219	221
C&I LARGE RETROFIT												
Energy Opportunities	28	42	50	42	55	49	61	55	49	59	90	91
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	3	1	5	4	8	11	23	25	23	29	24	25
Total - C&I Large Retrofit	31	43	55	46	63	60	84	80	72	88	114	116
Small Business	-	-	20	50	62	58	50	53	64	78	169	191
Subtotal: C&I EE Portfolio	95	128	167	232	278	268	306	325	289	371	502	529
TOTAL	5,745	4,649	6,132	6,479	11,530	8,831	8,204	113,339	41,806	73,875	17,443	17,890

Eversource Natural Gas PMI (2020)

Eversource CT Gas Company
 2020 Management Incentive Performance Indicators and Incentive Matrix

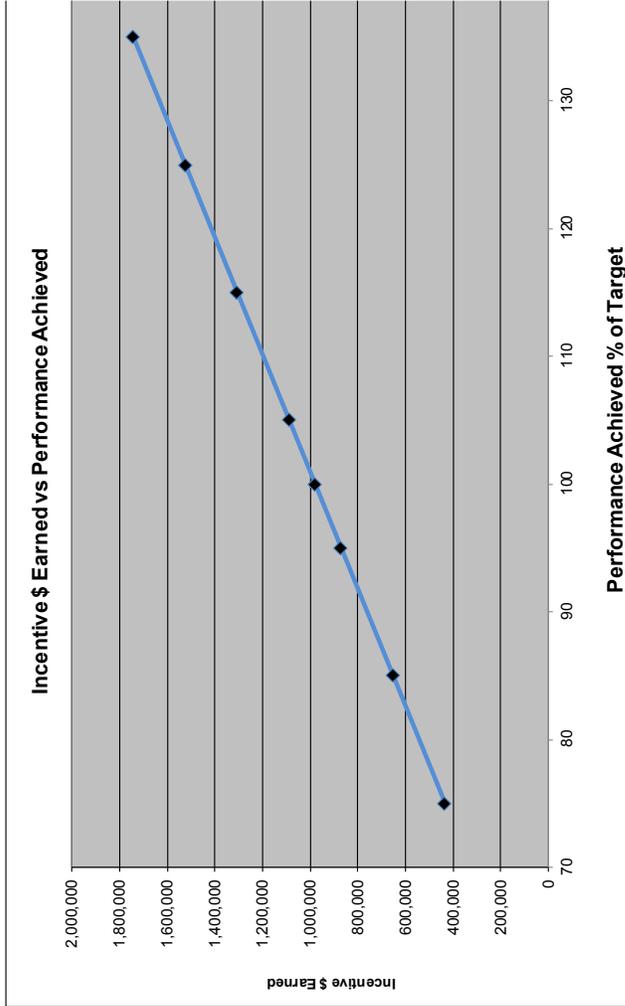
Eversource CT Gas and the EEB recognize that having clear indicators and metrics of performance are helpful in delivering quality programs to Connecticut consumers. The following is a table of performance and incentive metrics developed by the Companies with input from the EEB, the EEB consultants and DEEP. These performance and incentive metrics apply to the programs delineated in the 2019-2021 Plan. The projected Eversource CT Gas Performance Incentive is \$979,740 and is based on achieving 100% of all performance targets and earning an incentive of 4.5% of the total EE program budget of \$21,771,989 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-

<u>Performance % Minimum</u>	<u>Pretax Incentive</u>	<u>Pre-tax Incentive</u>
75	2%	\$435,440
85	3%	\$653,160
95	4%	\$870,880
100	4.5%	\$979,740
105	5%	\$1,088,599
115	6%	\$1,306,319
125	7%	\$1,524,039
135	8%	\$1,741,759

Maximum Budget **\$21,771,989**

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
RESIDENTIAL	Residential Programs (Sector Level) Sector Budget				Gas System Benefit from Residential programs	0.1950	\$191,049
		New Construction	3,254,374	18.83%	Sum of Gas System Benefit from Residential programs	\$17,139,710	
		Home Energy Solutions	2,622,212	15.18%			
		HVAC	5,836,322	33.78%			
		HES-Income Eligible	5,566,390	32.21%			
		Behavior	-	0.00%			
		Total	17,279,299				
		Savings Rate	\$0.9919 /CCF				
		Savings	\$17,139,710				
		(1) percent of target goal					
		Net Residential Gas Benefit :	\$6,818,848				
Net Residential Gas Benefit:	Achieve CCF savings per single-family home. Based on 2019 actuals adjusted to 2020 CT PSD plus 2.0%.			\$6,818,848			
Home Energy Solutions	Annual CCF savings			Achieve CCF savings/single-family home	0.0600	\$58,784	
HES-Income Eligible				Annual CCF Savings	0.0300	\$29,392	

Eversource Natural Gas PMI (2020) continued

SECTOR Program	Performance Indicators				Incentive Metrics		
	Program Name	LT-GCF	% (1)	Incentive Metric	Target Goal	Weight	Incentive
COMMERCIAL & INDUSTRIAL (C&I)	Energy Conscious Blueprint	8,906,396	42.38%	Total Gas System Benefit from C&I programs	Gas System Benefit from C&I programs	0.2100	\$205,745
	Energy Opportunities	8,367,349	39.81%				
	Business and Energy Sustainability	2,195,906	10.45%				
	Small Business	1,548,170	7.37%				
	Total	21,017,821					
	Savings Rate	\$1.0455 / CCF					
	Savings	\$21,973,463					
			(1) percent of target goal				
	Net C&I Gas System Benefit:		\$11,725,665				
	Net C&I Gas System Benefit:				\$11,725,665	0.2100	\$205,745
Small Business	\$822,100			% of Gas Projects	% of signed projects	0.0500	\$48,987
Energy Conscious Blueprint /Energy Opportunities	\$8,733,853			% of Gas Projects	% of signed projects	0.0500	\$48,987
Total Incentive \$ Residential and C&I						1.00000	\$979,740

Eversource Natural Gas PMI (2021)

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

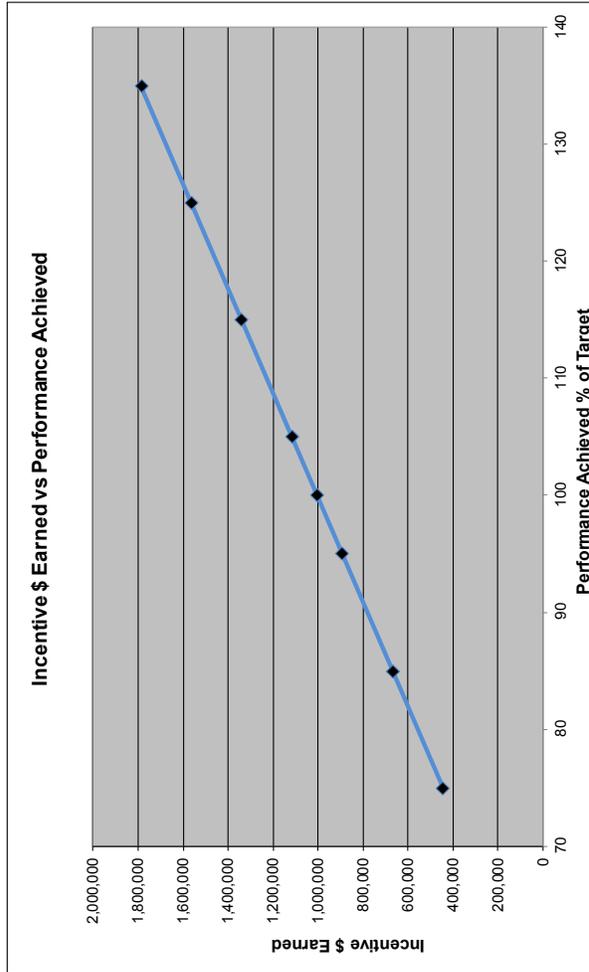
Eversource CT Gas and the EEB recognize that having clear indicators and metrics of performance are helpful in delivering quality programs to Connecticut consumers. The following is a table of performance and incentive metrics developed by the Companies with input from the EEB, the EEB's consultants and DEEP. These performance and incentive metrics apply to the programs delineated in the 2019-2021 Plan. The projected Eversource CT Gas Performance Incentive is **\$1,005,347** and is based on achieving **100%** of all performance targets and earning an incentive of **4.5%** of the total EE program budget of **\$22,341,048** 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-

<u>Performance %</u>	<u>Pretax Incentive</u>	<u>Pre-tax Incentive</u>
75	2%	\$446,821
85	3%	\$670,231
95	4%	\$893,642
100	4.5%	\$1,005,347
105	5%	\$1,117,052
115	6%	\$1,340,463
125	7%	\$1,563,873
135	8%	\$1,787,284

Maximum Budget \$22,341,048

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



Eversource Natural Gas PMI (2021) continued

SECTOR		Performance Indicators				Incentive Metrics		
Program	Program Name	LT-CCF	% (1)	LT-CCF	Incentive Metric	Target Goal	Weight	Incentive
Residential Programs (Sector Level) Sector Budget		New Construction	3,340,804	18.86%	Sum of Gas System Benefit from Residential programs	Gas System Benefit from Residential programs	0.1950	\$196,043
		Home Energy Solutions	2,713,210	15.32%				
		HVAC	5,955,948	33.63%				
		HES - Income Eligible	5,702,227	32.19%				
		Behavior	-	0.00%				
		Total	17,712,189					
		Savings Rate	\$0.8645	/ CCF				
		Savings	\$15,311,975					
			(1) percent of target goal					
Net Residential Gas Benefit:						\$4,729,007	0.1950	\$196,043
Home Energy Solutions					CCF/home	Achieve CCF savings/ single-family home	0.0600	\$60,321
HES-Income Eligible				Annual CCF savings	Annual CCF Savings	336,872	0.0300	\$30,160

Eversource Natural Gas PMI (2021) continued

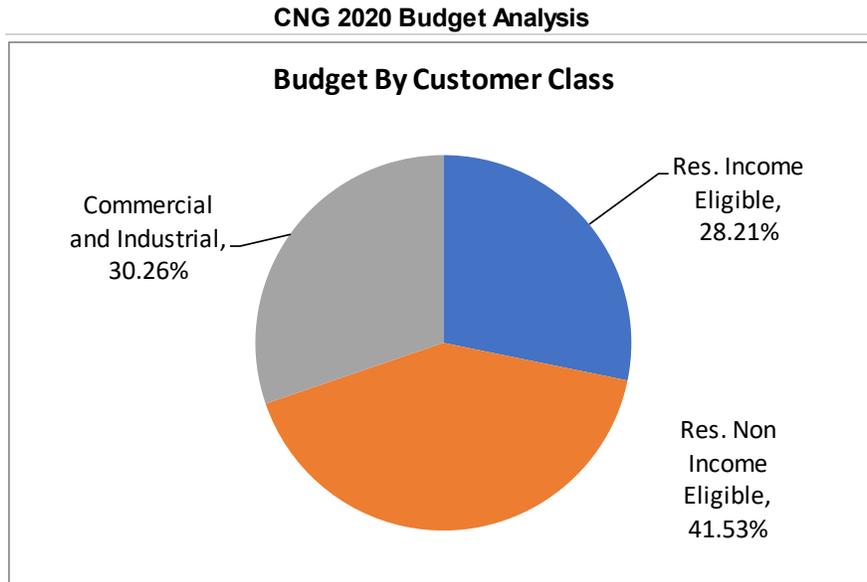
SECTOR		Performance Indicators				Incentive Metrics		
		Program	Program Name	LT-CCF	% (1)	Incentive Metric	Target Goal	Weight
COMMERCIAL & INDUSTRIAL (C&I)								
C&I Programs (Sector Level) Sector Budget		Energy Conscious Blueprint	9,016,297	41.95%	Total Gas System Benefit from C&I programs	Gas System Benefit from C&I programs	0.2100	\$211,123
		Energy Opportunities	8,470,318	39.41%				
		Business and Energy Sustainability	2,253,805	10.49%				
		Small Business	1,750,580	8.15%				
		Total	21,491,000					
		Savings Rate	\$0.8964 / CCF					
		Savings	\$19,264,869					
		(1) percent of target goal				\$19,264,869		
	Net C&I Gas System Benefit:					\$8,783,716	0.2100	\$211,123
	Small Business	\$929,583			% of Gas Projects	% of signed projects	0.0500	\$50,267
	Energy Conscious Blueprint / Energy Opportunities	\$8,841,484			% of Gas Projects	% of signed projects	0.0500	\$50,267
Total Incentive \$ Residential and C&I							1.00000	\$1,005,347

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	2019 CNG Actual Results 12/31/2019	2020 CNG Budget Update 3/1/2020	2021 CNG Budget Update 3/1/2020	2022 CNG Budget Update 3/1/2020
RESIDENTIAL				
Residential New Construction	\$ 345,274	\$ 793,979	\$ 732,811	\$ 739,386
Home Energy Solutions (HES)	\$ 1,652,699	\$ 3,051,266	\$ 2,818,592	\$ 3,175,522
HVAC/Water Heating	\$ 2,571,973	\$ 2,504,228	\$ 2,301,294	\$ 1,990,616
HES-Income Eligible	\$ 4,515,924	\$ 4,641,638	\$ 4,253,623	\$ 4,292,097
Residential Behavior	\$ 29,744	\$ 173,872	\$ 161,103	\$ 162,554
Subtotal: Residential EE Portfolio	\$ 9,115,614	\$ 11,164,983	\$ 10,267,423	\$ 10,360,175
COMMERCIAL & INDUSTRIAL				
C&I LOST OPPORTUNITY				
Energy Conscious Blueprint	\$ 1,418,405	\$ 2,353,178	\$ 2,182,041	\$ 2,201,618
Total - Lost Opportunity	\$ 1,418,405	\$ 2,353,178	\$ 2,182,041	\$ 2,201,618
C&I LARGE RETROFIT				
Energy Opportunities	\$ 1,244,788	\$ 1,344,284	\$ 1,242,458	\$ 1,253,605
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 403,019	\$ 779,491	\$ 719,095	\$ 725,547
Total - C&I Large Retrofit	\$ 1,647,807	\$ 2,123,775	\$ 1,961,553	\$ 1,979,152
Small Business	\$ 252,653	\$ 364,215	\$ 336,058	\$ 339,073
Subtotal: C&I EE Portfolio	\$ 3,318,865	\$ 4,841,168	\$ 4,479,653	\$ 4,519,844
OTHER - EDUCATION				
Educate the Public	\$ 70,099	\$ 94,806	\$ 76,089	\$ 76,089
Customer Engagement	\$ -	\$ 100,000	\$ 100,000	\$ 100,000
Educate the Students	\$ 30,305	\$ 45,164	\$ 45,164	\$ 45,164
Educate the Workforce	\$ 16,112	\$ 67,473	\$ 67,473	\$ 67,473
Subtotal: Education	\$ 116,516	\$ 307,444	\$ 288,726	\$ 288,726
OTHER - PROGRAMS/REQUIREMENTS				
Financing Support - Residential	\$ 65,874	\$ 86,292	\$ 86,292	\$ 86,292
Financing Support - C&I	\$ -	\$ 20,000	\$ 20,000	\$ 20,000
Research, Development and Demonstration	\$ 36,634	\$ 50,000	\$ 50,000	\$ 50,000
Subtotal: Programs/Requirements	\$ 102,508	\$ 156,292	\$ 156,292	\$ 156,292
OTHER - ADMINISTRATIVE & PLANNING				
Administration	\$ 119,626	\$ 154,854	\$ 159,218	\$ 159,218
Marketing Plan	\$ 18,173	\$ 31,100	\$ 40,100	\$ 40,100
Planning	\$ 114,452	\$ 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	\$ 148,063	\$ 139,037	\$ 140,589	\$ 140,589
Energy Efficiency Board Consultants	\$ 30,847	\$ 43,333	\$ 43,333	\$ 43,333
Audits - Financial and Operational	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Performance Management Incentive	\$ 854,443	\$ 769,809	\$ 712,551	\$ 718,533
Subtotal Other - Administrative & Planning	\$ 1,531,794	\$ 1,480,113	\$ 1,428,256	\$ 1,434,238
TOTAL	\$ 14,185,297	\$ 17,950,000	\$ 16,620,349	\$ 16,759,275

Table A Pie Chart – Connecticut Natural Gas (2020)

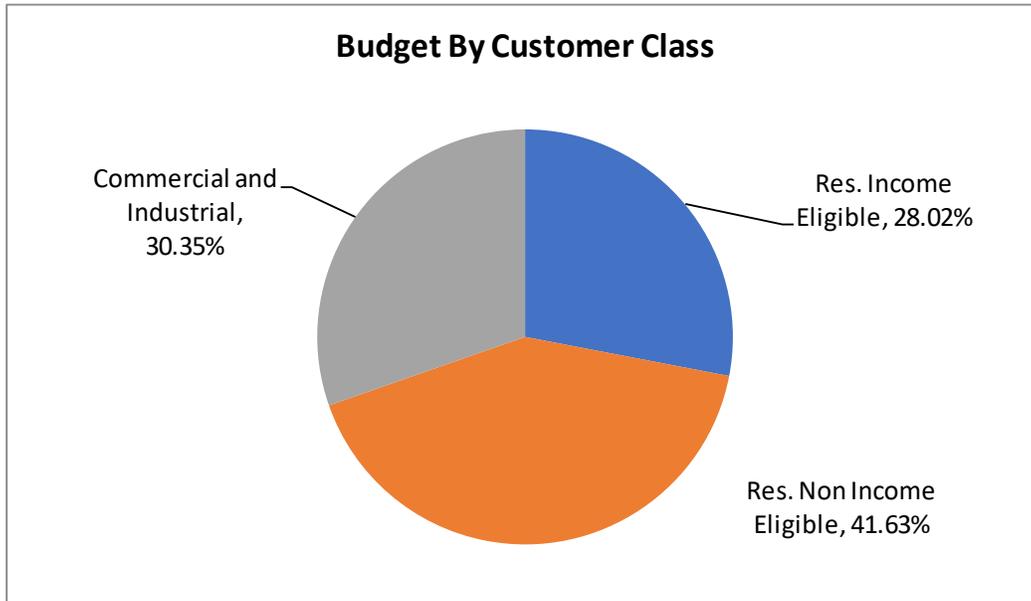


Customer Class	Budget*	% of Total Conservation Budget	% of Residential & C&I Budget
Res. Income Eligible	\$4,641,638	25.86%	28.21%
Res. Non Income Eligible	\$6,831,788	38.06%	41.53%
Residential Subtotal	\$11,473,427	63.92%	69.74%
Commercial and Industrial	\$4,977,560	27.73%	30.26%
C&I Subtotal	\$4,977,560	27.73%	30.26%
Residential and C&I Subtotal	\$16,450,987	91.65%	100.00%
Other Expenditures			
Other Expenditures	\$1,499,013	8.35%	
Other Expenditures Subtotal	\$1,499,013	8.35%	
TOTAL	\$17,950,000	100.00%	

*Please see attached Budget Allocation Table.

Table A Pie Chart – Connecticut Natural Gas (2021)

CNG 2021 Budget Analysis



Customer Class	Budget*	% of Total Conservation Budget	% of Residential & C&I Budget
Res. Income Eligible	\$4,253,623	25.59%	28.02%
Res. Non Income Eligible	\$6,320,084	38.03%	41.63%
Residential Subtotal	\$10,573,707	63.62%	69.65%
Commercial and Industrial	\$4,608,486	27.73%	30.35%
C&I Subtotal	\$4,608,486	27.73%	30.35%
Residential and C&I Subtotal	\$15,182,193	91.35%	100.00%
Other Expenditures			
Other Expenditures	\$1,438,156	8.65%	
Other Expenditures Subtotal	\$1,438,156	8.65%	
TOTAL	\$16,620,349	100.00%	

*Please see attached Budget Allocation Table.

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

Table A Pie Sector Allocation			
	Residential	C&I	Other
OTHER - EDUCATION & ENGAGEMENT			
Educate the Public	50%	50%	0%
Customer Engagement	80%	20%	0%
Educate the Students	80%	20%	0%
Educate the Workforce	50%	50%	0%
OTHER - PROGRAMS/REQUIREMENTS			
Residential Loan Program	100%	0%	0%
C&I Financing Support	0%	100%	0%
Research, Development & Demonstration	0%	0%	100%
OTHER - LOAD MANAGEMENT			
Residential Demand Response	100%	0%	0%
C&I Demand Response	0%	100%	0%
OTHER - ADMINISTRATIVE & PLANNING			
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&I programs that produce savings are allocated 100% to the Residential and C&I sectors, respectively. Other programs budgets are allocated to both Residential and C&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	Costs (\$000)		Benefits (\$000)		Benefit Cost Ratios		Quantities	
CNG	Utility Cost	Total Resource Cost	Utility Benefit	Total Resource Benefit	Utility Cost Test	Total Resource Cost Test	No. of Units	Units of Measure
Residential								
New Construction	\$794	\$2,196	\$1,960	\$3,341	2.47	1.52	360	Homes
Home Energy Solutions	\$3,051	\$3,455	\$3,297	\$6,310	1.08	1.83	2,612	Homes
HVAC	\$2,504	\$7,162	\$2,649	\$4,537	1.06	0.63	3,589	Units
HES - Income Eligible	\$4,642	\$4,643	\$4,968	\$8,915	1.07	1.92	4,316	Homes
Behavior	\$174	\$174	\$351	\$544	2.02	3.13	15,000	Units
Subtotal: Residential EE Portfolio	\$11,165	\$17,629	\$13,226	\$23,646	1.18	1.34		
Commercial & Industrial								
Energy Conscious Blueprint	\$2,353	\$3,123	\$3,303	\$5,387	1.40	1.72	150	Projects
Energy Opportunities	\$1,344	\$3,041	\$1,959	\$3,114	1.46	1.02	28	Projects
BES	\$779	\$1,572	\$3,208	\$4,784	4.12	3.04	29	Projects
Small Business	\$364	\$648	\$364	\$608	1.00	0.94	45	Projects
Subtotal: C&I EE Portfolio	\$4,841	\$8,385	\$8,835	\$13,893	1.83	1.66		
Other								
Subtotal: Other	\$1,944	\$1,944						
TOTAL	\$17,950	\$27,958	\$22,061	\$37,540	1.23	1.34		

2020	Gas Savings			Gas Cost Rates				MMBtu Savings				Emissions Savings	
CNG	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
Residential													
New Construction	121,006	3,025,145	1,164	\$6.561	\$0.262	\$682	\$27	12,451	311,287	\$64	\$3	814	20,362
Home Energy Solutions	235,138	4,788,075	1,613	\$12.976	\$0.637	\$1,892	\$93	24,196	492,693	\$126	\$6	1,525	31,062
HVAC	192,443	3,838,675	1,726	\$13.013	\$0.652	\$1,451	\$73	19,802	395,000	\$126	\$6	1,295	25,826
HES - Income Eligible	339,496	7,460,998	3,419	\$13.672	\$0.622	\$1,357	\$62	34,934	767,737	\$133	\$6	2,243	49,204
Behavior	100,080	300,240	0	\$1.737	\$0.579			10,298	30,895	\$17	\$6	741	1,859
Subtotal: Residential EE Portfolio	988,164	19,413,132	7,922	\$11.299	\$0.575	\$1,409	\$72	101,682	1,997,611	\$110	\$6	6,619	128,313
Commercial & Industrial													
Energy Conscious Blueprint	255,609	3,972,657	1,857	\$9.206	\$0.592	\$1,267	\$82	26,302	408,786	\$89	\$6	1,799	27,316
Energy Opportunities	179,813	2,067,410	1,410	\$7.476	\$0.650	\$954	\$83	18,503	212,736	\$73	\$6	1,329	15,170
BES	484,129	2,545,303	1,568	\$1.610	\$0.306	\$497	\$95	49,817	261,912	\$16	\$3	3,000	20,813
Small Business	34,989	438,494	252	\$10.409	\$0.831	\$1,446	\$115	3,600	45,121	\$101	\$8	206	2,549
Subtotal: C&I EE Portfolio	954,540	9,023,864	5,086	\$5.072	\$0.536	\$952	\$101	98,222	928,556	\$49	\$5	6,333	65,848
Other													
Subtotal: Other													
TOTAL	1,942,703	28,436,996	13,008	\$9.240	\$0.631	\$1,380	\$94	199,904	2,926,167	\$90	\$6	12,952	194,160

Table B – Connecticut Natural Gas (2021)

2021 CNG	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
Residential								
New Construction	\$733	\$2,008	\$1,791	\$3,072	2.44	1.53	327	Homes
Home Energy Solutions	\$2,819	\$3,172	\$2,896	\$5,590	1.03	1.76	2,290	Homes
HVAC	\$2,301	\$6,535	\$2,413	\$4,163	1.05	0.64	3,262	Units
HES - Income Eligible	\$4,254	\$4,254	\$4,450	\$8,044	1.05	1.89	4,264	Homes
Behavior	\$161	\$161	\$350	\$547	2.17	3.40	15,000	Units
Subtotal: Residential EE Portfolio	\$10,267	\$16,131	\$11,900	\$21,416	1.16	1.33		
Commercial & Industrial								
Energy Conscious Blueprint	\$2,182	\$2,883	\$3,068	\$5,088	1.41	1.76	128	Projects
Energy Opportunities	\$1,242	\$2,766	\$1,899	\$3,075	1.53	1.11	23	Projects
BES	\$719	\$1,429	\$3,079	\$4,800	4.28	3.36	24	Projects
Small Business	\$336	\$577	\$284	\$475	0.84	0.82	38	Projects
Subtotal: C&I EE Portfolio	\$4,480	\$7,654	\$8,329	\$13,438	1.86	1.76		
Other								
Subtotal: Other	\$1,873	\$1,873						
TOTAL	\$16,620	\$25,659	\$20,229	\$34,854	1.22	1.36		

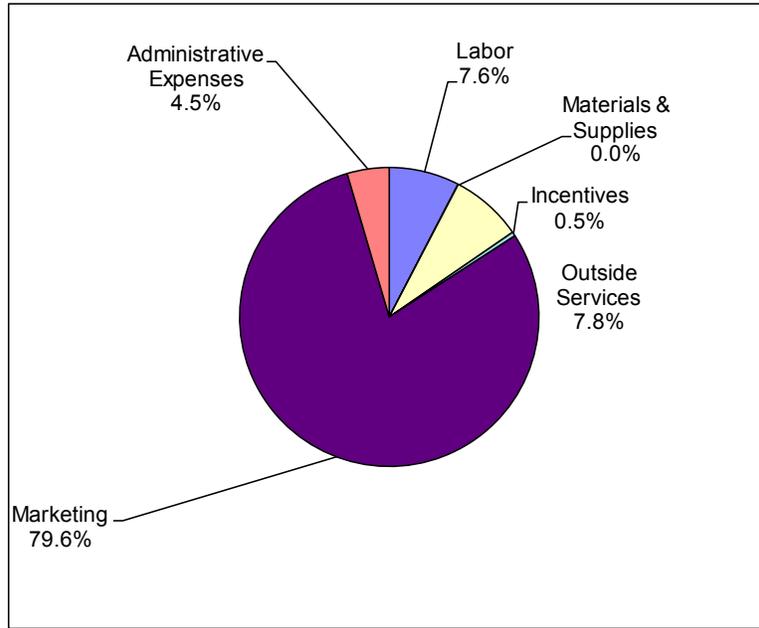
2021 CNG	Gas Savings			Gas Cost Rates				MMBtu Savings				Emissions Savings	
	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)	Gas Cost Rate \$/ccf Annual	Gas Cost Ratio \$/LT-ccf	Gas Demand Cost \$/ccf	Gas Demand Cost \$/LT-ccf	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
Residential													
New Construction	110,056	2,751,401	1,059	\$6.659	\$0.266	\$692	\$28	11,325	283,119	\$65	\$3	814	20,362
Home Energy Solutions	206,121	4,197,198	1,991	\$13.674	\$0.672	\$1,416	\$70	21,210	431,892	\$133	\$7	1,525	31,062
HVAC	174,951	3,489,759	1,569	\$13.154	\$0.659	\$1,467	\$74	18,002	359,096	\$128	\$6	1,295	25,826
HES - Income Eligible	303,136	6,661,917	3,053	\$14.032	\$0.638	\$1,393	\$63	31,193	685,511	\$136	\$6	2,243	49,204
Behavior	100,080	300,240	0	\$1.610	\$0.537			10,298	30,895	\$16	\$5	741	1,859
Subtotal: Residential EE Portfolio	894,344	17,400,514	7,672	\$11.480	\$0.590	\$1,338	\$69	92,028	1,790,513	\$112	\$6	6,619	128,313
Commercial & Industrial													
Energy Conscious Blueprint	243,099	3,771,617	1,579	\$8.976	\$0.579	\$1,382	\$89	25,015	388,099	\$87	\$6	1,799	27,316
Energy Opportunities	179,551	2,065,506	1,183	\$6.920	\$0.602	\$1,051	\$91	18,476	212,541	\$67	\$6	1,329	15,170
BES	405,327	2,809,060	1,346	\$1.774	\$0.256	\$534	\$77	41,708	289,052	\$17	\$2	3,000	20,813
Small Business	27,768	348,001	200	\$12.102	\$0.966	\$1,681	\$134	2,857	35,809	\$118	\$9	206	2,549
Subtotal: C&I EE Portfolio	855,745	8,994,184	4,308	\$5.235	\$0.498	\$1,040	\$99	88,056	925,502	\$51	\$5	6,333	65,848
Other													
Subtotal: Other													
TOTAL	1,750,089	26,394,698	11,979	\$9.497	\$0.630	\$1,387	\$92	180,084	2,716,014	\$92	\$6	12,952	194,160

Table C - Connecticut Natural Gas (2020)

Table C CNG 2020 Budget Details									
GAS ENERGY EFFICIENCY BUDGET (\$000)	Labor	Materials & Supplies	Outside Services	Contract Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
RESIDENTIAL									
Residential New Construction	\$ 75,370	\$ 200	\$ 3,132	\$ 1,500	\$ 701,077	\$ 10,201	\$ 875	\$ 1,625	\$ 793,979
Home Energy Solutions (HES)	\$ 191,197	\$ 700	\$ 217,733	\$ 50,000	\$ 2,459,861	\$ 127,748	\$ 1,409	\$ 2,618	\$ 3,051,266
HVAC/Water Heating	\$ 64,340	\$ 500	\$ 133,672	\$ 6,000	\$ 2,252,744	\$ 43,971	\$ 1,050	\$ 1,950	\$ 2,504,228
HES-Income Eligible	\$ 190,520	\$ 1,000	\$ 47,800	\$ 6,000	\$ 4,294,112	\$ 99,607	\$ 910	\$ 1,690	\$ 4,641,638
Residential Behavior	\$ 18,383	\$ 100	\$ 155,389	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 173,872
Subtotal: Residential EE Portfolio	\$ 539,810	\$ 2,500	\$ 557,726	\$ 63,500	\$ 9,707,793	\$ 281,526	\$ 4,244	\$ 7,883	\$ 11,164,983
COMMERCIAL & INDUSTRIAL									
C&I LOST OPPORTUNITY									
Energy Conscious Blueprint	\$ 122,537	\$ 1,000	\$ 47,970	\$ 3,000	\$ 1,938,201	\$ 216,550	\$ 3,417	\$ 20,502	\$ 2,353,178
Subtotal: C&I - Lost Opportunity	\$ 122,537	\$ 1,000	\$ 47,970	\$ 3,000	\$ 1,938,201	\$ 216,550	\$ 3,417	\$ 20,502	\$ 2,353,178
C&I LARGE RETROFIT									
Energy Opportunities	\$ 122,537	\$ 700	\$ 26,316	\$ 4,000	\$ 1,030,381	\$ 155,100	\$ 250	\$ 5,000	\$ 1,344,284
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 99,268	\$ 500	\$ 7,112	\$ 1,000	\$ 608,481	\$ 55,379	\$ 250	\$ 7,500	\$ 779,491
Subtotal: C&I - Lost Opportunity	\$ 221,805	\$ 1,200	\$ 33,428	\$ 5,000	\$ 1,638,862	\$ 210,480	\$ 500	\$ 12,500	\$ 2,123,775
Small Business	\$ 68,668	\$ 200	\$ 5,250	\$ 5,000	\$ 200,380	\$ 24,216	\$ 500	\$ 60,000	\$ 304,215
Subtotal: C&I EE Portfolio	\$ 413,010	\$ 2,400	\$ 86,649	\$ 13,000	\$ 3,777,444	\$ 451,246	\$ 4,417	\$ 93,002	\$ 4,841,168
OTHER - PROGRAMS/REQUIREMENTS & PLANNING									
OTHER - EDUCATION									
Educate the Public	\$ 25,901	\$ 415	\$ 53,871	\$ -	\$ -	\$ 2,074	\$ 9,650	\$ 2,895	\$ 94,806
Customer Engagement	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100,000
Educate the Students	\$ 8,303	\$ 374	\$ 29,512	\$ -	\$ -	\$ 4,021	\$ 2,272	\$ 682	\$ 45,164
Educate the Workforce	\$ 4,461	\$ 208	\$ 57,638	\$ -	\$ -	\$ 480	\$ 3,605	\$ 1,081	\$ 67,473
Subtotal: Education	\$ 38,666	\$ 997	\$ 241,021	\$ -	\$ -	\$ 6,575	\$ 15,527	\$ 4,658	\$ 307,444
OTHER - PROGRAMS/REQUIREMENTS									
Financing Support - Residential	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 86,292	\$ -	\$ 86,292
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000	\$ -	\$ 20,000
Research, Development and Demonstration	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000
Subtotal: Programs/Requirements	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ 106,292	\$ -	\$ 156,292
OTHER - ADMINISTRATIVE & PLANNING									
Administration	\$ 145,471	\$ -	\$ 9,383	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 154,854
Marketing Plan	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 31,100	\$ -	\$ -	\$ 31,100
Planning	\$ 99,480	\$ -	\$ 12,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 111,980
Evaluation Measure 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 769,809	\$ -	\$ 769,809
Subtotal: Other	\$ 296,668	\$ -	\$ 382,537	\$ -	\$ -	\$ 31,100	\$ 769,809	\$ -	\$ 1,450,113
TOTAL BUDGET	\$ 1,288,154	\$ 5,897	\$ 1,317,933	\$ 76,500	\$ 13,485,237	\$ 770,447	\$ 900,289	\$ 105,543	\$ 17,950,000

Table C Pie Chart – Connecticut Natural Gas (2020)

CNG
2020 Gas Energy Efficiency
Budget By Expense Class

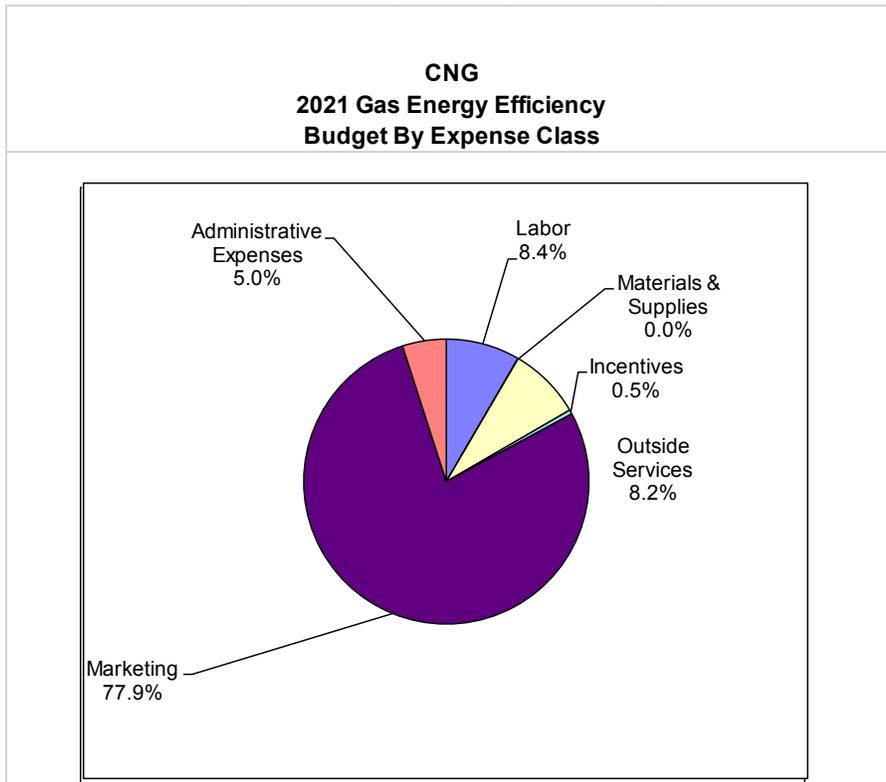


Expense Classes	Budget	% of Budget
Labor	\$ 1,288,154	7.6%
Materials & Supplies	\$ 5,897	0.0%
Outside Services	\$ 1,317,933	7.8%
Incentives	\$ 76,500	0.5%
Marketing	\$ 13,485,237	79.6%
Administrative Expenses	\$ 770,447	4.5%
Total	\$ 16,944,168	100.00%

Table C - Connecticut Natural Gas (2021)

Table C CNG 2021 Budget Details									
GAS ENERGY EFFICIENCY BUDGET (\$'000)	Labor	Materials & Supplies	Outside Services	Contract Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
RESIDENTIAL									
Residential New Construction	\$ 77,631	\$ 200	\$ 3,132	\$ 1,500	\$ 637,637	\$ 10,212	\$ 875	\$ 1,625	\$ 732,811
Home Energy Solutions (HES)	\$ 197,983	\$ 700	\$ 217,733	\$ 50,000	\$ 2,220,288	\$ 127,860	\$ 1,409	\$ 2,618	\$ 2,818,592
HVAC/Water Heating	\$ 66,270	\$ 500	\$ 133,672	\$ 6,000	\$ 2,047,981	\$ 43,871	\$ 1,050	\$ 1,950	\$ 2,301,294
HES-Income Eligible	\$ 197,285	\$ 1,000	\$ 47,800	\$ 6,000	\$ 3,899,517	\$ 99,420	\$ 910	\$ 1,690	\$ 4,253,623
Residential Behavior	\$ 18,935	\$ 100	\$ 142,068	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 161,103
Subtotal: Residential IE Portfolio	\$ 558,105	\$ 2,500	\$ 544,405	\$ 63,500	\$ 8,805,423	\$ 281,362	\$ 4,244	\$ 7,883	\$ 10,267,423
COMMERCIAL & INDUSTRIAL									
C&I LOST OPPORTUNITY									
Energy Conscious Blueprint	\$ 126,213	\$ 1,000	\$ 47,970	\$ 3,000	\$ 1,763,271	\$ 216,669	\$ 3,417	\$ 20,502	\$ 2,182,041
Subtotal: C&I - Lost Opportunity	\$ 126,213	\$ 1,000	\$ 47,970	\$ 3,000	\$ 1,763,271	\$ 216,669	\$ 3,417	\$ 20,502	\$ 2,182,041
C&I LARGE RETROFIT									
Energy Opportunities	\$ 126,213	\$ 700	\$ 26,316	\$ 4,000	\$ 924,846	\$ 155,133	\$ 250	\$ 5,000	\$ 1,242,458
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 102,246	\$ 500	\$ 7,112	\$ 1,000	\$ 545,099	\$ 55,387	\$ 250	\$ 7,500	\$ 719,095
Subtotal: C&I - Lost Opportunity	\$ 228,460	\$ 1,200	\$ 33,428	\$ 5,000	\$ 1,469,945	\$ 210,521	\$ 500	\$ 12,500	\$ 1,961,553
Small Business	\$ 70,728	\$ 200	\$ 5,250	\$ 5,000	\$ 170,159	\$ 24,221	\$ 500	\$ 60,000	\$ 336,058
Subtotal: C&I EE Portfolio	\$ 425,401	\$ 2,400	\$ 86,649	\$ 13,000	\$ 3,403,375	\$ 451,410	\$ 4,417	\$ 93,002	\$ 4,479,653
OTHER - PROGRAMS/REQUIREMENTS & PLANNING									
OTHER - EDUCATION									
Educate the Public	\$ 10,732	\$ 415	\$ 50,323	\$ -	\$ -	\$ 2,074	\$ 9,650	\$ 2,895	\$ 76,089
Customer Engagement	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100,000
Educate the Students	\$ 8,303	\$ 374	\$ 29,512	\$ -	\$ -	\$ 4,021	\$ 2,272	\$ 682	\$ 45,164
Educate the Workforce	\$ 4,461	\$ 208	\$ 57,638	\$ -	\$ -	\$ 480	\$ 3,605	\$ 1,081	\$ 67,473
Subtotal: Education	\$ 23,496	\$ 996	\$ 237,473	\$ -	\$ -	\$ 6,575	\$ 15,527	\$ 4,658	\$ 288,726
OTHER - PROGRAMS/REQUIREMENTS									
Financing Support - Residential	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 86,292	\$ -	\$ 86,292
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000	\$ -	\$ 20,000
Research, Development and Demonstration	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000
Subtotal: Programs/Requirements	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ 106,292	\$ -	\$ 156,292
OTHER - ADMINISTRATIVE & PLANNING									
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
Subtotal: Other	\$ 305,568	\$ -	\$ 370,037	\$ -	\$ -	\$ 40,100	\$ 712,551	\$ -	\$ 1,428,256
TOTAL BUDGET	\$ 1,312,569	\$ 5,896	\$ 1,288,564	\$ 76,500	\$ 12,208,798	\$ 779,447	\$ 829,031	\$ 105,543	\$ 16,620,349

Table C Pie Chart – Connecticut Natural Gas (2021)



Expense Classes	Budget	% of Budget
Labor	\$ 1,312,569	8.4%
Materials & Supplies	\$ 5,896	0.0%
Outside Services	\$ 1,288,564	8.2%
Incentives	\$ 76,500	0.5%
Marketing	\$ 12,208,798	77.9%
Administrative Expenses	\$ 779,447	5.0%
Total	\$ 15,671,775	100.00%

Table D - Connecticut Natural Gas Historical and Projected Expenditures

Table D
CNG Historical and Projected \$
Expenditures \$ (000)

	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Goal	2021 Goal	2022 Goal
RESIDENTIAL											
HES Income Eligible - Weatherization	\$ 838	\$ 904	\$ 2,912	\$ 4,513	\$ 4,256	\$ 5,307	\$ 4,987	\$ 345	\$ 4,642	\$ 4,254	\$ 4,292
Home Energy Solutions (HES)	\$ 1,548	\$ 2,014	\$ 4,584	\$ 3,342	\$ 2,439	\$ 2,356	\$ 1,846	\$ 1,653	\$ 3,051	\$ 2,819	\$ 3,176
HVAC Water Heating	\$ 45	\$ 22	\$ 97	\$ 344	\$ 1,870	\$ 1,746	\$ 2,051	\$ 2,572	\$ 2,504	\$ 2,301	\$ 1,991
Residential New Construction	\$ 477	\$ 1,374	\$ 448	\$ 562	\$ 710	\$ 427	\$ 480	\$ 4,516	\$ 794	\$ 733	\$ 739
Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ 165	\$ 32	\$ 138	\$ 30	\$ 174	\$ 161	\$ 163
Subtotal: Residential EE Portfolio	\$ 2,908	\$ 4,314	\$ 8,041	\$ 8,761	\$ 9,440	\$ 9,868	\$ 9,502	\$ 9,116	\$ 11,165	\$ 10,267	\$ 10,360
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	\$ 1,262	\$ 1,177	\$ 1,885	\$ 1,151	\$ 2,120	\$ 2,297	\$ 1,902	\$ 1,418	\$ 2,353	\$ 2,182	\$ 2,202
Total - Lost Opportunity	\$ 1,262	\$ 1,177	\$ 1,885	\$ 1,151	\$ 2,120	\$ 2,297	\$ 1,902	\$ 1,418	\$ 2,353	\$ 2,182	\$ 2,202
C&I LARGE RETROFIT											
Energy Opportunities Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 778	\$ 1,536	\$ 814	\$ 1,150	\$ 854	\$ 1,286	\$ 716	\$ 1,245	\$ 1,344	\$ 1,242	\$ 1,254
Small Business	\$ 160	\$ 90	\$ 385	\$ 78	\$ 312	\$ 602	\$ 1,012	\$ 403	\$ 779	\$ 719	\$ 726
Total - C&I Large Retrofit	\$ 938	\$ 1,626	\$ 1,199	\$ 1,228	\$ 1,166	\$ 1,888	\$ 1,728	\$ 1,648	\$ 2,124	\$ 1,962	\$ 1,979
Subtotal: C&I EE Portfolio	\$ 2,251	\$ 3,014	\$ 3,283	\$ 2,571	\$ 3,481	\$ 4,323	\$ 3,841	\$ 3,319	\$ 4,841	\$ 4,480	\$ 4,520
OTHER-EDUCATION											
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ 200	\$ 186	\$ 68	\$ 70	\$ 95	\$ 76	\$ 76
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ 94	\$ 34	\$ 33	\$ -	\$ 100	\$ 100	\$ 100
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ 33	\$ 68	\$ 26	\$ 30	\$ 45	\$ 45	\$ 45
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ 30	\$ 14	\$ 12	\$ 16	\$ 67	\$ 67	\$ 67
Smart Living Center / Science Center	\$ -	\$ -	\$ 167	\$ 100	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EE Smarts/K-12 Education	\$ -	\$ -	\$ 26	\$ 70	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Clean Energy Communities	\$ -	\$ 6	\$ 41	\$ 57	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal - Education	\$ -	\$ 6	\$ 234	\$ 227	\$ 357	\$ 302	\$ 139	\$ 117	\$ 307	\$ 289	\$ 289
OTHER-PROGRAMS/REQUIREMENTS											
Financing Support - Residential	\$ 57	\$ 56	\$ 56	\$ 77	\$ 59	\$ 67	\$ -	\$ 66	\$ 86	\$ 86	\$ 86
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ (7)	\$ 23	\$ -	\$ -	\$ 20	\$ 20	\$ 20
Research, Development & Demonstration	\$ -	\$ 79	\$ -	\$ -	\$ 7	\$ 16	\$ 55	\$ 37	\$ 50	\$ 50	\$ 50
Institute for Sustainable Energy	\$ -	\$ -	\$ 37	\$ 41	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ESPC Project Manager	\$ -	\$ -	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Loan Program	\$ -	\$ 18	\$ -	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal - Programs/Requirements	\$ 57	\$ 153	\$ 99	\$ 130	\$ 59	\$ 106	\$ 55	\$ 103	\$ 156	\$ 156	\$ 156
OTHER-ADMINISTRATIVE & PLANNING											
Administration	\$ -	\$ 90	\$ 130	\$ 237	\$ 130	\$ 172	\$ 143	\$ 120	\$ 155	\$ 159	\$ 159
Marketing Plan	\$ -	\$ -	\$ 97	\$ 85	\$ 109	\$ 73	\$ 31	\$ 18	\$ 31	\$ 40	\$ 40
Planning	\$ 234	\$ 145	\$ 99	\$ 101	\$ 141	\$ 169	\$ 108	\$ 114	\$ 112	\$ 102	\$ 102
Evaluation Measurement and Verification	\$ 128	\$ 36	\$ 132	\$ 231	\$ 200	\$ 200	\$ 218	\$ 19	\$ 200	\$ 200	\$ 200
Evaluation Administrator	\$ -	\$ -	\$ 26	\$ 26	\$ 20	\$ 20	\$ 19	\$ 19	\$ 20	\$ 20	\$ 20
Information Technology	\$ 32	\$ 49	\$ 101	\$ 141	\$ 109	\$ 107	\$ 150	\$ 148	\$ 139	\$ 141	\$ 141
Energy Efficiency Board Consultants	\$ 22	\$ 43	\$ 24	\$ 63	\$ 43	\$ 43	\$ 32	\$ 31	\$ 43	\$ 43	\$ 43
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10	\$ 4	\$ 10	\$ 10	\$ 10	\$ 10
Performance Management Incentive	\$ -	\$ 601	\$ 598	\$ 733	\$ 687	\$ 896	\$ 877	\$ 854	\$ 770	\$ 713	\$ 719
Subtotal - Administrative & Planning	\$ 417	\$ 964	\$ 1,208	\$ 1,617	\$ 1,439	\$ 1,690	\$ 1,582	\$ 1,532	\$ 1,480	\$ 1,428	\$ 1,434
TOTAL	\$ 5,633	\$ 8,450	\$ 12,865	\$ 13,306	\$ 14,776	\$ 16,289	\$ 15,120	\$ 14,185	\$ 17,950	\$ 16,620	\$ 16,759

Table D1 – Connecticut Natural Gas Annual and Lifetime Savings CCF (2012-2021)

Table D1										
CNG Historical and Projected Annual and Lifetime ccf										
Annual ccf (000)										
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	124	95	423	451	594	473	442	369	339	303
Home Energy Solutions (HES)	269	403	607	486	278	243	216	195	235	206
HVAC / Water Heating	8	1	16	44	257	215	269	244	192	175
Residential New Construction	34	74	90	49	96	97	95	79	121	110
Residential Behavior	NA	NA	NA	NA	89	62	-	96	100	100
Subtotal: Residential EE Portfolio	435	573	1,136	1,030	1,314	1,090	1,022	983	988	894
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	308	399	274	256	403	528	193	213	256	243
Total - Lost Opportunity	308	399	274	256	403	528	193	213	256	243
C&I LARGE RETROFIT										
Energy Opportunities	217	403	264	203	222	307	427	344	180	180
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	200	91	245	133	134	195	392	268	484	405
Total - C&I Large Retrofit	417	494	509	336	356	502	819	612	664	585
Small Business	19	33	14	40	16	48	24	51	35	28
Subtotal: C&I EE Portfolio	744	926	797	632	775	1,078	1,036	876	955	856
TOTAL	1,180	1,500	1,934	1,662	2,089	2,168	2,058	1,859	1,943	1,750

Lifetime ccf (000)										
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	2,500	1,612	8,285	8,660	12,047	9,848	9,235	7,965	7,461	6,662
Home Energy Solutions (HES)	4,997	7,461	12,033	9,870	5,652	4,944	4,367	3,777	4,788	4,197
HVAC / Water Heating	146	25	285	809	5,114	4,264	5,369	4,862	3,839	3,490
Residential New Construction	820	1,675	2,078	1,116	2,384	2,414	2,261	2,540	3,025	2,751
Residential Behavior	NA	NA	NA	NA	232	162	-	202	300	300
Subtotal: Residential EE Portfolio	8,463	10,773	22,681	20,455	25,430	21,632	21,232	19,346	19,413	17,401
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	4,294	6,670	4,233	4,136	6,233	8,415	2,926	3,006	3,973	3,772
Total - Lost Opportunity	4,294	6,670	4,233	4,136	6,233	8,415	2,926	3,006	3,973	3,772
C&I LARGE RETROFIT										
Energy Opportunities	2,094	4,517	2,793	2,476	2,331	3,541	4,411	3,508	2,067	2,066
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	1,172	466	1,700	889	729	1,041	2,037	1,414	2,545	2,809
Total - C&I Large Retrofit	3,267	4,983	4,493	3,365	3,060	4,582	6,448	4,922	4,613	4,875
Small Business	193	442	217	485	181	592	277	604	438	348
Subtotal: C&I EE Portfolio	7,753	12,095	8,943	7,986	9,474	13,589	9,651	8,532	9,024	8,994
TOTAL	16,216	22,868	31,624	28,441	34,904	35,221	30,883	27,878	28,437	26,395

Table D2 – Connecticut Natural Gas Annual and Lifetime Cost Rates (2012-2021)

Table D2										
CNG Historical and Projected Annual and Lifetime Cost Rates										
Annual \$/ccf										
	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Goal	2021 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	\$ 6.734	\$ 9.464	\$ 6.884	\$10.007	\$ 7.165	\$11.220	\$11.283	\$ 0.936	\$13.672	\$14.032
Home Energy Solutions (HES)	\$ 5.748	\$ 4.998	\$ 7.552	\$ 6.877	\$ 8.773	\$ 9.695	\$ 8.547	\$ 8.475	\$12.976	\$13.674
HVAC / Water Heating	\$ 5.900	\$17.200	\$ 6.013	\$ 7.818	\$ 7.276	\$ 8.121	\$ 7.625	\$10.541	\$13.013	\$13.154
Residential New Construction	\$14.046	\$18.663	\$ 4.978	\$11.469	\$ 7.396	\$ 4.402	\$ 5.050	\$57.164	\$ 6.561	\$ 6.659
Residential Behavior					\$ 1.854	\$ 0.516	NA	\$ 0.310	\$ 1.737	\$ 1.610
Subtotal: Residential EE Portfolio	\$ 6.680	\$ 7.523	\$ 7.077	\$ 8.506	\$ 7.184	\$ 9.053	\$ 9.297	\$ 9.273	\$11.299	\$11.480
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 4.093	\$ 2.950	\$ 6.880	\$ 4.496	\$ 5.261	\$ 4.350	\$ 9.853	\$ 6.659	\$ 9.206	\$ 8.976
Total - Lost Opportunity	\$ 4.093	\$ 2.950	\$ 6.880	\$ 4.496	\$ 5.261	\$ 4.350	\$ 9.853	\$ 6.659	\$ 9.206	\$ 8.976
C&I LARGE RETROFIT										
Energy Opportunities	\$ 3.585	\$ 3.811	\$ 3.083	\$ 5.665	\$ 3.847	\$ 4.189	\$ 1.677	\$ 3.619	\$ 7.476	\$ 6.920
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 0.799	\$ 0.989	\$ 1.571	\$ 0.586	\$ 2.328	\$ 3.087	\$ 2.581	\$ 1.504	\$ 1.610	\$ 1.774
Total - C&I Large Retrofit	\$ 2.250	\$ 3.291	\$ 2.356	\$ 3.655	\$ 3.275	\$ 3.761	\$ 2.110	\$ 2.692	\$ 3.199	\$ 3.354
Small Business	\$ 2.676	\$ 6.337	\$13.808	\$ 4.800	\$12.188	\$ 2.875	\$ 8.831	\$ 4.954	\$10.409	\$12.102
Subtotal: C&I EE Portfolio	\$ 3.024	\$ 3.254	\$ 4.117	\$ 4.068	\$ 4.492	\$ 4.010	\$ 3.708	\$ 3.789	\$ 5.072	\$ 5.235

Lifetime \$/ccf										
	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Goal	2021 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	\$ 0.335	\$ 0.561	\$ 0.351	\$ 0.521	\$ 0.353	\$ 0.539	\$ 0.540	\$ 0.043	\$ 0.622	\$ 0.638
Home Energy Solutions (HES)	\$ 0.310	\$ 0.270	\$ 0.381	\$ 0.339	\$ 0.432	\$ 0.477	\$ 0.423	\$ 0.438	\$ 0.637	\$ 0.672
HVAC/Water Heating					\$ 0.366	\$ 0.409	\$ 0.382	\$ 0.529	\$ 0.652	\$ 0.659
Residential New Construction	\$ 0.582	\$ 0.821	\$ 0.216	\$ 0.504	\$ 0.298	\$ 0.177	\$ 0.212	\$ 1.778	\$ 0.262	\$ 0.266
Residential Behavior					\$ 0.711	\$ 0.198	-	\$ 0.147	\$ 0.579	\$ 0.537
Subtotal: Residential EE Portfolio	\$ 0.344	\$ 0.400	\$ 0.355	\$ 0.428	\$ 0.371	\$ 0.456	\$ 0.448	\$ 0.471	\$ 0.575	\$ 0.590
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 0.294	\$ 0.176	\$ 0.445	\$ 0.278	\$ 0.340	\$ 0.273	\$ 0.650	\$ 0.472	\$ 0.592	\$ 0.579
Total - Lost Opportunity	\$ 0.294	\$ 0.176	\$ 0.445	\$ 0.278	\$ 0.340	\$ 0.273	\$ 0.650	\$ 0.472	\$ 0.592	\$ 0.579
C&I LARGE RETROFIT										
Energy Opportunities	\$ 0.372	\$ 0.340	\$ 0.291	\$ 0.464	\$ 0.366	\$ 0.363	\$ 0.162	\$ 0.355	\$ 0.650	\$ 0.602
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 0.136	\$ 0.193	\$ 0.226	\$ 0.088	\$ 0.428	\$ 0.578	\$ 0.497	\$ 0.285	\$ 0.306	\$ 0.256
Total - C&I Large Retrofit	\$ 0.287	\$ 0.326	\$ 0.267	\$ 0.365	\$ 0.381	\$ 0.412	\$ 0.268	\$ 0.335	\$ 0.460	\$ 0.402
Small Business	\$ 0.265	\$ 0.476	\$ 0.918	\$ 0.396	\$ 1.077	\$ 0.233	\$ 0.765	\$ 0.418	\$ 0.831	\$ 0.966
Subtotal: C&I EE Portfolio	\$ 0.290	\$ 0.249	\$ 0.367	\$ 0.322	\$ 0.367	\$ 0.318	\$ 0.398	\$ 0.389	\$ 0.536	\$ 0.498

Table D3 – Connecticut Natural Gas Historical and Projected Units

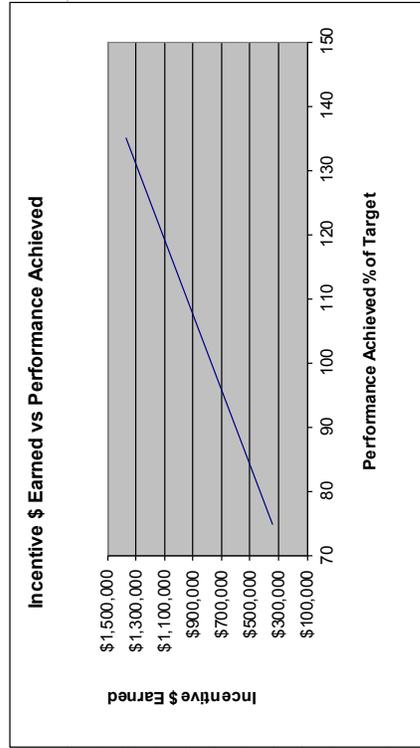
Table D3 CNG Historical and Projected Units Units										
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	1,112	800	3,766	4,036	5,720	1,584	11,563	5,785	3,826	4,282
Home Energy Solutions (HES)	2,709	4,543	4,872	3,957	2,937	2,251	2,724	2,427	2,532	2,645
HVAC/Water Heating	88	26	288	736	2,922	2,452	3,272	3,938	3,063	3,156
Residential New Construction	276	345	163	181	275	355	1,005	408	317	329
Residential Behavior					26,243	26,455	-	14,432	15,000	15,000
Subtotal: Residential EE Portfolio	4,185	5,714	9,089	8,910	38,097	33,097	18,564	26,990	24,739	25,412
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	93	125	97	54	125	163	118	185	130	127
Total - Lost Opportunity	93	125	97	54	125	163	118	185	130	127
C&I LARGE RETROFIT										
Energy Opportunities	20	24	31	22	38	32	49	39	24	23
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	9	8	19	26	12	26	36	47	25	24
Process Retrofit Project										
Total - C&I Large Retrofit	29	32	50	48	50	58	85	86	49	47
Small Business	9	20	24	31	26	28	22	54	36	38
Subtotal: C&I EE Portfolio	131	177	171	133	201	249	225	325	215	212
TOTAL	4,316	5,891	9,260	9,043	38,298	33,346	18,789	27,315	24,953	25,625

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: \$769,809. This calculation 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%	\$342,137
85	3.0%	\$513,206
95	4.0%	\$684,274
100	4.5%	\$769,809
105	5.0%	\$855,343
115	6.0%	\$1,026,412
125	7.0%	\$1,197,480
135	8.0%	\$1,368,549

Total Original Budget* \$17,106,858

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

Connecticut Natural Gas PMI (2020) continued

SECTOR Program		Performance Indicators				Incentive Metrics			
		Lifetime Savings (ccf):	HES-Income Eligible	Home Energy Solutions	HVAC/Water Heating	Incentive Metric	Target Goal	Weight	Incentive
Residential Program Budgets	\$ 11,164,983		6,615,424	4,640,316	3,276,870	Total Gas Benefit from all Residential programs	Gas Benefit from all Residential programs \$11,940,305	0.195	\$150,113
		Residential Behavior	300,240						
		New Construction	2,665,936						
		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:	\$775,322						
		Achieve CCF savings per single family home - based on 2019 actuals adjusted to 2020 CT PSD plus 2.0%.							
		Annual ccf savings							
HES	\$ 3,051,266				ccf/home	Achieve CCF savings/single-family home.	0.060	\$46,189	
HES-IE	\$ 4,641,638				Annual ccf savings	301,020	0.030	\$23,094	

Connecticut Natural Gas PMI (2020) continued

SECTOR Program	Performance Indicators			Incentive Metrics					
	Target Goal	Weight	Incentive	Incentive Metric	Target Goal	Weight			
C&I Program Budgets \$ 4,841,168	Lifetime Savings (ccf):			Total Gas Benefit from all C&I programs	Gas Benefit from all C&I programs	0.210	\$161,660		
	Energy Conscious Blueprint	3,242,928		Total Gas Benefit from all C&I programs	\$8,682,977	0.210			
	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:	\$3,841,810							
Small Business	\$ 364,215		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
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	\$38,490		
Total Incentive \$ Residential and C&I						1.000	\$769,809		

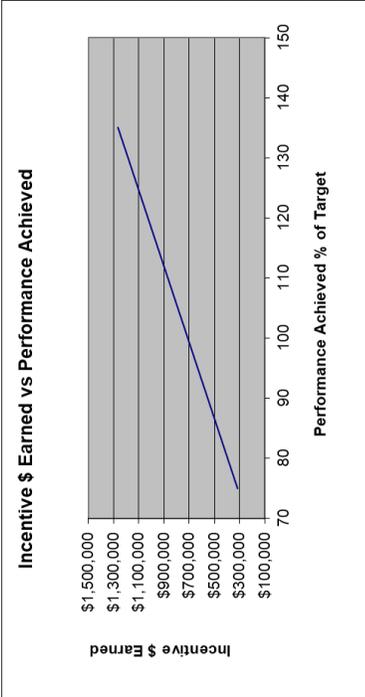
Connecticut Natural Gas PMI (2021)

CONNECTICUT NATURAL GAS CORPORATION

2021 Management Incentive Performance Indicators and Incentive Matrix

Provided below is the 2020 Incentive Matrix with Performance Indicators. The Utility Performance Incentive is: \$712,551. This calculation is based on achieving 100% of all performance targets and earning a target incentive of 4.5% of EE budgets (not including EE B costs, Audit Costs, or Management Incentive). Goals will be prorated based on actual over/under spend of budget. The actual incentive earned will be determined by the performance achieved in each of the Incentive Metrics identified below, based on the following Performance Index:

Performance %	Pretax Incentive	Pre-tax Incentive
75	2.0%	\$316,689
85	3.0%	\$475,034
95	4.0%	\$633,379
100	4.5%	\$712,551
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, EE B costs, and Audit.

Connecticut Natural Gas PMI (2021) continued

SECTOR Program		Performance Indicators				Incentive Metrics		
Residential Program Budgets	\$ 10,267,423	Lifetime Savings (ccf):	Total Gas Benefit from all Residential programs	Target Goal	Weight	Incentive		
		HES-Income Eligible	6,690,045	Total Gas Benefit from all Residential programs \$12,297,107	Gas Benefit from all Residential programs \$12,297,107	0.195	\$138,947	
Home Energy Solutions	4,848,422							
HVAC/Water Heating	3,376,107							
Residential Behavior	300,240							
New Construction	2,763,194							
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:	\$2,029,684							
Achieve CCF savings per single family home - based on 2019 actuals adjusted to 2020 CT PSD plus 2.0%.								
HES	\$ 2,818,592							
HES-IE	\$ 4,253,623	Annual ccf savings	Annual ccf savings	301,020	0.030	\$21,377		

SECTOR Program		Performance Indicators				Incentive Metrics		
		Performance Indicators				Incentive Metric	Target Goal	Weight
C&I Program Budgets	\$ 4,479,653	Lifetime Savings (ccf):			Total Gas Benefit from all C&I programs	Gas Benefit from all C&I programs	0.210	\$149,636
		Energy Conscious Blueprint	3,171,597					
		Energy Opportunities	2,085,466					
		O&M	3,085,667					
		Small Business	776,834					
		Total Lifetime Savings (ccf)	9,119,564					
		Present Value Lifetime Savings (ccf)	\$0.9341					
		Total C&I Gas Benefit:	\$8,518,356					
		Net C&I Gas Benefit:	\$4,038,703					
Small Business	\$ 336,058	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	\$35,628		
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	\$35,628		
Total Incentive \$ Residential and C&I						1.000	\$712,551	

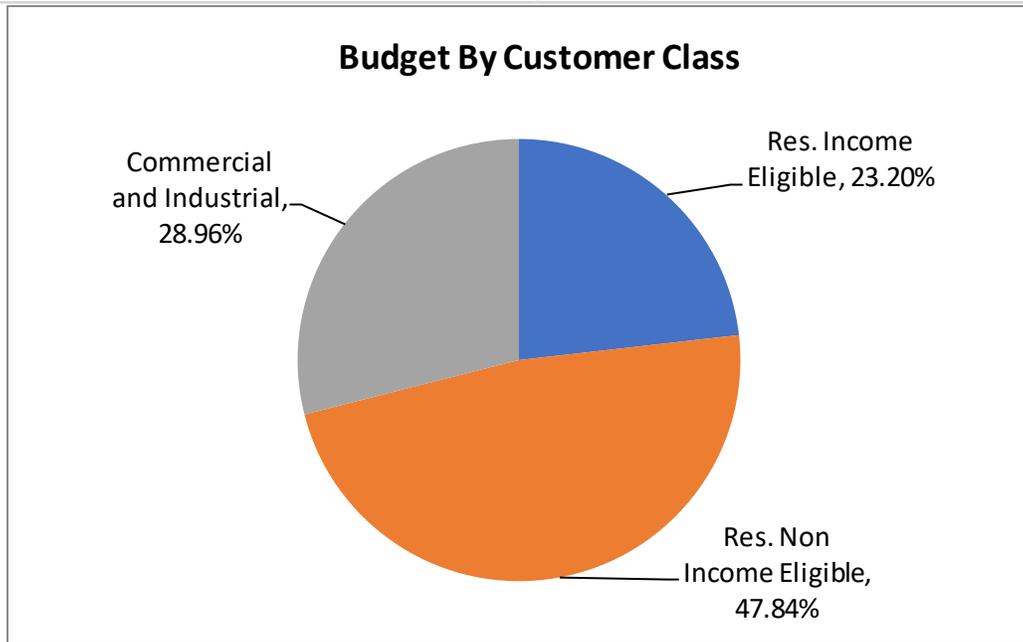
SOUTHERN CONNECTICUT GAS BUDGET AND SAVINGS TABLES

Table A – Southern Connecticut Gas (2020)

Table A				
SCG				
Proposed Natural Gas Energy Efficiency Plan Budget				
Natural Gas EE Budget	2019 SCG Actual Results 12/31/2019	2020 SCG Budget Update 3/1/2020	2021 SCG Budget Update 3/1/2020	2022 SCG Budget Update 3/1/2020
RESIDENTIAL				
Residential New Construction	\$ 498,505	\$ 1,167,010	\$ 961,869	\$ 968,478
Home Energy Solutions (HES)	\$ 1,857,838	\$ 2,088,475	\$ 1,716,102	\$ 1,728,119
HVAC/Water Heating	\$ 3,493,108	\$ 3,815,794	\$ 3,137,168	\$ 3,158,750
HES Income Eligible - Weatherization	\$ 3,049,996	\$ 3,671,944	\$ 3,065,254	\$ 3,086,550
Residential Behavior	\$ 29,770	\$ 193,016	\$ 159,403	\$ 158,932
Subtotal: Residential EE Portfolio	\$ 8,929,218	\$ 10,936,239	\$ 9,039,795	\$ 9,100,829
COMMERCIAL & INDUSTRIAL				
C&I LOST OPPORTUNITY				
Energy Conscious Blueprint	\$ 1,225,977	\$ 2,097,544	\$ 1,738,415	\$ 1,750,360
Total - Lost Opportunity	\$ 1,225,977	\$ 2,097,544	\$ 1,738,415	\$ 1,750,360
C&I LARGE RETROFIT				
Energy Opportunities	\$ 733,604	\$ 1,377,081	\$ 1,142,186	\$ 1,150,038
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 197,331	\$ 616,162	\$ 510,241	\$ 513,755
Total - C&I Large Retrofit	\$ 930,935	\$ 1,993,243	\$ 1,652,426	\$ 1,663,793
Small Business	\$ 216,506	\$ 302,114	\$ 250,699	\$ 252,426
Subtotal: C&I EE Portfolio	\$ 2,373,418	\$ 4,392,901	\$ 3,641,540	\$ 3,666,579
OTHER - EDUCATION				
Educate the Public	\$ 70,658	\$ 94,806	\$ 76,089	\$ 76,089
Customer Engagement	\$ -	\$ 100,000	\$ 100,000	\$ 100,000
Educate the Students	\$ 30,515	\$ 45,164	\$ 45,164	\$ 45,164
Educate the Workforce	\$ 16,111	\$ 67,473	\$ 67,473	\$ 67,473
Subtotal: Education	\$ 117,284	\$ 307,443	\$ 288,726	\$ 288,726
OTHER - PROGRAMS/REQUIREMENTS				
Financing Support - Residential	\$ 81,757	\$ 86,292	\$ 86,292	\$ 86,292
Financing Support - C&I	\$ -	\$ 75,000	\$ 75,000	\$ 75,000
Research, Development and Demonstration	\$ 37,918	\$ 50,000	\$ 50,000	\$ 50,000
Subtotal: Programs/Requirements	\$ 119,675	\$ 211,292	\$ 211,292	\$ 211,292
OTHER - ADMINISTRATIVE & PLANNING				
Administration	\$ 119,729	\$ 154,855	\$ 159,219	\$ 159,219
Marketing Plan	\$ 18,173	\$ 31,100	\$ 40,100	\$ 40,100
Planning	\$ 106,494	\$ 111,980	\$ 102,465	\$ 102,465
Evaluation Measurement and Verification	\$ 217,524	\$ 200,000	\$ 200,000	\$ 200,000
Evaluation Administrator	\$ 18,667	\$ 20,000	\$ 20,000	\$ 20,000
Information Technology	\$ 127,849	\$ 139,038	\$ 140,590	\$ 140,590
Energy Efficiency Board Consultants	\$ 30,847	\$ 43,333	\$ 43,333	\$ 43,333
Audits - Financial and Operational	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Performance Management Incentive	\$ 900,581	\$ 741,818	\$ 622,068	\$ 625,941
Subtotal: Other - Administrative & Planning	\$ 1,549,865	\$ 1,452,125	\$ 1,337,774	\$ 1,341,648
TOTAL	\$ 13,089,459	\$ 17,300,000	\$ 14,519,128	\$ 14,609,073

Table A Pie Chart – Southern Connecticut Gas (2020)

SCG 2020 Budget Analysis

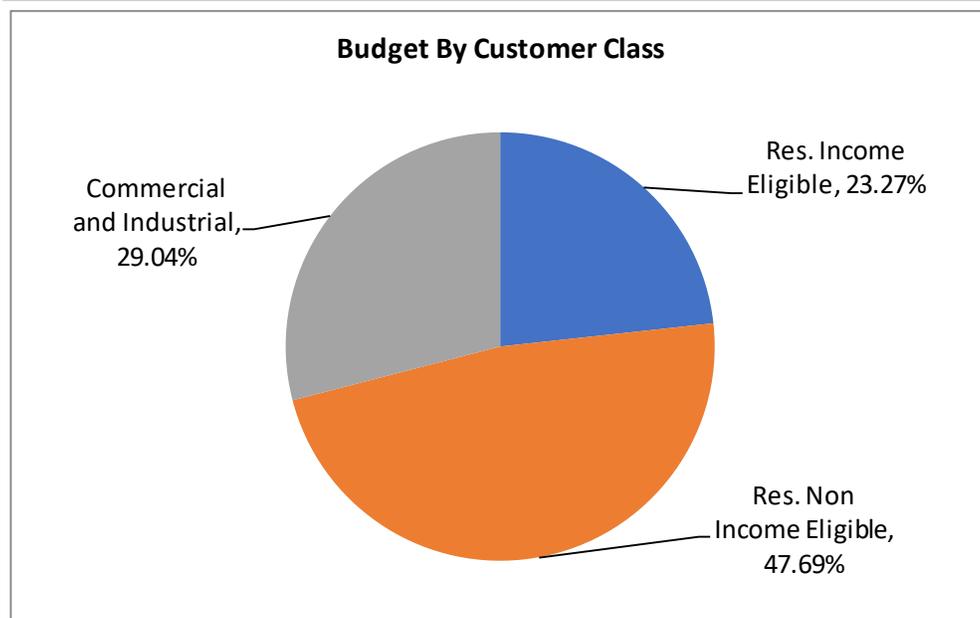


Customer Class	Budget*	% of Total Conservation Budget	% of Residential & C&I Budget
Res. Income Eligible	\$3,671,944	21.23%	23.20%
Res. Non Income Eligible	\$7,572,738	43.77%	47.84%
Residential Subtotal	\$11,244,682	65.00%	71.04%
Commercial and Industrial	\$4,584,293	26.50%	28.96%
C&I Subtotal	\$4,584,293	26.50%	28.96%
Residential and C&I Subtotal	\$15,828,975	91.50%	100.00%
Other Expenditures			
Other Expenditures	\$1,471,025	8.50%	
Other Expenditures Subtotal	\$1,471,025	8.50%	
TOTAL	\$17,300,000	100.00%	

*Please see attached Budget Allocation Table.

Table A Pie Chart – Southern Connecticut Gas (2021)

SCG 2021 Budget Analysis



Customer Class	Budget*	% of Total Conservation Budget	% of Residential & C&I Budget
Res. Income Eligible	\$3,065,254	21.11%	23.27%
Res. Non Income Eligible	\$6,280,826	43.26%	47.69%
Residential Subtotal	\$9,346,080	64.37%	70.96%
Commercial and Industrial	\$3,825,374	26.35%	29.04%
C&I Subtotal	\$3,825,374	26.35%	29.04%
Residential and C&I Subtotal	\$13,171,454	90.72%	100.00%
Other Expenditures			
Other Expenditures	\$1,347,674	9.28%	
Other Expenditures Subtotal	\$1,347,674	9.28%	
TOTAL	\$17,300,000	100.00%	
*Please see attached Budget Allocation Table.			

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

Table A Pie Sector Allocation			
	Residential	C&I	Other
OTHER - EDUCATION & ENGAGEMENT			
Educate the Public	50%	50%	0%
Customer Engagement	80%	20%	0%
Educate the Students	80%	20%	0%
Educate the Workforce	50%	50%	0%
OTHER - PROGRAMS/REQUIREMENTS			
Residential Loan Program	100%	0%	0%
C&I Financing Support	0%	100%	0%
Research, Development & Demonstration	0%	0%	100%
OTHER - LOAD MANAGEMENT			
Residential Demand Response	100%	0%	0%
C&I Demand Response	0%	100%	0%
OTHER - ADMINISTRATIVE & PLANNING			
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&I programs that produce savings are allocated 100% to the Residential and C&I sectors, respectively. Other programs budgets are allocated to both Residential and C&I sectors based on an estimated percentage of the sector that those dollars will directly benefit by the percentages above.</p>			

SOUTHERN CONNECTICUT GAS BUDGET AND SAVINGS TABLES

Table B – Southern Connecticut Gas (2020)

2020 SCG	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
Residential								
New Construction	\$1,167	\$3,272	\$1,924	\$3,279	1.65	1.00	532	Homes
Home Energy Solutions	\$2,088	\$2,558	\$3,002	\$5,588	1.44	2.18	1,823	Homes
HVAC	\$3,816	\$10,960	\$4,468	\$7,657	1.17	0.70	5,904	Units
HES - Income Eligible	\$3,672	\$3,673	\$4,670	\$8,286	1.27	2.26	2,905	Homes
Behavior	\$193	\$193	\$351	\$544	1.82	2.82	15,000	Units
Subtotal: Residential EE Portfolio	\$10,936	\$20,656	\$14,415	\$25,354	1.32	1.23		
Commercial & Industrial								
Energy Conscious Blueprint	\$2,098	\$2,879	\$3,094	\$5,048	1.48	1.75	152	Projects
Energy Opportunities	\$1,377	\$3,434	\$2,375	\$3,774	1.72	1.10	34	Projects
BES	\$616	\$1,324	\$3,442	\$5,242	5.59	3.96	26	Projects
Small Business	\$302	\$608	\$392	\$654	1.30	1.08	48	Projects
Subtotal: C&I EE Portfolio	\$4,393	\$8,244	\$9,303	\$14,718	2.12	1.79		
Other								
Subtotal: Other	\$1,971	\$1,971						
TOTAL	\$17,300	\$30,871	\$23,719	\$40,072	1.37	1.30		

2020 SCG	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
Residential													
New Construction	118,764	2,969,105	1,143	\$9.826	\$0.393	\$1,021	\$41	12,221	305,521	\$95	\$4	705	17,625
Home Energy Solutions	202,646	4,447,852	2,004	\$10.306	\$0.470	\$1,042	\$47	20,852	457,684	\$100	\$5	1,137	24,947
HVAC	324,350	6,486,992	2,900	\$11.764	\$0.588	\$1,316	\$66	33,376	667,511	\$114	\$6	1,947	38,946
HES - Income Eligible	313,510	7,033,014	3,091	\$11.712	\$0.522	\$1,188	\$53	32,260	723,697	\$114	\$5	1,878	42,070
Behavior	100,080	300,240	0	\$1.929	\$0.643			10,298	30,895	\$19	\$6	741	1,859
Subtotal: Residential EE Portfolio	1,059,350	21,237,202	9,138	\$10.324	\$0.515	\$1,197	\$60	109,007	2,185,308	\$100	\$5	6,408	125,447
Commercial & Industrial													
Energy Conscious Blueprint	239,845	3,721,121	1,884	\$8.745	\$0.564	\$1,113	\$72	24,680	382,903	\$85	\$5	1,683	25,549
Energy Opportunities	217,945	2,505,837	1,709	\$6.318	\$0.550	\$806	\$70	22,427	257,851	\$61	\$5	1,453	16,591
BES	432,433	2,996,914	1,436	\$1.425	\$0.206	\$429	\$62	44,497	308,382	\$14	\$2	2,400	16,653
Small Business	37,632	471,613	271	\$8.028	\$0.641	\$1,115	\$89	3,872	48,529	\$78	\$6	196	2,427
Subtotal: C&I EE Portfolio	927,854	9,695,485	5,300	\$4.734	\$0.453	\$829	\$79	95,476	997,665	\$46	\$4	5,732	61,220
Other													
Subtotal: Other													
TOTAL	1,987,204	30,932,687	14,438	\$8.706	\$0.559	\$1,198	\$77	204,483	3,182,974	\$85	\$5	12,140	186,666

Table B – Southern Connecticut Gas (2021)

2021 SCG	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
Residential								
New Construction	\$962	\$2,651	\$1,524	\$2,590	1.58	0.98	427	Homes
Home Energy Solutions	\$1,716	\$2,072	\$2,282	\$4,281	1.33	2.07	1,382	Homes
HVAC	\$3,137	\$8,932	\$3,632	\$6,270	1.16	0.70	4,790	Units
HES - Income Eligible	\$3,065	\$3,066	\$3,793	\$6,779	1.24	2.21	2,351	Homes
Behavior	\$159	\$159	\$350	\$547	2.20	3.43	15,000	Units
Subtotal: Residential EE Portfolio	\$9,040	\$16,881	\$11,581	\$20,467	1.28	1.21		
Commercial & Industrial								
Energy Conscious Blueprint	\$1,738	\$2,376	\$2,870	\$4,759	1.65	2.00	116	Projects
Energy Opportunities	\$1,142	\$2,808	\$2,076	\$3,363	1.82	1.20	26	Projects
BES	\$510	\$1,078	\$2,463	\$3,841	4.83	3.56	19	Projects
Small Business	\$251	\$481	\$270	\$453	1.08	0.94	36	Projects
Subtotal: C&I EE Portfolio	\$3,642	\$6,743	\$7,680	\$12,415	2.11	1.84		
Other								
Subtotal: Other	\$1,838	\$1,838						
TOTAL	\$14,519	\$25,461	\$19,261	\$32,882	1.33	1.29		

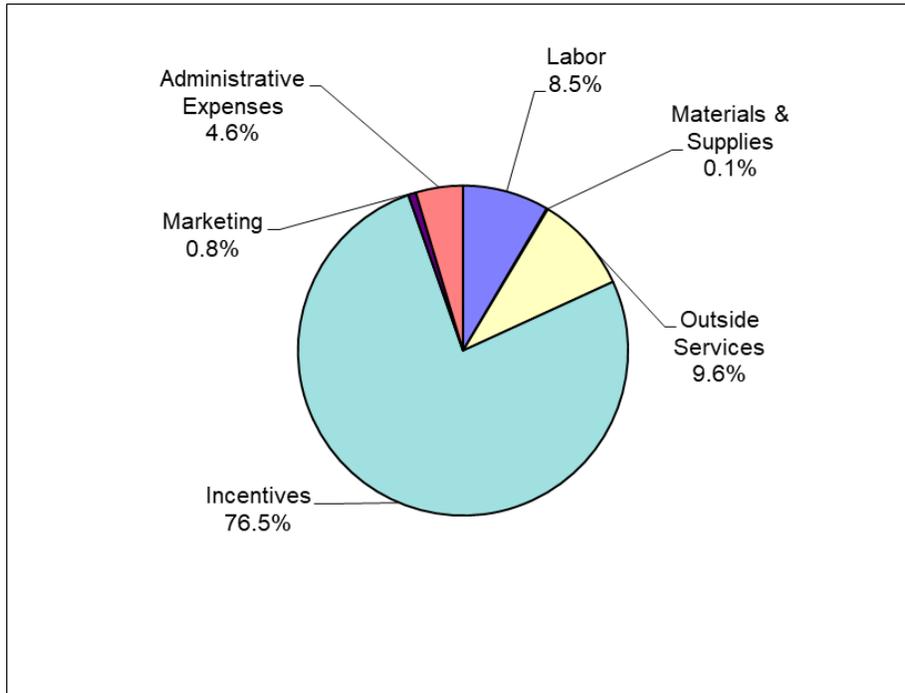
2021 SCG	Gas Savings			Gas Cost Rates				MMBtu Savings				Emissions Savings	
	Annual Savings (ccf)	Lifetime Savings (ccf)	Peak Savings (ccf)	Gas Cost Rate \$/ccf Annual	Gas Cost Ratio \$/LT-ccf	Gas Demand Cost \$/ccf	Gas Demand Cost \$/LT-ccf	Annual MMBtu	Lifetime MMBtu	Cost per Annual MMBtu	Cost per Lifetime MMBtu	Annual Tons CO2	Lifetime Tons CO2
Residential													
New Construction	95,262	2,381,546	917	\$10.097	\$0.404	\$1,050	\$42	9,802	245,061	\$98	\$4	705	17,625
Home Energy Solutions	153,584	3,370,989	1,519	\$11.174	\$0.509	\$1,130	\$51	15,804	346,875	\$109	\$5	1,137	24,947
HVAC	263,125	5,262,499	2,352	\$11.923	\$0.596	\$1,334	\$67	27,076	541,511	\$116	\$6	1,947	38,946
HES - Income Eligible	253,799	5,693,517	1,842	\$12.077	\$0.538	\$1,664	\$74	26,116	585,863	\$117	\$5	1,878	42,070
Behavior	100,080	300,240	0	\$1.593	\$0.531			10,298	30,895	\$15	\$5	741	1,859
Subtotal: Residential EE Portfolio	865,850	17,008,792	6,630	\$10.440	\$0.531	\$1,363	\$69	89,096	1,750,205	\$101	\$5	6,408	125,447
Commercial & Industrial													
Energy Conscious Blueprint	227,377	3,527,687	1,437	\$7.646	\$0.493	\$1,210	\$78	23,397	362,999	\$74	\$5	1,683	25,549
Energy Opportunities	196,364	2,258,918	1,293	\$5.817	\$0.506	\$883	\$77	20,206	232,443	\$57	\$5	1,453	16,591
BES	324,312	2,247,594	1,077	\$1.573	\$0.227	\$474	\$68	33,372	231,277	\$15	\$2	2,400	16,653
Small Business	26,442	331,379	190	\$9.481	\$0.757	\$1,317	\$105	2,721	34,099	\$92	\$7	196	2,427
Subtotal: C&I EE Portfolio	774,494	8,365,578	3,998	\$4.702	\$0.435	\$911	\$84	79,695	860,818	\$46	\$4	5,732	61,220
Other													
Subtotal: Other													
TOTAL	1,640,344	25,374,370	10,628	\$8.851	\$0.572	\$1,366	\$88	168,791	2,611,023	\$86	\$6	12,140	186,666

Table C - Southern Connecticut Gas (2020)

Table C SCG 2020 Budget Details									
GAS ENERGY EFFICIENCY BUDGET (\$000)	Labor	Materials & Supplies	Outside Services	Contract Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
RESIDENTIAL									
Residential New Construction	\$ 88,238	\$ 200	\$ 4,201	\$ 1,500	\$ 1,052,719	\$ 18,653	\$ 825	\$ 675	\$ 1,167,010
Home Energy Solutions (HES)	\$ 163,522	\$ 700	\$ 121,632	\$ 50,000	\$ 1,689,773	\$ 59,848	\$ 1,300	\$ 1,700	\$ 2,088,475
HVAC/Water Heating	\$ 93,753	\$ 500	\$ 60,233	\$ 6,000	\$ 3,612,057	\$ 40,252	\$ 900	\$ 2,100	\$ 3,815,794
HES-Income Eligible	\$ 161,107	\$ 1,000	\$ 37,119	\$ 6,000	\$ 3,417,852	\$ 44,866	\$ 875	\$ 3,125	\$ 3,671,944
Residential Behavior	\$ 18,383	\$ 100	\$ 174,532	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 193,016
Subtotal: Residential EE Portfolio	\$ 525,003	\$ 2,500	\$ 397,717	\$ 63,500	\$ 9,772,400	\$ 163,619	\$ 3,900	\$ 7,600	\$ 10,936,239
COMMERCIAL & INDUSTRIAL									
C&I LOST OPPORTUNITY									
Energy Conscious Blueprint	\$ 83,933	\$ 1,000	\$ 11,000	\$ 3,000	\$ 1,966,708	\$ 23,904	\$ 1,200	\$ 6,800	\$ 2,097,544
Subtotal: C&I - Lost Opportunity	\$ 83,933	\$ 1,000	\$ 11,000	\$ 3,000	\$ 1,966,708	\$ 23,904	\$ 1,200	\$ 6,800	\$ 2,097,544
C&I LARGE RETROFIT									
Energy Opportunities	\$ 83,933	\$ 700	\$ 9,315	\$ 4,000	\$ 1,248,889	\$ 26,043	\$ 200	\$ 4,000	\$ 1,377,081
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 47,796	\$ 500	\$ 11,335	\$ 1,000	\$ 543,507	\$ 10,024	\$ 100	\$ 1,900	\$ 616,162
Subtotal: C&I - Lost Opportunity	\$ 131,729	\$ 1,200	\$ 20,650	\$ 5,000	\$ 1,792,396	\$ 36,068	\$ 300	\$ 5,900	\$ 1,993,243
Small Business	\$ 74,081	\$ 200	\$ 2,855	\$ 2,500	\$ 215,514	\$ 4,964	\$ 100	\$ 1,900	\$ 302,114
Subtotal: C&I EE Portfolio	\$ 289,742	\$ 2,400	\$ 34,505	\$ 10,500	\$ 3,974,618	\$ 64,935	\$ 1,600	\$ 14,600	\$ 4,392,901
OTHER - PROGRAMS/REQUIREMENTS & PLANNING									
OTHER - EDUCATION									
Educate the Public	\$ 25,901	\$ 415	\$ 53,871	\$ -	\$ -	\$ 2,074	\$ 9,650	\$ 2,895	\$ 94,806
Customer Engagement	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100,000
Educate the Students	\$ 8,303	\$ 374	\$ 29,512	\$ -	\$ -	\$ 4,021	\$ 2,272	\$ 682	\$ 45,164
Educate the Workforce	\$ 4,461	\$ 208	\$ 57,638	\$ -	\$ -	\$ 480	\$ 3,605	\$ 1,081	\$ 67,473
Subtotal: Education	\$ 38,665	\$ 997	\$ 241,021	\$ -	\$ -	\$ 6,575	\$ 15,527	\$ 4,658	\$ 307,443
OTHER - PROGRAMS/REQUIREMENTS									
Financing Support - Residential	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 86,292	\$ -	\$ 86,292
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75,000	\$ -	\$ 75,000
Research, Development and Demonstration	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000
Subtotal: Programs/Requirements	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ 161,292	\$ -	\$ 211,292
OTHER - ADMINISTRATIVE & PLANNING									
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 741,818	\$ -	\$ 741,818
Subtotal: Other	\$ 296,668	\$ -	\$ 382,539	\$ -	\$ -	\$ 31,100	\$ 741,818	\$ -	\$ 1,452,125
TOTAL BUDGET	\$ 1,150,078	\$ 5,897	\$ 1,105,782	\$ 74,000	\$ 13,747,019	\$ 266,229	\$ 924,137	\$ 26,858	\$ 17,300,000

Table C Pie Chart – Southern Connecticut Gas (2020)

**SCG
2020 Gas Energy Efficiency
Budget By Expense Class**



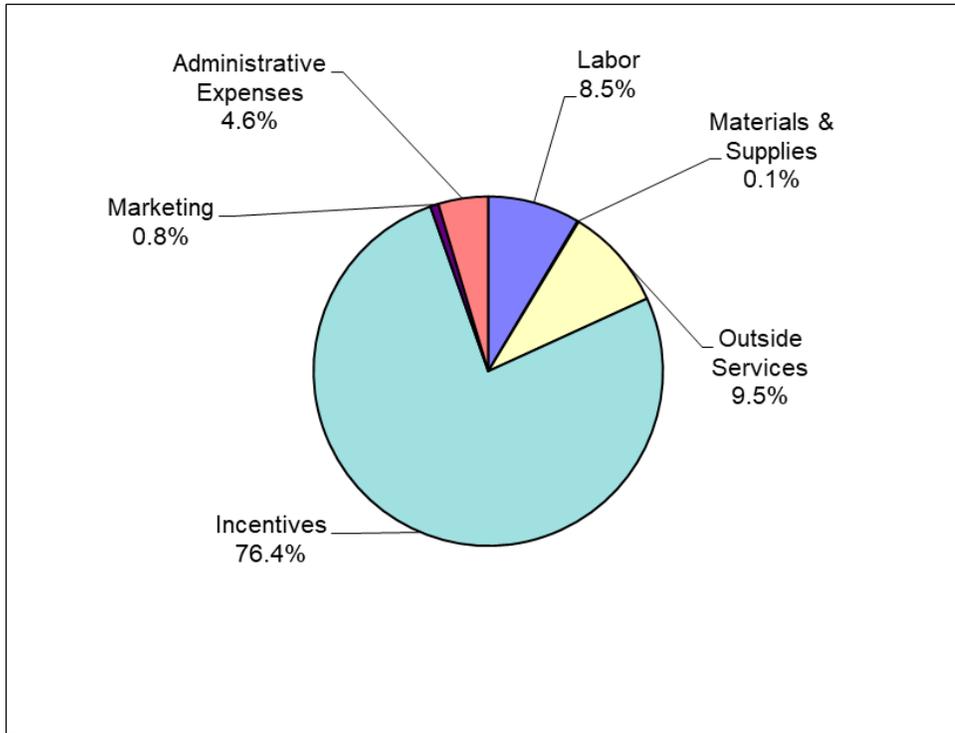
Expense Classes	Budget	% of Budget
Labor	\$ 1,220,078	8.5%
Materials & Supplies	\$ 17,517	0.1%
Outside Services	\$ 1,376,998	9.6%
Incentives	\$ 11,015,613	76.5%
Marketing	\$ 110,129	0.8%
Administrative Expenses	\$ 665,056	4.6%
Total	\$ 14,405,391	100.00%

Table C – Southern Connecticut Gas (2021)

Table C SCG 2021 Budget Details									
GA S ENERGY EFFICIENCY BUDGET (\$'000)	Labor	Materials & Supplies	Outside Services	Contract Labor	Incentives	Marketing	Other	Administrative Expenses	TOTAL
RESIDENTIAL									
Residential New Construction	\$ 90,885	\$ 200	\$ 4,201	\$ 1,500	\$ 844,395	\$ 19,187	\$ 825	\$ 675	\$ 961,869
Home Energy Solutions (HES)	\$ 169,315	\$ 700	\$ 121,632	\$ 50,000	\$ 1,311,722	\$ 59,733	\$ 1,300	\$ 1,700	\$ 1,716,102
HVAC/Water Heating	\$ 96,565	\$ 500	\$ 60,233	\$ 6,000	\$ 2,930,241	\$ 40,629	\$ 900	\$ 2,100	\$ 3,137,168
HES-Income Eligible	\$ 166,990	\$ 1,000	\$ 37,119	\$ 6,000	\$ 2,806,581	\$ 43,564	\$ 875	\$ 3,125	\$ 3,065,254
Residential Behavior	\$ 18,935	\$ 100	\$ 140,368	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 159,403
Subtotal: Residential EE Portfolio	\$ 542,690	\$ 2,500	\$ 363,553	\$ 63,500	\$ 7,892,939	\$ 163,113	\$ 3,900	\$ 7,600	\$ 9,039,795
COMMERCIAL & INDUSTRIAL									
C&I LOST OPPORTUNITY									
Energy Conscious Blueprint	\$ 86,451	\$ 1,000	\$ 11,000	\$ 3,000	\$ 1,605,029	\$ 23,936	\$ 1,200	\$ 6,800	\$ 1,738,415
Subtotal: C&I - Lost Opportunity	\$ 86,451	\$ 1,000	\$ 11,000	\$ 3,000	\$ 1,605,029	\$ 23,936	\$ 1,200	\$ 6,800	\$ 1,738,415
C&I LARGE RETROFIT									
Energy Opportunities	\$ 86,451	\$ 700	\$ 9,315	\$ 4,000	\$ 1,011,447	\$ 26,073	\$ 200	\$ 4,000	\$ 1,142,186
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 49,230	\$ 500	\$ 11,335	\$ 1,000	\$ 436,147	\$ 10,029	\$ 100	\$ 1,900	\$ 510,241
Subtotal: C&I - Lost Opportunity	\$ 135,681	\$ 1,200	\$ 20,650	\$ 5,000	\$ 1,447,594	\$ 36,102	\$ 300	\$ 5,900	\$ 1,652,426
Small Business	\$ 76,141	\$ 200	\$ 2,855	\$ 2,500	\$ 162,032	\$ 4,971	\$ 100	\$ 1,900	\$ 250,699
Subtotal: C&I EE Portfolio	\$ 298,272	\$ 2,400	\$ 34,505	\$ 10,500	\$ 3,214,654	\$ 65,009	\$ 1,600	\$ 14,600	\$ 3,641,540
OTHER - PROGRAMS/REQUIREMENTS & PLANNING									
OTHER - EDUCATION									
Educate the Public	\$ 10,731	\$ 415	\$ 50,323	\$ -	\$ -	\$ 2,075	\$ 9,650	\$ 2,895	\$ 76,089
Customer Engagement	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100,000
Educate the Students	\$ 8,303	\$ 374	\$ 29,512	\$ -	\$ -	\$ 4,021	\$ 2,272	\$ 682	\$ 45,164
Educate the Workforce	\$ 4,461	\$ 208	\$ 57,638	\$ -	\$ -	\$ 480	\$ 3,605	\$ 1,081	\$ 67,473
Subtotal: Education	\$ 23,495	\$ 997	\$ 237,473	\$ -	\$ -	\$ 6,576	\$ 15,527	\$ 4,658	\$ 288,726
OTHER - PROGRAMS/REQUIREMENTS									
Financing Support - Residential	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 86,292	\$ -	\$ 86,292
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75,000	\$ -	\$ 75,000
Research, Development and Demonstration	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000
Subtotal: Programs/Requirements	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ 161,292	\$ -	\$ 211,292
OTHER - ADMINISTRATIVE & PLANNING									
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
Subtotal: Other	\$ 305,568	\$ -	\$ 370,039	\$ -	\$ -	\$ 40,100	\$ 622,068	\$ -	\$ 1,337,774
TOTAL BUDGET	\$ 1,170,025	\$ 5,897	\$ 1,055,570	\$ 74,000	\$ 11,107,593	\$ 274,798	\$ 804,387	\$ 26,858	\$ 14,519,128

Table C Pie Chart – Southern Connecticut Gas (2021)

**SCG
2021 Gas Energy Efficiency
Budget By Expense Class**



Expense Classes	Budget	% of Budget
Labor	\$ 1,240,025	8.5%
Materials & Supplies	\$ 17,517	0.1%
Outside Services	\$ 1,381,561	9.5%
Incentives	\$ 11,098,803	76.4%
Marketing	\$ 111,269	0.8%
Administrative Expenses	\$ 669,953	4.6%
Total	\$ 14,519,128	100.00%

Table D – Southern Connecticut Gas Historical and Projected Expenditures (2012-2022)

Table D

SCG Historical and Projected \$ Expenditures \$ (000)

	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Goal	2021 Goal	2022 Goal
RESIDENTIAL											
HES Income Eligible - Weatherization	\$ 1,766	\$ 3,816	\$ 3,541	\$ 1,898	\$ 2,731	\$ 2,804	\$ 3,217	\$ 3,050	\$ 3,672	\$ 3,065	\$ 3,087
Home Energy Solutions (HES)	\$ 1,285	\$ 1,666	\$ 3,344	\$ 3,029	\$ 1,477	\$ 1,648	\$ 1,425	\$ 1,858	\$ 2,088	\$ 1,716	\$ 1,728
HVAC Water Heating	\$ 54	\$ 39	\$ 266	\$ 585	\$ 1,675	\$ 1,497	\$ 2,812	\$ 3,493	\$ 3,816	\$ 3,137	\$ 3,159
Residential New Construction	\$ 120	\$ 596	\$ 281	\$ 453	\$ 623	\$ 392	\$ (256)	\$ 499	\$ 1,167	\$ 962	\$ 968
Residential Behavior	\$ -	\$ -	\$ 114	\$ (37)	\$ 7	\$ -	\$ 126	\$ 30	\$ 193	\$ 159	\$ 159
Subtotal: Residential EE Portfolio	\$ 3,224	\$ 6,116	\$ 7,546	\$ 5,928	\$ 6,513	\$ 6,341	\$ 7,323	\$ 8,929	\$ 10,936	\$ 9,040	\$ 9,102
COMMERCIAL & INDUSTRIAL											
C&I LOST OPPORTUNITY											
Energy Conscious Blueprint	\$ 1,351	\$ 697	\$ 1,483	\$ 941	\$ 1,247	\$ 956	\$ 760	\$ 1,226	\$ 2,098	\$ 1,738	\$ 1,750
Total - Lost Opportunity	\$ 1,351	\$ 697	\$ 1,483	\$ 941	\$ 1,247	\$ 956	\$ 760	\$ 1,226	\$ 2,098	\$ 1,738	\$ 1,750
C&I LARGE RETROFIT											
Energy Opportunities	\$ 169	\$ 835	\$ 808	\$ 1,247	\$ 911	\$ 1,446	\$ 1,208	\$ 734	\$ 1,377	\$ 1,142	\$ 1,150
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 2	\$ (20)	\$ 46	\$ 134	\$ 69	\$ 118	\$ 130	\$ 197	\$ 616	\$ 510	\$ 514
Total - C&I Large Retrofit	\$ 171	\$ 815	\$ 854	\$ 1,381	\$ 980	\$ 1,564	\$ 1,339	\$ 931	\$ 1,993	\$ 1,652	\$ 1,664
Small Business	\$ 92	\$ 92	\$ 113	\$ 99	\$ 241	\$ 157	\$ 73	\$ 217	\$ 302	\$ 251	\$ 252
Subtotal: C&I EE Portfolio	\$ 1,613	\$ 1,604	\$ 2,450	\$ 2,421	\$ 2,468	\$ 2,677	\$ 2,171	\$ 2,373	\$ 4,393	\$ 3,642	\$ 3,667
OTHER-EDUCATION											
Educate the Public	\$ -	\$ -	\$ -	\$ -	\$ 218	\$ 210	\$ 68	\$ 71	\$ 95	\$ 76	\$ 76
Customer Engagement	\$ -	\$ -	\$ -	\$ -	\$ 67	\$ 17	\$ 5	\$ -	\$ 100	\$ 100	\$ 100
Educate the Students	\$ -	\$ -	\$ -	\$ -	\$ 35	\$ 68	\$ 26	\$ 31	\$ 45	\$ 45	\$ 45
Educate the Workforce	\$ -	\$ -	\$ -	\$ -	\$ 30	\$ 16	\$ 13	\$ 16	\$ 67	\$ 67	\$ 67
Smart Living Center / Science Center	\$ -	\$ -	\$ 167	\$ 100	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EESmarts/K-12 Education	\$ -	\$ -	\$ 26	\$ 70	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Clean Energy Communities	\$ -	\$ 22	\$ 47	\$ 68	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal - Education	\$ -	\$ 22	\$ 240	\$ 238	\$ 350	\$ 311	\$ 112	\$ 117	\$ 307	\$ 289	\$ 289
OTHER-PROGRAMS/REQUIREMENTS											
Financing Support - Residential	\$ 77	\$ 79	\$ 87	\$ 86	\$ 77	\$ 103	\$ 8	\$ 82	\$ 86	\$ 86	\$ 86
Financing Support - C&I	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75	\$ 75	\$ 75
Research, Development & Demonstration	\$ -	\$ 86	\$ -	\$ -	\$ 8	\$ 17	\$ 59	\$ 38	\$ 50	\$ 50	\$ 50
Institute for Sustainable Energy	\$ -	\$ -	\$ 37	\$ 41	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ESPC Project Manager	\$ -	\$ -	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Loan Program	\$ -	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal - Programs/Requirements	\$ 77	\$ 169	\$ 130	\$ 130	\$ 85	\$ 120	\$ 66	\$ 120	\$ 211	\$ 211	\$ 211
OTHER-ADMINISTRATIVE & PLANNING											
Administration	\$ -	\$ 89	\$ 127	\$ 170	\$ 130	\$ 172	\$ 143	\$ 120	\$ 155	\$ 159	\$ 159
Marketing Plan	\$ -	\$ -	\$ 97	\$ 85	\$ 109	\$ 73	\$ 30	\$ 18	\$ 31	\$ 40	\$ 40
Planning	\$ 208	\$ 151	\$ 99	\$ 102	\$ 141	\$ 169	\$ 98	\$ 106	\$ 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	\$ 128	\$ 139	\$ 141	\$ 141
Energy Efficiency Board Consultants	\$ 22	\$ 43	\$ 24	\$ 15	\$ 43	\$ 43	\$ 32	\$ 31	\$ 43	\$ 43	\$ 43
Audits - Financial and Operational	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10	\$ 4	\$ 10	\$ 10	\$ 10	\$ 10
Performance Management Incentive	\$ -	\$ 655	\$ 694	\$ 596	\$ 687	\$ 435	\$ 709	\$ 901	\$ 742	\$ 622	\$ 626
Subtotal - Administrative & Planning	\$ 385	\$ 977	\$ 1,310	\$ 1,365	\$ 1,439	\$ 1,228	\$ 1,393	\$ 1,550	\$ 1,452	\$ 1,338	\$ 1,342
TOTAL	\$ 5,300	\$ 8,888	\$ 11,676	\$ 10,082	\$ 10,855	\$ 10,677	\$ 11,067	\$ 15,995	\$ 17,300	\$ 14,519	\$ 14,610

Table D1 – Southern Connecticut Gas Annual and Lifetime Savings (2012-2021)

	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Goal	2021 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	264	635	459	186	205	229	326	316	314	254
Home Energy Solutions (HES)	231	284	501	388	187	168	156	202	203	154
HVAC / Water Heating					232	197	407	439	324	263
Residential New Construction	8	19	30	24	53	15	19	26	119	95
Residential Behavior	-	-	-	-	-	-	-	95	100	100
Subtotal: Residential EE Portfolio	509	945	1,035	679	677	609	908	1,078	1,059	866
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	387	290	201	138	411	134	99	212	240	227
Total - Lost Opportunity	387	290	201	138	411	134	99	212	240	227
C&I LARGE RETROFIT										
Energy Opportunities	261	222	508	540	727	438	585	470	218	196
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	36	86	2	5	47	108	243	214	432	324
Total - C&I Large Retrofit	297	308	510	545	774	546	828	684	650	521
Small Business	27	11	37	30	68	42	33	30	38	26
Subtotal: C&I EE Portfolio	711	609	748	713	1,253	722	960	927	928	774
TOTAL	1,220	1,554	1,783	1,392	1,930	1,331	1,868	2,005	1,987	1,640

	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Goal	2021 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	4,942	13,533	9,680	3,903	4,333	4,941	7,151	6,558	7,033	5,694
Home Energy Solutions (HES)	4,359	5,613	10,147	7,797	3,970	3,425	3,159	4,089	4,448	3,371
HVAC / Water Heating	111	136	861	1,553	4,619	3,992	8,147	8,455	6,487	5,262
Residential New Construction	188	457	705	593	1,272	370	473	657	2,969	2,382
Residential Behavior	-	-	-	-	-	-	-	200	300	300
Subtotal: Residential EE Portfolio	9,600	19,739	21,393	13,846	14,194	12,728	18,930	19,959	21,237	17,009
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	5,325	4,484	3,339	2,194	7,539	2,107	1,660	3,006	3,721	3,528
Total - Lost Opportunity	5,325	4,484	3,339	2,194	7,539	2,107	1,660	3,006	3,721	3,528
C&I LARGE RETROFIT										
Energy Opportunities	3,087	2,322	5,158	6,421	7,630	4,445	6,924	4,249	2,506	2,259
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	307	430	10	25	343	559	1,337	1,076	2,997	2,248
Total - C&I Large Retrofit	3,394	2,752	5,168	6,446	7,973	5,004	8,261	5,325	5,503	4,507
Small Business	378	152	408	427	895	438	382	381	472	331
Subtotal: C&I EE Portfolio	9,097	7,388	8,915	9,067	16,407	7,549	10,303	8,712	9,695	8,366
TOTAL	18,697	27,127	30,308	22,913	30,601	20,277	29,233	28,671	30,933	25,374

Table D2 – Southern Connecticut Gas Annual and Lifetime Cost Rates (2012-2021)

Table D2										
CNG Historical and Projected Annual and Lifetime Cost Rates										
Annual \$/ccf										
	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Goal	2021 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	\$ 6.679	\$ 6.009	\$ 7.715	\$ 10.204	\$ 13.322	\$ 12.245	\$ 9.868	\$ 9.652	\$ 11.712	\$ 12.077
Home Energy Solutions (HES)	\$ 5.569	\$ 5.866	\$ 6.675	\$ 7.807	\$ 7.898	\$ 9.810	\$ 9.135	\$ 9.197	\$ 10.306	\$ 11.174
HVAC / Water Heating	\$ -	\$ -	\$ -	\$ -	\$ 7.220	\$ 7.599	\$ 6.909	\$ 7.957	\$ 11.764	\$ 11.923
Residential New Construction	\$ 15.287	\$ 31.464	\$ 9.449	\$ 18.875	\$ 11.755	\$ 26.133	\$ (13.451)	\$ 19.173	\$ 9.826	\$ 10.097
Residential Behavior	NA	NA	NA	NA	NA	NA	NA	\$ 0.313	\$ 1.929	\$ 1.593
Subtotal: Residential EE Portfolio	\$ 6.335	\$ 6.473	\$ 7.289	\$ 8.730	\$ 9.620	\$ 10.412	\$ 8.065	\$ 8.283	\$ 10.324	\$ 10.440
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 3.486	\$ 2.403	\$ 7.378	\$ 6.819	\$ 3.034	\$ 7.134	\$ 7.676	\$ 5.783	\$ 8.745	\$ 7.646
Total - Lost Opportunity	\$ 3.486	\$ 2.403	\$ 7.378	\$ 6.819	\$ 3.034	\$ 7.134	\$ 7.676	\$ 5.783	\$ 8.745	\$ 7.646
C&I LARGE RETROFIT										
Energy Opportunities	\$ 0.647	\$ 3.761	\$ 1.591	\$ 2.309	\$ 1.253	\$ 3.301	\$ 2.065	\$ 1.561	\$ 6.318	\$ 5.817
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 0.057	\$ (0.233)	\$ 22.277	\$ 26.800	\$ 1.468	\$ 1.093	\$ 0.537	\$ 0.920	\$ 1.425	\$ 1.573
Total - C&I Large Retrofit	\$ 0.576	\$ 2.646	\$ 1.675	\$ 2.534	\$ 1.266	\$ 2.864	\$ 1.617	\$ 1.360	\$ 3.065	\$ 3.174
Small Business	\$ 3.405	\$ 8.364	\$ 3.054	\$ 3.300	\$ 3.544	\$ 3.738	\$ 2.208	\$ 7.145	\$ 8.028	\$ 9.481
Subtotal: C&I EE Portfolio	\$ 2.269	\$ 2.634	\$ 3.276	\$ 3.396	\$ 1.970	\$ 3.708	\$ 2.262	\$ 2.561	\$ 4.734	\$ 4.702

Table D2										
CNG Historical and Projected Annual and Lifetime Cost Rates										
Lifetime \$/ccf										
	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Goal	2021 Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	\$ 0.357	\$ 0.282	\$ 0.366	\$ 0.486	\$ 0.630	\$ 0.567	\$ 0.450	\$ 0.465	\$ 0.522	\$ 0.538
Home Energy Solutions (HES)	\$ 0.295	\$ 0.297	\$ 0.330	\$ 0.388	\$ 0.372	\$ 0.481	\$ 0.451	\$ 0.454	\$ 0.470	\$ 0.509
HVAC/Water Heating	\$ 0.482	\$ 0.283	\$ 0.309	\$ 0.377	\$ 0.363	\$ 0.375	\$ 0.345	\$ 0.413	\$ 0.588	\$ 0.596
Residential New Construction							NA	\$ 0.149	\$ 0.643	\$ 0.531
Residential Behavior	\$ 0.638	\$ 1.304	\$ 0.399	\$ 0.764	\$ 0.490	\$ 1.059	\$ (0.540)	\$ 0.759	\$ 0.393	\$ 0.404
Subtotal: Residential EE Portfolio	\$ 0.336	\$ 0.310	\$ 0.353	\$ 0.428	\$ 0.459	\$ 0.498	\$ 0.387	\$ 0.447	\$ 0.515	\$ 0.531
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	\$ 0.254	\$ 0.155	\$ 0.444	\$ 0.429	\$ 0.165	\$ 0.454	\$ 0.458	\$ 0.408	\$ 0.564	\$ 0.493
Total - Lost Opportunity	\$ 0.254	\$ 0.155	\$ 0.444	\$ 0.429	\$ 0.165	\$ 0.454	\$ 0.458	\$ 0.408	\$ 0.564	\$ 0.493
C&I LARGE RETROFIT										
Energy Opportunities	\$ 0.055	\$ 0.360	\$ 0.157	\$ 0.194	\$ 0.119	\$ 0.325	\$ 0.174	\$ 0.173	\$ 0.550	\$ 0.506
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	\$ 0.007	\$ (0.047)	\$ 4.455	\$ 5.360	\$ 0.201	\$ 0.211	\$ 0.098	\$ 0.183	\$ 0.206	\$ 0.227
Total - C&I Large Retrofit	\$ 0.050	\$ 0.296	\$ 0.165	\$ 0.214	\$ 0.123	\$ 0.313	\$ 0.162	\$ 0.175	\$ 0.362	\$ 0.367
Small Business	\$ 0.243	\$ 0.605	\$ 0.277	\$ 0.232	\$ 0.269	\$ 0.358	\$ 0.191	\$ 0.568	\$ 0.641	\$ 0.757
Subtotal: C&I EE Portfolio	\$ 0.177	\$ 0.217	\$ 0.275	\$ 0.267	\$ 0.150	\$ 0.355	\$ 0.211	\$ 0.272	\$ 0.453	\$ 0.435

Table D3 – Southern Connecticut Gas Historical and Projected Units (2012-2021)

Table D3 CNG Historical and Projected Units Units										
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Goal	Goal
RESIDENTIAL										
HES Income Eligible - Weatherization	2,479	3,647	2,395	1,187	1,329	1,319	2,818	5,314	2,349	2,362
Home Energy Solutions (HES)	2,049	2,619	3,957	3,758	1,783	1,600	1,467	1,729	1,516	1,521
HVAC/Water Heating	80	155	747	1,218	3,099	2,128	5,004	6,777	4,805	4,812
Residential New Construction	40	116	336	54	294	43	136	126	428	429
Residential Behavior	-	-	-	-	-	-	-	14,250	15,000	15,000
Subtotal: Residential EE Portfolio	4,648	6,537	7,435	6,217	6,505	5,090	9,425	28,196	24,098	24,124
COMMERCIAL & INDUSTRIAL										
C&I LOST OPPORTUNITY										
Energy Conscious Blueprint	90	100	87	40	67	32	75	223	123	116
Total - Lost Opportunity	90	100	87	40	67	32	75	223	123	116
C&I LARGE RETROFIT										
Energy Opportunities	36	31	40	22	28	18	48	11	27	26
Business & Energy Sustainability (O&M, RCx, BSC, CSP/SEM)	4	3	4	2	9	3	22	10	20	19
Total - C&I Large Retrofit	40	34	44	24	37	21	70	21	48	45
Small Business	27	72	57	28	51	72	62	45	36	36
Subtotal: C&I EE Portfolio	157	206	188	92	155	125	207	289	207	197
TOTAL	4,805	6,743	7,623	6,309	6,660	5,215	9,632	28,485	24,305	24,322

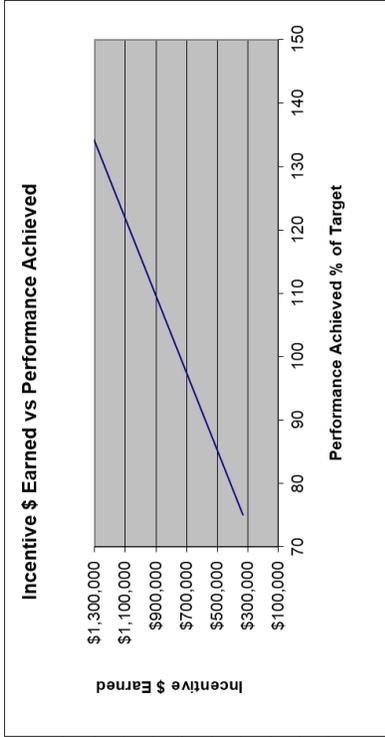
Southern Connecticut Gas PMI (2020)

Southern Connecticut Gas Company

2020 Management Incentive Performance Indicators and Incentive Matrix

Provided below is the 2020 Incentive Matrix with Performance Indicators. The Utility Performance Incentive is: \$741,818. This calculation is based on achieving 100% of all performance targets and earning a target incentive of 4.5% of EE budgets (not including EE 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%	\$329,697
85	3.0%	\$494,545
95	4.0%	\$659,394
100	4.5%	\$741,818
105	5.0%	\$824,242
115	6.0%	\$989,091
125	7.0%	\$1,153,939
135	8.0%	\$1,318,788



Total Original Budget* \$16,484,849

*Does not include Incentive, EE costs, and Audit.

Southern Connecticut Gas PMI (2020) continued

SECTOR Program	Performance Indicators				Incentive Metrics						
	Lifetime Savings (ccf):	Energy Conscious Blueprint	Energy Opportunities	O&M	Small Business	Total Lifetime Savings (ccf)	Present Value Lifetime Savings (ccf)	Incentive Metric	Target Goal	Weight	Incentive
C&I Program Budgets	\$ 4,392,901							Total Gas Benefit from all C&I programs	Gas Benefit from all C&I programs \$9,311,269	0.210	\$155,782
		3,069,530	2,393,569	3,321,202	793,462	9,577,764	\$0.9722				
								Total C&I Gas Benefit:	\$9,311,269		
								Net C&I Gas Benefit:	\$4,918,367	0.210	\$155,782
Small Business	\$ 302,114	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	\$37,091
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	\$37,091
Total Incentive \$ Residential and C&I										1.000	\$741,818

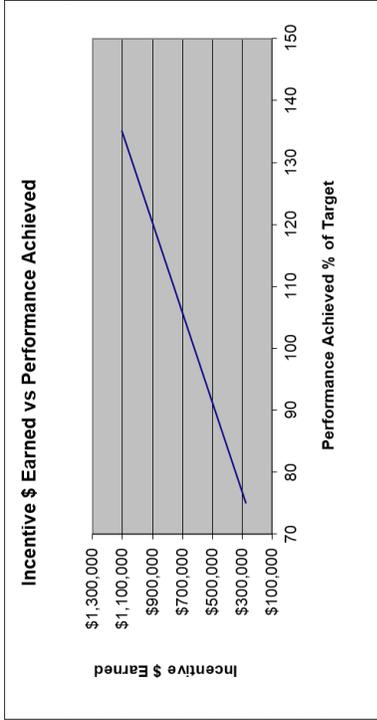
Southern Connecticut Gas PMI (2021)

Southern Connecticut Gas Company

2021 Management Incentive Performance Indicators and Incentive Matrix

Provided below is the 2020 Incentive Matrix with Performance Indicators. The Utility Performance Incentive is: \$622,068. This calculation is based on achieving 100% of all performance targets and earning a target incentive of 4.5% of EE budgets (not including EEB costs, Audit Costs, or Management Incentive). Goals will be prorated based on actual over/under spend of budget. The actual incentive earned will be determined by the performance achieved in each of the Incentive Metrics identified below, based on the following Performance Index:

Performance %	Pretax Incentive	Pre-tax Incentive
75	2.0%	\$276,475
85	3.0%	\$414,712
95	4.0%	\$552,949
100	4.5%	\$622,068
105	5.0%	\$691,186
115	6.0%	\$829,424
125	7.0%	\$967,661
135	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		Performance Indicators				Incentive Metrics			
Program						Incentive Metric	Target Goal	Weight	Incentive
Residential Program Budgets	\$ 9,039,795	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						
		Home Energy Solutions	3,709,347						
		HVAC/Water Heating	5,286,935						
		Residential Behavior	2,393,312						
		New Construction	2,393,312						
		Total Lifetime Savings (ccf)	17,410,320						
		Present Value Lifetime Savings (ccf)	\$0.6808						
		Total Residential Gas Benefit:	\$11,852,284						
		Net Residential Gas Benefit:	\$2,812,489						
		HES	\$ 1,716,102	Achieve CCF savings per single-family home. Based on 2019 actuals adjusted to 2020 CT PSD plus 2.0%.	ccf/home				
HES-IE	\$ 3,065,254	Annual ccf savings	Annual ccf savings	255,001	0.030	\$18,662			

Southern Connecticut Gas PMI (2021) continued

SECTOR Program	Performance Indicators				Incentive Metrics			
	Program Budgets	Lifetime Savings (ccf):	Energy Conscious Blueprint	Energy Opportunities	Incentive Metric	Target Goal	Weight	Incentive
C&I Program Budgets	\$ 3,641,540		2,893,719	2,257,237	Total Gas Benefit from all C&I programs	Gas Benefit from all C&I programs \$7,782,293	0.210	\$130,634
		O&M	2,494,782					
		Small Business	744,338					
		Total Lifetime Savings (ccf)	8,390,076					
		Present Value Lifetime Savings (ccf)	\$0.9276					
		Total C&I Gas Benefit:	\$7,782,293					
		Net C&I Gas Benefit:	\$4,140,753			\$4,140,753	0.210	\$130,634
Small Business	\$ 250,699	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	\$31,103
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	\$31,103
Total Incentive \$ Residential and C&I							1.000	\$622,068