

Next Wave of State Energy Efficiency Plans

EVERSOURCE

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JUNE 19TH 2015

New England Successes

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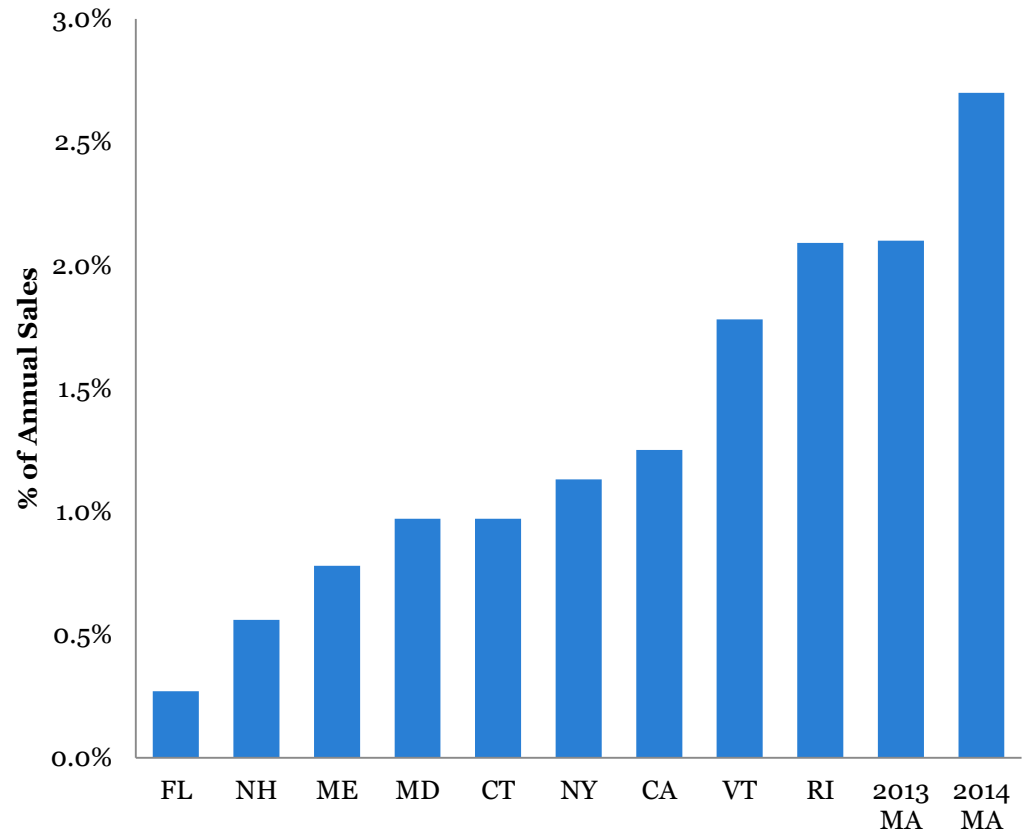
Massachusetts #1 four years in a row by ACEEE

Connecticut ranked between 5-6 past four years by ACEEE

Rhode Island jumped to #3 by ACEEE in 2014, ranked 5-7 in prior years

Each state on track to deliver on its three year goals

Leading Nationally



MA Continues to Lead Nation

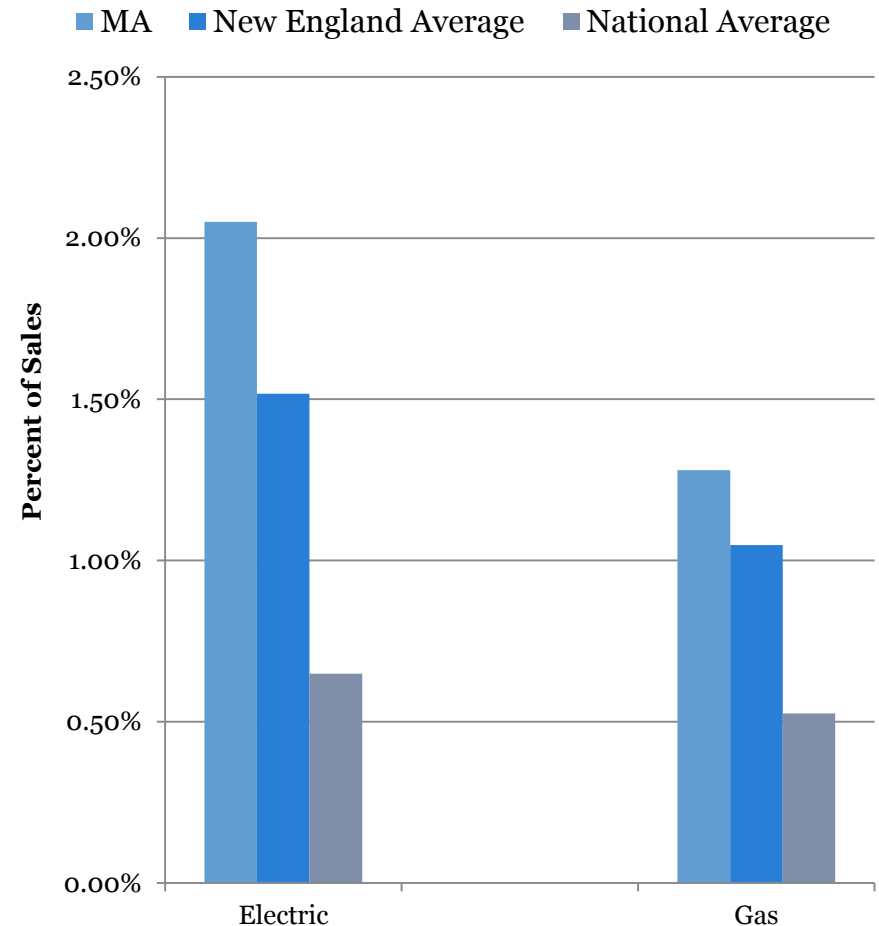
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2012-2014 Programs provided \$8.2B in Benefits and \$1.3B in Customer Incentives

MassCEC estimates 65,000 EE workers in MA and more than 4,000 firms

Energy savings equivalent to the output of a 500MW power plant; ISO-NE forecasts declining load

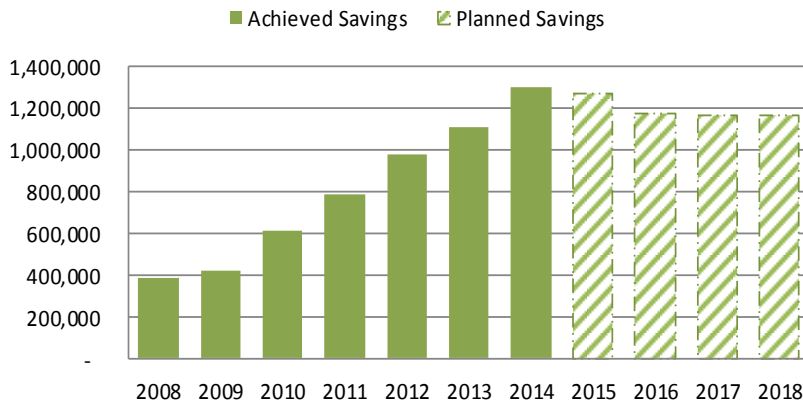
Savings from Efficiency



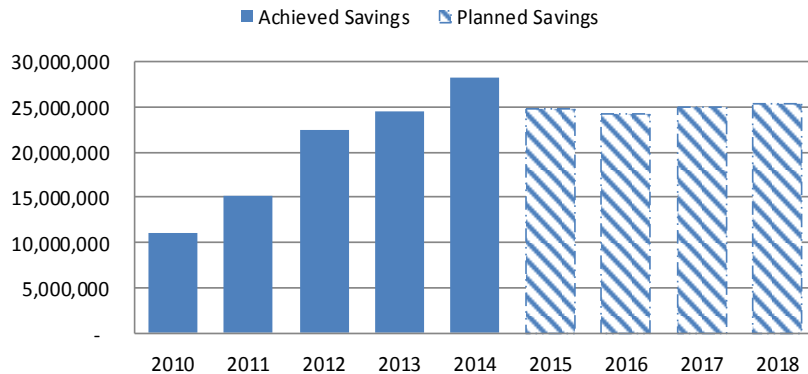
MA 2016-2018 Plan

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Statewide Electric Savings Annual MWh



Statewide Gas Savings Annual Therms



Highlights for 2016-2018:

- Over \$1.7 billion in incentives to customers
- \$65 million of interest buydown on loans to customers
- 3,520,000 MWh savings over 3 years
- 75,000,000 Therms savings
- 3,250,000 Participants Annually

2016-2018 Challenges and Solutions

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Building Codes: Reduced opportunity in customer facilities

- PAs are launching Codes and Standards advocacy efforts to ensure code compliance

Equipment Baselines: Increasing baselines decrease savings

- PAs will support new products and new tactics to get to existing equipment
 - Examples – Upstream EMC pumps, or Early Boiler Replacement

Lower Avoided Costs: More challenging to achieve cost effectiveness

- PAs will shift to the right retail channels for product support
 - Example – Upstream Water Heating Equipment

Lighting: EISA Standards and evaluations reduce attributable savings

- Opportunity remains in Residential and C&I Linear products; LED support essential for converting sockets to efficient lighting.

Innovations for Continued Success

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Services Targeted to Underserved Customers

Renter initiative

Moderate income residential customers

Small & medium sized business customers through Channel Sales

Continuing to focus on improving the customer experience.

Online participation options

Training robust workforce to meet demand for EE

Multi-year engagement plans with key customers

Strategic Energy Management Plans/
Memorandums of Understanding

Tailoring efforts to key business segments

Hospitality

Industrial Initiative

Diving Deeper

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DR

Geo-
Targeting

New
Approaches

Traditional EE

- Continue to engage with local communities
 - Nonprofit Referral Program a new approach to building customer relationships
- Utilize tools like demand response (DR) and geo-targeting to alleviate constraints at times of peak demand
 - Leverages EE technology in our portfolio (i.e. Wi-Fi Thermostats) to deliver more complete solutions to customers

Thinking Outside the MassSave Box

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Leverage EE to achieve additional environmental benefits and goals (i.e. CECP)



Exploring promotion of Electric Vehicle (EV) charging stations through the energy efficiency programs



Residential demonstrations of new technologies that include exploring solar/storage and smart appliance integration and smart appliance control



Commercial demonstrations of new technologies that include lighting controls with demand response, sustainable office design

Understanding and Engaging Customers

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Direct Engagement of Large Customers

2% of Customers Account for 80% of Usage

- Personal Relationships, Targeted Efficiency Solutions
- Long Term MOUs



Mass Marketing

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Reaching the Customer Base

Achieving All Cost Effective efficiency requires engagement across all customer segments.

- Advertising
- Community Outreach
- Eversource Customer Engagement Platform



Eversource

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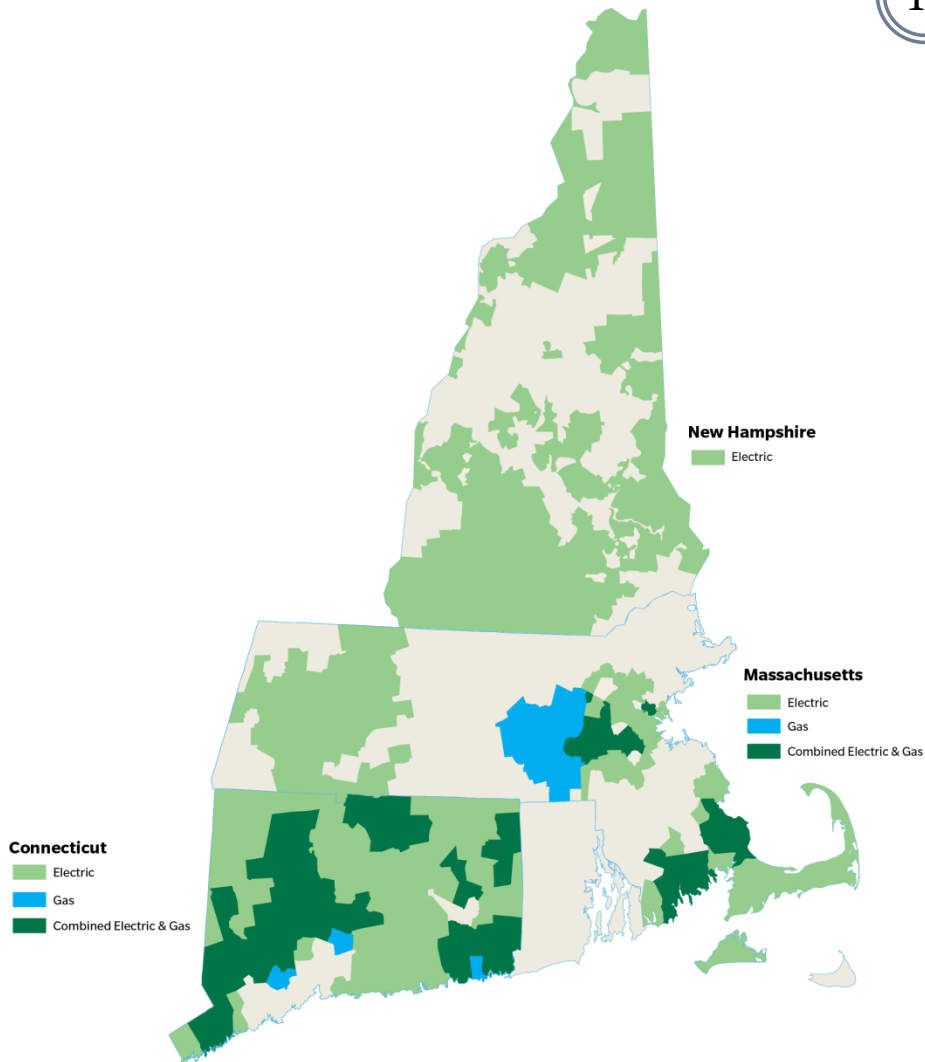
Programs Across Three States

- Applying lessons learned across territories

Proven, Successful Delivery Model

- Core model with state-specific regulatory considerations

Strong Stakeholder Partnerships

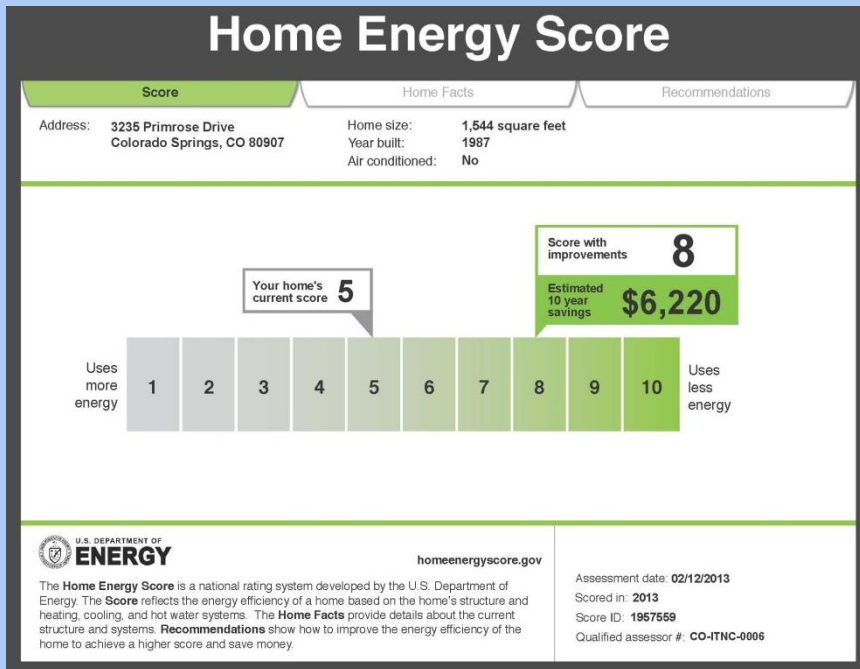


Eversource CT & NH

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- CT Partnering with US DOE for first-in-the-nation Home Energy Score pilot

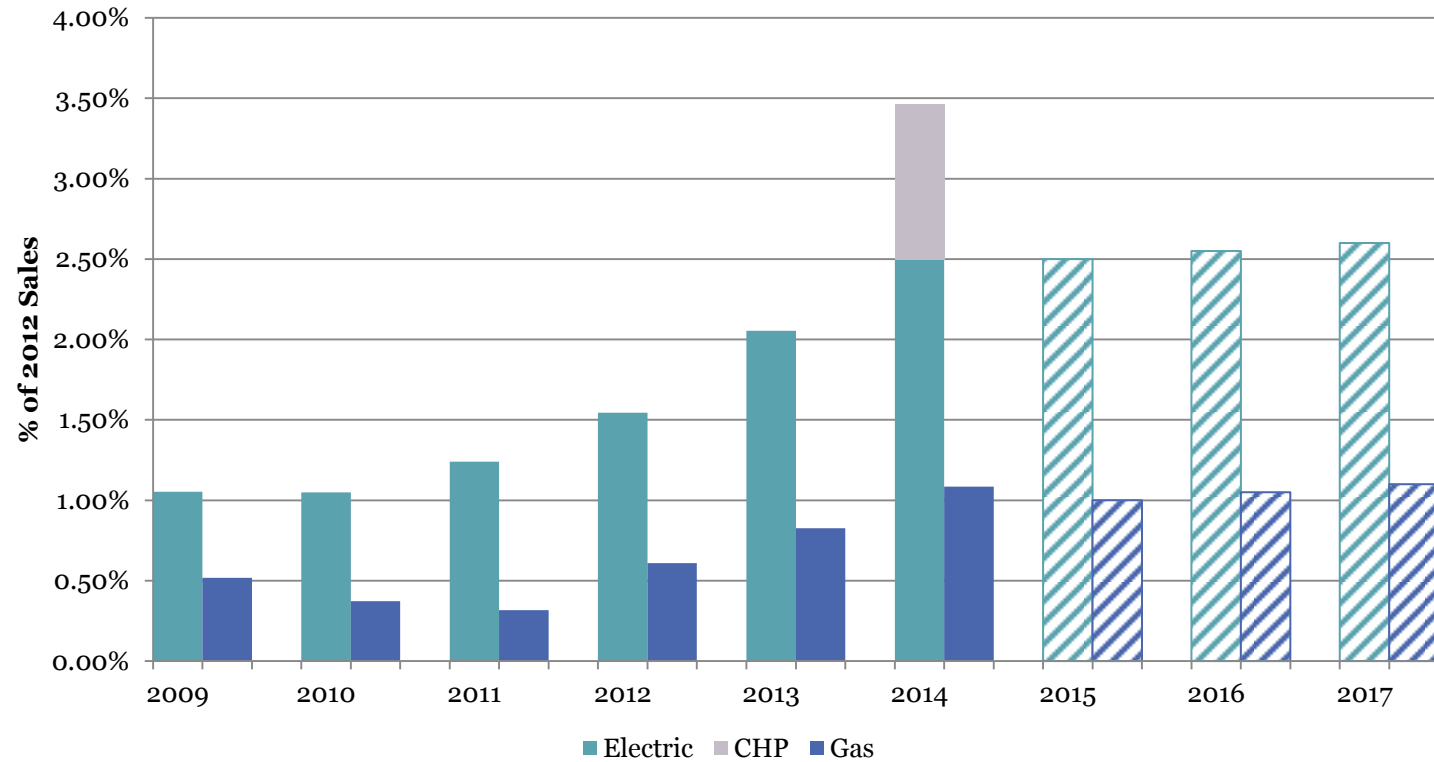
- Comprehensive, long-term energy plans for customers
 - Deeper savings, integrating renewables
- New Hampshire completing restructuring in 2015
 - PUC investigating establishment of EERS
- Program design able to be quickly ramped up



National Grid - Rhode Island Achievements & Goals

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RI Electric and Gas Savings



National Grid – Rhode Island Strategies

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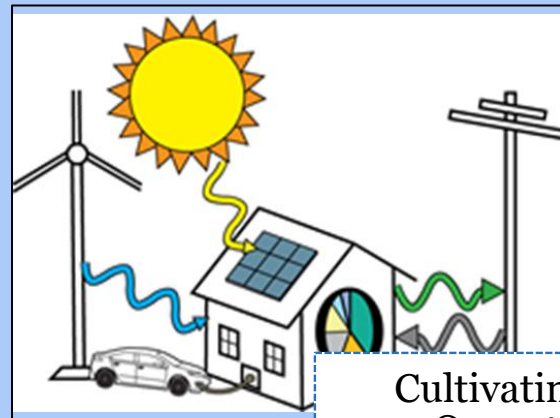
Promoting Cost Efficiency



Empowering Communities and Markets



Innovating to Capture Untapped Savings



Cultivating Future Opportunities

Thank you!

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